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WIRELESS COMMUNICATIONS FOR BUSINESS

WHO'S

WHO

2018

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WIRELESS COMMUNICATIONS FOR BUSINESS

WHO'S WHO 2018

The annual Who's Who: A guide to the industry

Hello and welcome to our annual Who's Who, your concise guide to many of the manufacturers, distributors, and resellers that together with end-users make up the wireless comms buying chain in the UK. We've done our best to ensure that you can quickly obtain the information you need when weighing up who to buy from. And before you get stuck in, here's a look at the factors to consider when dealing with each part of the chain (with the exception of end-users).

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Manufacturers

While resellers and distributors have different business models, their success hinges on the extent to which the products they sell can satisfy the needs of the end-users. For this reason, when choosing a manufacturer of two-way radio or wireless communications equipment you should heavily focus on the quality of their products (particularly in terms of reliability and compliance to all relevant regulations such as the Radio Equipment Directive (RED), and the company's commitment to technical support. With cybersecurity becoming increasingly important and software expected to play a bigger role in this sector, regular updates are key. Similarly, a commitment to innovation is vital, as from a dealer's perspective, it can create opportunities to engage with existing customers and provide them with additional products and services. From an end-user's perspective this translates into greater operational efficiency, potentially lower costs and improved health and safety.

Part of software's allure is the rise of data-based applications, such as job-ticketing – which can speed up operations where many routine tasks need to be completed (such as changing a room's towels in the hotel sector) and add traceability. While voice is king when it comes to dealing with the unusual and the unexpected, leveraging two-way radio and rugged smartphones' data capabilities can deliver a huge amount

of value to end-users. Canny manufacturers and software developers need to be aware of this trend and be leading the way in this area. Tied to this is growing interest and familiarity with cloud-based solutions, which are a key enabler of mobile working and help reduce the need for dedicated on-premise infrastructure.

One of the issues that is working to drive innovation in the wireless comms sector is the scarcity of business radio spectrum. This, coupled with demand for affordable wide area systems, is driving interest in push-to-talk over cellular (PoC) systems. Many manufacturers are starting to offer handsets and services in this area and it will be an interesting new battle-ground in a market where the big players have traditionally struggled to differentiate themselves at the technical level.

One issue dear to the heart of many a savvy end-user is the problem of vendor lock-in, creating a preference for manufacturers that align themselves with open standards. In the case of DMR, do remember that there are a large number of proprietary manufacturer-created bolt-on features and that their benefits need to be weighed up against the risk of lock-in, although some independent companies have been working hard to create solutions that can knock down the barriers that have traditionally prevented interoperability between different systems.



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9 GVS



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Distributors

For resellers, choosing the right distributor(s) can make a huge amount of difference. One of the key phrases used in the channel is “added value” – the services that distinguish the much maligned (but rarely encountered) ‘box-shifter’ from their savvier counterparts. Good examples of this include training – as distributors are by definition the first to get their hands on new kit, they should be well positioned to explain its value to you and how it should be installed, and be able to provide you with marketing support. Finding the time and resources to get your message out to your target markets can be a struggle, but a good distributor should be able to support you and help you access marketing aid from manufacturers.

There's also the essentials to consider: any distributor has to be competitive on price, speed of delivery and order accuracy. With many investing heavily in new e-commerce platforms the experience of ordering should also be hassle-free, convenient and straightforward.

There's no getting around the fact that most distributors are tied to specific manufacturers.

This coupled with partner programmes, means that when it comes to the bulk of two-way radio handsets and systems, it is important to understand the merits and value-adds of the manufacturers as well as those of their downstream counterparts.



SYNDICO
The Synchronised Distribution Company

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RADIOTRADE

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Resellers

As an end-user, when it comes to choosing a two-way radio dealer or reseller (the terms are essentially interchangeable), there's a great deal to consider. For instance, if the system you're looking to procure is for business-critical use and you lack the in-house expertise to maintain it, you may need them to be able to reach your premises quickly and at short notice. This in turn means that distance is a factor, though this can be lessened if you only need it for an event (many dealers are happy to provide staff to set-up and run the system on an event organiser's behalf).

While two-way radios are commonplace, very simple to use and can significantly improve the efficiency of your operations and communications, it is important to remember that their use (with the exception of low-powered PMR446 devices and radio over WiFi), requires an Ofcom-issued Business Radio licence and that the absence of this or the use of a system that is creating harmful interference can result in summary convictions, prison sentences and/or fines.

For this reason, it is essential that your dealer can take you through the process and can demonstrate a good track-record when it comes to site installations. It's worth asking if they can provide case studies of similar systems for clients that operate in the same sector as you and if they abide by the FCS 1331 Code of Practice for Business Radio Site Engineering.

If you're looking to buy or (long-term) hire a two-way radio system, expect them to perform a site survey to see if there are any dead-spots that require additional infrastructure. A good reseller will work with you to get a sense of your exact requirements and issues and then recommend a system and/or services that meet these. Similarly, be prepared to look beyond price when weighing up multiple quotes/proposals. The cost of downtime (in terms of slowed operations and lost reputation) can easily outweigh initial savings, so it's important to consider the overall package in terms of maintenance and support.

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APD Communications

APD Communications develops innovative communications technologies for mission-critical control rooms around the world – for police, fire, ambulance and airports

It's people are passionate about creating solutions that support and transform how its customers interact with and protect the public.

For example, APD Communications is helping the emergency services to identify vulnerable and repeat callers with our revolutionary CRM – known as Aspire, as well as enabling their use of new multimedia channels – including social media and live chat – when interacting with the public.

The latest innovation from APD, the hosted control room solution – which is known as the Cloud Control Room – is built on a subscription-based model. This means considerable cost-savings for customers through reducing large capital investment in infrastructure and support. What's more, upgrades are wrapped into the licence, and new apps can be bolted on whenever they're ready – making this technology completely future-proof.

But it's not just the technology that can help your organisation transform its control room operations – when you work with the team at APD Communications, you'll get a wealth of insight and resources in best practice. Customers have access to regular user groups, and an online community for sharing ideas, raising queries and service cases. APD also runs regular webinars and workshops which are free to attend – the current series covers various aspects of the ESN programme.



Finally, APD is always looking to build strong partnerships across the sector, not just with clientele but also with other providers.

Meet the Cloud Control Room

Two years ago, APD Communications began reducing proprietary hardware in favour of open-standards software, and in 2016 launched the world's first hosted control room solution in Sweden. This innovation was crucial in preparing for the new Emergency Services Network (ESN). Since, the company has gone on to develop its fully hosted control room solution, a cloud-based data and communications platform that offers cost savings, greater flexibility and improved security.

Based on a subscription model, the Cloud Control Room is flexible – charged per user, per month with no additional costs for upgrades or support.

Mike Isherwood, Managing Director, said: "Technology is

efficiencies in how they operate. Technology can provide those efficiencies, but it has to be cost-effective. Cloud computing is at the heart of this, providing organisations with a much smaller infrastructure footprint, affording the flexibility to only pay for what they use."

With hosted control solutions, the headache that comes with upgrades are also a thing of the past. Managed in the cloud, upgrades are seamlessly rolled out to the control room without any downtime. APD's solutions are optimised for OFFICIAL and fully aligned to the 13 NCSC Cloud Security Principles.

Why do the emergency services want to go hosted?

The cloud is an important asset to the emergency services. As well as its low cost, it is more secure and scalable, easier to manage, and they can take advantage of the latest technology quickly.

One of APD's existing customers, Gwent Police, said, "A hosted control room solution has many benefits for us. First and foremost, it enables us to get access to the latest features and updates with minimal interruption to our local server rooms, as soon as they're available.

Choosing to host our control room is also reducing the complexity of our HQ relocation in the next two years. Using the cloud, we won't need to move hardware, which is hugely beneficial in a critical communications environment."



Products and services:

- ICCS
- CRM
- Telematics and CDA
- Cloud Control Room solutions
- Communications solutions

Sells directly to end users

Support for resellers:

- Marketing support
- Reseller programme
- Resources available in multiple languages

Address: Newlands, Science Park, Inglemire Lane, Hull, HU6 7TQ

Website: www.apdcomms.com

Contact details

☎ 01482 808300

✉ hello@apdcomms.com

a big enabler when it comes to doing more with less. With fewer people, the emergency services have to look for

Sound Investment



The clever little alarm handler has found it's voice.

