

DTR410™

Digital On-site Two-way Radio and Accessories



INCREASE SALES



Do you speak **digital**?

No monthly fees.

No service towers.

No per-minute charges.

Introduce customers to the benefits of digital two-way radios for small business.

DTR410™ Digital On-Site Two-way Radio for Small Business

The better a team communicates, the more efficiently it operates. Motorola DTR 410 digital on-site two-way radios are power tools that enable that communication. Unlike alternative technologies, there are no monthly fees. No service towers. No per-minute charges. Moreover, these durable on-site two-way radios help businesses keep operations on schedule, maximize job shift productivity, enhance security, and increase overall customer satisfaction.

What digital provides

What would two-way radios have to provide to be perfect for on-site operation? Perhaps the ability to call a single unit as well as a group of radios. How about coverage extended by 20%, or up to 45% longer operation on a single charge? Remarkably, all that productivity-enhancing capability—and more—is provided by the DTR410. You get many other benefits too, including digital audio quality—which stays loud and clear everywhere you have coverage. And best of all, this pacesetting radio operates without monthly fees or annual contracts—and at a very affordable price.

We created this brochure to help you learn about the Motorola DTR410™ digital on-site two-way radio. This brochure has all the product information you need, as well as suggestions on how to market the radio to specific target customers. We recommend you become familiar with the key product points—and the important features and capabilities of this revolutionary radio.

* Coverage will vary based on terrain and conditions. All comparison claims made against Motorola CP100/XU2600 analog radio models. High capacity battery used.

Making the Most of this Guide

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Key selling points

DTR410 Digital On-Site Two-way Radios:

- Are easily programmed with Customer Programming Software (CPS), which supports front panel programming and cloning with optional cable. Downloadable for free on the DTR micro site at www.motorola.com/DTR
- Use digital technology to provide benefits never before available in on-site two-way radios. Most important is the ability to call individual radios (digital one-to-one calling) and defined groups of radios as well as all DTR Series™ radios within range (digital one-to-many calling).
- Provide greater coverage than comparable analog radios.* Up to 300,000 square feet or 25 floors indoors – with use of extended antenna accessory.
- Provide greater operating time per charge than comparable analog radios.*
- Enable DTR Short Messaging Service (SMS) – a PC tool which allows users to text message a fleet. Downloadable for free on the DTR micro site at www.motorola.com/DTR
- Meet U.S. Military 810 C, D, E and F specifications and Motorola standards for durability and reliability.
- Are affordably priced and offer exceptional value.
- Are backed by a limited one-year warranty.
- Are supported by a comprehensive assortment of marketing materials to help you promote and present these radios to potential customers.



* Coverage will vary based on terrain and conditions. All comparison claims made against Motorola CP100/XU2600 analog radio models. High capacity battery used.

Know the key decision makers and identify users within your target market.

The digital performance of the DTR410™ enables users to build bridges that expand the capabilities of individuals and teams, enabling them to get the job done right, faster and with greater safety. Powerful productivity that's perfect for:



Education

Maintaining order and enhancing student safety are priorities for any school. DTR410 radios keep everyone in touch—from teachers and administrators, to crossing guards and maintenance personnel. That enables a quick response to any situation, often preventing small problems from escalating into bigger ones.

Manufacturing

Success in industry depends on efficiency and responsiveness. Clear communication, often in noisy environments, is essential to avoid downtime—and to enable the fastest response to production problems or injuries. The DTR410 delivers. Its rugged construction stands up to industrial environments, and its long battery life meets the demands of overtime and multi-shift operations.

Hospitality

Excellent customer service and satisfaction are the keys to loyalty and repeat visits. DTR410 radios help keep the staff connected—from the front desk and concierge, to event planners and maintenance personnel. That means a more productive staff and faster response to guest requests, at special events, and in case of emergencies.

