



DISCOVER THE POWER OF A PARTNER

MOTOROLA SOLUTIONS PARTNEREMPOWER™ NETWORK

EVERY DAY is an opportunity to do things better. To keep your team members or your organization connected, no matter where they are. To raise productivity. To save a life. To create a bond with your customer. To help make an organization even smarter.

When you're backed by Motorola Solutions and our global team of channel partners, you can make the most of this opportunity. Together with our channel partners, we help to ensure your team members are highly connected and have the information they need throughout the workday and in the moments that matter most.

Through our global channel program, the Motorola Solutions PartnerEmpower Program™, we're bringing the best mobility and communications products together with the most experienced, innovative channel partners to transform your business. With a level of industry expertise, technology

specialization and business acumen that can only be garnered through in-the-field experience, our channel partners can help you address your business challenges and help you get maximum value from your technology investment.

From resellers to application developers to professional service providers, our PartnerEmpower network brings rich experience in government and enterprise solutions deployment, implementation, integration and fulfillment. Whatever your challenge, there is a Motorola Solutions channel partner ready to help by leveraging the full spectrum of Motorola Solutions' innovative technology.

HOW OUR CHANNEL PARTNERS HELP YOU

Our network of more than 20,000 partners around the world offers an exceptional combination of innovative solutions and breadth of technical expertise, industry knowledge—and much more:

FOCUSED ON CUSTOMER SUCCESS

Motorola Solutions and our PartnerEmpower community share a common goal: end-user customer satisfaction. Our solutions make a real difference in your organization by improving performance, enhancing productivity and streamlining operations.

COMPREHENSIVE SOLUTIONS THAT BRING RESULTS

Your technology needs have never been more complex, requiring a range and depth of expertise. Our channel is the path for all-inclusive solutions.

THE BEST SOLUTION, DELIVERED RIGHT THE FIRST TIME

PartnerEmpower members are highly attuned to the business challenges facing government agencies and enterprises, paving the way for a rapid, efficient roll-out that seamlessly combines hardware, applications and professional services.

THE RIGHT PRODUCT FOR YOU

Only PartnerEmpower members have access to the vast majority of Motorola Solutions' industry-leading hardware products and services.

Our worldwide network of channel partners delivers the innovative solutions and expertise to connect you with critical information in moments that matter.

GLOBAL REACH & REGIONAL PRESENCE

No matter the location of your organization, there is a Motorola Solutions PartnerEmpower member ready to provide the enterprise mobility and communications solution that best meets your needs.

