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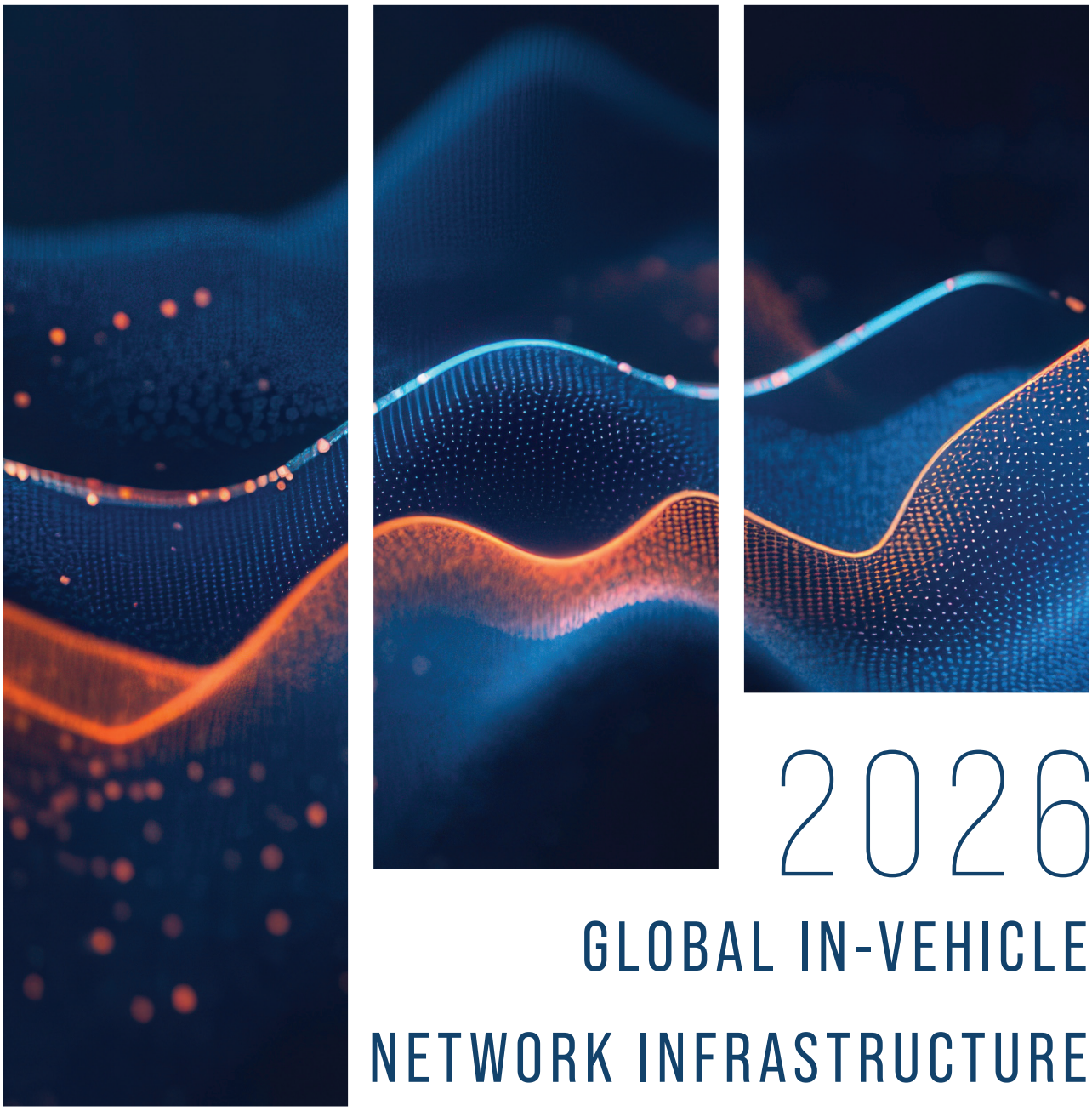
BEST PRACTICES



