

2021 Issue 2

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Hytera customer publication & channel news



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Hytera Partners with Operators and Industries to Drive 'Connected Impact' In The 5G Era

The success of 5G is largely dependent on how well it establishes itself as a reliable communications solution in different vertical markets and industries. 5G will have the dramatic effect of pushing mobile phone operators into the industrial domain. This will drive the convergence of public and private networks, which will be a serious challenge to Hytera, as well as other traditional PMR solution providers.

However, 5G will create huge opportunities for Hytera. The 5G vertical market is much larger than that of traditional PMR, this will open up a huge revenue growth space for Hytera. 5G will also help Hytera build a more open and broader ecosystem across the IT and CT domains with some flexible cooperation modes. In short, despite the serious challenge presented by 5G, it will bring a huge opportunity to Hytera, the likes of which we have never seen before.

Over the past 30 years, Hytera has developed a complete product range, including applications, networks and terminals for most of the vertical industries. It is much easier for Hytera than the new market entrants to integrate 5G with their legacy systems. This is particularly important when implementing 5G for mission critical users, such as public safety and others.

5G will dramatically extend the service scope of operators. In addition to the existing TO-C business, the 5G TO-B/G service will generate a huge increase in revenues for operators. Hytera will focus on 5G vertical applications, which will provide the bridge between the operators and the vertical industry clients. In addition to providing the traditional total solution, Hytera is also actively looking to deliver some new services by establishing a technical services solution.

Open RAN (O-RAN) solutions have developed quickly over the last three years and are attracting more and more attention with their openness and intelligence. O-RAN will become one of the major technologies in 5G, especially in the 5G vertical application space, because the openness and intelligence will definitely promote more overall innovation on technology and business model, and encourage the collaboration across the different partners.

Hytera released a series of O-RAN products and solutions, which helps Hytera to deal better with the challenges and opportunities presented by 5G. Smart manufacturing, such as smart factories, mines and ports, and smart campuses are major 5G vertical application scenarios. 5G already has a lot of successful use cases in these scenarios, so Hytera aims to devote more attention to and put more effort into these sectors.

Hytera already has some successful business cases using private 5G networks in China, including 5G smart manufacturing, smart mines and smart ports. As well as constructing 5G private networks, Hytera is also providing clients with a variety of supporting applications such as enterprise-level command and control platforms, Push-to-Talk over Cellular (PoC) applications and universal communication platforms interconnecting 5G with legacy systems.

By using these applications, clients are quickly able to utilize private 5G networks in their daily work to enhance the efficiency of their operations and management processes—all of which demonstrates the remarkable value 5G can bring to vertical industries.



Hytera Communications Europe Channel Business Unit



The new Hytera Europe CBU (Channel Business Unit) organisation presents a new organisational structure supporting European channel partner business.

Hytera Europe's commitment to all European-wide channel partners promises to underpin an operationally sound business backed by a strong team of experts. The European team will continue to work together with all partners to jointly accelerate and stimulate growth to cement the Hytera brand in the European market on this exciting journey ahead.

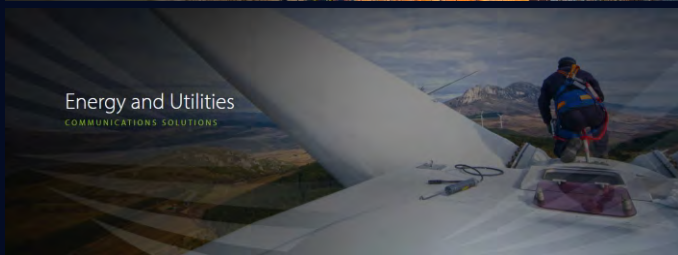
The newly launched Hytera-europe.com website launched in February earlier this year, has already delivered on a more modern design with improved user navigation and a dynamic structure for ease of use. You will also find a complete

comprehensive portfolio of products and industry solutions, optimised content rich pages, and even more helpful tools and downloadable resources.

This new website also comes with an improved 'Find a Dealer' and Distributor section that makes it easier for end-user project customers to locate and access.

Hytera Europe offers the market one of the largest portfolios of professional mobile radio communication solutions and systems in Europe, with exceptional value-added services and support for channel partner business.

Hytera Europe is the industry's partner of choice, that combines innovation and technical expertise with a 'customer-first' culture.





HMF Concentrates Its Strengths as A Complete Supplier of Professional Communication Solutions



At the beginning of the year, Hytera Mobilfunk (HMF) transferred its channel business to a separate company, Hytera Communications Germany GmbH (HCG), part of Hytera CBU, will continue to offer its customers the terminal products with proven quality. In undertaking this venture, the HMF experts for professional mobile radio from Bad Münden, Germany, are concentrating their strengths as a holistic provider of mission-critical communication solutions.

