

17th NOVEMBER 2011, HINCKLEY, UK

MOTOTRBO™ AND DMR: DELIVERING REAL VALUE TO BUSINESS USERS

SEAN FITZGERALD | SOLUTIONS MARKETING MANAGER
MOTOROLA SOLUTIONS





MOTOTRBO™

1,000,000

RADIOS

SHIPPED

THANKS A MILLION



READ THE COMMENTS OF JUST A FEW OF THE MORE THAN ONE MILLION MOTOTRBO USERS

“Our MOTOTRBO radios have become **far more than a communications tool**. After two years we are still finding new uses for them and identifying new ways in which they can **improve operations** at The Glades.”

Eilis Foy, Soft Services Manager, GBM Support Services Limited

“MOTOTRBO allows us to provide the **safest possible working environment** for our mobile workforce.”

Stuart Noyce, Manager Refuse & Recycling, Basildon District Council

“The MOTOTRBO system has enabled all our different workgroups to **share critical information**, so people can **respond to issues** more effectively.”

Phil Pickett, General Manager of Operations, ACC Liverpool

“MOTOTRBO’s leading-edge functionality brings Fulham Football Club the benefits of world-class communications that are in keeping with our values as a modern, innovative club with stringent **health and safety compliance** and unrivalled **customer service**.”

Ian Weller, Head of Security, Fulham Football Club

MOTOTRBO: TRUSTED ACROSS THE BOARD



Manufacturing	Warehousing/ Logistics	Facilities Management	
Retail / Hospitality	Public Transportation	Education	
Public Utilities	Agriculture	Airports/ Seaports	
Tourism/Event Management	Construction	Services	
Emergency Services	Healthcare	MoD / MoI	
Local Government	Private Security	Petrochemical / Mining	

MOTOTRBO: ADDED USER VALUE FROM APPLICATIONS



FLEET MANAGEMENT



Control Room Solutions

Call Dispatchers

GPS Based Tracking

Text Messaging

Telemetry

SYSTEM MANAGEMENT



System Analysis

RF Strength Recording

Performance Management

PERSONAL SECURITY



Man Down

Guard Control

Tilt Switch

Indoor Localisation

DATA & SCADA



Data Transmission

Telemetry

Messaging

Remote Control

Workforce management

INFRASTRUCTURE



Simulcast

Switches

Gateways

Telephone Interconnect

MIGRATION AIDES



5-Tone Signalling

Consoles

Interface Adaptors

MOTOTRBO IN ACTION: ACC, LIVERPOOL



Issues

- 7,000m² venue
- Events management
- Facilities management
- Blackspots / unclear transmissions
- Limited workgroup capacity

Benefits

- Clearer communication
- Improved call management
- Better decision-making
- Increased productivity and safety



“The migration to digital two-way radio was seamless, with minimal staff training required. We now have full site coverage ... which has vastly increased staff performance.”

MOTOTRBO IN ACTION: MPD, CONGO



Issues

- Sites 500km apart
- No local reliable communications infrastructure
- Remote, harsh environment
- Staff safety
- Vehicle tracking

Benefits

- Communication between sites
- High reliability
- Robust devices
- GPS location
- Improved safety and efficiency



“MOTOTRBO IP Site Connect ensures we have constant voice and data communications with staff and vehicles on the move, which is critical when operating across such a vast and isolated area.”

THE EVOLUTION OF MOTOTRBO



2007: FIRST MOTOTRBO SHIPMENTS

2008: IP SITE CONNECT

2009: CAPACITY PLUS

2010: TRANSMIT INTERRUPT

2011: DIGITAL TELEPHONE PATCH



THE EVOLUTION CONTINUES...



- **Even better audio quality**
- **Extended coverage**
 - Linked Capacity Plus - cost effective multi-site trunking
- **Improved display and user interface**
- **Different form factors for new target users**
- **Advanced applications support**

THANK YOU...

