TOP Consultants 2016

Plus

2016 PUBLIC SAFETY BUYERS GUIDE
ADCOMM Engineering

Overview: Founded in 1979, Adcomm Engineering employs nine and serves the public-safety communications engineering market. The firm provides consulting engineering/professional project management services for simulcast systems, business process analysis, procurement processes, workload analysis, site development, dispatch center design/development, CAD software, mobile data, paging/alerting, microwave radio (voice/data), 9-1-1 telephone systems, alarm/control systems, Project 25 (P25) radio systems and more. Adcomm’s staff comprises registered professional engineers and project management professionals.

Key Principal: Joe P. Blaschka Jr.

Pivotal Projects: Klickitat County, Washington, VHF simulcast radio system upgrade; Spokane County, Washington, 9-1-1; North Slope Borough, Alaska, radio system upgrade; and Washington State Patrol project management quality assurance are recent and ongoing projects.

Competitive Edge: Adcomm’s consultants and staff have hands-on technical and operational experience and skills, include simulcast experts and offer a wide variety of skills from initial problem analysis to construction management.

Andrew Seybold

Overview: Founded in 1991, the firm consults on technology and operational matters, services related to the First Responder Network Authority (FirstNet) and wireless training.

Key Principals: Andrew M. Seybold Sr., Linda M. Seybold, Bob Chapin, Barney Dewey, Robert Hirsh and Robert O’Hara

Pivotal Projects: Public Safety Alliance (PSA) assistant, wireless facility regulations, wireless broadband and Wi-Fi testing, push-to-talk (PTT) evaluation and testing, LMR and Long Term Evolution (LTE) designs

Competitive Edge: The company has offered wireless data services to commercial and public-safety entities globally since before cellular.

BLACK & VEATCH

Overview: With more than 11,000 global employees, Black & Veatch, founded in 1915, delivers a vertically integrated solution for upgrading or building a wireless public-safety communications system. The company serves markets including public safety, Long Term Evolution (LTE) carrier networks and utility communications.

Key Principals: Marty Travers, president of telecommunications, and Chris Krafft, vice president of public safety

Pivotal Projects: Black & Veatch acquired and integrated RCC Consultants, which had a rich and storied 30-year history and was highly regarded for its achievements in serving public-safety clients. Black & Veatch acquired RCC in 2015 and added RCC’s public-safety consulting services to its long history of telecommunications facility engineering and construction services. Black & Veatch believes that the public-safety telecommunications market is robust. The firm has a strong design/build heritage, blended with RCC’s industry-leading telecom consulting and planning expertise built to serve the public-safety industry. Since acquisition, case by case, clients have been provided with an end-to-end delivery solution that reduces deployment costs while improving schedule durations.

Competitive Edge: Black & Veatch provides services from initial planning and consulting through engineering and construction, offering clients control over the network implementation from a single-source provider.

Blue Wing

Overview: Founded in 2005, Blue Wing serves the public-safety, transportation, business/industrial and utilities markets, providing radio systems project management, operations consulting and engineering services.

Key Principals: Kathryn Harvath, president, and Andrew Maxymillian, vice president

Pivotal Projects: Each project is a pivotal project for Blue Wing’s clients. All projects are of similar importance.

Competitive Edge: The firm provides operationally driven solutions, beginning each project by understanding operational objectives and applying sound, pragmatic engineering through structured project management.

DELTAWRX

Overview: DELTAWRX, founded in
2000, serves federal, state and local government markets and is a management-consulting firm that provides strategic technology planning for public-safety and government agencies. **Key Principals:** Michael Thayer and Brian Hudson  
**Pivotal Projects:** Monterey County, California; city of Boston; state of Indiana; and Massachusetts State Police  
**Competitive Edge:** The firm’s staff possesses advanced degrees from leading institutions and has an in-depth understanding of public-safety technology and business practices.  

