Connect

Hytera customer publication & channel news

Hytera
Respond & Achieve

Issue 1, 2012

Covert Radio & Intrinsically Safe Radio

PTS80H Ex

Hytera booth at TWC 2012

www.hytera.com

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Editor's Note

When everybody is embracing the e-version of everything, we deliver this hard copy of *Hytera Connect* to you. You might ask why; a flip-through will make it obvious. The copy you are reading presents itself in a more complete and in-depth way, though *Hytera Connect* eNewsletter does a good job in informing our partners and customers with what's the latest of Hytera in a timely manner.

Hytera Connect, as a corporate publication, aims to be a major window of understanding Hytera and the community by bringing together what Hytera and its partners are doing in different territories, introducing new solutions and reference cases, and offering a channel for partners to share their stories and insights. Your contribution is always welcome, be it a clue to a story, an interview, or an article.

Hytera Connect Online Platform (http://connect.hytera.com), as a resource and supporting platform for our partners, is being worked on by the marketing team, and to be launched later this year. Simply put, via this platform our partners will have their hands on the latest marketing tools and technology tutorials the moment when they are released.

We will invite some of our partners to try out the demo version; please talk to our regional marketing manager or me if you are interested in it. When it's ready online, access to it will be granted to Hytera authorized partners.

Your comments will help us to improve this publication. ■

Gu Xun

Vice GM
Global Marketing & Channel Development
Irwin.gu@hytera.com

This year Hytera has gone through a major uplift of core competence in delivering system solutions, which, along with the increase of investment in overseas markets, brings a rapid business growth in global markets, as well as breakthroughs in some key vertical markets.

Hytera's global sales & marketing network is taking shape with the headquarters in China, three subsidiaries in the USA, UK, and Germany, 11 overseas branch offices, and over 200 distributors and partners in overseas markets. It enables us to bring innovative products and tailored services to local customers more quickly and efficiently.

To address the demands of different markets, we have developed series products and solutions compliant to different standards, including DMR, TETRA and PDT. The core competence and brand value of Hytera, therefore, is experiencing a continuous improvement. From portable terminals to trunking systems, from sites of public contingency, transportation network to property management, we offer complete and customized communication solutions to government, public security, utility, transportation, enterprises & businesses for higher organizational efficiency. For Public Safety, we have delivered communications solutions to mission critical users of Mexican Police C4 Center, Turkey National Police and Argentine Presidential Guard, etc. In Public Utility, we served lots of governmental /public organizations like Municipality of Eleftheriou-Kordeliou, Greek, State Court of Brasilia, Brazil and Abu Dhabi Company for Onshore

Oil Operations, etc. In commercial market, we provided efficient communication to industry leaders as Bank of Scotland, Carrefour, Samsung, and CAT Telecom, the largest telecommunications operator in Thailand. Moreover, we are honored to support grand events around the world such as recent Britain Queen's Diamond Jubilee and Euro Cup 2012.

In a time of global recession, we are fully aware that the only way to gain confidence from our clients is to grasp their needs accurately, respond to them promptly, and then deliver unique value to them, which is also the golden rule we stick to and the key reason why we achieved a rapid growth in global market in the first half of this year.

The analog-to-digital migration is a challenge to our end users, our partners and us. However, we do believe it's an opportunity as well. In the coming days, we will persist our way of mutual benefits and value creation to accomplish win-win missions with stakeholders of the industry by tapping into project cooperation and e-marketing. Together with you, we share the value brought by technical innovation for unlimited communications. ■

Cai Hai
General Manager
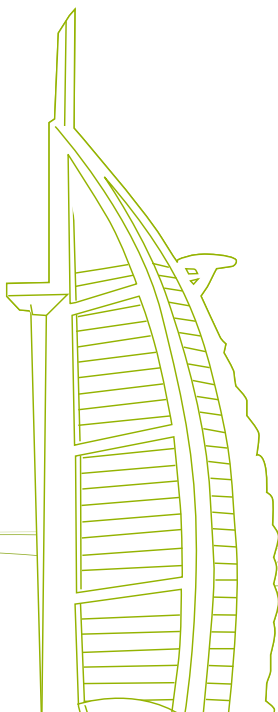Overseas Sales Department
✉ hai.cai@hytera.com

Hytera booth at TWC 2012

Hytera Showcases TETRA
Communications Solutions at TWC 2012

Dubai, UAE, May, 2012—From May 15th to 17th, TETRA World Congress (TWC) 2012, the annual meeting place for critical communications community, was held at Dubai International Convention and Exhibition Centre in UAE, attracting 106 exhibitors and around 3,000 visitors from 84 countries. Hytera attended TWC 2012 as a TETRA solution provider, and showcased complete TETRA critical communications solution with ACCESSNET®-T IP infrastructure, TS-9200 Bi-directional Amplifier, DWS Dispatching Workstation, covert, intrinsically safe, water-proof & data transmission terminals and LTE-based Next Generation Critical Communication solution to mission critical and business critical users.

ACCESSNET®-T IP system is the highlighted product of Hytera at the event. As a highly scalable digital TETRA mobile radio system, ACCESSNET® -T IP system can be used to implement structures ranging from single-cell systems up to nationwide networks, and support decentralized and centralized network architectures, enabling it to optimally satisfy all users' requirements. Moreover, it provides unsurpassed system availability based on an elaborate redundancy concept, as well as exceptional robustness, which attracted intensive attentions from industry users.
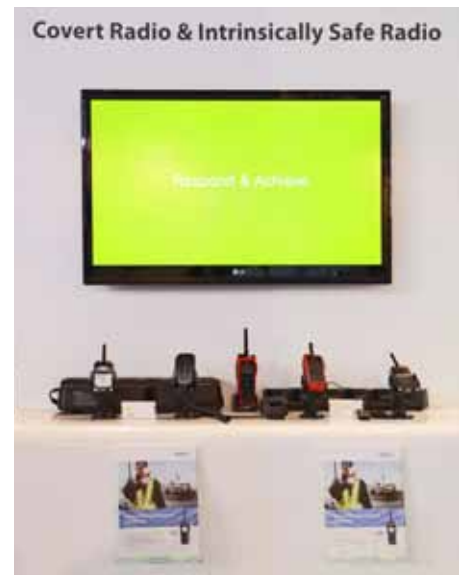
As the new members of Hytera TETRA family, the covert and intrinsically safe terminals were in the spotlight of the event. Distinguished by 18mm-thin body and IP67 protection, the TETRA covert radio was highly recognized by professional users with novel design and powerful functions. TETRA intrinsically safe radio, powered by plastic-encapsulated technology, error-prevention design and IP67 protection, ensures intrinsically safe and reliable communication in hazardous sites with explosive gas and combustible dusts.