Retail

Responsiveness in retail is essential to sales and customer satisfaction. DTR410 radios make seamless service easier to provide, whether it's an answer to a question, a price check, a clean-up or an emergency. With clear, constant communication ensured, customer service can be taken to the next level.

Property Management

With DTR410 radios, building managers, maintenance technicians, groundskeepers and security personnel can respond more quickly to tenant needs or emergencies, minimizing costs and enhancing tenant satisfaction.

Construction

To keep any construction project on track timely coordination from management to foremen, subcontractors, and individual tradespeople is essential. DTR410 radios make it easy by helping users keep projects on schedule, avoid errors, meet deadlines and stay within the budget.

Call a single unit or group.

Coverage extended by 20%.

Up to 45% longer operation
on a single charge.

Make the sale

by talking to the right person
about their specific needs.



Decision Makers and Influencers

Radio Users and Departments

Education

Principals, Assistant Principals, Teachers, Directors, Supervisors, State Educational Officials, Superintendents, Administrators

Administrators, Principals, Teachers, Nurses, Secretaries, Custodians, Maintenance Staff, Security, Crossing Guards, Coaching Staff, Special Events Staff, Playground Supervisors, Cafeteria and Hall Monitors

Manufacturing

Plant Managers, Plant Directors, Managers, Supervisors, Superintendents, Foremen, Operations Managers, Production Managers

Foremen, Engineers, Supervisors, Secretaries, Managers, Crew, Mechanics, Laborers, Technicians, Shipping and Receiving, Assemblers, Stockmen, Maintenance and Janitorial Crews

Hospitality

Owners, Managers, Operations, Purchasing, Security Managers, Telecom Managers, Food and Beverage Management, Maintenance and Housekeeping Operations

General Managers, Front Desk Clerks, Cashiers, Receptionists, Concierge, Bartenders, Bellhops, Valets, Busboys, Housekeeping Staff, Custodians, Night Supervisors, Security Personnel, Groundskeepers, Pool Attendants, Restaurant Staff

Retail

Owners, Presidents, General Managers, District Managers, Store Managers, Assistant Store Managers

Owners, Managers, Buyers, Supervisors, Cashiers, Attendants, Salespeople, Floor Clerks, Stock Clerks, Loaders, Security, Customer Service

Property Management

Owners, Managers, Operations, Purchasing Managers, Security Managers, Telecom Managers, Maintenance and Housekeeping Operations

Owners, Developers, Building and Property Managers, Building Supervisors, Consultants, Engineers, Security Guards, Supervisors, Monitoring Personnel, Night Patrolmen, Physical Access Guards, Maintenance Personnel, Groundskeepers, Appraisers, Guest Services

Construction

Commercial Building Contractors, Special Trade Contractors, Project Managers, General Contractors, Electricians, HVAC, Engineering, Foremen, Site Managers

Foremen, Supervisors, Managers, Electricians, Installers, Surveyors, Architects, Plumbers, Flaggers, Engineers, Laborers, Loaders, Roofers, Painters, HVAC Installers, Security Installers, Landscapers

The digital difference.

Motorola digital on-site two-way radios meet customer's needs best.

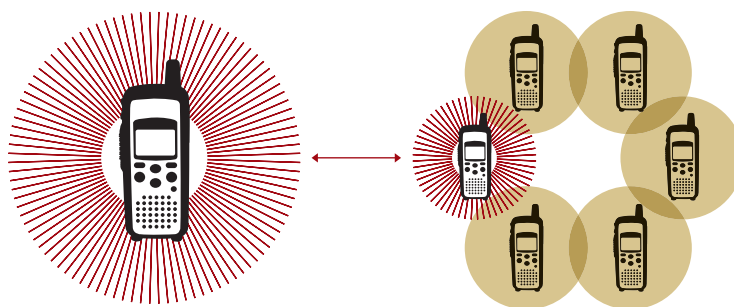
Enhanced coverage, extended battery life, and superior audio quality aren't the only advantages of digital on-site two-way radios. No license is required to operate our 900 MHz units. And for enhanced security, we added Frequency Hopping Spread Spectrum (FHSS) with 50 non-overlapping groups. Unlike analog radios, multiple group communications can occur simultaneously on the same channel.

