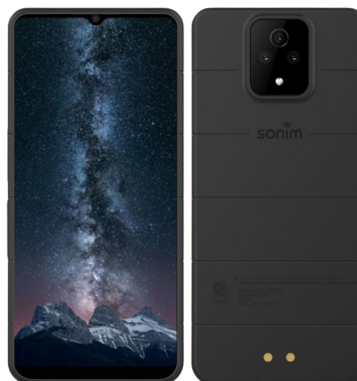# sonim®

"Pacific" Kickoff

Prepared for AT&T | FirstNet
June 2024

Agenda

- **Sonim overview**

- **AT&T Product Positioning: Channel, FN emphasis, other AT&T business groups**

- **PACIFIC: Overview, Specs, Schedule**

- **Accessories**

- **Additional Sonim Software, Services, and Solutions**

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Pacific kickoff

Our mission:

Support and grow AT&T's 5G business

Deliver solutions to help your customers work and live better

Pacific kickoff

With over a decade of industry-leading, ultra-rugged mobility solutions

Sonim serves the people who serve us.

XP3plus XP5plus XP10

Reliability

Functionality

FirstCare
On-Site Service

POST DEPLOYMENT FOLLOW UP
DEPLOYMENT PREP
DEPLOYMENT EXECUTION

Service-Oriented

Introducing SonimWare

sonim.

Sonim's proprietary software that puts the Ability in Durability

Solution Focus

Business & Mission Critical

sonim.

Because in your world, **every mission is critical.**

Public Safety

Construction

Oil/Gas/Chemical

Utilities

Manufacturing

Hospitality

Security/Facilities

Healthcare

Parenting

Education & Childcare

Active Consumer

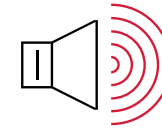Transportation & Logistics

Agriculture

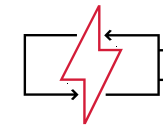# Devices so tough, we hold them to a higher, more rigorous set of standards.

Testing should be at the core of any rugged device. But to build the world's most rugged, simply meeting industry standards is not enough.

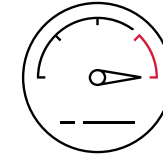So, we exceed them with **Sonim Rugged Performance Standards.**
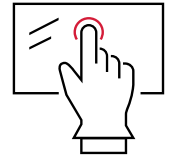
RPS Criteria

Extra-Loud Audio

Dual-Shift Battery Life

Operational in Extreme Temperatures

Glove Friendly

Water-proof IPX8

Dust-proof IP6X
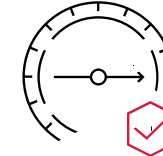
Pressure Resistant
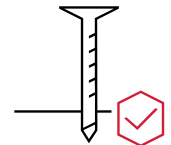
Puncture Resistant
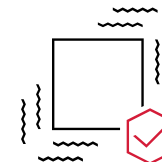
Shock Resistant

Chemical Resistant
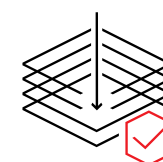
Drop/Impact Resistant

3 YEAR COMPREHENSIVE WARRANTY

3 Year Comprehensive Warranty

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Rugged Performance is more than datasheet bullet points to Sonim.

It's in our DNA.

sonim.

More than 640,000 Sonim ultra-rugged phones sold by AT&T / FirstNet

15 Year
Strategic Partnership

sonim. | AT&T | FIRSTNET. Built with AT&T

1520 XP6 XP7 XP5 XP5s XP8 XP3/XP3-NC

5560 5560 IS XP7 IS XP5plus/ XP5plus NK XP10 5G XP3plus/ XP3plus NC "Pacific" "Apex"

2012 **2024**

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With Sonim you get more

Unique value. Better specs. Long-term partner.

Competitive pricing. Sell-thru commitment.

