



The Resilient Future of Land Mobile Radio

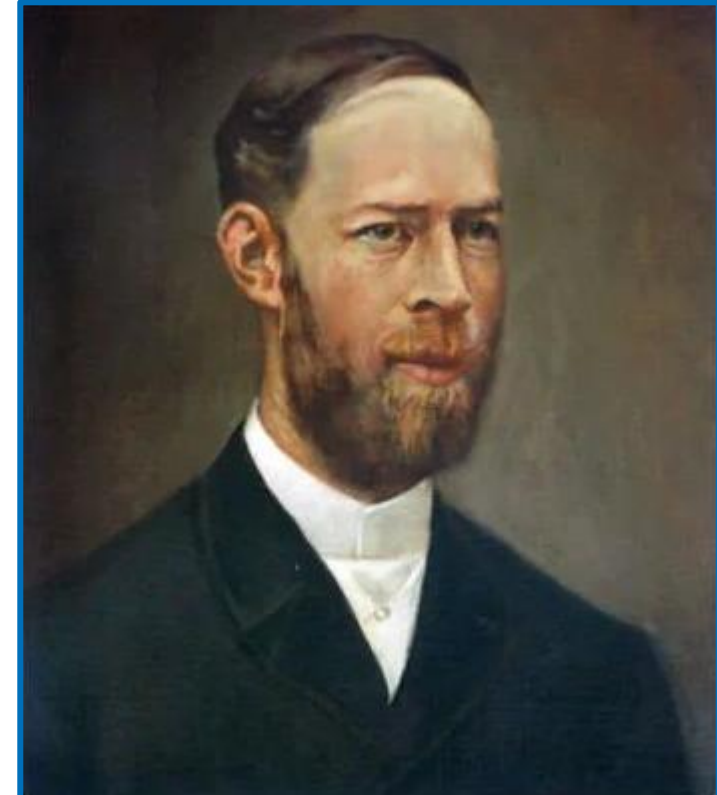
Ronald Martinez, Tait Communications

“Radio waves are of no use whatsoever”

- German physicist
Heinrich Rudolf Hertz
1887

Radio waves are
“of no use whatsoever”

- Some things that even experts say
turn out to be **UNTRUE**



LMR is Dying



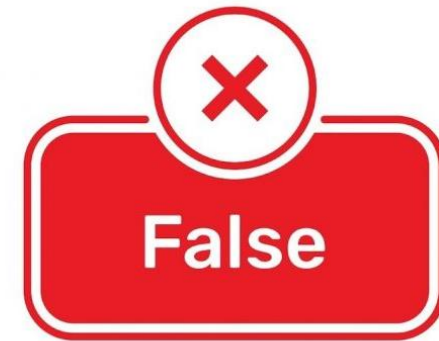
or



~~LMR Dying~~



or





Why we think LMR has a Resilient Future

- Time-proven capability to evolve and morph rather than requiring major upgrades
- Delivers what matters despite extreme environments or disruption from other technology



