MOTOROLA SOLUTIONS APPLICATION DEVELOPER PROGRAM

GROW YOUR BUSINESS WITH MOTOROLA SOLUTIONS

As the largest supplier of land mobile radios in the market we can provide you access to a diverse install-base of Workgroup Communication systems and devices including: Broadband, DIMETRA™, ASTRO®25 and MOTOTRBO™ across multiple vertical markets, worldwide. Our team is here to help you develop your solutions for the opportunity our expansive customer base represents.

Being part of Motorola Solutions' Application Developer Program gets you access to the tools and equipment you need to create and test your solutions, in order to ensure seamless implementation and increase your market-reach. Our Application Developer Program is designed to empower you by fast-tracking application development and enable you by leveraging Motorola Solutions' brand strength and market leadership.

Our program currently supports the following technologies:

| INTELLIGENT MIDDLEWARE | ASTRO® 25 | DIMETRA™ | MOTOTRBO™ |

HOW TO GET STARTED

To help developers understand the value of joining our program, Motorola Solutions provides our developer community a fundamental understanding of the architecture, topologies and application services capabilities offered via the program across the different technologies. Check out the API Overviews available across the different technologies via the Resources section at www.motorolasolutions.com/developers

1

REQUEST A LICENSE

Request a license to develop solutions for Intelligent Middleware, ASTRO®, DIMETRA™ and/or MOTOTRBO™ by filling out a request form & obtain expert advise on any applicable fees as well as the interface documentation you require for your intended development.

2

ACCESS DEVELOPMENT TOOLKIT

After license approval, we will request you to execute the agreement & provide you access to our modern asset distribution platforms. You will become an Authorized Application Provider, which means our experts will get you up to speed with the development toolkit & all of the resources you need in order to start off the development.

3

CREATE APPLICATIONS

Start developing & testing with our interfaces, and add unique applications compatible with Motorola systems & subscribers to your product portfolio.

4

TEST YOUR APPLICATION

Whether you are developing for Intelligent Middleware, MOTOTRBO™, ASTRO® or DIMETRA™, you can verify your solution against our reference systems or through simulated data generated by the Intelligent Middleware Sandbox. Test your solution in our labs and ensure you have an error-free installation at the customer site.

5

SHOWCASE & DEPLOY

Become an application provider of Motorola Solutions and promote your products to the marketplace through our free online Applications Catalog.

NOTE: ASTRO® & DIMETRA™ interfaces as well as lab testing are subject to fees. Please contact your regional Motorola Solutions' lead for additional information.

LICENSE REQUIREMENTS

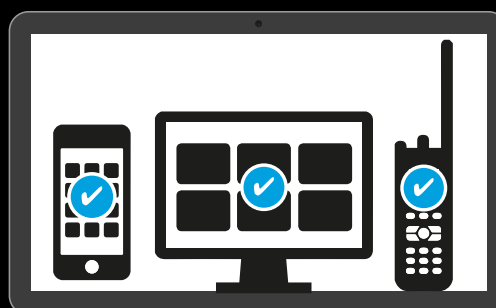If you want to join Motrola Solutions' Application Developer Program
1. Click the 'JOIN' button at www.motorolasolutions.com/developers
2. Complete the brief License Request Form
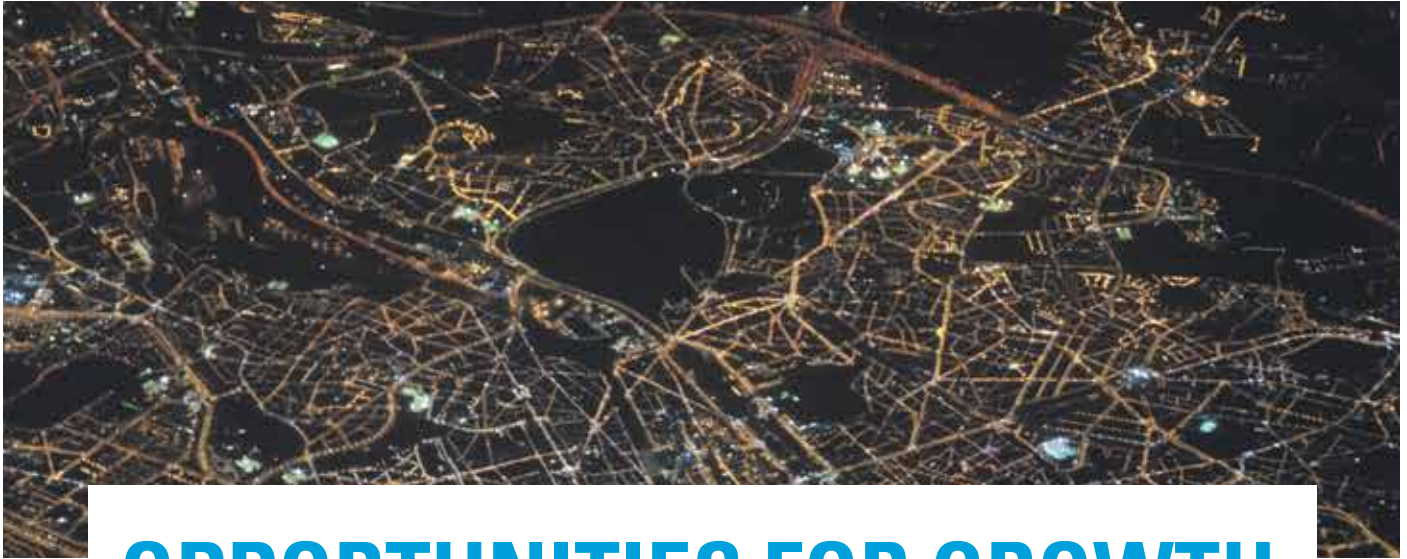3. Provide Motorola Solutions the following basic company-profile information:

