



Use of U.S. DoD visual information does not imply or constitute DoD endorsement.



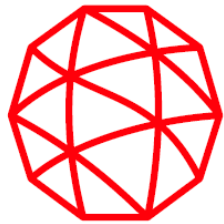
COMMUNICATIONS SYSTEMS - TCOM

External L3Harris Tech.
Introduction to the U.S. Air Force Sales Team

December 17, 2021

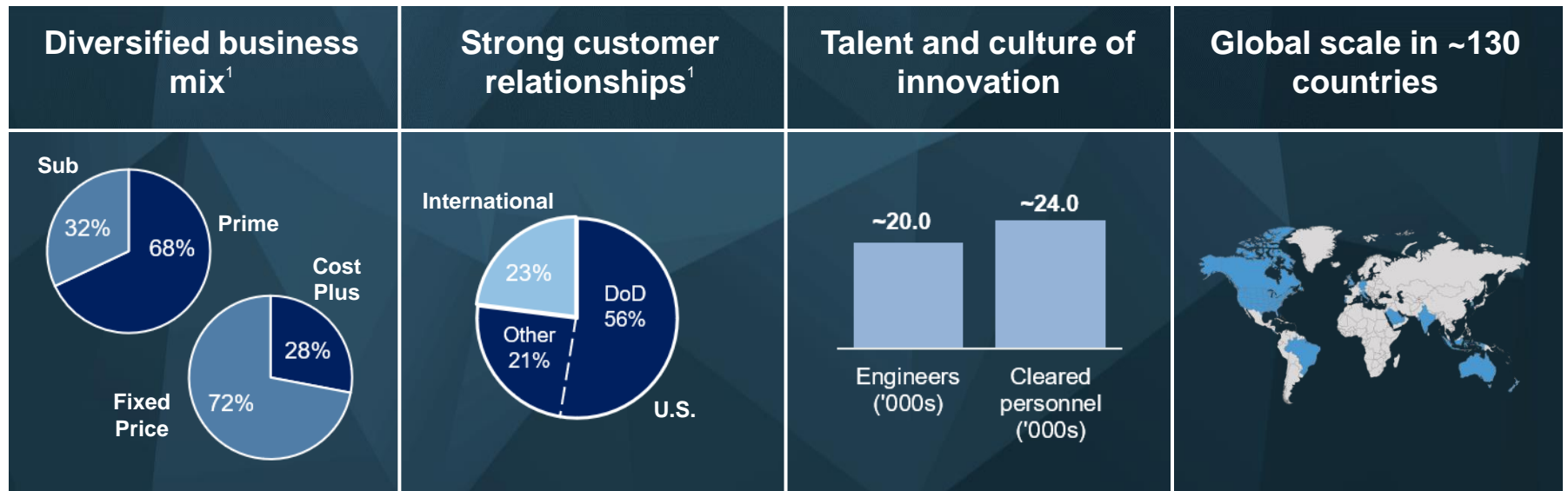
JAMES "ZAGZ" ZAGORSKY | Principle, USAF Business Development

L3Harris – committed to excellence



L3HARRIS™

L3Harris Technologies is an agile global aerospace and defense technology innovator, delivering end-to-end solutions that meet customers' mission-critical needs.



¹ CY18 financials. ² EBIT excluding discontinued operations is defined as net income plus interest expense and income taxes. ³ Net cash from continued operations less net capex

