MAKING COMPLEXITY MANAGEABLE

SIMPLIFYING P25 NETWORK MIGRATION, MANAGEMENT AND FUNDING

For most public safety agencies, transitioning from circuit-based LMR networks to complex APCO P25 systems is as challenging as it is inevitable. To simplify and optimize the transition, agencies are searching for migration, operations and funding solutions matched to their own individual environments and requirements. They need comprehensive management strategies that enable them to maintain optimum system performance and interoperability, while adapting to evolving standards, changing technologies and shifting end-user performance expectations.

IP-centric networks represent a major change from traditional LMR networks. In the IP world, rapidly evolving technologies, functionalities and applications demand more proactive operations management. That's why many public safety agencies are looking for solutions that make the transition smoother, faster and less costly. They need multi-faceted solutions that provide leading-edge technology, network planning and design, targeted operational performance levels and predictable funding over multiple years, resulting in reliable public safety networks that are always ready in the moments that matter.
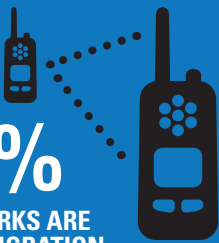
A NEW MIND-SET

Based on APCO Project25 standards, these IP-based networks not only require new technology, they basically demand a new mind-set. In the IP space, public safety agencies need to take more of an IT-centric approach to network planning, deployment and management. Fast changing technologies, functionalities and applications necessitate that more focus be placed on the integration and life cycle concerns of potentially thousands of individual components that make up the P25 operating environment. It's an approach that enables agencies to keep their networks on the leading edge,

providing first responders and other professionals with the very latest in high-tech performance, reliability and security. For public safety organizations of all sizes, this new approach can be a formidable challenge.
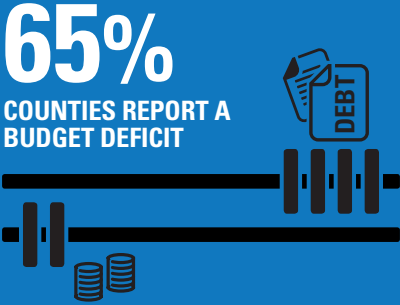
LEVERAGING STRATEGIC SOLUTIONS

What if you could get expert help in selecting the best migration strategy for your specific goals? What if you could leverage industry leading network designers to help you get maximum benefit out of your investment? What if you could build a sustainable funding model for managing and operating your networks? What if you could assure guaranteed services levels? What if you could simplify your migration to an IP-based network with a comprehensive program that provides the ideal strategy, the right technology and a predictable, cost-saving funding model? Ultimately, what if you could focus on your mission instead of your technology?
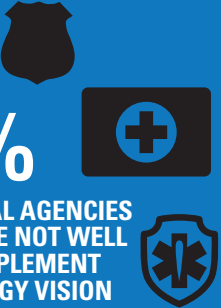
In answer to these questions, a growing number of agencies are seeking to leverage comprehensive migration and management assurance solutions to help them plan and deploy their optimum radio network of the future.

50+%
RADIO NETWORKS ARE LOOKING AT MIGRATION STRATEGIES FOR FUTURE TECHNOLOGIES

65%
COUNTIES REPORT A BUDGET DEFICIT

90+%
MISSION CRITICAL AGENCIES REPORT THEY ARE NOT WELL PREPARED TO IMPLEMENT THEIR TECHNOLOGY VISION

NO SURPRISES: PREDICTABLE P25 NETWORK MIGRATION, MANAGEMENT AND FUNDING

The IP-centric public safety networks of today and tomorrow are a great deal more complex than traditional LMR systems. P25 systems are continually evolving. The good news is that the networks are able to leverage a steady stream of new and innovative technologies and applications that enhance first responder effectiveness and community safety. The not-so-good news is that, because the systems are more complex, they're also less predictable for network owners.

