

# EFJohnson®

OUR MISSION... YOUR SAFETY



## EFJohnson

SMARTNET/SmartZone® and  
Conventional System Replacement Radios



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Insist on Replacement Radio **CHOICE**.  
Do not accept a “Dead End” product ...

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Realize **SAVINGS** and **VALUE**. Avoid a “Privilege  
Fee” for enhanced feature and upgrade capabilities...

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Be on target for **CHOICE**, **SAVINGS**, and  
**VALUE** with **EFJohnson** Rebanding Solutions

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## SMARTNET / SmartZone<sup>®</sup> or Conventional System Replacement Radio Comparison (1)

Features	Standard EFJohnson 5100 or 5300	Standard Motorola XTS or XTL 1500 RB	Standard Motorola XTS or XTL 2500 RB
P25 OTAR Support	Yes	No	No
Standard 12Hr Battery Life (Portable)	Yes	No	No
P25 Trunking Support	Yes	No	No
P25 Conventional Support	Yes	No	No
700 MHz Support	Yes	No	No
Multiple Model Types (Mobile)	Yes	No	Yes
Multiple Battery Types (Portable)	Yes	Yes	Yes
Mil-Std-810 C,D,E,F ; IS	Yes	Yes	Yes
SMARTNET / SmartZone	Yes	Yes	Yes
<b>Price</b>			
Licensee Cost / Unit	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>

- Do you prefer to pay the **same** for less capability?
- That's the story if you select a Motorola RB as your replacement



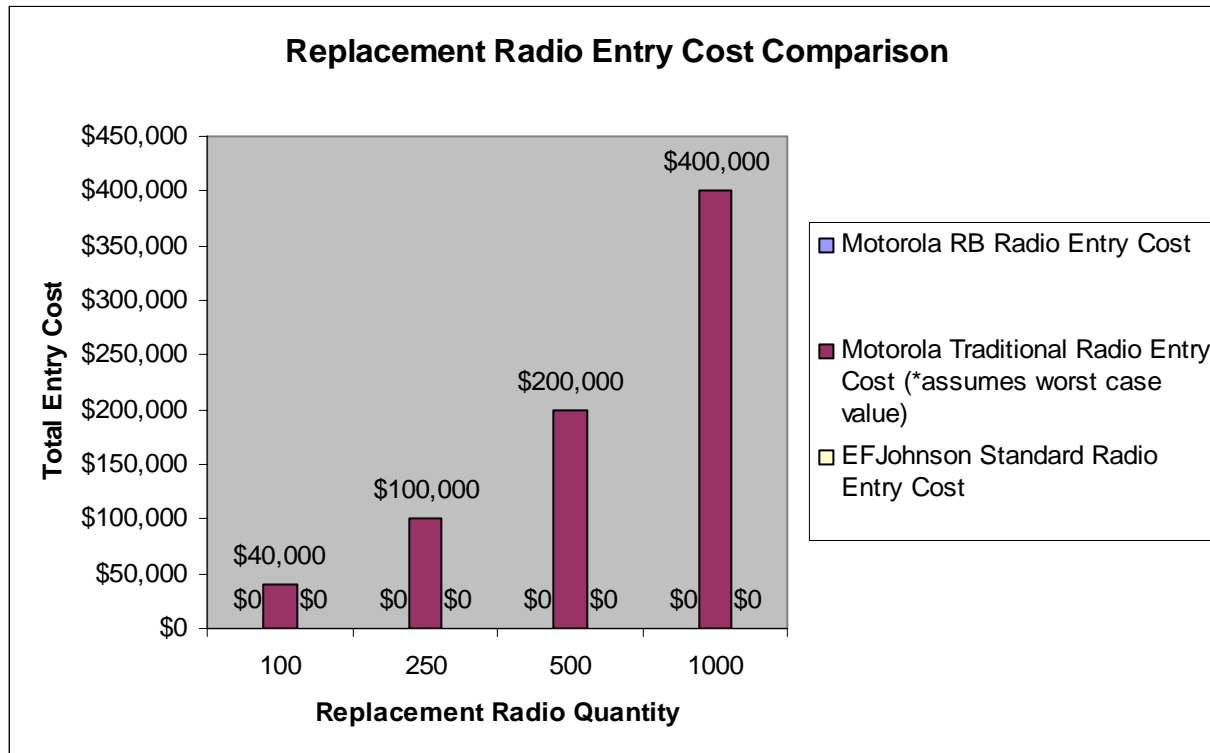
## SMARTNET / SmartZone® or Conventional System Replacement Radio Comparison (2)