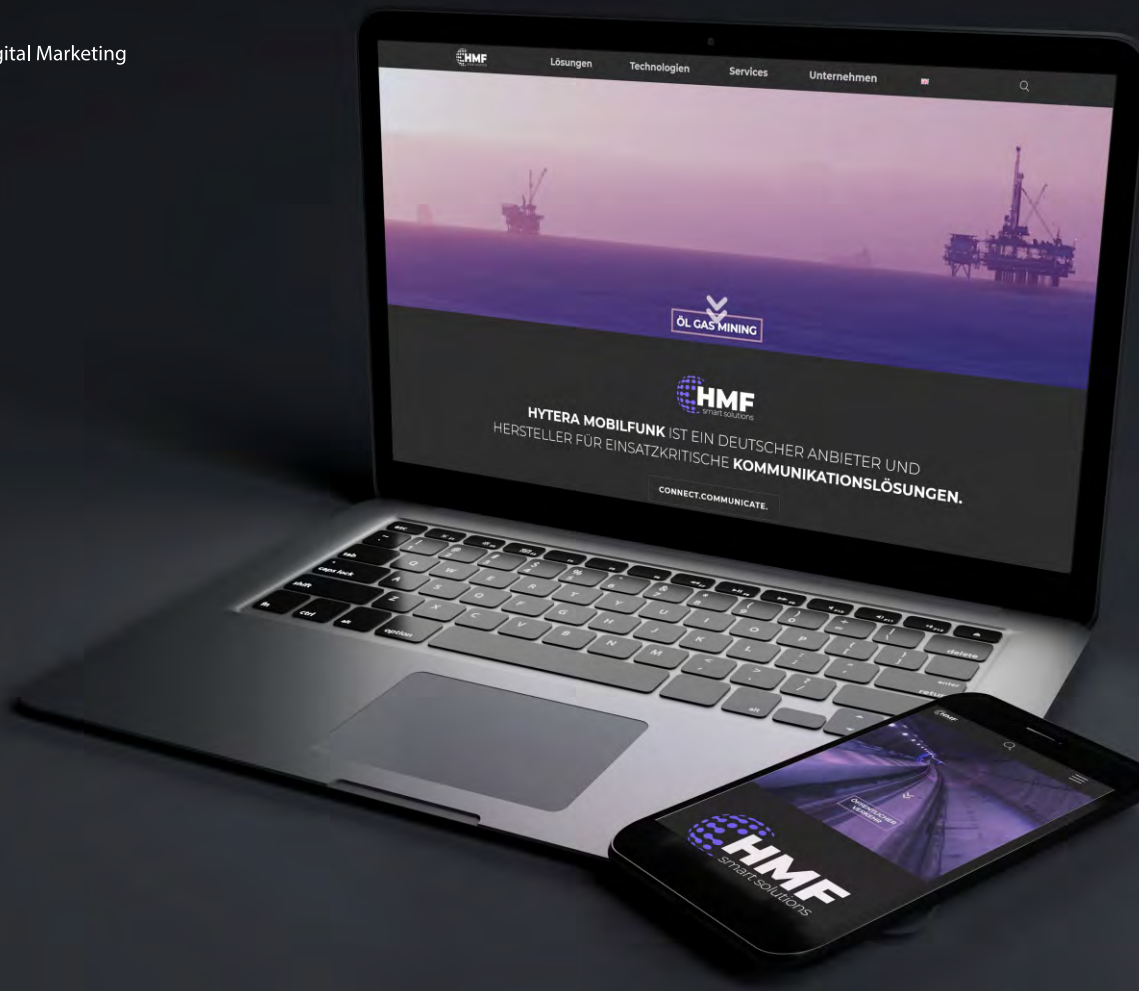
HMF is now offering its customers the perfect construction kit for customized and secure radio solutions from a single source - optimally tunable for small businesses up to nationwide applications.

As a pioneer and technology leader for more than 40 years, HMF combines experience and expertise in the development, planning and implementation of professional communication solutions. "This restructuring of the business units will help us to further expand our products, solutions and services and optimize our customer support," says CEO Matthias Klausing. "We are now fully focused on our core area of expertise: the project-related development, planning and implementation of customized communication solutions as well as the expansion of our range of services."

HMF has also incorporated the new content orientation into a new corporate design, visible to everyone. The new design, including a new logo, was launched parallel to a new website in June.



Digital Marketing



New HMF Website Goes Online with Fresh Design and Smart Logo

Hytera Mobilfunk (HMF) has completely revamped its online presence by launching a new website with a fresh design, modern colors and a new structure.

The new website focusses on innovative and cross-technology communication solutions as well as the HMF service portfolio. The appealing layout with new imagery and the clear navigation structure offer greater user-friendliness, all the information can be accessed quickly and easily. The content orientation is also new—with just a few clicks, visitors to the website can find out directly, for example, about the business- and mission-critical communication solutions for the various application areas, the latest broadband products or innovations from HMF.