Proprietary rugged performance standards

Value-driven modern design

More protection for more use

SonimWare device management

Peace of mind

MDF, GTM and sell-thru support

Flexible inventory management

Commitment to Quality

Flexible and strategic partner that knows AT&T / FirstNet customer pain points

sonim®

Let nothing
stand in your way

Pacific

Mid–Tier - 5G Smartphone (Rugged)

A new paradigm of resilience for the everyday.

Pacific: Designed and engineered for unparalleled toughness, with all the features of an ultra-rugged phone, disguised in a low profile.

More than just a phone—this <u>Next Generation Sonim XP</u> is a testament to discreet durability, designed to withstand whatever comes its way.

- 3-year comprehensive warranty
- Slim, light, easy to carry, low-profile
- Quick access programmable button for PTT, camera, flashlight, etc.
- SOS button
- SecureAudio connector Gen 2

- **Waterproof. Droppable. Unstoppable, Unrecognizable, for wherever your work – and life - takes you**
- **Best suited for: First Responders, Enterprise, SMB, Prosumers**
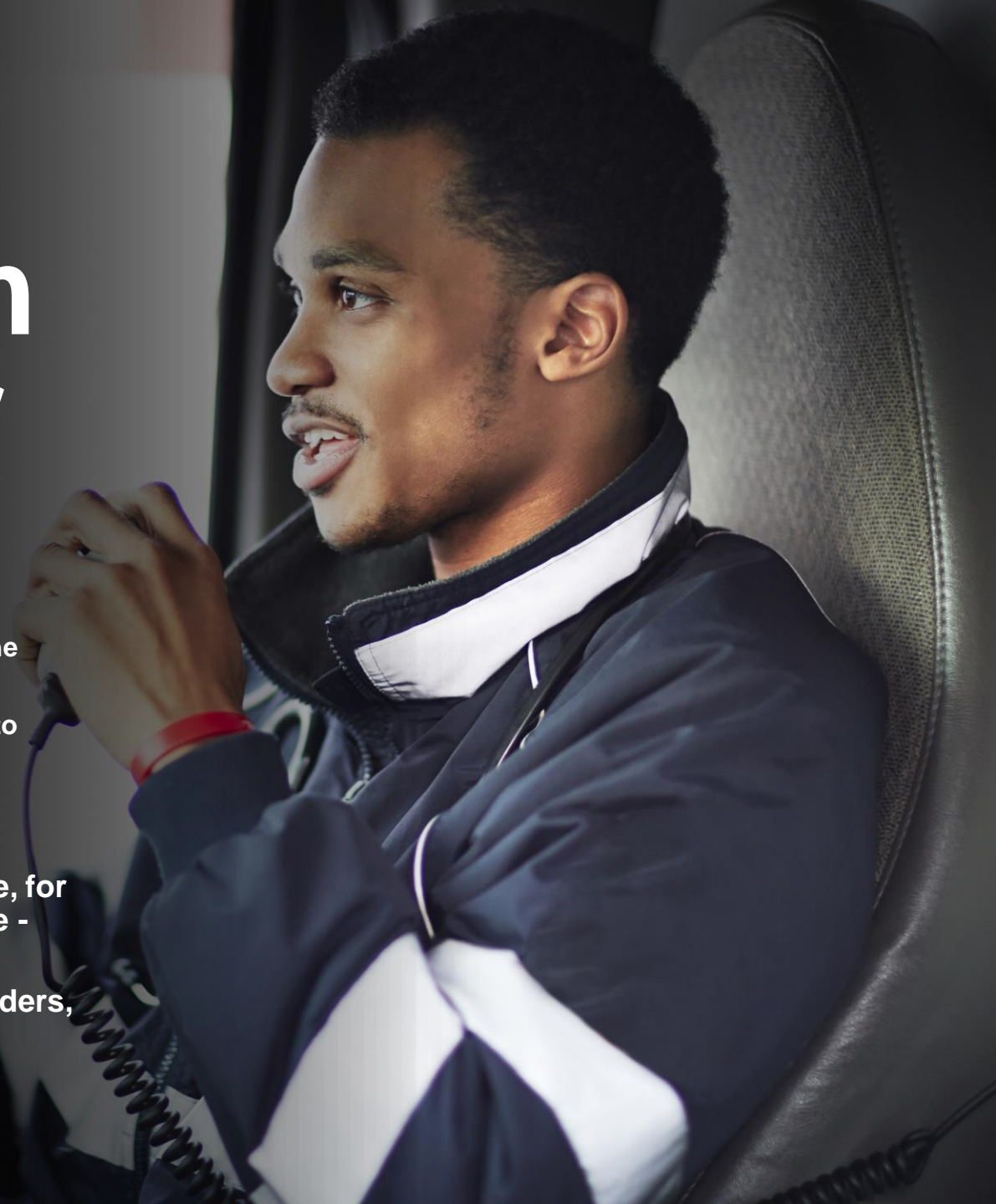
Pacific