Communication Systems customer focus

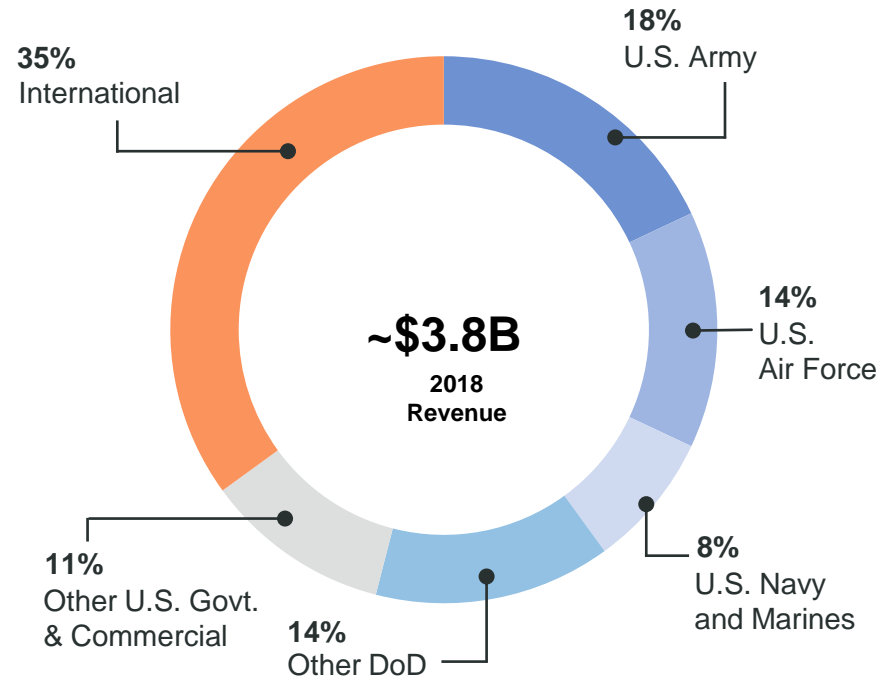


 CUSTOMERS IN
100+
COUNTRIES

 LOCATIONS IN
14
COUNTRIES

 **~65**
LOCATIONS






Revenue by Customer



54% U.S. DoD
65% U.S. and 35% International

Communication Systems Sectors



Tactical Communications	Broadband Communications	Integrated Vision Solutions	Public Safety and Professional Communications	Global Communication Systems
<p>CY18 Revenue</p> <p>\$1.37B</p>	<p>\$1.34B</p>	<p>\$456M</p>	<p>\$413M</p>	<p>\$278M</p>
 <p>World leader in ground tactical and advanced airborne mission radio solutions</p>	 <p>Global provider of secure communications, SATCOM and ISR data links for Manned and Unmanned Aircraft, Ground and Maritime</p>	 <p>World leader of advanced image intensification, weapon sights, optics and soldier systems</p>	 <p>Provider of Land Mobile Radio products, applications and systems for Public Safety, utilities and transit markets</p>	 <p>Global provider of integrated communication systems including infrastructure, battlefield management and planning</p>
<p>Tactical Communications</p>	<p>CS-West UAV data links, MUM-T Protected Waveforms, Chameleon, CDL, SATCOM Modems FSO and EW (NGJ)</p>	<p>Insight USSCOCOM NV Thermal/Range Finders ENVG-B & Land53</p>	<p>Public Safety and Professional Comms</p>	<p>SATCOM Products Flyaway VSAT</p>
<p>Weapons Data Links</p>	<p>SATCOM Programs MDA-GMD CAJUN</p>	<p>EOTech Weapons Sights, Scopes</p>	<p>Australia & Philippines</p>	<p>ELTS,UAE, eLoran, SATCOM products</p>
<p>Headquarters Rochester, NY</p> <p>Major Locations Sunrise, FL Columbia, MD Basingstoke, UK Brisbane, Australia</p>	<p>Headquarters Salt Lake City, UT</p> <p>Major Locations Melbourne, FL San Diego, CA Malabar, FL Palm Bay, FL</p>	<p>Headquarters Londonderry, NH</p> <p>Major Locations Ann Arbor, MI Tempe, AZ</p>	<p>Headquarters Lynchburg, VA</p> <p>Major Locations Lynchburg, VA</p>	<p>Headquarters Rochester, NY</p> <p>Major Locations Abu Dhabi, UAE Brisbane, Australia Palm Bay, FL</p>



Tactical Communications – TCOM



Integrated system solutions for U.S. and international defense and public safety networks including tactical ground, maritime and airborne radios, battlefield management software



> Communication Systems

\$1.8B

Tactical and airborne radios, night vision technology, and defense and public safety networks