**Directions**  
**Overview:** Directions, founded in 2000, serves the public-safety wireless market and has provided strategic planning and market development for a number of leading U.S. telecommunications providers related to supporting the first responder community.  
**Key Principal:** Joe Hanna  
**Pivotal Projects:** Wireless E9-1-1 location technologies, 800 MHz rebanding, wireless public-safety broadband and next-generation emergency alerting  
**Competitive Edge:** Thirty years in the public-safety arena and 16 years working with wireless communications providers and emerging technology companies, as well as networking within the public-safety, federal, regulatory and congressional arenas.  

**Elert & Associates**  
**Overview:** Founded in 1984, Elert serves North America with a focus on public safety, video security, controlled access, multimedia, microwave and fiber-optic networks.  
**Key Principals:** Gary Elert, Tom Pavek and Dave Kaun  
**Pivotal Projects:** Projects incorporating Project 25 (P25) Phases 1 and 2 multisite simulcast trunking, dispatch center and emergency operations center (EOC) physical designs, and citywide microwave network interconnect  
**Competitive Edge:** Consultants with years of experience provide project results that meet requirements within established budgets.

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**EZ-Spectrum**  
**Overview:** Founded in 2014, EZ is a spectrum planning and licensing firm run by system engineers who are capable of system design and take a cost-conscious approach to frequency planning. The company saves more than its fees.  
**Key Principals:** Jack “Tripp” Forrest  
**Pivotal Projects:** Lancaster County, Pennsylvania; state of Tennessee; and state of Florida.  
**Competitive Edge:** The company offers engineering services that its competitors do not. The company offers turnkey solutions driven by custom software developed internally.  

**www.fedeng.com**  
**Overview:** Federal Engineering (FE) has 45 employees and has been in the

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**YOUR MISSION IS OUR MISSION.**

Black & Veatch has been at the forefront of every major communications development, deployment and technology for more than 50 years. Emergency first responders can count on Black & Veatch to provide reliable, secure communication networks – everywhere, every time they need it.

To learn more, email us at TelecomInfo@bv.com or visit [bv.com/publicsafety](http://bv.com/publicsafety).

Stop by our booth #1200 at APCO 2016.
public-safety communications business for more than 33 years, becoming a leading specialist in LMR, broadband and public-safety answering point (PSAP) systems consulting. The company conducts needs assessments, develops requests for proposals (RFPs) and provides implementation support. FE serves dispatch centers for local, county and state jurisdictions; Department of Homeland Security (DHS); and other federal government agencies. Key Principals: President and CEO Ronald F. Bosco and John E. Murray, executive vice president and chief operating officer (COO) Pivotal Projects: North Carolina next-generation 9-1-1 (NG 9-1-1) statewide planning; Northwest Central Dispatch System, Illinois, CAD upgrade; Los Angeles Regional Interoperable Communications System (LA-RICS) LMR and Long Term Evolution (LTE) implementation management and technical support; San Francisco LMR upgrade; and LMR consulting to Virginia counties including Caroline, Culpeper, Fairfax, Fauquier, Hanover, Isle of Wight, King and Queen, Pittsylvania, Rappahannock, Rockbridge and Sussex. Competitive Edge: FE is a government-trusted adviser with no radio vendor relationships that recommends reliable, flexible and affordable solutions. The company has successfully completed more than 1,000 projects with repeat business.

Global RF Solutions
Overview: Founded in 1998, Global RF specializes in RF FCC compliance and safety and training and in identifying and mitigating RF interference, serving the western contiguous U.S. Key Principal: Marv Wessel Pivotal Projects: Provided online RF safety training following International Conference on Electrical and Electronics Engineering (IEEE) C95.7 recommendations and supported AT&T Long Term Evolution (LTE) in the Desert Mountain region to identify and mitigate interference during launch. Competitive Edge: IEEE TC95 working committee member and studied and evaluated FCC Enforcement Bureau techniques.

