

# MOTOROLA SOLUTIONS

Convegno Comunicazioni radio per la sicurezza

Politecnico di Milano 26 Ottobre 2021

Ing. LORENZO SPADONI

MISSION-CRITICAL  
COMMUNICATIONS

VIDEO  
SECURITY &  
ANALYTICS

CUSTOMERS  
—  
CITIZENS

COMMAND  
CENTER  
SOFTWARE

MANAGED &  
SUPPORT SERVICES

# WHAT IS MISSION CRITICAL?



CLICK ON  
DETROIT

POLICE OFFICER SAVES BABY FROM CHOKING  
KISSIMMEE, FLORIDA

LOCAL  
**4**

WEATHER

MACOMB TOWNSHIP

TODAY



54°

THU



53°

FRI



50°

5:55

44°

 MOTOROLA SOLUTIONS

# WHAT IS MISSION CRITICAL?



*99.99%*  
*DISPONIBILITÀ*

*50ms*  
*LATENZA*

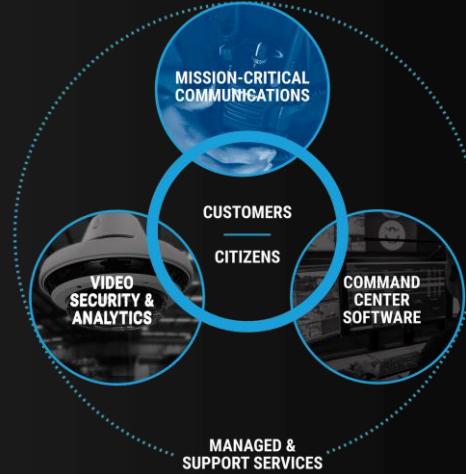
# MISSION CRITICAL COMMS

Mission Critical Voice + Multimedia Collaboration



**Protect your push-to-X lifeline.  
So you're always connected.**

We build infrastructure and devices that enable mission critical communications, so the lifeline is always in reach. By reinforcing radio with broadband capabilities, we enable the instant voice and multimedia collaborations that keep our users safe and aware when it matters most.



**Global leader** in every two-way radio standard and LTE solutions.

- APCO P25
- TETRA
- Digital Mobile Radio
- Professional Radio Standards
- Public Safety LTE Networks
- Purpose-Built Broadband Devices
- Broadband Push-to-X
- LMR/LTE Interoperability

# SVILUPPI DEL MERCATO - PUBLIC SAFETY

## Tre tendenze a livello globale



### LMR-BB COESISTENZA/MIGRAZIONE E' COMPLESSA

Diversi modelli

Coesistenza LMR-BB sarà a lungo termine

Collaborazione con Carrier, che hanno modelli di business diversi

### KEY TOPICS

LTE/5G

### INTERWORKING

Coverage, DMO, Private spectrum



### NON SI PASSA A BB SOLO PER LA VOCE

Applicazioni, spesso personalizzate per le esigenze nazionali

Video is the new King

Nuove tecnologie: AI

Device selection  
APIs & collaboration  
Cybersecurity



### SOLUZIONI FRAMMENTATE: DI CHI FIDARSI?

Fornitori LMR "classici"

Produttori Infrastrutture LTE

IT suppliers: Microsoft, IBM, Hexagon...

Vision



# SVILUPPI DEL MERCATO - PUBLIC SAFETY (ESN)

## Diverse combinazioni per utenti con esigenze diverse

Radio TETRA +  
Mission Critical  
LTE device



City of London  
Police  
preference

RSM TETRA D2D  
+ Mission Critical  
LTE device



Home Office  
short term  
preference

Radio  
TETRA/LTE +  
Standard LTE  
device



Met Police  
(London)  
preference

TERMINALE  
Convergente  
TETRA/LTE



Ambulance  
preference  
Immigration  
preference



A photograph of the Colosseum in Rome, Italy, taken at night. The massive stone amphitheater is brightly lit from within, with its iconic arches glowing a warm orange and yellow light against the dark blue sky. The foreground shows some city lights and the base of the structure.

# THANK YOU



MOTOROLA SOLUTIONS

MOTOROLA, MOTO, MOTOROLA SOLUTIONS and the Stylized M Logo are trademarks or registered trademarks of Motorola Trademark Holdings, LLC and are used under license. All other trademarks are the property of their respective owners. © 2018 Motorola Solutions, Inc. All rights reserved.



MOTOROLA SOLUTIONS