Unlock the potential of your non-display handsets with new intelligent text to speech function. **R-LinX** will now send notifications as voice, no precanned messages required. Available from all good distributors.



01482 772536

contact@globalviewsystems.co.uk

www.globalviewsystems.co.uk

GlobalView Systems Ltd

UK based software house; specialists in creating solutions that improve safety and efficiency by enhancing the capabilities of two-way radio systems

We want you to love our software. Our mission is to develop exceptional solutions that integrate easily; straightforward software that is uncomplicated and incredibly useful.

With an ever-increasing portfolio of trusted health and safety solutions, GlobalView Systems' software is assisting in the management of incidents – improving safety and saving lives in a wide variety of environments: superyachts, universities, hospitals, hotels, petrochemical sites and agriculture to name but a few.

Accredited by major manufacturers such as Motorola Solutions and Hytera, our industry leading software will reduce false alarms, improve response rates and protect lone workers; through the radio system and beyond – complete with comprehensive reporting to document all activity and improve effectiveness.

Our more than twenty years' experience, comprehensive industry knowledge of a large variety of systems, and more than 3,500 solutions deployed worldwide means that you can trust us to have the know-how to support all your needs – from marketing to specifying, troubleshooting and installation.

Alarm handling and lone worker solutions are our core competency. However if you require something a little bit more bespoke; our in-house development team are on hand to produce tailored



front ends and customised solutions to address even the most demanding situation. GlobalView's capabilities also extend to Android and iOS applications; middleware and voice assistants.

Case Study

Home House Luxury Private Members Club, Maylebone London
Amid a mixture of 18th Century Splendour, 21st Century modernity and an exclusive high calibre membership; various GlobalView software solutions complement the upgraded radio system to lead the way in optimised guest experience, efficiency and staff/visitor safety.

A grade two listed building, a warren of rooms and large numbers of guests made ensuring effective fire safety an important challenge. Investing in the InterX Advanced Alarm Handler removed the need for employees to carry both pagers and radios, relaying full alarm notifications directly to staff handsets as

directed to the maintenance team and status messages omitted; guaranteeing only the right messages are received by the relevant people. The discreet pre-alerts give staff time to discover false alarms before they unnecessarily impact on the guest experience. All activity, including weekly fire checks are recorded and logged. Linking also to the temperature alarm in the server room increases resilience; in the case of a malfunction a pre-alert is sent directly to the radio system, discovered and rectified before becoming a problem.

With maintenance and security staff often working alone within a myriad of rooms, the InterX Centralised Lone Worker solution provides added protection, while essential reports help ensure safe working practice is adhered to. Reactive and preventative maintenance are also managed with ease using the InterX Intelligent Management Suite. Smart job tasking increases functionality and productivity, complete with a bespoke dashboard to exactly suit their needs, no compromise is required.

A simple little WiFi Button is also being put to good use: to summon the night porter out of hours, by reception to discreetly request security or management presence and also in the boardroom. Further future enhancements such as Bluetooth tracking, voice assistant integration show that Home House and GlobalView are leading the way in improved customer experience and safety.



Products and services:

- Alarm handling
- Lone worker solutions

Sells directly to end users

Main distributors in the UK:

Syndico and RadioTrade

Address: Unit 3, The Shine Knowledge and Innovation Centre, St Mark Street, Hull, HU8 7FB

Website: www.globalviewsystems.co.uk

Contact details

☎ +44 1482 772536

✉ contact@globalviewsystems.co.uk

voice and text. Saving precious seconds, trained fire wardens can now react immediately; directly to the source of the alert and if required commence staged evacuation from source.

Intelligent message routing ensures only essential alerts are received, fault messages are

VM685 BODYCAM

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180°

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IMAGE SENSOR



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HOURS BATTERY LIFE



Hytera Communications

Security firms patrolling London's entertainment venues are finding that Hytera's VM685 bodycam is proving to be an effective deterrent to trouble

Hytera Communications is a global provider of professional mobile radio communications solutions and equipment. The privately-held company was established in Shenzhen, China in 1993 and now has more than 8,000 personnel serving customers in 120 countries, including governmental organisations, public security institutions and customers in utilities, transportation, oil & gas, manufacturing, mining, hospitality and construction.

In 2017, Hytera acquired Sepura, a UK-based PMR manufacturer, along with its subsidiaries, the Spanish PMR and LTE solutions provider Teltronic and the Finnish applications developer Portalify. Hytera now supplies a wide range of communications solutions for analogue radio and the digital radio standards of PDT, DMR, TETRA, P25 and LTE.

Hytera's most recent innovations include the newly released PMR-LTE Convergence Solution, the DMR/TETRA and LTE Multi-mode Advanced Radio, new Push-to-Talk over Cellular handsets and the iMesh intelligent deployable network. Another new product is the Hytera VM685 remote video speaker microphone, which doubles as a body camera (bodycam).

The VM685 weighs less than 170g when clipped onto a person. It is IP67 dust and waterproof rated for secure outdoor use and has a 180° rotatable and 140° wide-angle



lens, 1.6-megapixel image sensor and six infrared LED lights for filming in low-light conditions. It features one-touch operation for video capture, voice recording and emergency call.

Hytera recently introduced the VM685 to London-based Light of Night Communications, which specialises in providing equipment to security firms guarding clubs, pubs, restaurants, music venues and events in the central London area.

Case Study

"There is a growing need for body cameras," observes Mr Zozo, managing director at Light of Night. "Having a communications device is very useful, but it is sometimes not enough to protect people. Bodycams have proved to be a deterrent, because if people see they are being recorded they tend to back off."

"The strange thing is, you can be in a club full of CCTV cameras

bodycams deployed by the company have suffered from battery failure, broken screens and buttons getting stuck. "We've tried quite a few, but [Hytera's] is proving to be the most robust and reliable. You can throw it against the door and it still works!"

Light of Night also liked the fact that Hytera was happy to meet their requests for some adaptations to the VM685 and for its fast and responsive support service. "That kind of backup is a key part of the deal, which we don't always get from other companies," notes Mr Zozo.

Security guards like the fact that unlike most bodycams they can change the battery on the VM685 if it runs out of charge on the job. They also like the infrared night mode. "In clubs lighting conditions change all the time," points out Mr Zozo, "but the VM685 changes to accommodate that, so the footage is clear."

They are also pleased they do not have to manually deal with the footage. "They just drop the bodycam into the charger and the footage is downloaded automatically, the files are cleared, memory restored and it is charged overnight ready for the next day," says Mr Zozo.

Once docked the device will export audio, video and other data to the mobile data management (MDM) platform. This ensures the content captured remains tamper-proof, secure, tagged and dated, and can thus be used as evidence in court.



Products and services:

- VM685
- PDC760
- X1p
- PD785
- PD605
- PD485
- PD415

Address: Hytera House,
939 Yeovil Road, Slough,
Berkshire, SL1 4NH

Website:
www.hytera.co.uk

Contact details
☎ 01753 826 120
✉ info@hyterauk.co.uk

and people just ignore them. But if they see a security guard filming them with a bodycam that does calm them down. The other thing is that if there is an argument with a customer we can use the footage as evidence," says Mr Zozo.

He adds that previous

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THAT MATTER

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For more information, visit motorolasolutions.com



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Motorola Solutions

Celebrating 90 years of innovation

When you rely on your communications equipment to protect people, enhance efficiency and improve customer service, you need a company you can trust.

With a history spanning 90 years, Motorola Solutions leads the way for developing, designing and manufacturing high quality, high performance products.

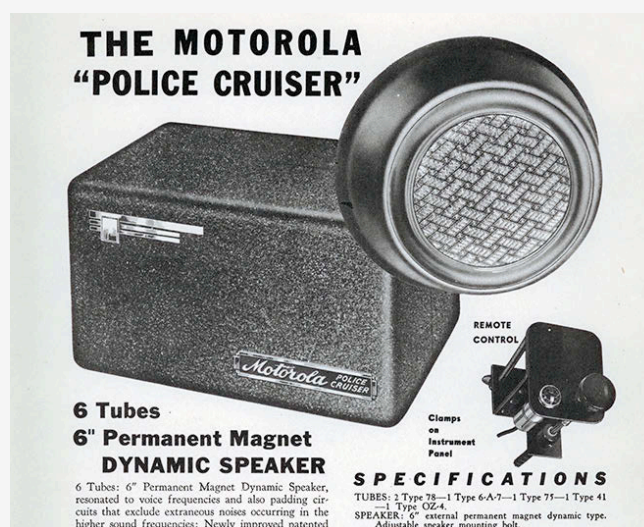
Since 1928, we have been committed to innovation in communications and electronics. Our company has achieved many milestones in its 90 year history. We pioneered mobile communications in the 1930s with car radios such as the Police Cruiser Radio Receiver. We made the equipment that carried the first words from the moon in 1969. In 1983 we led the communications revolution with the first commercial handheld cellular phone and system and in 2007 introduced the first DMR devices.