5G Rugged Smartphone

Highlights

- FirstNet Certified
- Large, High-Resolution Screen (6.58" FHD+) with Gorilla Glass Victus II
- Rugged Design: IP68 rating, MIL-STD-810H, non-incendive Class 1, Division 2
- Qualcomm Snapdragon 7 Gen 3 (SM7550) for Higher Data Speeds
- 5G NSA and SA support, 5G+: n77
- VoNR support at launch TBD
- Extensive Memory Support: 8GB/256GB, MicroSD up to 2TB
- Triple Rear Camera (50/13/2MP), Front Camera: 16MP
- Long Battery Life: 5000mAh (embedded)
- Fast-Charging (18W) and Wireless Charging
- Fingerprint Sensor for added Security
- WiFi 802.11 a/b/g/n/ac/ax, Bluetooth v5.3, NFC
- Android 14 (Launch), Android 15, Android 16
- Security Updates: 5 years
- (MC)PTT Support – side PTT button (programmable), SOS (programmable), dual loudspeakers, SecureAudio Connector
- Dual Charging Pins (multi-bay chargers)
- Dual SIM Dual Standby (eSIM/pSIM) – ATT Private Network
- SonimWare included
- 3-year Comprehensive Warranty

3 YEAR COMPREHENSIVE WARRANTY

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Postpaid | Mid-Tier – 5G Smartphone

Sonim | Pacific |

Network: LTE/5G/5G+	5G+	**Extended n77:** Yes/No/NA		Yes
mmWave: Yes/No/NA	No	**Standalone 5G:** Yes/No/NA		Yes
Rugged Option: Yes/No	Yes* (See Details)	**FirstNet Certified:** Yes/No		Yes
Exclusivity: Yes/No	No	**Shared Software:** Yes/No		No
Operating System	OS: Android		Version: 14	Upgrade: 36 Mos
Dimensions (mm): H/W/T	171 mm		80 mm	11.9 mm
Display: Size/Resolution/Refresh	6.58" / FHD+ / 90Hz		**Glass Type:** Gorilla Victus II	
Chipset: Make/Model	Qualcomm		SM7550	
Camera: Front/Rear/Flash	16MP	50MP/13MP/2MP	Both	
Memory: RAM/ROM/External	8GB	256GB	MicroSD 2TB	
Battery: Size/Days Usage	5000mAh		1.5 days	
Charging	Rate: 18W Fast Charge		Wireless: Yes	
Wi-Fi	802.11 a/b/g/n/ac/ax			
Primary Sensors	Fingerprint Accelerometer	Gyro, Magnetic, Barometer	Proximity, Ambient light	
SIM Type: pSIM/eSIM	pSIM: Nano 4FF		eSIM: Yes	
3G Bands	I/II/IV/V/VIII			
4G (LTE) Bands	B2/B5/B12/B14/B29/B30/B66 B1/B3/B7/B8/B20/B25/B26/B28/B38/B39/B40/B41/B48			
5G Bands	n2/n5/n14/n30/n66/n77	Added Roaming: n1, n28, n78		