Alongside terminals, Hytera also introduced its new TETRA digital dispatching solution DWS Dispatching WorkStation. With all IP structure and multi-touch technology, DWS offers an advanced dispatching and deployment platform with abundant functions, not only conventional functions such as group call, individual call and text message, but also including dynamic group numbering assignment (DGNA), group patch, multi-party call, visualized dispatching, multi-way voice call monitoring and terminal status monitoring.

LTE communications solution was a heated topic at TWC 2012. During the exhibition, Hytera showcased the LTE-based Next Generation Critical Communication system with a smartphone-based PMR user agent on the end user equipment. Mr Michael Meincke, the Vice President for System Business Overseas of Hytera Mobilfunk (former Rohde & Schwarz PMR division), delivered a speech on Critical Communications over LTE at the TETRA Live Session. ∎

TETRA new terminals

Technical exchange at the booth

LTE-based Next Generation Critical Communication solution

ACCESSNET®-T IP

For professional TETRA communications

ACCESSNET®-T IP is a comprehensive and efficient solution for all professional mobile radio applications.

ACCESSNET®-T IP

ACCESSNET®-T IP
At a glance

System architecture

The ACCESSNET®-T IP TETRA radio system from Hytera is a highly scalable digital TETRA mobile radio system. It can be used to implement structures ranging from single-cell systems up to nationwide networks. ACCESSNET®-T IP has a non-hierarchical mesh network architecture making it independent of topological constraints.

ACCESSNET®-T IP supports decentralized and centralized network architectures, enabling it to optimally satisfy all user requirements. The system architecture is tailored to meet the requirements of the professional mobile radio (PMR) market. It provides unsurpassed system availability based on an elaborate redundancy concept, as well as exceptional robustness. The flexible network structure and the system design enable scalable solutions tailored to meet the wide range of availability and capacity requirements existing within the overall system. ACCESSNET®-T

IP was developed in compliance with the specifications issued by the European Telecommunications Standards Institute (ETSI) and meets all the requirements of the internationally recognized ETSI TETRA standard.

Consistent use of advanced IP technology

ACCESSNET®-T IP relies on state-of-the-art IP technology for its signaling, management and communications functions. ACCESSNET®-T IP uses the IP approach in its core network, internal system structure and the integration of applications. The use of IP routing rather than static routing helps to avoid bottlenecks and single points of failure.

Powerful applications

ACCESSNET®-T IP supports the implementation of powerful applications for all requirements. The IP approach lets the applications easily access ACCESSNET®-T IP's comprehensive voice and data services

over a common interface.

Applications run with the ACCESSNET®-T IP system are operating system independently and use standard interfaces and protocols. They can be run at remote sites using conventional transmission links such as LAN or WAN. ACCESSNET®-T IP opens up a wide range of applications, allowing the implementation of customized TETRA solutions based on standardized products.

ACCESSNET®-T IP supports multiple simultaneous applications. It also provides comprehensive functionality for monitoring the transmission links between the TETRA system and its applications and for detecting unauthorized access. Furthermore, ACCESSNET®-T IP includes mechanisms that reliably isolate the TETRA system from its applications, thus providing maximum stability.

ACCESSNET®-T IP
Benefits and key features

Use of existing IP infrastructure

- The IP-based interconnection of the individual network elements allows the use of existing IP infrastructure, which makes extra transmission links superfluous and cuts down on costs

- High-quality IP networks for voice communications already exist at many sites

System growing in step with requirements

- ACCESSNET®-T IP can be flexibly scaled to meet customer's requirements – from single-cell systems up to nationwide networks

Network architecture designed for flexibility

- Decentralized or centralized network topology

- Ultimate flexibility: Distribution of gateways and network transitions can be customized across decentralized network nodes

Secure, reliable and failure-resistant

- Excellent voice quality due to the use of digital TETRA technology

- Support of TETRA encryption (E2EE and AIE) and authentication

- Unsurpassed system reliability due to intelligent redundancy concept and robust system design ■

Learn more about ACCESSNET®-T IP and TETRA solutions at www.hytera.de

Malaysia communicates securely
with ACCESSNET®-T

Countrywide mobile communications solution for public safety

The state territory of Malaysia consists of the Malay Peninsula in the west and the Malay part of the island of Borneo in the east. So far, the communications networks of the state security agencies have been separated spatially and logistically. We solved the resulting communications problems with a homogenous digital mobile radio network. On behalf of the state of Malaysia, the integrator Nokia Siemens Networks (NSN) authorized Hytera Mobilfunk GmbH, formerly known as Rohde & Schwarz Professional Mobile Radio GmbH, to integrate a countrywide trunked radio network in 2007.

Problems solved

The technology used heretofore had always caused communications breakdowns. Every user organization had its own communications system, which were not set up countrywide, but regionally subdivided. They delayed particularly the coordination of rescue forces in emergency and disaster situations. The mobile radio network we developed offers the current more than 10 user groups a common communication platform – and, at the same time, every authority the possibility to communicate independently.

To achieve the goal of a homogenous wireless system, we used a flexible ACCESSNET®-T network architecture to combine Virtual Private Networks (VPN) with our proven cluster technology. This allows it to cluster individual subnetworks, i.e. to bundle them. As a result, the number of required connection lines in the transport network could be significantly reduced in Malaysia and the costs lowered.

But any technology is only as good as the concept behind it. Particularly at this point, we were able to demonstrate all of our strength: the high degree of sophistication of our system technology and the flexible network architecture that allows integrators to develop their own solutions based on our technology. This allowed us to recognize the individual demand and implement it in customized solutions.

Malaysia

Total area: **329,847 km^2**
Capital: **Kuala Lumpur**
Seat of government: **Putrajaya**
Population: **27.7 mill.**
(as of July 2008)

The details of our mobile radio solution

In close cooperation with the integrator NSN and the Sapura group as local partner, we implemented the project in several expansion stages. In the last phase, Sapura installed 70 ACCESSNET®-T switching nodes, the network features over more than 500 base stations each with up to eight TETRA carriers.