Today, as a global industry leader, excellence in innovation continues to shape our future.

We keep workers connected and visible to each other with real-time voice and data communication. And we provide the situational awareness emergency services need when a moment brings catastrophe.

We do this by connecting them to seamless communication networks, applications and services, by providing them with real-time information, and by arming them with intuitive, nearly indestructible radios and devices.

On any given day, every moment matters to someone, somewhere. And every moment, Motorola Solutions'



innovations, products, and services play essential roles in people's lives. We help people be their best in the moments that matter. This is our purpose.

Radio communications at Wimbledon

Motorola Solutions digital radios, supplied and supported by platinum partner Servicom, open a whole range of communication possibilities for The All England Lawn Tennis Club (AELTC) as the host of The Championships at Wimbledon.

Throughout the event information must flow without difficulty. This is why Servicom opted for a solution built from two Motorola Solutions systems – one as the lead and the other on permanent standby. Both these MOTOTRBO™ Capacity Plus DMR systems have eight channels, with backup UPS and geographical separation for additional resilience. This combination is designed so that it cannot fail – an extreme level of resilience and engineering that reflects the Wimbledon

fortnight's high-profile.

The eight-channel system adopts a "hibernating" state for 48 weeks of the year, easily supporting traffic for the 130 or so year-round devices. These units are used by teams working in security, facilities management, ground-staff, museum, shop and the IT department.

But once a year, for two weeks, the Motorola Solutions radio system supports a population of around 1,300 radio devices. Roughly 35 additional departments/contractor companies come together to deliver The Championships and the radio fleet map delivers a communications strategy for each; selecting call options from some 70-80 available talk groups.

Within the grounds, Servicom uses Motorola Solutions products to provide radio communications to all the different user groups. TRBOnet client desktop applications enable the operations control room to contact any user on site as a private, group or broadcast call. It also provides the control room with the capability to merge call groups dynamically depending on the situation at that time. So departments who would not normally have any cross-call capability such as Security or the Automobile Association, can be temporarily merged together to manage a situation or incident if required.

When you rely on your communications equipment to protect people, enhance efficiency and improve customer service, you need a company you can trust. You need Motorola Solutions.



Products and services :

Two-way radio devices and systems (including PMR446, DMR, TETRA & P25), Broadband Push-to-Talk solutions, SCADA systems, command centre software, video surveillance and analytics, maintenance and integration services

Main UK distributors:

Airsys and RadioTrade

Support for resellers:

PartnerEmpower Channel Program; sales, marketing, and technical support and training; marketing funding; online partner portal; use of its Innovation Centre for demonstrations & events

Contact details

☎ 0800 731 3496

✉ partners.emea@motorolasolutions.com

🌐 motorolasolutions.com

TC Communications

Analogue radio leased line replacement products from TC Communications provide maximum reliability and audio clarity on IP and E1 networks

Radio communications systems for emergency services applications must seamlessly transmit critical messages across networks that include diverse equipment. TC communications' Radio over Internet Protocol (RoIP) products meet these exact requirements. Each Ethernet, voice, and data communications product has been designed with the user in mind, and features modularity, scalability and long MTBFs for reliability and ease of maintenance.

For those reliant on copper lines, analogue radios, and legacy protocols, TC helps networks transition to IP without replacing existing analogue equipment or sacrificing audio quality.

Developed in 1991, TC's first product was a fibre optic modem that converted serial signals to fibre optics, quickly followed by multiplexers over fibre, before moving onto T1/E1 technologies. Since then, more than 250,000 products have been installed worldwide, with many being used for mission critical networking applications.

"Our technology converts analogue signals to IP and many people don't believe that's possible – they worry that it will have the poor audio quality associated with voice over IP and therefore assume it's not suitable for public safety," says Kai Liang, CEO of TC Communications. "It's only when we've shipped the units to them that they realised just how clear the audio is."

With proven applications in



leased line replacement, critical analogue radio over IP and E1 networks, and multi-service communications networks TC has the experience to meet the demands of analogue over E1 or IP communications.

Case Study

A town in New England had to upgrade their communications system when its leased lines provider was set to discontinue 4-wire analogue lines. Emergency response departments monitor 62 km² and a busy highway that carries an extremely heavy volume of cars and trucks daily. Keeping first responders and emergency personnel informed was a top priority.

Additionally, previously installed voters and receivers were not prepared to retire. The 4-wire analogue lines also caused unwanted signals and cross talks. The leased line provider offered T1 or Ethernet

over T1 and IP gateways link or extend up to 4 channels each of 2 or 4-wire Analogue and Dry Contacts over layer 2 or 3 networks. Each delivers high quality voice communications combined with maximum reliability between emergency radio dispatch centres and remote radio transmitters and receivers. With a direct conversion to T1 or IP, the devices feature low latency for critical communications applications, while uncompressed 64K channels provide clear audio.

The TC equipment leveraged 4 channels with one unit; just like the analogue lines installed before. With its ability to integrate with legacy equipment, the town avoided more costly upgrades & potential downtime.

Since installing the new equipment, the town has been running its network error free. Voice communications stabilised and disruptions within the network were eliminated. During a heavy rain storm, most of the 4-wire circuits experienced interference and cross talks. It was thought that the newly installed devices may have caused the issue. Upon closer inspection the circuits connected to the TC boxes received no disruptions.

Without improvements to their network, emergency services would have faced disruptions within their network. Now, with newly installed equipment and minimal change to the network, they can focus on surveilling the town.



Products and services:

- Leased line replacement
- Analogue radio over IP or E1
- TDM over IP

Sells directly to end users

Address:

17881 Cartwright Rd,
Irvine, California,
USA 96214

Website: TCcomm.com

Contact details:

+44 (0) 800 2461639

sales@tccomm.com

services to keep emergency services in operation. The town began its search for an economical solution to carry its network for years to come.

Upon identifying the main issues, TC offered products for 4-wire analogue to T1 conversion with the TC8614 and IP conversion with the TC3846-6. These 600 ohm Analogue

Telo Systems Limited

A specialist working in the field of broadband push-to-talk and body cam solutions

Since its establishment in 2014, Telo Systems has been growing rapidly in the field of critical communications. Our innovative broadband push-to-talk and body cam products have been supplied to more than 50 countries globally, delivering great satisfaction to our customers. We serve a variety of sectors including public safety, private security, utilities, transportation and more.

At Telo we understand that the PMR industry is critical for maintaining a safe world, and see the massive potential for its development in parallel with broadband and internet technology. Our aim is to take advantage of this technology and integrate it with traditional PMR form factors, thus providing innovative and valuable solutions to our channel partners and customers.

Telo consists of a young, deeply professional, team which is profoundly dedicated to its customers. Our R&D team focuses on developing products that can bring real value, while our manufacturing team maintains the highest standards to produce cutting-edge tough devices. Our technical support team works around the clock to solve any problems that our customers might have, with our sales people providing on-site training and sales support.

We believe that the best way to succeed is to grow together with our customers. Come and be part of our global success!

Case Studies

Ninehundred Communications Group in the UK has installed a push-to-talk over cellular system at Kingsway Shopping Centre in Newport, using the Telo TE580 handheld device, supplied by Syndico Distribution Limited.

Speaking of the deployment, Colin Rees, the centre's operations manager, said: "We have recently purchased these [PoC] radios and they work absolutely fine. The dispatcher is linked onto another laptop, which our centre administrator uses. Again, it works well."

"The reception that we get on the new radios, rather than having a base station, was recently illustrated when I took my radio home and I could hear what the guys were saying as clear as day, 23 miles away."

In Turkey – through local partner and service provider Telsiznet – Telo Systems has supplied more than 3,000 LTE handsets to Tepe Security, which

including shopping malls, business centers and factories. Talk groups are programmed according to the company's hierarchy, with priorities for supervisors.