IS YOUR STATE FirstNet READY?
The Digital Decision provides industry leading services for all phases of the FirstNet Nationwide Public Safety 700 MHz Broadband Network lifecycle. What You Need: What We Provide:

- User, uses, financial, technical data collection
- PSAP call data
- Coverage and capacity analysis
- Help locals and tribes find and enter data
- Conduct data gathering sessions to increase data sample
- Generate statewide reports of data collected
- Customizable virtual data collection video/training
- FirstNet data analytics
- TDD: Online Public Safety Entity and Field User Surveys
- Black & Veatch: InfoVista coverage and capacity tools
- FirstNet Data Collection • FirstNet Outreach & Education • FirstNet Capacity & Coverage Studies • Business and operations analysis • Program management • Mobile and Desktop Application • Land mobile radio communications

FirstNet Data Collection • FirstNet Outreach & Education • FirstNet Capacity & Coverage Studies • Business and operations analysis • Program management • Mobile and Desktop Application • Land mobile radio communications

www.iwatsi.com
Design • Installation • Maintenance • Training

www.iwatsi.com
Overview: Previously called Ira Wiesenfeld & Associates, IWA was founded in 2012, employs five and serves public-safety, military, hospital, commercial, education, wireless carrier, single-site and wide-area simulcast private paging, and federal, state and local government markets. The company focuses on four areas: design, installation, maintenance and training. IWA has experienced staff engineers who tackle complex projects of all sizes and routinely deal with interference mitigation, FCC licensing and FCC Enforcement Bureau resolution. Key Principals: President/CEO Ira
Wiesenfeld, P.E., and Vice President of Marketing Joseph C. Delio

**Pivotal Projects:** U.S. Department of Veterans Affairs wide-area paging network; technician/engineer training program for a major manufacturer; simulcast 800 MHz trunking systems upgrade for a large county; extending usable life of various two-way communications systems in Texas; distributed antenna system (DAS) to provide two-way radio commercial building coverage exceeding 1 million square feet

**Competitive Edge:** IWA possesses state-of-the-art test equipment to ensure system integrity. Services include system optimization to ensure the client’s expectations have been fulfilled. The company’s vertical channels work in harmony to give customers the best possible experience.

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**Mission Critical Partners (MCP)**

**Overview:** MCP, founded in 2009, provides a range of services to help public-safety clients overcome mission-critical challenges.

**Key Principals:** R. Kevin Murray, Brian Bark, Len Kowalski and David F. Jones

**Pivotal Projects:** North Central Texas Council of Governments (NCTCOG), Pennsylvania Emergency Management Agency (PEMA), more

**Competitive Edge:** MCP principals have each invested more than three decades in the 9-1-1 industry and continue to serve in key leadership roles throughout major industry organizations as advisers to key federal and state governmental bodies.

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**MTG Management Consulting**

**Overview:** Founded in 1973, MTG serves justice, public-safety, transportation, licensing and other markets, providing strategy IT management.

**Key Principals:** CEO Joe Wheeler, Chief Operating Officer (COO) Robert Kaelin, Chairman Chuck Collins and Chief Information Officer (CIO) James Cabral Jr.

**Pivotal Projects:** Automated Regional Justice Information System (ARJIS) in San Diego, Western Identification Network (WIN) and more

**Competitive Edge:** MTG offers strategic, tactical and technical expertise coupled with vendor independence in the justice and public-safety space.

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**Pallans Associates Communication Consultants**

**Overview:** Founded in 1989 and serving domestic, Caribbean and Latin American markets, Pallans focuses on small agencies, specializing in needs assessments, system upgrades and replacements, regulatory issues, design and management services.

**Key Principals:** Mark and Gayle Pallans

**Pivotal Projects:** Management of a statewide 800 MHz trunking system, design and implementation of a Project 25 (P25) UHF trunking system for a nuclear power plant and a nationwide

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**Federal Engineering**

Supporting the Evolution of PSAP Systems

“FE’s understanding of our project needs and their technical expertise were outstanding. Their vendor negotiation experience proved invaluable, resulting in significant savings over the course of our project. We highly recommend their work.”

Mark Royal, Communications Manager

Next Generation 9-1-1 will have a major impact on how you provide emergency services. Clients nationwide rely on Federal Engineering’s extensive experience in the planning, design, procurement, and implementation of their NG9-1-1 systems. Our consultants appreciate that every PSAP has unique incident management approaches, technologies, funding models, and governance. We will develop a thorough understanding of your unique requirements and current systems which we document in a NG9-1-1 Readiness Assessment Report. We then develop a NG9-1-1 Strategic Plan providing a roadmap for your migration to NG9-1-1. FE’s ongoing support will ensure your new PSAP systems meet your needs.

