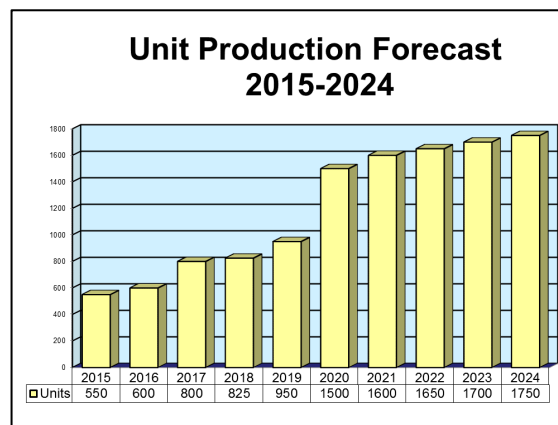


Every Talk

Outlook

- Forecast International projects that defense departments worldwide will buy an abundance of Every Talk smartphones during the forecast period
- FI expects that once government spending resurges, defense departments throughout the world will procure smartphones in robust numbers; Thales' Every Talk is expected to capture its share of these purchases



Orientation

Description. Every Talk is a ruggedized, high-speed smartphone designed for security forces. Every Talk is manufactured by Thales.

Sponsor

Thales

45, Rue de Villiers
Neuilly-sur-Seine, 92526
France
Tel: + 33 1 57 77 80 00

Status. The Every Talk smartphone is available for sale.

Application. Communications.

Price Range. Forecast International approximates the price of one Every Talk smartphone to be \$525. This amount is speculative, however, since no contracts or sales data are available.

Contractors

Prime

Thales	http://www.thalesgroup.com , 31 Place des Corolles - CS 20001, Tour Carpe Diem, Paris, 92098 La Defense Cedex, France, Tel: + 33 1 57 77 80 00, Fax: + 33 1 57 77 86 59, Prime
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Comprehensive information on Contractors can be found in Forecast International's "International Contractors" series. For a detailed description, go to www.forecastinternational.com (see Products & Services; Companies, Contractors, Force Structures & Budgets) or call + 1 (203) 426-0800. Contractors are invited to submit updated information to Editor, International Contractors, Forecast International, 22 Commerce Road, Newtown, CT 06470, USA; rich.pettibone@forecast1.com

Every Talk

Technical Data

Dimensions

66mm x 132mm x 23mm

Weight

210 g

User Interface & Display

Display Image Size: 3.2-in Full Touch

Camera Resolution: Front – 300K pixels, Rear – 2 megapixels

Integrated Micro SD Card

Operating System

Windows CE, Android (late 2011)

Memory: 1G (NAND), 256MB (DDR)

Battery: 2,600 mAh, Lithium Polymer

Connectivity

WiMAX 802.16e 1.8G Hz, 2.5G Hz, 3.5G Hz

LTE (available late 2011)

WiFi 802.11b/g/n

Bluetooth

Integrated GPS

Environmental Specifications

Operating Temperature: 20°C to 60°C

IP54

Accessories

Audio Accessories, Chargers (Rapid and Travel Charger)

Carrying Accessories

Program Review

On May 26, 2011, Thales unveiled its Every Talk smartphone at the TETRA World Congress in Budapest, Hungary. The TETRA World Congress is the meeting place of the international Terrestrial Trunked Radio (TETRA) community. Jean-Michel Lagarde, vice president in charge of Thales' Network & Infrastructure Systems activities, said, "We are very proud to launch the first ruggedized PTT [push-to-talk] broadband terminal on the market dedicated to security forces. It

confirms our positioning in the field of professional mobile radios as a major actor, providing innovative, flexible, and scalable solutions enabling broadband applications for mission-critical users, both civil and military."

In October 2011, Thales demonstrated real-time information exchanges (files and videos) of the Every Talk smartphone at Milipol, the worldwide exhibition of internal state security systems.

Funding

Every Talk is funded by Thales.

Contracts/Orders & Options

No contract awards have been announced at this time.

Every Talk**Timetable**

<u>Month</u>	<u>Year</u>	<u>Major Development</u>
May	2011	Thales introduces Every Talk to marketplace
Oct	2011	Thales demonstrates real-time information exchanges of Every Talk at Milipol

Worldwide Distribution/Inventories

There have been no announcements of any purchases at this time.

Forecast Rationale

Projected Every Talk sales are being driven by the desire of defense departments throughout the world to buy an extremely low-cost communications device.

Forecast International anticipates that once government expenditures resurge, defense departments worldwide will buy smartphones in robust numbers, especially given the low cost of the smartphone compared to the typical military handheld radio. Thales' Every Talk smartphone is expected to acquire its share of these procurements.

Militaries are starting to purchase smartphones for use on the battlefield. In February 2014, *The Wall Street Journal* reported that Samsung had just obtained an order for 7,000 smartphones from the U.S. Army. According to the report, "The Army order is for the company's Nett Warrior system, which outfits soldiers with a chest-mounted Samsung Note II smartphone to use while on the battlefield."

Ten-Year Outlook

ESTIMATED CALENDAR YEAR UNIT PRODUCTION												
Designation or Program	High Confidence					Good Confidence			Speculative			
	Thru 2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	Total
Thales (Prime)												
Every Talk Military <> Worldwide <> Department of Defense												
	450	550	600	800	825	950	1500	1600	1650	1700	1750	11,925
Total	450	550	600	800	825	950	1500	1600	1650	1700	1750	11,925