U.S. Department of Defense



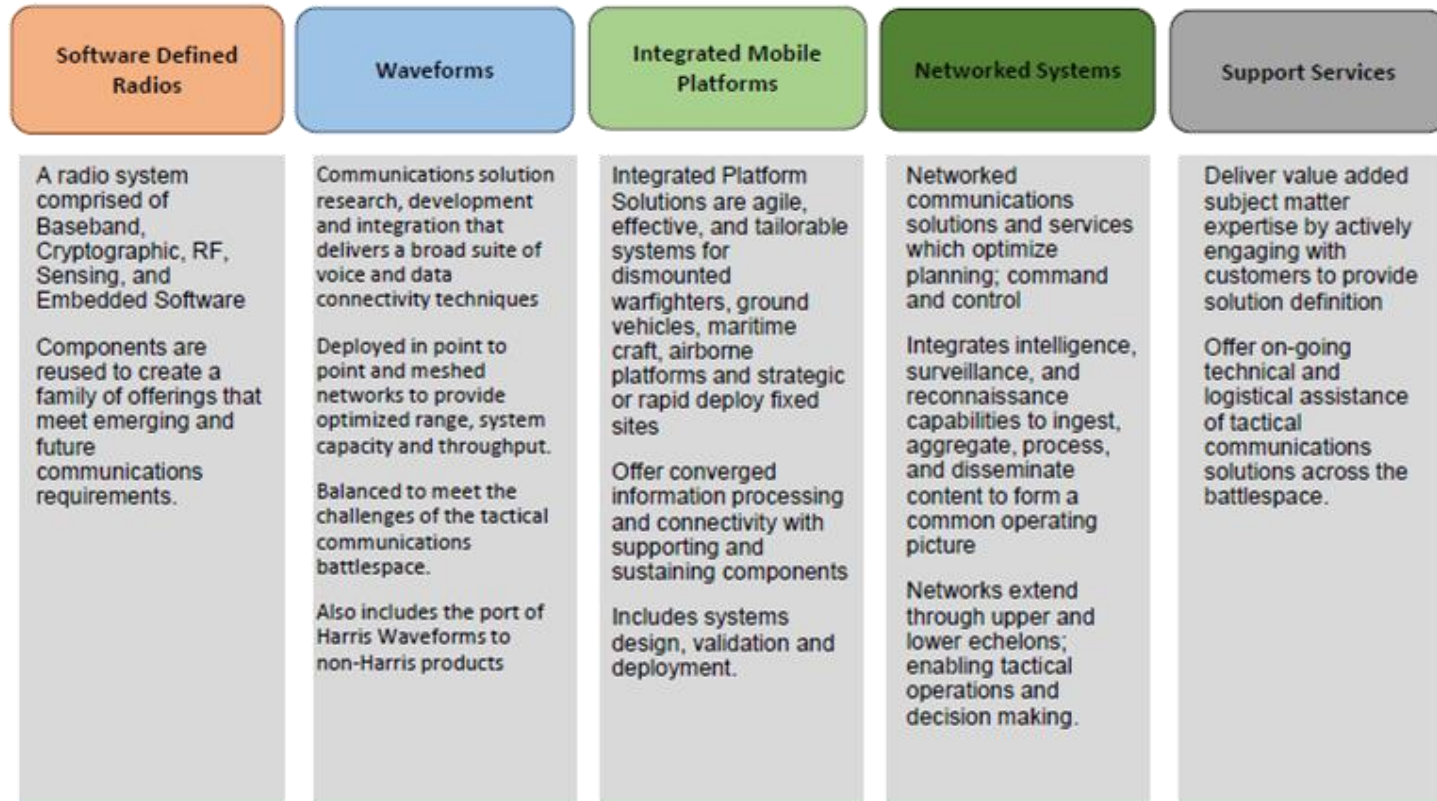
International Military Forces



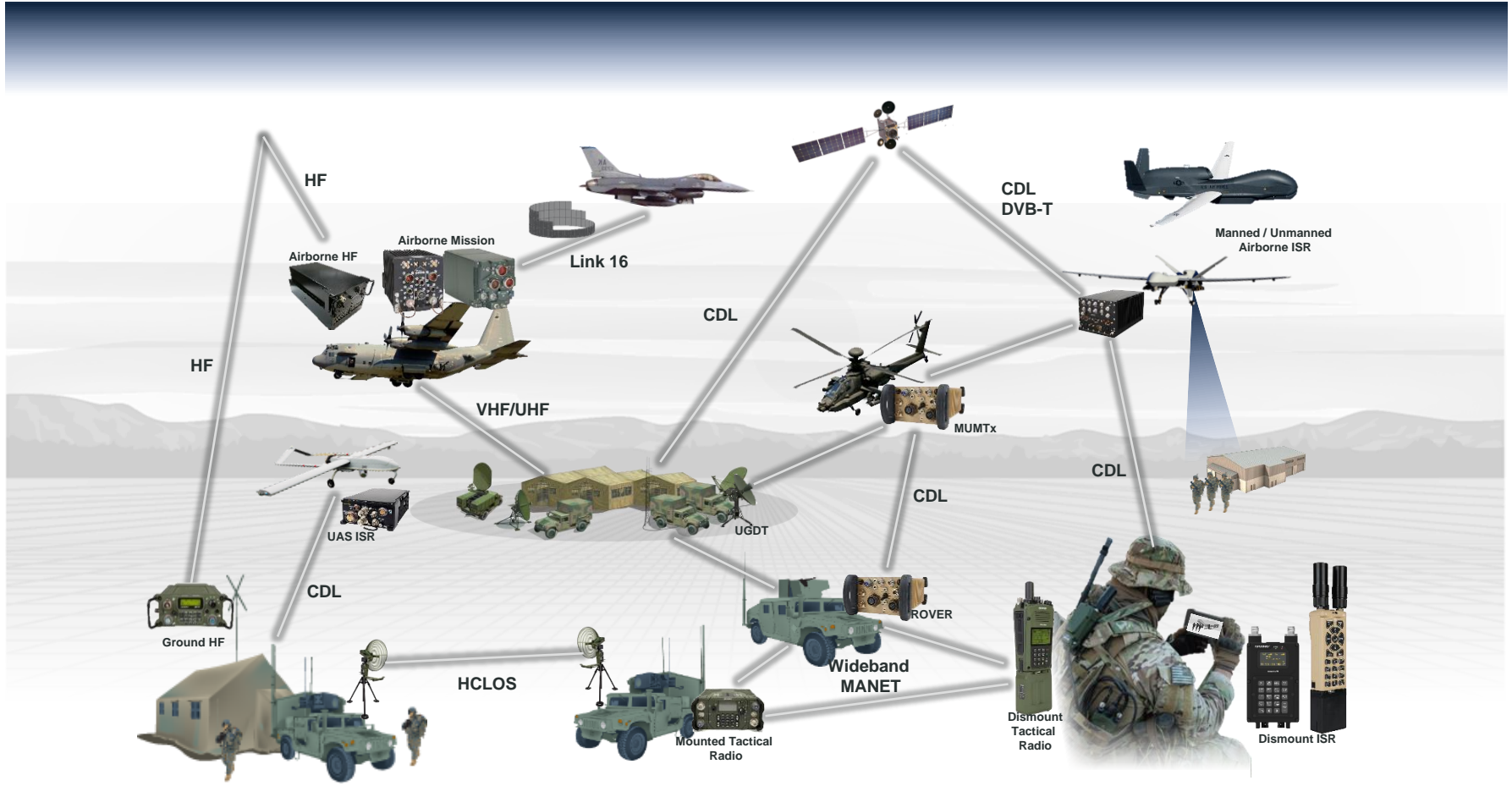
State and Local Governments



TCOM Top Level Offerings (5-Pillars)