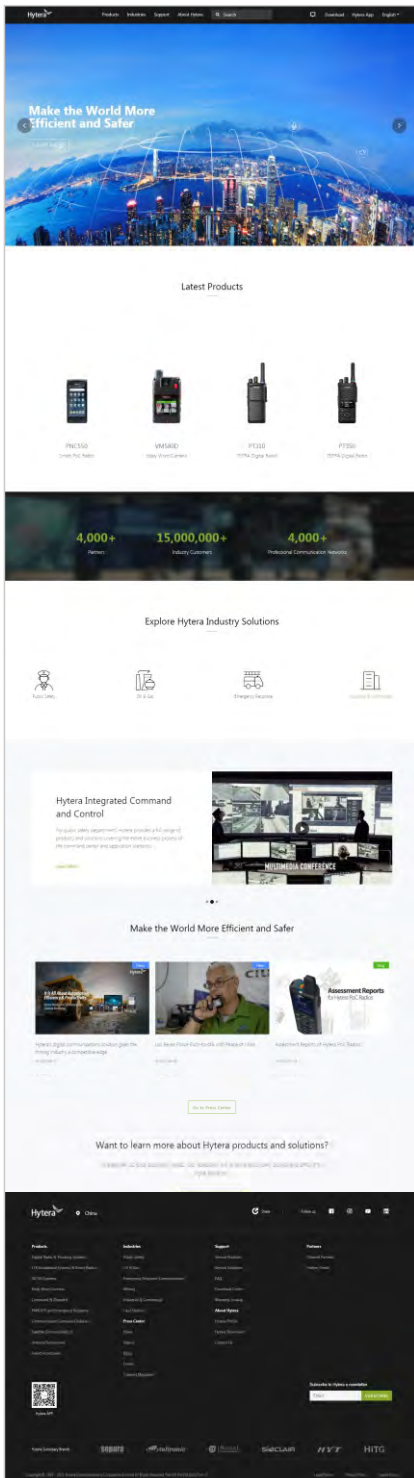
“By relaunching the website, we are underlining what makes us special: we are a modern, pioneering and globally active company with German roots. As a provider of customized turnkey solutions, our strengths lie in project-related development, planning and implementation. Everything from a single source.” explains Dr Katharina Tadge, Chief Marketing Officer.

“That’s why, in addition to the website and our new corporate design with a modern look and feel, we are also presenting our new company logo: HMF smart solutions.”



Hytera Launches New Website and Virtual Showroom to Deliver Better Customer Experience Digitally

Hytera, the global leading provider of Professional Mobile Radio (PMR) solutions, has launched a new official website (<https://www.hytera.com/en/>) and virtual showroom, aiming to provide visitors with a more user-friendly digital experience and showcase of Hytera’s innovative products, solutions, and online resources, to better reach and engage with a global audience.



The smart design and user-friendly navigation structure, as well as the product showcase and comparison functionality, all present visitors with a clear and direct introduction to Hytera’s latest and flagship products and solutions. The new website also comes with a new section of industrial solutions such as public safety, oil & gas, mining, commercial and emergency response, along with an industry overview of specific scenarios, recommended products, and case studies. These new interactive features will largely enhance the overall user experience and provide a faster and more informative decision-making process for industries looking for critical voice, video and data communication solutions.

The new website also delivers direct access to corporate services and information including Hytera’s sub-brands with various local offices. This will give visitors a gateway to sales support and customer services. The on-demand Hytera Virtual Showroom provides a new platform for online customers. Here visitors can digitally navigate around the showroom to receive a more comprehensive understanding of Hytera’s latest events, products, industrial solutions, and smart factory. The showroom empowers enterprise customers to make better decisions through augmented reality (AR) virtual technology. This transformation allows website visitors to reimagine Hytera’s portfolio and sector solutions in a new augmented way and promises to deliver an immersive virtual tour.

“Hytera’s new website and virtual platform truly cement our commitment to empowering our customers and addressing their needs by delivering easy-access, easy-buy and easy-service features. As a leading global provider of professional communication technology solutions, our core competitiveness lies in innovative communication capabilities which enable faster, safer, and more versatile connectivity for business and mission-critical users. All of these can now be accessed from one signal source,” explained Jim Luo, Chief Marketing Officer of Hytera.



Norsat Launches New Website

Norsat launched its new website. Intertwining insights from the clients and updated best practices from the digital environment, Norsat hopes that this new UX enhances visitors' online service experience and engagement as a customer.

To help the customers find their resellers more easily and help promote the partners from different regions, Norsat created a dedicated page with all the contacts and logos, and implemented a navigation per region.

Norsat also created dedicated pages to showcase their success cases and stories as well as to capture new leads for sales on bigger projects. The main point is to help their prospects and customers to understand that Norsat is not only the source for satellite communication products, but also services and full solutions.



Sinclair Launches New Website

Sinclair launched its new website. Intertwining insights from the clients and updated best practices from the digital environment, Sinclair hopes that this new UX enhances visitors' online service experience and engagement.





Marketing Events

Hytera

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Hytera Welcomes the Critical Communications Industry Back with Its Latest Innovations and Solutions, At CCW2021

Hytera is proud to be a Platinum sponsor for this year's Critical Communications World event taking place in Madrid in November.

Critical Communications World is the premier event and trade show for the critical communications market. It brings together the world's top professional users, operators, developers and manufacturers. At this year's CCW, Hytera will showcase its latest communication products and solution innovations.

