ZETRON®

a Codan Company

Scott French

President & Executive General Manager

WE ARE ZETRON

ZETRON®

a Codan Company

Who We Are

Technology solutions that optimize critical communications

GLOBAL CUSTOMERS

90/7

Countries/Continents

QUALITY PROCESS

20+

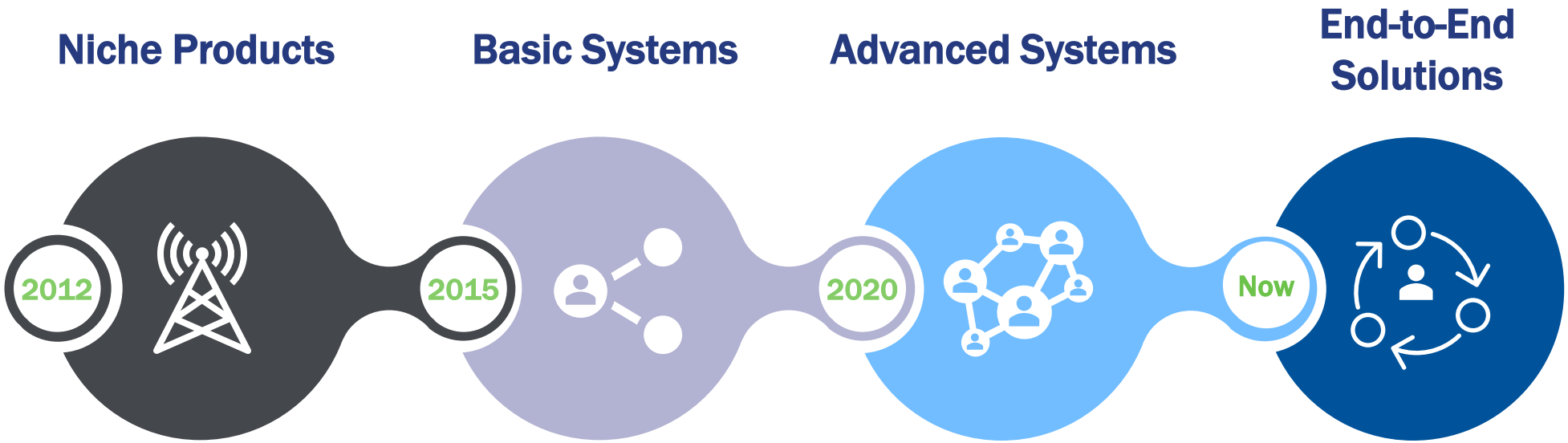
Years of ISO 9001 Certification

INNOVATION

3 World Class

Engineering Centers of Excellence

Our Critical Communications Evolution



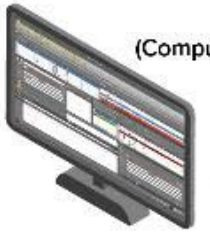
- Market leading fixed mountain top radio products
- Transition to standards-based Land Mobile Radio (LMR) systems
- Develop and launch more sophisticated networked system capabilities
- Evolve to end-to-end mission critical communications solutions/platform

EMERGENCY RESPONSE LIFECYCLE

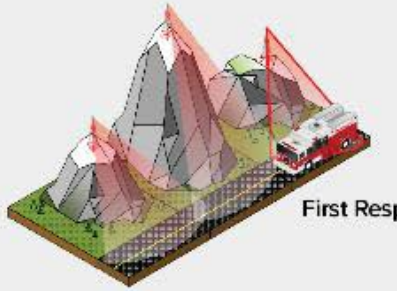
INCIDENT/CALL

CALL HANDLING/TRIAGE

COORDINATION



RESPONSE



ZETRON
a Codan Company

END-TO-END INTEROPERABILITY & DEDICATED SUPPORT

Zetron Services

Zetron's legendary product quality is backed by world class customer care and supporting services for every phase of the customer lifecycle

On-Site Services

Training

Project Management

Technical Support

Maintenance Contracts

Hosted and 'as a Service'

Services as a Recurring Revenue Stream

- 30% of total revenue
- 90% multi-year contracts
- >90% renewal rate

Markets We Serve

Primary Markets

Public Safety

Emergency Communications Centers | Police | Fire | EMS

Integrated systems that streamline emergency response and management

Transportation

Air | Rail | Maritime | DOT

Command & Control solutions powering the most complex control room environments in the world

Utilities

Electric | Natural Gas | Water | Waste

Communications that help keep the lights on and restore vital services when they're down

Domestic Security

Quickly deployed transportable communications wherever the motorcade, rally or event goes

Natural Resources

Oil & Gas | Mining | Forestry | Land Management

Reliable communications connecting HQ with land, sea or underground field operations

Institutional

Higher Education | Healthcare | Corrections

Campus communications for staff, student, patient and population efficiency and safety

