



FOR THE CUSTOMERS OF

sound  
incorporated

# sound Ink

Issue 1, 2010



*"Sound Incorporated understands the importance of a reliable wireless network."*

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## Are You Wireless or Just WiFi? Let Sound Incorporated Make You Truly Wireless!!

With wireless becoming more and more prominent in the workplace, it is more important than ever to properly plan and implement a wireless network installation. Introducing an improperly planned and/or designed wireless network into an environment can have many problematic symptoms, below are a few:

- **Security:** People can ride your network and bypass security configurations.
- **Dead Spots:** Lack of coverage in areas can cause disruptions with productivity and convenience.
- **Interference:** Improperly configured wireless and infrastructure devices can degrade signals.
- **Over Coverage:** Companies may waste fiscal resources when signal quality is weak by just adding more access points.

Sound Incorporated recognizes these issues and has dedicated a significant amount of resources to ensure our technicians are trained in these respective fields. Sound Incorporated is an Advanced Wireless LAN Specialized Cisco Partner, with various Certified Professionals on hand to assist with the many facets of designing and implementing networks, including a CCNA-Wireless / Advanced Wireless Field Specialist to implement our highly developed methodology of wireless implementation.

1. **Discovery:** First, we understand what your needs are for your wireless and get floor plans/blue prints for your location. Different environments need to be designed differently. A warehouse environment may use entirely different equipment than an office environment. We also take into consideration the wall structures, floor structures, density, and much more.
2. **Design:** Based on the data we gathered during our discovery phase we will design a custom wireless installation that will fit your needs accurately and completely. Highly sophisticated software allows us to create a virtual map of your location via the floor plans you provided us. We then can input the parameters of the structure and estimate a "heat map" of the prospective access points. This allows us to accurately estimate the quantity of access points and the most effective placement instead of guessing.
3. **Implementation:** Once our designs are complete and verified, we will then install and configure your equipment to the design specs. During this process we will also be verifying our design by doing live surveys of the environment. The surveys will provide us with signal strength indicators as well as possible causes of external/internal interference.
4. **Support:** After the initial installation, there can always be changes. As your company grows, so may your requirements of your wireless network. Additional surveys based on the changes in your environment may move/add access points as necessary. Since the software we use allows us to save your initial project layout, making accurate adjustments is fairly simple and quick. Sound Incorporated stands behind our work and our team of specialists will work with you until the situation is resolved.

Sound Incorporated understands the importance of a reliable wireless network. That is why we take care to ensure that your network is as dependable as possible. Not only is it important to plan and install a wireless network correctly, but it is just as important to maintain and support your network as well. Sound Incorporated can offer you this complete, turn-key package, with the assurance that we will be there when you need us.

**If you would like to discuss Wireless deployment for your organization, contact our Business Development Group at (630) 718-3145 or by e-mail to [biz-info@soundinc.com](mailto:biz-info@soundinc.com) to learn more!**



*"...going beyond the typical security operations center to bring you the dynamic workspace with a complete and open IP based solution."*



## DVTEL – Complete and Open IP-Based Security Management Solution

Over the years, security and IT professionals for all types of facilities such as commercial, industrial, educational, healthcare, and government have been in search for a complete and open security management solution which is IP-Based. No separate systems. Recently, DVTEL introduced iSOC V6 to meet this growing demand.

The DVTEL intelligent Security Operations Center (iSOC) V6 is an open standards, IP-based security management platform that unites all aspects of physical security, and provides intelligent feedback so users have the ability to manage video, audio, data, access control, sensors, trend analysis and alarm management functionality from a singular interface, regardless of the size or environment of the physical security solution.

Step inside the world of iSOC® V6 the only open standards, IP-based security operations center that unifies all your video, audio, data, access control, and alarm management functionality and requirements into one command and control center.

**Latitude NVMS:** Latitude NVMS's (Network Video Management System) open architecture was designed on the latest .NET development platform and operates on Microsoft Windows based operating system. It is the first enterprise-class solution to offer digital end-to-end monitoring and recording of video, audio, and alarms for surveillance and security applications, plus much more.

Latitude NVMS gives you all the tools you need to view, capture, record, analyze, report, and store high quality video and audio—anytime, anywhere.

The Latitude NVMS is designed to effectively integrate with existing access control and CCTV equipment including analog matrices, keyboards, and cameras to leverage and protect legacy infrastructure and equipment investment.

**Longitude IPAC: Longitude IP Access Control (IPAC)** - Longitude IP Access Control (IPAC) is an open platform, enterprise level IP-based access control solution with features that include alarm monitoring, graphical maps, automation, reporting, photo ID badge creation,

visitor logging, and IP connectivity directly to the door with the latest open source readers from the industry's leading edge manufacturers.

Like all DVTEL software-based solutions, Longitude IPAC is a multi-vendor software platform that works natively with numerous popular brands of access control hardware including access control panels and readers. Longitude ensures freedom of choice—you are not locked into proprietary access control hardware.

Longitude IPAC provides a wide range of features, unequaled reliability, unlimited scalability, and the best price and performance in the industry.

**Altitude IP Camera: Suite of Professional Grade Network Cameras and Encoders** - DVTEL's Pro, Megapixel, and HD line of IP Cameras

**SceneTracker: Video Stitching Software** - Scene-Tracker technology revolutionizes camera monitoring by providing a real-world, real-time perspective of multiple camera images in a single integrated view.