Visitors will be able to see Hytera's public safety Command & Control portfolio and Emergency Response solutions as well as a range of industrial and commercial solutions.

The Hytera booth will also showcase immersive interactive demonstrations which will focus on best practice for enhancing collaboration and efficiency of vertical industries.

Jiang Yelin, CEO of Hytera Group, said: "Hytera has focused on Public Safety and other vertical industries for 27 years and cooperated with more than 4,000 dealers and partners in 120 countries and regions. With our professional, industry-leading technology and innovation capabilities, Hytera is committed to continuous innovation, building trustworthy, intelligent and integrated communication solutions to users and lead the development of the private network industry.

"This year we will showcase our latest digital communication products, Push-to-Talk over Cellular (PoC) and the HyTalk MCS (Mission Critical Service) solution, along with other products and applications for mission-critical and business-critical users. We would like to share our latest insights in PMR and vertical industries, and look forward to inspiring you at CCW2021."

Critical Communications World takes place at the IFEMA in Madrid, 3-5 November 2021. Register here.

Hytera Launched 4G & 5G Solutions to Serve The MNO and Vertical Industry Markets

Hytera has introduced its new 4G/5G portfolio including its industry-leading HyXG O-RAN solution. HyXG forms a key part of Hytera's total solution aimed at serving the MNO and vertical industry markets. It comprises DU board, O-BBU and a

high-end Edge-Node. The online launch event was held on 29 June 2021 to coincide with MWC Barcelona 2021.

Hytera believes more than ever that openness and innovation are important to society. Enterprises need a holistic

approach to help them tackle the challenges they face and to instigate progress and change. The communications ecosystem needs to collaborate to explore innovative digital network solutions, which will transform enterprises across the globe.

HyXG O-RAN Solution



HyXG DU Board

HyXG O-BBU

HyXG Edge-Node

Engage and Inspire: Southern Africa Online Dealer Conference



The Coronavirus crisis has made it difficult to meet with international partners, but not impossible. On March 4st, 2021, SA Hytera Online Dealer Conference was successfully held, involving next big steps of Hytera, product promotion and successes sharing. It was a key moment to get teams to gain insight into the most innovative industry technologies and business techniques.

Over 30 regional dealers attended the online conference to discuss current situation in the South Africa and beyond, providing valuable information on the latest activities and findings. The digital conference provided Hytera and dealers with the opportunity to exchange ideas for market expansion while creating and strengthening the linkage with each other.



Hytera successfully hosted an online conference to which Hytera invited its business partners and dealers to express its sincere appreciation.

Denis Wang, Deputy Director of Hytera in the CIS, made an opening speech. He said that due to the coronavirus epidemic and many other difficulties, the PMR market fell sharply in 2020, which naturally greatly affected our business. But despite these difficulties, we still provided

about 30% of business growth in Russia. Also, Denis presented Hytera's business development strategy-New perspectives, New growth and new distribution policy, and promotions for Russian partners. In his speech, he mentioned several significant projects, such as: the first real national MS-RTT system in Russia at Megafon, video recorders in Kazakhstan, the national DMR TIERIII network in Morocco and many others.

Innovation has always been the driving force behind Hytera's business. In 2021, the company plans to develop revolutionary solutions, such as: E2E solution of the DMR, TETRA and LTE standard, E2E solution of MC-PTT and PoC, release of a new line of DMR, BS TETRA, PoC terminals and video recorders, and much more.

Hytera Introduced Oil & Gas Communications Solution to ADNOC

Hytera has held an online workshop to introduce its Oil & Gas Communications Solution to the Telecom Team of Abu Dhabi National Oil Company (Offshore) on 8th July, partnered with AL Wafa Technical Systems Service (Wafa), A leading Telecom system integrator in U.A.E

The workshop started with welcome words by Mr. Jeyarajesh Project Manager

of Wafa highlighting the capability of Wafa in the presence of Wafa's General Manager Mr. Shefeek Muhammed Haneefa."We are a specialist telecom integrator working with ADNOC almost 30 years now. We have successfully executed several Telecom, Radio and security system projects for ADNOC.

"Wafa believes the partnership with Hytera will help us to offer the most

reliable Radio communication solutions to their esteemed client ADNOC", they added in the speech.





Hytera Europe and Wall to Wall Communications Joint Partner Webinar on Multi-Modes

Hytera Europe joined forces with its UK partner Wall to Wall Communications to present a webinar on Hytera Multi-Mode Series on the 24th March 2021. The event generated much interest and engagement with attendees

across a number of industries. This webinar was part of Hytera Europe's Virtual Roadshow where their partners had the opportunity to jointly host webinars backed and supported by the Hytera Europe's team of experts.

Hytera Europe and Syndico Distribution Joint Partner Webinar on Bi-Directional Amplifiers

Hytera hosted a series of successful Virtual Partner Roadshows so far this year, one of which was a joint webinar with UK Distributor Syndico Distribution Ltd. The webinar was focused on Bi-Directional Amplifiers and held on the 29th May. This successful online event was well received by many attendees joining to learn more about the benefits of Hytera's solutions for extended coverage in challenging areas.



