

MSI Monitor

Quarterly investor news with
CFO Jason Winkler

Every time you see an ambulance clear a path or hear a police cruiser responding to a call, an invisible infrastructure is already hard at work. Behind the sirens lies a sophisticated network of repeaters, base stations and hardened towers: Land Mobile Radio (LMR) infrastructure. This purpose-built network is the lifeline of public safety, helping ensure their mission-critical radios stay connected to each other as well as to command centers when every second counts.

Deploying this critical infrastructure is a cornerstone of our business, driving approximately \$2 billion in annual revenues and accounting for nearly a quarter of our total Mission Critical Networks (MCN) revenues last year. These deployments represent significant long-term investments by our customers in the world's leading standards: P25—the benchmark for the U.S., Canada and Australia—and TETRA, the primary standard across Europe and Asia Pacific.

It's been over a decade since our last iteration of P25 infrastructure, the G-series, which has been long trusted in public safety for its reliability, resiliency, performance and capacity above and beyond consumer-based LTE networks. This quarter, we are focusing on the launch of the D-series, our latest generation LMR infrastructure, representing our continued commitment to innovation and driving the industry forward given the evolving needs of our public safety customers.

A conversation with Thao Tang and John Zidar

Hear more from Thao Tang, Senior Vice President of Critical Communications Solutions and John Zidar, Senior Vice President of North America Government Sales discussing the design, differentiation and customer opportunities for the D-Series infrastructure.



Watch now (~12 mins)

Features and functionality

The foundation of our engineering approach lies in developing products and software solutions with the lens and feedback of our customers. This was key in the development of the game-changing APX NEXT device and continued to be at the forefront of our development of the D-series. We've enhanced network performance with improved coverage and resiliency by incorporating an additional backhaul with broadband and low earth orbit satellite (LEO), and included hardware/software redundancy to avoid single points of failure. We did that while lowering the cost of ownership and increasing efficiency through lower power consumption, a smaller footprint and dynamically allocated channels. In addition, the D-series is designed with a modern cybersecurity architecture and easy to deploy security patches to help protect the system from evolving threats. Looking forward, we plan to continue leveraging our strength in mission-critical voice to provide AI computing capabilities at the edge like real-time translation through our body-worn assistant, SVX, or leveraging our network footprint for scalable, drone detection as a service, which will unify radio frequency, radar and optical sensor data in CommandCentral Aware.

Network deployment and customer adoption

Customer adoption has already been strong, including multiple state-wide network upgrades in recent quarters. The D-series launch represents a significant, decades-long refresh opportunity, and we expect it will continue to provide opportunities across our portfolio, particularly within the Software and Services business. These opportunities include cybersecurity, remote monitoring, Assist AI analytics, Radio Site Video Security (RSVS), Drone as First Responder (BRINC) and Counter UAS (SkySafe) subscriptions. By the end of 2026 we expect about 10% of our P25 infrastructure install base to be upgraded to the D-series, so we anticipate a long runway ahead of us.

We're excited about the D-series launch, which continues to expand upon the reliability and resiliency that our customers expect from our mission-critical communications, and enables new capabilities such as our growing Assist Suites that bring AI to first responders in the field.

I hope these insights showcase our continued commitment to LMR infrastructure and the growing opportunities it brings. We look forward to reconnecting with you on the next MSI Monitor.

Jason

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