MOTOROLA SOLUTIONS - CATEGORY OF PURCHASE - Reference Sheet for Prospective Supplier Registrations

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General Procurement Types

No	Procurement Type	Description
1	Indirect Procurement	Hardware, Software, and Services for internal company consumption.
2	Product Procurement	Devices, Infastructure, and Embedded Software.
3	Project Procurement	Drop off items such as Third Party Hardware, Software, and Services for customers.

Exceptional Categories of Purchase for Vendor Setup in iProcurement

No	Category of Purchase	Description
1	Motorola Customer - Refund Purposes	Use only for refund purposes
2	Motorola Representative - Commission Payments	Use only when Motorola Representatives need to be registered as vendor for Commission Payments purposes
3	Political Contribution	Use only for new vendor for Political Contribution. Not a vendor of products or services.

Indirect Procurement

No	Category of Purchase	Description
1	Indirect - Business Services & Operations - Advertising & Marketing	Fees/costs associated with the development and production of advertising, including the creation of concepts, designs, copywriting, graphics and illustrations, layout and all production costs. Used for general advertising expenses which are not a component of a consumer or trade promotion, or POS materials.
2	Indirect - Business Services & Operations - Aviation	Commercial and Private Aircraft and their Accessories, Components, & Fuel
3	Indirect - Business Services & Operations - Business Consulting Services	Expenses for individuals or outside firms providing specialized advice or work in an area of business expertise including general business planning, organizational redesign, marketing and sales assessment and redesign, business process reengineering, total quality management, new product development, and change management. Business Consulting is a miscellaneous category that contains distinct sub-categories: Strategic Consulting, Market Research, Translation & Localization Services, Record Management/Storage Services and Lobbying Services.
4	Indirect - Business Services & Operations - Contract Labor	Temporary personnel resources contracted to perform a specific function supervised by Motorola Solutions manager, paid on time & materials, perform services on-site or at a customer/client site, includes professional & non-professional skill sets, no tangible deliverable other than worker performing assigned tasks
5	Indirect - Business Services & Operations - EHS Services	Environmental Health and Safety - Activities related to environmental protection, occupational health, safety at work, compliance and best practices with the purpose of preventing and reducing accidents, emergencies and health issues at work.
6	Indirect - Business Services & Operations - Financial Services	Services from consulting firms an end-user needs to engage in order to complete a financial project and/or business audit
7	Indirect - Business Services & Operations - Fleet	Any purchases or services concerning Motorola Solutions owned or leased street legal and licensed vehicles and aircraft
8	Indirect - Business Services & Operations - HR Rewards & Compensation	Employee Benefits including Medical, Dental, Vision, Pharmacy, LTD, etc
9	Indirect - Business Services & Operations - HR Services	Human Resources activities provided by suppliers such as recruiting agencies, onboarding screenings, relocation services, etc.
10	Indirect - Business Services & Operations - Learning	Motorola Solutions Learning internal/external professional trainings - Excluding Executive Coaching (part of HR Services)
11	Indirect - Business Services & Operations - Legal Services	Motorola Solutions costs related to legal services required in the preparation, study, proceedings and litigation of legal action
12	Indirect - Business Services & Operations - Loss Prevention & Security	Supplies, systems and services to protect Motorola Solutions individuals and assets
13	Indirect - Business Services & Operations - Office & Print Services	Expenditures for general desk supplies and office equipment and expenses for services related to printing
14	Indirect - Business Services & Operations - Real Estate And Facilities	The management and operation of Motorola Solutions global real estate locations. - Facilities maintenance - Ongoing services to ensure functionality of the building. Daily operations include preventative maintenance (heating & air conditioning, electrical, building and equipment repairs and general upkeep (cleaning, landscaping, roads and grounds). - Utilities - includes services such as electricity, water, natural gas that are provided by a public utility. Also includes cable television / internet services. - Lease & Rent services - include building and property acquisitions, sales, relocations, new leases, lease renewals and sub-leasing activities.
15	Indirect - Business Services & Operations - Trade Shows & Events	External costs associated with organized gatherings taking place within or outside of Motorola Solutions facilities
16	Indirect - IT & Engineering Solutions - Business Software	Software used internally within Motorola Solutions to meet the needs of the business. Excludes software developed under contract and software used in Motorola Solutions products.
17	Indirect - IT & Engineering Solutions - Compute and Cloud	Ordering computer infrastructure and cloud services for indirect purposes.
18	Indirect - IT & Engineering Solutions - Engineering And Mfg Eqt	Engineering and manufacturing test equipment (front end and back end testing) prototype tools and instruments for Motorola Solutions internal use only (not for resale).
19	Indirect - IT & Engineering Solutions - Engineering Services	Services related to development, customization, support & maintenance, testing, integration/deployment of Motorola branded products/software through 3rd party provider.
20	Indirect - IT & Engineering Solutions - Engineering Software	All software tools used for development purposes or used mainly by engineering teams regardless of whether the outcome directly reverts to the final product.
21	Indirect - IT & Engineering Solutions - Networks	Network includes specific hardware, software, security and circuit all working together to exchange data and video for Internal use.
22	Indirect - IT & Engineering Solutions - Technical Services	Technical services provided by a 3rd party who has expertise in Information Technology designed for global business applications. This would include custom software development, integrations and maintenance of those systems
23	Indirect - IT & Engineering Solutions - Telecom	Telecom includes specific hardware, software, and wireline and wireless circuit all working together to exchange voice and VOIP/data services for Internal use.
24	Indirect - IT & Engineering Solutions - Workplace Technologies	Indirect only Services, Software, and Hardware tools used for employee purposes to be able to perform their job functions.
25	Indirect - Travel - Travel Airfare Car & Lodging	Airfare, Lodging & Transportation costs during business trip
26	Indirect - Travel - Travel Meals & Entertainment	Meals & Entertainment costs during business trip

