



LAN-TEL DATAPOINTS

The news of LAN-TEL Communications

Spring 2020

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MISSION CRITICAL: CORONAVIRUS RESPONSE

Please read our CORONAVIRUS RESPONSE message on page 2 of this newsletter.

President's Message

Vision for 2020 – Building a Secure Future



Welcome to the premier issue of LAN-TEL Communications newsletter, *DataPoints*. It is designed to inform Greater Boston and New England construction industry decision-makers, both in the public and private sector, of LAN-TEL's ongoing leadership and advancements in tel/data and security system solutions.

Robust, Innovative Technologies

Our outlook for 2020 and beyond remains bright even as we respond to the many challenges of the Coronavirus pandemic. As we planned to launch this issue in mid-March, the crisis became widespread, and ever-changing CDC and government advisories delayed release of the newsletter. Please see how LAN-TEL is responding to the critical public safety security system and IT needs in Greater Boston during the Corononavirus pandemic on page 2. Our Elevated Body Temperature thermal imaging solutions (page 8) are designed to limit the spread of the virus at healthcare, educational, public and private facilities throughout the region.

We continue expand our robust and advanced IT and security system product lines. This issue reports on LAN-TEL now being the exclusive New England provider of PINPOINT Duress Systems, a security technology solution being deployed at mental health facilities, hospitals, correctional institutions and educational facilities, to provide proactive protection against incidents of workplace aggression.

Securing Greater Boston & Beyond

LAN-TEL's security division is increasingly called upon to enhance public safety through state-of-the-art security system installations for the City of Boston, as well as for a growing number of municipalities throughout Greater Boston and the Commonwealth of Massachusetts. Our security team is again commissioned to provide security for the Boston Marathon and many other civic events throughout the region, as well as installing and integrating security cameras throughout the city of Lawrence.

New Market Solutions – MA Cannabis Industry

We also feature our company's comprehensive IT and security system solutions being provided in Massachusetts growing cannabis industry – for Revolutionary Growers cultivation facility in Fitchburg and Revolutionary Clinics medical marijuana facilities in Cambridge and beyond.

Experience and Training

To meet today's ever-evolving and demanding IT and security requirements, LAN-TEL is proud to have highly experienced tel/data, security and A/V project management professionals, supported by the best-trained technicians in the field to ensure that each client project meets the highest industry standard for low-voltage installations.

Our commitment to innovation, continuing education, teamwork, and excellence remains the key to LAN-TEL's success.

We look forward to delivering on the promise of excellence in securing our region, our facilities, and our communities, and reporting that to owners, managers and developers throughout Greater Boston and New England.

Joe Bodio
CEO & President
LAN-TEL Communications



MISSION CRITICAL: CORONAVIRUS RESPONSE

Ready to Respond to Greater Boston's Critical Security & IT Needs

March 20, 2020

The health, safety and well-being of the LAN-TEL Communications team, our clients, and the communities in which we serve and live is our most important consideration today during the COVID-19 crisis, and always. As we respond to the ever-changing circumstances related to the coronavirus, we will take all steps necessary to reduce pressure on our healthcare professionals and our local communities, while at the same time, to help ensure that our region's critical facilities that serve the public remain secure.

Responding to Emergent Needs of Cities and Towns throughout the Crisis

Throughout the COVID-19 crisis in Massachusetts, LAN-TEL is responding to calls by city and town officials and facility managers throughout eastern Massachusetts to provide enhanced emergency security systems and IT systems and infrastructure cabling.

Emergency Security & IT System Solutions for Hospitals, Healthcare Facilities, Skilled Nursing Facilities, Police & Fire Departments, Educational Facilities and Public Safety

LAN-TEL's has crews of the region's most experienced IBEW Local 103 technicians providing vital security system and IT system solutions to support our critical facilities and help ensure public safety throughout Greater Boston and the region during the pandemic.

Among the dozens of emergency security system solutions currently being engineering and installed at sites throughout the region are:

- Quick Deploy Cameras;
- IP Video Cameras;
- Thermal Cameras for Elevated Body Temperature Screening;
- Pinpoint Duress Systems;
- Remote Monitoring Access Solutions;
- Mass Notification Systems for Emergency Communications

LAN-TEL also has security system solutions for COVID-19 screening, triage and testing sites.