Enduring **VALUE**

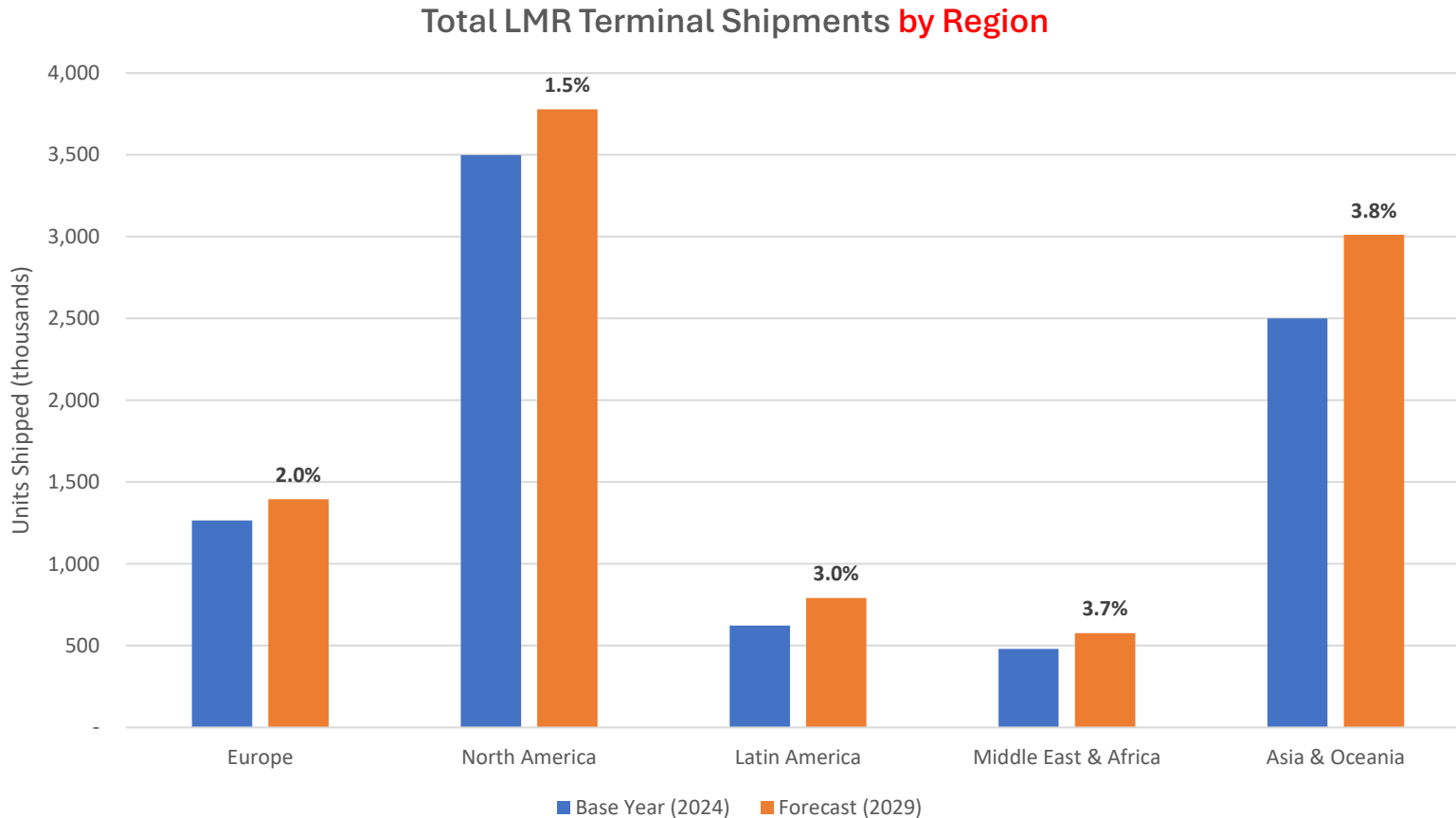
Agenda

- Land Mobile Radio (LMR) Today
- Why LMR Still Matters
- How LMR and Broadband can coexist
- Wrap and questions



