



WIRELESS CRITICAL COMMUNICATION NETWORKS

Understanding change

OUR HISTORY

Founded in The Netherlands in 1975, Rohill played a major role in establishing the original Private Mobile Radio – or PMR – communications industry and today the company remains at the forefront of critical communications innovation. Rohill is a leader in the design and development of network infrastructure for TETRA, the world's most adopted digital non-proprietary PMR standard. Rohill continues to drive the PMR market forward as the demand increases for broadband capability and sophisticated data services.

In the 1980s, Rohill was known as a main distributor of PMR communications within The Netherlands, employing just a few people. During this period, the company developed several 5-tone signalling solutions and was actively involved in consultancy for large international manufacturers of radio communications solutions.

In the 1990s Rohill expanded with the development of analogue infrastructure systems and radios and successfully sold these solutions to customers from various vertical markets at home and to international customers. Rohill became a major player within the industry. In 2003, Rohill's TetraNode solution was officially launched. The organization expanded, focusing on the development of applications for TetraNode networks.

In 2005 Rohill became one of the first companies to introduce a TETRA application partner program. This program has now grown into a sustainable number of TETRA application partners developing specialized solutions.

Today, Rohill sells TETRA solutions all over the world through its partner network and is recognized as one of the most experienced manufacturers in the field of Mission Critical TETRA Communications.

Reliable Communications

OUR DRIVE

The development, delivery and support of critical communications systems are highly specialized skills. Over the years, Rohill has proven to be one of the world's leading companies in this field. Rohill is proud to be chosen by many partners and end users to be their supplier of professional mobile communications systems for mission-critical operations.

Any organization, any team, any user is only as effective as the reliability of its communications service. Voice & Data must be delivered at all times and users need to be sure that they can connect – at any time, in any situation and at any place. Rohill understands that all its customers demand maximum reliability and maximum availability against low operational costs.

At Rohill we are proud that our solutions have a globally proven reputation as the trusted platform for secure and reliable radio communications. That's what Rohill delivers now and will continue to deliver in the future.

Mission Critical Communication Systems

OUR FOCUS

Rohill focuses its expertise to develop and market innovative Mission Critical Communication Systems for a wide range of vertical markets in order to serve and protect both the end user in their daily operations, and the wider environment. As a world leader in TETRA Communications systems, Rohill is committed providing its customers with the highest quality products and sustainable solutions.

Rohill strives to develop and maintain long-term relationships with partners and customers, working together to develop solutions that use cutting edge technology now and in the future for a wide range of vertical markets:

- Public Safety & Security
- Oil & Gas
- Public Transport
- Seaports & Airports
- Municipalities
- Industry
- Military
- Utilities

Understanding change

OUR HISTORY

Excellence in Innovation

OUR STRATEGY

Commitment to excellence is a cornerstone of the Rohill culture and stretches beyond research and development (R&D) resulting in a comprehensive and innovative product portfolio. Focus arises from international partners and customers and the ever-changing needs and methods of communications that continuously challenge Rohill to design enhanced mission-critical products, solutions and services. Rohill systematically grows its business by developing new solutions at the company's R&D facilities in Hoogeveen, The Netherlands, as well as through national and international partnerships.

Rohill's mission is to drive its business forward through a combination of outstanding development, high quality products and innovative market solutions. This strategy reflects both customers' needs and Rohill's expertise. Highly skilled employees are experienced teams building an increasing portfolio of solutions, being delivered through carefully selected partners around the world.

Today, Rohill ranks among the top manufacturers of Mission Critical TETRA Communications systems and is determined to keep improving its position.

From Idea to Success

OUR COMPETITIVE EDGE

Rohill understands that its customers make the difference. Customer relationships enable innovative product development to be centred on customers' specific needs. Rohill's development team carefully looks at every detail of the solutions and examines how customers use the TetraNode family of products. The R&D specialists not only develop new products, they also look for ways to improve existing solutions and expand to new features and applications.

Beyond its own expertise, Rohill works closely with a network of third party application partners that develops new and innovative solutions for the TetraNode communications systems. This cooperation helps Rohill keep its position as the most innovative and flexible market player in the field of Mission Critical TETRA communications.