LAN-TEL will do whatever is necessary and within our power to keep our communities, clients, partners, and the public secure. Please contact CRITICALRESPONSE@LAN-TEL.com with any emergent needs or questions.

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Project News

LAN-TEL Communications Provides Security and IT Systems for Massachusetts Cannabis Industry Facilities

Teams with Architect: Elton and Hampton Architects, Boston, MA; GC: Valiant Construction, Beverly, MA



Revolutionary Growers cultivation facility, Fitchburg



Revolutionary Clinics, Mass Ave., Cambridge

Security and IT requirements for cannabis cultivation, medical and retail facilities are complex and critically important. LAN-TEL Communications has been called upon by Massachusetts' cannabis industry company, Revolutionary Growers and Revolutionary Clinics, to address the comprehensive planning, design, and installation of low-voltage systems that ensure their facilities meet stringent security and data requirements.

Revolutionary Growers Cultivation Facility in Fitchburg

LAN-TEL is nearing completion of the elaborate design/build security and tel/data system requirements for Revolutionary Growers' 135,000 square-foot cultivation facility in Fitchburg, MA. This expansive complex, spread across multiple floors in multiple buildings, required multi-phased development for security and tel/data systems. LAN-TEL's layered security design solution features a concentric circle of protection approach.

Revolutionary Clinics in Cambridge

The Revolutionary Clinics 5,000 square-foot medical marijuana facility at 2019 Mass Ave. in Cambridge also features a concentric circle of security protection. LAN-TEL's solutions include 100 percent camera coverage on every square

inch of the facility. Highest security risk areas, including the vault and POS terminals, also are protected with access control, motion detection, and intrusion detection. The exterior of the building is safeguarded with a sophisticated array of security devices.

Engineered on a Single Integrated Platform

LAN-TEL has engineered and built all Revolutionary Growers and Clinics security systems on a single, integrated platform, which interfaces with a state-of-the-art security station for monitoring purposes. A private security firm maintains the system, and two alarm companies are utilized for redundancy in external central station alarm monitoring. The Cambridge and Fitchburg police departments have access to exterior facility security.

IT Network Solutions

LAN-TEL also provided IT solutions for both the cultivation and medical/retail facilities, including internet, a robust "seed to sale" IT network, and low-voltage structured cabling for LED lighting.

In the planning stages, LAN-TEL's services also encompassed assistance in the owner's regulatory approval

process – with local planning boards, the State Cannabis Control Commission, the State Department of Health, and neighborhood abutter communities.

LAN-TEL Director of Security and New Business Development John Grennon, Project Manager and Director of IT Mike French and Security Project Man-

ager Sean Lewis headed the project team managing a crew of IBEW Local 103 technicians at both the Fitchburg cultivation facility and Cambridge medical/retail facility.

"LAN-TEL's expertise in the most advanced security and IT system technologies, coupled with our experience in providing hundreds of highly technical security and IT installations for the City of Boston and municipalities throughout the Commonwealth, are instrumental in our ability to meet the demanding requirements of Revolutionary Growers and Revolutionary Clinics cannabis facilities, as well as those in diverse vertical markets, including educational and healthcare facilities throughout Greater Boston and the Commonwealth," said LAN-TEL CEO Joe Bodio.

*LAN-TEL also has recently completed security and tel/data projects for **Revolutionary Clinics at Fawcett Street in Cambridge and 67 Broadway in Somerville**. The company is also underway with a **recreational marijuana facility for Western Front in Greater Boston**.*

Tech News

LAN-TEL Communications Expands Security Technologies with Pinpoint Duress Systems

Exclusive New England provider of Pinpoint's infrared security technology



LAN-TEL is proud to announce the introduction of the company's newest security technology product, PIN-POINT Duress Systems, expanding our robust security technology offerings. Through agreement with Pinpoint, Inc., LAN-TEL is now the exclusive New England provider of Pinpoint's line of fully integrated, proactive security technology products.

