

Zimbra

rudy.salinas1@co.hidalgo.tx.us

RE: Hidalgo County Radio Accounts

From : Jim Hanshaw <jimhanshaw@mobilerelays.com>

Thu, Aug 06, 2015 03:01 PM

Subject : RE: Hidalgo County Radio Accounts**To :** Rudy Salinas <rudy.salinas1@co.hidalgo.tx.us>

Mr. Salinas,

Coverage Map

The map I sent you is an approximation of coverage. The Yellow is a reference to coverage we estimate for Mobile Radios installed in vehicles with an outside antenna. The green is a loose interpretation of Handheld radio coverage but it is very conservative outdoors. This is a simple reference and not based on topographical features. Actual range will vary in places due to terrain.

Radio is line of sight which we refer to as Radio Horizon. Radio horizon is the distance a radio can see the towers antenna tip from the radio at the ground level or 5-ft portable or 8-ft mobile. There is some reflection with Mobiles from their high power and mounted ground plane antennas. Actual coverage varies by terrain so a circle is a mere reference. In general terms we expect about 20-25 mile range from a 500-ft tower outdoors and about 65% of that for portables. The reason is less transmit power in the portable. Our La Feria tower is an 800ft tower and we look for about 30-35 miles radius to that site.

Rachal Tower

Rachal is our newest tower location. It provides coverage of Northern Hidalgo County to the South Side of Falfurrias. It is constructed in Digital and is fully operational now and Analog but the Analog while fully constructed is not yet on line. We expect it to be fully accessible to our analog customers including Hidalgo County in the next few weeks. When it does come on line your radios will roam to that site and talk across the network. We are the only network to cover Northern Hidalgo to my knowledge. We constructed this site for that specific reason.

Digital vs Analog

- We operate the only Digital UHF Network in South Texas. It doesn't appear any other vendor in the area has any plans to construct a Valley Wide Digital Network. We are in our 3rd year of Digital Networking and our system is a stable and mature digital offering with prominent users like Magic Valley Electric and Waste Connections. The UHF radios the County operates are analog but still viable. The tide is changing however and we began the change to digital three years ago. We have migration solutions for our customers and we offer trade allowances for our analog customers equipment for new digital radios. Digital UHF on our StarNet Network is very affordable. List on Digital radios is \$684 but with discounts and trade it's more like low to mid \$500 per unit for consideration.

P25 is also a consideration and the County has purchased quite a few P25 radios for the Sheriff's department at around \$4,000 each. Just for future P25 considerations, we have fully compatible feature rich P25 700/800 for less than \$1,800.00 fully dressed from Kenwood. GPS Enabled, Water submersible, dust and shock, Blue Tooth, Full Color Screen (Black on white daylight) and is approved

for the Regional Radio Network.

P25 vs NXDN StarNet Digital

P25 Regional Radio Network
700/800 MHz
\$2,000- \$4,000 make model etc.

NXDN StarNet Mobile Relays Digital Network
UHF 450 MHz
\$500-\$700 per unit make model etc.

It may be more than you were looking for but let me know if you have other questions.

Jim Hanshaw
GM Mobile Relays Partners LTD
515 South 12th Street
McAllen, Texas 78501
Office Tel: 956-682-5224
email: jimhanshaw@mobilere relays.com
website: <http://mobilere relays.com/>

From: Rudy Salinas [mailto:rudy.salinas1@co.hidalgo.tx.us]
Sent: Thursday, August 06, 2015 8:46 AM
To: Jim Hanshaw
Subject: Re: Hidalgo County Radio Accounts

Mr. Hanshaw, Good Morning!

Can you provide a legend for your coverage map (what do the colors mean)?

Can you explain the difference between a digital and analog UHF System? You stated that your service digital UHF, are we currently able to utilize this technology?

Thank You,

Rudy Salinas, Purchasing Specialist III

Hidalgo County Purchasing Department
2808 South Business Highway 281
Edinburg, Texas 78539
Phone: 956-292-7000 Ext: 4875
Fax: 956-292-7612
Email: rudy.salinas1@co.hidalgo.tx.us

From: "Jim Hanshaw" <jimhanshaw@mobilere relays.com>
To: "rudy salinas1" <rudy.salinas1@co.hidalgo.tx.us>
Sent: Tuesday, July 21, 2015 6:00:59 PM
Subject: Hidalgo County Radio Accounts

Mr. Salinas,

Thank you for coming by today. I hope I was able to answer your questions. I attached a coverage map of the service we provide to the County Subscriber radios. The Repeater lease is a simple

immediate area coverage for the Drainage District. They are different radio from what the County is using in other the departments. Those use a wide area networking radio and are subscribed to our services that cover the entire South Texas Area. We are a sole source for the area and technology we provide in these instances.