Hytera Participated in Neftegaz-2021 Exhibition



Hytera presented its integrated oil and gas solutions, industrial applications and smart products together with partners Popular Solutions LLC and NTR Labs at Neftegaz-2021, one of the largest oil and gas industry exhibitions in Russia on April 26-29.

Together with partners, Hytera presented a turnkey solution for the oil and gas industry so that participants can better understand Hytera's technologies and developments in the field of communications in the energy sector. We introduced the Autonomous Employee application from Popular Solutions LLC and the SmartScan

solution from NTR Labs. These versatile solutions, applied to Hytera multi-mode terminals and DVRs, aroused great interest from visitors.

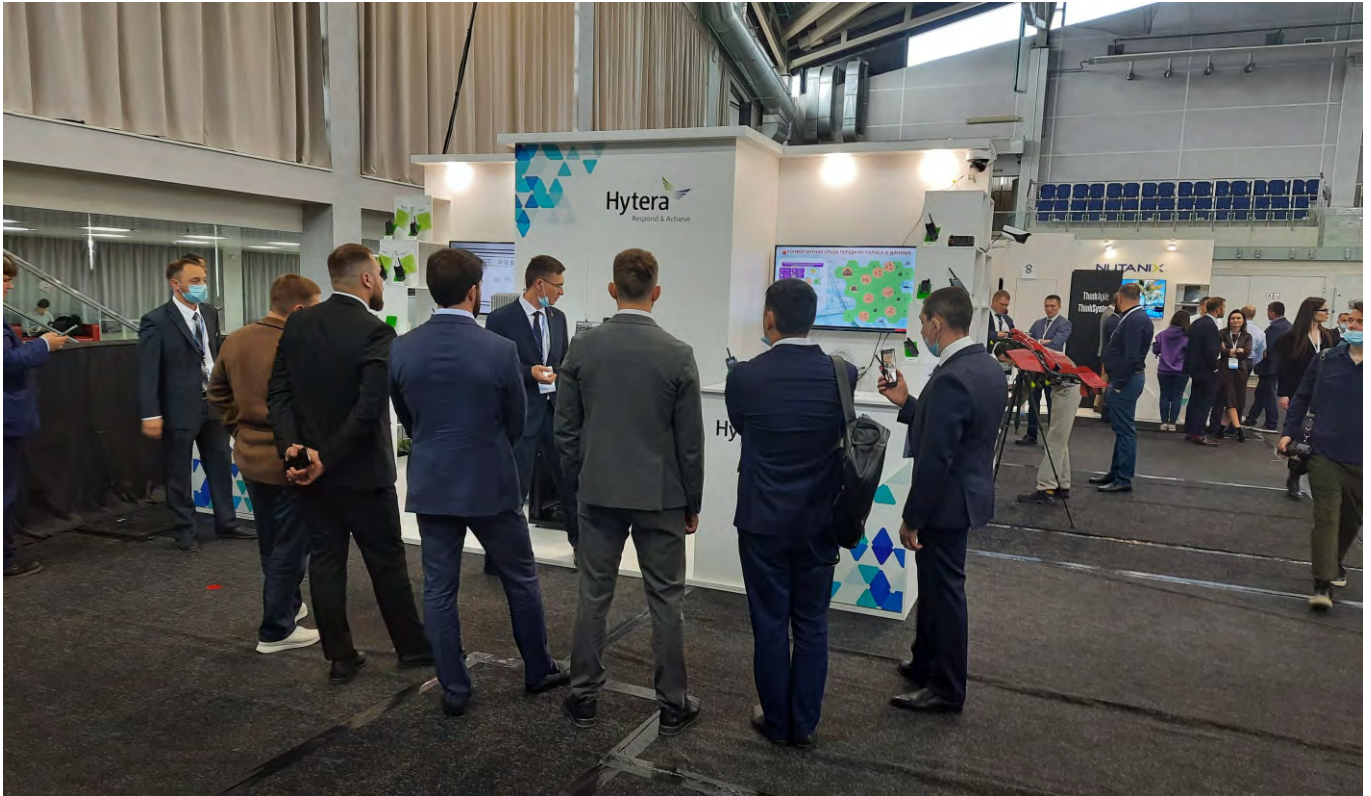
Hytera's PoC solution also caught the attention of the booth visitors. The PoC and DVR solution provides a variety of services including one-to-one and one-to-many instant messaging, full-duplex voice and video calling, dispatching and instant messaging over public networks. Applicable to a variety of oil and gas industry scenarios, these solutions offer low cost, high security, ease of deployment, and increased reliability.

Hytera at the Intelligent Field 2021 Summit

The summit was held at the Lotte Hotel Moscow for the 5th time. The main goal of the event is to create conditions for a successful dialogue and unification of representatives of the oil and gas and IT industries in order to find ways to quickly intellectualize the segment.

At the Hytera booth, new products and standard explosion-proof models were demonstrated: Multi-mode terminals, PoC terminals, video recorders, explosion-proof TETRA and DMR terminals, MNC580 mobile radio and much more.





