

Replacing your land mobile radio (LMR) system is an important task. After all, choosing the wrong LMR system could have detrimental consequences for your organization and the community.

When choosing a new LMR system, you have many choices to make, including the right technology for your organization and whether a proprietary or open system is the best fit. But most importantly, you're looking for a solution that will help you overcome your biggest communications challenges, including:

- Costly upgrades to your existing system
- A lack of coverage when you're in the field
- Your system not being available when necessary

If you're facing obstacles with your current LMR system, consider these three strategies for overcoming them:

## Strategy #1: Use An Open Platform

An open platform is based on open standards developed by one of the international accredited standardization organizations, such as the European Telecommunications Standards Institute (ETSI) and the Telecommunications Industry Association (TIA).

When LMR technology is based on open standards, you benefit from greater flexibility, more features, lower prices and more options to choose from.

On the other hand, closed platforms create many obstacles for organizations, including higher costs, lack of innovation and minimal features. Also, when manufacturers decide to stop supporting the technology, you have to buy a new system.

With an open system, you choose between multiple suppliers that support your technology. So, if one company stops supporting your LMR system, you can easily transition to a new company without having to purchase new equipment.

## Strategy #2: Choose A Solution That Provides Adaptability

Traditionally, when you buy an LMR system, you'll also need to buy add-on features and additional boxes to support your organization's needs. Plus, you'll incur more costs if your needs change over time.

Look for an LMR system on a software-defined platform. Instead of having multiple boxes, you can buy one box that allows you to switch between FM, P25 or DMR technologies by simply changing the software.

For example, if you're a municipality supporting multiple sectors such as the police department, fire department and utilities company, each organization is able to use its preferred technology on the same system. This saves you money because you can have different groups each with their own channel, but you only need to buy one LMR system.

## Strategy #3: Ensure Reliability And Resiliency, Especially In Critical Situations

A mission-critical event can happen at a moment's notice, and you need an LMR system that's reliable every single time. You simply can't afford poor coverage, breaks in communication or low audio quality when lives are on the line.

It's important that your LMR system is both reliable and resilient. Look for a system with failover, meaning that if one part of the system fails, backup equipment will take over.

Your LMR system should offer reliable communications 24/7 to ensure you're always able to respond to a critical event. As you start looking for new systems and technology, be sure to partner with an expert in the field that can help you choose the right solution for your organization's needs.



Leonardo is a globally recognized leader in land mobile radio (LMR). We have deployed our DMR, TETRA and P25 systems in over 50 countries around the globe, including the United States, Canada and Mexico. LMR experts design our state-of-the-art solutions to help businesses address challenges with their critical communications while ensuring security, reliability and connectivity. To learn more, visit our homepage.

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