



MEDIA RELEASE

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C4i Celebrates 20 Years

C4i, a world leader in mission critical intelligent Command and Control, Communication solutions for Defence, Public Safety and Homeland Security markets, celebrates its 20th year since commencing operations on 1st of May 1989.

Since its inception, C4i has delivered over two hundred mission critical systems to customers in more than twenty countries. As a technology company C4i has had an ongoing R&D program ensuring *Switchplus™*, its flagship product, has evolved through three major generational advances in communications technology. With experience spanning analog, digital and internet protocol (IP) communications technologies C4i enjoys a unique position in the market place that is the envy of its competitors and of value to its customers.

C4i completed a major evolution of its product suite in 2006 as it led the move to IP based products for mission critical systems. In just the last twelve months C4i has delivered mission critical command and control systems to the US Air Force, US Army, Royal Australian Air Force, and Royal Australian Navy, along with national command and control centres for Singapore and Thailand. C4i and Air Services Australia are currently implementing a national roll-out of the C4i IP based Communications, Alarm and Monitoring system for fire stations at 19 airports. Using C4i's IP based product AsA will be able to remotely monitor and control alarms and communications of any airport fire station from any other airport fire station within the nation. Similar products have recently been delivered to Abu Dhabi International airport, and the Thai Air Force.

C4i has an experienced engineering and support team that has been actively enhancing our product suite to support both fixed and mobile command and control applications. In the last month C4i has delivered four Mobile Dismount systems targeted for the US Army.

With significant ongoing investment in a market leading product in the VoIP space coupled with a lab specifically developed to support rapid configuration of new systems, C4i is enhancing its track record of successfully delivering systems to a wide range of markets by providing a suite of product and service offerings to its customers. These include turn-key system delivery, the provision of 24/7 support, and products that conform to open standards. This market offering combined with a high retention rate of staff and continued feedback from customers on C4i "responsiveness" positions the business well. C4i is confident that the next decade will offer significantly more opportunity and growth than the success already experienced in the previous two.



About C4i.

For 20 years, C4i has specialized in delivering standard-setting communication solutions for mission-critical military and government customers around the globe. C4i is based in Melbourne, Australia and Reston, Virginia, USA, and has representatives around the world. C4i is one of the publicly traded LongReach Group companies. A company with a global reach, C4i has the heritage, the knowledge, the commitment and the experience to adapt revolutionary solutions to your critical mission needs.

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C4i History:

1990's:

- First generation VME based Voice Communications product was developed
 - designed for emergency response systems at airports and utility companies
 - based on touch screen user interface providing ease of use integrated communications, alarm and monitoring
 - initial deployment was the Alarmon project for Air Services Australia providing an integrated alarm, monitoring and communications system for the management of emergency services at Australian airports
 - further contracts were awarded by Australian state government utility companies for similar applications
- In the later part of the 1990's C4i, then named Redflex Communications Systems, developed its second generation Digital Voice and Data voice switch – *Switchplus*
 - this product focused on dual redundant, fault tolerant star topology architecture allowing switching of various radio, telephony, cryptographic and data circuits.
 - market opportunities moved from emergency response to the defence
 - product development specifically addressed the MIL-STD requirements, allowing the *Switchplus* product to be used in both mobile (tactical) and fixed command and control applications
 - C4i had its first international success, with a training system for the NZ Navy
 - Other deployments of *Switchplus* included major Airports in Air Traffic Control Towers (Dubai, Mauritius, Fiji), Air Defence Systems, Naval Communications Systems, and civil command and control systems
- The late 1990's also saw the development of specific red/black communications products for niche applications in Air Defence environments and the delivery of mission critical systems to air forces in the USA, Europe, Middle East, Asia and Australia. C4i gained both US and Australian defence accreditations for the Red/Black products

2000s:

- The *Switchplus* product was well accepted in various Defence and Civil command and control applications around the world with a growing reference list of customers and sites
- Due to the international successes, particularly in the United States, C4i Inc was established in Reston, Virginia (Washington DC) with contracts being secured both directly and indirectly with the US Navy, US Air Force, and US Army
- 2004 saw C4i commence development of its third generation *Switchplus* product, which is based on open standards Internet Protocol
 - product development was accelerated with the provision of an R&D Grant from the Australian Government
 - with deployed systems in the USA, Australia, Middle East, Europe and Asia, C4i is a market leader in Voice Over IP (VoIP) technology for mission critical systems



- the VoIP enabled product was specifically developed for mission critical environments, where the disciplines from previous military project development was applied to this new product
- C4i developed this third generation product specifically to address the key vertical markets in which it operates

Today (2009):

- C4i's South Melbourne, Australia operations include a multi-skilled software, hardware, test, and systems engineering team working in specifically designed and dedicated integration lab while In Reston, Washington C4i possess an experienced and knowledgeable sales and after-sales support team. C4i Inc has recently moved to larger premises in Reston to accommodate the growth in staff and business
- C4i continues to enhance its Switchplus IP product, with greater than 10% of revenues invested in R&D year on year
- The current Generation 3 Switch*plus* product provides enhanced capability through its decentralized architecture
- The Switch*plus* platform offers a very small footprint, has been designed for both mobile and fixed environments, and is extremely intelligent, thereby allowing for future enhancements through software
- A new product line has also emerged for the Mobile Dismount Market. C4i has a number of small footprint vehicle based communications systems with the US Army
- The flexibility offered by this new generation product can be seen by the diverse range of recent projects with Police Forces in Denmark and Australia, Defence Forces in USA, Australia, Europe and Asia, Road Transport Authorities in Abu Dhabi and NSW, and Alarmon systems at airports in Australian and Abu Dhabi

Technology Investment & Development:

- Over the two decades of C4i operations our products have significantly advanced with C4i continuing to reinvest in R&D
- The latest generation applies the lessons learnt from previous technologies to an open standards technology currently used by a variety of markets
- C4i continues to actively invest in R&D with its flagship product continuing to be enhanced to incorporate all multimedia formats, both current and emerging