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## ARGUS

### DC POWER SYSTEMS

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Contact:  
Jim Heisterweck  
Vice President of Sales USA  
jheisterweck@argus-usa.com

Address:  
Argus Technologies  
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Bellingham, WA  
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Linda Hallada, Marketing Manager  
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## MOTOROLA UNVEILS WAVE OF MOBILE HANDSETS, APPLICATIONS, EXPERIENCES FOR 2003

This week at CTIA, Motorola is showcasing a wave of new mobile experiences that leverages the strength of its 2002 portfolio while offering compelling new "must-do" experiences and "must-have" designs.

Color is on display with the large screens of Motorola's new line of mobile handsets. Ideal for displaying photos, creating custom photo screensavers or adding images to a visual caller-ID, the large color display on the Motorola V600 allows users to display their own virtual "brag book" full of friends, family and special occasions wherever they are.

Motorola V600 users can snap headshots of their new contacts for use in the visual caller-ID, meaning they'll know which "Bob" is really on the line.

Consumers can also use the model V600's advanced Bluetooth technology to share these photo memories quickly and easily.

The new Motorola E310 is designed for those who crave fun. With a color screen, downloadable games, messaging, customized ringtones and compatibility with the Motorola MP3 and FM stereo headset accessories, the product is designed to help users express themselves.

With the new color-screen Motorola C350 series, meanwhile, consumers can change the inside and outside of their phone by downloading wallpaper, ringtones and screen savers and by selecting from various shapes of exterior housings for a seemingly new phone every day.

Users can also shape their own sounds with the installed MotoMixer, making their instant DJs able to download and remix MIDI ring tones with ease.

This week, Motorola is also showcasing the world's first Java + Linux handset, the Motorola A760. The Motorola A760 combines the ideal features of a mobile phone with the capabilities of a personal digital assistant, digital camera, video player, MP3 player, speakerphone, advanced messaging, instant Internet access and Bluetooth wireless technology.

Packed into one compact device with a vivid color touch-screen, the Motorola A760 excels in information management as well as communication services, offering voice, text and entertainment services to help meet the needs of today's multi-tasking mobile consumer.

The A760 handset is designed to offer a rich end-user mobile experience based on the open-source OS. Motorola's leadership in Java technology, coupled with the Linux OS, arms mobile develop-

ers with an increased freedom to create new Java applications—from games to productivity tools—for smart devices like the A760.

Motorola's Java-applications leadership ensures that consumers have the power to add new games, advanced game levels and applications to their handsets with easy over-the-air downloads. This technology satisfies users' need to personalize their handsets with specific applications, while simultaneously providing customers an additional revenue channel.

Motorola's mobile experience for consumers is enhanced by the ever-increasing catalog of Java technology-based mobile applications developed through Motorola's newly launched MotoCoder program for developers. MotoCoder is designed to support developers and promote innovative open-standards application development.

For more information, visit [www.motorola.com/developers/wireless](http://www.motorola.com/developers/wireless).

## ARGUS TECHNOLOGIES INTRODUCES FRONT-ACCESSIBLE 'ALL-IN-ONE' WIRELESS POWER SOLUTION

Argus Technologies, a designer and manufacturer of DC power solutions for the telecommunications industry, is showcasing Vista, an "all-in-one" wireless power solution, at booth 5031.

"The Vista family is the best combination of power, efficiency and conven-

ience we can offer our customers," says Jim Heidenreich, Vice President of Sales for Argus USA.

"Vista is designed to be completely front-accessible, with distribution that provides outstanding system flexibility. Customers can expand this system incre-

mentally to meet current and future network application requirements."

The Vista boasts an industry-leading system controller with field-proven components that supply 24VDC/2000 amps of power.

### About Argus Technologies

Argus Technologies, a member of the Alpha group of companies, specializes in the design and manufacture of DC power solutions for the telecommunications industry.

Argus' product line includes

10-10,000 amp DC power systems and enclosures, wireless plants, Pathfinder rectifiers, DC to DC converters, and system controllers featuring remote and local monitoring. Service is available through a network of dedicated local centers worldwide. Argus also offers services such as EF&I, training, 24/7 technical support (on- and offline) and e-solutions.

For more information, call Sandra Monroe, Marketing Specialist, at 604-436-5900, e-mail [smonroe@argus.ca](mailto:smonroe@argus.ca), visit [www.argusdcpower.com](http://www.argusdcpower.com) or stop by booth 5031.

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**Ekahau, Inc.** is the industry leader in indoor positioning in 802.11-based local area networks. For a free 30-day evaluation copy of Ekahau Positioning Engine, please visit [www.ekahau.com/forum](http://www.ekahau.com/forum) or call 1-866-4EKAHAU.