**Audio/Intercom Solutions: Multiple Tools for Voice over IP Management** - Audio routing between Control Center and edge devices. Recording and monitoring of audio—both attached to the video and separately.

**Latitude Mentor: Agent Recording and Training Module** - Mentor is an intelligence gathering tool which provides insight into the operations and performance of system users.

**CaseBuilder: Incident Reporting & Management System** - CaseBuilder is an evidence and risk management tool designed to work in real time, thus enabling a more efficient tracking of incidents and events as they occur.

iSOC V6 creates a common operational picture that enables users to capture, manage, analyze, integrate, and then act on previously unorganized and overly complex data. Thus improving reaction time, enhancing security operator productivity and reducing corporate loss.

DVTEL, first in IP Physical Security innovation, is going beyond the typical security operations center to bring you the dynamic workspace with a complete and open IP based solution.

**For a more in-depth demonstration on DVTEL iSOC V6 security management solution please feel free to contact Sound Incorporated Security Sales Director, John Strauss (jstrauss@soundinc.com).**

## Sound Incorporated Events – Mark Your Calendar



### Lunch & Learn - In Rockford

What Can You Run on your Data LAN/WAN/Wireless Network?

**Date:**  
April 29, 2010

**Time:**  
11:00 a.m. to 1 p.m.

**Location:**  
Clock Tower Inn  
7801 East State Street  
Rockford, IL 61108



*"Learn about the new features on the latest software versions."*

#### LEARN HOW:

**Camera's, Card Readers, Voice, Video...**

can all be used on your data network and how they can impact traffic. A basic switch and router overview will inform you on how to implement a platform that can handle multiple applications including real time applications such as voice.

#### BONUS:

**See 3 of the top 4 communications systems in the market at one time!**

Sound Incorporated installs Cisco, Mitel and NEC and we will have each of the systems live and working at the event. Try the new phones and see soft phones that run on your PC. Learn about applications that allow your PC to work with your desk/cell phone and the new features on the latest software versions.

**If you are a business owner, in the IT/Telecom department, office manager or sales manager and are interested in attending and learning more from the communication leaders, Please RSVP to Forest Smith 815-399-3517 or fsmith@soundinc.com.**

## Your Choice is Clear

4G Wireless is a great Disaster Recovery (DR) solution for internet access and has a great price!

Sound Incorporated is now able to offer Clearwire WiMax 4G Wireless DIA Access. This hot new wireless product is very similar to DSL/ADSL service speeds and will vary depending upon signal strength. Although this product is geared toward SOHO organizations, it is clearly a great DR solution for any businesses. Maximum speeds can reach 6 Meg downloads and 2 Meg uploads in the right environments.

Pricing for the service is very aggressive. Current promotions are waiving the carrier's \$300 installation charges (\$150 install and \$150 router). The monthly recurring charge is only \$85.00 (based on a 24 month agreement). This includes your option of IP addressing, strictly Dynamic or one Static IP address with NAT.

**Contact our Business Development Group to find out if your location qualifies for the great new service. Phone 630-718-3145 or e-mail to biz-info@soundinc.com**

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*"4G Wireless is a great Disaster Recovery (DR) solution for internet access and has a great price!"*

## Healthcare Communication Systems Improve Clinical Operations

In Clinics and Medical Offices the efficient use of exam and procedure rooms is the key to patient satisfaction as well as to the overall profitability of the Practice.

Many clinics have several staff members supporting multiple doctors creating a need for simple communication within the clinic that will benefit the whole staff and ultimately the patients. There are a variety of special systems that are designed specifically to facilitate Staff to Staff communication.

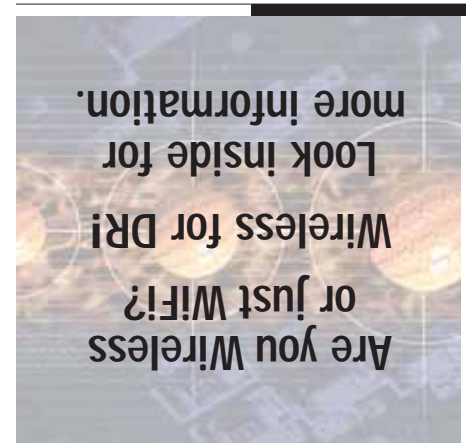
Specialty communication systems are available that can help identify exam room status so that doctors and staff can quickly locate a doctor, a patient or an available exam room. By maximizing exam room use, more patients can be seen in a day with less stress and confusion.

Special application components can provide beneficial features such as “next patient” signaling to indicate the next room that is waiting for the healthcare provider. This sequence feature tracks the order of patients waiting based on order of their arrival.

Patient Flow can also be controlled by Patient Arrival / Chart Up systems that can signal a remote area that a patient has arrived, the patient chart has been pulled and the patient is waiting.

Staff or patient Emergency and Assistance Request Calls can be activated using Push Buttons or Pull Cords placed in exam rooms, bathrooms or in dressing rooms.

**If you have a special application that you feel would improve your operation contact Tom Court at extension 114 or at [tcourt@soundinc.com](mailto:tcourt@soundinc.com).**



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