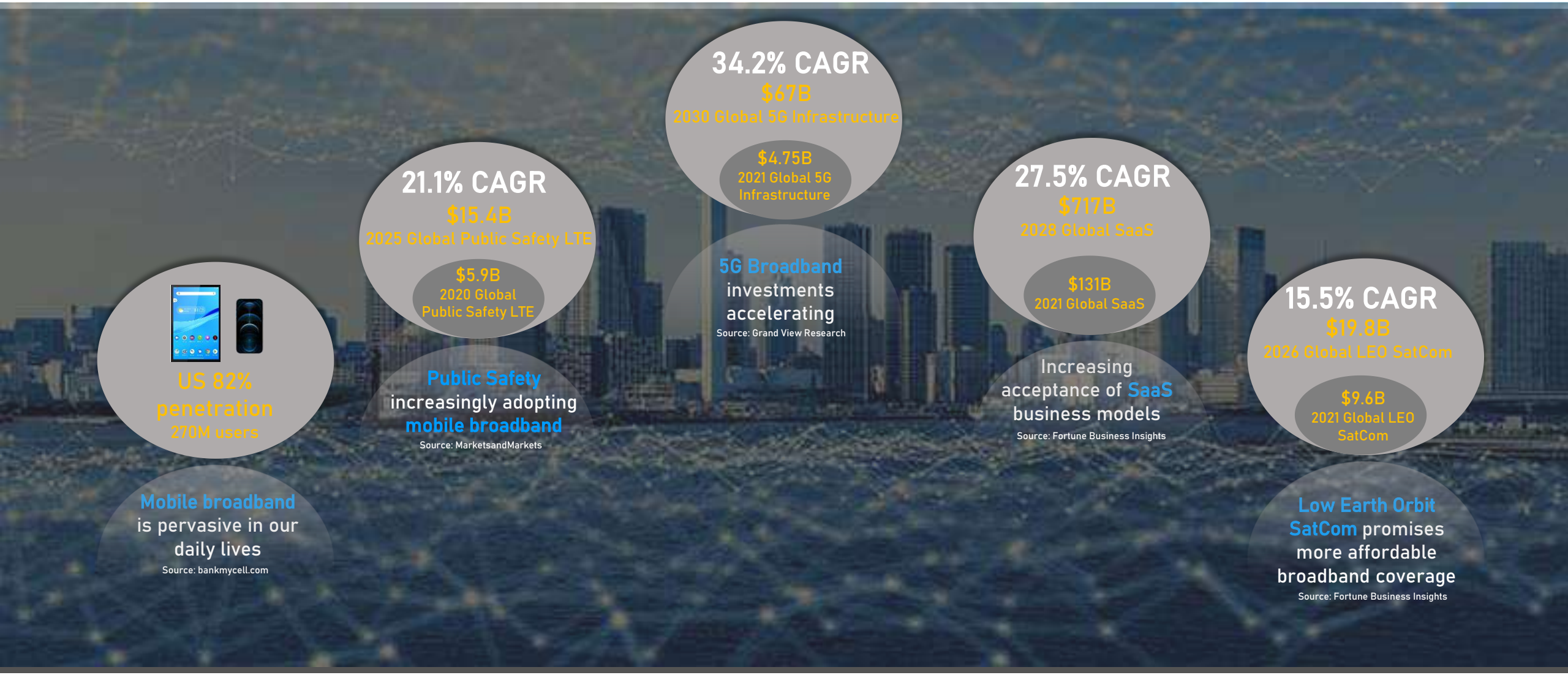
BK InteropONE Overview

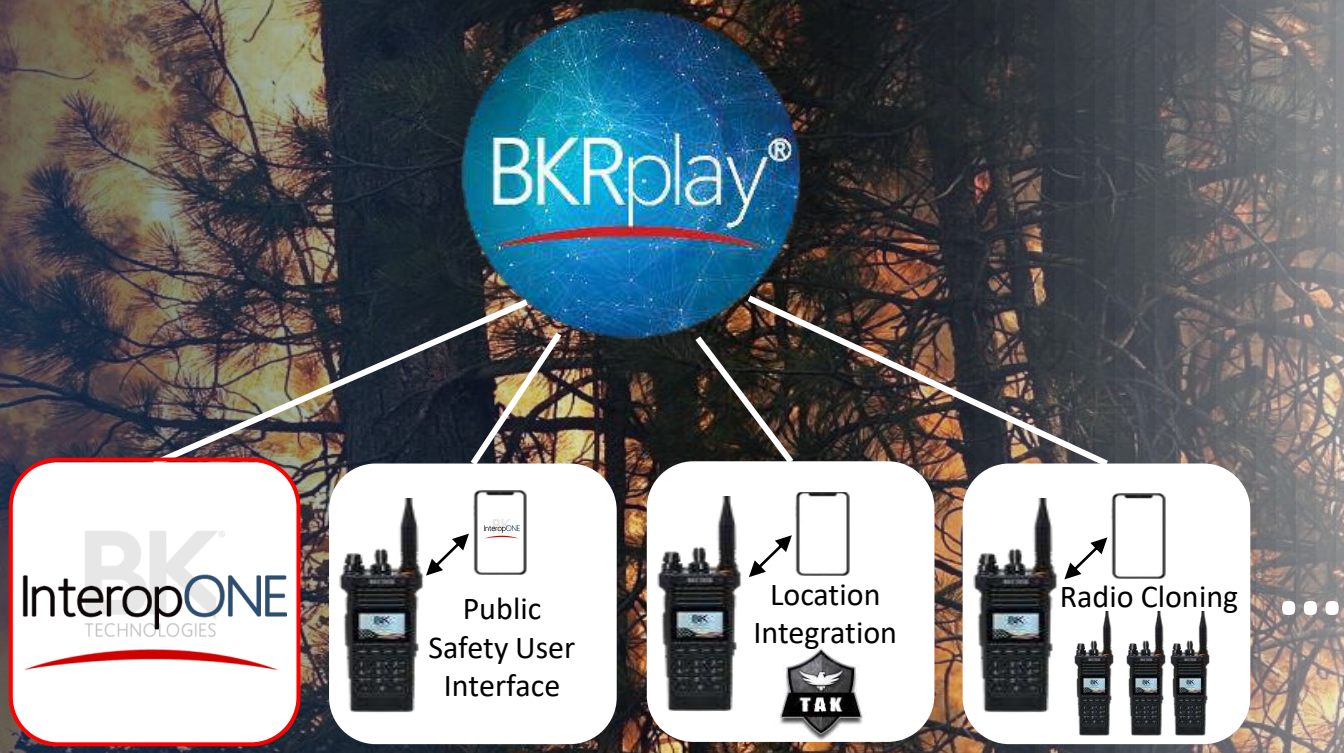
October 2022

Mobile Broadband Market Landscape

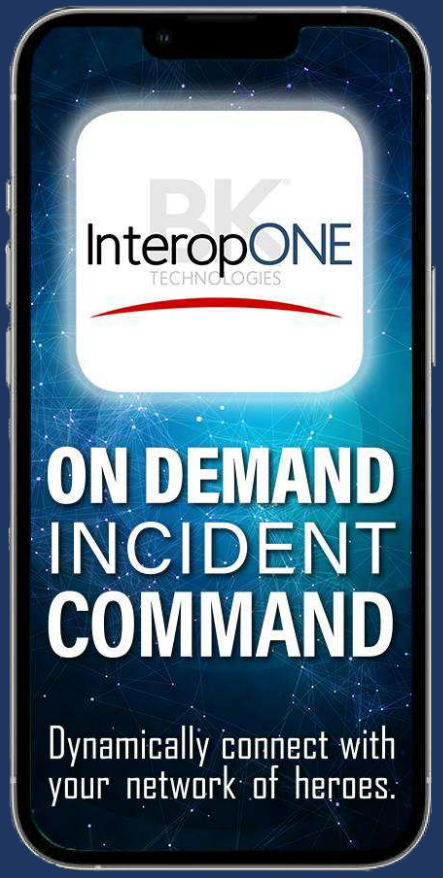


SaaS Business Strategy

- Focus on differentiation and practical solutions to market challenges
- Establish market position with InteropONE PTToC Service
- Expand to other Public Safety applications
- Enhance value of our BKR product line