A Telsiznet spokesperson said: "With conventional two-way radio we could only provide local coverage and communication whereas now the customer has countrywide coverage, secured with dedicated APNs on mobile networks. Central and local dispatchers can access voice and position logs."

In Australia and New Zealand, Logic Wireless chose the Telo TE580 for its PoC applications. They required reliable group-based communications, cellular voice and data, an IP-67 rating and a range of audio and battery charging solutions.

Logic also wanted a product with the flexibility to cope with requirements beyond day-to-day voice communications. The product's Android operating system gives enough functionality to allow it to be used for data applications, while the dedicated PTT, 'emergency' and 'function' buttons allow the user to quickly revert to PoC mode when required.

Dealers can customise the TE580 to suit end user applications by installing applications and arranging menu screens. End users no longer need to carry both LMR and cellular devices to meet their voice communication needs.



Products and services:

PTT over cellular terminals, bodyworn video cameras

Main UK distributor:

Syndico Distribution Ltd

Address: Seven-Star Park, Yu'an 2nd Road, Bao'an District, Shenzhen, China

Website:
www.telosystems.com

Contact details:

+86 0755-86950766
sales@telosystems.com

is one of the most respected 50 companies in the country.

Taking advantage of the boundary-less nature of Telo Systems' PoC solution, Tepe Security has distributed handsets to around 3,700 security staff in more than 400 different locations across the country,

Syndico Distribution Ltd

Whether it's system design, the latest software applications, or wireless trunking solutions, we're with you every step of the way

Syndico is a global-leading distributor for PMR products. Based on our contribution to Hytera's significant UK brand and market growth, we have been recognised with their prestigious "Global Distributor" award. We are now a truly international organisation; we were recently appointed Hytera's authorised distributor in France, opening dedicated headquarters in Dijon. Our "SYMPOC" push-to-talk over cellular platform, in partnership with TeloSystems and Push-to-Talk International, has been extremely successful since its launch in June 2017. Combined with our range of hearing protection and communication solutions from 3M Peltor, as well as Savox Vigilite audio accessories, we offer the most complete product portfolio to two-way radio resellers.

We pride ourselves on offering an exceptional service to our partners; synchronised distribution is what we do, which we achieve with proactive sales and marketing support, sound operational processes, first-line technical assistance and logistics expertise. Our goal is simple: to allow PMR resellers unrivalled access to the best products with fast, reliable delivery and first-class after-sales support.

Syndico is built upon a philosophy which is underpinned by a personalised, individual approach to account management, whether it be from a sales, customer services, finance or technical perspective.

Significant operational investment has been made to ensure our trademark service is sustainable. We were the first UK distributor to provide an e-commerce system, giving our partners flexibility never previously available; we have also implemented a CRM platform, as well as attaining ISO-9001, ISO-14001, Investors in People and Cyber Essentials accreditation.

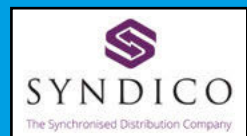
Case Study

Syndico provides several key value-added services which we apply to all our reseller partners. Our substantial stock-holding, usually around £4 million, ensures consistent access to our full range of products. Our customers need to provide next-day delivery in a next-day world; that's why, in 2017, we shipped 98% of orders the same day they were received. We will never, EVER sell to end-users – we believe distribution is imperative in our industry, and we act as a vital link between manufacturer and dealer (and vice versa).

Technical support can also add enormous value and is therefore another vital component of Syndico. Certain aspects can be time consuming – we take ownership of these to ease the pressure on resellers working to tight deadlines. Our warehouse team ensure our entire stock of radios (typically around 25,000 units) are loaded with the latest firmware, and our in-house technical team are happy to create codeplugs and programme radios as part of our

service. We also work closely with our manufacturer partners on new product and software developments to ensure information is passed onto resellers without delay.

In June 2018, we asked customers via a survey to assess our helpfulness, accuracy, their likelihood to recommend us and add any other comments. 100% of the 29 customers who completed the survey scored us 8/10 or better on "helpfulness" and "likelihood to recommend", and 96.6% scored us 8/10 or better on "accuracy". Among some great, constructive feedback, one customer wrote: "We deal with many different companies through our various channels of work. I'm pleased to say that Syndico are at position number 1 from the point of view of the service which is offered. When you think about the rapid growth of the company, to still maintain this level of service is a credit to the whole team."



Value added services:
E-commerce; technical, sales, marketing, and after-sales support

Main brands stocked
Hytera, 3M Peltor, TeloSystems, Push-to-Talk International, Savox, R-LinX

Address:
Unit 6 Nelson Industrial Park, Herald Road, Hedge End, Southampton, SO30 2JH

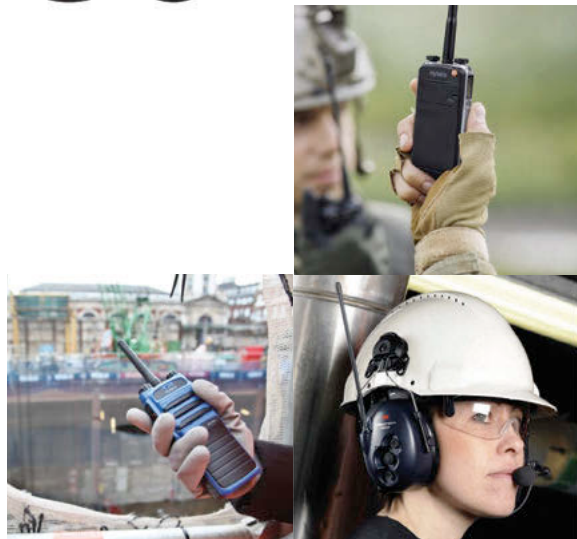
Website: www.syndico.net / @syndiconet

Contact details:
☎ +44 (0) 1489 287 287
✉ syndico@syndico.net



SYNDICO

Your Specialist Distribution Partner for PMR products & services



Syndico is your authorised distribution partner for **Hytera, 3M Peltor, Savox Vigilite, TeloSystems and R-LinX**. We pride ourselves on the synchronised, added-value distribution service we provide, which has become our trademark.

- ☞ We take a **flexible, individual approach** to account management—we tailor our approach to best suit each customer's needs, offering **complete sales and marketing support**
- ☞ We ship **98% of orders the same day we receive them**, and accept orders up until 4:30pm for next-day delivery—**even for pre-10:30am!**
- ☞ Our 6,400 square-foot warehouse holds **£4million of stock**—the items you need most are virtually always in stock, all of the time
- ☞ We were the first UK distributor to offer an **e-commerce system**, giving our customers a level of flexibility never previously available
- ☞ Our Southampton office is equipped with a **technical training and demonstration suite**, showcasing the latest hardware and software
- ☞ We are **ISO-9001, ISO-14001, Investors in People** and **Cyber Essentials** accredited
- ☞ We are strictly trade-only—we **NEVER sell directly to end-users!**

If you are a PMR reseller, we would love to speak to you!



Unit 6 Nelson Industrial Park, Herald Road,
Hedge End, Southampton, SO30 2JH
+44 (0) 1489 287 287 | syndico@syndico.net



6, Rue Marcel Dassault
21000 Dijon, France
+33 (0) 3 80 40 75 87 | syndico@syndico.eu



RadioTrade Ltd

RadioTrade Ltd celebrates winning the Motorola Solutions EMEA Empower award for sales performance and customer service for the second year in a row

RadioTrade Ltd is an award winning Technology Distributor supplying the Motorola Solutions two-way radio portfolio to Partners throughout the UK and Ireland. Complementary products include a comprehensive range of system components, PC applications and a strong technical team for training and support.

The transition from Analogue to Digital technologies within the two-way radio market has dictated a need for new skill sets within the Channel. System integration and PC based applications have opened up new sales opportunities but also necessitated a better understanding of networks and IP. RadioTrade is there to support the Channel every step of the way with in-house expertise that can be accessed quickly and effectively.

With 24 employees sharing almost 250 years of experience in the two-way radio industry, the RadioTrade team can offer in-depth industry knowledge. This enhances the business relationship and leads to a collaborative approach to maintain and grow.

Training is a significant part of the RadioTrade portfolio. The Sales Academy training, launched in 2017, has been extremely successful and for specific requirements, RadioTrade offers Partners the chance to learn in one-one sessions that are delivered to meet individual needs.

