ASK THE EXPERTS

Strategic Methods for Lowering Total Costs and Improving Customer Operations and Satisfaction in Public Safety Help Points

Code Blue Ask the Experts Series - will emphasize critical solutions customers should not overlook – Help Points® (with cellular IP and solar panels) and Nebula® Cloud + Managed Services. These solutions and capabilities are essential for customers and integrators.

Code Blue is always ready to help with any questions regarding our solutions. No one should feel like they are on an island. Together, we are a community dedicated to assisting Public Safety save lives!

This first edition of our Ask the Experts Series – Code Blue will emphasize why Help Points® with cellular IP and solar panels significantly benefit customers and integrators.

Why choose Code Blue Help Points with solar panels and cellular IP? Because they are typically far less expensive, much quicker to deploy, and more flexible than buried fiber and power cabling in conduits.

Considering the availability and proven performance of solar panels and cellular IP services in the security industry, these methods of infrastructure connectivity for remote IoT devices are widely accepted and growing.

These solutions and capabilities are essential for customers and integrators.

SOLAR PANELS

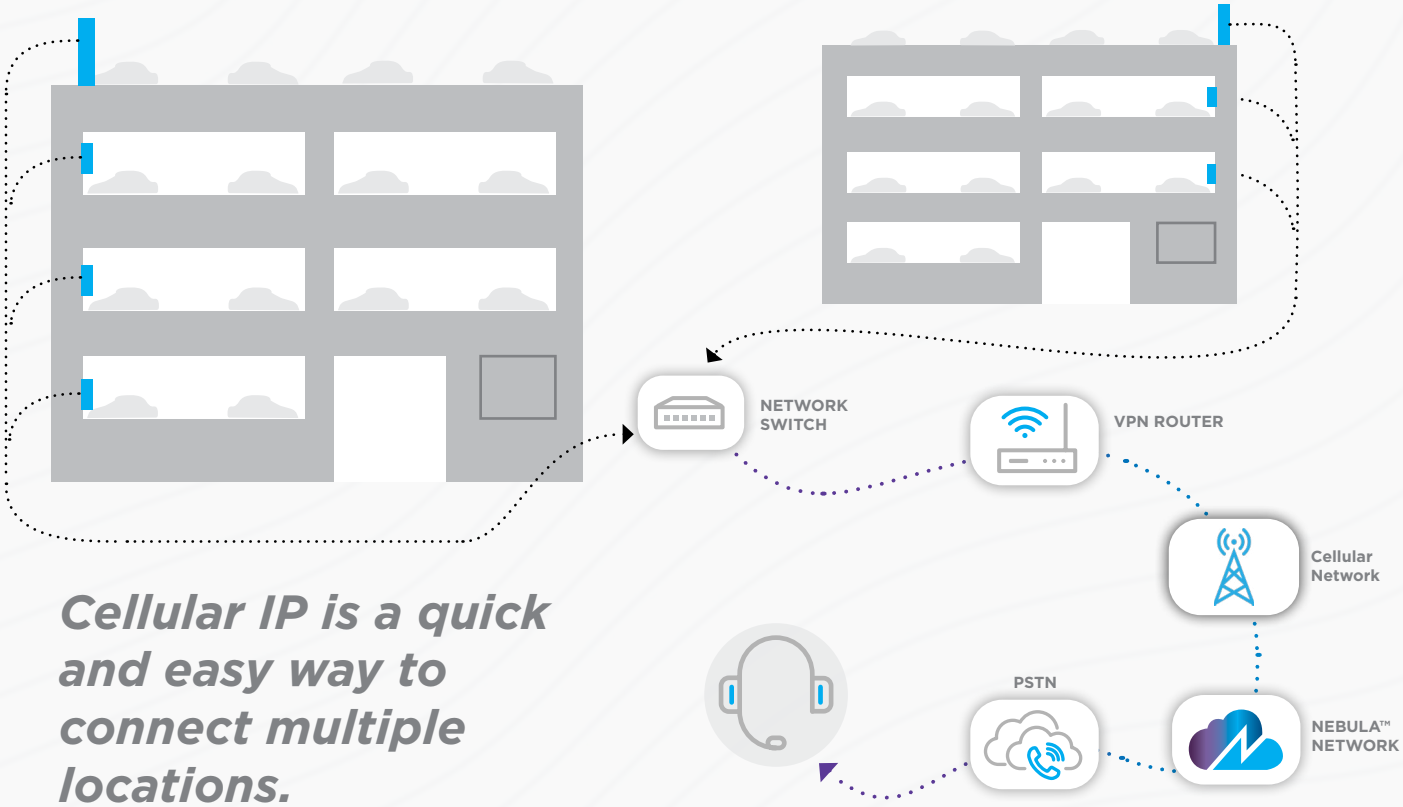
An important topic for many customers, low maintenance, quick installation, and reliability.