Product Procurement

No	Category of Purchase	Description
1	Product - Semiconductor - APPW	A = Audio, P = Power Management, P = Programmable Logic and W = Wide Area Networking ICs
2	Product - Semiconductor - Batteries	Li Ion, Polymer, NiMh & Coin Cells. Non-Sanmina Battery Packs.
3	Product - Semiconductor - Connectivity	Components used in devices/ systems for wireless technologies including WiFi, Bluetooth, NFC, and wired technology including Ethernet PHY IC and USB PHY IC with internal intelligence that helps to process the communication protocol
4	Product - Semiconductor - DLL	Semiconductor components used in devices and/or systems. Consists of power and small signal discrete including diodes, FET, MOSFET, standard logics, LEDs, linear and analog devices. Does not include RF discretes.
5	Product - Semiconductor - Memory	Semiconductors that store code / data, like DRAM and NAND / NOR Flash
6	Product - Semiconductor - Processors	Microprocessors and Microcontrollers used in Portables, Handhelds, Chargers and Accessories
7	Product - Semiconductor - RF	Radio Frequency ICs and Power Amplifiers, along with Application Specific ICs (ASIC) used in Portables and Handheld devices

No	Category of Purchase	Description
8	Product - Semiconductor - Sensor	Sensors category consists of MEMS Sensors and Analog Sensors. It has included accelerometers, magnetometers, gyroscopes, barometer, proximity/ambient light, temperature, hall effect sensors.
9	Product - Strategic - Acoustics	Components used in devices for audio function including the speakers, microphones, receivers and vibrators
10	Product - Strategic - Antennas	Antenna accessories designed for use with the two way radios. The antenna category consists of LMR (whips and stubby), Custom Embedded, SMT Embedded, GPS Patch, MIMO, and Panels technologies.
11	Product - Strategic - Cables	Purchases of an electrical cable that are an assembly of one or more wires running side by side or bundled, which is used to carry electric current. the functionality of the cable is for data transfer, signal, and charging devices. This part goes into a common manufactured product sold to the customers that belong to MSI Product.
12	Product - Strategic - Connectors	Purchases of an electromechanical device used to join electrical conductors and create an electrical circuit. The connector category consists of Stamping/CNC, injection molding, and insert molding technologies. The functionality for the connector is to connect both ends of the cable to another device for data or signal transfer or charging purposes This part goes into a common manufactured product sold to the customers that belong to MSI Product.
13	Product - Strategic - Crystals/Filters	Crystal filters components of all types, used in production of hardware, allowing frequencies to to 'bypass' through an electrical circuit while attenuating undesired frequencies.
14	Product - Strategic - Die Casting	Costs associated with the development and production of diecast direct components.
15	Product - Strategic - Diecut	Costs associated with the development and production of die cut direct components.
16	Product - Strategic - Displays	Components used in devices/ systems for visual presentation of data or images including touch panel which is normally layered on the top of a display as a user interface component. This include camera module used for taking photos and recording videos
17	Product - Strategic - Flex	A flexible printed circuit board features a combination of several printed circuits as well as components that are positioned on a flexible substrate. These circuit boards are also known as flex circuit boards, flex PCBs, flex circuits, or flexible printed circuits.