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## ADC, VANU SHOWCASE SOFTWARE-DEFINED RADIO SOLUTION FOR WIRELESS INFRASTRUCTURE

ADC has partnered with Vanu, Inc. to demonstrate a software-defined radio (SDR) at booth 4620. This solution combines Vanu Software Radio technology with ADC's Digivance radio-over-fiber system to create an SDR solution for the wireless infrastructure.

"The adoption of flexible signal processing and RF system components results in lower capital and operating costs," says Andrew Beard, COO of Vanu, Inc. "This architecture accommodates

seamless network evolution, relying on installed radiating points to deliver a blend of current and future RF services where and when they're needed."

ADC's wireless roadmap ensures that today's architecture generates revenue now, while adapting to future demands by using base station hotels and a digital platform. Today, Digivance LRCS enables radio capacity to be centralized at a convenient location and distributed to small remote units to provide service within

buildings, cities and beyond.

This product digitally transports RF signals from base transceiver stations (BTS) to remote locations inside buildings, urban canyons or tunnels. The digital format also accommodates future technologies as they are developed and deployed to meet user demands on the network.

Vanu Software Radio uses advanced engineering techniques to implement all the signal processing for wireless communications systems in software, making it configurable and adaptable to any type of wireless platform. The software's portability allows Vanu Software Radio to quickly move the software onto new processors, taking advantage of the faster processing speeds.

As processor speed increases, the cost of Vanu Software Radio base stations

decreases. Wireless operators will no longer need to upgrade their hardware regularly in order to keep pace with newly released technologies and standards.

"Our approach places the remote transceiver at radiating points in the network, allowing all signal processing to be done at the host end," says Gary Spedaliere, Director of Wireless Products for ADC.

"The result is that with base station hotels installed today, carriers can deliver the coverage and capacity their customers demand right now. In addition, carriers can easily deploy future technologies as they become available, because the digital RF transport is in place."

For more information, visit [www.adc.com](http://www.adc.com) and [www.vanu.com](http://www.vanu.com) or stop by booth 4620.

## SOMERA DEMONSTRATES ASSET MANAGEMENT SOLUTIONS TO REDUCE OPERATIONAL COSTS

You've probably just walked through the show floor amazed at some of the new technologies. But what may be even more amazing is figuring out how you can deploy this technology when your capital budget has likely been cut by 10, 20, or even 50 percent.

Now, the question is often not how to buy new equipment but how to stretch capital budgets and get more use out of the assets already available in the network by managing them in a new way.

First, chances are you have a tremendous amount of cash tied up in

under-utilized assets and excess inventories sitting idle on your balance sheet. You can either continue to depreciate these assets or seek out channels in which to dispose of these assets.

Somera is a company with various consignment, purchase and exchange programs designed to address this very problem. By implementing one of these strategies, the financial return gained can be applied toward the purchase of equipment and services needed to run your network efficiently and cost-effectively.

Another emerging strategy is the use of redeployed equipment as part of the network management and build-out strategy. A common misnomer is that redeployed equipment is necessarily "used" or outdated. Although it is likely that the equipment has been successfully used in a previous network application, "redeployed" also refers to "new in the box" equipment that may have been acquired from surplus or unwanted equipment inventories.

When used in conjunction with new equipment, redeployed equipment can reduce the overall cost of network operations. A redeployed solution can be customized and configured to your specific requirements and tested and fully warranted to perform to original specifications. So if you're looking for a proven alternative to a new-only solution that

meets your budget and network needs, redeployed may be the answer for you.

Somera is an industry leader in supporting the asset management strategies described above. These solutions are particularly important as operators seek to reduce capital expenditures, lower operating costs and unlock under-utilized equipment assets on their balance sheet.

Somera's equipment and services offerings provide the value, quality and reliability necessary to help telecom operators address these important issues. The company has developed an impressive base of over 1,100 customers worldwide, including industry leaders from each segment of the telecommunications market.

For more information, call 805-681-3325, visit [www.somera.com](http://www.somera.com) or stop by Somera's booth.

## QUICKTEST FROM CADEX BRINGS MORE THAN 80% OF 'DEAD' CELL PHONE BATTERIES BACK TO LIFE

Batteries are blamed for most problems with cell phones. To make the customer happy, the battery is replaced—often without testing. The returned batteries are sent to the manufacturer or are discarded, but in fact, most of these presumably faulty batteries can be restored with a battery analyzer.