Land Mobile Radio Today

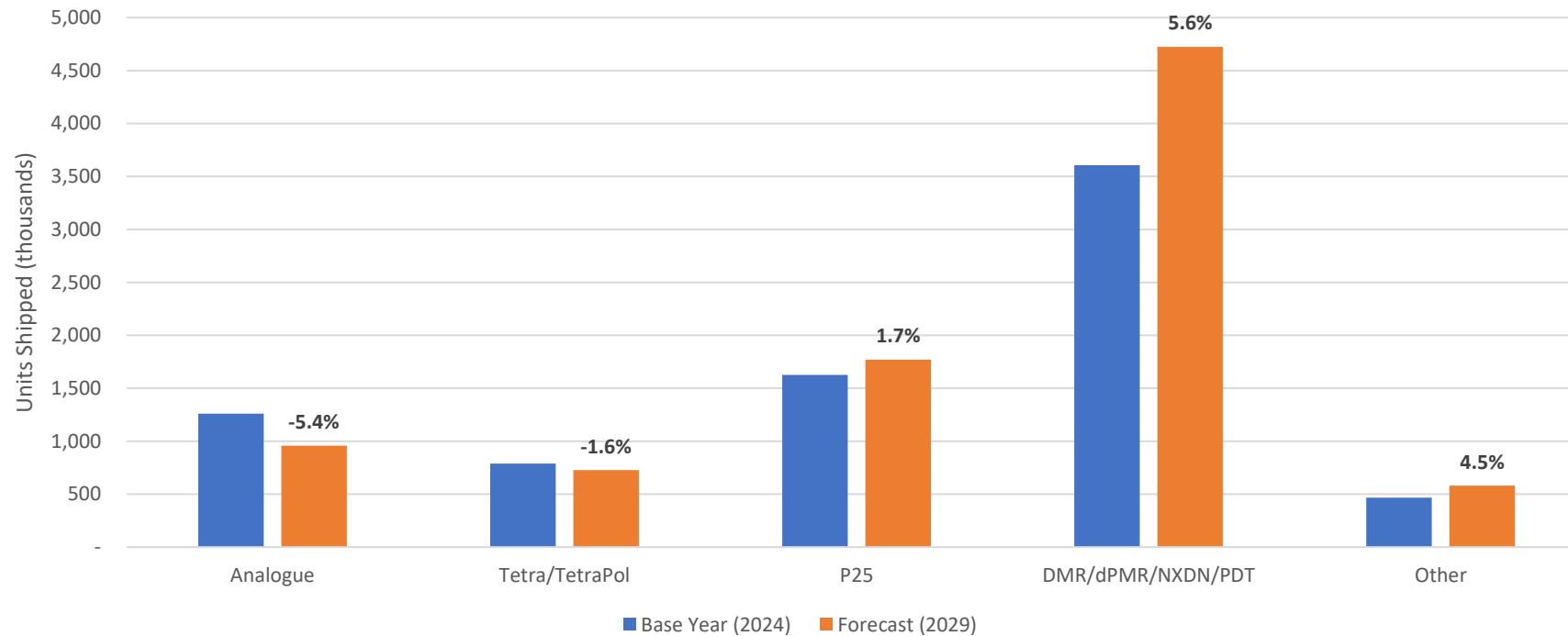
LMR Continues to Grow



OMDIA: Aug 2025

LMR Continues to Grow

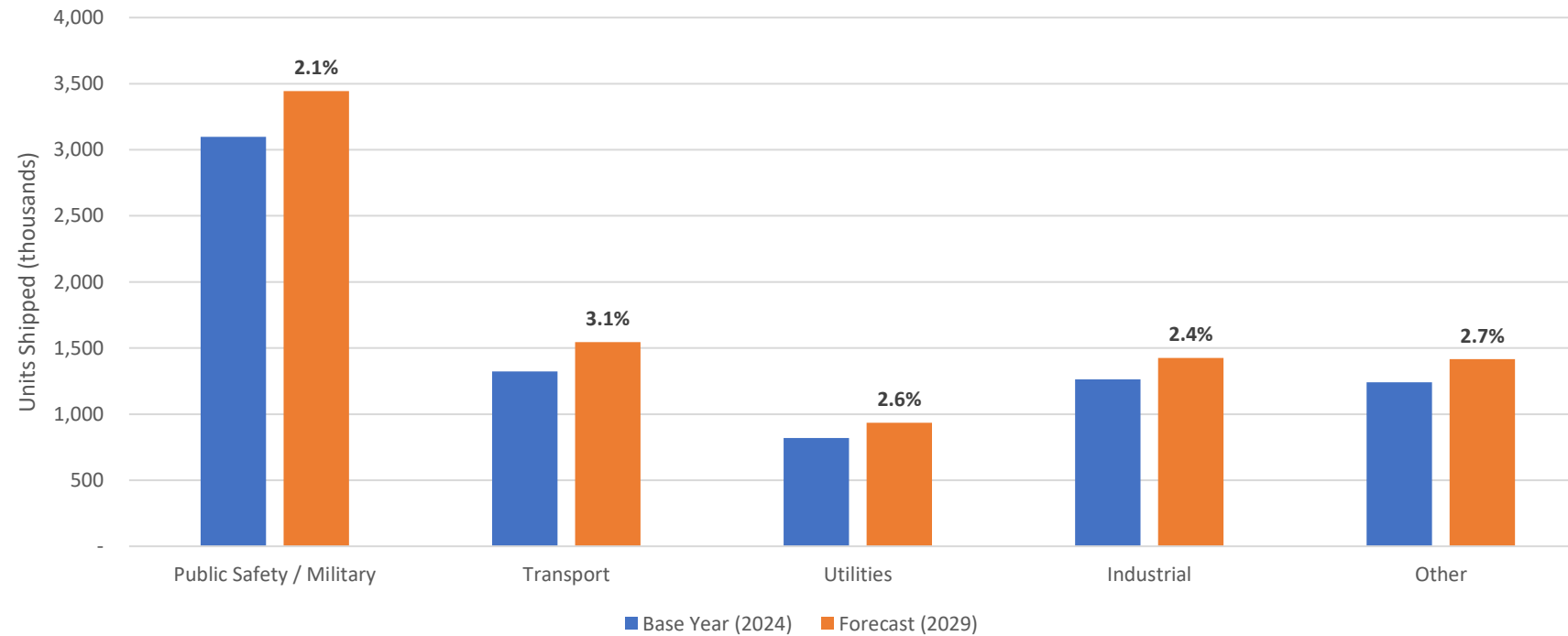
Total LMR Terminal Shipments **by Technology**