In addition to these overall benefits, users will be able take advantage of many leading-edge operational features that were not previously available. And you'll soon wonder how business two-way radio users managed without them.

Because the digital technology of the DTR410 enables each unit to have its own unique 11-digit identification, users will experience a new level of radio communication versatility with these calling options:

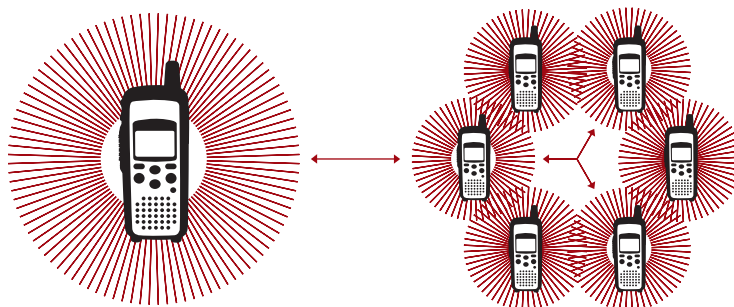
Digital One-to-One Calling

Allows users to call and talk privately with a specific user. A private-call recipient can receive an alert—either an audible or vibrating signal. And the recipient's unit displays the caller's ID.



Digital One-to-Many Public Group Calling

All other DTR Series radios on the same group ID and channel can hear transmitted communications, similar to analog radio operation.



The DTR410 also features:

- DTR Short Messaging Service (SMS)—with a total of twenty preset messages such as "I'll call you back in 5 minutes" and support for keyed-in custom messages to meet more specific needs.
- Scroll list—users can view a recent-calls list showing the source and target of the last 20 transmissions with time and date information. It all adds up to a superb combination of features for your convenience, management, and productivity all at an extraordinary value.

Design Excellence Produces Exceptional Durability

Rugged and reliable, DTR410 digital on-site radios undergo rigorous testing in the design process.

Subjected to U.S. Military 810 C, D, E and F Standards, you can rest assured it will hold up under demanding conditions.

DTR410 Function Key

- 1 Antenna**
- 2 Audio Jack:**
Connects audio accessories
- 3 Custom Programming Software Port:**
Connect radio to a PC with data cable for easy programming.
Also used to connect non-audio accessories or plug-in charging.
- 4 Home Key:**
Use to exit current menu and return to idle screen
- 5 Menu Key**
- 6 Microphone**
- 7 Navigation Keys:**
Use to select members in scroll list or scroll through menu settings
- 8 Option Keys:**
Use to select display options
- 9 Power Button:**
Press to turn on, hold to turn off
- 10 PTT Button:**
Push-to-Talk
- 11 Volume Controls**



actual size
5.2 x 2.3 x 1.4 inches

DTR410 Digital On-Site Two-Way Radio Features

- 900 MHz ISM License-free Band
- Digital One-to-One Private Call
- Public Groups Available: Up to 25 (20 default)
- Frequency Hopping Spread Spectrum (FHSS)
- Customer Programming Software (CPS)
- Battery Life: Standard, up to 15 hours of operation per charge
- Charge time: 3 Hours
- DTR Short Messaging Service (SMS): Reception and origination
- Preprogrammed Messages: For quick and easy response
- Customizable Messages (via optional Mini Keyboard)
- SMS Time/Date Stamping
- Name Aliasing (via optional Mini Keyboard)
- Remote Monitor, Disable and Time
- Over-the-Air Time/Date Update
- Call Forwarding
- Call Alert
- Alert Reminder Tone
- Caller ID
- Recent Call List: Last 20 transmissions
- Rugged, Compact Polycarbonate Housing:
With rubber overmold for comfort
- 2-pin Audio Accessory Jack: With captive connector cover
- Full-graphic Backlit Display:
With contrast adjustment and backlight timer
- Battery Gauge
- Electronic On/Off Control
- Unit-to-unit Configuration Cloning (via optional Cloning Cable)

