



COMMUNICATIONS

October 4, 2012

ALBANY SCHOOLS CONTRACT DELIVERS NEW RADIO SYSTEM AND EQUIPMENT AT SIGNICANT SAVINGS

When Albany School District went shopping for a replacement to its long-time radio dispatch system, it assumed it would see increased costs and decreased services. But a rigorous purchasing process delivered a contract that will save 550% over the life of the contract. It also expanded its coverage and services – an important factor for this growing district of 85 vehicles.

“We have all become accustomed to things getting more expensive – not cheaper,” says Greater Albany Public School’s Transportation Director Chris Ellison. “We were hoping to break even and had resigned ourselves to the idea that we’d have to give something up. But our contract with Silke gives us more for less. Not only that, the quality of the service we’ve received far exceeds our past experiences.”

The Albany district is now using Silke Communications’ FleetNet™ Digital wide area network for approximately 100 mobile and portable units. FleetNet™ Digital is a proprietary network that uses Silke-owned and operated hilltop sites across Oregon and Washington. The Albany contract required the Oregon-grown company to augment its equipment and system around Albany, which fulfills the district’s needs and ensures capacity for the future.

“We’d been using a system that was in “sunset” mode for a number of years and found that the discrepancy in our approach of pushing for more rigorous service and more robust coverage didn’t align with that “wrapping up” approach,” explains Ellison. “Silke is a solid company with 45 years behind it but they take an aggressive expansion and growth approach. The school district is getting the benefit of that. We’re riding their coattails and getting extra coverage and services at a lower cost. They want to be competitive and they wanted our business. It showed in their pricing and service.”

Silke has been providing school districts and their transportation departments with radio and data services, networks, installation and service since its beginnings in the 1960s. It takes care of some of Oregon and Washington’s largest and smallest school districts. “We consider it an honor to be the mission critical communication system for schools. We take our job seriously and I think that’s one reason we’re doing well in that field,” says President Jim Silke, Jr.



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Silke Communications is western Oregon and southwest Washington's leading supplier of wireless radio solutions and communication tower services and spectrum. The company owns or manages nearly 30 state-of-the-art communications facilities. It also provides a full range of services, from site construction, maintenance and operation, to delivery of VHF, UHF, 800 Mhz, conventional and LTR networks. Silke also sells and maintains a wide range of wireless radio systems.

For more information about Silke Communications, visit www.silkecom.com or call 855-GO-SILKE.

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