SBC Submission for ECSite as Safer Inside Product of the Year

Name of Product
ECSite App for Public Safety — Accurate, Consistent and Secure — Automation Enables Uniformity Throughout the Deployment Process for Today's Public Safety Networks

Date first available in the North American Market
September 2020

Product Description:

Launched out of stealth in 2019, ECSite is a Software-as-a-Service (SaaS) business disrupting the telecom infrastructure industry through automation. The technology is a SaaS-based app that deploys automation software that streamlines telecom infrastructure testing and management, increasing efficiency for installers and network owners. ECSite is modernizing the infrastructure industry through software.

The ECSite Mobile App powers management and testing for all the Tier One wireless operators (in the U.S. and Canada), tower companies, neutral hosts, integrators, and services providers for network buildouts—from 4G upgrades to 5G small cells to professional sports stadiums to transportation centers. In 2020, ECSite extended the technology to enable testing and measurement of Public Safety Networks and Public Safety DAS. Public Safety Networks are critical to ensuring safety during a natural disaster or emergency such as fires and floods. Having a working public safety network has the potential to save lives. And that's where ECSite comes in. ECSite's technology deploys automation software that ensures telecom infrastructure testing and management is accurate, consistent, and secure—it's precisely how a Public Safety Network needs to be measured and managed.

Please describe the innovative nature of this product:

ECSite saw an opportunity to develop a fully integrated platform, on the cloud, to automate all elements of network testing, management, and closeout documentation that commonly result in human errors, site re-visits, and completion delays that impact bottom-line performance. This can't happen to a Public Safety Network. It must be well documented, accurate, and work in the most harrowing of emergencies. ECSite enables this. It saves lives.

ECSite's end-to-end software app accelerates these processes and produces closeout documentation with the click of a button, error-free. ECSite customers enjoy the reliability and the result of being "complete" and paid sooner. ECSite customers scale their revenue opportunities more efficiently while managing their overhead increases. ECSite customers can have a precise and accurate Public Safety Network with all the documentation residing in the cloud. This is game changing.

In the wireless industry, every network operator and service provider know how to build networks effectively. The practice of building a network is well-established. ECSite is a revolution in wireless network builds, applying technology to make every network faster, accurate, efficient, consistent, and, most importantly safe.

ECSite's solution changes the practice of doing everything manually or automating a few pieces of the process. ECSite automates everything. There is no competition. ECSite is proving and providing the impact and innovation that the Safer Building Coalition is striving for.

ECSite is leading the way for testing, measurement, and management of Public Safety Network builds. Today, ECSite is the most innovative service in the test and measurement space for Public Safety Networks and is well deserving of the SBC 2021 First Annual Member Award for the SBC Safe Inside Product of the Year — Inaugural Edition.

In a fragmented market, through the unification and standardization of testing and measurement of Public Safety Networks, ECSite demonstrated the value of life safety advancement. It's value proposition, providing for the long term of the public safety community with consistency, is what ECSite is all about.

Impact, Innovation, Value — Making Buildings Safer Inside:

ECSite has demonstrated the impact to advance the industry and provides innovation to further the mission of the Safer Building Coalition. Here's how:

ECSite is the only end-to-end SaaS platform for the Complete Public Safety Project Lifecycle including:
- Project Planning and Performance Evaluation
- Project Execution and Infrastructure Testing
- Project Visualization and Control
- Project Reporting and Closure
- Project Maintenance and System Monitoring
- Project Re-evaluation and Annual System Re-certification

ECSite is the Only Full Automated Public Safety Tool for:
- Grid Testing
- Antenna Validation
- Fiber Testing
- Sweep Testing
- Closeout photography
- Instant AHJ Deliverables

ECSite is Standards Independent with the Only Goal to Super Serve Public Safety Network Builds:
- Conventional
- P25
- TETRA
- DMR
- FirstNet
- FrontLine

ECSite is System and Test Equipment Agnostic.

ECSite's Goal is to Elevate and Advance the Public Safety Industry.

It's all about the Impact, Innovation, and Value of Life Safety Advancement with the Best of Breed Value Prop for the Industry. That's ECSite

SBC Award Proof Point — Demonstrating the Impact, Innovation, and Value of Public Safety Networks for the World's Largest Online Retailer to be Safer Inside Warehouses:

In September 2020, during the height of the COVID pandemic, the world's largest e-tailer needed to test and measure their Public Safety Networks for their growing footprint of one million square-foot warehouses. This global online retailer has almost a 50% market share and they deliver through their warehouses across the United States fulfilling and distributing orders to very demanding customers. This was during a time when delivery was essential because of lockdowns and quarantine. And public safety of their warehouses, and the company itself, was consistently in the news.

ECSite was chosen to ensure that the new mission-critical Public Safety Networks built at these enormous warehouses in new locations such as Bakersfield, California and Auburndale, Florida, among others, had a testing process that was accurate, consistent, secure with real time visibility.

The world's largest e-tailer chose an innovator, because they are an innovator in retail, cloud, and technology. ECSite believes in the Safer Inside mission and is doing it with innovation, impact, and value. And that is this global Fortune 100 company on their mission-critical Public Safety Networks chose ECSite.

Why ECSite:

That ECSite brought consistency throughout the deployment of these Public Safety Networks in one million square foot warehouses across the U.S., proves that ECSite is more than worthy. It documents that ECSite should be awarded the SBC 2021 First Annual Member Award for the SBC Safe Inside Product of the Year — Inaugural edition. ECSite hit every mark including Innovation, Impact, Value, and Value Prop. No product deserves this more than ECSite. We care about being Safer Inside.