PRODUCTS & SOLUTIONS

BRUCE BRDA
PLATFORM FOR INNOVATION

PUBLIC SAFETY COMMAND CENTER

VIDEO SURVEILLANCE & ANALYTICS

MANAGED & SUPPORT SERVICES

PUBLIC SAFETY LTE

LAND MOBILE RADIO (LMR)
LEADER IN EACH LAND MOBILE RADIO TECHNOLOGY

ASTRO
• Based on APCO P25 standard
• Primarily North America
• 43 statewide & provincial systems

DIMETRA
• Based on TETRA standard
• Primarily EMEA
• Over 30 nationwide deployments

PROFESSIONAL COMMERCIAL
• Collection of standards
• Used globally
• Systems & “peer to peer”
Spend optimization to enable growth

- Platforming our portfolio
- Optimizing our R&D spend
- Reducing our SKUs
- Outsourcing our manufacturing
REBALANCING OUR R&D

INCREASED OUR R&D LEVERAGE BY 30%

R&D leverage calculated as revenue divided by R&D spend
INNOVATING THE FUTURE

4,500 PATENTS AWARDED

1,200 PATENTS PENDING

PATENT PURSUITS

2014
- LMR: 30%
- SERVICES, SOFTWARE & PS LTE: 70%

2017
- LMR: 35%
- SERVICES, SOFTWARE & PS LTE: 65%
LMR IS THE FOUNDATION FOR GROWTH IN PUBLIC SAFETY LTE, SOFTWARE AND MANAGED & SUPPORT SERVICES
STRONG DEMAND FOR LMR & STABLE ASPs

APX 8000
OUR MOST SUCCESSFUL RADIO
WHY MISSION CRITICAL LMR?

SURVIVABILITY
- Hardened systems
- Ruggedized devices
- Resilient networks

RELIABILITY
- Consistent coverage
- Immediate connectivity
- Crisis capacity

CONTROL
- Highly secure, encrypted private networks
- Off network, peer to peer communication
- Dynamic talk groups
BUILDING ON THE LMR PLATFORM WITH NEW FEATURES & SERVICES

- VOICE as an INTERFACE
- CLOUD-BASED SOLUTIONS
- BETTER BASICS
- SECURITY ENHANCEMENTS
- SIMPLIFIED CONFIGURATION & SETUP
LMR & PUBLIC SAFETY LTE: COMPLEMENTARY & INCREMENTAL

LAND MOBILE RADIO

BUILT TO RELIABLY DELIVER VOICE

PUBLIC SAFETY LTE

BUILT TO CARRY LARGE QUANTITIES OF DATA
PUBLIC SAFETY LTE is complementary & incremental to LMR.
PUBLIC SAFETY LTE LEADERSHIP

LEVERAGING OUR LMR & VERTICAL EXPERIENCE

- PUBLIC SAFETY LTE NETWORKS
- PUBLIC SAFETY APPLICATIONS aaS
- LMR/LTE INTEROPERABILITY
- PURPOSE BUILT DEVICES & DEPLOYABLES
KEY TAKEAWAYS

- Driving efficiencies - reinvesting for growth
- Ongoing LMR leadership
- Developing new businesses on top of the LMR platform
SOFTWARE
LEVERAGE INSTALL BASE FOR COMMAND CENTER OPPORTUNITIES

PUBLIC SAFETY COMMAND CENTER

$5B

VIDEO SURVEILLANCE & ANALYTICS

MANAGED & SUPPORT SERVICES

PUBLIC SAFETY LTE

LAND MOBILE RADIO (LMR)
THE COMMAND CENTER IS EVOLVING

PAST
VOICE ONLY

9-1-1 LANDLINE CALLS

PRESENT
VOICE & DATA

NG 9-1-1 (TEXT & MEDIA)

FIXED & BODYWORN VIDEO

GUNSHOT DETECTION

SENSORS & LOCATION

ENVIRONMENTAL AND LEGISLATIVE CHANGES DRIVING OPPORTUNITY
BUILDING THE SOFTWARE BUSINESS

NEW LEADERS FROM SOFTWARE INDUSTRY

ADVANCED CLOUD, AI & UX DESIGN CAPABILITIES

DEDICATED SOFTWARE SALES