L3Harris Communication Systems Segment



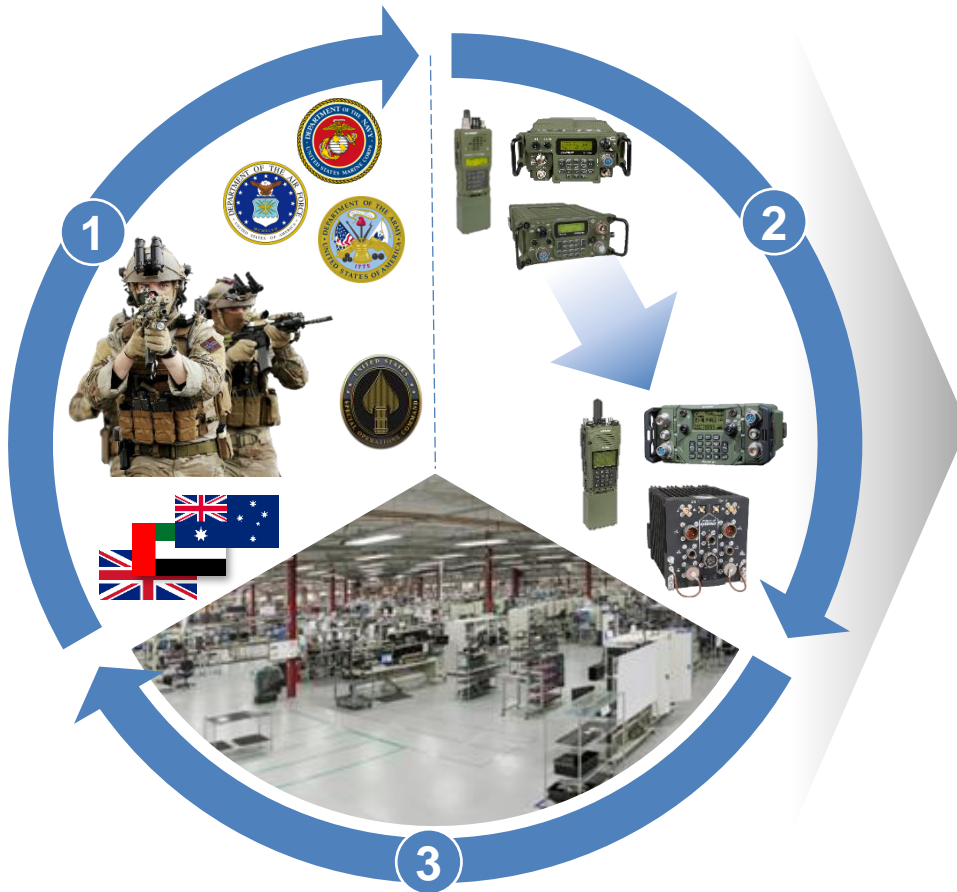
Enabling the warfighter's most advanced, multi-domain missions