2026 GLOBAL IN-VEHICLE NETWORK INFRASTRUCTURE PRODUCT LEADERSHIP

ERICSSON

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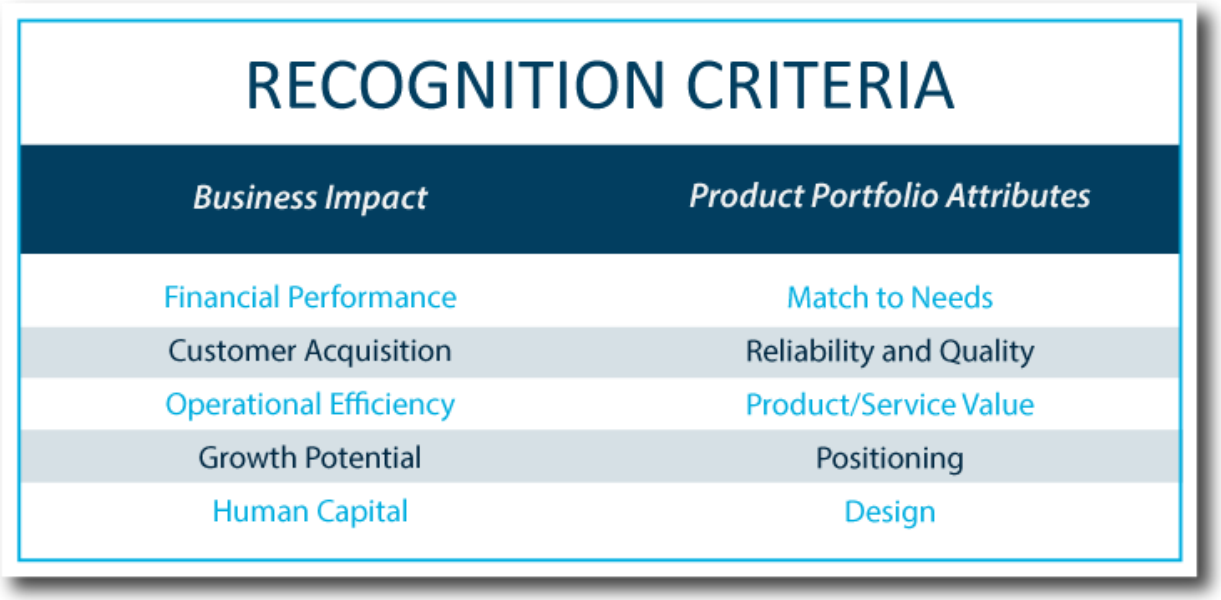
Best Practices Criteria for World-Class Performance

Frost & Sullivan applies a rigorous analytical process to evaluate multiple nominees for each recognition category before determining the final recognition recipient. The process involves a detailed evaluation of best practices criteria across two dimensions for each nominated company. Ericsson excels in many of the criteria in the in-vehicle network infrastructure space.



RECOGNITION CRITERIA

Business Impact	*Product Portfolio Attributes*
Financial Performance	Match to Needs
Customer Acquisition	Reliability and Quality
Operational Efficiency	Product/Service Value
Growth Potential	Positioning
Human Capital	Design

The Changing Landscape of In-Vehicle Network Infrastructure

In-vehicle networking is being reshaped by a structural shift in how vehicles function within public safety, mass transit, and fleet operations. Vehicles are no longer peripheral access points to centralized systems; they are becoming distributed operational nodes that must support continuous data exchange, situational awareness, and digital coordination while in motion. As a result, connectivity has moved from a supporting utility to a core operational dependency.

This transformation is occurring in environments where network conditions are inherently unstable. Vehicles routinely traverse dense urban areas, rural regions, tunnels, and incident zones where signal quality fluctuates, and traditional assumptions about coverage do not hold. These conditions expose the limitations of static or best-effort networking models and elevate the importance of seamless resilience mechanisms that work transparently as vehicles move across networks.

At the same time, security and governance expectations have intensified. Mobile environments now host a growing number of endpoints and applications, increasing exposure and making implicit trust models untenable. Zero-trust principles and application-level control are becoming baseline requirements. Layered on top of these demands is the challenge of investment longevity. Fleet platforms are expected to remain in service for many years, even as network technologies evolve quickly. Together, these forces are redefining in-vehicle connectivity as a long-term, adaptable platform rather than a discrete networking device.

