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III - End User Analysis

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Is your organization or company using or planning to deploy a LMR system?
(Percent of Respondents)

Exhibit III-2
In terms of your organization's evaluation and/or deployment of LMR solutions, which of the following are you involved in?
(Percent of Respondents)

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At what organizational level are IT purchasing decisions made?
(Percent of Respondents)

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What is your organization's principal industry sector/business?
(Percent of Respondents)

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How many total employees at your location? In the entire organization?
(Percent of Respondents)

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(Percent of Respondents)
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(Percent of Respondents)

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(Percent of Respondents)

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(Percent of Respondents)

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(Percent of Respondents)

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(Percent of Respondents)

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(Percent of Respondents)

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(Percent of Respondents)

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(Percent of Respondents)

Exhibit III-20
In your opinion, what are the top three characteristics to consider when evaluating LMR radios (mobile and/or portable)?
(Percent of Respondents)

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What type of communication is currently supported by your LMR system? What type of communication do you plan to support by 2012?
(Percent of Respondents)

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(Percent of Respondents)

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(Percent of Respondents)

Exhibit III-25
How does your organization's current installed base of radios break down by type? How do you expect that to change by 2012? (average percent of units)

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(Percent of Respondents)

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(Percent of Respondents)

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In what order did you evaluate/purchase your most recent or currently planned LMR System?
(Percent of Respondents)
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Please select the top three closest advisors in the evaluation of your company's most recent or currently planned mobile computing solution deployment?
(Percent of Respondents)

Exhibit III-30
Which trade periodicals and trade shows specifically are most important to your organizations for LMR related content?
(Percent of Respondents)

Exhibit III-31
Which of the following vendors is your organization's preferred supplier of LMR radios?
(Percent of Respondents)

Exhibit III-32
Radio Vendor Ratings
(1=Poor, 5=Excellent)

Exhibit III-33
Which of the following vendors is your organization's preferred supplier of LMR infrastructure?
(Percent of Respondents)

Exhibit III-34
Please rate LMR INFRASTRUCTURE VENDOR A on the following criteria - (1=Poor, 5=Excellent)

IV - Distribution Analysis

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Which of the following best classifies the role of your organization in LMR delivery? (Select one only)

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