Public Safety Market

- Market segmentation:
  - Urban – agencies serving large, densely populated regions
  - Suburban/Rural – agencies serving less populated and/or remote regions
- Motorola - market share leader in urban systems
- Zetron - traditionally strong in suburban/rural systems
- Motorola and Zetron only end-to-end mission critical communications solution platform providers

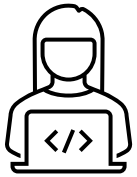
Public Safety Markets

Why We Win

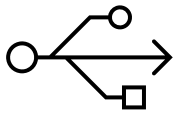
- Interoperability = seamless communications regardless of technology
- Brand reputation for quality and reliability
- Untapped market share drivers…

Land Mobile Radio Systems Into Zetron Command & Control Base

Command & Control Systems Into Land Mobile Radio Base



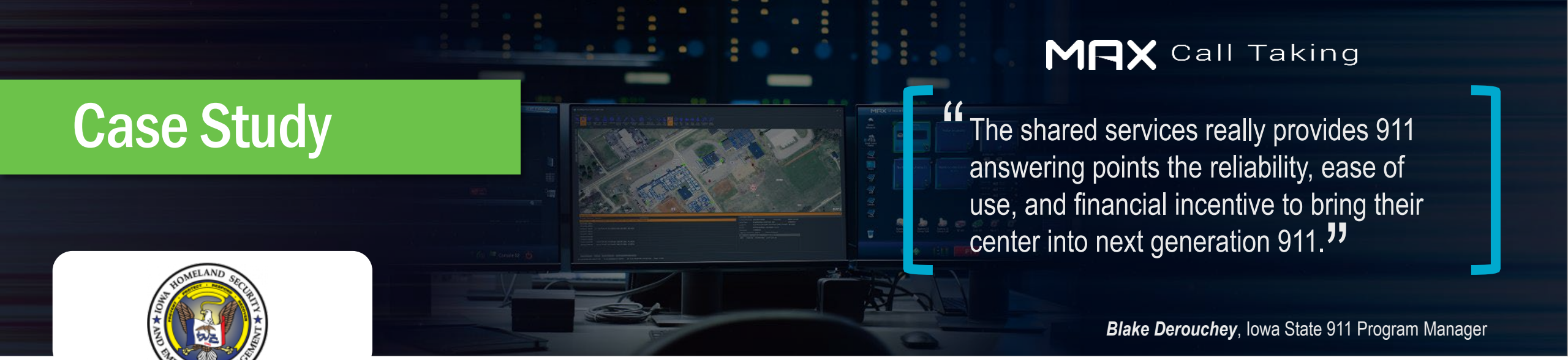
Investment in New Technologies



Next Gen 911 Readiness & Funding

Case Study

MAX Call Taking



> "The shared services really provides 911 answering points the reliability, ease of use, and financial incentive to bring their center into next generation 911."

Blake Derouchey, Iowa State 911 Program Manager

Iowa Department of Homeland Security & Emergency Management (USA)

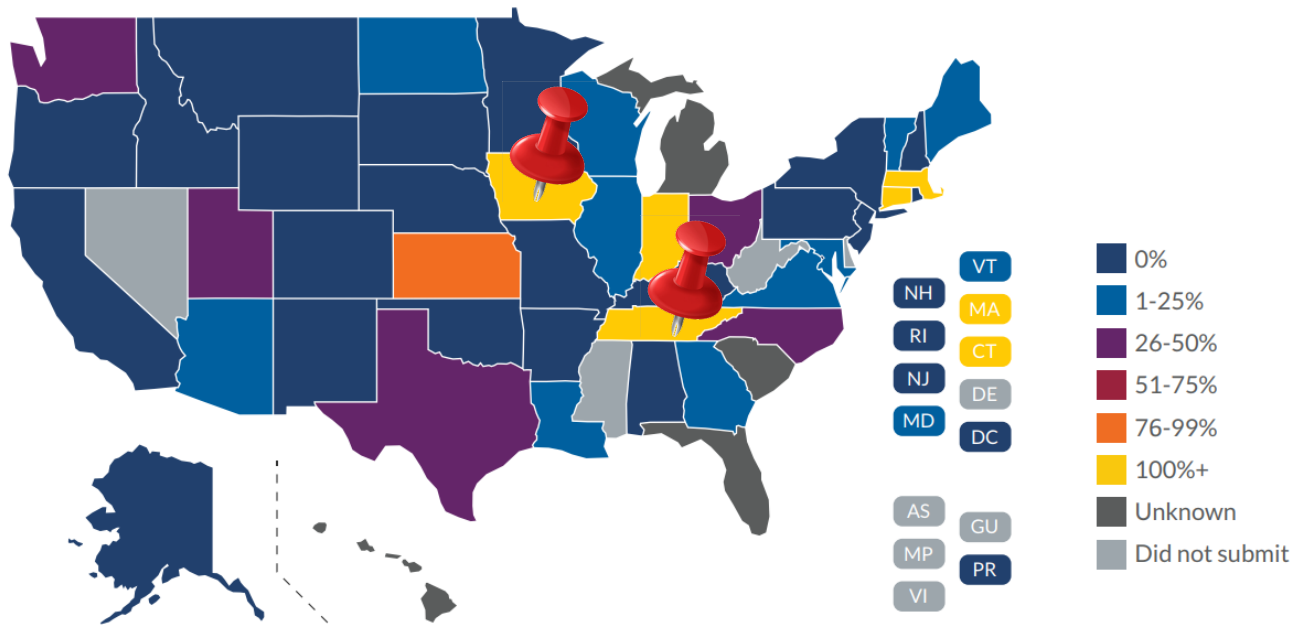
- **Challenge:** 99 counties operating independent, premise-based public safety answering point communications systems, many with outdated and obsolete technology
- **Solution:** A virtually consolidated, statewide hosted next generation 911 technology platform, geographically diverse and with FirstNet network backup, available to all counties and funded by the state
- **Benefits:** The latest in next generation 911, superior reliability and quality, with significant cost savings to the state and local agencies