Finally and most importantly,

a big 'Thank You' to our Partners that have made us who we are today. We will continue to invest heavily to ensure our shared success and look forward to continued growth and prosperity for the Channel.

Case Study:

RadioTrade has recently completed a project-based system with Airphone Communications Ltd, a trading partner in Belfast. Mike Foster, MD of Airphone, requested some support for a large project to provide wide area voice and data radio with emergency features and personnel location across 23 separate towns and Cities in Northern Ireland. The end user provides Traffic regulation and parking services and their 23 Enforcement Teams required a portable radio system with reliable voice communication to a central control point together with Emergency calling.

RadioTrade recommended the Motorola Solutions DP440I portable radio with integral GPS and Emergency / Lone worker features. The radio was simple to use providing a high level of security for Enforcement teams in that they could be tracked, initiate emergency calls, whilst providing crystal clear voice communication.

The final solution included 23 Motorola Solutions SLR5500 repeaters, a large quantity of Motorola Solutions DP440I UHF hand-portables and a TRBOnet Enterprise server with multi-



dispatcher positions.

Airphone provided and installed the system with internet connectivity at each of the 23 locations. The base stations were linked via IP to the main TRBOnet server which was commissioned and hosted by RadioTrade for ease of support and maintenance.

The solution is very successful, and the Client is outstandingly happy with the results. Every single radio user can be communicated with and tracked across the 23 Towns and Cities ensuring that emergency situations can be addressed very quickly.

Mike Foster of Airphone says:

"Airphone's relationship with RadioTrade has been exceptionally rewarding with a level of management interest and commitment we consider rare in commercial trading. We have had outstanding technical support and guidance and I simply could not recommend RadioTrade more highly to any prospective trade buyers."

RADIOTRADE

Value added services:

Technical, sales & marketing support, training facility & programme, Empower management, E-Commerce, exclusive products, exceptional knowledge base.

Main brands stocked

Motorola Solutions, Panorama Antennas, Procom Antennas, Alfatronix, TRBOnet

Address:

RadioTrade Ltd,
Unit 5 The Ringway
Centre, Edison Road,
Basingstoke, Hampshire,
RG21 6YH

Website:

www.radiotrade.co.uk

Contact details:

☎ 01256 40 60 50

✉ sales@radiotrade.co.uk



RADIOTRADE

PRESENTED BY

GREG BROWN
CHAIRMAN & CHIEF EXECUTIVE OFFICER

It's hard to believe that a year has passed since I was congratulating RadioTrade for their success in 2016 and being recognised as an Empower Circle Winner. 12 Months on and I'm delighted to be able to congratulate them yet again for another tremendous year. To win once is a great achievement, to win 2 years in a row is exceptional and is testimony to the work that Richard and his team have put in to serve the UK&I Radio Market, continuing to grow and expand their portfolio of value-add services, and focusing on supplying excellent customer service.

Craig Calvert, Channel Sales Director, Northern & Middle East Regions, Motorola Solutions

"RadioTrade have gone above & beyond the normal Distributor relationship. They have become a working partner to us, sharing the same business principles; to excel in customer service, offer reliable products & fully support clients with a well-experienced team across a broad spectrum of specialisms."

"Our relationship with RadioTrade has been exceptionally rewarding with a level of management interest and commitment we consider rare in commercial trading. We have had outstanding technical support and guidance which has empowered us to seek out and close business at levels we never thought possible. I seriously could not recommend RadioTrade more highly to any prospective trade buyers."

"Having worked with RadioTrade from the very beginning, I cannot speak highly enough of their professionalism, quality of service, product delivery lead times, and technical support that they have provided us over this period. I look forward to our continued working relationship going forward as the industry evolves."

BUSINESS RADIO, SYSTEMS AND 446 PORTFOLIOS | APPLICATIONS | SYSTEM COMPONENTS & ACCESSORIES | SERVICES

Please get in touch to see what RadioTrade can do to help support your business.



MOTOROLA
SOLUTIONS
DISTRIBUTOR

www.RADIOTRADE.co.uk

Call us today on **01256 406050**

Airsys Communications Technology Limited

Our goal is simple; we want to help you grow your business

At Airsys, we have been working closely with our customers for more than 25 years in the communications industry offering a full range of products, services and training that have been individually chosen by Airsys to empower your business.

Whether delivering knowledge based training with our sales and technical courses, providing access to our 8,000 strong product portfolio on our B2B e-commerce platform or fulfilling orders with our next day delivery service, Airsys have seen its customers grow to become some of the region's biggest resellers.

The success of our customers coupled with our offering, has lead Airsys to become the UK's number one distributor for Motorola Solutions and JVC Kenwood, exclusive partner for TASSTA and D3M, and key distributor for 3M, Neocom, Amphenol Procom and many more.

Our drive for success is driven by the Airsys team with dedicated teams in sales, marketing, IT, technical, customer service, finance and warehouse. All teams share the same ambition to grow and bring new opportunities to the channel.

By seeking these new opportunities, Airsys continues to support its customers get ready today for the challenges of tomorrow.

As an Airsys partner you can be guaranteed the

products, services and training needed to see your business lose its limitations and grow into a market leader.

Case study

"I now have a full understanding of the radio network we purchased and I am confident in operating it to its maximum potential."

Knowledge is key; we have formed technical alliances with multiple leading vendors and manufacturers to enable us to provide technical training that our customers have used and profited from. Throughout the year, our specially designed courses for the communications industry are there to expand the understanding for both sales and engineers alike.

"After the training, I now have a more practical knowledge of programming radios."

Practice makes perfect

Training was recently conducted in our Airsys Demonstration Suite on the installation of a JVC Kenwood KAS-I10 system with an SMC Gateway. Our customer who had prior understanding of both systems wanted an environment to conduct a practice installation before they were installed in a major sporting venue.

Airsys were on hand to provide training and respond to any questions that they had. Our customer has completed the installation onsite and is now confident in acquiring more business opportunities with the vendor.



The move from analogue to digital can be daunting for some customers

The Airsys team were again able to provide customer specific training on the Motorola Solutions digital range including MOTOTRBO and Capacity Max, empowering them with full knowledge of these products. This knowledge coupled with our high-level stock holding, next day delivery and flexible credit terms has enabled them to quote and install unique systems creating new business opportunities.

With our products, services and training, Airsys can complement your business to develop and grow. Working in partnership we will listen to you to find a solution that works. To discover your new opportunities with Airsys please contact a member of the team.



Value added services:

- E-commerce
- Technical training
- Airsys Acceleration: The Partner Sales Academy
- Innovative stock management
- Proactive account management
- Leading technical services

Main brands stocked

Motorola Solutions, JVC Kenwood, TASSTA, D3M, 3M, Neocom, Amphenol Procom

Address: 35 City Industrial Park, Southern Road, Southampton, SO15 1HG

Website: Airsys.co.uk

Contact details:

☎ 023 8071 8713

✉ sales@airsys.co.uk

Logic Wireless Europe Ltd

Logic Wireless, distributor of communications products, solutions and accessories, takes pride in supplying high quality equipment and supporting dealers in delivering innovative solutions

Logic Wireless offers dealers a team they can trust to partner them in growing their business by delivering innovative commercial solutions that meet and often exceed their customers' expectations.

Working with Logic Wireless provides dealers with the confidence to offer all their customers the best solutions and support and to take advantage of larger and more complex opportunities. Increasingly communication systems address a range of business issues including business continuity, health and safety and accountability. Logic Wireless can help dealers to ensure that they are up to date with the most innovative solutions for meeting these requirements.

We have been working with dealers delivering business critical communication solutions for more than 14 years, serving government, construction, event and enterprise clients in UK, New Zealand and Australia. Our team therefore has unique insight into the requirements for resilient communications and built a wealth of expertise which we can share with our dealers.

Our company distributes and supports products from major global manufacturers and also develops and supplies its own hardware and software solutions.

Logic Wireless is an add-value distributor. Support services include system design, coverage design, technical

support, software support and warranty repair. Logic Wireless' objective is to partner with dealers, helping them to plan and deliver the best solutions for their customers and provide comprehensive after sales support.

24 Challenging kilometres

When a utilities company required a two-way communication system that would allow its team to communicate throughout the entire length of their 24km power line replacement project in Aberdeen it approached ESS SafeForce to design a solution.