The attached letter also explains the repeater lease. These radios are of limited range and a different conventional style radio. They are not capable of wide area but apparently serve the Drainage Districts needs for now. The Map attached shows the coverage area. Our new Digital radios operate the same footprint as the analog radios but the clarity of digital is amazing. Maybe someday we will be able to show these new products but in the meantime the existing radios they are using are very cost effective. In all the County is using right at 270 radios on these systems.

If you have additional questions let me know.

Jim Hanshaw
GM Mobile Relays Partners LTD
515 South 12th Street
McAllen, Texas 78501
Office Tel: 956-682-5224
email: jimhanshaw@mobilerelays.com
website: <http://mobilerelays.com/>

Zimbra

rudy.salinas1@co.hidalgo.tx.us

RE: Question Regarding Towers

From : Jim Hanshaw <jimhanshaw@mobilere relays.com>
Subject : RE: Question Regarding Towers
To : Rudy Salinas <rudy.salinas1@co.hidalgo.tx.us>

Wed, Aug 05, 2015 12:13 PM

 1 attachment

Mr. Salinas,

Our tower locations are Rio Grande City, McAllen, La Feria, Los Frensnos and Rachal providing coverage Between Roma on the West, SPI and Brownsville to the East and North to Falfurrias from our newest Network site located in Rachal. We are the only Company providing UHF Radio Coverage of the four County area in UHF Analog with a migration path to the only UHF Digital Network in the in all of South Texas. The addition of the new Rachal tower will cover the Northern end of the County in both UHF Analog and UHF Digital.

Jim Hanshaw
GM Mobile Relays Partners LTD
515 South 12th Street
McAllen, Texas 78501
Office Tel: 956-682-5224
email: jimhanshaw@mobilere relays.com
website: <http://mobilere relays.com/>

From: Rudy Salinas [mailto:rudy.salinas1@co.hidalgo.tx.us]
Sent: Wednesday, August 05, 2015 10:09 AM
To: Jim Hanshaw
Subject: Question Regarding Towers

Jim, Good Morning!

Of the towers that provide service to Hidalgo County Pct.'s 2 & 3, how many are owned by Mobile Relays?
Please explain in detail.

In what cities are they located?

Thank you,

Rudy Salinas, Purchasing Specialist III
Hidalgo County Purchasing Department
2808 South Business Highway 281
Edinburg, Texas 78539
Phone: 956-292-7000 Ext: 4875
Fax: 956-292-7612
Email: rudy.salinas1@co.hidalgo.tx.us

**Hidalgo Co Sole Source.PDF**

Zimbra

rudy.salinas1@co.hidalgo.tx.us

RE: Hidalgo County Radio Accounts

From : Jim Hanshaw <jimhanshaw@mobilere relays.com>

Wed, Jul 22, 2015 04:15 PM

Subject : RE: Hidalgo County Radio Accounts**To :** Rudy Salinas <rudy.salinas1@co.hidalgo.tx.us>

Your subscriber radios operate under our licenses as a user or subscriber to our Commercial services the same as a cellular company. The County License for your repeater is different though and you hold that license. I need to look in to that one and see if I can identify it and get you some current information and status of that license. I'll track it down. That license would be in the possession of the County but I should be able to find it.

Jim Hanshaw
GM Mobile Relays Partners LTD
515 South 12th Street
McAllen, Texas 78501
Office Tel: 956-682-5224
email: jimhanshaw@mobilere relays.com
website: <http://mobilere relays.com/>

From: Rudy Salinas [mailto:rudy.salinas1@co.hidalgo.tx.us]**Sent:** Wednesday, July 22, 2015 3:21 PM**To:** Jim Hanshaw**Subject:** Re: Hidalgo County Radio Accounts

Mr. Hanshaw,

Thank you for the prompt response!

I would like to ask you if I wanted to reach out to the FCC for licensed antenna's in the Rio Grande Valley, what type of antenna's (or service) would I be trying to confirm? I'm assuming your company antennas have to be registered / licensed with the FCC?