CB1-W Solar Tower

Solar Panel (Power) adoption is growing worldwide. DTE Energy (NYSE: DTE) is a Detroit-based diversified energy company involved in developing and managing energy-related businesses and services nationwide. DTE has big plans to add even more solar energy to the grid, the least expensive way to provide all Michiganders with access to solar.

The advantages of solar include remote, no-grid, power source, sustainability, an important topic for many customers, low maintenance, quick installation, and reliability. From a solar panel perspective, countless companies in security, like remote surveillance manufacturers, use solar. Here is an example: *[1] – Solis Energy - hundreds of others are online.

CELLULAR IP



Cellular IP is a quick and easy way to connect multiple locations.

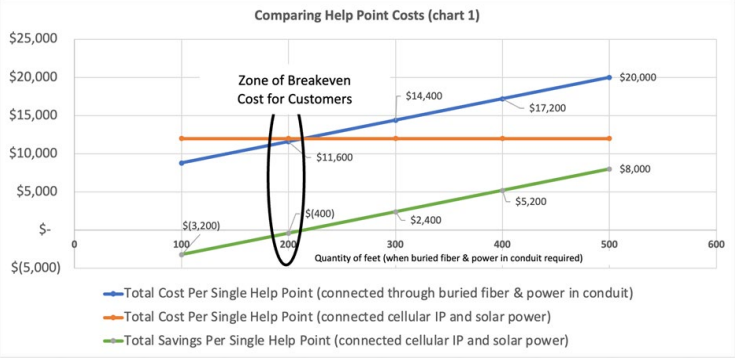
Cellular IP offers coverage where traditional wired connectivity might be challenging or not cost-effective. Cellular IP can serve as the primary means of connectivity, a backup, or to augment existing connections (that use multiple pathways, including cellular, for robust, fail-safe connectivity); one of the primary reasons Code Blue suggests this form factor.

Also, scalability is essential to any size network complexity. Cellular IP data channels can handle multiple help points and is a quick and easy way to connect multiple locations. By using Cellular IP, many of the North American Corporations that we work with do not need a dedicated WAN to connect their locations and operate as one.

Finally, today, cellular IP technologies come with built-in encryption and security features, making the data transmitted over them secure. Cellular IP (including VoIP) trends and benefits are discussed widely on the internet across all industries and organizations. Verizon [*2] says, "Since it's all in the cloud, VoIP service provides access to advanced communications features that can help you improve productivity and performance."

BOTTOM LINE

Getting to the bottom line – without considering the additional benefits of cellular IP and solar-powered Help Points. Code Blue estimates that the zone of breakeven cost for Customers crosses over to favor cellular IP and solar power connectivity. The savings geometrically increase after approaching ~200' from a Help Point to a source for buried cable and power (see chart 1).



John Plooster, Director of Sales, said, *"If your Help Point is ~200 feet or further from a power and communications source (connected with buried cables and conduit), you can save much money and time using solar panels and cellular IP instead. At Code Blue, we like to say, No Power, No Network, No Problem!"*

We hope the Code Blue Team has helped you consider these strategic methods for lowering total costs and improving operations and customer satisfaction. Consider contacting Code Blue for help (https://codeblue.com/contact) to make your Code Blue Solutions come to life!

consider these factors

The alternative to Help Points with solar panels and cellular IP is fiber and power cabling buried in conduits. Customers or integrators must consider many factors to support proper installation, compliance, and performance attributed to this method:

- Labor availability will impact project scheduling, and this must be observed.
- The type of cable buried affects the cost. For instance, fiber optic cables might be more expensive than copper cables.
- Conduit material has different grades and types, with varying costs.
- The deeper you bury the line, the more it will cost due to increased labor and machinery expenses.
- Rocky or challenging terrains (crossing water, roads, preserves, hills) can increase costs due to the need for specialized machinery or techniques.
- Labor rates vary by region and by the expertise required for the job.
- There may be permitting fees or other regulations that can add to the cost.
- After-effects - some customers experience disturbed areas that need restoration (landscaping, unplanned trenching, natural ground shifts), which can add to the overall cost.

Sources:
**1 - https://solisenergy.com/ (hyperlink)*
**2 – Found on https://www.verizon.com/business/resources/articles/what-is-voip/*
**Data in Chart 1 was compiled using source data from Angi. https://www.angi.com/articles/how-much-would-it-cost-run-new-electric-service-existing-power-pole-approximately-1000-ft.htm*