Logic Wireless offers its dealers support in responding to enquiries and tenders, generating client presentations and end user trials. The team helped ESS identify a product and solution that would meet the requirements. Logic has a broad portfolio of products from various different suppliers to choose from so can propose the right solution to do the job and not force dealers to compromise. If Logic is unable to offer a suitable solution from its existing portfolio of products the team can often advise on alternative products available on the market or potentially develop its own solution.

Advised by Logic, ESS based their system on Radio Activity Kairos repeaters. Logic gave a demonstration of Kairos at its offices and assisted in the design of the system, advising on the interfacing



of the solution into existing infrastructure. Before the order was placed it also gave an on-site demonstration to prove the capabilities of the system.

Logic provided the training on Kairos prior to installation and it prides itself on efficient distribution and order processing, which ensures dealers get the products they need promptly so ESS were able to schedule effectively. Logic provided assistance with system set-up and configuration and ESS has the peace of mind knowing that Logic remains available for on-going support if and when required.

The result? One happy client "Radio Activity Kairos provided the perfect solution to the challenges of this job and it's always good to know that we have the technical backup of Logic Wireless should we need it," says Ian Allen, Product Manager – Radio Communications, ESS SafeForce.



Value added services:

Training days, online knowledge centre, marketing assistance, support for end client demos and presentations, support with tender and bid responses

Main brands stocked:

Tait Communications, Hytera Communications, Crosswire – Dispatch Solution, Radio Activity Solutions, ChatterPTT – PTT over Cellular, SMC Gateway, AINA Wireless

Address:

Unit 2 Aziz Court,
Parkhill, Larkwhistle
Farm Road, West
Stratton, Winchester,
SO21 3QX

Website:

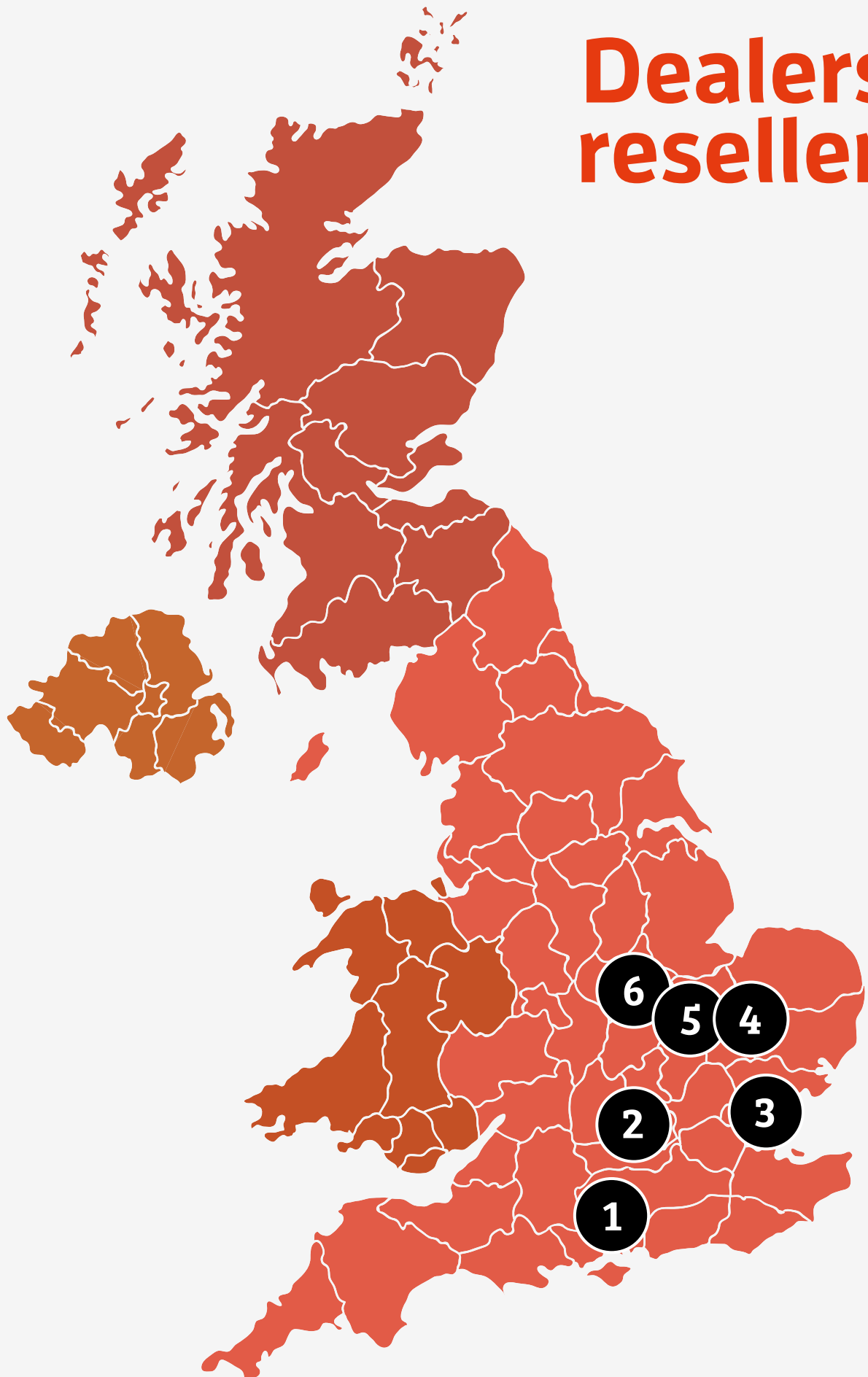
www.logicwireless.co.uk

Contact details

+44(0)800 888 6754

sales@logicwireless.co.uk

Dealers/ resellers



1 2CL Communications Ltd

Main verticals served:

Events, petrochemical & mining, building management, corporate commercial

Main brands stocked:

Motorola Solutions – Platinum Reseller

Services offered:

Radio hire, maintenance contracts, radio repair & servicing, DMR system installation, coverage surveys, system design & sales

Address: Unit C, Woodside Trade Centre, Parham Drive, Eastleigh, Hampshire,

Website: www.2CL.co.uk

Contact details:

☎ 02380 648500

✉ sales@2cl.co.uk



4 DCRS Ltd

Main verticals served:

Facilities management, energy & utilities, retail (centres & chains), education (specialising in universities), and healthcare

Main brands stocked:

Motorola Solutions – Platinum Reseller with Specialization Level Elite Specialist for Professional and Commercial Radio Devices

Services offered: Simple & complex voice & data radio systems - hire, sales and

service, single & multi site systems, DAS & customised systems, full coverage/propagation testing, R&D, consultancy, and maintenance contracts

Address: HQ 52 Edison Rd, St Ives CAMBS PE27 3LH

Website: www.dcrs.co.uk

Contact details:

☎ 0800 043 2688

✉ sales@dcrs.co.uk



2 AUDIOLINK LTD

Main verticals served:

Facilities management, security, TV/film, stadia, and events

Main brands stocked:

Motorola Solutions – Platinum Reseller

Services offered:

Radio hire, maintenance contracts, DMR trunked system installations with DAS/WiFi, site surveys

Address: 17 Iron bridge close,

Neasden, London, NW10 0UF

Website: www.audiolink.co.uk

Contact details:

☎ 0208 955 1100

✉ sales@audiolink.co.uk



5 DTS.Solutions (UK) Ltd

Main verticals served:

Aviation, construction, education, hospitality, security & many more!