Additional Details

- Rugged Design:
  - IP68 – Water and Dustproof
  - MIL-STD-810H – Enhanced Drop Protection
  - Gorilla Glass Victus II – Enhanced Screen Protection
  - non-incendive Class 1, Division 2
- Warranty: Sonim 3-year comprehensive
- NFC
- PTT button (Programmable) – support for MCPTT
- SOS button on top of device (Programmable)
- SecureAudio Gen 2 (upper right side)
- Dual Loudspeakers
- Dual Charging Pins – for multi-bay chargers
- Dual SIM, Dual Standby (DSDS) – supports ATT/Private Network
- **SonimWare** - suite of **FREE** features for safety, device management, and troubleshooting.
- Bluetooth changed from V5.2 to v5.3

Minimum Expectation Callouts[1]

Section	Supplier Summary
	Green indicates improvement from minimum requirements.
	OTHER HIGHLIGHTS:
	GOTA and ADCP (Android Device Configuration Profile)
	Bands n14, n30 – disabled for launch, re-enable post-launch MR
	Pre-install pSIM (same as XP10)
	3GPP SIM LOCK

1. Refer to "Minimum Expectations" in Section 6 of the RFP document
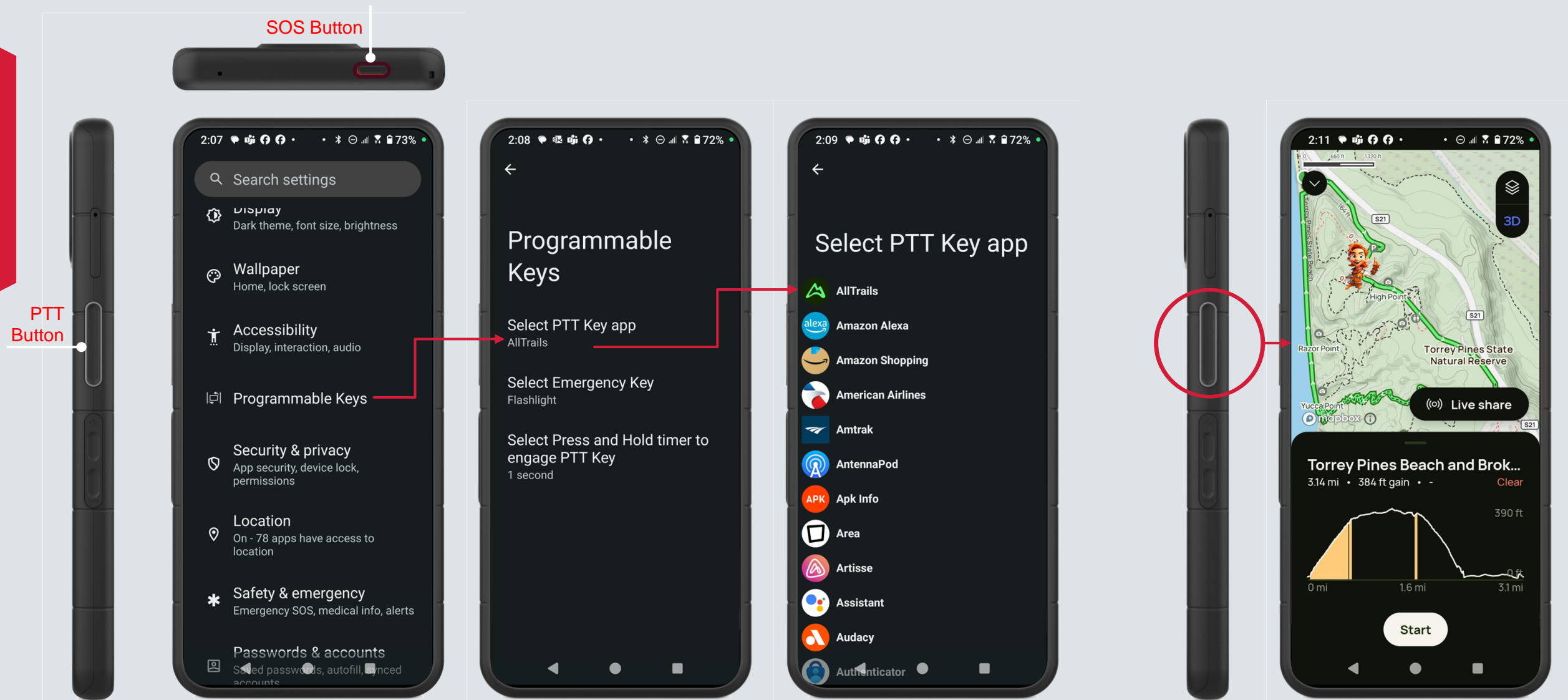
Pacific

**Mid–Tier
5G Smartphone
(Rugged)**

Key design elements

Pacific device

SecureAudio Gen2

SOS (Programmable) Button

Triple Rear Camera

SIM/ MicroSD Tray

PTT (Programmable) Button

Volume

SecureAudio Gen2

Power & Fingerprint

Dual Loudspeakers & USB

Dual Charging Pads

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Programmable Buttons

SOS Button

PTT Button
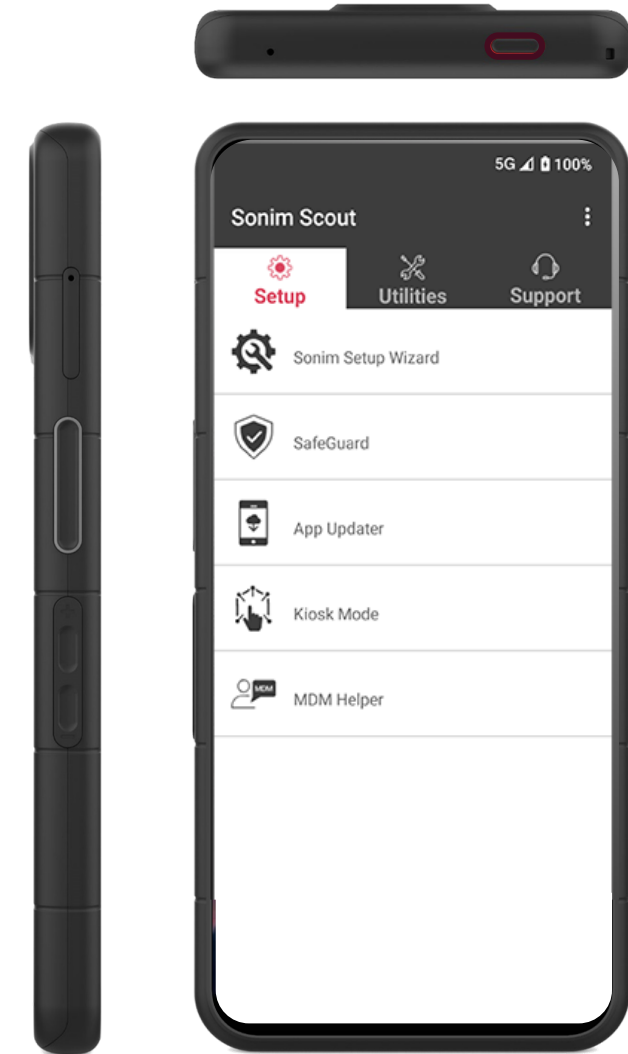
Pacific preloads

Sonim Preloads

- Sonim SCOUT

AT&T Preloads – next slide

Sonim Pacific

Embedded

Google Messages (Google RCS)
Browser Landing Page
Google Search (+Widget)
iQi
Real Time Text
Setup Flow
Stir Shaken
Video Call
Wi-Fi Calling

