

# EXHIBITB3 - SERVICES CONFIRDESIGN

## DESIGN

Expertise, technologies, tools and ideas

**Business environments, regulation, expansion and obsolescence are drivers that dictate change in the way your organization communicates. When it's time to consider a new or upgraded radio network, Tait has the expertise, technologies, tools and ideas to deliver a communications solution that guarantees the outcomes you seek.**

### EXTEND THE LIFE OF EXISTING EQUIPMENT

The flexibility at the core of every Tait system design can mean significant savings on capital expenditure.

Legacy equipment can be retained and reused, with custom interfaces and gateways between existing and new technologies. Staged migration keeps legacy equipment in operation for a longer useful life, delaying capital expenditure and aligning with budget and funding cycles.

Optimally-positioned sites can significantly reduce capital expenditure. Tait coverage experts will accurately assess your coverage needs for a more cost-effective solution that requires fewer sites and less infrastructure.

Customized equipment can operate according to familiar processes and protocols, reducing training requirements and increasing user adoption and acceptance.

### ALIGN YOUR COMMUNICATIONS WITH YOUR ORGANIZATIONAL OBJECTIVES

Tait Design Engineers engage with your organization to analyse and specify requirements that can contribute directly to strategic objectives. As a result, your radio communications can produce measurable performance efficiencies, increased productivity and safety.

### IMPROVE COMMUNICATIONS FOR A SAFER, MORE EFFICIENT WORKFORCE.

Deep industry understanding and four decades of system design experience inform every solution design. Optimized availability, stability and performance across the communications network means workers are safer and more efficient, and communities are protected, with reliable communications they can trust.

### DESIGN SERVICES:

- ▶ **System Design** – scopes, defines and delivers a full communication solution.
- ▶ **Coverage Design** – ensures your people have communications availability and reliability wherever you need it.
- ▶ **Network Migration** – delivers a seamless transition to your new network.
- ▶ **Customization** – specifies the design of each element of your radio network based on your requirements.
- ▶ **IP System Design** – scopes and defines system loading and capacity planning for a fully efficient network design.
- ▶ **Network Analysis and Optimization** – aligns network requirements with organizational objectives and critical performance parameters.

## KEY DESIGN SERVICES

### System Design

Expert System Design is where Tait demonstrates deep industry understanding and expertise to significantly improve your operational processes and exceed your network performance expectations.

Tait System Engineers engage with you and your preferred suppliers, to understand your requirements precisely. They will analyse your performance criteria and benchmark key parameters to deliver the right network architecture, products, services and applications for a solution that delivers measurable performance benefits across your organization.

### Coverage Design

Vital communications rely on coverage reliability and availability. Planning and predicting network performance through coverage modelling, then validating and verifying it on a live operating system represents a challenge that is likely to fall outside your core business scope.

Tait coverage design experts understand coverage issues and have the right tools to predict, plan and verify a network coverage plan that meets – or exceeds – your organization's performance measures.

Tait will deliver a robust coverage design plan, addressing geographical diversity, meeting regulatory challenges within your operating environment and ensuring efficient allocation of your capital and operating expenditure.

### Network Migration

Understanding your future communications needs and successfully implementing a new communications solution involves a complex web of logistical and technology projects.

Tait Network Migration combines expert planning, industry experience and extensive radio communications knowledge in a migration plan for a seamless transition to your new communications network. Migration specialists assess technologies, align your budget constraints, meet critical timeframes and mitigate outage risk to ensure continuity of communications throughout the critical changeover process.

Upgrading your communications network with Tait is based on a staged, seamless upgrade path. Tait will plan and execute a transition that minimizes complexity, risk and operational impact. As your trusted partner, we can negotiate with industry regulators and your chosen suppliers.

### Customization

The significant investment you make in your radio communications network must return improved efficiency, cost-effective communication and greater safety of your workers.

Unlike radio solution vendors that offer pre-packaged or one-size-fits-all solutions, Tait Customization designs radio system elements that precisely fulfill your requirements, adhere to your constraints, and work within your budget. Tait Customization puts your organizational requirements at the forefront.

Tait can design and build custom components and deliver a network in line with your specified outcomes, tailoring every aspect, irrespective of the challenges you face. This can mean retaining legacy equipment, with innovative integration solutions ensuring that communication is not compromised.

Committed to rapid turnaround, the experienced, multi-disciplined team has specialists in hardware, software, mechanical and technical publications.

#### SITUATION

A national fire service needed to upgrade their obsolete fire truck radios to P25 digital. A decade earlier, Tait had customized their analog radio controlheads with large keys for the fire crews to operate while wearing thick gloves. It was critical to maintain familiar functionality on the radio interface, while future-proofing the network with digital technology.

#### RESPONSE

Tait developed new controlheads with an identical profile and user interface, to operate with new digital or analog radios. As the fleet updates their radios, the controlheads remain consistent.

#### OUTCOME

Fire crews experience a substantial increase in radio performance and functionality from their new P25 digital radios, while still using familiar controlheads. The fire service avoided expensive training overheads and potential risk to their critical communications because familiar controls were retained.