PINPOINT The Pinpoint security product line, comprised of Personal Infrared Transmitters, which interface with Infrared Receiver Units and Alphanumeric Display Units, and complemented by Pinpoint Mobile & PC Alert Apps, is designed to pinpoint the precise location where workplace aggression toward staff personnel or other occupants is occurring in real time, enabling near-instantaneous response to address aggressive behavior at mental

health facilities, hospitals, correctional institutions, schools, educational campuses, hotels and corporate facilities. An array of over-door lights, call buttons, and paging devices also can be integrated into the system.

LAN-TEL launched its Pinpoint security line on Monday, January 27, 2020 at the company's Norwood, Massachusetts headquarters with a product line informational session, presentation and demonstration, headed by Pinpoint's U.S. Business Development Manager, Corey Greenberg and LAN-TEL's Director of Security and New Business Development, John Grennon. The session was attended by prominent Greater Boston leaders in law enforcement, as well as key security and IT personnel at such healthcare and educational organizations as Massachusetts General Hospital, Steward Health Care, and Massachusetts Institute of Technology.

"Pinpoint, Inc. is proud to partner with LAN-TEL Communications, an industry leader in security systems, in our joint efforts to provide proactive, real-time, advanced security technology solutions to facilities throughout Greater Boston and all of New England," said Greenberg.

Pinpoint Staff Security System is currently installed at Newton Wellesley Hospital, Mayo Health, and Northwell Health in New York.

"LAN-TEL is proud to offer Pinpoint's advanced, proactive security technology to New England's healthcare facilities, mental health clinics, schools, universities, correctional institutions and corporate facilities in our focus to protect workers and the public from workplace aggression and violence that unfortunately occurs too regularly in these facilities," said LAN-TEL President and CEO Joe Bodio.

Pinpoint, Inc., headquartered in Hauppauge, New York, is the U.S. division of UK-based Pinpoint Ltd., and Flexible Systems, also based in Hauppauge, NY, is the sole distributor of Pinpoint's INSTANTAlarm® 5000 in the United States.

Continuing Ed Update

LAN-TEL Taking Leadership to the NEXT Level



Seven members of LAN-TEL's executive team – CEO and President Joe Bodio, John

Grennon, Director of Security and New Business Development, Executive Assistant Christine McKeown, Director of Service Peter Baker, General Manager

Scott Torressen, Director of Information Technology Mike French and Assistant Controller Jeff Bodio, are enrolled in the The NEXT Leadership Academy. The 12-month program is designed to sharpen leadership skills of construction industry executives in today's ever-changing business environment. Created by NECA management professionals Chad Jones and Cody Phillips

and directed by construction industry expert, Michael Callanan, Ed.D., the NEXT program is an in-depth four-part continuing educational series with modules that include *Enabling Leadership*, *Building Vibrant Organizations*, *Innovation & Disruption in a VUCA World*, and *Negotiating for a Better Future*.

Staff News

Dennis Drain Appointed CFO of LAN-TEL Communications Also Elected to Board of Associated Subcontractors of Massachusetts



LAN-TEL Communications, Inc. proudly announces that Dennis Drain has been promoted to the position of Chief Financial Officer. In his new role,

Dennis is responsible for the planning, implementation and management of all

financial activities for the company. He had served as LAN-TEL's Controller for the past four years. A graduate of Northeastern University and Stonehill College with a BS in Accounting, Dennis is a lifelong resident of Milton, MA.

In February 2020, Dennis was elected to

the Associated Subcontractors of Massachusetts (ASM) Board of Directors, and will serve a two-year term in this capacity.

In leisure time, Dennis is an avid hockey and soccer player, and coached youth hockey and soccer for many years. Congratulations, Dennis!

LAN-TEL Expands Security & IT Sales and Account Management Team

LAN-TEL proudly welcomes three new professionals to our sales and account management staff – Jim de Sousa, John McDonough, and Chris Frye.



Jim de Sousa joins LAN-TEL having worked in business development and sales management in the low-voltage industry for more than 20 years.