DTR410 Accessories

Standard Package Includes:

- DTR410 Digital On-Site Two-way Radio
- Swivel Belt Holster
- Charger
- Drop-in Charging Tray
- Lithium Ion Battery
- Quick Reference Guide



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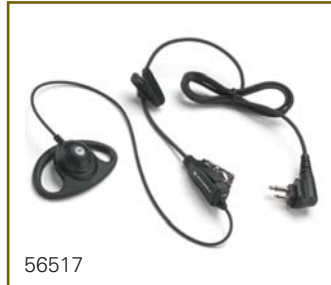
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53865



53866



56517

Audio Accessories

53815 — Lightweight Headset with Boom Microphone
Ideal for fast-paced work environments. Enables discreet communication.

53863 — Earpiece with Microphone
Fits over ear for clear reception – even in noisy areas.

53866 — Earbud with Clip Microphone and Push-to-Talk (PTT)
For convenience and uninterrupted productivity. Push-to-talk button activates microphone.

RLN6423A — Swivel Earpiece
Ergonomic design fits various ear sizes, rubber over molding creates an ultra comfortable fit. Adjusts for use on either ear.

53865 — Headset with Swivel Boom Microphone
Ideal for noisy environments or to avoid disturbing others. A convenient way to communicate without having to remove the radio from its holster.

56517 — Earpiece with Inline Push-to-Talk (PTT) Microphone
Convenient earpiece enables communication without having to remove the radio from its holster. Push-to-talk button activates microphone.



RLN6423A

Create a custom communication solution for customers with Motorola Original® Accessories.



53961



53960



53967



53963



53968



NNTN4841A

Carry Holster

53961 — DTR Series™ Holster
Replacement for the durable holster that comes standard with each DTR410 radio purchased.

Connectivity

53967 — Mini Keyboard
Access options, update contacts and enter commands on your radio keyboard. Also enables quick and easy text messaging. Radio sold separately.

53968 — Cloning Cable
Provides time-saving cloning capability of all configurations and user menu settings at the touch of a button.

Batteries and Chargers

53963 — Standard Capacity Lithium Ion Battery
Have a spare battery ready for when you need it. Rechargeable battery provides up to 14.5 hours of battery life per full charge.

NNTN4841A — 3-Hr Standard Charger
Enables you to fully charge your DTR410 radio in 3 hours.

53960 — Multi-Unit Charger
Allows drop-in charging for up to six radios and/or batteries from a single outlet in three hours. This wall mountable unit also provides a central storage location for radios at the end of a workshift.

Marketing Support

Marketing materials for the DTR410™ are available to help present and promote these digital on-site two-way radios to customers. The marketing materials include a DTR410 brochure, spec sheet, sales presentation, photography and a variety of marketing programs to support the DTR410. Motorola Print on Demand has the collateral to support your Motorola marketing needs. Visit Motorola Print on Demand to customize your Motorola product and service literature as well as direct mail and other advertising needs. A convenient link to Print on Demand can be found in the Resource Center on MOL.

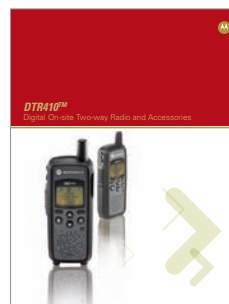
DTR410 Sales Guide

For your convenience, you can customize and order additional copies of the DTR410 Sales Guide for your sales team. Visit Motorola Print on Demand to order. RC-4-014 POD



DTR410 Brochure

For your convenience, you can customize and order copies of the DTR410 Brochure. Visit Motorola Print on Demand for your literature needs. RC-4-013 POD



DTR410 Z-fold Direct Mail

For a condensed product guide, you can order copies of the four panel DTR410 Mailer. Visit Motorola Print on Demand to customize and order. RC-40-015 POD



DTR410 Spec Sheet

Complete specifications in an easy-to-read format—a great way to present the performance advantages of the DTR410. R3-4-2019 POD



Photo Resources

Product and accessory photography for the DTR410 is available to support your marketing and advertising efforts.

