



MOTOTRBO® Extends Coverage throughout 700,000 sq. ft. Power Plant



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– Director of sales, Motorola authorized channel partner

Organizations that provide solutions to large industrial companies must ensure that their project teams working at the customer’s site have the right tools to communicate while scattered throughout the customer’s often immense facility. For a global provider of energy services solutions for the oil and gas industry, the choice was simple – MOTOTRBO® digital two-way radios.

The growing global demand for cost effective energy has required aging power plants to look for ways to reduce costs while maintaining peak efficiency. While this creates opportunities for suppliers who provide solutions to power companies, it also requires that those solutions are implemented as cost effectively and efficiently as possible by highly productive work teams.

One of those suppliers, a division of a large global technology company, designs and implements energy services and products that enhance the performance of gas turbines, generators, and control systems. Working on a special project for one of their customers, a regional power plant, the supplier’s engineers were spending the majority of their time on site and experienced difficulty communicating throughout the 700,000 square foot plant with their existing analog two-way radios. In addition, numerous ‘dead spots’ as well as difficulty hearing voice transmissions in the extremely noisy plant environment created even greater challenges.

The supplier’s project manager wanted to improve communications between the members of his on-site work team and began looking for a better solution.

“He called and told me they were using analog radios but weren’t getting the coverage they needed, even with repeaters,” says the local authorized Motorola channel partner’s director of sales. “They wanted to get away from having to drag repeaters back and forth to the job site to get that extra coverage and also needed a radio that would give them crisper audio quality.”

Products

- MOTOTRBO™ 6550 portable radios

Partners

- Radio One, Inc.

Benefits

- Greater range
- Increased capacity
- Improved audio clarity
- Easy migration to digital



“MOTOTRBO sells itself. My customer has increased his range and coverage, the audio clarity is extremely useful in the noisy power plant, and the radios are submersible and intrinsically safe.”

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Greater range and improved audio clarity

The channel partner worked with the project manager to understand how his team was using the radios, identify any other challenges they needed to address and then proposed Motorola's line of MOTOTRBO digital radios. MOTOTRBO combines exceptional two-way radio functionality with digital technology to deliver increased capability and spectral efficiency, integrated data applications and enhanced voice communications.

With a goal of improving workforce productivity and operational effectiveness, MOTOTRBO radios would enable the project manager's engineering team to communicate with and provide information to each other anywhere throughout the power plant – an especially important function for mobile work teams who need to move about the location to accomplish their jobs.

“Because the MOTOTRBO digital radios provide greater range, the engineers would no longer have to take repeaters with them to the job site,” says the channel partner. “And the noise suppression and digital voice processing feature of the radio reduces the noise in the caller's environment, which is extremely critical in a working power plant.”

Backward-forward compatibility and increased capacity

The project manager purchased MOTOTRBO 6550 radios, which enabled greater operational efficiency as well as delivered improved spectrum efficiency compared to analog radios by doubling channel capacity. MOTOTRBO's spectrum efficiency supports more users and enables more information to be transmitted on a single licensed 12.5 kHz channel.

The MOTOTRBO radios also include the capability to communicate with the company's existing analog radios, providing an easy and cost effective migration from analog to digital. MOTOTRBO's backward-and forward-compatible platform facilitates this migration, providing both analog and digital operation modes, enabling the customer to access the benefits of digital without having to replace their current analog infrastructure.

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Looking ahead

With the new MOTOTRBO 6550s with integrated voice and data capability, the supplier can opt to integrate advanced applications such as text messaging and GPS location tracking applications as the need arises.

Useful in noisy environments where voice communication is not possible or private communications are required, text messaging can be sent from unit-to-unit, unit-to-group, between radios, between radios and dispatch systems, between radios and IP addressable devices, and to remote PC clients attached to radios.

MOTOTRBO Location Services with GPS location tracking will allow the supplier to track both people and assets, such as vehicles. Using a GPS client and receiver integrated within both the portable and mobile radios, plus MOTOTRBO Location Services computer software, the radio offers the benefits of location tracking with no monthly fees or cumbersome external GPS devices to install and maintain.

In the project manager's own words, “MOTOTRBO is the best communications device we've ever worked with.”

For more information on how MOTOTRBO radios can help your business, contact your Motorola authorized Channel Partner or call 1-800-367-2346.



Motorola MOTOTRBO XPR Digital Radios



MOTOROLA

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