Jim served as a Northeast and Mid-Atlantic regional manager for Belden, a communications technology leader in the low-voltage industry, prior to joining LAN-TEL. He also has served as a sales manager for Mohawk Cable, a business unit of Belden. Jim has a BS degree in

Business Management and is a Veteran of the US Army.



John McDonough is a high-level, innovative sales/marketing professional with extensive account management and sales experience in the

information technology and e-commerce services industry, directing cross-functional teams and external cross-discipline resources. A resident of Norwood, MA,

John earned his BA Degree in Marketing and Management at the University of Massachusetts, Boston.



Chris Frye recently graduated the University of Massachusetts with a B.S. degree in Business Administration and Management.

The new LAN-TEL team members received company training in February and are in progress with OSHA 10 training.

Industry News

LAN-TEL Presents Security & Crime Prevention Strategies at NERC NAHRO Conference



On February 3, at the MidWinter Conference of the New England Regional Council of the National Association of Housing and Redevelopment Officials (NERC NAHRO) at Mohegan Sun Convention Center, LAN-TEL's Director of

Security and Business Development, John Grennon and Security Project Manager, Eric Johnson, led a **Security and Crime Prevention Strategies** session. The presentation explored crime prevention through environmental design and com-

munity crime prevention strategies, neighborhood watch, technology and forensics as well as the current state of criminality in New England and physical design and the urban environment.

LAN-TEL Installs Shooter Detection System New at Minuteman Regional Vocational School in Lexington, MA



Photo: Kaestle Boos Associates, Inc.

In October 2019, LAN-TEL completed installation of an advanced gunshot detection system at the new 257,000 sf Minuteman Regional Vocational School in Lexington, MA. The comprehensive shooter detection system covers the entire facility and is integrated into the onsite security system. LAN-TEL Director of Security

John Grennon and Project Manager Sean Lewis managed a crew of IBEW Local 103 technicians in the security project. LAN-TEL worked on a project team headed by general contractor Gilbane Building Company.

LAN-TEL also has installed a gunshot detection system at Somerville High School.

Community Outreach / Training News

Building a Brighter Future –

LAN-TEL Introduces Madison Park Tech Students to the Telecommunications and Security Industry



Angelo Lopez-Barahona, a senior at Madison Park Technical School, is learning the tools of the trade in a co-op pre-apprenticeship training program that LAN-TEL Communications has formalized with the Roxbury, MA inner-city vocational school. Under the close supervision of Security

Project Manager Eric Johnson, Angelo is involved in workshop and field training on an array of LAN-TEL's security system installation projects.

Dewars Vasquez, a recent graduate of Madison Park Tech and a past participant in LAN-TEL's co-op program, is now training under the IBEW Local 103/ NECA Greater Boston JATC apprenticeship program. He is working as an apprentice technician in LAN-TEL's security division.

"The future of the electrical and telecom industry relies on contractors introducing bright and motivated vocational students

to the industry with hands-on learning experiences," said LAN-TEL CEO Joe Bodio. LAN-TEL Communications is proud to have Angelo in our co-op training program, and Dewars as an apprentice technician working with our crews. We are proud to have close working relationships with Madison Park Tech and the JATC in our outreach efforts to ensure inner-city students have bright career opportunities in our industry."

Photo: Co-op student Angelo Lopez-Barahona checks security camera wiring in LAN-TEL's security pre-fab shop.

Community Outreach

LAN-TEL supports Brotherhood for the Fallen



As a proud supporter of the City of Boston's Brotherhood for the Fallen Fundraiser, LAN-TEL donated our private suite with 12 tickets to the Bruins - Columbus Blue Jackets game on January 2nd at TD Garden. The effort raised \$4,000 to support the families of Law Enforcement Officers murdered in the line of duty in the United States.

At the fundraiser in December 2019, LAN-TEL Security Project Manager Eric Johnson (r) with Boston Police Commissioner William Gross

LAN-TEL "Shines A Light" for Boston Children's Hospital



LAN-TEL again proudly contributed to the Shine Your Light for Boston Children's Hospital fundraiser for BCH's Every Child Fund, donating \$1,000 to support the cause. The event was sponsored by Osram. The fund enables BCH to



deliver its world-leading medical care and treatments to its patients. On February 24, the LAN-TEL team wore Osram LED wristbands both in our offices and at sites throughout Boston joining the Greater Boston community in supporting BCH.