A decentralized architecture is meaningful particularly for such large networks to save connections in the transport network and rule out communication problems. For this reason, we are networking the regional base stations and switching nodes, such as those under the authority of the administrative district, in this project using cluster technology. They are connected with each other using highly available communication channels: The voice and data traffic is automatically redirected as soon as interferences occur on a connection path. For this purpose, the integrated network management system (NMS) permanently monitors all the components of the wireless system and analyzes the current performance of the network using KPIs (Key Performance Indicators). This allows our solution to ensure that every piece of information always reaches its destination.

The network presently features twelve highly available switching centres with fully redundant components. Today, 10,000 mobile stations are registered in the network which can accommodate a total of 70,000 subscribers and can be expanded upon demand without any problems. ■

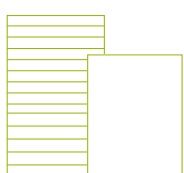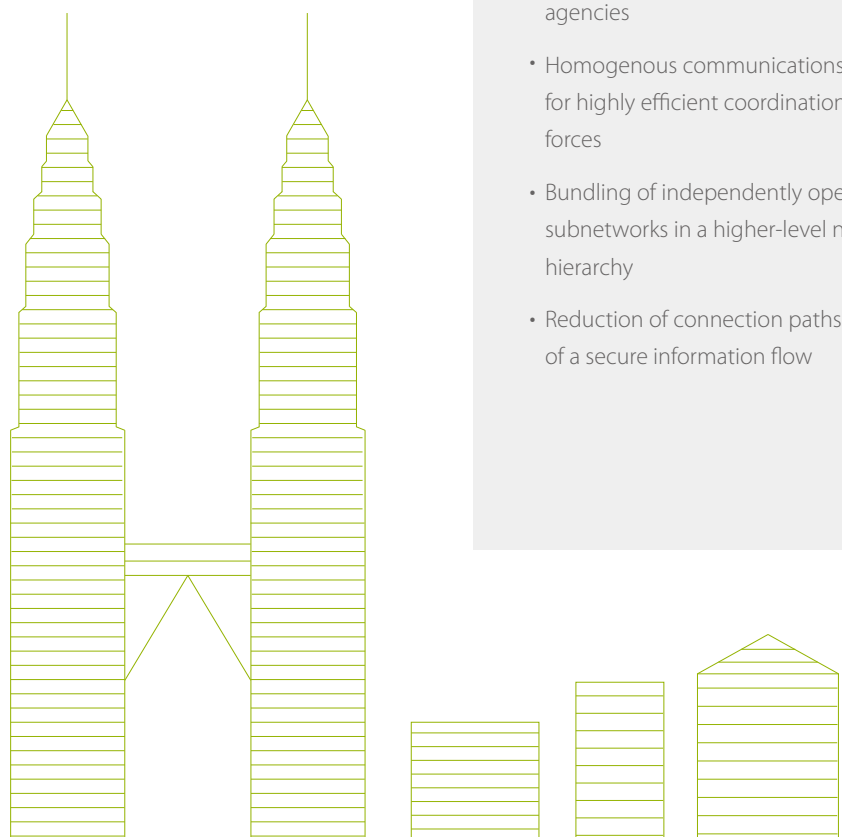## Countrywide mobile radio network:

Highlights of our solution

- Efficiency and economic efficiency through the use of cluster technology

- Independent networks for user organizations on a common platform by using Virtual Private Network (VPN) technology in the ACCESSNET®-T

- Maximum fault tolerance through highly redundant network concept

- Fully integrated network management system (NMS) with permanent network utilization (Key Performance Indicators)

- Use of 500 base stations

- Network capacity for up to 70,000 subscribers

- Flexible, expandable network architecture

Developed for Malaysia – a selection

- Countrywide TETRA-based mobile communication solution for security agencies

- Homogenous communications platform for highly efficient coordination of task forces

- Bundling of independently operating subnetworks in a higher-level network hierarchy

- Reduction of connection paths in favour of a secure information flow

TETRA in urban transit

French public transport system relies on ACCESSNET®-T from Hytera Mobilfunk

The Syndicat Mixte des Transports pour le Rhône et l'Agglomération Lyonnaise, short SYTRAL, is the public transport system in the Lyon greater metropolitan area. It organizes the local public transport and operates the public transport under the names TCL and OPTIBUS. To ensure the reliability of the urban transit system in the future, SYTRAL required a digital data radio network that transmits, above all, GPS and operating data of the vehicles. In 2006, we received the order from our French system partner to implement a particularly powerful and expandable TETRA system.
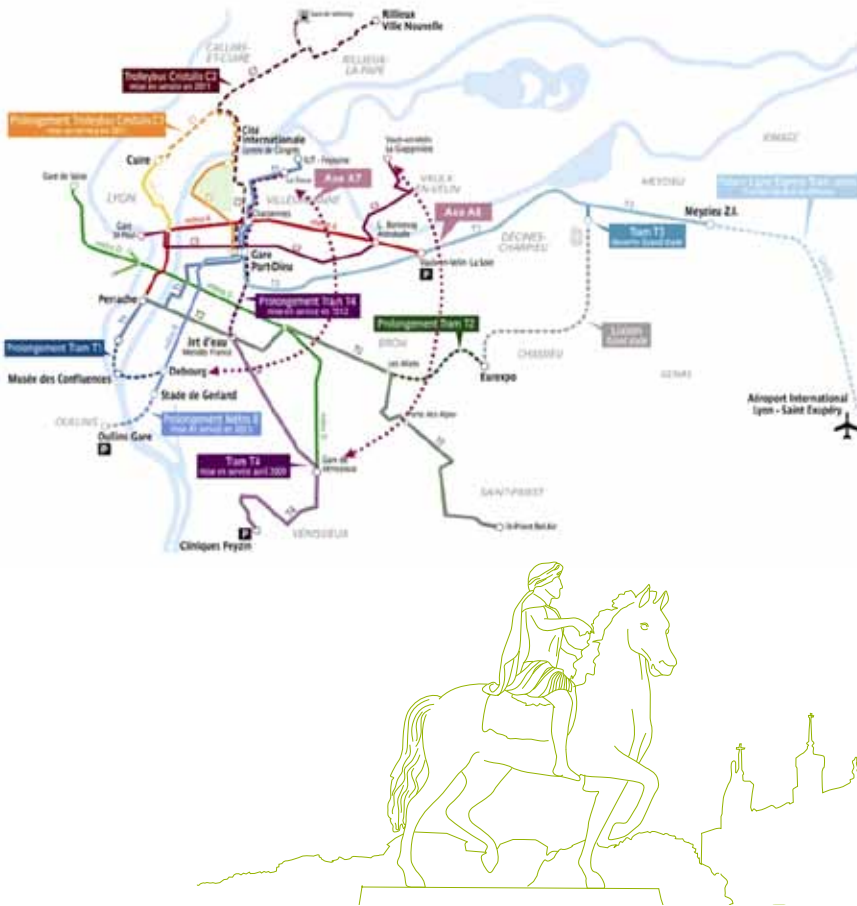
Convincingly implemented

The public urban transit in the Lyon greater metropolitan area transports almost 100,000 passengers every day.