Main brands stocked:

Motorola Solutions – Platinum Reseller

Services offered:

Sales, system integration, hire, service, maintenance and installation of all types of professional and commercial radio and unified communications systems

Address:

Barham House, Barford Road, St Neots, Cambridgeshire, PE19 6YQ

Website:

www.dts.solutions

Contact details:

☎ 0800 542 7860

✉ hello@dts.solutions



3 Brentwood Communications Ltd

Main verticals served:

Construction, retail, healthcare, security, government and education

Main brands stocked:

Motorola Solutions – Platinum Reseller
Peltor, TRBOnet, 3M, Savox

Services offered:

Radio hire (has a large hire fleet), installation of multi-site systems (including DMR Tier III), use of its wide area DMR network covering London and

Essex, in-building coverage (mostly DAS, can also perform cellular and WiFi installations)

Address: Head Office: BC House, East Hanningfield Road, Essex, CM3 8EW

Website:

www.brentwoodradios.co.uk

Contact details:

☎ 01245 403520

✉ info@brentwoodradios.co.uk



6 ESS Safeforce

Main verticals served:

Construction & infrastructure, industrial – shutdowns, turnarounds & outages, water & utilities, rail, and food manufacturing

Main brands stocked:

Motorola Solutions – Platinum Reseller

Services offered:

Communications hire/sale, communication servicing, software & solutions, tailor-made solutions, digital radio, analogue radio, repeaters, base station, accessories,

MOTOTRBO Capacity Plus, TRBOnet.Enterprise, and TRBOnet PLUS

Address:

Essential House, Vaux Road, Finedon Road Industrial Estate, Wellingborough, Northants, NN8 4TG

Website:

www-ess-safeforce.com

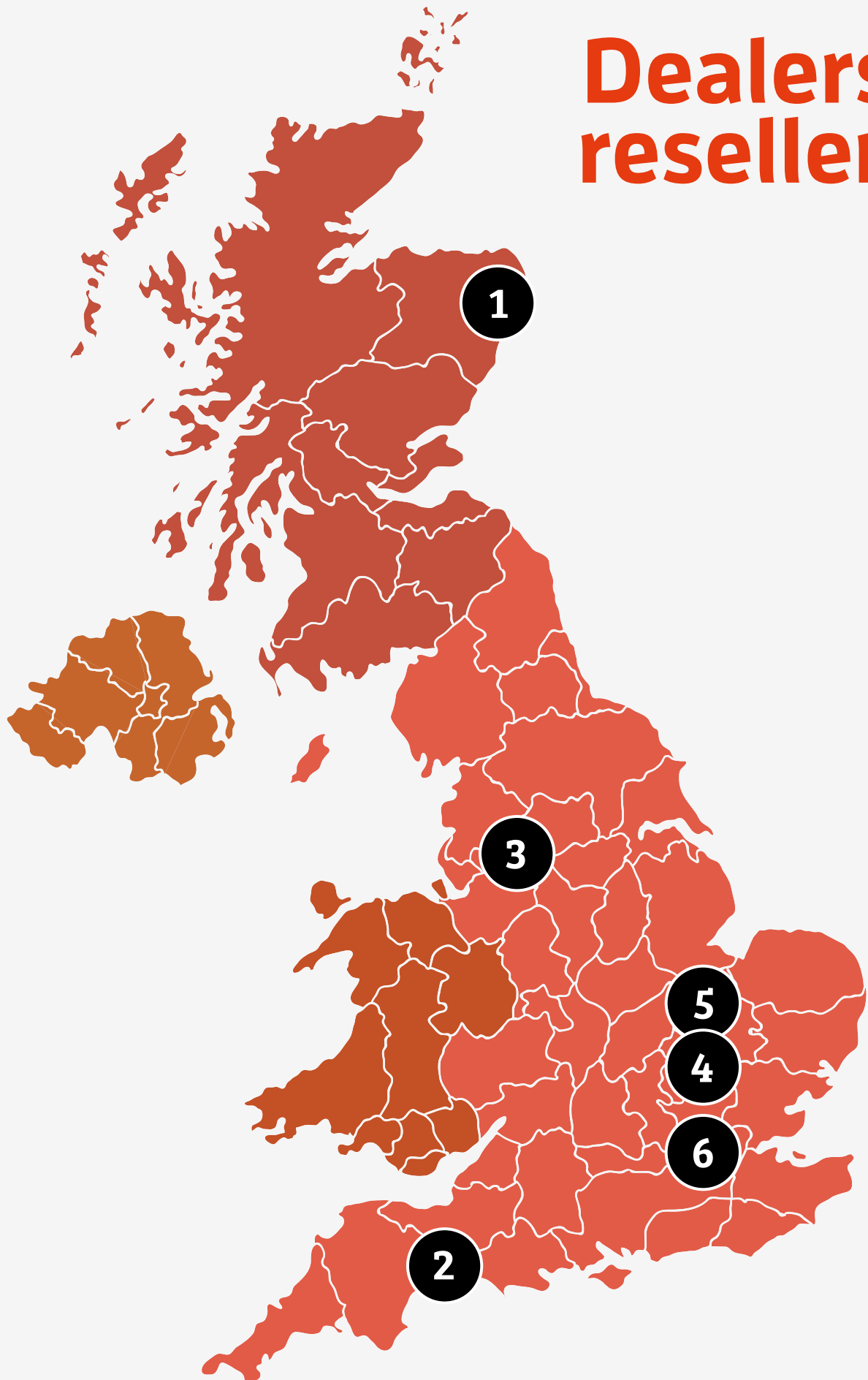
Contact details:

☎ 0800 000 346

✉ info@ess-safeforce.com



Dealers/ resellers



1 North East Telecommunications

Main verticals served:

Oil & gas, local government, aviation, marine, conference centres

Main brands stocked:

Motorola Solutions – Platinum Reseller, 3M Peltor – Platinum Reseller

Services offered:

Sales, hire, maintenance, manufacture and installation of DMR/TETRA radio systems globally, in-building Coverage, small cells/wide area, site surveys

Address: 133 & 133a Victoria Street, Dyce, Aberdeen, UK AB21 7BJ

Website: www.netltd.co.uk

Contact details:

☎ 01224 775717

✉ info@netltd.co.uk



4 Radio Links Communications Ltd

Main verticals served:

Royal Household and Palaces – Holder of The Royal Warrant, manufacturing, retail, conference and exhibition centres, sporting events and construction

Main brands stocked:

Hytera, Motorola Solutions/Vertex Standard, Entel

Services offered:

Radio sales, hire, service and maintenance contracts; supply and installation of Motorola and Hytera digital trunked radios systems and

dispatcher applications, IP Networked Digital Radio Systems, radio surveys and demos, DAS Including RF over fibre

Address: Eaton House, Great North Road, St Neots, Cambridgeshire, PE19 8EG

Website:

www.radio-links.co.uk

Contact details:

☎ 01480 217220

✉ sales@radio-links.co.uk



2 Premier Communication Electronics (PCE)

Main verticals served:

Education, public health, sports, hospitality, public safety, tourism, transportation, commercial

Main brands stocked:

Motorola Solutions, Hytera, Tait, Kenwood, Icom

Services offered: Business radio solutions, managed services, radio hire, trunked system installation (DMR/TETRA), site surveys, covert/overt installation

of emergency warning equipment and fully converged in-vehicle communication solutions for blue and amber light sectors.

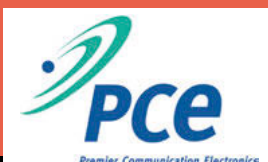
Address: Premier House, Bittern Road, Sowton, Exeter, Devon EX2 7LW

Website: www.pce-uk.com

Contact details:

☎ 01392 445040

✉ enquiries@pce-uk.com



5 Radio Systems Ltd

Main verticals served:

Transportation, energy (oil & gas and offshore windfarms), utilities, construction

Main brands stocked:

Motorola Solutions – Platinum Reseller

Services offered: Design, supply, installation and maintenance of DMR & TETRA radio solutions and systems; wide area coverage systems and complex IBDAS for PMR and cellular

systems, short and long term radio hires with systems are available.

Address: Unit 1 Highlode Industrial Estate, Ramsey, Cambridgeshire, PE26 2RB

Website:

www.radio-systems.co.uk

Contact details:

☎ 01487 815111

✉ sales@radio-systems.co.uk



3 Pennine

Main verticals served:

All sectors in the UK, including utilities, nuclear, manufacturing, healthcare, and education

Main brands stocked:

Motorola Solutions – Platinum Reseller

Services offered: Two-way radio solutions, including DMR Tier III and TETRA systems with options for purchase, managed service and radio hire; in-building coverage (DAS, 2G/3G/4G

DAS, ESN Infill, RF over Fibre, Pico Cells, WiFi and Dect), consultancy, site-surveys, system design, installation and maintenance support.