Through strategic partnerships, Rohill remains at the forefront of innovative development for Mission Critical voice and data communication solutions. Rohill translates its competitive advantage into solutions that offer customers secure and reliable communications.

State of the art TETRA Communications

OUR CONTRIBUTION

With the increasing attention to safety and security around the world, Rohill's contribution is to develop highly efficient and reliable Mission Critical Communications systems that can meet the demands of the international market. The innovative solutions, which are already in use worldwide, are designed to operate 24/7 and to support end users in their communications needs. All Rohill's communication systems improve safety and security, significantly reduce operating costs, are environmentally friendly and designed to adopt additional technologies both today and in the future.

Excellence in Innovation

OUR STRATEGY

OUR SOLUTIONS

Developing new, and continuously improving existing products, is what drives Rohill's business. Rohill offers a product portfolio that is based on soft-switch technology carried on COTS (Commercial Off The Shelf) equipment, thus providing reliable and proven technology using a Linux operating system.

Rohill's solutions are scalable, enabling capability and performance to be tailored to individual customer requirements and are built around the Rohill TetraNode solution. The result is that only a minimum number of hardware components are necessary, providing better reliability, easier and faster installation and configuration. Less spares are needed resulting in the reduction of costs during the whole lifecycle of the network.

The Rohill TetraNode switching platform not only supports the TETRA air interface, but also provides seamless integration with MPT 1327 or conventional analogue base stations. Rohill has proven that migration from existing radio networks to TETRA is possible with the various interfaces available within the TetraNode solution.

TetraNode offers a wide range of critical communications solutions to suit every end-user need, from a small rapid deployment system that can be fully operational within three minutes after installation, up to regional and countrywide networks. All Rohill products are designed to maintain the integrity of the TETRA standard at all times.

The different TetraNode switching platforms have different performance features from entry level to high end with full redundancy, providing solutions for many different markets where mission critical communication is crucial. Depending on available budget, space or time, small networks can be implemented, and expanded step by step.



TetraNode Ultra Lite

TetraNode Ultra Lite is a future proof, Plug and Play, compact self-contained solution for stand-alone small TETRA networks expandable up to eight carriers across up to six base station sites. Ultra Lite has a superior RF design and is equipped with an embedded site controller running the same TetraNode software as the Industrial and High-End TetraNode solutions.

Every Ultra Lite system can be integrated into a networked solution at a later point in time. No investment is lost!

TetraNode Mobile

Within minutes of a major incident such as an earthquake, explosion or train crash, a mission-critical network must be available locally to help organize, plan and implement the best strategy for saving lives and vital infrastructure.

To meet these challenges and more, Rohill has developed TetraNode Mobile, a modular, rapid deployment system. The system can even be manufactured according to the MIL (Military) standard. TetraNode Mobile is a lightweight small transportable cube utilising a shock-absorbent enclosure. The system can be used to set up a temporary command & control room at any physical location or inside a mobile shelter and can be operational in minutes!

The TetraNode Mobile configuration's integrated base station offers high sensitivity for increased range and can be equipped with integrated Voice-data Logging and offers interfaces for telephony gateways such as PABX, PSTN, GSM and satellite (Iridium).

Each TetraNode Mobile system operates independently, however the simplicity to expand the system with additional cubes can be regarded as a breakthrough. Further cubes can be deployed as remote sites or to create a "network of networks", with virtually unlimited expansion capability.

TetraNode Industrial

The TetraNode Industrial platform uses COTS hardware, offering additional protection for stringent dust, humidity and temperature range requirements, and has been specifically developed for medium-sized, high-availability TETRA networks.

TetraNode Industrial supports Multi air Interface capabilities, and offers simple but powerful redundancy concepts.

The capacity per TetraNode eXchange can be extended up to 24 base station sites with a maximum of 64 carriers, with a wide range of telephony, dispatching and network management options. Multiple eXchanges can be networked to create large scale "network of networks".

TetraNode High End

By adding the TetraNode High-End system to its TetraNode product line, Rohill has extended its switching platform capabilities to a new level of performance for the most demanding applications, offering a truly open-standards based, no-single-point-of-failure platform.