Consequently, the reliability of the vehicles in use and the communication technology have top priority. SYTRAL's new TETRA system transmits GPS and operating data of its busses and trams to the control centre, transmits schedule information and enables communication between train drivers, bus drivers and control centre. The data volume is high, the ACCESS-NET®-T network developed by us dimensioned with corresponding size,

powerful and redundant. It secures a stable, fault free radio coverage, points with extreme robustness and flexibly adapts to all individual requirements of the customer.

But any technology is only as good as the concept behind it. Particularly at this point, we were able to demonstrate all of our strengths: our know-how in comprehensive project management and our close proximity to the customer which allows us to recognize individual demand and implement it in tailored solutions.

The details of our solution

In close cooperation with our French system partner, we delivered a complete ACCESSNET®-T TETRA system. Two redundant switching nodes ensure its efficiency and reliability. These core components control 17 base stations in the indoor and outdoor area. Depending on the location, they are equipped with a different number of TETRA carriers; overall, we are utilizing 45 TETRA carriers in the network. In addition, our solution integrates more than 1,000 radio terminals: On-board systems as well as handheld devices divided into call groups.

Since data must be transmitted primarily, e.g. of signal generation and schedule monitoring, our solution rigorously meets the special requirements of SYTRAL on the data transmission via SDS.

Our mobile radio solution also shows its special strength with respect to security: The pre-emptive priority in the communication hierarchy. This means even at highest network utilization, the network transmits important messages such as emergency calls, because the network assigns them the "right-of-way" over less important radio communication.

At the same time, each call group participant is kept up to date, even if the participant could only connect at a later time. In short, every network user always knows what he or she has to know.

TETRA for SYTRAL:

Highlights of our solution

• Resources for a large number of SDS transmissions through the use of secondary control channels (SCCH)

• Late-entry function for call group participants who join ongoing group calls

• Emergency call to different destinations

• Packet data service

Local public transport of SYTRAL:

Facts and data

• Railway lines: 4 metro, 3 tram

• Railway vehicles: 236

• Bus lines: 105

• Busses: 1,001

• Passengers: 34.7 mill. / year

Developed for SYTRAL – a selection

• TETRA-based mobile communication solution for managing voice and data traffic
• Integration of the control centres and traffic management systems
• Dynamic passenger information (DPI)
• Traffic signal control
• Telemetry online functions
• Advertising in saloons

If you would like to share your own case study here, please email to marketing@hytera.com.

Staff of Hytera Mobilfunk

New European Member of the Hytera Family

Hytera Mobilfunk GmbH now forms part of the Hytera family and is broadening its product range by DMR systems as well as digital and analog terminals. At the same time, the location in Bad Münder is being expanded to the European subsidiary of Hytera.

Hytera Communications Ltd. with its corporate headquarters in Shenzhen (China) has been the new owner of Hytera Mobilfunk GmbH since March 2012. As Rohde & Schwarz Professional Mobile Radio GmbH, the company had been part of the Rohde & Schwarz GmbH & Co. KG with headquarters in Munich since 1988.

In addition to its ACCESSNET®-T IP TETRA radio system, the company is offering conventional DMR systems (DMR Tier II) and DMR trunked radio solutions (DMR Tier III) from now on. Furthermore, the product portfolio was supplemented by digital and analog hand-held and vehicle radio sets made by Hytera.

"We consider Hytera the optimum new owner due to its strong position in the Chinese and Asian markets, and also due to the complementing product portfolio", says Dr. Georg Haubs, CEO of Hytera Mobilfunk GmbH.

The Hytera Mobilfunk GmbH will develop its established TETRA radio system ACCESSNET®-T IP further at the Bad Münder location. As a competence centre for future TETRA and LTE-based broadband solutions, the company additionally integrates its entire experience in the development of customized state-of-the-art PMR systems into the Hytera corporate group.

The Bad Münder location is being expanded to the European headquarters of the Hytera corporate group. In Europe, Hytera Mobilfunk GmbH will be responsible for sales & marketing as well as for the maintenance and repair of the entire product range of Hytera.

HRH Duke of York Attends the Opening Ceremony for Hytera's New Office in UK

On March 27th, 2012, The Duke of York officially opened Hytera's relocated UK headquarters in Slough, UK. At the opening ceremony, His Royal Highness was joined by Hytera President and CEO, Mr. Qingzhou Chen as well as Deputy Mayor of Slough Councilor Christine Small, Chief Executive of Slough Borough Council Ms. Ruth Bagley and Slough MP Ms. Fiona Mactaggart to celebrate the facility opening as another milestone of Hytera's growth in the UK.

The Duke of York visited Hytera at our Head Office in Shenzhen, China, in Autumn 2010, and has been following our investment strategy to the UK ever since. His Royal Highness was therefore delighted to unveil our relocated Hytera UK Headquarters in Slough.

The new office will operate as a sales and research center in the UK besides offering functions of training, after-sales service and logistics. With the opening of the new UK headquarter office, Hytera will continue the investment in research and sales in the UK market, delivering more reliable & cost-effective professional communication solutions to mission critical and business users. ◼

HRH Duke of York unveils Plaque for Hytera UK headquarters

Hytera's Newly-opened Manufacturing Facility Covers over 49,000m^2

Hytera is delighted to announce the opening of a new manufacturing facility in Baolong Industrial City in Longgang District, Shenzhen. With a ground area of 49,888 m^2 and building area of 113,434 m^2, the new facility is expected to create a production value of around USD750 million annually at its full capacity.

