

50 powerful reasons you will want to adopt hybrid solutions

What your smart move to broadband should look like



AIRBUS

Hybrid gives the best of both worlds

5G technology is a revolutionary shift in wireless communication and Telecom vendors are investing in it heavily, with the aim of connecting everyone and everything to the Internet. 3GPP standards help deliver mission-critical broadband services for public safety and other demanding professionals.

One of these services is group communications, which professionals regard as a 'must have'. These can be delivered as an app on smart devices - in their private lives, people are happy using smart devices and LTE/4G/5G, so why not choose them for work as well?

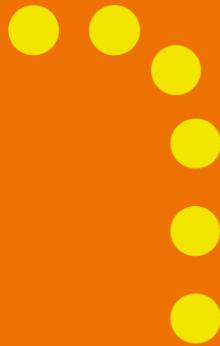
Yet, it is not practical to simply replace traditional radios with smart devices. A better approach is to use digital or even analogue radios alongside LTE/4G/5G devices in a hybrid phase. When moving to broadband, hybrid solutions are the lowest-risk choice and here are 50 reasons why you will want to adopt them.



Hybrid solutions just make sense

1 Choose a hybrid solution whose interfaces let you **integrate it with your dispatching and command and control systems**, and your workforce can continue to work effectively.

2 Sharing intelligence and multimedia needs broadband and coordinating responses requires communications that are always available. **A hybrid set-up has the highest availability.**



3 With a hybrid solution, you need only **invest when you need to, or even avoid capital investments completely** by choosing a communication solution as a service.



IV Replacing communication technology needs to **take account of how people work**. A hybrid solution offers seamless evolution, not a disruptive migration.



5 If you transform your operational systems and your communication system lags behind, you will be in trouble. **A hybrid solution cuts this risk.**

6 With a hybrid solution from a Mission Critical Service Operator, user organizations can remain in **full control of subscribers and their confidential information.**



7 A hybrid solution with advanced communications services is much **quicker and easier to introduce** than switching to a completely new technology.



Better cooperation

VIII

Hybrid solutions allow different **organizations to work together, while also linking different sources of information.** This helps people deal efficiently with a growing number of incidents.

9

Advanced broadband communication services can be connected to narrowband networks, allowing **users of the two technologies to communicate smoothly.**



10

Build in true interoperability and you will reap many benefits. For example, the Virtual Private Network concept lets an organization use a network as if they owned it. Because organizations use the same core network, they can also **communicate together easily, in a controlled way.**



Multimedia, apps and integrations

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Complementing your current radios with smart devices is easy with special solutions

like Tactilon® Agnet, which gives you push-to-x services: push-to-talk over broadband and much more.

12

Smart devices and push-to-x services let **people use photos, videos, and location info** to update their team on the current situation.

XIII

With Tactilon Agnet, you won't have to settle for very basic PTT over broadband apps – its **strong mission-critical push-to-x services will give you so much more.**



A strong communication app lets you **connect people outside your own organization or company.** In the simplest case, they only need the Tactilon Agnet app in their smartphone, and your own people can use either the radio or the app.





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Strong communication apps like Tactilon Agnet have **special features and functions** to improve the efficiency of users, saving money.

16

Third-party developers can integrate their apps with Tactilon® Agnet using an open Application Programming Interface API. This global software developer community can design **very specialized apps to complement your own communications.**

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Many useful apps already complement Tactilon Agnet push-to-x services - one application keeps track of the user's exact **location both indoors and outdoors**, with no need for GPS or any fixed infrastructure.

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Integrating broadband services into your communications system gets **new, secure multimedia services and professional apps into use more quickly** - much faster than setting up a broadband system from scratch.

Very special devices

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Hybrid devices combining a PMR radio and a smartphone ensure your people **will be able to stay connected.**

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With a hybrid device, a professional can use **familiar PMR communications while enjoying the new apps** made possible by smartphone technology

21

Your personnel can use a **wider selection of communication devices**- from radios to hybrid devices and from tablets to smartphones.





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Choose the right smart devices and you will be able to **use them even while wearing gloves** – just like radios.

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There is even a **special, purpose-built hybrid device called Tactilon Dabat**. It has a physical PTT key that professional users appreciate.

24

The simplest reason to adopt a hybrid solution is to **turn your smartphone into a professional radio!** A hybrid solution will connect your radios and smartphones.

