

Terminal Product Update

User Group 2011

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17 May 2011



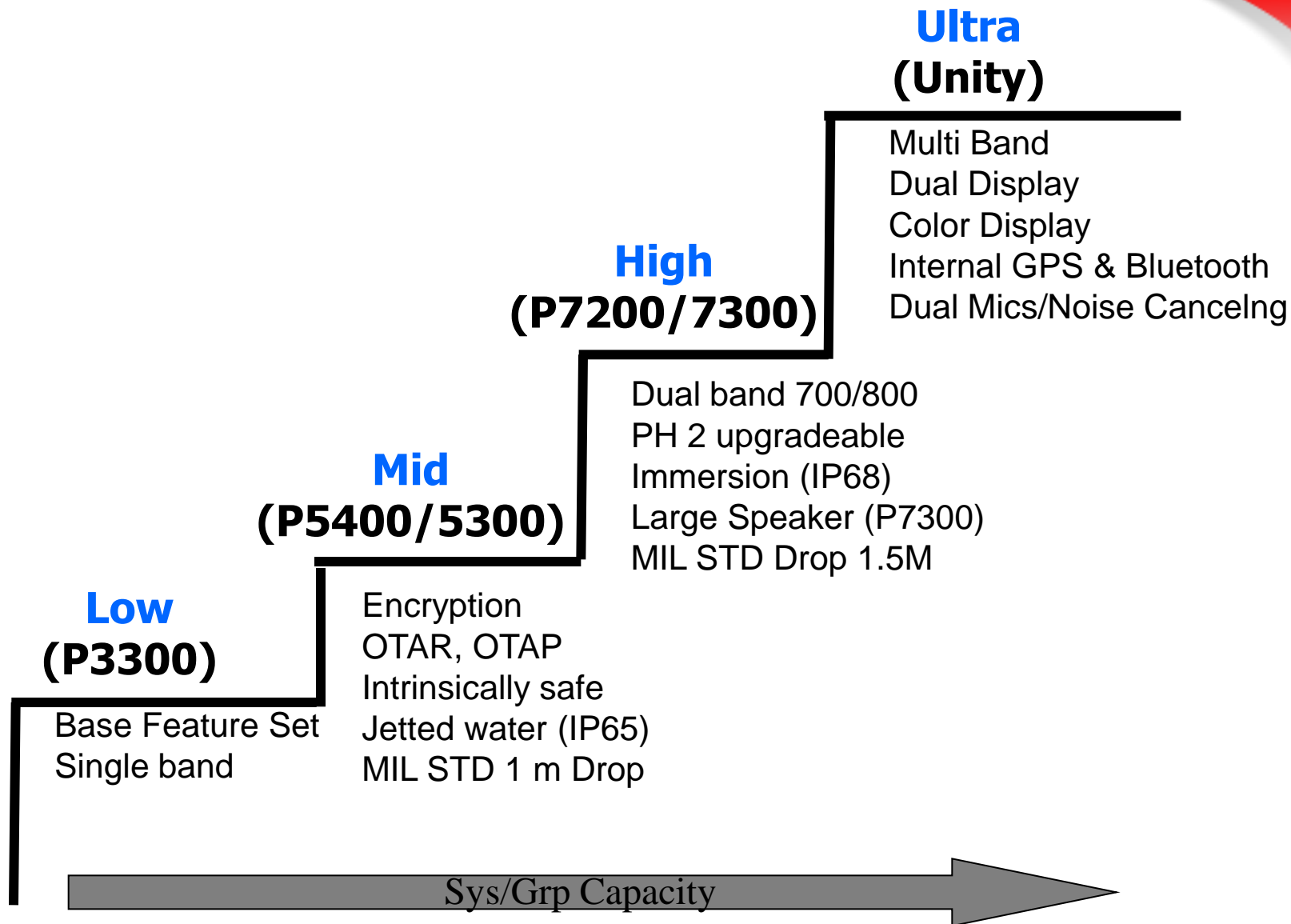
Portable Portfolio



Portable Product Overview

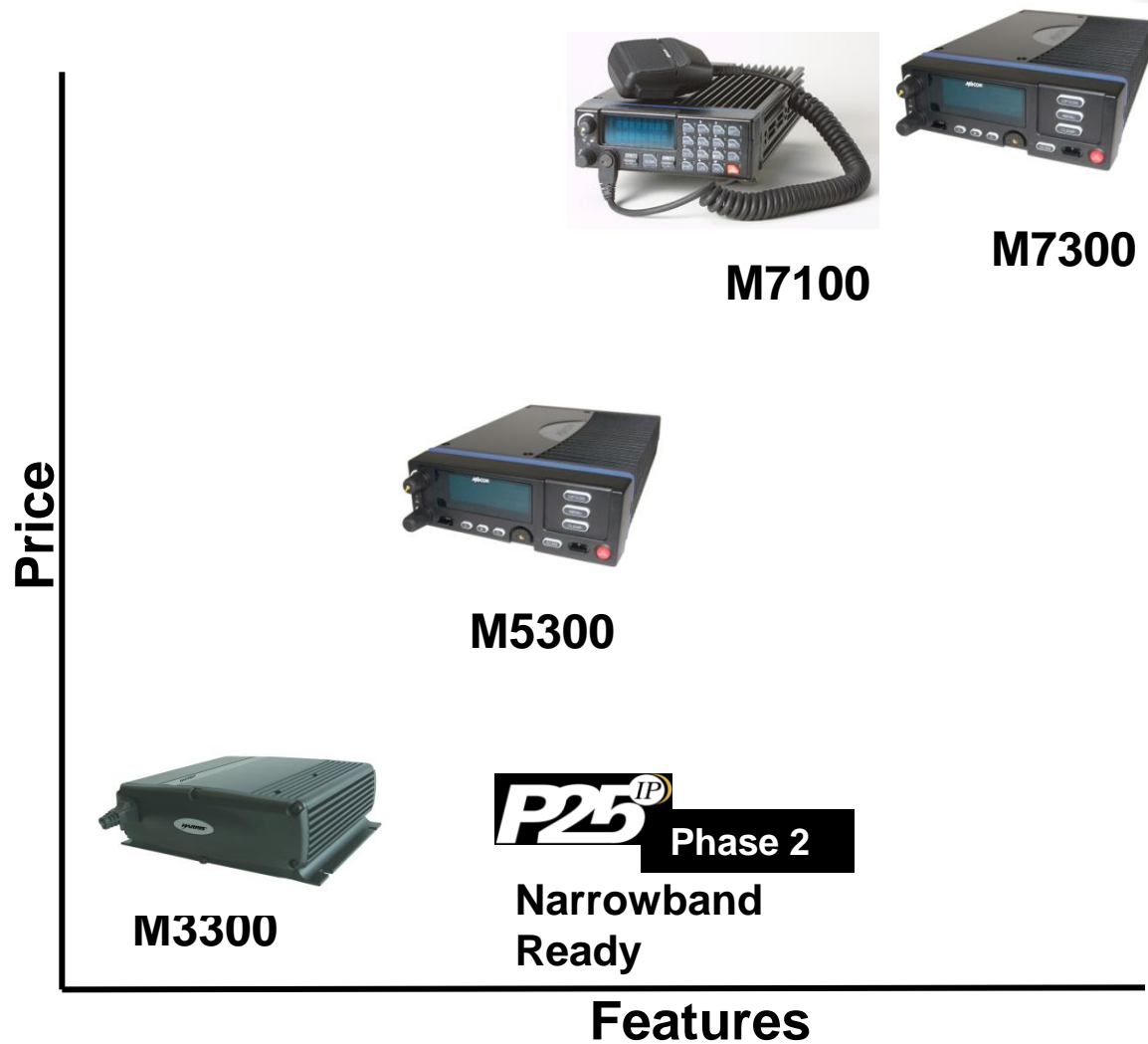
Radio	OpenSky	P25T	P25Conv	EDACS	Analog	Encryption
Unity						
P7300						
P7200						
P7100		Mar 2011 was EOL for 800 MHz and UHF-H				
P5400						
P5300						
P5200						
P5100						
P3300						

Features and Functionality



Mobile Portfolio

- **High tier**
 - Tough, trusted platform
 - Dual band and multi mode
- **Mid-tier**
 - Utility and Transit
 - Single Band
 - New P25 Upgrades
 - Limited Features
- **Low Tier**
 - P25 only
 - VHF, UHF



Mobile Product Overview

Radio	OpenSky	P25T	P25Conv	EDACS	Analog	Encryption
M7300	Yes	Yes	Yes	Yes	Yes	Yes
M7100	No	Yes	Yes	Yes	Yes	Yes
M5300	Yes	No	No	Yes	Yes	No
M3300	No	Yes	Yes	No	Yes	No

Approaching EOL

Mobile Portfolio

- **UNITY Multiband & Singleband** **Coming Soon!**
 - True interoperability with V, U an 700/800MHz including VHF low
 - Control head options include color touch screen, CH721, RHHC
 - Noise canceling, embedded gps and situational awareness
- **M7300 Single-band, Full Featured**
 - Rugged, reliable & immersible
 - Phase 2 upgradeable
 - P25 Trunking Vehicular repeater 700/800, more splits comi
- **M5300 Single-band, Economical**
 - Scales from basic radio to full featured
 - Phase 2 upgradeable



P25 Phase 2

- Investment Protection
- Shipping the most P25 Phase 2 capable radios models!