Federal Engineering • Independent, Trusted, Nationally Recognized Experts supporting the evolution of PSAP systems.

Strategic Planning • Communications Network Design • Needs Assessment Procurement Support • PSAP Consolidation Analysis • Implementation Management Experts in: NG9-1-1, E911, NENA 9.3, IP networking, CPE, 9-1-1, CAD, RLS, AVL, LTE, Public Safety Mobile Radio, Microwave, and Fiber Systems

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Reprinted from July 2016 MissionCritical Communications • MCCmag.com
radio system for a Caribbean country

**Competitive Edge:** All staff members have worked in local, county and state governments and operations, providing low-cost, high-quality service.

**Product Development Technologies (PDT)**

**Overview:** Founded in 1995, PDT serves markets such as defense, mission critical, federal agencies, first responders and medical, specializing in product strategy, research, industrial design, user experience and more.

**Key Principal:** Mark Schwartz

**Pivotal Projects:** Portable/mobile terminals, broadband applications, Project 25 (P25)-compliant, Long Term Evolution (LTE)- and nearfield-enabled infrastructure

**Competitive Edge:** The firm’s edge is finding spectrum and licensing systems. The company navigates technical, regulatory and political aspects of radio system design and licensing for Part 90 radio systems.

**Pros RF**

**Overview:** Serving business and public-safety markets, Pros RF focuses on path analysis, propagation studies, FCC licensing, bid consultation, system design and educational programs.

**Key Principals:** Charles Powell and Leslie Elsbury

**Competitive Edge:** The firm’s edge is finding spectrum and licensing systems. The company navigates technical, regulatory and political aspects of radio system design and licensing for Part 90 radio systems.

**www.thedigitaldecision.com**

**Overview:** TDD was founded in 2007, employs 16 and serves public-safety broadband communications, executive-level commercial consulting services and mobile app development markets nationwide. The company brings more than a decade of experience in developing, designing and helping deploy cutting-edge public-safety broadband networks. The TDD team has the proven operational, governance, technical, regulatory, commercial and legislative experience required to help government and commercial clients navigate the complexities of the First Responder Network Authority (FirstNet) process.

**Key Principals:** CEO Robert A. LeGrande II

**Pivotal Projects:** Pennsylvania and Nevada State and Local Implementation Grant Program (SLIGP), and Fairfax County, Virginia, public-safety broadband wireless project

**Competitive Edge:** LeGrande led the planning, design, deployment, operations and maintenance of the nation’s first two 700 MHz public-safety broadband networks in Washington, D.C. and the National Capital Region (NCR). The company is Small Business Administration (SBA) (8a) certified and has several other state certifications. TDD’s experienced staff includes a former superintendent of the Ohio State Police, a former legal counsel at the FCC and a former vice
president of Verizon’s public-safety communications group.

**TELEVATE**

[Website: www.televate.com]

**Overview:** Founded in 2001, Televate, employs more than 25 consultants and is a public-safety technology and engineering consultancy delivering sustainable and interoperable LMR systems, wireless broadband networks and applications, public-safety answering point (PSAP) solutions, and IT and communications systems to power mission-critical requirements. The company serves public-safety and critical-infrastructure markets.

**Key Principals:** Rick Burke and Joe Ross

**Pivotal Projects:** Televate serves state and local government customers, as well as various transportation and water authorities. The company has crafted grant applications; designed, implemented and operated LMR networks and 700 MHz Band 14 broadband networks; and drafted functional communications plans supporting federal, state and local interoperable communications. Recent notable projects include the state of New Jersey and Los Angeles Regional Interoperable Communications System (LA-RICS) Authority. First Responder Network Authority (FirstNet) projects include State and Local Implementation Grant Plan (SLIGP) work in multiple states, including Minnesota.