Federal Next Generation 911 Funding

Modernization of 911 Networks – IP-Based Unified Communications

- Funding Sources Available and Growing
  - 911 mobile phone tax: $2 billion annually
  - Funding required: $10 to $14 billion
  - Build Back Better Act: proposed

    $470 million US appropriated (FY23-25)



Sources: Next Generation 911 Cost Estimate Report to Congress (2018), On State Collection and Distribution of 911 and Enhanced 911 Fees and Charges (2020), H.R.5376 - Build Back Better Act

Transportation Markets

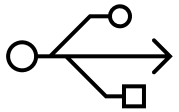
Why We Win

- Interoperability through technology convergence
- Customization and configurability to manage complex requirements
- Application diversity: Rail, Transit, Maritime, Airports, Airlines

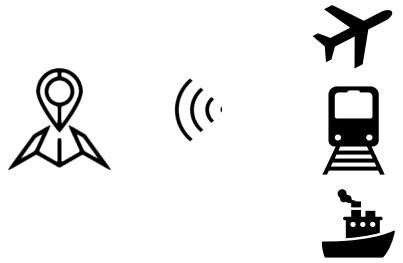
Shift to LTE presents opportunity

Command & Control (ACOM) combines Radio & Telephone for ideal customer fit

Investment in New Technologies



Asset Tracking & Mapping Integration



ACOM Command & Control

Case Study – Transportation

> "ACOM's IP architecture will allow us to expand and upgrade easily when the time comes to support additional transceivers and digital radio technologies."
>
> ***Darren Young**, Team Manager, Operational Control System*

yarra trams

Yarra Trams (Australia)

- **Challenge:** Analog dispatch system used to communicate with trams was approaching end of life and could not be expanded or made future proof.
- **Solution:** Two ACOM Command & Control systems – one installed at the operations center and another at the DR center. 28 console positions – 16 at the new OC, 11 in the DR operations room that would replicate the consoles at the OC, and one administrator's console in the maintenance facility.
- **Benefits:** A cost effective, efficient and future proof system providing interoperability with all other radio technologies and existing transceivers, as well as scalability to meet future needs.

Public Utilities & Energy Markets

Why We Win

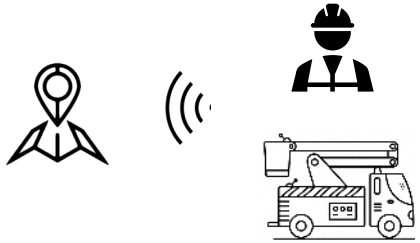
- Technology convergence
- Scalability to meet population and coverage area expansion
- Market expansion: Industry Consolidation, Renewables and Smart Grid

Shift to DMR & Private LTE radio presents opportunity

Command & Control (ACOM) combines Radio & Telephone for ideal customer fit

Multi-Site Wide-Area Interconnectivity

Asset Tracking & Mapping Integration



Case Study – Utilities

> "Powerco now has coverage in some remote parts of New Zealand that no other provider of mobile or radio has. We are set up for the future."
>
> ***Phil Marsh**, Network Operations Manager, Powerco*

Powerco (New Zealand)

- **Challenge:** Current system didn't have enough reach for staff to contact the control room from many remote areas.
- **Solution:** ACOM Command & Control System – Driving the company's 32-position console system that also complements its new fleet of Hytera DMR 3 VHF radios.
- **Benefits:** A highly customizable touch screen display with support for multiple simultaneous active calls. Included visual and audio alerts. The ability to leverage advanced features, such as Bluetooth, encrypted messaging and SIP gateways, in addition to Request-to-Talk and Press-to-Talk communications.