Hytera Attended IT-Polygon Forum 2021

Hytera was represented at the IT-Polygon Forum 2021. At its booth, Hytera showcased a variety of equipment that will help overcome the digital transformation challenge faced by most companies in the energy sector. Some of the products and solutions presented at the Hytera booth are: Hytera and Sepura DMR and TETRA explosion-proof radios, LTE terminals, video recorders, PoC terminals, SmartOne, IDS, SmartEye, SmartMDM client, as well as specialized solutions for the oil and gas industry, such as the application "Autonomous Employee", an edge computing solution .

In addition, Hytera's key business partners - large mobile operators - PJSC MTS and PJSC MegaFon presented at their stands the Hytera MCPTT (Mission-Critical Push-to-Talk) solution using Hytera's multi-mode and PoC terminals.

During the forum, Hytera shared its experience on key IT and industrial automation issues with industry experts, strengthening its confidence that, with the development of 5G, IoT and Artificial Intelligence technologies, Hytera can improve the digitalization of the oil and gas industry to achieve high levels of safety and employee efficiency.





Customer Value

Los Reyes Police Push-to-talk with Peace of Mind

Los Reyes, a major city in the State of Michoacán, Mexico, the hills and ravines surrounding the city are scenic spots and, at the same time, a challenge for local public safety and civil protection departments, since their aged communications systems couldn't cover those areas. Law enforcers in those areas were working without reliable connectivity with the municipal center,

With full understanding of the needs of the city, RG Telecomunicaciones, a Hytera local partner, proposed a migration solution from analog to digital radio system adapted to the specific conditions of the city in terms of transmission security, coverage, and budget. Its technical expertise and project experience ensured smooth deployment of the new digital system for the municipality.



Municipalities in Chile Optimize Emergency Response with Integrated Command & Control Solution

Las Condes and Lo Barnechea are two of the main municipalities in the Chilean capital Santiago. With a significant population density, the public safety authority of Las Condes receives, on daily basis, a huge number of incidents and emergency reports that require an immediate response. Similarly, Lo Barnechea constitutes an economic center of great importance in Chile and Latin America. The municipality cannot afford any incident that affects public safety that would potentially disrupt the operation of businesses and the life of residents.

Hytera Integrated Command & Control (ICC) solution allows efficient communication and collaboration during the handling of events reported to the emergency service 1402/1405 of the Directorate of Public Safety. Hytera's ICC solution plays an essential role in unifying mission critical communication systems to ensure the continuity of productive activities and the safety of the population.



HMF Tests Multi-Cell LTE Network for Public Safety in Hungary



Successful field trial in Hungary: On behalf of Pro-M, the operator of the Hungarian Public Safety Network, Hytera Mobilfunk (HMF) has tested a multi-cell, mission-critical LTE network in real operation. The central 700 MHz LTE test system was set up in the city center of Budapest and consisted of an LTE core, the MCx application server (MCS) and two SmartOne dispatchers. In addition, a baseband unit (BBU) and a remote radio unit (RRU) were installed at each of three other locations. The test users used Hytera PTC760 multi-mode advanced radios, PNC550 PoC devices and VM780 body cams. The field test with Pro-M, held over several weeks, focused primarily on functional testing. Pro-M is currently evaluating LTE as a successor technology for their latest TETRA network. In addition, the HMF team also conducted a drive test to take a close look at the quality of the radio coverage, the network capacity and the overall performance of the network.

Brazilian State of Mato Grosso Supports Border Control with Sepura SC20 Radios

The solution is an extension of the TETRA network currently in operation in the Brazilian state, built on infrastructure provided by Teltronic. The Sepura SC20 radios interact with Teltronic's control center solution, CeCoCo NG, ensuring that operations can be seamlessly coordinated and information shared between the various operational teams. The SC20 provides users with a powerful TETRA communication device – with loud, clear audio and a robust design to withstand repeated rough treatment in tough environments. The SC20 also benefits from advanced connectivity options, allowing links to data sources and improving the situational awareness of both control room staff and field officers. The radio's large screen ensures that images and text based messages can be clearly read in varying light conditions, adding another element to the team's ability to communicate.

The border between Brazil and Bolivia is characterized by changing landscape, from dense rainforest to urban

developments. The SC20 is equally at home in either, as it benefits from water porting technology, meaning that even in torrential downpours or areas with significant moisture, the radio will maintain outstanding service. Meanwhile it's loud audio and flexible set of audio accessories mean that voice communications will be heard even in noisy environments.



Hytera Modernizes Uganda Police Force's Two-Way Radio Communications

The Uganda Police Force has more than 40,000 officers. Its legacy two-way radio communication network consists of just 13 TETRA base stations which barely cover the Kampala Metropolitan Police (KMP) area in the capital city. It also suffers from coverage blind spots, which makes it impossible for the police to access guaranteed communications. Hytera replaced the Uganda Police Force's legacy radio system with a DMR trunking network and SmartDispatch application to deliver reliable communications around the Kampala region, which have improved response times and safety levels.