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LMR Continues to Grow

Total LMR Terminal Shipments **by Application**

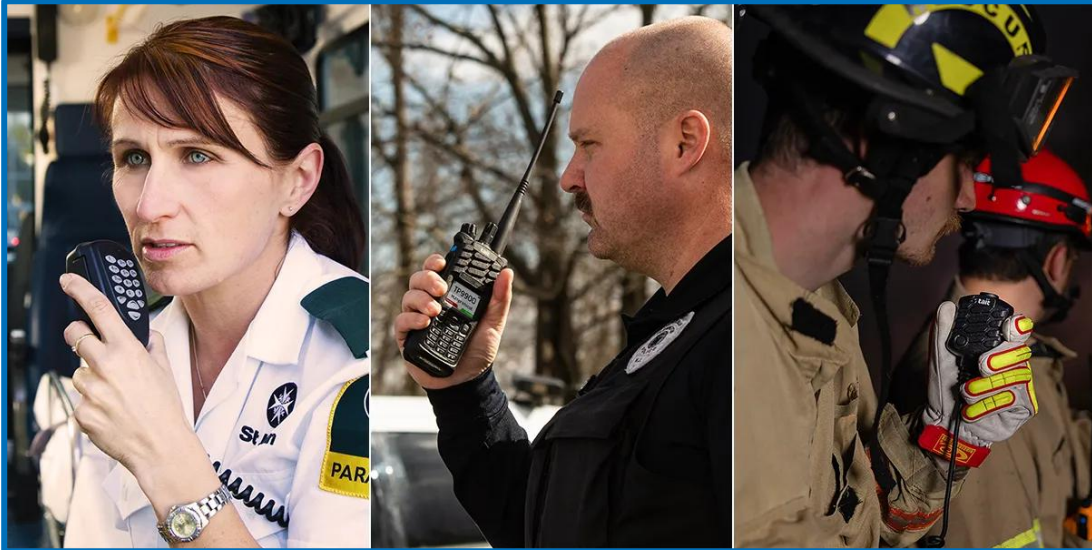


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STILL

Why LMR ^ Matters

Why LMR Still Matters



- Voice communication remains as the **primary** means of communication with field workers
 - Listeners detect nuances in volume, pitch and tone
 - One-to-many group communications remain dominant
 - Familiar and trusted by users
 - Easy-to-use devices

Why LMR Still Matters

- Proven Reliability and Flexibility
 - LMR systems function reliably under extreme conditions where other technologies may fail, ensuring mission-critical communication.
- Direct-mode Communication
 - LMR supports direct radio-to-radio communication when network infrastructure is unavailable, vital during emergencies.