STRATEGIC FLEXIBILITY

The most successful IP public safety networks never remain static. The accelerated pace of innovation in the IP world places a premium on network flexibility. To optimize your P25 operations, you need to take timely advantage of the steady stream of new technology and applications that help maximize network value. The right migration and management solutions will design hardware and software flexibility into your system, ensuring your ability to support, maintain, enhance and expand your network over time. The program will not only focus on the LMR infrastructure, subscriber devices, accessories, provisioning, security and applications; it also should take into consideration the entire LMR operating environment, including civil, backup power, backhaul and more. This will provide you with the peace of mind that your network will operate flawlessly when you need it most. Equally important, you'll have a guaranteed view of your cost structure for years to come.

MIGRATION ASSURANCE SERVICES

NETWORK PLANNING	**MANAGEMENT OF USER CONFIGURATIONS & ACCESS**
SYSTEM UPGRADE AGREEMENTS	**DATABASE ADMINISTRATION**
NETWORK MONITORING SERVICE	**ASSET MANAGEMENT**
PERFORMANCE REPORTING	**COMPLETE NETWORK OPERATIONS**

ONE-OF-A-KIND NETWORKS

In the IP world, there's no such thing as a one-size-fits-all system. With the availability of such a large and constantly expanding portfolio of technology and applications, your P25 network will need to be customized to match your specific communication requirements. Your migration and management solution should be designed to help you plan, deploy and support the best possible network for your organization in the most cost effective manner possible. You want the engagement to be a collaborative effort, that includes your administrators and end users, to design, implement, manage and maintain a network that best meets your operational, migration and expansion goals.

P25 CORE NETWORK

SYSTEM UPGRADES

ENHANCED FEATURES

CONFIGURATION CHANGES

REDUNDANCY & HARDENING

NETWORK COMPONENTS

CONSOLE UPGRADES

BACKHAUL ENHANCEMENTS

COVERAGE & CAPACITY ENHANCEMENTS

SITE/CIVIL ENHANCEMENTS

STATION UPGRADES

SITE RECONFIGURATIONS

END-USER SERVICES

SUBSCRIBER REFRESH

ACCESSORIES REFRESH
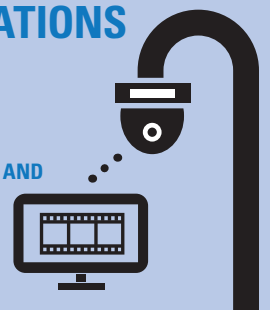
USER GROUP ADMINISTRATION

PROVISIONING MANAGEMENT

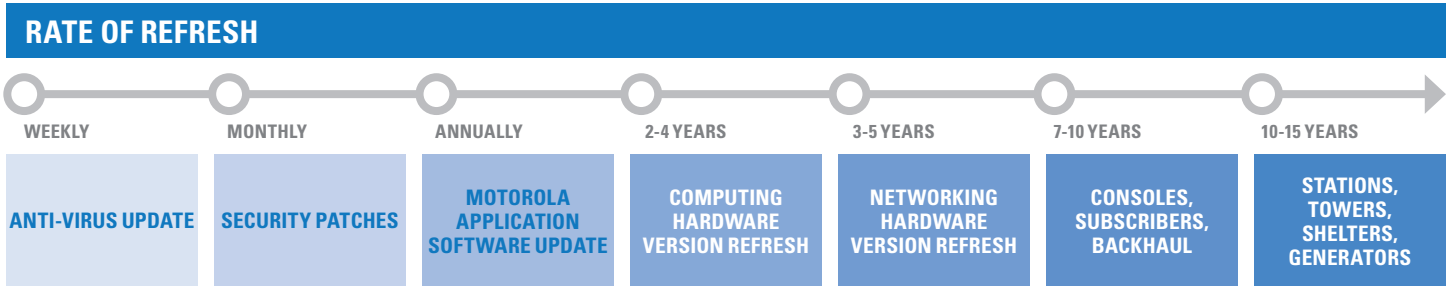## SUPPORT & SECURITY

ENHANCED OPERATIONAL SUPPORT

SECURITY

APPLICATIONS

VIDEO

3RD PARTY APPS

NEW FEATURES AND APPLICATIONS

ASSURING
OPTIMUM PERFORMANCE

RATE OF REFRESH

WEEKLY	MONTHLY	ANNUALLY	2-4 YEARS	3-5 YEARS	7-10 YEARS	10-15 YEARS
ANTI-VIRUS UPDATE	SECURITY PATCHES	MOTOROLA APPLICATION SOFTWARE UPDATE	COMPUTING HARDWARE VERSION REFRESH	NETWORKING HARDWARE VERSION REFRESH	CONSOLES, SUBSCRIBERS, BACKHAUL	STATIONS, TOWERS, SHELTERS, GENERATORS