Gautam Buddha International Airport Deploys Sepura SC20 TETRA Radio

Gautam Buddha International Airport has become the second airport in Nepal to deploy a TETRA communication solution, following on from Tribhuvan International Airport. The solution will be led by Sepura SC20 hand held radios, providing the airport's security and operations team with the standard of secure, robust, reliable communications devices required to safely manage operations. The mission critical communications solution, built on Teltronic's TETRA infrastructure, is part of the airport's wider infrastructure upgrade. When complete this will ensure the airport is

classed as Nepal's second international airport, able to ease the burden on Tribhuvan.

The SC20 has the advantage of being able to connect to the airport's secure Wi-Fi network, enabling future upgrades through Sepura's AppSPACE applications environment. When required, radio fleet administrators will be able to deploy bespoke applications directly onto the SC20 to automate and streamline essential processes.



Hytera Multi-Mode Terminals Enhance Functionality and Safety for Johannesburg Emergency Services

When the City of Johannesburg's Police, Fire and Ambulance agencies wanted to access broadband applications while still retaining their narrowband mission critical voice services, they turned to Hytera TETRA/LTE multi-mode radios for a solution.

Hytera's PTC680 multi-mode advanced radio has enabled Johannesburg Metropolitan Police and EMS to fulfil their goal of maximizing their earlier investment in the TETRA narrowband network and retaining mission critical voice services, and to extend their communication capabilities into the modern broadband world.

Police officers are now able to query vehicle license databases themselves using broadband without having to ask dispatchers in the control room to do the search for them.



The ability to access maps, see routes, the location of colleagues, to view images and video on the radio has improved the field capabilities of metro police and EMS crews.

Letpadaung Copper Mine in Myanmar Implemented Hytera Integrated DMR and LTE Solution

Letpadaung Copper Mine, the largest hydrometallurgical copper smelting project in Asia, covers a vast area of approximately 40,000 hectares.

As its original communications network struggling to keep up with the mine's increased operational requirements and growing data process needs, the Letpadaung Copper Mine was in urgent need of a reliable and data-efficient communication solution.

Hytera supplied the Letpadaung Copper Mine with both narrowband and broadband networks that fulfill multiple purposes including: clear, robust and reliable voice communications; broadband data applications such as video; and IoT remote data transmissions and workflow management systems.



Hytera Facilitates Porsche XP Private Cup in Brazil as Official Radio Supplier

Hytera has recently become the Official Radio Supplier of Porsche XP Private Cup 2021 in Brazil to provide its most advanced DMR radio system and terminals to ensure seamless and fail-proof onsite communications for total nine stages of event operation in the year.

From the safety of drivers and the crew, to the management of public audiences, through the entire event operation, communications play a critical role between different functions. Hytera radios ensure that every personnel can be connected instantly - whenever and wherever they are.



Hytera Serves the Successful 1442 Hajj in Saudi Arabia

Hytera serves this year's successful Hajj in the holy city of Makkah together with its local partners and clients in the kingdom of Saudi Arabia.

Critical communications play an important role in securing and serving the successful Hajj by improving higher communication efficiency within organizations and better collaboration among different departments/authorities. Hytera is honored to serve the successful 1442 Hajj together with its local partners and clients.

SAUDIA (Saudi Arabian Airlines) staff with Hytera DMR Radios in King Abdulaziz International Airport in Jeddah are serving the passengers and pilgrims. Hytera DMR Trunking System has been adopted by SAUDIA since 2014.

A security officer with a Sepura STP9000 TETRA Portable radio overseeing the pilgrims walking counter-clockwise around the Kaaba. Sepura has provided more than 100,000 pcs of TETRA terminals to the Ministry of Interior in KSA since 2014.





Hytera Supports the Flood Relief and Recovery Works in Henan Province

Heroic rescue! Record rainstorms have wreaked havoc in central China's Henan Province, inflicting heavy losses. Rescue teams including police officers, Blue Sky Rescue team members and others carry children and victims behind their back to help them relocate from flood-hit areas.

According to the news reports, the rescue teams from Jiangsu Province, Jiangxi Province and Shanxi Province were all equipped with Hytera devices for quick and stable communication under the hard and dangerous situation. Besides, Hytera also offered large amount of donations to Henan Provincial Emergency Department and Xinxiang to support the disaster relief.





HMF Sets Up an Insect Hotel On the Company Premises

HMF GOES GREEN - that is the slogan of an employee initiative that has set itself the goal of making HMF working life more sustainable. In this context, the idea was born to set up an insect hotel on the company premises as a nesting and hibernation aid. By providing a suitable habitat for beneficial insects, HMF employees want to contribute to preventing insect mortality. Appropriate insect food sources are also provided. A large part of the meadow orchard on the company site remains natural. Flowers, grasses, and herbs are deliberately allowed to grow there as they like - this not only pleases the insects, but also looks beautiful.