To this end, Cadex Electronics has developed QuickTest, a program that is capable of checking batteries in only three

minutes. QuickTest is built into the Cadex C7200 and C7400 battery analyzers, which also charge, cycle, condition and boost batteries that appear dead due to low discharge.

The Cadex C7400 battery analyzer with QuickTest provides a reliable solution for reducing battery returns. More than 80 percent of returned batteries can subsequently be repaired and returned to the customers.

The patent-pending QuickTest works

on inference technology. Multiple variables are fed to the micro controller, "fuzzified" and processed through parallel logic.

QuickTest uses battery-specific matrices that are obtained with the analyzer's trend learning process. The ability to learn lets the system adapt to new batteries in the field. The matrices are stored in the Cadex SnapLock Battery Adapters, which automatically configure the analyzer to the correct battery setting.

Battery Adapters commonly include the QuickTest matrix at time of purchase. If missing, the matrix can be added in the field by scanning a few batteries with the analyzer's Learn program.

The battery C-Codes can be copied to

other adapters, erased and reentered with a few strokes on the analyzer's keypad. The required charge level to perform QuickTest is 20-90 percent. If outside this range, the analyzer automatically applies a brief charge or discharge, and the service time is prolonged accordingly.

The two-station Cadex C7200 serves storefronts while the four-station C7400 helps with larger projects. Custom Battery Adapters are most practical for servicing common batteries or when trained staff is not available. The universal FlexArm adapter accommodates less-common packs. BatteryShop software allows the analyzer to be controlled from a PC and permits the storage of test results.

### Global Locate (continued from Page 1)

Right now, Europe and much of Asia, including China, are ahead of North America in recognizing the potential and in implementing LBS to a broad audience. In North America, carriers have been understandably slower to make precise positioning a fundamental proposition in their premium service offerings due to their focus on mandatory E911 deployments. But with help from us, they are moving toward a higher-ROI simultaneous-service model now.

**WDN:** What kinds of services are leading this move?

**RL:** Various tiers of service can be implemented now. At the lower end, basic consumer-oriented capabilities like Friend Finder are proven. There are also more advanced fast-update solutions such as personal navigation coming in at the higher end of the service model.

These upper-tier, high-update rate services can incorporate maps and pictograms capable of resolving to a very

fine scale, thanks to the powerful MMS platforms now being deployed by carriers. They enable the advanced vehicle navigation systems and similar services now actively sought by consumers, a process that emerged first in Japan and then in some European locations and is now migrating to North America.

One system now being tested in Sweden provides an exciting example of what is coming: it allows basic location tracking using an iPAC that is very conserving of network bandwidth by using map pictograms. This solution is in early testing, but it has been able to take users within 50 meters of their target location starting many miles away. It is very impressive, and not far from commercialization.

**WDN:** Are costs coming down to enable a ubiquitous market?

**RL:** This situation resembles classic Moore's Law in the semiconductor industry, in that more and more can be delivered for less. Five years ago, for example, the global positioning service capability contemplated today could

have cost in the range of \$150 per handset, which rendered it cost-ineffective except perhaps in very high-end communications devices.

Until recently, there has been positioning technology fragmentation that fenced in the industry's application developers, who could not project large-volume launch or demand—too many variations and incompatibilities leaving too much risk. This resulted in deferred product development and artificially raised cost.

Now that the marketplace has adopted A-GPS as the de facto standard, we feel confident in forecasting rapid uptake and application alignment to the needs of a high-demand, ubiquitous market.

**WDN:** What are the costs now?

**RL:** Today, that original \$150 per set cost has moved down to the level of a few dollars, below ten percent of the 1999 cost. Global Locate provides both high-tier with fast update solutions for navigation and inexpensive solutions for broad consumer marketable services, such as the

popular Friend Finder.

We are focused on serving all the world's leading air interfaces, which, until we undertook our development, were significantly underserved by the available positioning solutions. And we are committed to providing the essential services required to create a cost-effective, ubiquitous capability that draws in all of the important contributors throughout the location-services value chain.

**WDN:** How has Global Locate positioned itself in this sector?

**RL:** Global Locate has developed a top-tier team of experts in wireless signal processing technology, GPS satellite, software and networking capabilities, and is making significant contributions to the user experience in all tiers of service.

These services demand different features but can be delivered from a single platform of the kind that GL has created. We are working closely with the carriers and the service providers, and we understand their timetables and demands.



# SkyWaves Corporation



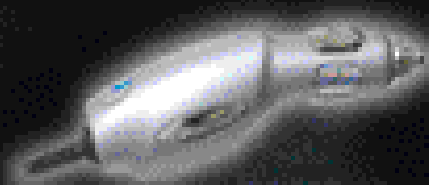
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