Consolidating over 1100 employees, the Baolong manufactory has already come into operation since February 2012. Equipped with advanced production equipments, the new facility greatly enhances production efficiency and conformity, and thus improves the delivery capability. Environmental test laboratories are set up to ensure the reliability, stability, and applicability of every product.

The new facility, combined with our R&D centers, enables us to serve the constantly evolving demands of our customers, and further improves the delivery of customized solutions. ◼
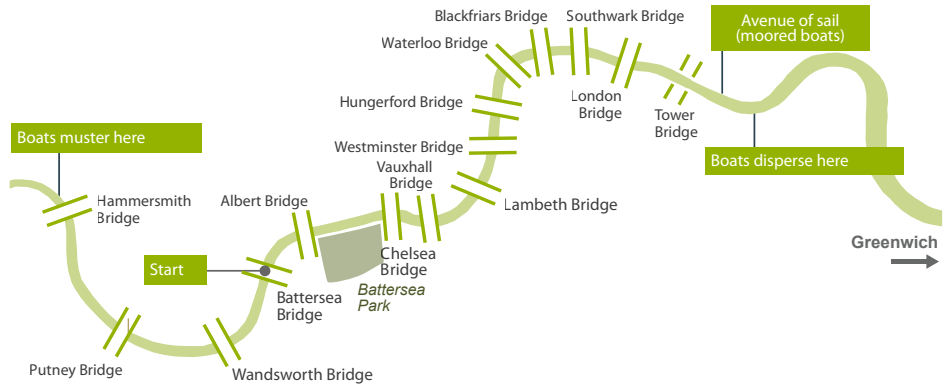
Hytera new manufactory

Hytera DMR Solution Supports
Her Majesty's Thames Diamond Jubilee Pageant

On Sunday June 3rd 2012, over one thousand boats mustered on the River Thames in preparation for Her Majesty The Queen to take part in the Thames Diamond Jubilee Pageant.

Hytera Partner in the UK, Roadphone NRB is honored to be the supplier of the radio system that supports this prestigious event. Over 1800 Hytera brand new DMR hand portables PD70X/PD78X have been deployed to support the event along with base station repeaters and accessories.

It will be one of the largest flotillas ever assembled on the river. The flotilla will be bolstered with passenger boats carrying flag-waving members of the public placed centre stage (or rather mid-river) in this floating celebration of Her Majesty's 60 year reign. The spectacle will be further enhanced with music barges and boats spouting geysers. Moreover, there will be specially constructed elements such as a floating belfry, its chiming bells answered by those from riverbank churches.

The Thames Diamond Jubilee Pageant celebrates Her Majesty's 60 years of service by magnificently bringing the Thames to life; making it joyously full with boats, resounding with clanging bells, tooting horns and sounding whistles; recalling both its royal heritage and its heyday as a working, bustling river. Roadphone NRB and Hytera are extremely proud and privileged to be a crucial and fundamental part of the proceedings.

Besides the Thames Diamond Jubilee Pageant, Hytera products and solutions also supported many other grand events this year such as Euro Cup 2012, China-Thailand joint military training, and Sri Lanka Esala Full Moon Poya Day. ■

The Thames Diamond Jubilee Pageant

Welcome to the World of Hytera DMR
The DMR Micro Site is Now Online!

A new DMR micro site is now online for presenting more information in a more accessible way to visitors than the previous DMR section on our global website.

The micro site is part of our ongoing effort to promote the awareness of DMR technology and accessibility of Hytera DMR solutions. It boasts a fresh, user-friendly design with clear framework for easy navigation. It is divided into 6 sections: Standard, Portfolio, Feature, Work Mode, Case Study and Resource. Each section provides detailed information on different aspects of DMR technology and Hytera DMR development, and will be updated regularly with latest contents from new product to industry moves. Visitors can also find a full range of DMR resources available for downloading. Moreover, the RSS feature will keep subscribers in tuned with what's going on with Hytera DMR. ■

Visit dmr.hytera.com to find out more!

"The new micro site offers a fresh and informative interface for us to communicate with our customers and partners who want to know more. It is to help us strengthen partnership and share our knowledge of the technology. In the future, we are going to launch the TETRA micro site for the same purpose."

Eric Cai
Product Communication Manager

The DMR micro site is available for our partners to embed in their official websites, please contact regional marketing manager for DMR website toolkit which shall facilitate your business.

Also, it will be very appreciated if you have any case study regarding DMR products or solutions to share with us on this DMR micro site. Please email to ✉ marketing@hytera.com and we will be glad to receive any comments or suggestions from you.

Hytera Launches Mission Critical Communication Solution at ISNR 2012

The 5th ISNR (International Security National Resilience Exhibition and Conference) organized in association with the UAE Ministry of Interior in order to provide solutions for the public & private sectors, has gathered 178 exhibitors and attracted a huge number of visitors including high-profile delegations, international and local media.

Hytera brought to this grand event its complete mission critical communications solutions, including TETRA terminal and infrastructure, DMR trunking system, DMR portable repeater RD96X and TS-6800 video dispatching system. The excellent reliability, unique industrial design and tailored communications solutions have gained intensive attractions from professional participants. During the exhibition, top government and police officials like the Chief Police Officer of Abu Dhabi and Minister of the Sultanate of Oman visited Hytera stand and Hytera's efforts and accomplishments in professional mobile radio communications were highly recognized. Chinese national news agency, Xinhua News Agency UAE office had interviews with Hytera. ■

Top government and police officials were visiting Hytera stand

Hytera Showcases TETRA and DMR Tier III Trunking Solutions at BAPCO 2012

Hytera staff introduced new solutions to customers

Hytera was present at the 2012 BAPCO (British Association of Public Safety Communications Officers) exhibition & development sessions with its complete digital communications solutions to public safety users. It was the first time for Hytera to showcase TETRA and DMR Tier III trunking solutions in the UK.

The ACCESSNET® -T TETRA infrastructure and PT580H portable radio serve the public safety professionals with superior encryption capability & waterproof features. Both of the infrastructure and the terminals support TEA2 encryption, while the PT580H portable has additional IP67 level water-proof & dust-proof function. The DS6210 DMR Trunking infrastructure was connected to the Control Server in Hytera Slough office through the IP network for on-site demonstration. Operators remotely monitored and controlled the system through the Hytera NMS & Dispatching software. Hytera has also introduced its new digital series, including TETRA intrinsically safe & covert portable radios, DMR covert portable radio X1e, DMR intrinsically safe portable radio PD79X Ex, and DMR portable repeater.

