

# Mobile radio network services

## Glossary

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## Glossary

Save where the context requires otherwise, the following terms and acronyms have the following meanings in our report and its appendices.

<b>Term / Acronym</b>	<b>Definition</b>
<b>2012 Price Book</b>	A Word document, effective since 2012, entitled 'Motorola / Airwave 2007 Agreement Price Book 2012', which sets out the agreed price at which Airwave Solutions is able to purchase certain equipment and services from Motorola.
<b>Act</b>	The Enterprise Act 2002
<b>AEC</b>	Adverse Effect on Competition
<b>Airwave activities</b>	Those activities that are performed by Airwave Solutions itself and / or by third parties or other parts of Motorola that Airwave Solutions has commissioned in order to deliver Airwave Services.
<b>Airwave Contracts</b>	Contracts for the provision of services over the Airwave Network, including the PFI Agreement and the Blue Lights Contracts.
<b>Airwave Network</b>	A secure private mobile radio communications network for organisations involved in public safety in Great Britain operated by Airwave Solutions under its licence.
<b>Airwave Network Services (and Airwave Network services)</b>	That subset of Airwave Services comprised of all Airwave Solutions' business lines except: (i) Pronto; (ii) CCCRS; and (iii) the development of a new alternative interworking solution.
<b>Airwave Services</b>	Services that are rendered by Airwave Solutions pursuant to the Airwave Contracts.
<b>Airwave Solutions (ASL)</b>	Airwave Solutions Limited, a private limited company incorporated in England (company number 03985643) that operates the Airwave Network.

<b>Ambulance and Scottish Ambulance Contracts</b>	Agreements with the Department of Health dated 19 July 2005 for the provision of radio-based voice and data communication services to ambulance services for England and Wales and with the Scottish Ambulance Service Board dated 18 July 2006 for the provision of radio-based voice and data communication services for Scotland, respectively.
<b>Ambulance Response Programme (ARP)</b>	Part of NHS England implementing new ambulance standards across the country.
<b>August Model</b>	Motorola's August 2021 IRR model for Airwave Solutions / the Airwave Network.
<b>Authority</b>	A term used universally and defined in each Airwave Contract. It generally refers to the recipient of the Airwave Services within the relevant contract.
<b>Benchmarking</b>	The terms of the Airwave Contracts that provide for a detailed analysis that enables the Authority under the relevant contract to assess the continuing value for money of the services provided under the contract.
<b>Blue Lights Contracts</b>	Contracts with Blue Lights Customers
<b>Blue Lights Customers</b>	GB emergency services that are identified as users of the Airwave Network under Airwave Solutions' licence.
<b>BT</b>	British Telecommunications plc
<b>CAN</b>	Change Authorisation Note providing for amendments to the Airwave Contracts or other relevant contractual arrangements.
<b>CAN500</b>	A wide-ranging Change Authorisation Note, agreed in May 2019, which authorised the change of mission-critical push-to-talk technology from Wave 7000 to Kodiak.
<b>Capex</b>	Capital Expenditure
<b>CAPM</b>	Capital Asset Pricing Model. Used to estimate the cost of equity of a firm.
<b>CCCRS</b>	The Command Central Control Room Solution – a set of products and services provided for the operation of control rooms that co-ordinate use of the Airwave Network.
<b>CCN</b>	Change Control Note
<b>Change of control negotiations</b>	The negotiations that took place in January to February 2016 in the context of Motorola's acquisition of Airwave Solutions, leading to the agreement of the Heads of Terms,