Not Your Typical PTToC Service



The Push-To-Talk over Cellular (PTToC) solutions available today have fueled the integration of wireless broadband into the PTT use case, delivering increased wireless coverage and workflow productivity

But one universal challenge remains: a lack of PTToC solution interoperability

PTToC users on Solution A cannot communicate with PTToC users on Solution B without preconfigured gateways

InteropONE Solves The Interoperability Challenge

InteropONE Differentiation

FirstNet PTToC User | Verizon PTToC User | SouthernLinc PTToC User | Over The Top PTToC User | Non-PTToC User

- Create heterogenous user groups on demand
- No pre-provisioning or gateways
- Hosting agency pays for service usage with no cost to participants
- Works over any carrier network or WiFi

InteropONE is the only PTToC service that enables group communications to any smartphone user within 5 minutes

InteropONE User Types

STANDARD USER

An InteropONE subscriber with the ability to create on-demand groups containing other InteropONE subscribers within their organization.

PRIMARY USER

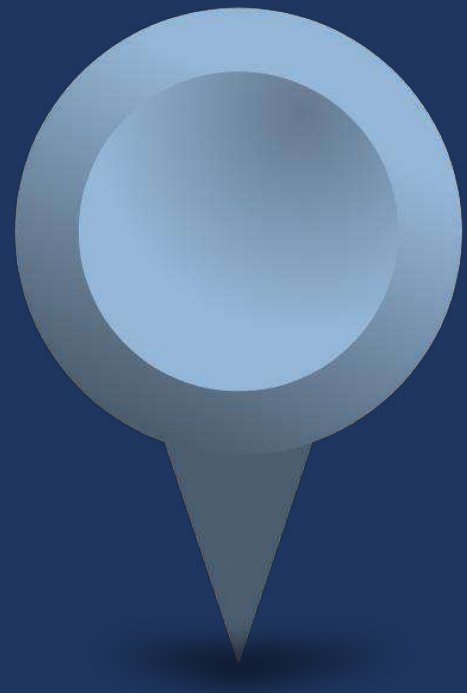
An InteropONE subscriber with standard features PLUS the ability to create on-demand groups containing at-large users (non-InteropONE subscribers).

GUEST USER

A person that is invited to participate in the management of an incident. A Guest User can be a Standard User, a Primary User, or an at-large user. At-large users must have a smartphone with an active data subscription from their cellular carrier.

Points of Interest

- Ease of use… puts **Local Control** into the hands of incident commanders and management personnel
- Secure Cloud – Azure Government
- Invite at-large guests via their phone number or email
- Application available soon on Google Play (Android), App Store (iOS), and Web
- At-large Guest Users are not charged for this service; the hosting Agency pays for their participation
- Pre-paid account with credit card, drawn down with usage



How It Works

- Agency administrator sets up Primary and Standard users as subscribers
- Hosting [Primary or Standard] User invites Guest Users to participate in group communications in support of incident; **no back-office support required**
- Invited Guest Users accept invitation and are auto-configured with InteropOne app if needed
- Hosting User clears incident upon completion

Account Setup, Fees, Billing

- Administration portal for set up of Standard and Primary users
- User fees
  - Primary User: $300 annually ($25/month)
  - Guest User: $10/incident
  - Standard User: $60 annually ($5/month)
- Pre-paid account with credit card, drawn down with usage
- We will never stop service if an account becomes overdrawn; work with customer to replenish the account
- Detailed monthly usage statement

Use Cases

- Primary Use Case: multi-agency incident response and mutual aid in planned or unplanned incidents

PUBLIC EVENTS **WILDLAND FIRES** **DISASTER RELIEF**
CRIMINAL INTELLIGENCE **MASS VIOLENCE**

…anywhere responders arrive at events from near or far, as well as between different emergency agencies

- InteropONE is **complementary** to existing LMR and PTToC solutions, not competitive; it's a simple and cost-effective tool to have in the toolbox when you need it
- Future value-add with BKR 9000/BKRplay suite of services

Roadmap: Public Safety User Interface

- InteropONE app running in the background on the smartphone
- BK radio provides familiar interface for users operating in demanding environments
  - Zones, Channels, Talkgroups
  - Volume
  - Emergency
  - Etc.
- Smartphone hardware provides the connection to the broadband network and the InteropONE server

BKT Company Proprietary

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