Full Preload

AT&T Security Services
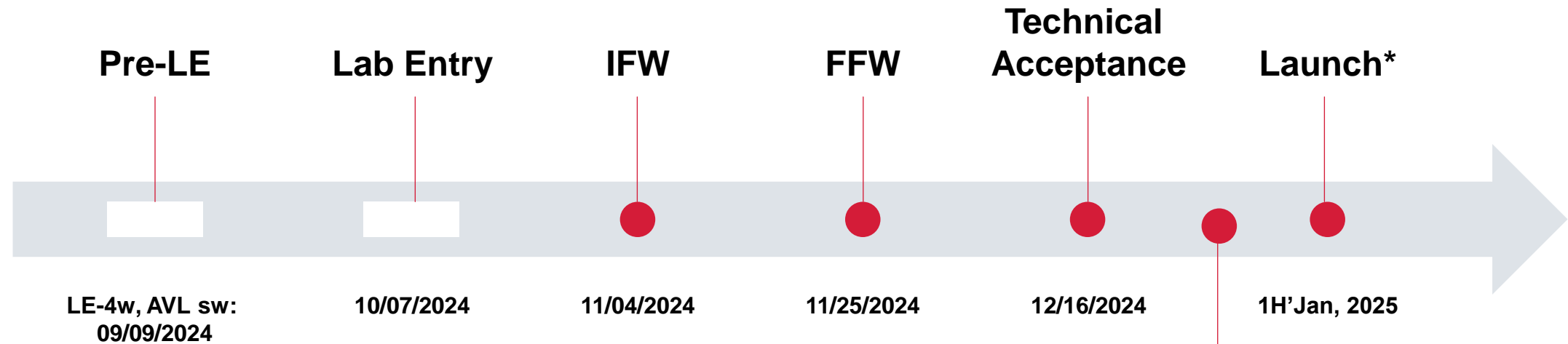AT&T Visual Voicemail
Device Help

Virtual Preload

AT&T ePTT

Silent Download

No Silent Downloads

Pacific device

Pacific schedule

Pre-LE	Lab Entry	IFW	FFW	Technical Acceptance	Launch*

LE-4w, AVL sw: 09/09/2024 — 10/07/2024 — 11/04/2024 — 11/25/2024 — 12/16/2024 — 1H'Jan, 2025

Training

*One-Two weeks before launch:

- Sales Training
- Technical Training

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Accessories

Accessories

Rugged accessories

Accessories for workers that operate in extreme conditions

In-vehicle Pro-install & Passive Kits

Wired & Wireless PTT Headsets & RSMs

Bluetooth RSM & Smart Button

Multi-bay Handset & Battery Charging

Carrying Solutions

Chargers, Cables & Adapters

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Accessories

Sonim
SecureAudio
Connector Gen 2

**Securely attach mission
critical audio accessories.**

Products shown
RSMs
PTT Handsets

SecureAudio
Gen2

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Software & solutions

Software & solutions

Sonim PTT differentiation
It's **also** in our DNA.
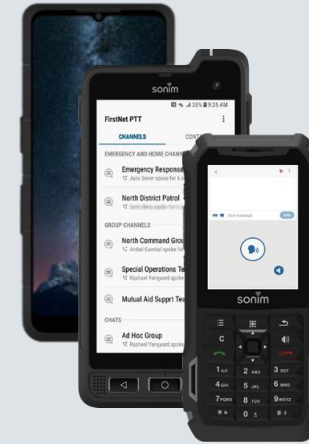
Over a decade of PTT expertise

>50 PTT carrier deployments across Sonim handset models, carriers and PTT partners