	the Benchmarking Settlement, the Ambulance Settlement and the Deed of Recovery.
<b>CMA</b>	Competition and Markets Authority
<b>CR110</b>	The Change Request (CR), agreed in 2017, to amend the terms of certain Airwave Contracts and which included the £26.1 million discount from Airwave Solutions' charges to the Home Office.
<b>Decision on MIR</b>	The CMA's <a href="#">Final report and decision on a market investigation reference</a> dated 25 October 2021.
<b>DoH and DHSC</b>	The Department of Health and its successor, the Department of Health and Social Care
<b>Deed of Recovery (DoR)</b>	The February 2016 agreement between the Home Office and Motorola, the aim of which is to reduce the extent to which Motorola could benefit from delays in delivering ESN.
<b>Economic profit</b>	The difference between the revenue received by a business and the costs of all inputs used to provide the good or service, valued at their economic cost.
<b>EDF</b>	Expected default frequency
<b>EE</b>	EE Limited, the subsidiary of BT which, amongst other things, will provide the mobile access network on which ESN will run.
<b>Effective Date</b>	The date when a contract becomes fully effective.
<b>EMEA</b>	Europe, the Middle East and Africa
<b>Emergency Services Network (ESN)</b>	Emergency Services Network, a secure communications network that is expected to replace the Airwave Network in due course.
<b>ESMCP</b>	Emergency Services Mobile Communications Programme for the planning and delivery of ESN.
<b>European Telecommunications Standards Institute (ETSI)</b>	A European Standards Organization (ESO). The recognized regional standards body dealing with telecommunications, broadcasting and other electronic communications networks and services.

<b>Firelink Project Agreement</b>	An agreement relating to the provision of Airwave Services to the fire and rescue services dated 29 March 2006.
<b>First Day Letter (FDL)</b>	Correspondence that formally launches a CMA market investigation. The letter includes information on the terms of the reference, the statutory deadline for the CMA's report, relevant guidance material, the key CMA staff working on the investigation, and the next steps to be taken.
<b>GBV</b>	Gross Book Value
<b>GDCL</b>	Guardian Digital Communications Limited
<b>GDCHL</b>	Guardian Digital Communications Holdings Limited
<b>Heads of Terms Regarding Extensions (HoTs)</b>	The 2016 Agreement between Motorola and the Home Office which records the agreement to amend terms of the PFI Agreement and the Blue Lights Contracts.
<b>IAP</b>	Independent Assurance Panel. The body established in February 2019 to provide assurance and advice to the Home Office Permanent Under-Secretary of State, the Infrastructure and Projects Authority, the National Audit Office, and the Senior Responsible Officer of the ESMCP programme.
<b>Integrated communications control system (ICCS)</b>	Software that enables control room personnel to receive urgent phone calls from people in emergency situations (eg 999 calls) and to communicate with staff.
<b>Interface Agreement</b>	An agreement entered into by the Home Office and Airwave Solutions on 19 December 2022, which creates obligations on Motorola to provide an interface solution for interworking between the Airwave Network and ESN.
<b>Interworking or Interoperability</b>	The technology that will enable users of one network to communicate with users of the other during the period of transition between them.
<b>IRR</b>	Internal Rate of Return
<b>June Model</b>	Motorola's June 2021 IRR model for Airwave Solutions / the Airwave Network.
<b>KBR</b>	Kellogg Brown & Root Limited
<b>LMR</b>	Land Mobile Radio
<b>LTE</b>	Long Term Evolution

<b>Market Investigation Reference (MIR)</b>	A detailed examination of whether there is an AEC in the market(s) for the goods or services being referred. Following a market investigation, a wide range of legally enforceable remedies are available to make the market(s) more competitive in the future.
<b>MCPTT</b>	Mission Critical Push-To-Talk functionality in the operation of an emergency services' communications network and radio equipment.
<b>MEA(V)</b>	Modern equivalent asset (value)
<b>Menu services</b>	Additional services available to emergency services which they can choose to purchase from Airwave Solutions.
<b>MIR</b>	Market investigation reference
<b>MNO</b>	Mobile network operator
<b>Motorola</b>	Motorola Solutions Inc. and its subsidiaries. It is also a term used in this report to describe the owner of Airwave Solutions and the Airwave Network, on the basis that Motorola Solutions Inc is their ultimate owner.
<b>Motorola Solutions Inc. (MSI)</b>	The parent company of the Motorola group of companies, incorporated in Delaware, United States of America.
<b>Motorola Solutions UK (MSUK)</b>	Motorola Solutions UK Limited, a private limited company incorporated in England (company number 00912182), which is responsible for delivering Motorola's obligations in the ESN project.
<b>MSUKACL</b>	Motorola Solutions UK Acquisition Co Limited, the entity created by Motorola to acquire Airwave Solutions.
<b>NAO</b>	National Audit Office
<b>NBV</b>	Net Book Value
<b>NPV</b>	Net Present Value
<b>NSD</b>	National Shutdown Date
<b>National Shutdown Notice</b>	A notice by which the date for the shutdown of the Airwave Network may be set.
<b>Ofcom</b>	Office of Communications; the UK regulator for communications.