For the applications, Hytera presented its own SmartDispatch solution for DMR conventional system, while Capita, Hytera DMR application partner, presented the multi-platform dispatcher. The SmartDispatch solution provides GPS tracking function & AVL dispatching on the digital map. The multi-platform dispatcher is able to supports radios from different suppliers and different technologies, for example, connecting TETRA handset with GSM cell phone or DMR radios. ■

Hytera new digital series

Hytera at RFUANZ Conference & Exhibition 2012 New Zealand

Hytera New Zealand dealer delivered a presentation on Hytera DMR solutions

RFUANZ Conference & Exhibition is an annual event for PMR industry organized by RFUANZ (Radio Frequency User Association of New Zealand). This year, it attracted over 30 well-known enterprises in the industry and a large number of professional users from government organizations, transportation, electricity, and other businesses.

Hytera brought this conference the complete DMR Tier II and Tier III solutions. The newly released DMR portable repeater RD96X gained wide attentions from participants for its innovative design and powerful functions. Hytera New Zealand dealer Logic Energy delivered a presentation on Hytera

DMR solutions, terminals and dispatching applications.

Characterized by advanced technology, reliable quality and tailored solution for specified market, Hytera DMR solutions have been serving New Zealand customers in government, security, sports, education, transportation and many other industries.

Hytera DMR solution for America's Cup, one of the top sports events in the world, has been awarded as 2011 Best Project by RFUANZ. The award from RFUANZ is a significant recognition to Hytera for its efforts on localization in New Zealand market. ■

Hytera Impressed SVIAZ/EXPO COMM MOSCOW with its Strong Capability in Infrastructure Development and Delivery

Officially supported by the Russian Ministry of Telecom and Mass Communications and Ministry of Industry and Trade, the SVIAZ/EXPO COMM MOSCOW 2012 is the largest and most prestigious event for the telecommunications industry in Russia, the CIS and Eastern Europe. Hytera, as a professional mobile radio solution provider, was present at this grand event and showcased complete system solutions and products portfolios.

As one of the few suppliers in the world that provide both DMR and TETRA digital infrastructures, Hytera has impressed the Russian market with its strong capability in infrastructure development and delivery.

Since the acquisition of Rohde & Schwarz's TETRA business in 2011, Hytera has quickened the process of integrating its terminals and Rohde & Schwarz infrastructure. During the exhibition, professional users from transportation and airport showed great interests in Hytera TETRA infrastructure and got hands-on with the TETRA terminals.

Hytera emphasizes the integration of different

Dealers awarded during the event

products and digital application solutions development besides the continued release of DMR and TETRA products. The Mobile Emergency Communications Solution with X1e DMR covert radio and RD96X DMR portable repeater is one of the top solutions of integrating terminal products. Alongside with prompt and flexible networking, the solution puts high concerns on reliability and confidentiality to address the demands of public safety and security users.

For the first time, Hytera showcased its independently developed SmartDispatch digital dispatching solution in Russia. The system interface of SmartDispatch is in

On-site report by Petersburg Channel 5

Russian, and the terminal used is the only terminal in the world with built-in GPS and Glonass dual modes. SmartDispatch solution gained massive attention at the Expo while Hytera was highly appreciated by the partners and potential clients for its efforts on meeting the specific demands of Russian market. Glonass is the most widely used navigation system in Russia.

With years of dedication in Russian market, Hytera has established a wide customer base in Russia, including government organizations like Russian Ministry of Emergency Situations. Local media like Petersburg Channel 5 reported on Hytera's featured products. ■

Asia Pacific China Police 2012
9 solutions from Hytera for public safety users
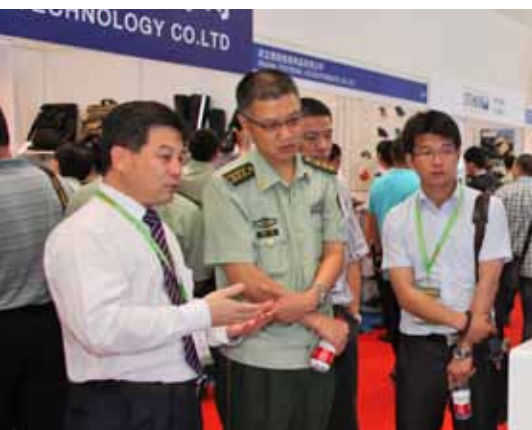

Hytera stand at Asia Pacific China Police 2012

Beijing, China, May 2012—From May 22nd to 25th, the Asia Pacific China Police 2012 was held in China National Convention Center. Organized by Equipment & Finance Bureau and Public Security Bureau of Chinese Ministry of Public Security, the exhibition attracted about 500 enterprises worldwide and over 20,000 visitors.

Hytera was present at this event as the largest exhibitor and showcased complete digital communications solutions. Officers from Chinese Ministry of Public Security, Ministry of Justice, General Administration of Customs, General Headquarters of People's Armed Police, Central Guard Bureau, General Staff Headquarters of People's Liberation Army and many provincial Public Security departments visited Hytera stand and highly appreciated its efforts in digital innovation.

The solutions included PDT Digital Trunking Solution, Intelligent Control Center Solution, Emergency Communications Solution, Mobile Communication Solution, TETRA Digital Solution and 9 solutions for public safety users of police, fire-fighting, law-enforcement, border control, anti-smuggling, security, and emergency response, etc.

Intelligent Command and Dispatch Center

Introduction to public safety users

As one of the initiator of Chinese Professional Digital Trunking (PDT) standard, Hytera delivered to the event full PDT digital trunking solutions, including portable radio, mobile radio, covert radio, and trunking base station. Hytera showcased the positioning and visualized dispatching application and IP connectivity application of the PDT digital trunking network, and drew intensive attention from public safety users. During the event, Mr. Zhang Xuejun, Hytera technical expert, attended the China International Public Security Summit organized by Chinese Ministry of Public Security, and delivered an opening speech on PDT in Applications, elaborating on the functions of PDT wireless communication equipments for critical missions.

The Intelligent Command & Dispatch Center Solution supports PDT, TETRA and MPT networks, facilitating efficient dispatching and management. Besides real-time remote monitoring, it has full control of the on-site situation with on-site images, sound and data transmission.

Hytera Emergency Communications Solution helps users to achieve efficient command and dispatching when emergency occurs with an on-site command and dispatching center set up immediately through TS-6800 portable emergency communication system. Alongside on-site sound and image transmission, TS-6800 system can be connected to networks of multi protocols and public network, realizing seamless communications.