**Competitive Edge:** Televate’s staff is comprised of engineers and program managers who are radio, broadband and IT technology experts and advocates for public safety. Employees strive to thoroughly define stakeholder requirements, assess optional systems and solutions that satisfy these requirements, and recommend and support implementation of technologies and business processes that deliver interoperable voice and data communications and operations for the company’s clients.

[Website: www.tusaconsulting.com]

**Overview:** Founded in 1992 and serving Florida, Georgia, Kansas, Louisiana, Missouri, New York, Pennsylvania, Tennessee and Texas, Tusa’s 20 employees handle all stages of public-safety radio system design and implementation. The firm’s radio engineering consultants work with municipalities, counties, states and regional groups with existing systems transitioning to Project 25 (P25). Services include needs assessments and interference and coverage analysis, conceptual design and specification development, proposal evaluation services, vendor contract negotiation assistance, FCC compliance and maintenance planning. The company’s expertise spans LMR and Digital Mobile Radio (DMR); microwave transport and network integration, wireless broadband, interoperable solutions and navigating regulatory challenges.

**Key Principal:** Dominic “Nick” Tusa

**Pivotal Projects:** The Metropolitan Area Regional Radio System (MARRS) in Kansas City, Kansas and Missouri, a $220 million regional P25 interoperable system encompassing nine counties, more than 50 tower
sites, a regionwide 9-1-1 dispatch center connectivity and 30,000 public-safety/local government radio users

**Competitive Edge:** Tusa’s sole focus is public-safety radio communications. The company has a proven record of vendor neutrality, fairness and client advocacy in developing cost-effective, hardened radio communications solutions that work. Tusa’s ability to accurately analyze client needs and to negotiate and manage contracts on their behalf has provided measurable results in greatly enhanced network reliability.

**Winbourne Consulting**

**Overview:** Winbourne, founded in 2000, provides public-safety and emergency management consulting services to governments.

**Key Principals:** Andrew Reece, Al Kruml, Jeff Winbourne and Lisa Madden

**Pivotal Projects:** New York City Emergency Communications Transformation Program; Connecticut and Washington, D.C., next-generation 9-1-1 (NG 9-1-1) project management; and more

**Competitive Edge:** Winbourne strives to provide the best value for clients, maintaining a 98 percent highly satisfied rating by customers, measured biannually for the past 12 years.

**www.vcomm-eng.com**

**Overview:** V-COMM, founded in 1995, has 30 employees who provide integrated RF and network engineering services for government and private sectors, serving commercial wireless, public-safety, transit and private-enterprise markets. The company delivers expertise and cost-effective solutions, offering custom design, testing and design/build services. V-COMM’s agenda is designing and implementing the most reliable, available and highest performance systems. The firm has a suite of design and testing tools and has developed in-building radio coverage solutions for public-safety and commercial wireless offerings, including testing and certification to meet International Fire Code (IFC) and National Fire Protection Association (NFPA) standards.

**Key Principals:** President Dominic Villecco, Vice Presidents David Stern and Don Coover, and Chief Financial Officer (CFO) Steve Falcone

**Pivotal Projects:** Testing, certification and system design with Transit Wireless in the New York City Subway system; 600 MHz interference analysis for FCC band plan proposals for CTIA; 700/800 MHz Project 25 (P25) Phase 2 system design and implementation for Camden County, New Jersey

**Competitive Edge:** V-COMM offers a blend of experience, providing insight into the latest industry technologies. The company has expertise in RF and network engineering.

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Want to know more? Visit tusaconsulting.com/radio-interference to read “Apprehending Radio Suspects—Causes and Solutions to Faulty Coverage.”

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**Want to trust your radio system? Trust Tusa.**

Let’s face it: There’s no shortage of latest-generation trunked and digital radio systems available today. The hard part is determining which one will succeed (and succeed well) within the reality of your budget. Especially knowing that the wrong choice could waste precious funds and put lives at risk.

At Tusa, we take a whole systems approach. We act as your advocate, focusing decades of extensive experience and dedication to pinpoint the single most reliable, effective radio system solution for your specific parameters. Period.

Get the most cost-effective public communication system or upgrade for you. Contact us today. Tusa. We’ve got you covered.

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