We have provided you with a CD-ROM of ads and photos. Or check the photos out online.

Simply visit

<https://www.motorolacollective.com/>

and search for the photos that best meet your needs. Please note that a broadband Internet connection (rather than a dial-up line) is recommended for faster downloading.

Specifications

GENERAL SPECIFICATIONS

Frequency:	900 MHz ISM FHSS
Contact List Capacity:	Up to 25 Group contact list
Power Supply:	3.8V \pm 0.4V
Dimensions: H x W x D	132.3 x 57.2 x 35.4mm 5.2 x 2.3 x 1.4 inches
Weight: with 1200 mAH Li-ion Battery	200.2g (7.1oz.)
Average Battery Life @ 5-5-90 Duty Cycle: with 1200 mAH Li-ion Battery	15 hours
FCC Designation:	AZ489FT5842
IC Designation:	109U-89FT5842

RECEIVER

Sensitivity: (3% BER Sensitivity)	-125dBm
Frequency Stability: (-30° C to +60° C)	\pm 0.0005% (\pm 5PPM)
Spur Rejection:	55dB
Blocking Immunity:	
Interferer from \pm 500 KHz to \pm 1 MHz	75dB
Interferer from \pm 1MHz to \pm 15 MHz	80dB
Audio Output: @ < 5% Distortion	1W

TRANSMITTER

RF Output:	1W
Channel Spacing:	50 kHz
Frequency Stability: (-30° C to +60° C)	\pm 0.0005% (\pm 5PPM)
Spurs/Harmonics:	500 uV/m (3m)
Audio Response: (from 6dB/oct. Preemphasis, 300 to 3000 Hz)	+1, -3dB
Audio Distortion: @ 1000 Hz, 60% Rated Max. Dev.	<3%
TX ACCPR:	-50dBc
FCC Modulation:	8-level FSK 900 MHz ISM FHSS

Accelerated Life Test

Motorola's Accelerated Life Test (ALT) is a developmental process of rigorous laboratory testing that simulates years of field use. Motorola has a firm commitment to quality and reliability. These radios have been designed, manufactured, and tested to achieve high levels of component and workmanship quality. Motorola radios are designed to minimize costly repairs and downtime.

All specifications subject to change without notice.

Excellence in Design Produces Exceptional Durability

Rugged and reliable, DTR410 digital on-site radios undergo rigorous testing in the design process using U.S. Military 810 C, D, E and F Standards—so you can rest assured it will hold up under demanding conditions. These tests are designed to simulate the harshest environments, including:

Blowing Rain: Steady rainfall and wind for 30 minutes on every surface.

Salt Fog: 48 hours of exposure.

Vibration: Up to nine hours of exposure to vibration that simulates the rigors that a radio could undergo while being carried or transported.

Blowing Dust: Six hours of blowing dust on all surfaces.

Shock: 18 shocks with a minimum G force of 40 G each.

Temperature Storage: Multiple hours of exposure to storage temperatures as low as -67° F and as high as 160° F.



Motorola—A Name You Know and Trust

For more than 75 years, Motorola has been a leader in creating state-of-the-art wireless communications. The DTR410™ digital on-site two-way radio upholds that superior standard. Each radio and radio accessory is backed by a limited one-year warranty. So when you select the DTR410 radio, you'll experience the same exceptional quality you've come to expect from all Motorola products.



MOTOROLA

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