A much wider range for your operations

XXV

Build your hybrid solution right, and your **dispatchers as well as the Command Centre can communicate with both legacy radio users and smartphone app users.**

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The broadband network may provide indoor coverage for places where your radio network doesn't reach. **A hybrid solution will provide better coverage than either of the networks separately.**



27

Use hybrid solutions to **develop new ways of working** while your existing operations go on as normal.

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Hybrid solutions based on the 3GPP standards will keep you at the leading edge of mission-critical communication evolution.

29

Expecting your operations to grow? **Start with a smaller setup** and a completely hosted communications service. You'll get the same rich set of features, and it can be expanded easily later.

Better coverage, availability, reliability

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Start evolving to broadband with a **Service Operator** who uses the services of commercial Mobile Network Operators (MNOs). You can achieve excellent coverage, availability and reliability.

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Your Service Operator can even add **dedicated broadband capacity** – for example, to sparsely populated areas with no commercial network coverage.

32

Your radio system will **still run**, even when commercial networks become congested.



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When you have a hybrid solution with a TETRA network from Airbus, your smart device users can **adopt Tactilon Agnet to use TETRA groups**. This is the ultimate in hybrid LTE/4G/5G connectivity.

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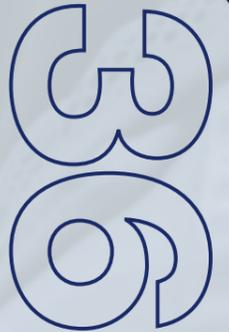
Improving radio communication coverage often means new equipment. A hybrid communication solution as a service **cuts out the need for investment AND gives a much wider coverage**.

Communications won't let you down

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Narrowband and broadband networks can cover for each other, ideal for when serious incidents lead to a huge spike in traffic in a very small area.

Being able to talk with your team at critical times is vital. A hybrid solution ensures this by **connecting radio users and the broadband communication app users seamlessly**.



37

With a broadband communications service connected to your fixed radio network, your teams have **uninterrupted communications, even when outside network coverage**.

38

Your existing radio network may cover land areas not yet served commercially. A **hybrid solution combines the coverage of both** the private and commercial network.



Get flexible PTT services...

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Adopt strong push-to-x services as a cloud solution. This means a quick and easy set-up for critical organizations who can **minimize any risk of downtime.**

XL

Strong push-to-x services can even ensure the right people will get connected when they need to. For example, an **emergency call has the highest priority** – it will not go unheeded.

41

Tactilon Agnet push-to-x services are excellent for **sending short, standardized text messages to teams very quickly.** These messages are an important asset for professional users.

...but don't stop at push-to-talk!

42

Adopt Tactilon Management and you will have a way to **manage organizational data, communication groups and access rights** for both your radio and smartphone app users – and for those who carry more than one type of device.

43

There are solutions that can automatically **include users in groups according to their location.**

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Adopt a strong push-to-talk app which uses your current talk groups and **you can give a higher priority to your conversations** than to other apps.

45

Strong push-to-x services mean **the whole team can be reached at once,** on any device they use you won't waste time calling staff one-by-one



Legacy and broadband – the best of both worlds

46

If your organization is building **datacenters for your digital transformation** a hybrid solution can use that capacity for your broadband communication services.



Do you already own a radio communications system? **Use your existing investment when you adopt a hybrid set-up.** You will get completely new options at a fraction of the capital expenditure.

48

Are you struggling with a legacy narrowband communications system? A hybrid solution can be a **smooth route to the new, digital broadband world.** And instead of buying equipment, you can buy the solution as a service.

49

You can get a high-performing, feature-rich solution even for a smaller setup, with an agreeable price tag.

50

Most users consider their radio indispensable. It's vital ensure the continuity of this service, something **only a hybrid solution can do.**

Hybrid is a force for good

Mission-critical mobile broadband has a much wider scope than the core network. Device-to-device communications with the strong Direct Mode Operation DMO, special coverage solutions like deployable bubbles, satellite connectivity, security and encryption solutions according to national requirements, and dispatching solutions are all part of the overall solution.

Hybrid solutions deliver what professionals really need - a chance to improve operations while keeping operational costs low. New technology can be used as a force for good, and as a way to prevent emergencies and disasters rather than simply manage the consequences.

Hybrid solutions can be the foundation for a better, smarter and more fulfilled society and economy. Choose the right solution and you will have a vendor who can provide all the elements and offer an end-to-end service.

Don't miss your opportunities to embrace the power of hybrid solutions!

When you want the hybrid solution which delivers on all of these 50 powerful reasons, you have only one viable choice.

Choose Airbus as your partner in moving your current radio system safely to broadband.

Contact us

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