Offering Customer-Led Design in Mission-Critical Mobility

Ericsson, the Swedish multinational networking and telecommunications company, offers the Ericsson Cradlepoint R2400 ruggedized in-vehicle router, which was shaped by direct engagement with customers whose operational success depends on predictable connectivity on the move. Public safety agencies, transit operators, and fleet managers articulated a clear need for platforms that behave consistently during movement, scale across diverse vehicle roles, and remain relevant as requirements change over time. Rather than requesting incremental performance gains, customers emphasized structural limitations they faced with existing in-vehicle networking approaches.

One recurring theme was the operational impact of connectivity interruptions during network transitions. Customers highlighted that conventional failover mechanisms were too slow or unpredictable for real-world use, prompting Ericsson to focus on carrier awareness and continuity rather than simple redundancy. Similarly, customers expressed growing frustration with architectures that forced trade-offs between capability and standardization, particularly across fleets with mixed vehicle types and use cases.

These inputs directly informed key platform decisions, including the move toward configurable redundancy models and integrated processing capacity within the router itself. Importantly, customer feedback continued beyond initial design phases. Early deployments validated that these choices reduced operational friction, improved confidence among frontline users, and simplified fleet-wide management. The resulting platform reflects not abstract roadmap assumptions, but a translation of customer-expressed constraints into tangible architectural outcomes.

Ensuring Predictable Performance in Unpredictable Environments

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> ***- Jack Palmer, Principal Consultant, Mobility Practice***

Reliability in the Ericsson Cradlepoint R2400 is engineered as a system characteristic rather than a single feature. The platform is designed to maintain consistent behavior under dynamic conditions, where network quality can change rapidly and without warning. This includes environments with intermittent coverage, signal interference, and frequent handoffs—conditions that expose weaknesses in traditional mobile networking approaches.

A core advancement in mobile carrier-persistance is the R2400's ability to retain visibility across carrier options while active traffic remains uninterrupted. By maintaining readiness rather than reacting after failure, the platform minimizes disruption during network transitions. This approach directly addresses the quality gaps associated with blind or delayed failover methods that have historically led to extended outages in mobile deployments.

Beyond failover, the R2400 supports layered resilience strategies. Its architecture allows customers to align connectivity design with operational criticality, ranging from streamlined configurations for routine vehicles to multi-link architectures for command or response roles. Traffic can be dynamically managed

based on application requirements via features made possible through Ericsson's NetCloud SD-WAN, ensuring that essential functions continue to operate even when overall network quality is degraded.

Customers report measurable improvements in service continuity and a noticeable reduction in connectivity-related incidents. Over time, this consistent performance has reinforced trust in the platform and supported its deployment in environments where reliability is directly tied to safety and mission effectiveness.

Lowering Complexity While Expanding Capability

The value of the Ericsson Cradlepoint R2400 lies in how it simplifies complexity while expanding capability over time. By consolidating networking, processing, and policy enforcement into a single in-vehicle platform, it reduces the number of components required to support modern fleet operations. Fewer devices, integration points, and manual interventions translate directly into lower operational overhead.

Long-term value is reinforced through architectural flexibility. Customers can deploy a common platform across their fleets while tailoring capabilities to specific vehicle roles as needed. This avoids the inefficiencies of overprovisioning while eliminating the need for parallel product families to address different performance tiers. As requirements evolve, additional capacity or functionality can be introduced without destabilizing existing deployments. Ericsson has made this possible through the introduction of the RC1250, a ruggedized 5G captive modem accessory which can be added to existing router deployments, including the R2400, to give customers access to the latest in 5G release technologies.

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Operational efficiencies extend beyond the vehicle itself. Centralized management and remote provisioning via Ericsson's NetCloud platform reduce deployment time and support effort, particularly for organizations managing large or distributed fleets. Security and access policies are applied consistently through the same management interface, reducing administrative burden and limiting exposure.

Compared with legacy designs that rely on multiple purpose-built devices or brittle overlay solutions, the R2400 offers a clearer economic profile over its lifespan. Customers benefit from predictable costs, extended asset utilization, and reduced disruption as technology requirements change.