<b>Official Journal of the European Community (OJEC)</b>	The official publication in which all tenders from the public sector in EU member states above a financial threshold must be published, now recognised as the Official Journal of the European Union (OJEU).
<b>OFT</b>	Office of Fair Trading; one of the predecessor bodies to the CMA.
<b>OJEC Notice</b>	The Prior Information Notice published by the Home Office in the Official Journal of the European Communities in July 1995.
<b>PCG</b>	Parent company guarantee
<b>PDR</b>	The CMA's Provisional Decision Report in this market investigation.
<b>PFI</b>	Private Finance Initiative
<b>PFI Agreement</b>	PFI arrangement entered into by the PITO (now the Home Office) and BT in 2000 for the design, build, financing and operation of the Airwave Network (initially) for GB police services.
<b>Police Information Technology Organisation (PITO)</b>	The body that was responsible for identifying and developing the use of information and communication technology among police forces and an original party to the PFI Agreement. It was abolished in 2007 with responsibilities passing to the National Policing Improvement Agency, an agency which itself was wound down in 2012, with the relevant functions being transferred to the Home Office.
<b>Police Service Contract(s)</b>	The Police Service Contracts are the individual contracts between Airwave Solutions and relevant police forces, concerning access to the Airwave Network and charges for such access.
<b>Pronto</b>	A data solution offered by Motorola to police services.
<b>PTT</b>	Push-To-Talk
<b>PAC</b>	Public Accounts Committee
<b>RCN</b>	Replacement cost new
<b>Request for Information (RFI)</b>	Under section 174 of the EA02 the CMA has the power to issue a notice requiring the provision of documents and information to assist the CMA in carrying out its functions. These are referred to as 'RFIs'.

<b>Rest of Motorola</b>	Other legal entities within Motorola considered separately and as a whole but excluding Airwave Solutions Limited.
<b>Return on Capital Employed (ROCE)</b>	Operating profits for a period divided by net operating capital employed over the same period.
<b>Service Transfer Plan</b>	A plan for the transfer of network assets and the responsibility for the provision of the network services from Airwave Solutions to the Home Office (or to the individual customers or to a replacement contractor or contractors) on the termination or expiry of the PFI Agreement.
<b>SG&amp;A</b>	Selling, General & Administration
<b>Sharers or Sharer customers/organisations</b>	Organisations that are not Blue Lights Customers, but are involved in public safety related activities and have a need to communicate with the Blue Lights Customers in emergency situations.
<b>SRN</b>	Shared rural network
<b>SSA</b>	Software support agreement
<b>Supernormal profits</b>	The element of economic profits over and above the normal amount that might be expected to be made in a well-functioning market.
<b>TDM</b>	Time Division Multiplex
<b>TETRA</b>	Digital Terrestrial Trunked Radio, a set of standards developed by the European Telecommunications Standardisation Institute that describes a common mobile radio communications infrastructure throughout Europe.
<b>TowerCo</b>	A company which strategically purchases cell towers.
<b>UCCN</b>	Umbrella Change Control Note
<b>VTB</b>	Value to the business
<b>Weighted Average Cost of Capital (WACC)</b>	The return on investment that providers of capital, both debt and equity, expect given the risks associated with the relevant activity.