Portables

Unity

P7300

P7200

P5200

Mobiles

M7300

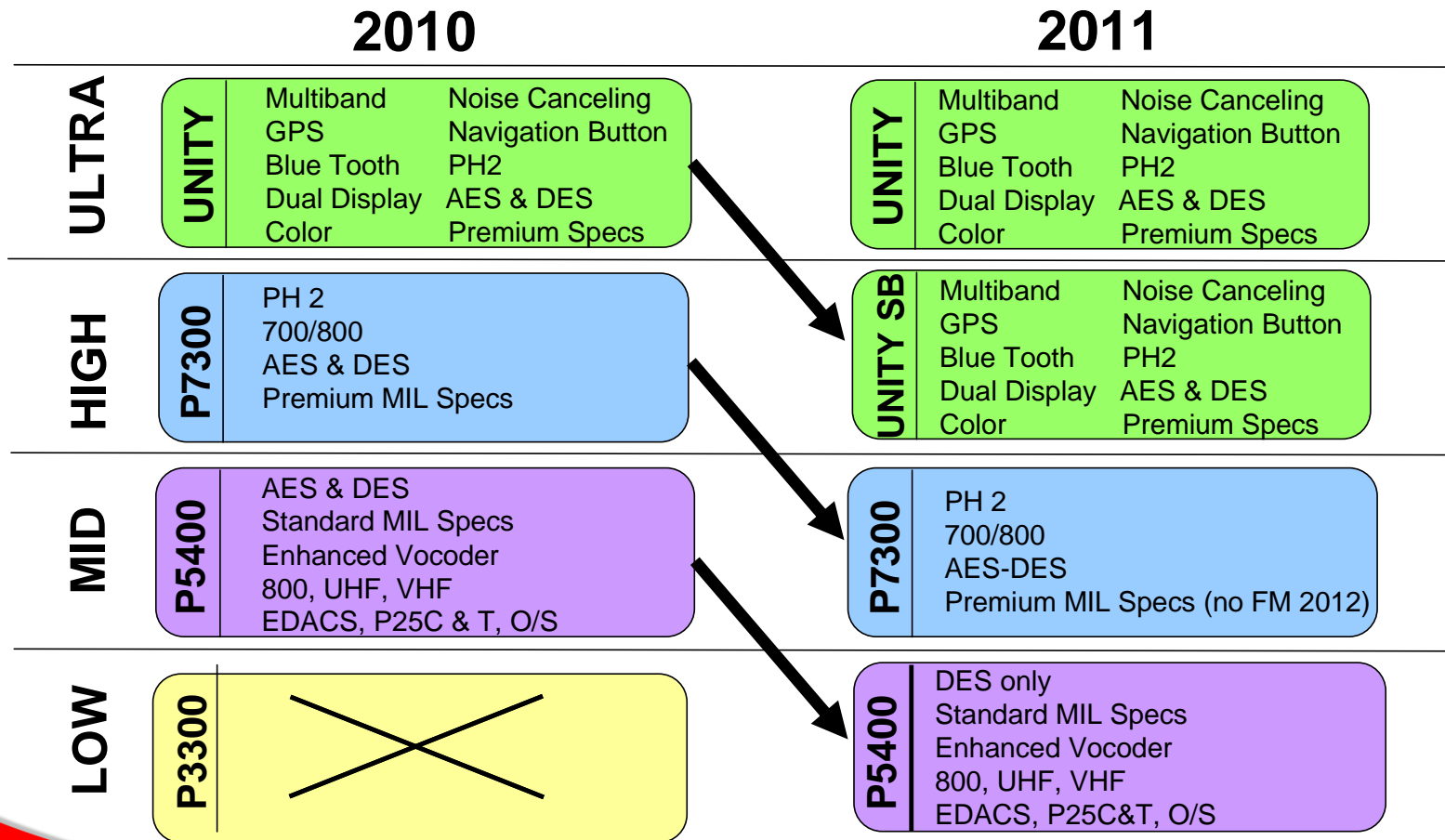
M7200

M5300

...and more coming!

New 2011 Pricing!