#1 position driven by commercial model



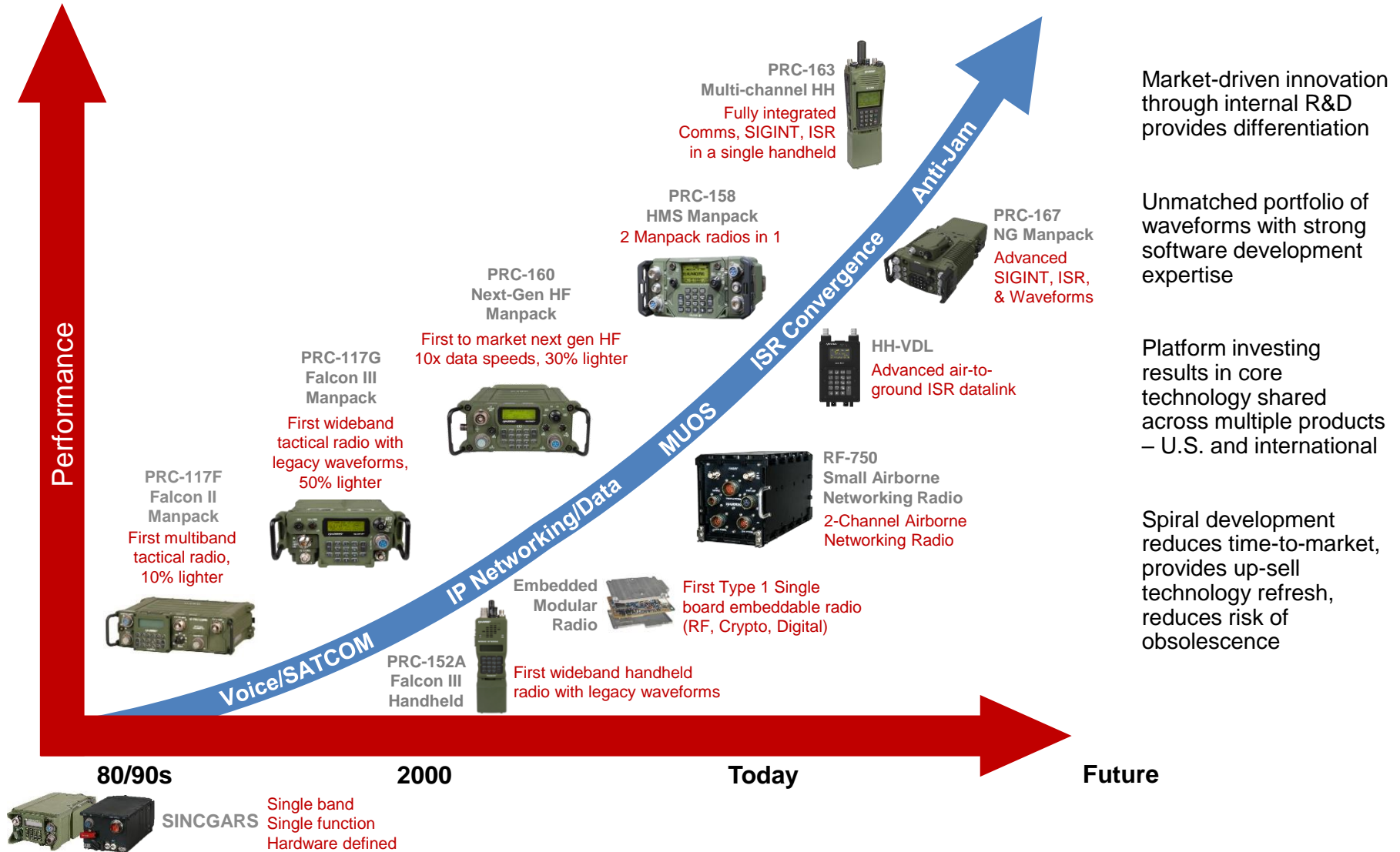
Commercial business model...

... enabled competitive edge



- 1 Global customer intimacy**
 - Anticipating and driving requirements
 - Extensive distribution network
 - Large installed base
- 2 Continuous innovation**
 - Investment of internal R&D resources
 - Broadest, combat proven product portfolio
 - Unmatched portfolio of waveforms
- 3 Cost excellence**
 - Product cost reduction while increasing capabilities
 - Footprint consolidation into one world-class manufacturing facility
 - Global supply chain

Continuous innovation and platform strategy driving differentiation



L3Harris NextGen C4ISR family of systems



Multi-channel, multi-function C4ISR systems, with 

Advanced HF, VHF, UHF, L, S-bands, ISR FMV, and BLOS

LPI, LPD, and EW resiliency

Type-1 NSA certified, Type-3 AES-256, and multiple simultaneous levels

Tactical Mission Networking / Tactical Secret Networks / ITN

Hyper Enabled Operator

*Tactical Secret Network – NSA Type 1 certified
EUDs, ATAK, PLI, SA, video, data, & voice talk groups*



AN/PRC-158
MCMP



AN/PRC-163
NGHH



AN/PRC-167
NGMP



RF-410
NGPA



KIV-335A
ISR
MM



PRC-165
ISR
VDL



Iridium
m
MM



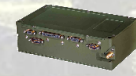
AN/PRC-160
HF
wideband



KOR-24A
STT
Link 16



ARC-201
NG
upgrade



SSDL(V)3
NG
upgrade

AN/PRC-163 2-Channel Handheld – Multi-mission capabilities



Enabling the warfighter's most advanced, multi-domain missions

AN/PRC-163 NGHH



CH 1
CH 2

Baseband and Core

- Multi-channel processing
- Type 1 Secure Denali™ architecture
- Crossbanding
- Voice, data, PLI integration
- SAASM or Commercial GPS
- Up to 40 MHz wide channels

Simultaneity

- TS system high operation
- 2 voice ch (differing classification levels)
- 1-ch voice and 1-ch networking voice/data (differing classification levels)

R/T 1: Low Band

30-88/118-174-225-512 MHz,
5 W NB or WB, 10 W
SATCOM
10 MHz wide channel support
MUOS support built in

Included Waveforms

- SINGARS
- Have Quick II
- VHF/UHF LOS
- P25

Optional Waveforms

- HPW
- IW Phase 1 / 2

Future Possibilities

- SATURN
- ANW2C®
- MUOS

R/T 2: High Band

225-450 MHz, 1300-2600
MHz
5 W NB or WB UHF, 10 W
SATCOM, 3.2 W L/S Band
40 MHz wide channel support

