



Panasonic & FirstNet for Public Safety

Panasonic's full line of rugged mobile computers keep your public safety agency efficient and informed, when failure isn't an option. Engineered to withstand drips, drops, dust and more, Toughbook® laptops, tablets, handhelds and 2-in-1's thrive and survive in the harshest of environments.

Panasonic is an authorized FirstNet Master Dealer, with services available nationwide on current Toughbook LTE devices. Together, Panasonic and FirstNet enable your agency's eligible users to take full advantage of priority access and preemption services. With all 50 states, five territories and Washington, D.C. opting in, FirstNet is fulfilling its promise to give first responders and those who support them the nationwide communications platform that public safety has fought to help them better respond to emergencies.



Engineered to Work When It Matters Most



Core Manufacturing – Panasonic is the only major manufacturer that designs, engineers, builds and tests its rugged mobile computers in its own factory – ensuring quality control, consistency and components are monitored every step of the way. This results in Toughbook’s higher reliability rate, parts availability and better lifecycle management over other rugged computers.



Battery Life & Hot-Swappable – Mission critical situations require a device that won’t quit. As the world’s leading battery manufacturer, Panasonic’s battery life typically surpasses the competition, and in addition, many Toughbook computers offer long-life batteries and/or bridge batteries for hot swap battery replacement and continuous use without shutting down or hibernating.



FirstNet Connectivity – With a physically separate network core from the network core used for consumer traffic, the FirstNet core is highly secure and reliable. First Priority™ prioritizes first responder traffic above non-emergency customers, allowing users to send and receive voice, data, video, and images during times of network congestion. Other features include incident uplift to the highest level of priority, heightened security to help resist physical and cyber threats, an application catalog offering secure and relevant public safety certified applications, and a dedicated 24/7 support staffed with professionals experienced in emergency communications.



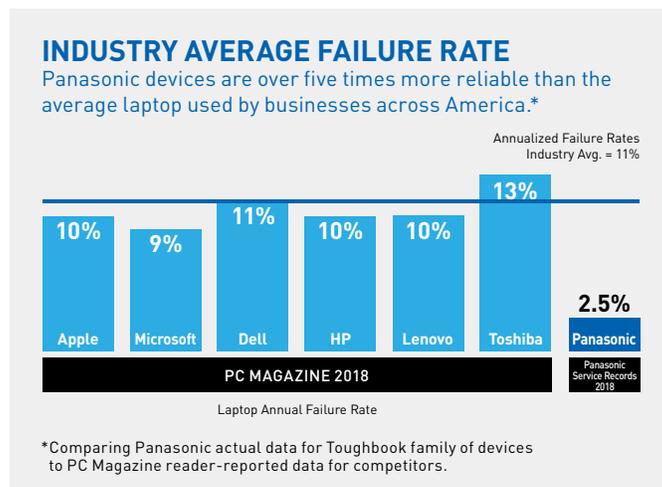
Compliance – Keeping data secure is a crucial component for all public safety agencies, which is why Toughbook devices come with a Trusted Platform Module [TPM] 2.0 secure chip (or have the upgrade option). Furthermore, Toughbook products meet CJIS security requirements for two-factor authentication.



Interoperability – Today, public safety uses multiple different networks, which is a problem because it can impede effective communications. FirstNet addresses this interoperability issue by offering nationwide public safety broadband network constructed according to exacting requirements to connect FirstNet subscribers across agencies, jurisdictions and state/territory/tribal lines. FirstNet also offers push-to-talk interoperability between cellular devices and Land Mobile Radio, and a roadmap to offering standards-based mission critical push-to-talk.



Failure Rates – Having your mobile computing device fail during an emergency, or even in daily use, is not an option, which is why Panasonic engineers its products to withstand whatever you might throw at them. Toughbook failure rates are the lowest in the industry, with an average of 2.5%.



Purpose-Built Design for Public Safety Usability



Flexible Form Factors – Your profession does not allow for a one-size fits all solution, which is why Panasonic offers a full line of rugged laptops, tablets, 2-in-1s and handheld mobile computing devices to fit a wide array of uses. Toughbook products have been in market for over 20 years and the lineup has matured to cover thirteen products.



Low Light Operations – In public safety, the office hours of nine to five don't exist, so Toughbook devices include features necessary to keep you safe and efficient in any environment. Infrared cameras, red emissive backlit keyboards, concealed mode and a dedicated emergency key come standard on most Toughbook models.



Extreme Testing – Not all rugged computers are tested to the extent of Toughbook. Other rugged competitors do their own testing, but Panasonic takes it one step further, enlisting the nationally recognized Southwest Research Institute (SwRI) for third party independent testing. Year over year, Toughbook outshines the competition, often exceeding MIL-STD requirements.



Docking Connectivity – When your vehicle is a 'mobile office' the docking solution is a key component. Panasonic manufactures the electronic components for Havis and Gamber-Johnson docking stations, ensuring connectivity works smoothly with Toughbook devices.

Panasonic values keeping backward compatibility to allow customers to save the expense and hassle of replacing vehicle docks every time a new model is introduced.



Optimal Screen Sizes – Display size and brightness are essential components, which is why we design computers with the ideal size screens for their chassis. The Toughbook 33 offers 3x the screen resolution and has a 3:2 aspect ratio, which means more viewing area than competitors for CAD software, ePCR, Records Management Systems, and more. A 3:2 aspect ratio also helps departments save costs and protect their legacy IT systems by allowing them to modernize their mobile technology with newer, faster devices that work well with existing software applications.



Lower TCO and Turnkey Support



Lifecycle Management – Lifecycle costs play a major role in TCO, which is why Panasonic designs its computers with that in mind. From device form factors to batteries, chargers, accessories, and docking, Panasonic maintains a consistent form factor through the lifespan of its solutions, enabling customers to save the expense and hassle of replacing components every time a new model is introduced. Furthermore, Panasonic provides parts for 7 years after a computer model is discontinued.



Device Accessories – The computer is just one piece of the total solution and we know you require various accessories to complete the task at hand. Panasonic, along with partners, have a full set of professional quality accessory options for docking, charging, carrying and connecting. Furthermore, we offer compatibility with older accessories to keep products working in the field for longer lifecycles.



Premier Service – Panasonic ProServices offers your agency a turn-key solution when you purchase any Toughbook product. From deployment to BIOS customization, asset tagging, hard drive replacement, kitting and more. Unlike competitors who offer limited assistance options, Panasonic will provide support for the life of the product.



Engineering Support – Panasonic has one of the most experienced field engineering teams in the industry. Panasonic's field technicians are authorities in providing technical pre and post-sale support, supporting deployments from planning to implementation, and creating operating system images tailored to customer requirements. We can work with your agency to create a comprehensive transition plan.



Grant Funding – Government budgets are lean, so leveraging technology grants can offer your agency much needed funding. Panasonic's exclusive Grants Support Program provides public sector agencies with grants information, customized funder research, and consultation that will help develop project ideas, get technology-rich projects funded, and even expand initiatives that are already in the works.



Reduce Down Time & Repairs – When your device stops working, that downtime drives up IT repair costs and decreases the productivity for the user. On average, the initial purchase price of a laptop is only 30 percent of the total cost; whereas lifecycle costs account for 70 percent of the total cost over the life of the device. Analyst data shows that devices with lower failure rates, like Toughbook, translate to less downtime, fewer repair expenses and a lower total cost of ownership.¹

¹Source: IDC White Paper "Pay Now, Save Later: The Business Case for Rugged Devices" Sponsored by Panasonic, November 2016



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