**TRBONET Plus**

**System selection guidance**

**SOLUTION ARCHITECTURE**

MOTOTRBO Control Room Solutions are completely modular so users only have to buy the features they need. They can be tailored to any individual requirement to ensure optimum performance across a range of industries and are also easily scalable from small to large systems and are ready to grow with a business as it expands.

MOTOTRBO Control Room Solutions include a variety of modules with their own part numbers which build the solution:

• **CORE** - the software application providing a core set of features and functionalities

• **CONNECTIVITY MODULES** - these items define and open access to the radio systems the solution will be used in conjunction with such as IPSC, Capacity Plus or Linked Capacity Plus.

• **RADIO LICENCES** - one Radio Licence must be purchased for each radio in the system the application will connect to. There are 4 part numbers depending on the numbers of units to be ordered, with quantity-based pricing.

• **OPTIONAL MODULES** - these items are additional functionalities such as GPS tracking and features or services such as additional dispatcher position.

Channel partners select the required modules to build the solution that exactly matches their customer’s radio system and business requirements. Motorola will deliver a customised licence key file which activates these specific modules only and is locked to one customer radio system.



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| **Example of order types**  **1. NEW LICENCE KEY** |
| PLUS Core must always be ordered for new MOTOTRBO Control Room Solutions along with one or multiple Connectivity Module and Radio Licences which will open access to the radio systems and the numbers of radios the Dispatcher will connect to.  Further functionality such as IP System Bridge or Additional Radio Servers for redundancy can be added to the Core by purchasing optional modules. |
| **2. LICENCE KEY EXPANSION** |
| Customers may want to use their PLUS solution in conjunction with a new radio system or additional radio users: they will then buy additional Connectivity Module to connect to this system and/or more Radio Licences.  Users may also want to add more functionality such as Phone Interconnect and can then purchase this module only aftermarket. |
| **3. UPGRADE FROM ENTERPRISE TO PLUS** |
| There is large customer base using the ENTERPRISE version of SmartPTT and TRBOnet and some of these customers will upgrade to the premium version PLUS.  There are 2 upgrade paths depending on when the customer purchased the Enterprise solution:   1. Before PLUS’ launch (17th April14) - Customers only need to purchase the Connectivity Modules. If customers needs NEW functionalities i.e. functionalities that were not active in the Enterprise solution, those need to be purchased.  |  | | --- | | **Enterprise solution purchased before PLUS’ launch** |      1. After 17th April 14 – Same as (1.) and in addition one radio upgrade fee for each radio that were active in the Enterprise solution must be purchased.  |  | | --- | | **Enterprise solution purchased after PLUS’ launch** |      |  | | --- | | Also, NAI Data and Voice licences need to be activated on the repeaters. | |