

Quick Response Pod Frequently Asked Questions (FAQs)

Why A QRP?

As public safety becomes more complex due to the challenges brought about by natural and man-made forces, the agencies entrusted with that public safety require more sophisticated, yet straightforward and dependable, command and control (C2) equipment, services and solutions worldwide. One sector that continues to be underserved by most suppliers is that of public safety officials and agencies responsible for population centers with less than 200,000 inhabitants. Our review of this sector's first responder Command and Control Vehicles (CCV's) indicates that there is a strong need for lower cost, rapidly deployable, simple-to-operate and easy to maintain platforms that can serve as both mobile 911 dispatch centers and emergency communications vehicles, as well as in a variety of other scenarios.

The current suppliers of smaller vehicles which would best support our intended market focus primarily on the military, not public safety. Public safety organizations / agencies have similar needs as the military with respect to communications interoperability, but the platforms and environments in which they operate demand a more domestic and local focus. Mil-Spec is not necessarily the "Best-Spec" for this sector. This is what has spurred our development of the Quick Response Pod and its variants.

The Quick Response Pod (QRP) is based upon the need for a rugged CCV, inexpensive and small enough to be able to fit on the back of a standard 4x4 pick-up, giving it the versatility and flexibility to operate anywhere the need arises. With the QRP we offer a turn-key, low maintenance, easy-to-use platform that provides multi-agency, multi-discipline radio and data interoperability through both terrestrial and satellite networks.

Who Can The QRP Support?

Our customers are small municipal or larger regional governments serving populations up to 200,000. Agencies within this segment include law enforcement, fire and EMS, public works, utilities, insurance companies managing disaster recovery, private security companies, etc.

How Can The QRP Be Used?

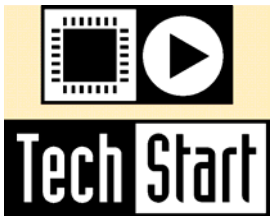
The communities that will benefit most are those that have a need for a Remote Dispatch Center or Mobile Command and Control Vehicle that can maximize its usefulness. The QRP's versatility allows them to use it for a wide variety of incidents such as fire, crowd control, search and rescue, or other similar such events. The QRP can be employed as the primary site for the smaller response needs typically lasting 3-4 hours, or as a secondary control node in support of a larger CCV for a much larger incident such as a regional disaster.

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What Makes The QRP Special?

The state-of-the-art, software-based interoperability capabilities of the QRP make the small package quite potent. A base unit can be used to ensure interoperability of disparate radios regardless of hardware or frequency, to extend radio coverage over challenging terrain, to provide full IP networking in austere environments and to provide reach back through the integrated satellite phone system. Since the QRP is easily mounted and dismounted on a heavy duty pickup it is not susceptible to a drivetrain failure and can be expected to go off road and taken over terrain inaccessible to larger, more cumbersome vehicles.

The QRP's communications interoperability gateway solution is recognized by the Department of Defense, Department of Homeland Security and many public safety agencies as one of the simplest to operate and most robust applications available today. The QRP is already compliant with the DHS Bridging System Interface (BSI) specifications expected to be published in late 2009.

How Soon Can We Get Our QRP?

From the moment we receive the purchase order or a signed contract, we begin the analysis of the customer's needs. If the customer wants a basic turn-key QRP, turnaround can be as short as six to eight weeks. A tailored QRP will require greater interaction between us and the customer and we'll insist on delivering a quality product with all the appropriate training and documentation needed, so the timelines will adjust accordingly. After our initial consultation on the capabilities the customer needs and the budget set-aside for the project, we will all have a good idea of the best delivery date.

What Does The QRP Cost?

There are many providers of larger CCV offerings, but their vehicles can cost from \$130,000 for an empty, pre-wired platform without any communications capability; over \$250,000 for a basic model containing some equipment; to well over \$1 million for large, fully-equipped motor home-type vehicles (Reference www.rkb.us and www.gsa.gov).

Many of these larger platforms also require dedicated manpower, Commercial Driver's Licenses (CDLs) and a significant amount of on-going maintenance to keep them deployment-ready. Depending on the configuration, a turnkey, operational QRP's price falls below the \$200,000 mark—which can include the cost of the 4x4 pickup truck to carry it—providing fast response, greater versatility and complete interoperability with all desired agencies. The QRP also eliminates the need for special licensing and requires very little maintenance.

All these benefits put "big league" C2 capability within reach of many more first responders, improves their effectiveness and increases protection to their



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communities...all for significantly lower initial and lifecycle costs, making the QRP a very valuable—yet economical—asset for first responders.

How Do You Buy A QRP?

Contact TechStart at sales@TechStartLLC.com or 719-328-1888 to find out more about how to configure a QRP to your specific requirements and to learn about financing opportunities for your unit.