Successful management of an IP-based public radio system demands more than new technology and equipment. As you migrate your traditional LMR network to an IP-centric P25 system—or plan for the future of your existing IP communications network—your vision and strategy need to evolve as much as your technology. Why? With IP radio technology continuing to evolve at such a rapid pace, your new network will be more complex, more dynamic and more challenging to plan and manage. As a result, you'll need a proactive, hands-on management approach, such as that provided by a comprehensive, lifecycle management-driven solution.
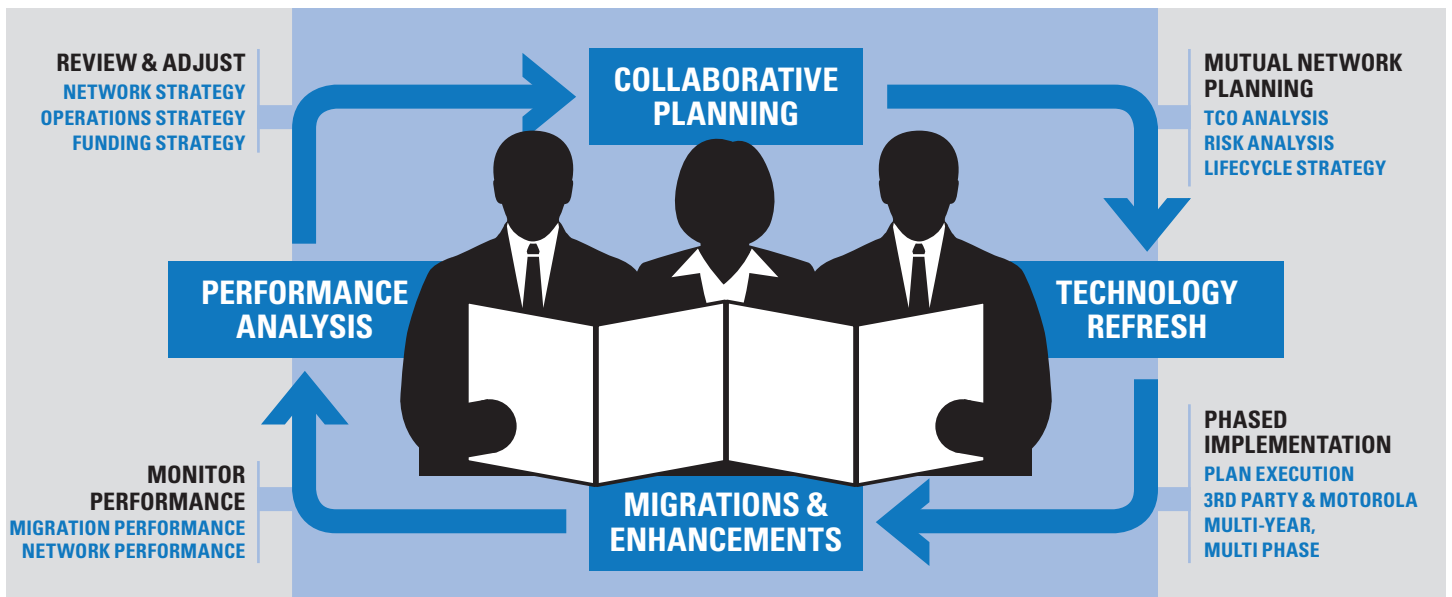
LIFECYCLE MANAGEMENT

Lifecycle management planning is a collaborative process in which your stakeholders and solutions provider experts jointly develop a long-term vision for system growth, enhancements and technology refreshes. Agencies should be looking for an innovative lifecycle management-based program that provides a customized continuum of planned investment, upgraded technology and predictable spending.