- Single-band Unity
- Lower P7300 and P5400 transceiver prices
- Selected Lower Price Software Features
- Falcon Now! New print catalog, eCat at end of the month



New 2011 Pricing

Radio		Old	New	Reason
XG-100P	Add Single Band		\$ 2582	Migration path
P7300	System	\$ 2520	\$ 1660	Reposition as mid-high tier radio.
	Scan	\$ 2320	\$ 1450	
	P25 Trunking	\$ 1885	\$ 1380	
P5400	System	\$ 1660	\$1045	Reposition as low-mid tier radio
	Scan	\$ 1450	\$ 945	
	P25 Trunking	\$ 1380	\$ 1100	
Features	ProScan	\$ 235	-0-	ProScan is a std requirement
	OTAR	\$ 695	\$ 495	Unbundle Encryption options
	DES	-	\$ 395	
	AES	-	\$ 495	
	AES & DES	\$ 695	\$ 595	

New in 2010 Hardware

- Unity Portable (P25 C)
- P7300 700/800 MHz
- P7300 UHF High
- M7300 VHF
- Rugged Hand Held Ctrl
- P25 Vehicular Repeater



New in 2010 Software

P25 Single Band

- OTAR P25 Trunking (SCEP, SNDCCP)
- P25 Conventional AES
- FIPS (MIP)
- VDOC
- Virtual Site
- P25 & Encryption for M5300
- Secondary CC Broadcast
- +75 TRs fixed including Battery Gauge Calibration

OTP Single Band

- Control & Status Service
- Data Enhancements
 - IP/UDP header compression
 - PPP support
 - Proxy registration
- AMBE+2 (v1.4) Vocoder

What's Coming in 2011

Radio Hardware

- Jun** M7300 UHF (H&L)
- July** Unity Mobile + CH-721
- Sep** Unity Mobile + CH-100 Color Touchscreen
- Oct** P7300 VHF
- Oct** P7300 UHF-L



What's Coming in 2011

Radio Software

Unity

R2.0 (Mar)

- P25 Trunking, AES/DES, OTAR

R2.1 (Dec)

- AMBE+2 v1.6 vocoder (DTMF)
- Release 1.1
 - MDC1200 incl Unit ID
 - Situational awareness
- P25 Trunking
 - Call Alert
 - Status Message, Textlink
 - Data to ext device
- P25 Conventional
 - Status message

P/M7300, P7200, P5400, P/M5300

ECP R14 (May- NOW!)

- P25T Radio Check/Query/Detach
- P25 Trunked/Conventional Scan
- AMBE+2 v1.6 vocoder (DTMF)
- M7300 Dual Control head

ECP R15 (Dec)

- P25C Radio Check/Query/Detach
- RPM & Aeroflex Radio Test/Tune
- My Audio
- GPS Data
- MDC1200

What's Coming in 2011

Radio Software

Open Sky

OTP R17 (Feb)

- Encryption for Scan & Select radios
- Status Message
- AMBE+2 (v1.6) DTMF over P25
- Shutdown Ignition
- CH721 Dynamic Key Mapping
- Data Congestion Enhancements

Open Sky

OTP R18 (May – Now)

- Radio Unit Monitor
- Smart GPS

OTP R18C (Oct)

- SG5300
- Site Awareness
- Data Throughput Enhancements

What's Coming in 2011

Accessories

Unity

- July Flexible 9" Antenna
- July Speaker Mic w/Emergency
- July Surveillance Kit
- Aug <IS> Li Ion (Unity)
- Aug Lithium 6 Bay Charger
- Aug 6" Antenna
- Sep Blue Tooth RSM
- Dec BT Speaker Mic
- Dec VC4000



P7300/5400/P5300

- Apr Speaker Mic (Evolution)
- Jun Fire Speaker Mic (Genesis)
- Jun Antenna straight cord RSM
- Aug Lithium 6 Bay Charger
- Oct Li Polymer 3600 mAH Battery



Catalog Improvement: New Accessory Matrix w/Photos

Organization Chart

Kim Purdie
Manager, Terminals

Matt Fallows
Product Mgr

Unity XG-100P
Unity XG-100M
Unity Software

Chris Naisawald
Product Mgr

M7300/M5300
M7100
P/M3300
Desktop Stations
Vehicular Rptr

Open
Product Mgr

P7300
P5400/5300
SG5300

Mark Tesh
Product Mgr

ECP SW (EDACS/
P25)
OTP SW (OpenSky)
P7200

Rob Wall
Product Mgr

Accessories
Batteries/Chargers
Speaker mics
Carry cases, etc

Jeff Aultice
Product Specialist

Inventory
Orders/Revenue
Promotions

Questions?

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New Accessory Matrix