What type of service (and / or frequency) are we purchasing from you?

Thank You,

Rudy Salinas, Purchasing Specialist III

Hidalgo County Purchasing Department
2808 South Business Highway 281
Edinburg, Texas 78539
Phone: 956-292-7000 Ext: 4875
Fax: 956-292-7612
Email: rudy.salinas1@co.hidalgo.tx.us

From: "Jim Hanshaw" <jimhanshaw@mobilere relays.com>**To:** "rudy salinas1" <rudy.salinas1@co.hidalgo.tx.us>

Zimbra

rudy.salinas1@co.hidalgo.tx.us

RE: License Hidalgo County Radio Accounts

From : Jim Hanshaw <jimhanshaw@mobilerelays.com>

Fri, Jul 24, 2015 11:03 AM

Subject : RE: License Hidalgo County Radio Accounts**To :** Rudy Salinas <rudy.salinas1@co.hidalgo.tx.us>

Mr. Salinas,

The Mobile Relays Account 11703 is a monthly fee of \$516.43 is for rental space on our tower for the Drainage District 1 repeater that the County owns. This repeater provides a limited range of about 20 miles around the Hidalgo County area and is operating from tower space on our tower. The other accounts are not tower rentals, they are air service for radios by department that operate on our commercial Repeater systems that are networked providing Valley wide coverage in the exact same way as cellular phones on a cellular service provider network.

We own these systems and hold the licenses the County operates on. It is not a single private repeater like the Drainage repeater. These other departments operate from a trunking network of 120 repeaters across the valley that allow our customers to roam and operate seamlessly and privately across the network, Roma to Brownsville and our newest tower providing coverage North to Falfurrias.

Jim Hanshaw
GM Mobile Relays Partners LTD
515 South 12th Street
McAllen, Texas 78501
Office Tel: 956-682-5224
email: jimhanshaw@mobilerelays.com
website: <http://mobilerelays.com/>

From: Rudy Salinas [mailto:rudy.salinas1@co.hidalgo.tx.us]**Sent:** Thursday, July 23, 2015 4:48 PM**To:** Jim Hanshaw**Subject:** Re: License Hidalgo County Radio Accounts

Mr. Hanshaw,

You mentioned during our meeting that your company owns all the antennas and that you're not charging the county rental charge. Is this correct?

Rudy Salinas, Purchasing Specialist III

Hidalgo County Purchasing Department
2808 South Business Highway 281
Edinburg, Texas 78539
Phone: 956-292-7000 Ext: 4875
Fax: 956-292-7612
Email: rudy.salinas1@co.hidalgo.tx.us

Zimbra

rudy.salinas1@co.hidalgo.tx.us

License

From : Jim Hanshaw <jimhanshaw@mobilerelays.com>

Wed, Jul 22, 2015 04:40 PM

Subject : License**To :** Rudy Salinas <rudy.salinas1@co.hidalgo.tx.us>

Mr. Salinas,

The link below will take you to your license information. It's valid until 2021 so you're in good shape for now. You can print it from the FCC website.

<http://wireless2.fcc.gov/UlsApp/UlsSearch/license.jsp?licKey=1957369>

Jim Hanshaw
GM Mobile Relays Partners LTD
515 South 12th Street
McAllen, Texas 78501
Office Tel: 956-682-5224
email: jimhanshaw@mobilerelays.com
website: <http://mobilerelays.com/>

From: Rudy Salinas [mailto:rudy.salinas1@co.hidalgo.tx.us]
Sent: Wednesday, July 22, 2015 3:21 PM
To: Jim Hanshaw
Subject: Re: Hidalgo County Radio Accounts

Mr. Hanshaw,

Thank you for the prompt response!

I would like to ask you if I wanted to reach out to the FCC for licensed antenna's in the Rio Grande Valley, what type of antenna's (or service) would I be trying to confirm? I'm assuming your company antennas have to be registered / licensed with the FCC?

What type of service (and / or frequency) are we purchasing from you?

Thank You,

Rudy Salinas, Purchasing Specialist III
Hidalgo County Purchasing Department
2808 South Business Highway 281
Edinburg, Texas 78539
Phone: 956-292-7000 Ext: 4875
Fax: 956-292-7612
Email: rudy.salinas1@co.hidalgo.tx.us
