



Municipal Governments Reduce Telecommunications Costs

MUNICIPALITIES—APPLICATION NOTE

Executive Overview

In these difficult economic times local governments are faced with decreased budgets just when the need for services is increasing. Government agencies must find ways to maintain service levels while keeping costs under control. Multi-Link, Inc. has provided cost-saving solutions for thousands of public enterprises, including municipalities, sanitation districts, and public safety agencies.

The Problem

Containing costs is the number one issue facing state and local governments today. Revenues are decreasing while demands for service are increasing.

At the recent U.S. Conference of Mayors in Washington, DC, Providence, RI, Mayor David Cicilline said, "This is a critical time for cities and for mayors. Not since the Great Depression have we faced such significant economic challenges. Given these difficult economic times, it is even more important to develop approaches that will enable us to provide and maintain services."

Cost of Network Infrastructure:

Telecommunication costs are a significant budget item for many agencies. With the need to support hundreds of fax machines and remote data collection devices, each with its own phone line, costs can quickly add up. With each additional phone line costing around \$50 per month, or \$600 per year, this can dramatically affect the cost to operate remote equipment. As new programs come on line monthly expenses skyrocket, even as existing programs come under pressure to reduce costs.



Municipal Departments

- Office of the Clerk
- Treasurer
- Planning and Zoning
- Code Enforcement Office
- Community and Economic Development Office
- Parks and Recreation
- Public Works
- Assessor's Office
- Human Resources
- Retirement Administration
- Electric Department
- Police Department
- Fire Department
- Municipal Telecom
- City Arts Programs
- School District
- Public Library
- Waste Management



Limited Resources:

With budget cuts and pressure on existing resources, it is more important now than ever before for personnel to make efficient use of their time. Managing remote applications frequently puts maintenance staff out of contact for hours at a time, frequently at expensive overtime labor rates.

The Solution

Multi-Link offers a suite of American made products that allow you to eliminate telephone lines as well as remotely reboot equipment. The savings in time and more efficient utilization of limited resources will stretch precious budget dollars.

Installing The Stick®, a phone line sharing device, wherever multiple phone lines are required can reduce expenses by thousands of dollars. Many times each location is able to reduce the requirement for two or more phone lines, saving \$100-\$150 per month, or more.

The Power Stone® provides the unique ability to power cycle remote equipment. Data collection equipment, which needs to operate only minutes per day, can be powered on remotely. Technicians can restart balky equipment from the office, avoiding the cost and time to drive to remote sites.

When used together The Stick and The Power Stone lower telecom costs and control manpower expenses. In many applications the Return on Investment is realized within the first 30-90 days.

In the private sector customers are saving thousands of dollars utilizing this equipment. One such company has over 4,000 units installed in a variety of locations saving \$2.4 million a year in reduced telecom charges.

Let's take a look at the types of applications currently installed in state and local governments.

Rest Stop Security Cameras

A state highway agency has security cameras at each rest stop along the highway. The cameras provide an invaluable security function for the state, but each one requires a dedicated phone line - and they only need to be accessed occasionally. After installing The Stick the state was able to remove one phone line at each location, saving the state over \$100,000 per year, while still maintaining the highest level of safety for motorists and state workers.

The Stick® Phone/Fax/Modem Switch

Benefits

- Saves money by eliminating unnecessary phone lines
- Automatically directs calls to phone, fax, modems for network support service ports
- Add equipment without adding phone lines
- Optimizes telecom network
- Works on any phone system

Applications

- Out-of-Band Network Access
- Energy Management Controls
- Point-of-Sale System Integration
- Modem Polling
- Fuel Tank Monitoring
- Automated Meter Reading
- Small/Home Office
- Service Port Access
- Remote Equipment Maintenance

FEATURES

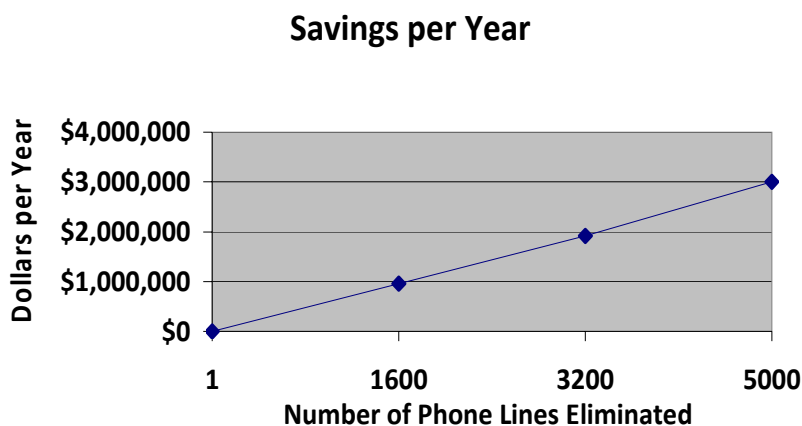
- Automatic Fax Detection
- Barge-In Protection
- Fully Programmable
- Manual Transfer Capacity
- Programmable Security Access Codes
- Bell Spec Ring-Back Tones
- Non-Volatile Memory
- Remote Programming & Diagnostics
- Compatible with Phone Systems
- One Year Limited

Breathalyzer: Return on Investment in just 60 days.