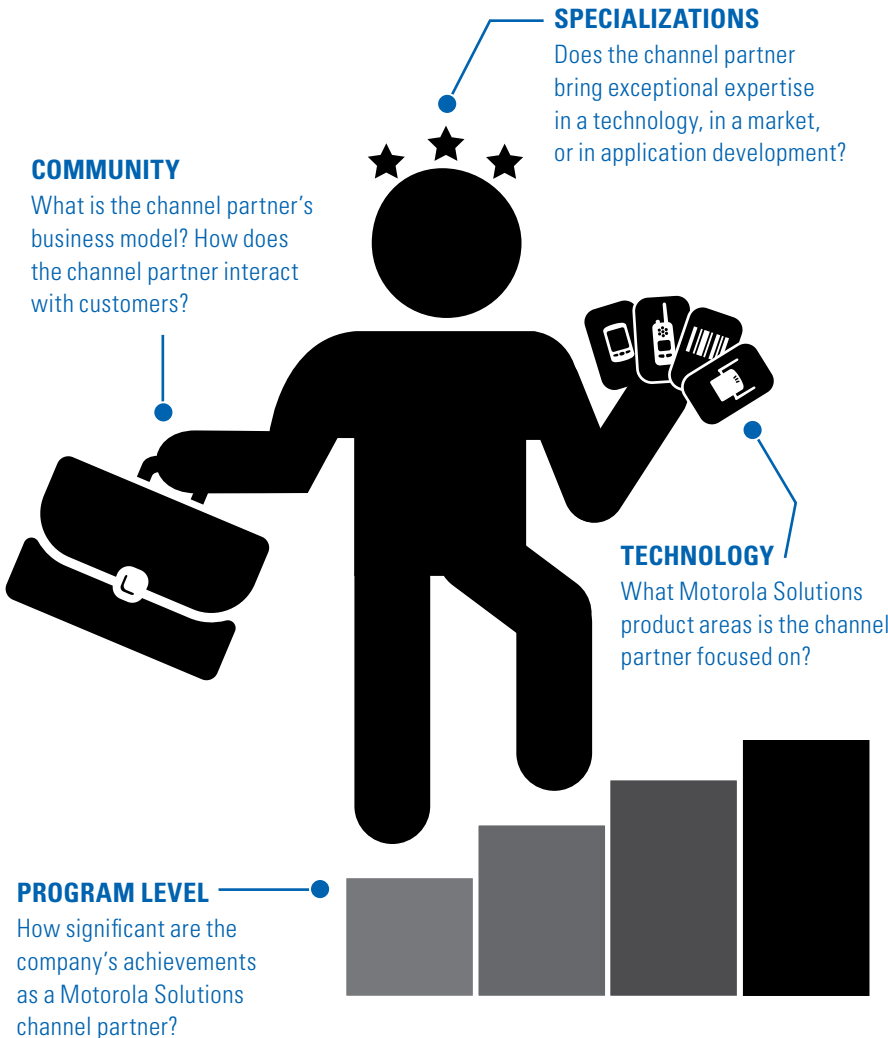
COLLABORATION TO ACHIEVE COMMON GOALS

Each PartnerEmpower member shares in the power of Motorola Solutions' vast channel partner network. Our channel partners can collaborate with complementary, best-in-class companies around the world to provide you with a more complete solution.

SELECTING THE RIGHT CHANNEL PARTNER

We've carefully constructed our channel partner network so we can best serve a broad array of customers. The companies we choose to collaborate with bring distinct offerings and experience in many different technologies and markets.

A company's relationship with Motorola Solutions is defined by four factors: community, technology, specialization, and program level.



When you're trying to determine which Motorola Solutions channel partner to work with, keep the following in mind:

PARTNEREMPOWER COMMUNITIES

You can purchase Motorola Solutions products from a **Reseller**, a **Value-Added Reseller (VAR)**, a **Dealer** or a **Manufacturer's Representative**, depending on the product and the complexity of your technology needs. If you are looking for software that runs on our products, you will work with an **Application Partner**.

TECHNOLOGY AREAS

Each of our channel partners has experience in one or several of our product portfolios:

- **Advanced Data Capture**
- **Mobile Computing**
- **RFID**
- **Business Radios**
- **MOTOTRBO Systems**
- **Professional and Commercial Radios**
- **Project 25 Systems**
- **Tetra Systems**
- **Converged Communication**
- **Wireless Local Area Networks**
- **Wireless Outdoor Networks**
- **Wireless Security**

SPECIALISTS AND ELITE SPECIALISTS

Specialists and **Elite Specialists** are companies that have demonstrated a significant level of competency and success in a particular technology, software development or vertical market. These companies, particularly Elite Specialists, have met rigorous criteria for certification and experience in addressing customer needs.

PROGRAM LEVELS

Four PartnerEmpower levels recognize companies for the success of their Motorola Solutions relationship. At the highest tier, **Platinum** channel partners have achieved the most specializations and grown their Motorola Solutions business most significantly. Our **Gold** channel partners, followed by our **Silver** channel partners, have also proven their considerable expertise through specialization and demonstrated market success. Our **Authorized** channel partners have met a set of core requirements.

EMPOWERING YOUR BUSINESS

We give our channel partners the technology, tools and support they need to serve you. Put the power of a Motorola Solutions channel partner to work for you today.

Visit the Motorola Solutions Partner Locator at <http://partnerlocator.motorola.com> to find a local channel partner with the expertise and offerings you need.

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