Setting the Benchmark for Next-Generation In-Vehicle Connectivity

The R2400 is positioned as a foundational platform for in-vehicle networking, not a point solution addressing a narrow performance gap. Its differentiation stems from the combination of multiple advanced capabilities into a single, coherent system that aligns with how fleets actually operate. Rather than forcing customers to assemble resilience, intelligence, and management from disparate components, the platform delivers these as an integrated whole.

This integrated approach directly addresses long-standing customer pain points, including fragmented architectures, inconsistent failover behavior, and rigid hardware lifecycles. Competitors may offer individual features with similar specifications, but replicating the R2400's level of coordination between hardware architecture, network behavior, and centralized policy management presents a significant barrier.

The synergy between those elements allows customers to take advantage of a full suite of security & resiliency tools such as dynamically managing and steering critical traffic over the best network at the time. Ericsson can also intelligently bond multiple connection links together into a larger bandwidth pipe. These links can take the form of multiple active connections over the same carrier network, diverse carrier networks, and even Low Earth Orbit satellite connections. Utilizing features like flow duplication ensures application performance even when a link in the bonded group degrades or fails.

As a result, the platform has gained traction among organizations seeking to standardize in-vehicle connectivity without constraining future capabilities. Customers increasingly view the R2400 not as a replacement for older routers, but as a reference platform around which broader digital and operational strategies can be built.

By anchoring differentiation in architectural coherence and lifecycle adaptability, Ericsson has shifted competitive discussions away from raw specifications toward long-term operational fit. This positioning has strengthened its presence across public safety, transit, and fleet segments and reinforced its leadership in in-vehicle networking platforms.

Architecting a Platform for Scale, Precision, and Longevity

The R2400's design reflects an intentional balance between robustness, adaptability, and longevity. Rather than optimizing for a single deployment profile, Ericsson engineered the platform to support diverse operational roles through a common hardware and software foundation. This enables fleets to standardize on one platform while varying capability through configuration rather than device replacement.

A key engineering principle is modular expansion. By separating the core routing platform, in this case Ericsson Cradlepoint routers, from connectivity augmentation via the Ericsson Cradlepoint RC1250 captive modem, the design allows customers to evolve their network posture incrementally. The RC1250's compatability with select older Ericsson in-vehicle routers alows customers to extend the life fo the current deployments and add some 5G funtionality to the deployment until ready for refresh. This protects existing installations while accommodating changes in carrier technology, coverage strategies, or performance requirements.

The platform also incorporates onboard processing and sensor integration to support more advanced vehicle-aware functions. By handling computation and decision-making locally, the design reduces dependence on constant upstream connectivity and improves system responsiveness in degraded conditions.

Equally important is the platform's readiness for future network capabilities. Support for emerging cellular features and hybrid connectivity models such as LEO satellites ensures that today's deployments remain compatible with tomorrow's networks. Collectively, these design choices demonstrate engineering discipline focused on sustained relevance rather than near-term feature competition.

Translating Product Leadership into Long-Term Financial Impact

From a commercial perspective, the R2400 reinforces a shift toward platform-based value creation within Ericsson's Enterprise Wireless portfolio. While deployed as an in-vehicle router, the platform is intrinsically linked to ongoing services that support management, security, and optimization, creating a durable revenue profile throughout the deployment.

The lifecycle model benefits both customers and the vendor. Customers avoid disruptive replacement cycles and instead expand or upgrade capability incrementally. For Ericsson, this approach drives longer customer relationships, higher retention, and continued service adoption as operational needs evolve.

Demand signals from public safety, transit, and fleet segments indicate a growing preference for platforms that combine technical resilience with long-term flexibility. The R2400's ability to meet current requirements while remaining adaptable supports value-based selling rather than price-driven competition.

As investment in connected and intelligent vehicle infrastructure continues, the R2400 is well-positioned to contribute to sustained growth. Its commercial performance reflects not only product adoption, but confidence in a platform designed to remain relevant across multiple technology cycles.

Conclusion

Ericsson has demonstrated clear product leadership in the global in-vehicle network infrastructure market with the Cradlepoint R2400 platform. The solution sets a new benchmark for resilient, intelligent, and future-ready vehicle connectivity by combining ultra-fast carrier failover, modular multi-network scalability, edge intelligence, and precise location capabilities in a single platform.

