

Radio Scan Service

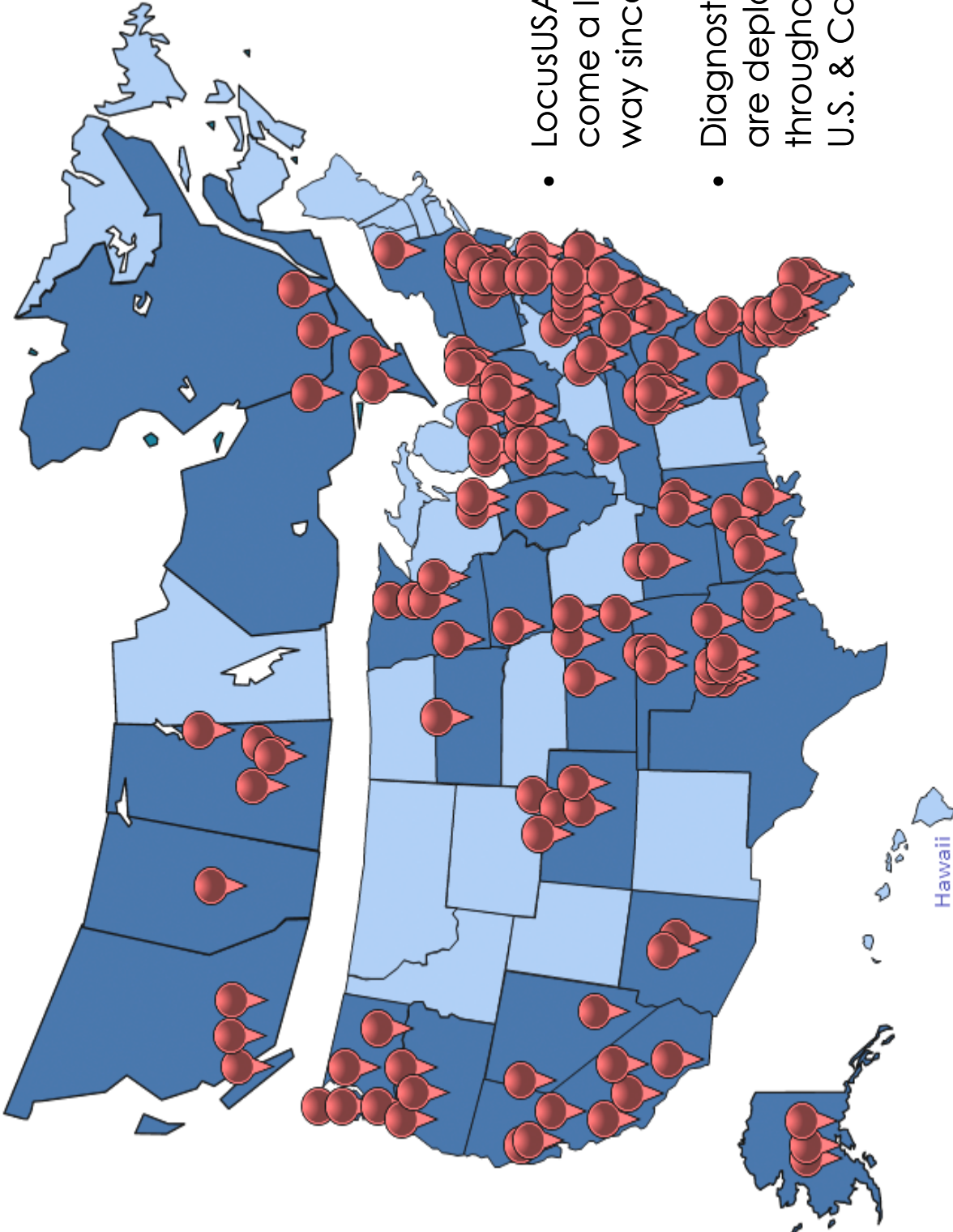


During the last 10 years, the radio service industry has lost many of their subscriber radio maintenance contracts for a variety of reasons; expense being the main one. As a result, many LMR users have adopted a reactive approach to radio maintenance of *fix it when it fails*. This approach, if prolonged, can have serious consequences for public safety personnel that rely heavily on their radios. Addressing this market opportunity LocusUSA has modeled a new concept for proactive radio maintenance.

LocusUSA proposes to offer Radio Scan Services to service providers without any equipment or installation costs. The radio scans will identify radios that are out of specification as well as radios that are within specs. Our solution is capable of capturing the frequency error of a radio before AFC is applied hence identifying all radios in need of maintenance.

The financial proposition for the service provider and the benefits to the LMR user are as follows:

- Resell the radio scan with an added margin to the customer, set up annual radio scan agreements
- LMR users receive a proactive radio maintenance program at a lower cost than the old model
- Generate new radio maintenance revenue through the identified out-of-spec radios while within spec radios can remain in the field
- LMR users mitigate liability issues due to neglected radio maintenance
- Radio systems will benefit from a better operating network since all radios are verified to be within specs



- LocusUSA has come a long way since 2010
- DiagnostX Systems are deployed throughout the U.S. & Canada