Features	Standard EFJohnson 5100 or 5300	Traditional Motorola XTS or XTL 1500	Traditional Motorola XTS or XTL 2500
P25 OTAR Support	Yes	No	No
Standard 12Hr Battery Life (Portable)	Yes	No	No
Multi-Algorithm Hardware Encryption	Yes	No	Yes
512 Channel Support (Mobile)	Yes	No	Yes
512 Channel Support (Portable)	Yes	No	Yes
Multiple Model Types (Mobile)	Yes	No	Yes
Multiple Model Types (Portable)	Yes	Yes	Yes
P25 Trunking Support	Yes	Yes	Yes
P25 Conventional Support	Yes	Yes	Yes
700 MHz Support	Yes	Yes	Yes
Multiple Battery Types (Portable)	Yes	Yes	Yes
Mil-Std-810 C,D,E,F ; IS	Yes	Yes	Yes
SMARTNET / SmartZone	Yes	Yes	Yes
<b>Price</b>			
Licensee Cost / Unit (Traditional Radio Privilege Fee)	<b>\$0</b>	<b>\$0-\$200?</b>	<b>\$0-\$400?</b>

- Do you prefer to pay ***more*** for less capability?
- That's the story if you pay the "Privilege Fee" to have a Traditional Motorola XTS or XTL



# SMARTNET / SmartZone ® and Conventional System Radio Cost Savings Analysis





## What makes EFJohnson a great choice as a SMARTNET / SmartZone® or Conventional System replacement radio?

- Superior Product Value
  - Receive full featured and upgrade capable radios vs. de-featured radios
- Realize Entry Cost Savings
  - Avoid upfront cost to get a “future proof”, upgrade capable radio
- Realize Long Term Cost Savings
  - Vendor diversity in your fleet = cost reductions through competition
- Easy Migration Path to Advanced Features
  - Radios easily transition to advanced features (Project 25, 700 MHz, OTAR and Encryption) vs. less feature capable competitive offerings
- Demonstrated Interoperability
  - Since 1994, EFJohnson radios have operated on SMARTNET / SmartZone systems and we currently supply Project 25 compliant systems and radios



# SMARTNET / SmartZone ® and Conventional System Subscriber Impact (Reprogram)

<b><u>Portable Radio</u></b>
EFJohnson 5100 (Radio Part # ending in 4)
EFJohnson 51SL (Radio Part # ending in 4)
<b><u>Mobile Radio</u></b>
EFJohnson 5300 (Radio Part # ending in 4)
EFJohnson 53SL (Radio Part # ending in 4)



# SMARTNET / SmartZone® and Conventional System Subscriber Impact (Replace)

<u>Portable Radio</u>	<u>Replacement Radio</u>
EFJohnson 5100 (Part # ending in 1, 2, or 3)	EFJohnson 5100 Series
EFJohnson 51SL (Radio Part # ending in 1, 2, or 3)	
EFJohnson 7700	
Motorola ASTRO Saber (512k)	
Motorola LTS 2000	
Motorola MTS 2000 (256k)	
Motorola MTX 820, 820S	
Motorola Saber SI	
Motorola STX Gemini Plus	
<u>Mobile Radio</u>	
EFJohnson 5300 (Radio Part # ending in 1, 2, or 3)	EFJohnson 5300 Series
EFJohnson 53SL (Radio Part # ending in 1, 2, or 3)	
EFJohnson 9800	
Motorola ASTRO Spectra (<1996)	
Motorola LCS 2000	
Motorola MaxTrac	
Motorola Spectra, Spectra E	



## SMARTNET / SmartZone ® and Conventional System Subscriber Promotion

➤ As part of the order fulfillment process for your EFJohnson replacement radio, EFJohnson is pleased to offer several upgrade bundles at special discount levels in order to provide the most value out of your Rebanding experience:

- Homeland Security Bundle ( P25 CAI, P25 Conventional & Trunking, P25 OTAR, AES)
- Interoperability Bundle ( P25 CAI, P25 Conventional & Trunking, 700/800 MHz)
- Digital Migration Bundle (P25 CAI, P25 Conventional & Trunking, 512 Channels/Talkgroups)

Other options are also available, so please contact your EFJohnson representative for additional offer details and pricing information.

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