



HELLO ALL STATIONS

PARTNER NEWS

ISSUE 4 – SEPTEMBER 2010

Dear colleagues, partners and users

This is our 4th issue of 'Hello All Stations' and a lot has happened since our first newsletter was mailed end of 2008.

The go to market model aligned with our core offering openAccess® node TAN-T on time development program have celebrated a new success this summer when Ascom delivered the latest version together with our unique power supply unit TPS R to a new end customer in a for us new continent. End of the year the TAN-T Base Product Software BPS 2.3 will be delivered as was initially planned.

Lately Ascom has also signed up two defense forces for the avalanche rescue system PULSE Barryvox while performing trials with some other customers. This operationally proven and world known product has shown great interests for Special Forces as well as more broadly in winter mountain operations.



In our Swiss home market the upgrade of the defense forces tactical telecommunication system IMFS continues. The political decision to push the fighter acquisition 4 – 5 years into the future opens up for other opportunities where we strive to be well positioned, totally aligned with our international ambitions.

ASCOM NEWS

Ascom has just presented the **half year report**, which was positively received by stakeholders. Even if we are happy with our achievements so far there is much more to come when we really get the snow ball rolling together with you as partners. Our commitment to you is 100%. We believe our offers are unique and on top of that capability is our 24/7 commitment to serve you anywhere, at any time.

PERSONAL CHANGES

The rest of the 2010 race is now in full speed. A lot of challenges are waiting as well as expectations from the market have to be fulfilled. Unfortunately Michael Stapleton, Head of Sales Defense is leaving Ascom. As Ascom focusses on the defense segment, his successor and additional international experienced defense sales managers will soon be introduced.

We will inform you about the new contact details in due time. If you have questions in the meantime please contact peter.wimmerstroem@ascom.com or call +41 79 360 1955. We thank Michael for his contribution over the years and wish him good luck in the future.

DEFENSE PRODUCT NEWS

Ascom Tactical Power Supply Unit R



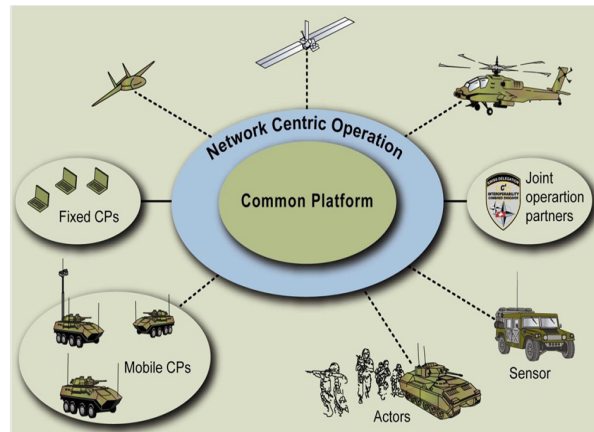
In the field of tactical communications Ascom offers a palette of useful products, such as the Tactical Power Supply Unit R (TPS R), which acts as managed power junction for communication equipment in military vehicles. The TPS R is available now as TPS R524, which provides 5 x 24 Vdc 30 A individually protected outputs with 230Vdc 50Hz mains connection. This product could recently be successfully placed to different customers.

The TPS R524 is optimized for operation of sensitive radio receivers and gets supplied by different sources such as AC mains, generator or vehicle power. An additional system battery covers peak demands and supplies uninterrupted power. Internal control circuits protect the equipment. An integrated display informs the local user of relevant data such as source voltage or load current. The TPS R524 offers five different protected connections and allows for parallel operation in order to increase the available power.

When the vehicle motor is in operation the TPS R524 feeds loads from the vehicle alternator and automatically charges the system battery. Alternatively, if the vehicle motor is not running, the TPS R524 is powered from vehicle and system batteries.

In stationary operation the TPS R524 may be powered from mains. Depending on power requirement the System battery is either used as an additional power source or is loaded via TPS R524 from mains.

Ascom openAccess® Nodes

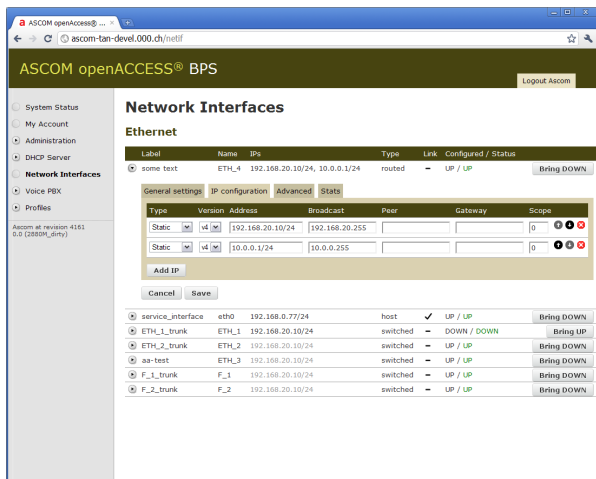


Ascom openAccess® Nodes compose a palette of multi-role All-IP access nodes that conform to relevant MIL standards. They meet requirements for NATO Radio Access Points and Interoperability Points towards external public, strategic and legacy networks. Ascom openAccess® Nodes are integrated, high density voice and data switches that:

- provide secure and scalable functionality for voice, data and imagery applications,
- best support the Network Enabled Capabilities (NEC) initiative of modern armed forces,
- provide interoperability between troops for joint and combined operations,
- fulfill the advanced requirements demanded in the combat arena and homeland security relations,
- are optimally positioned to enable a delaying of communication infrastructure and applications,
- are compliant with global industry and governmental standards for vehicle and military grade electronics,
- are customizable, scalable and future-proof and thus best protect customer's investment.

Ascom offers a palette of openAccess Node products with different form factors, optimally suited for the deployment in fixed and semi-mobile command posts down to the ruggedized combat vehicle. Current research and development at Ascom's labs will extend this palette with a new platform providing gigabit packet forwarding capability, which dramatically extends IP routing performance and thus brings openAccess ad-hoc networking capabilities towards the tactical core network. First prototypes will be available in Q1 2011, and series readiness is expected for early second half 2011.

Ascom openAccess® Base Product Software



The 'Base Product Software' (BPS) empowers the Ascom openAccess® Nodes with military grade features for voice, data and management services in a strictly a-hierarchical configuration. We now release BPS R2.2, which comes along with important features for voice and data communications such as Soft PBX services, SIP, QoS management as well as a redesigned management GUI. Our R&D engineers currently work on BPS R2.3 which will come by end 2010 with an extended palette of supported interfaces and standards.

UPCOMING EVENTS



Ascom is now in the planning for participating at next year's IDEX 2011 exhibition in Abu Dhabi, February 20 - 24, 2011.



IDEX is the largest defense exhibition in the Middle East and North Africa region and the second largest in the world. The 2011 event marks the 10th edition of the International Defence Exhibition and Conference. IDEX is expecting 900 exhibitors and 25'000 visitors.

NEW REFERENCE CASE MELEIS

The 'MELEIS' reference case is now available. The Swiss army contracted with Ascom for the development of a multi-purpose C3 communications and control system to be deployed in their Peace Support Operation Camps around the world. It is a unique and special application and makes a good sales reference on Ascom capabilities.

Please contact us with your ideas. We also welcome business contacts and military tenders.

Best regards

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