Included Waveforms

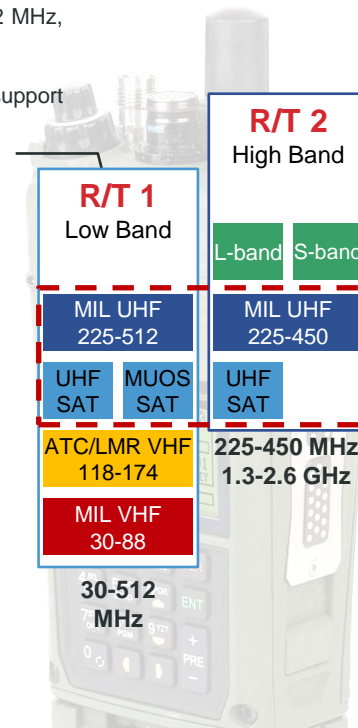
- ANW2C®
- UHF LOS
- UHF SATCOM

Optional Waveforms

- SRW v1.2.2
- TrellisWare TSM-X™

Future Possibilities

- SATURN
- IW Phase 1 / 2
- HPW



AN/PRC-167 NGMP



- ✓ 2 full channels (30-512, 764-2600 MHz, NB/WB/SATCOM)
- ✓ WB – TSM-X, ANW2C, SRW
- ✓ NB – VHF/UHF, AM/FM, SINCGARS, ASCM, HQ, SATURN
- ✓ NB – P25 (w/ Trunking and Phase 2 TDMA)
- ✓ SBTW/SA (signals based threat warning)
- ✓ ISR nanoSVDL video receiver mission module (MM)
- ✓ Top Secret (w/ Multiple Single Levels of Security)
- ✓ Crossbanding & Gateway

- ✓ HW capable of MUOS, Arrow, NGW2, SRW-NB, QL III, TNW-75 with BOM replacement
- ✓ Vehicle Mount System (VMS) w/ NextGen PA (NGPA)
- ✓ Simplified networking operations and management
- ✓ Simplified system (Windows & Android) operations
- ✓ Simplified programming tools (ie. NextGen CPA)
- ✓ Accessories – Antennas, cables, etc.
- ✓ Manuals, Training, CBT, Spares, Sustainment, Support



AN/PRC-167 NGMP combines and enhances the best elements of AN/PRC-163 with the best elements of AN/PRC-158

Module Expansion for NGTC Radios



KIV-335A
ISR MM
Type 1
ISR
Video
Receiver

PRC-165
HH-VDL
Type 1
ISR
Video
Receiver



MISSION MODULE EXPANSION SLOT

Hardware upgrade path for future capabilities including Iridium® and LTE



ISR FULL MOTION VIDEO MISSION MODULE

Real-time operational picture powered by industry-leading video technologies

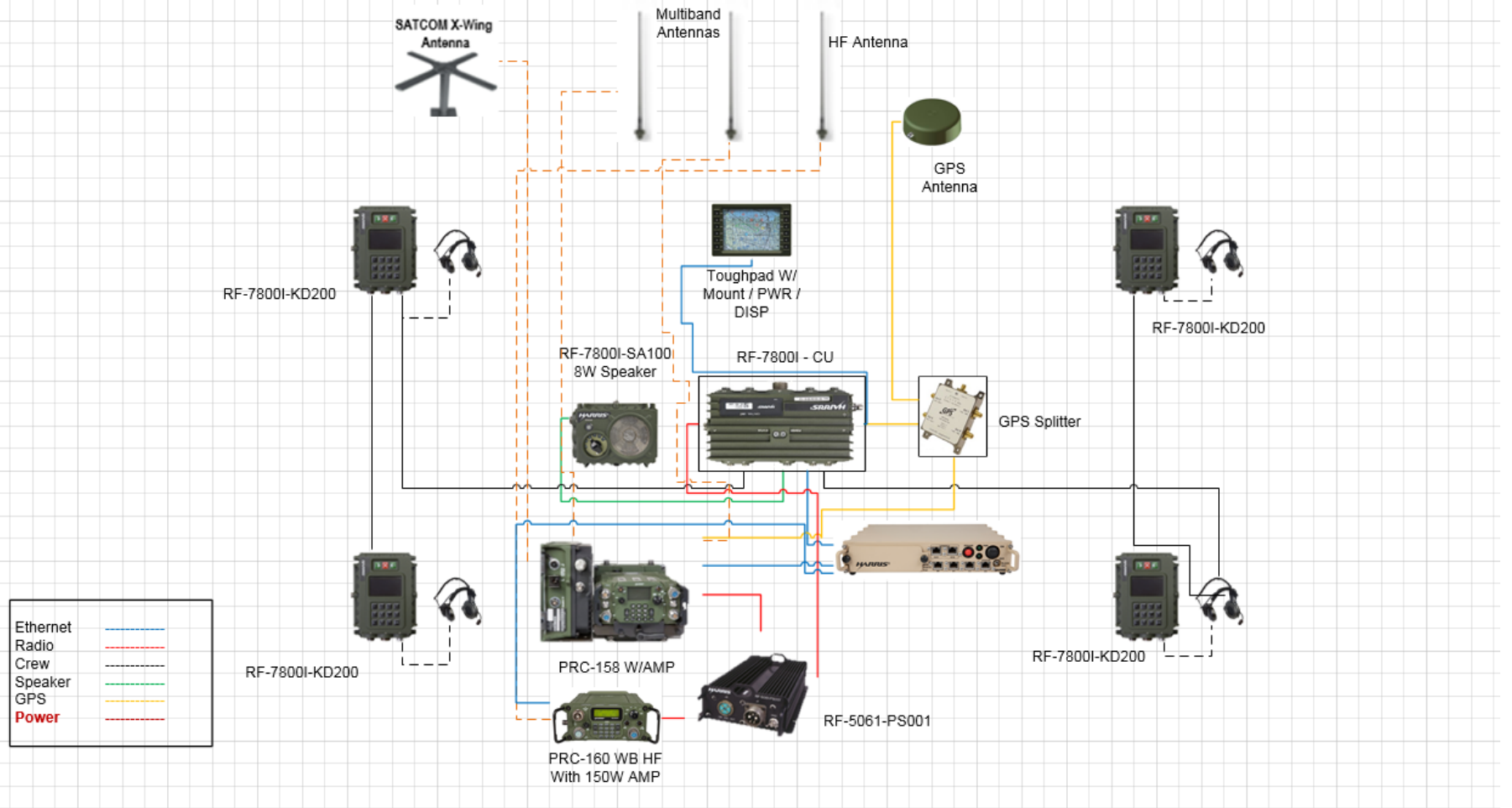
JLTV Configuration Options – PRC-158 w/Amp and VRC-104 (PRC-160)