Address: Pennine House, Salford Street, Bury, Lancashire, BL9 6YA

Website: WeArePennine.com

Contact details:

☎ 0161 763 2000

✉ Sales@WeArePennine.com



6 Radiocom Systems Limited

Main verticals served:

MoD and government bodies, airports and airlines, heavy industry, security, retail and distribution

Main brands stocked:

Motorola Solutions – Platinum Reseller

Services offered: Design, Installation and maintenance of DMR Tier II, III and TETRA technology, 24/7 call centre for engineering support, radio hire, WAVE, Wave on Cloud and PoC solutions, in

building small cell and DAS design and installation

Address: Unit 2 & 3 Chase Centre, 8 Chase Road, Park Royal, London, NW10 6QD

Website:

www.radiocom.co.uk

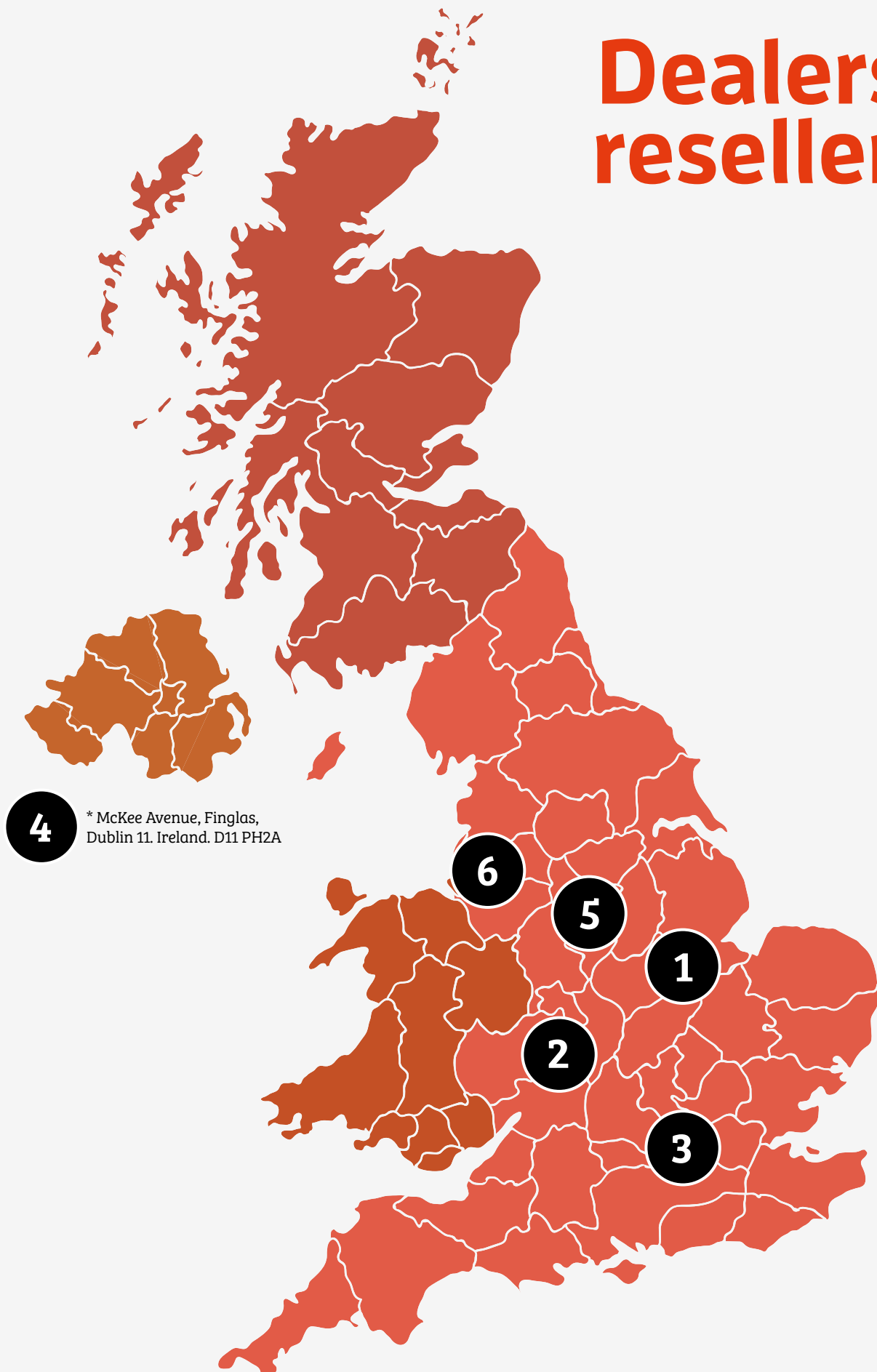
Contact details:

☎ 020 8951 9820

✉ sales@radiocom.co.uk



Dealers/ resellers



1 Roadphone NRB

Main verticals served:

Corporate banks, power & energy, events, tall & complex buildings, and agriculture

Main brands stocked:

Motorola Solutions – Platinum Reseller

Services offered: Ultra-resilient, feature-rich communications through its Endurance Technology® range, DMR Tier III and Capacity Max deployment, consultancy and site surveys, leaky feeder and distributed antenna system deployment.

Covering the UK & Europe, it also provides radio hire, on-site engineering & logistics support and maintenance

Address: Pinfold Road, Bourne, Lincolnshire, PE10 9HT

Website:

www.roadphone.co.uk

Contact details:

☎ 01778 421250

✉ sales@roadphone.co.uk

Roadphone NRB

4 Sigma Wireless Communications Ltd

Main verticals served:

Public Safety, utilities, manufacturing, healthcare, transportation, military and defence

Main brands stocked:

Motorola Solutions – Platinum Reseller, TRBOnet, Peltor, Killcherr, Procomm antennas

site surveys, microwave, paging systems, RF planning/path profiles

Address: McKee Avenue, Finglas, Dublin 11. Ireland. D11 PH2A

Website:

www.sigmawireless.com

Contact details:

☎ 0035318142100

✉ sales@sigma.ie & info@sigma.ie

Services offered: 24/7 maintenance contracts, total system integration (DMR/TETRA), in-building coverage,



2 Servicom (High-Tech) Ltd

Main verticals served:

Aviation/airports, manufacturing, retail, oil and gas, security, defence, stadium & sporting event control, foreign tour sporting team communication, and mining

Main brands stocked:

Motorola Solutions – Platinum Reseller, TRBOnet

Services offered:

Sales, managed service, radio hire, maintenance contracts, site surveys, two-

way radio equipment and systems, business analysis/consultancy and software, and repairs

Address: Unit 8, The I O Centre, Nash Rd, Redditch, Worcestershire B98 7AS

Website:

www.servicom.co.uk

Contact details:

☎ 01527 510 800

✉ Sales@servicom.co.uk



5 Zycomm Electronics Ltd

Main verticals served:

Distribution, construction, leisure, healthcare, retail, transport/logistics, local authorities, education, security, event management, and waste/recycling

Main brands stocked:

Kenwood, Hytera, SAF, iPTT, Motorola Solutions, SMC

Services offered:

Purchase of radios, installation, servicing, maintenance, mast climbing, microwave links, leaky

feeder, DMR Tier II, XPT, Tier III installation, rental hire, PoC, SMC Gateway, job management integration, hilltop mast sites

Address: Nottingham Road, Ripley, Derbyshire, DE5 3AS

Website:

Zycomm.co.uk

Contact details:

☎ 01773 570123

✉ sales@zycomm.co.uk



3 SFL Mobile Radio Ltd

Main verticals served:

Construction, education, retail, MoD, short-term events

Main brands stocked:

Motorola Solutions – Platinum Reseller

Services offered: two-way radio hire, sales, maintenance and repair.

SFL also designs and builds mission critical rapid deployment solutions for specialist divisions, which

can include fully covert vehicle antennas, which are designed and built by its team.

Address: 6 Woodway Court, Thursby Road, Bromborough, CH62 3PR

Website:

www.sflmobileradio.co.uk

Contact details:

☎ 0151 334 9160

✉ sales@sflmobileradio.co.uk



6 DCS 2 Way Radio Ltd

Main verticals served:

Education, tourist attractions, stadia, hospitals, shopping centres, agriculture, leisure, distribution, manufacturing, and events

Main brands stocked:

Motorola Solutions – Platinum Reseller

Services offered:

Supply and installation, radio hire, maintenance contracts, MOTOTRBO Capacity Plus, free consultation, radio

licence application, fire alarm integration, voice recording Solutions, TRBOnet

Address: Unit 3 Turnstone Business Park, Mulberry Avenue, Widnes, WA8 0WN

Website:

www.dcs2way.co.uk

Contact details:

☎ 0845 018 0777

✉ enquiries@dcs2way.co.uk



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