TECHNOLOGY REFRESH

In the face of continuous technology change, a customized lifecycle approach helps ensure your ability to plan and control spending, and guarantee performance levels over a multi-year time frame. Most important, it will help assure that your community is continually served and protected using the newest, most up-to-date technology and applications available. It will enable you to continually refresh your assets to empower first responders and safeguard citizens with the best, most innovative public safety equipment, functionalities and applications.

CUSTOMIZED MIGRATION

Collaboration is crucial. Your solution provider should work closely with you to establish a customized migration program based entirely on your specific needs. The solution should include regular reviews and provide the ability to adjust the program at least annually. In the long run, a lifecycle management approach helps you shift operational risk to the vendor partner while maintaining peak network performance. It will also offer you the assurance of predictability, allowing you to optimize spending over the next five-to-seven years or more.

REVIEW & ADJUST
NETWORK STRATEGY
OPERATIONS STRATEGY
FUNDING STRATEGY

COLLABORATIVE PLANNING

MUTUAL NETWORK PLANNING
TCO ANALYSIS
RISK ANALYSIS
LIFECYCLE STRATEGY

PERFORMANCE ANALYSIS

TECHNOLOGY REFRESH

MONITOR PERFORMANCE
MIGRATION PERFORMANCE
NETWORK PERFORMANCE

MIGRATIONS & ENHANCEMENTS

PHASED IMPLEMENTATION
PLAN EXECUTION
3RD PARTY & MOTOROLA
MULTI-YEAR,
MULTI PHASE

PREDICTABILITY IN
PERFORMANCE AND FUNDING

CAPITAL PURCHASE MODEL

MANAGED MODEL

ESTABLISH A MORE PREDICTABLE IT SPEND MODEL

>>>>>

Changes in funding availabilities for public safety projects create an increasing need for a program that supports predictable planning and accommodates long-term strategic investment optimization. That's why it's no surprise that assuring predictability in system architecture and funding strategies is high on the list of most P25 network operators and managers.

NO SURPRISES

Today's public safety agencies want P25 migration and management solutions designed to help reduce or eliminate inconvenient and costly surprises in both system architecture and funding plans. They help you avoid unexpected expenses, unplanned service interruptions and unforeseen security vulnerabilities. In addition, they provide a predictable spending path that minimizes the need to request additional capital from decision makers and/or search for new funding sources.

FLEXIBILITY IS KEY

Your optimum P25 migration and management solution should provide a level spending effort over time, with no financing charges. The plan should be reviewed annually, giving you the flexibility to modify your network over the years, enabling you to adjust to changes in business priorities, technologies, standards requirements, environmental regulations and the political environment. It should also give you the flexibility to include other services, such as maintenance, system upgrade agreements and the possibility of outsourcing a variety of operations functions and activities. Equally important, your solution should allow you to conform to virtually any financial purchasing model.

THE POWER OF PREDICTABILITY

Many agencies are seeking the assistance of network design experts to build a sustainable, predictable, guaranteed network funding model for migrating and managing IP-based radio networks. By eliminating the variable, unpredictable capital spending profile faced by public safety radio network operators, these solutions help ensure delivery of maximum performance while providing predictable spending over the life of the engagement.

TECHNOLOGY ROADMAP

The fundamental deliverable of a migration and management solution is an operational business plan and system-specific technology roadmap contract. This includes annual guaranteed, fixed cost for product updates, system expansions and future feature enhancements, along with high-level implementation and management plans jointly created and based on your input.

Public safety agencies are seeing solutions that assist with migration, management and funding strategies and much more. These solutions offer an efficient, cost-effective way to meet your ongoing needs for technology change today, and over time. They help you successfully migrate to, or manage an existing IP based radio network. They will enable you to build an operating-style funding structure that ensures predictability, eliminates surprises and lets you control your network evolution in terms of migrations, operations, upgrades and expansion.

Bottom line, comprehensive P25 migration and management solutions allow you to focus on your mission, and not your technology.

Motorola's Migration Assurance Program (MAP) offers comprehensive P25 network migration, management and cost saving funding strategies and solutions matched to individual customer environments. For more information, visit **motorolasolutions.com/MAP**

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