Pending Approval PRC-158 Radio and Amplifier Configuration


HQ AFSFC JLTV Dual Channel System

Note: This is not a complete representation of all the system components



Summary – NextGen C4ISR family

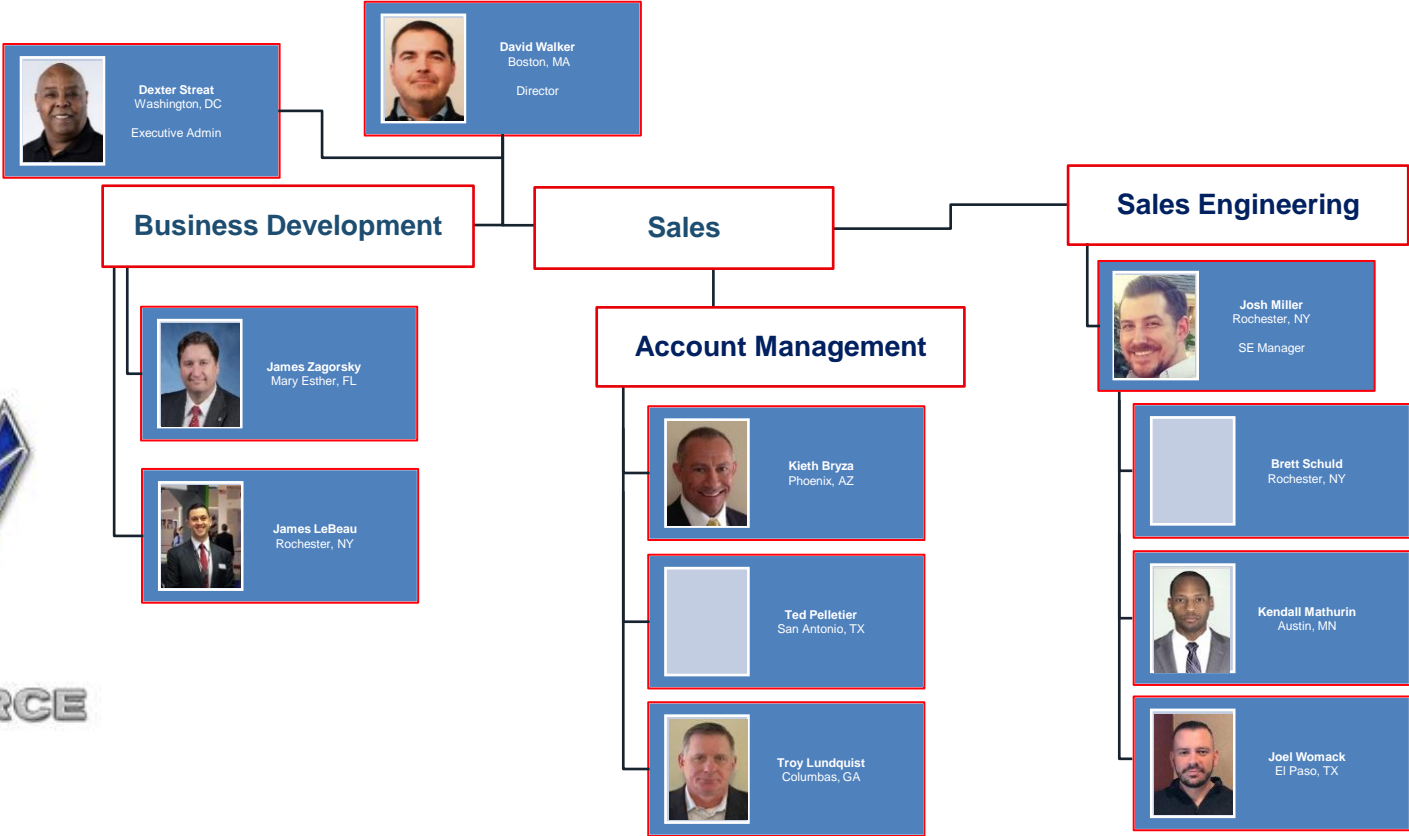


- ❑ If you know how to use PRC-152 or 117G, then you know how to use NextGen
- ❑ Multi-channel, Multi-function C4ISR systems
- ❑ Integrated with TACLAN, FCD-W, & TAK
- ❑ Embedded gateway and crossbanding
- ❑  embedded software
- ❑ NSA certified Type 1 security for Tactical Secret Network
- ❑ Tactical Mission Networking empowers Hyper Enabled Operator
- ❑ Roadmap of upgrades to address emerging needs
- ❑ Near peer EW resiliency, LPI/LPD, SATURN, MUOS, Iridium, and more