Robust, purpose-built accessory ecosystem

- SecureAudio Gen 1 & Gen 2
- Bluetooth integration
- Power On/Off

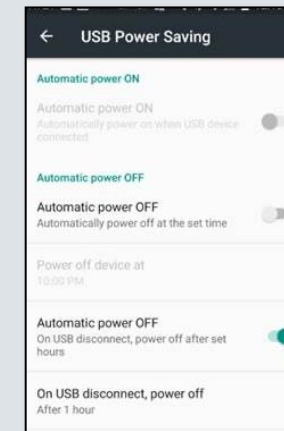### FirstNet-Certified Applications

- AT&T EPTT (Kodiak)
- FirstNet PTT (Samsung)
- ESChat
- TASSTA
- Tango Tango
- Orion PTT
- Wave PTT

MCPTT Device Support

SecureAudio provides secure connection and power to accessories
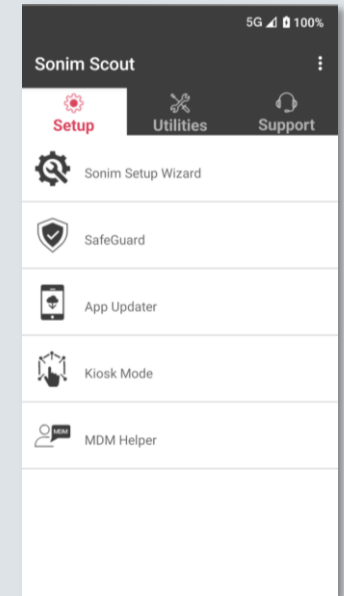
Power On / Off Based on Power Supply
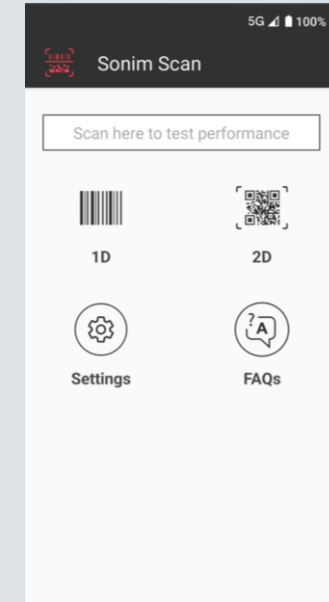
Aina & BlueParrott Bluetooth Integration

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Software & solutions

Look inside every Sonim ultra-rugged exterior to find:

SonimWare

Our free, comprehensive set of software tools, applications and utilities that are ready to help improve the management and productivity of your mobile ecosystem.

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Software & solutions

SonimWare

Sonim's comprehensive software that puts the "ability in durability."

At Sonim we understand it takes more than just a rugged phone running the standard Android OS to meet the needs and requirements of our customers.

That's why we created SonimWare, a comprehensive set of software tools, applications and utilities designed specifically to serve your organization.

SonimWare improves efficiency, increases productivity, removes common mobility impediments, and allows you to transform your operations.

SonimWare provides solutions in key areas, including:

- Device Provisioning and Deployment
- Application Management and Updates
- Enterprise Security
- Productivity and Safety Tools
- Remote Troubleshooting, Diagnostics and Support
- Expansive Third-Party Application and Solution Support

SonimWare currently includes:

- **Sonim SCOUT** – our free, intelligent solution for device configuration, management and support
- **Sonim SCAN** – a 1D/2D barcode scanning application
- **Sonim SOS** – our free safety/alarm application
- **Sonim CLOUD** – our web-based administration console

SonimWare brings value and usefulness to people throughout your organization:

- End-users
- Operations
- IT/Device Administrators
- Supervisors and Management

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SonimWare
/SCOUT

Device management and support as reliable as our devices are durable.

Think of SCOUT as Sonim's digital agent that handles everything related to device setup, deployment, management, over-the-air updates, and customization.