City Cycling Campaign: HMF Cyclists Ride About 5,000 Kilometers for A Good Climate

In June, a team from HMF took part in the nationwide campaign "Stadtradeln für ein gutes Klima" (City Cycling for a Good Climate): The aim of the campaign was to cycle as many everyday journeys as possible in a climate-friendly way for 21 days. Every kilometer had counted, for example the way to work or to the shops, visiting friends, etc. - especially if these distances would normally be covered by car. The goal of the campaign was to save CO2 and help the climate by avoiding traffic, exhaust fumes and noise. Team HMF covered a total of 5,502.9 kilometers in the three weeks of the campaign! Top runner Dominik Vatovic, Development Engineer at HMF, even cracked the 1,000 km mark! A total of 14 participants collected their kilometers for the team and the majority of them even collected several hundred kilometers on their individual accounts alone. Team HMF has thus saved a total of 808.9 kg of CO2 by swapping cars for bicycles.



Hytera Becomes an Official Charity and Communications Partner for Blue Light Cycle Club

Hytera Europe is delighted to be an official charity and communication partner for Blue Light Cycle Club. This charity supports the health and wellbeing of Emergency Services, NHS & police officers through cycling. Hytera also understand the needs of members whilst cycling. Their industry leading technology and equipment will be supplied to the club to support organized events, be it on the rolling roads or the isolated tracks of the UK's countryside. This will allow members to have confidence and security whilst gaining all the benefits of the outdoors and the fun of the bike.





Sepura Celebrates Cambridge News Large Business Award

The Cambridge News Large Business Award was handed to Sepura at an online event on 25th March, and saw Sepura recognised for stellar achievements in the past 18 months, including large fleet radio sales to the Metropolitan Police, Norfolk and Suffolk Constabularies and emergency services in Brazil, Sweden, Norway, Belgium and the Netherlands, amongst many others. Sepura has a customer-focused approach to providing solutions, including close collaboration on radio design to ensure constant engagement in product development. Joe McHugh, HR Director at Sepura added: "I want to dedicate the Cambridge News Large Business of the Year Award to our employees here in Cambridge and around the world who have all worked tirelessly to make Sepura a global leader in critical communications." Sepura's Business Excellence Award reflected the company's success in selling a record number of TETRA radios to public safety organizations around the world.



Sepura Celebrates Investor in People Silver Accreditation

Following its latest assessment with Investors in People (IiP), Sepura is delighted to achieve the 'We Invest in People Silver Accreditation' – a rating that only 20% of companies assessed succeed in achieving. The accreditation is confirmation from Investors in People that Sepura has the right principles in place to manage its internal policies, but also that employees, team leaders and management are actively working to ensure consistency across the business, with the benefits being felt by the entire workforce.

"Our people are the reason for our continuing success, and the hard work we have undertaken to create a culture of bringing our people together productively are reflected in this award. We are investing heavily in our R&D teams to bring our next generation LTE products to the critical communications market as well as building our commercial and business teams to support future growth. IiP Silver accreditation is further proof that Sepura is the right place for highly skilled software and hardware developers and business specialists, to come to work and develop their careers. Sepura is a place where every employee can make a real difference in supporting our customers at the forefront of public safety, and to build the critical communication devices of the future." Steve Barber, CEO of Sepura said.



Norsat's Team Delivers the Products Specifically Design and Altered To Cater The Customer Needs

Recently, Norsat had a customer who had finalized an order. As productions were underway the customer decided to add a GPS Enabled feature that was not included in their initial order. Norsat's team went above and beyond to accommodate our customer. They successfully delivered the products specifically design and altered to cater the customer needs and requirements. The teams that worked to resolved this issue were Projects, Customer Support and Engineering. The parties include Deborah Yeh, Rodrigo Aguilar, Behzad Sichani, Edward Ngo and Chris Whitehead.



Norsat's Team Helps Customers with Product Problem Solving

A customer from Norsat ordered two sample units but had some troubles with the units when received the products. They returned it for troubleshooting. Norsat team examined the issues and provided a detailed report back to the customer. The customer was so satisfied with their analysis and test result, that they ordered 30 more units.



This is another great example of teamwork, patience and customer service dedication. The team that worked to resolved this issue were Customer Support, Engineering and Sales team. The involving parties includes Steven Liu, Michael Schefter, Glen Dwornik, Jingkun Zeng, and Aaron Titus.

Norsat Delivers Gifts for New Hires

As part of our on-boarding experience for new hires, Norsat offers a welcome pack which consists of Company swags items such as, Satellite USB, Ninja Card, Customized Pen & Notebook.



Sinclair Supports Customers More Than Delivering Equipment

System integrators frequently choose Sinclair Technologies to supply reliable, high-performance antennas, filters, and combining systems. Sinclair's customers (and their customers, the end-users) recognize them as a trustworthy and experienced supplier of antennas and RF signal conditioning products. In most cases, their role ends when customers receive the equipment, but sometimes involvement extends beyond that.



Sinclair Helps Customers Resolve an Installation Issue

Recently, Sinclair helped the customer in the USA resolve a problem related to installation issues caused by their contractor. The Engineering team investigated the matter and went above and beyond to locate the root cause of the problem successfully. It turned out that the Sinclair system has always been performing well, and the problem was actually due to a wrong cable connection in the base station setup.





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