



MOTOTRBO™ CAPACITY MAX

FREQUENTLY ASKED QUESTIONS

Q: WHAT IS CAPACITY MAX?

A: Capacity Max is a next-generation DMR trunking solution for the MOTOTRBO digital two way radio platform. It builds on our years of experience of DMR trunking to deliver significant advances in capacity, performance and manageability. It is also compliant with the DMR Tier III mode of operation.

Q: WHY ARE YOU INTRODUCING IT? WHAT UNIQUE VALUE DOES IT ADD?

A: Since the introduction of our earlier MOTOTRBO trunking solutions, there have been significant advances in technology and industry standards. We are taking this opportunity to invest in a new system solution to build the capabilities of the MOTOTRBO platform.

Q: WHERE DOES IT FIT IN THE MOTOTRBO PORTFOLIO?

A: Capacity Max is designed to fit into the portfolio above Linked Capacity Plus and below Connect Plus. It delivers increased capacity and functionality over Linked Capacity Plus, but does not have the full feature set of Connect Plus.

Q: IS IT A REPLACEMENT FOR CONNECT PLUS?

A: Capacity Max will be an attractive alternative for some of the smaller configurations of Connect Plus, and it is anticipated that some customers will prefer Capacity Max to Connect Plus. However, it is not a complete replacement (for example, 250-site capability is not supported). We will continue to develop and support Connect Plus going forward.

Q: IS IT A REPLACEMENT FOR TETRA SMALL SYSTEMS?

A: No. TETRA technology is distinct from DMR technology, and offers a number of advantages – particularly in mission-critical applications. For example, TETRA has better data performance, mobility and security.

Q: WILL IT EVER SUPPORT MORE THAN 15 SITES?

A: Future expansion of Capacity Max is under consideration: the system architecture has been designed to accommodate expansion if required. If you or your customer has a need for a larger system, please contact your Channel Account Manager.

Q: WHAT ARE THE PERFORMANCE ADVANTAGES?

A: As we were designing this new system type, we took the opportunity to improve basic performance parameters. Capacity Max has faster system access time, improved late entry and better roaming performance.

Q: WHAT ARE THE ADVANTAGES FOR CHANNEL PARTNERS?

A: Capacity Max incorporates comprehensive management and optimization capabilities, making it more attractive for Channel Partners to deploy, whether as a sold system or a partner-operated service.

Q: WHEN DOES IT START TO SHIP?

A: The first systems will ship in Q2 2016. Orders will be accepted from Q1 2016.

Q: PRICING: HOW DOES IT COMPARE TO THE OTHER SYSTEMS? WHEN WILL IT BE PUBLISHED?

A: System pricing is highly dependent on configuration and scale. In general, Capacity Max will be priced between Linked Capacity Plus and Connect Plus systems.



Q: WHAT FINANCE OPTIONS ARE AVAILABLE?

A: All standard finance routes are available.

Q: WILL THERE BE PROMOTIONAL PRICING ON DEMO SYSTEMS?

A: There are no plans for promotional pricing on demo systems.

Q: IS THERE DIFFERENTIAL PRICING IF I'M UPGRADING TO CAPACITY MAX FROM ANOTHER SYSTEM?

A: Yes. Upgrading radios or repeaters from (for example) Capacity Plus to Capacity Max will cost less than the full Capacity Max license.

Q: DOES CAPACITY MAX HAVE APPLICATIONS?

A: Applications providers are currently working on porting their products to Capacity Max. They will be able to advise you if you need to update software or hardware as you migrate to Capacity Max.

Q: DO I NEED TO USE THIS PARTICULAR PLATFORM FOR THE CAPACITY MAX SYSTEM SERVER? CAN A CUSTOMER USE THEIR OWN HARDWARE?

A: Customers must use the standard Capacity Max server platform: it has been rigorously tested to work reliably with the system software.

Q: WHEN WILL WAVE BE AVAILABLE FOR CAPACITY MAX?

A: WAVE is currently scheduled for Capacity Max Release 2. If you or your customer has an urgent need for WAVE functionality, please contact your Channel Account Manager.

Q: CAN WE PURCHASE A PRE-INTEGRATED CAPACITY MAX SYSTEM?

A: Yes. We encourage all partners to use Motorola's pre-integration services – particularly for a new and sophisticated system like Capacity Max.

Q: WHAT DEMOS ARE AVAILABLE TO SUPPORT CUSTOMER ENGAGEMENT? IS THERE PREFERENTIAL PRICING ON A DEMO SYSTEM? WHERE CAN WE SEE DEMOS?

A: We will provide videos and demo scripts to help you to demonstrate the value of Capacity Max to your customers. If you need to schedule a demonstration at the Motorola Innovation Center, please contact your Channel Account Manager.

Q: IS CAPACITY MAX CERTIFIED FOR DMR TIER III? CAN WE GET A COPY OF THE CERTIFICATE?

A: Capacity Max is compliant with DMR Tier III mode of operation, but has not yet been certified. Certification will be published on the [DMR webpage](#) as soon as it is available.

Q: WILL MOTOTRBO RADIOS ALSO BE COMPLIANT WITH DMR TIER III?

A: Yes. With system release 2.5A (Q2 2016), you will be able to configure MOTOTRBO radios for DMR Tier III mode of operation. This gives you the opportunity to sell MOTOTRBO to customers who have already deployed a 3rd-party solution.

Q: WHAT IS THE LICENSING SCHEME?

A: Licenses will be required for radios, repeaters and system servers, and will be different for different modes of operation. For full details, please consult the launch presentation.

FOR FURTHER INFORMATION ON CAPACITY MAX, PLEASE CONTACT YOUR CHANNEL ACCOUNT MANAGER.