When used with CLOUD, Administrators can easily make changes and control how devices are used in the field.
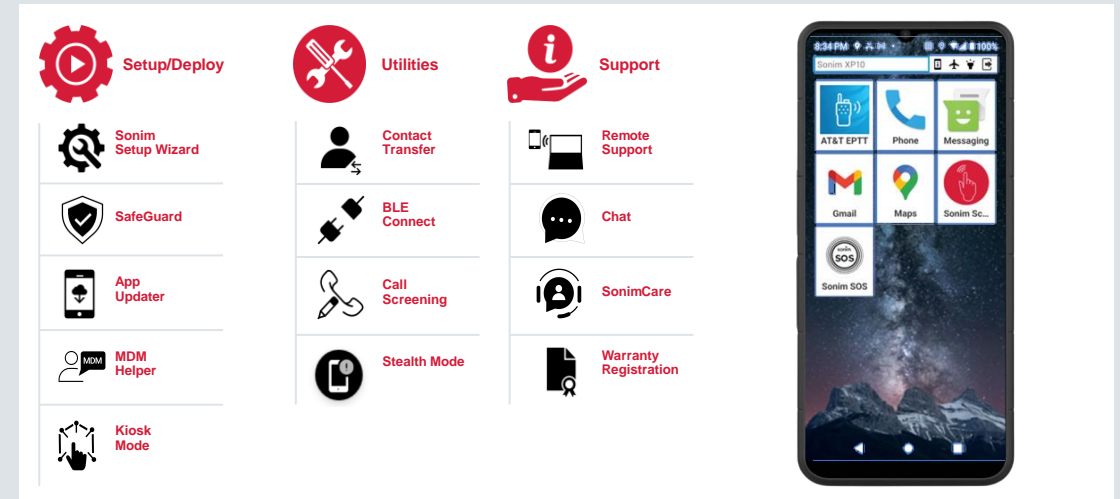
Features & Benefits

Fast, error-free deployment with SCOUT
Utilize a Sonim SCOUT's over-the-air capabilities to save time and simplify setup and deployment of large numbers of devices

Keep apps current with App Updater
Install or update applications silently over-the-air or by informing Users that new updates are available

Control app and feature usage with Sonim SafeGuard and MDM Helper
Block usage of selected apps and features, ensuring devices are optimized for work related functions

Customize devices for maximum productivity in Kiosk Mode
Optimize device screens by customizing and limiting access to apps which are productivity or safety related

In-field, real-time troubleshooting and guidance with SCOUT Remote Support
Immediate and comprehensive device guidance anytime and anywhere

Customer service

sonim.

Sonim lowers total cost of operation

3-year comprehensive warranty protects against costly device replacement

Sonim   **3 Year**

Competitors   **2 Year**

First+Care

Sonim's FirstCare keeps you up and running with 24/7 customer service and support

SonimWare /SCOUT

SonimWare simplifies device management and configuration and reduces support costs with an entire suite of software productivity tools and applications, included free with each device

Call Screening

Kiosk Mode (UI Lock)

App Updater

Sonim SCOUT

Warranty & Device info

Remote Support

Manage contacts

sonim

Customer service

FirstCare
on-site service

FirstCare On-Site Service

DEPLOYMENT PREP

DEPLOYMENT EXECUTION

POST DEPLOYMENT FOLLOW UP

FirstCare Deployment Prep Work

- FirstCare and Sales team connects with carrier sales team and customer with at least 30 day lead time
- Sales team completes the Sonim Deployment Worksheet outlining the deployment, including Scout where appropriate
- Determine size and scope of team needed
- Define training requirements
- Engage with necessary partners (Kodiak, NetMotion, Actsoft, etc.) to ensure customer gets full support from all partners

FirstCare Deployment Execution Team

- Scalable depending on size of on-site effort
- At least 1 FirstCare manager to support on-site efforts
- Create 1-pager documents to familiarize end users with their new device and review specific "how-to's"
- Conduct end-user training or "train the trainer" specific to their use-case

FirstCare Post Deployment Efforts

- Establish quarterly check-in calls with carrier sales team and customer to review field usage satisfaction and address any training opportunities, performance questions & any new product/accessory availability review.

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Thank you.

sonim®

AT&T

FIRSTNET™

sonim®