The Mobile Communication Solution with Hytera covert radios and RD96X portable repeater was highly favored by public safety users for its flexible networking and high confidentiality, which helps a lot in discreet tasks.

As a highly scalable digital TETRA mobile radio system, the ACCESSNET®-T IP system brought by Hytera Mobilfunk, Hytera subsidiary in Germany, can be used to implement structures ranging from single-cell systems up to nationwide networks, and supports decentralized and centralized network architectures.

The Asia Pacific China Police 2012 was a great opportunity for Hytera to showcase its innovative critical communications solutions to public safety users. During the exhibition, over 2000 visitors visited Hytera stand. Industry media such as Science & Technology Daily, Chinese Police and Police Technology also visited Hytera. ■

DMR series products

Quick Snap

Hytera Partner, Roadphone NRB is honored to be the supplier of the radio system that supports this prestigious event. Over 1800 Hytera brand new DMR hand portables PD70X/PD78X have been deployed to support the event along with base station repeaters and accessories.

Hytera supports Euro 2012 with DMR communications solution. Hytera delivered 132 PD70X and 10 PD78X DMR handheld radios, 2 RD98X DMR repeaters together with SmartDispatch dispatching solution to the Municipal Stadium Poznan in Poland for administration. Hosting 43,000 audiences, the stadium is one of the venues for the group stages of the UEFA Euro 2012 Championships. Three Group C matches were played there: Croatia VS. Ireland on 10 June, Croatia VS. Italy on 14 June, and Ireland VS. Italy on 18 June.

From May 11st to 25th, marine forces from China and Thailand took part in a joint military training codenamed "Blue Strike 2012" in Shanwei, Guangdong Province in South China. Hytera provided communications support to the joint drill with TC-780 portable radios.

Hytera in the News

Hytera Secures DMR Contract in China
RadioResource reports on Hytera Digital Mobile Radio (DMR) trunking solution in Exit & Entry Administration of Shenzhen, China. This is the first DMR digital trunking project in public security of China.

China's Hytera sees strong global growth for PDT
RadioResource, Quarter2 Issue 2012
The leading US magazine delivers wireless voice and data solutions for mobile and mission-critical operations reports on Hytera's PDT development by an interview with G.S. Kok, Hytera Vice President of R&D.

DMR is in Fashion at Clothing Warehouse
Land Mobile, April Issue
The leading UK magazine for wireless communications professionals gives detail account on how Hytera DMR solution helps River Island, a British high street fashion brand, improve security communication.

*Find it interesting and want to read more Hytera news from media?
Visit* **hytera.com** *and find Hytera in the News at About us.*

Hytera Expands into Europe
TETRA Today, Issue 8 2012
The quarterly magazine designed for the worldwide TETRA community reports on the official establishment of Hytera European subsidiary, Hytera Mobilfunk. In Europe, Hytera Mobilfunk GmbH will be responsible for sales & marketing as well as for the maintenance and repair of the entire product range of Hytera.

Hytera Ranks in Forbes China's Top 100 Public Small Businesses for 2012
Forbes is a leading source for reliable business news and financial information. *Forbes China*, the licensed Chinese edition of Forbes, released the latest list of China's best small businesses. Hytera ranks 76th on China's Top 100 Public Small Businesses for 2012.

Hytera Demonstrates Critical Comms over Broadband LTE
Wireless, the leading UK magazine for wireless communications professionals, reports on the LTE-based next generation critical communication system showcased by Hytera at TETRA World Congress 2012. It also talks about Hytera's development on ATEX and covert radios.

Royal Welcome for Firm
Slough & South Bucks Observer, March 30, 2012
The local UK newspaper reports on the opening of Hytera new UK office in Slough. HRH Duke of York attended the opening ceremony alongside Deputy Mayor of Slough Councilor Christine Small, Chief Executive of Slough Borough Council Ms. Ruth Bagley and Slough MP Ms. Fiona Mactaggart.

On-Site Mobile Communications Solution

For wireless communications, professional users always have special demands for specific tasks. Fully understanding what's underneath the challenges professional users face, Hytera developed series of tailored solutions for their demands. Here we'd like to introduce you our On-site Mobile Communications Solution for mission critical users on special tasks.

For mission critical users who work in dangerous situations such as special police, anti-drug/anti-smuggling officer and security guard, reliable, efficient and convenient communication is critical for accomplishing tasks and ensure safety. This is where Hytera On-Site Mobile Communications Solution comes to help.

Compliant to ETSI DMR standard, the On-site Mobile Communications Solution with X1e covert radio, RD96X portable repeater and SmartDispatch dispatching system comprises a professional communications solution of flexibility, mobility, reliability and multi deploying functions, which guarantees timely deployment and efficient actions for mission critical users.

High Confidentiality

3 different encryption methods (analog scrambling encryption, digital software/hardware encryption) make sure the communication is confidential.

More Flexibility

With RD96X portable repeater to enlarge coverage area, the flexibility of the on-site personnel in the mission is greatly enhanced, which is especially useful for tracking target, deploying multi-guards and conducting mobile dispatching.
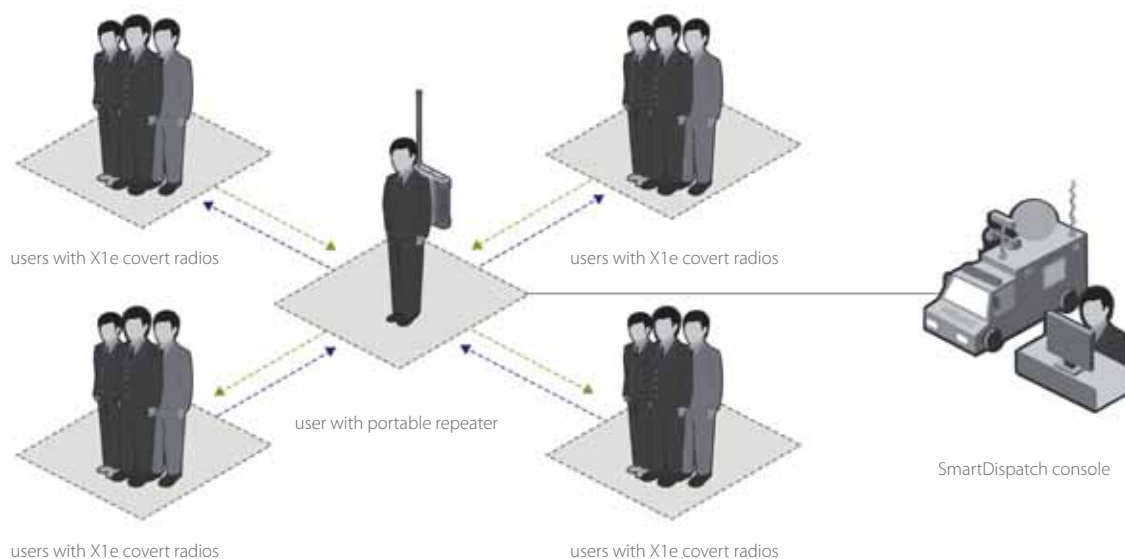
Discreet Operation

