



## PRESS RELEASE

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### **Arqiva awards Motorola preferred-supplier status for Tetra digital radio solution**

- **Arqiva offers fully managed Tetra digital radio solution using Motorola's range of terminals**
- **Next phase in widespread roll-out of Tetra technology to non-blue-light organisations in the UK**
- **Benefits of digital PMR now readily available for the first time to sectors such as local government, transport, utility and retail**

Arqiva today announced a preferred supplier agreement with Motorola that makes Tetra digital private mobile radio (PMR) technology a reality for a range of public and private sector organisations in the UK. Tetra has previously only been readily available to the emergency services but it is now being deployed in many organisations looking to make the transition from legacy analogue radio networks, or in some cases mobile phone services, to Tetra digital trunked radio systems.

Potential customers from a range of industry sectors including public transport, local government, utility and retail, can now benefit from a fully managed service from Arqiva, which combines available spectrum with Tetra base-station technology and Motorola's handset terminals. Through the service non-blue-light customers have access to a range of benefits including increased capacity, encryption of data, short data service, one-to-one and one-to-many communications.

David Green, Director of Arqiva's Public Safety group, said: "Tetra has been a long time coming to the UK and we want to make it accessible to all organisations requiring an optimal communications system. We are aware that, for many, the technology is new and that is why we awarded preferred supplier status to Motorola. Its devices are ideal for demonstrating the potential of Tetra to customers, primarily because of their robustness, quality, and ease of use – which are critical factors if we want to encourage people to adopt the systems. Our partnership with Motorola is an important next step in bringing Tetra to the mass market."

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Iain Clarke, sales vice president, Western Europe, Motorola Government & Public Safety said: "We fully engage users when we design applications to safeguard them and improve day-to-day productivity. Design for use has always been our guiding principle for product development. The results are highly intuitive, ultra-reliable, application-rich devices that deliver the next-generation communication experience across organisations. Motorola is a worldwide leader in Tetra technology and we are pleased to announce our partnership with Arqiva."

Clarke continues "We understand exactly what organisations require in a handset and as a result have developed something that is all about simplicity, both for those using and managing the devices, while bringing all of the benefits of digital radio to non-blue-light industries."

Arqiva recently provided a Tetra private mobile radio system for the International North West 200 Road Race – the first commercial deployment in Northern Ireland. The system was used by the various event organisers including the Clerk of Course, race controllers, medical and emergency teams, cleaning teams and the BBC, which broadcast the event live on BBC interactive. Arqiva was also contracted to install and support a Tetra private mobile radio system for on-site communications at the Isle of Wight Festival 2008. Arqiva recently signed a partnership agreement with DAMM Cellular Systems for the provision of DAMM's TetraFlex® base stations.

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**About Arqiva**

Arqiva operates at the heart of the broadcast and mobile communications industry and is at the forefront of network solutions and services in an increasingly digital world. The company provides much of the infrastructure behind television, radio and wireless communications in the UK and has a growing presence in Ireland, mainland Europe and the USA. There are three operating divisions:

**Terrestrial Broadcast** division provides transmission for all UK terrestrial TV broadcasters, including the new networks being built for the Digital Switch Over. Transmission is also provided for BBC Radio and most commercial radio stations, both analogue and DAB. The company owns and operates two of the six UK digital terrestrial TV multiplexes, enabling major media companies to bring their TV and radio services to Freeview.

**Satellite & Media** serves the broader needs of TV channel providers, media companies and corporate enterprises. Arqiva has end-to-end capability ranging from outside broadcasts, satellite newsgathering, studios and playout to satellite distribution and international connectivity via ten satellite teleports. Many of these services are offered in the US and Europe via offices and infrastructure in Washington DC, Los Angeles, Paris and Rome.

**Wireless Access** division provides cellular, wireless broadband, voice and data solutions for the mobile communications, public safety, local government, and commercial markets. Arqiva is the

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largest independent provider of radio sites in the UK and Ireland. With its own spectrum, the company can provide complete mobile communications networks including backhaul links.

Arqiva has its headquarters near Winchester and other major UK offices in London, Warwick, Buckinghamshire and Yorkshire. The company is owned by a consortium of investors led by Macquarie Communications Infrastructure Group. Major customers include the BBC, ITV, Channel 4, Five, BSkyB, Classic FM, the five UK mobile operators, the RNLI and the Metropolitan Police.

[www.arqiva.com](http://www.arqiva.com)

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