



## White Paper:

# Internal Network Cooperative

## Executive Summary

The new technology inherent in digital two-way radios offer many advantages over the traditional analog radios which have been in use for decades in the conventions sector. Though analog still has its place, the benefits digital offers, such as enhanced coverage and audio, text messaging, and user ID are making the move to digital more and more attractive.

This white paper was produced to explain many of these benefits. EventTone is offering a cooperative arrangement for convention centers, stadiums and large facilities to help them upgrade their communications to digital while keeping their costs manageable.

## Challenges

Facilities are dealing with the need to upgrade their technology and improve their communications as they expand their workable space. Based on current cost and the size of your facility, this type of an upgrade can run into the hundreds of thousands of dollars. In today's economy, that kind of an expenditure is not an easy one to make. The staff at EventTone has years of experience setting up and providing networks like these in many of the largest convention centers and arenas. Many buildings require repeater infrastructure. Constantly installing temporary systems is inefficient, labor intensive and costly. EventTone has created a way to install permanent repeater networking in facilities to eliminate temporary installation saving both time and money.

## Solution

We have implemented a strategic plan that involves a cooperative, mutually beneficial relationship whereby EventTone provides all or part of

the required repeater equipment which is utilized by the facility for its daily communications needs. This eliminates the need for large expenditures. We also offer our partners the opportunity to upgrade to the finest digital radios at wholesale cost. In exchange for the no cost repeater network and the radios at cost, EventTone becomes an associated provider and your location's preferred supplier of wireless equipment. We would expect to recoup our investment through radio rentals to the various clients, vendors and contractors working with the facility.

Our partnership can simply be a referral agreement or we can offer services such as providing an EventTone Wireless location inside your facility with a full time technician and customer service representative and a custom webpage designed with your look and feel so your clients can simply order what they need on line.

## Rental Applications

Two-way radio rentals offer excellent communications solutions for many different sectors including:

- Trade shows
- Fairs and festivals
- Sporting events
- Musical Concerts
- Refinery turnarounds
- Various Corporate Functions
- Security
- Facilities, Theaters & Venues

EventTone offers all the most popular communications solutions including:

Digital & Analog 2 Way Radio  
Digital and Analog Repeaters  
Direct Connect Push To Talk Mobile Phones  
Wireless Cellular Wifi Solutions  
Satellite Phones

**To find out more contact our offices @  
855-396-5450**