Tactical Secret Network – NSA Type 1 certified EUDs, ATA, PLI, SA, video, data, & voice talk groups

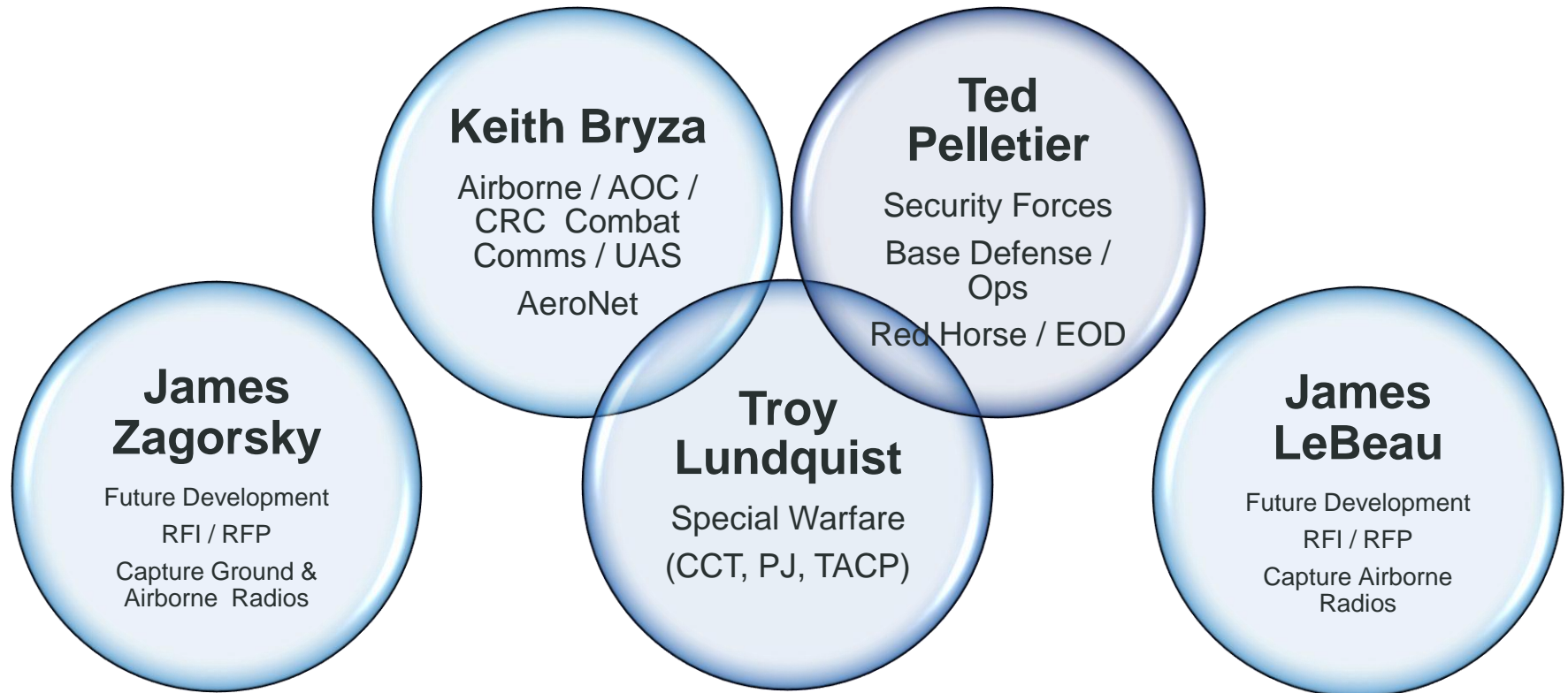


US Air Force Team Organization



U.S. AIR FORCE

USAF Sales Team Focus Areas



Dealer of Record – Verification Form



Detailed and Comprehensive Description of Justification for DOR and Prime Responsibilities (include any Value Add Activities Anticipated) - Used for Approval Purposes

WHO:

During my visit to National Guard Bureau August 15, 2021. I contacted James Zagorsky concerning the opportunity on August 17, 2021. In planning preparation for the ARC WEPTAC Conference in Tucson AZ October 18-19, 2021. Capt Joe Bag of Donuts indicated they planned to present a procurement path for the L3Harris AN/PRC-163 Radio.

WHAT:

Qty 316 for FY22 was discussed.

WHERE: Location/s

Radios will be dispersed evening to the following units.

Location X,Y,Z

WHEN: Schedule

The plan involves a partial order with expiring FY21 funds in Sept 21 and the balance purchased with FY22 Funds Feb 22.

PLEASE DO NOT SEND THIS!

Sold NGB Capt Joe PRC-163's for the Air Guard community. He came across extra fall out funds and now wants to maximize the radios capabilities by adding additional accessories to support their Domestic missions.