Ericsson's customer-led design approach, strong execution in mission-critical environments, and focus on long-term investment protection differentiate the R2400 from competing solutions. Its integrated hardware-software platform delivers measurable operational value for public safety, mass transit, and fleet operators while supporting evolving 5G and mobility requirements.

Ericsson earns Frost & Sullivan's 2026 Global Product Leadership Recognition for its strong overall performance in the in-vehicle network infrastructure industry.

What You Need to Know about the Product Leadership Recognition

Frost & Sullivan's Product Leadership Recognition identifies the company that offers a product or solution with attributes that deliver the best quality, reliability, and performance in the industry.

Best Practices Recognition Analysis

For the Product Leadership Recognition, Frost & Sullivan analysts independently evaluated the criteria listed below.

Business Impact

Financial Performance: Strong overall business performance is achieved in terms of revenue, revenue growth, operating margin, and other key financial metrics

Customer Acquisition: Customer-facing processes support efficient and consistent new customer acquisition while enhancing customer retention

Operational Efficiency: Company staff performs assigned tasks productively, quickly, and to a high-quality standard

Growth Potential: Growth is fostered by a strong customer focus that strengthens the brand and reinforces customer loyalty

Human Capital: Leveraging innovative technology characterizes the company culture, which enhances employee morale and retention

Product Portfolio Attributes

Match to Needs: Customer needs directly influence and inspire the product portfolio's design and positioning

Reliability and Quality: Products consistently meet or exceed customer expectations for performance and length of service

Product/Service Value: Products or services offer the best value for the price compared to similar market offerings

Positioning: Product serves a unique, unmet need that competitors cannot easily replicate

Design: Product features an innovative design that enhances both visual appeal and ease of use

Best Practices Recognition Analytics Methodology

Inspire the World to Support True Leaders

This long-term process spans 12 months, beginning with the prioritization of the sector. It involves a rigorous approach that includes comprehensive scanning and analytics to identify key best practice trends. A dedicated team of analysts, advisors, coaches, and experts collaborates closely, ensuring thorough review and input. The goal is to maximize the company's long-term value by leveraging unique perspectives to support each Best Practice Recognition and identify meaningful transformation and impact.

		VALUE IMPACT	
STEP		WHAT	WHY
1	**Opportunity Universe**	Identify Sectors with the Greatest Impact on the Global Economy	Value to Economic Development
2	**Transformational Model**	Analyze Strategic Imperatives That Drive Transformation	Understand and Create a Winning Strategy
3	**Ecosystem**	Map Critical Value Chains	Comprehensive Community that Shapes the Sector
4	**Growth Generator**	Data Foundation That Provides Decision Support System	Spark Opportunities and Accelerate Decision-making
5	**Growth Opportunities**	Identify Opportunities Generated by Companies	Drive the Transformation of the Industry
6	**Frost Radar**	Benchmark Companies on Future Growth Potential	Identify Most Powerful Companies to Action
7	**Best Practices**	Identify Companies Achieving Best Practices in All Critical Perspectives	Inspire the World
8	**Companies to Action**	Tell Your Story to the World (BICEP*)	Ecosystem Community Supporting Future Success

*Board of Directors, Investors, Customers, Employees, Partners

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The Growth Pipeline Generator™

Frost & Sullivan's proprietary model to systematically create ongoing growth opportunities and strategies for our clients is fueled by the Innovation Generator™.

Learn more.

Key Impacts:

- **Growth Pipeline:** *Continuous Flow of Growth Opportunities*
- **Growth Strategies:** *Proven Best Practices*
- **Innovation Culture:** *Optimized Customer Experience*
- **ROI & Margin:** *Implementation Excellence*
- **Transformational Growth:** *Industry Leadership*

The Innovation Generator™

Our 6 analytical perspectives are crucial in capturing the broadest range of innovative growth opportunities, most of which occur at the points of these perspectives.

Analytical Perspectives:

- Megatrend (MT)
- Business Model (BM)
- Technology (TE)
- Industries (IN)
- Customer (CU)
- Geographies (GE)