Why LMR Still Matters

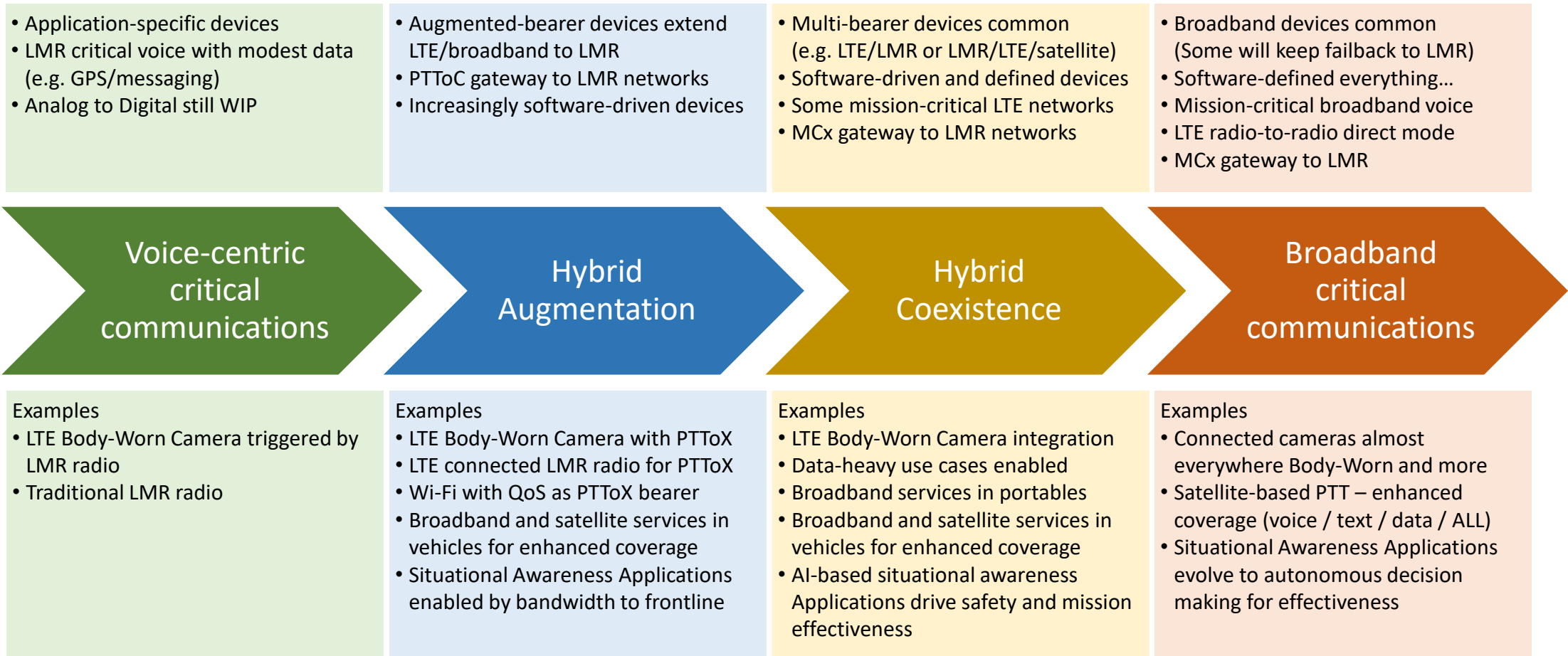


- Priority Access for Emergencies
 - LMR networks ensure priority channel access, allowing emergency responders to communicate without interference or congestion

- Compatibility with Digital Standards
 - LMR integrates digital standards like P25, TETRA, and DMR to improve encryption, audio clarity and interoperability

How LMR and Broadband can coexist

The LMR to Broadband Evolution



Wrap Up

- Don't believe everything you hear 😊
(even from experts – look to the facts)
- LMR is growing globally, across sectors and technologies
- The critical communications mission that LMR addresses remains as important as ever
- Broadband and other technologies augment LMR and are addressing new needs while also enhancing LMR (a “both/and” not “Or” scenario)
- “The future looks bright, gotta wear shades”



Thank You



Questions