One state police agency was able to save thousands of dollars in telephone line charges using The Stick. Daily polling of breathalyzer machines had required a dedicated phone line at each station throughout the state. After The Stick was installed that phone line was eliminated. The reduction of this one line will save around \$50/month on the extra line and will result in no degradation of service. The Stick paid for itself within 60 days.

Tank Monitoring

A municipal water district monitors tank levels very closely, assuring that a minimum pressure is maintained in the event of fire or other emergency. The high/low indicator mechanism requires a technician to correct any issues. Most issues can be resolved by simply cycling power on the device. This can be accomplished remotely by installing The Power Stone, saving the technicians time as well as fuel and other resources needed to address the problems.



BENEFITS

- Saves Money - The Power Stone pays for itself with one saved service visit
- Reduces Downtime - One phone call can correct problem equipment in minutes
- Protects Equipment - Leave equipment off until needed. Reduces power consumption and hacker exposure.
- Installs on Existing Phone Line - No need to pay for dedicated phone line

APPLICATIONS

- Routers
- DSL Modems
- Time and Attendance Systems
- Automated Teller Machines
- Internet Kiosks
- Network Equipment
- Digital Video Recorders
- Voicemail Systems
- Equipment Under Service Warranty
- Out-of-Band Network Management

FEATURES

- Automatic or Manual Operation
- Programmable Security Access Codes
- Power Status Read Back
- Touch Tone Programming
- 120VAC/15 Amp Rating

Some of the Public Agencies Using The Stick and The Power Stone:

U.S Government Agencies	State Agencies	Municipal Agencies
Tennessee Valley Authority	Huntsville B of E, AL	City of Howarden
US Government Telecom	South Carolina Department of Transportation	Three Rivers Park District
US Dept Of Energy	Jackson-Madison County Schools	City of Birmingham, AL
US Dept Of the Navy	Polk School Board	County of Greenville, NC
NOAA	Warren County School Board	Pomona College
US House of Representatives	Iowa Department of Transportation	City of Union, SC
US Postal Service	Tuscaloosa County Community College	Fort Loudon Electric Coop
New York National Guard	Alpine School District	Meade City Rural Electric
Grand River Dam Authority	Iowa State Fair	Rochester Gas & Electric
U.S. Marines	Biloxi Public School	Birmingham Water
Western Area Power Authority	NY State Thruway System	Norwich Public Utility
Lower CO Power Authority	University Of Kentucky	Owatonna Public Utility

Summary

In today's economic environment successful government operations will require innovative solutions to maintain their levels of service to the public. Reducing telecommunication costs and making efficient use of resources are key elements stretching budget dollars.

To find out how much money you can save, download the Multi-Link cost-savings calculator at www.multi-link.net .

The Stick® Technical Specifications

Model Number	STK29112	<u>CO Interface</u>	
Physical	8.2"L x 1.45"D x 2.5"H, 1 lb	Ringer Equivalence Number:	0.5B
<u>Input Power Requirements</u>		Input Ring Detection	40-150 Volts AC, 15 RMS AC
At AC Transformer	110-125 VAC , 50-60 Hz	Ringling 2KOhm Imp. (REN4.0)	Approx 55.0 Volts RMS AC
At Power Jack on The Stick	12/14 Volts AC 14/16 Volts DC	Ringling 1.8K Ohm Imp. (REN5.0)	Approx 49.5 Volts RMS AC
Power Consumption	6.2 Watts		
Power Consumption at Standby	Approx.44mA @ 12 VDC 50mA AC @ 120VAC		

The Power Stone® Technical Specifications

Model Number	PST59102	Ringer Equivalence	1.1 B
Power	120 VAC plug in (60 Hz)	Switching Manual	Key Pad 4 or 6 digit security code command (on/off)
Switching Contact	120/12 VAC 15A with reset breaker 1800W, 600W incandescent.	Manual Override	Push button (on/normal operation)
Interrupt Modes	Automatic on ring detect. Manual pick up with security code.	Power and Relay Status	LED; Remote audible read-back
Switching Auto	Reboot (15 sec off, then on) Toggle (on or off) Power on call then off after hang up + 2 min.	Physical	3.4" W x 1.8" D x 6" H, 1 lb

Multi-Link, Inc.

Multi-Link, Inc. makes affordable, cost-cutting telecom equipment for a wide variety of commercial, government, and residential applications. With 25 years of experience, we have earned a reputation as a leading manufacturer of money-saving telecom solutions. Hundreds of companies, from SOHO to Fortune 1000, domestic and international, have installed thousands of our products to reduce monthly phone bills and associated costs.

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