Being the world's thinnest & smallest full-power digital covert radio, X1e gives away its presence when in use with tailor-made accessories, guaranteeing the confidentiality of the user's identity.

Better Efficiency

Equipped by the SmartDispatch dispatching system easily installed in vehicles, the dispatcher in the vehicle is able to make timely deployment and track the location of all radio units in the real-time, which ensures flexible dispatching and commanding and therefore efficient task accomplishment.

Illustration of On-site Mobile Communications Solution

users with X1e covert radios

users with X1e covert radios

user with portable repeater

SmartDispatch console

users with X1e covert radios

users with X1e covert radios

The Products for the Solution

X1e

Hytera X1e Covert Radio, fully compliant to DMR open standard of ETSI, emerges as the world's smallest full power DMR radio. Perfect combination of structural rigidity, versatile functionalities, and refined design; secure communication ensured by AES encryption algorithm & 256 digits dynamic encryption key; convenient application development facilitated by built-in Bluetooth and USB port; and worry-free handling achieved by IP67 protection.

All comes with a surprisingly small size: 18mm (1100mAh Li-ion battery) thin.

X1e Covert Radio

RD96X

RD96X is Hytera's first digital/analog portable repeater that is compatible with the DMR standard. Compact and embedded with a mini duplexer, the device is fairly wieldy. Equipped with a wide selection of components, RD96X easily fits into various application scenarios, whether on your back and a wall or in your suitcase and a cabinet. It supports a range of power supply plans to guarantee uninterrupted communications during emergencies; its API and 100 Mbps network port combine to support an extended array of applications; the device provides IP67 protection, making it reliable in any hostile operating environment.

RD96X Portable Repeater

SmartDispatch

As a digital dispatching system developed on Hytera digital platform compliance to ETSI DMR open standard, SmartDispatch is designed for efficient communication, management and dispatching of professional user. ■

SmartDispatch Solution

Please visit dmr.hytera.com *to learn more about Hytera DMR soltuions.*

Event Marketing

Besides actively involved in international events such as International Wireless Communication Exhibition (IWCE) and TETRA World Congress (TWC), Hytera strongly supports partners' exposure at regional and industry exhibitions. As a certified partner, you can receive assistance from our regional marketing managers. Please talk to them in advance, and here are some of the supports we offer.

Booth Design

Our design team of 6 experienced designers is ready to help you with the booth design according to your booth size and style requirements.

Sample -Hytera booth at ISNR 2012

Sample -Hytera booth at Milipol 2011

POP Materials

Posters, pull-ups, product holders and other useful materials for showcase are also available for your convenience.

Portable radio holder

Foldable brochure holder   Pull-up   Desktop product intro   Water tank for submersion test

Exhibition Kit (to be produced)

To make your Trade Show, Road Show & Seminar even easier, we're going to produce a set of exhibition kits, including Mobile Stand Kit and DEMO Kit*.

DMR DEMO Kit   TETRA DEMO Kit   Mobile Stand Kit

*The DEMO kits are available for all product range includes DMR, TETRA and Analog etc.

Event Calendar

Hope to see you at those events!

FCS Business Radio 2012
15 November
Birmingham, UK
www.fcs.org.uk

InnoTrans 2012,
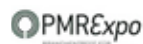18 - 21 September
Berlin, Germany
www.innotrans.de

PMR Forum 2012
4 - 5 October
Moscow, Russia
www.pmr-conf.ru

PMR Summit 2012
17 - 19 September
Barcelona, Spain
www.pmrsummit.com

PMR Expo 2012
27 - 29 November
Cologne, Germany
www.pmrexpo.com

Indo Defence 2012,
7 - 10 November
Jakarta, Indonesia
www.indodefence.com

To catch up with our latest events planning please visit hytera.com *and find Event Calendar at Marketing*

To learn more about the event marketing, please contact our regional marketing managers:

Europe:
Mr. Gu Xun
Irwin.gu@hytera.com

Mr. Markus Oltmanns
Markus.Oltmanns@hytera.de

Americas:
Mr. Nicholas Bacigalupi
Nicholas.Bacigalupi@hytera.us

Ms. Yenny Passanante
Yenny.Passanante@hytera.us

Mr. Dylan Liu
Dylan.liu@hytera.com

Russia & the CIS and South Asia:
Mr. Dylan Liu
Dylan.liu@hytera.com

UK, Turkey, Middle East and Africa:
Mr. Jim Luo
Jim.luo@hytera.com

ASEAN, Pacific and South East Asia:
Mr. Gary Cheng
Gary.cheng@hytera.com

Security China 2012
22 - 25 October
Beijing, China
www.securitychina.com.cn

Radiocomms Connect 2012
4 - 5 December
Melbourne, Australia
www.radiocommsconnect.com.au

Feedback

Dear readers,

We appreciate your taking the time to read our new channel magazine. We hope that you find it a pleasurable read.

It'll be greatly appreciated if you could help us improve our publication to better suit your interests by emailing us any suggestions to marketing@hytera.com.

It's also warmly welcomed to share your interesting stories with Hytera to us. Submit your story to us via the above email address, you can even get a prize.

Thank you for your feedback and support.

Gu Xun
Editor in chief

Hytera

Respond & Achieve

Hytera Communications Corporation Limited

Address: HYT Tower, Hi-Tech Industrial Park North, Beihuan Rd.,
Nanshan District, Shenzhen, China
Tel: +86-755-2697 2999   **Fax:** +86-755-8613 7139   **Post:** 518057
www.hytera.com   **Stock Code:** 002583.SZ