GENERAL INFORMATION

COMPANY INFORMATION

CONTACT DETAILS

PRODUCT INFORMATION

INTENDED DEVELOPMENT

PRODUCT SALE & POSITIONING

4. Make sure you have met the following business criterias to join the program:

DEFINED BUSINESS PLAN

DEVELOPMENT KNOWLEDGE

MARKET EXPERTIZE

PRE-SALE & POST-SALE SUPPORT

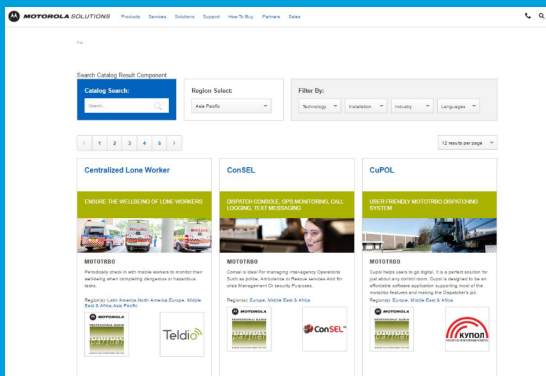# GROW YOUR PRODUCT PORTFOLIO

OPPORTUNITIES FOR GROWTH

DEVELOPER CONFERENCES

Our ADP community and Motorola Solutions engineers gather annually for a comprehensive update on all the latest technical developments and tools. These conferences enables you to participate in detailed breakout sessions, hands-on workshops and a product fair. Our developer events provides you with a unique opportunity to meet Motorola Solutions' experts face-to-face to gain insight into our future product plans and to raise specific questions related to your solutions. It is also an ideal forum to network with industry peers and share experience.
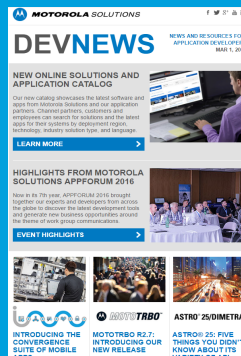

APPLICATION CATALOG

Through our program you can bring, with Motorola Solutions, specialized applications to the marketplace. We offer you the chance to utilize our online marketing tool, the Motorola Solutions' Applications Catalog, in order to successfully launch your solutions to the marketplace. This powerful tool has proven to be our customers' preferred source for finding and learning about new applications. Inclusion in it enables you to showcase your solutions and highlight the value of your quality applications to resellers, distributors and end users.

NEWSLETTERS & WEBINARS

Newsletters are our primary communication tool for keeping our developer community up to date. They contain all the latest developer program news, including description of exclusive features, new software releases and useful case studies which increase sales. Regular marketing and technical webinars will also help you keep yourself informed about all the latest developments. forum to network with industry peers and share experience.

INTERESTED IN FINDING OUT MORE?

CONTACT US AT
WWW.MOTOROLASOLUTIONS.COM/DEVELOPERS

MOTOROLA SOLUTIONS