The High End system is built on a robust Telecommunications Computing Architecture that offers all the functionalities of its Industrial member of the family. Additionally it adds redundancy within a single enclosure, intelligent power management and the very latest computer technologies in order to achieve carrier-grade availability and performance.

The capacity per TetraNode eXchange is further extended to 48 base station sites with a maximum of 128 carriers. Multiple eXchanges can be networked to create large scale "network of networks".

TETRA Voice and Data Communications

OUR SOLUTIONS

Global Reach

OUR PARTNER NETWORK

Rohill recognizes the importance of building strong international relationships and that business is built on trust, reliability and quality.

Over the years Rohill has built strong international partnerships and is proud of having delivered hundreds of systems around the world used in a variety of market sectors. This approach provides a worldwide presence while maintaining flexibility.

Our distribution & Integration partners

Rohill uses its Distribution Partner Program to ensure delivery of high quality communication products any time and at any place in the world through a selected number of the highest quality experienced distribution partners. Rohill maintains strong relationships with a large number of Integrators skilled in the deployment of the Rohill portfolio through all vertical markets where mission critical communications is key.

All Rohill's partners are specialists. They are well-known and well-established companies and are able to offer Rohill's products to the end users with the best possible support and understanding. In order for partners to be successful Rohill actively supports their efforts with market development, pre- and post-sales support, technical assistance, and much more.

Our Strategic Alliances

In addition, Rohill has established an extensive network of strategic alliances that enables Rohill's expertise to combine with the innovative technology and expertise of these partners in order to meet the expectations of today's world. This results in a market approach whereby focus on new markets and investing in complementary technologies are key.

Milestones of Success

OUR ACHIEVEMENTS

In the last 10 years, the company has successfully grown to become a world leader in Mission Critical TETRA Communications systems.

- 1975** Two way radio distribution for Benelux
- 1983** Consultancy development of two way radio manufacturers like large international manufacturers of radio communication solutions
- 1988** Development of fully digital MPT 1327 trunked radio infrastructure MPT hand portable and mobile
- 1996** Focus and specializing on infrastructure only
- 1998** First development of TETRA infrastructure
- 2000** Major order for MPT trunked radio networks for Chinese public safety
- 2003** Introduction of TetraNode as 3rd generation, mission-critical infrastructure
- 2005** First sales of IP based ruggedized military solution
- 2007** First Multi Air-Interface system delivered in Africa
- 2009** First delivery of a transcontinental TETRA System connecting Europe and Asia
- 2009** European Union award for innovations in Energy savings
- 2010** Delivering Mission Critical TETRA system for Highway Security

Global Reach

OUR PARTNER NETWORK

Ever changing world

THE FUTURE

Rohill believes that technology will change faster in the next five years than at any time in the past. That is why Rohill continuously invests in technology development and in partnerships. Rohill recognizes that it is important to maintain a full awareness and understanding of changing market needs and to adapt its product and services portfolio to these changes. Rohill also believes that for the future each and every user of mission critical communications systems should be able to communicate, anywhere at any time through any available network without interruption of services. This will mean that new upcoming technologies like LTE will be used to combine the best of worlds, Voice and Data for mission critical usage, or that other upcoming not yet defined technologies will prevail.

Over the years Rohill has proven to be reliable, innovative and flexible in its market approach. This makes Rohill so different!

How to contact Rohill

www.rohill.com/contact

Rohill in a

NUTSHELL

- Established in 1975
- Privately owned
- Strong expertise in the development and supply of Mission Critical (TETRA) Communication systems
- Provider of cutting-edge, innovative communication solutions
- Focus on highly reliable soft switching technology
- Using COTS equipment to reduce total cost of ownership
- All technology developed in-house and fully owned
- All solutions based on IP and open hardware & software architecture
- Highly experienced, flexible and dedicated employees
- State-of-the-art R&D facility in Hoogeveen (Netherlands)
- Global network of highly skilled partners and strategic alliances
- Strong service and customer support combined with global know-how
- European quality – Rohill is ISO 9001 certified by DNV (Det Norske Veritas)
- Future proof through continuous market evaluation
- Member of the TETRA Association
- Supporting the environment and protecting you



Ever changing world

THE FUTURE

TetraNode
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