Industry News

LAN-TEL Provides Critical Tel/Data Support at BCEC Field Hospital during Coronavirus Crisis



BOSTON, MA – In the emergent, fast-track of conversion of Boston Convention & Exhibition Center into a temporary 1,000-bed field hospital for COVID-19 patient care, LAN-TEL Communications has installed the facility's phones to the network allowing for internal communications. The project also entailed LAN-TEL's verification of the telecom system to the network for functionality. Care for patients at the BCEC field hospital, now known as Boston Hope Hospital, began Friday, April 10.

The BCEC project was planned and is managed by the Baker-Polito Administration in collaboration with the City of Boston and community health care partners to help alleviate the surge in COVID-19 patients on the state's health care system and area hospitals. The site will provide 500 beds for Boston's homeless population and 500 beds for non-critical, recovering coronavirus patients. Partners Health Care will lead the clinical efforts at the BCEC in collaboration with Boston Healthcare for the Homeless.

LAN-TEL provides Telecom Services at MGH COVID-19 Screening Area

LAN-TEL also been working on other emergent telecom projects at MGH, including a joint effort with **Sullivan & McLaughlin Companies (SullyMac)** in the wiring for telecommunications

in a COVID-19 screening area in the ambulance bay at Mass General. SullyMac provided installation of pathways for the telecom system.

LAN-TEL's project team on the BCEC field hospital project and MGH telecom work was headed by Project Manager Jeff Carr, Operations and Safety Officer Steve Boccuzzi, with General Foreman John Phelan managing a crew of IBEW Local 103 technicians.

LAN-TEL's Maintains Communications at MGH following Cambridge Street Manhole Explosions

On March 24, LAN-TEL was called upon to maintain communications to Mass General after multiple manhole cover explosions on Cambridge Street disrupted telecom service to the hospital. The contractor assisted in providing a redundant backbone

to ensure MGH connectivity within the Partners HealthCare network.

Concurrently, LAN-TEL is providing emergency low-voltage work for Mass Eye and Ear, which is also in the Partners HealthCare network.



MISSION CRITICAL: CORONAVIRUS RESPONSE

Critical Thermal Imaging Elevated Body Temperature (EBT) Screening Solutions for High-Traffic Facilities



Responding to the emergency public safety security needs of cities and towns throughout Massachusetts during the COVID-19 pandemic, LAN-TEL Communications is the trusted, highly experienced resource for thermal imaging EBT Screening solutions designed to help dramatically slow the spread of the virus.

LAN-TEL's Thermal Imaging Camera Solutions for EBT Screening

Features & Benefits

- FDA 510k approved
- Handheld/tripod and fixed-mount IR thermal imaging cameras for accurate non-contact continuous monitoring
- Healthcare environment patient pre-screening enabling rapid diagnostic identification of COVID-19 suspected patients
- Monitor critical areas – quickly and accurately screen and detect individuals with Elevated Body Temperature (EBT)
- High-gradient thermal diagnostics
- Ideal for Employee Health Screening and Visitor Health Screening
- Reduce exposure to staff and patients/public
- Built-in alarm and analysis functionality
- Autonomous communication using standard protocols
- Affordable, EBT screening solutions ranging from
 - under \$10,000 for handheld cameras;
 - \$17,000 to \$35,000 for hard-wired camera systems

Protect the Public with Emergency, Customized EBT Screening Camera Solutions for High-Traffic Locations:

- Hospitals • COVID-19 Testing Sites • Skilled Nursing Facilities
- Airports • Public / Municipal Facilities • Police & Fire Departments
- Correctional Departments / Prisons • MBTA Public Transportation Systems
- Educational Facilities • Construction Sites • Office Buildings

Contact LAN-TEL Communications today with your facility's Emergency Security requirements:

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LAN-TEL Communications, Inc.

Ready to Respond to Massachusetts Critical Security Needs

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