18	Product - Strategic - Lens	Cover window for display, made of plastics PC sheet or glass (Gorilla Glass).
19	Product - Strategic - Metals	Comprises mainly of various components produced via Precision Stampings, Sheet Metal and Hardware processes to support metal piece parts applications across business platforms.
20	Product - Strategic - Passives	Electronic passive components used in production of hardware, which consumes energy, i.e capacitors, resistor, transformers
21	Product - Strategic - PCB	Printed circuit board (PCB) mechanically supports and electrically connects electrical or electronic components using conductive tracks, pads and other features etched from one or more sheet layers of copper laminated onto and/or between sheet layers of a non-conductive substrate. PCBs can be single-sided (one copper layer), double-sided (two copper layers on both sides of one substrate layer), or multi-layer (outer and inner layers of copper, alternating with layers of substrate).
22	Product - Strategic - Plastics	Injection molding plastics parts function as housing, enclosure, bezel, button, knobs etc.
23	Product - Strategic - Rubber	Compression molding rubber parts, seal, O-ring, keypad, button, Mylar dome etc.
24	Product - Strategic - Switches/Controls	Components used for making and breaking the connection in an electric circuit that involves user interface which get trigger from outside. It included Frequency Switch, Volume Potentiometer, Encoder, Tact Switch, Push Button Switch, Dip Switch, Slide Switch, Rocker Switch, Toggle and Relay
25	Product - Supply Chain - Accessories	Audio accessories, cables for accessories, wearable accessories, carry cases and cradles developed under the ODM model (non in-house designed)
26	Product - Supply Chain - Chargers	SMT, mechanical assembly and test for sub-parts or finished goods of charger in accordance to MSI design and requirements
27	Product - Supply Chain - Distribution & Warehousing	Fees/Costs associated with storing MSI or supplier product for production or for shipment to customers. It should not include document storage suppliers
28	Product - Supply Chain - EMS	Electronics Manufacturing Services covering SMT, Assemblies and Finished Good Products in accordance with MSI design and requirements.
29	Product - Supply Chain - JDM	ODM or JDM product outsourcing (non in-house designed or joint development with ODM suppliers)
30	Product - Supply Chain - Logistics	Fees/Costs involved with transportation of Motorola or supplier owned products. Various modes of transport include, ocean freight, air freight, trucking and parcel. It should not include household good transport (moving companies), bus or taxi services.
31	Product - Supply Chain - Manuals/Packaging	Commercial, Supplier pricing associated with manuals and packaging for products needed by MSI to meet consumer demand/requirements. Packaging consists of boxes, foam, pallets, trays. Manuals consist of leaflets, and user guides.
32	Product - Supply Chain - Mech Assembly	SMT, mechanical assembly and test for sub-parts or finished goods in accordance to MSI design and requirements, including front housing kits, battery PCB/flex, charger, remote speaker microphone. etc.
33	Product - Supply Chain - MRC	Material realted costs (i.e. handling)
34	Product - Supply Chain - PCM	Production consumable material that is applied and structured in the product design, e.g., solder paste, adhesive, silicone, etc.
35	Product - Supply Chain - Power Supply	Power supplies for products and infrastructure devices
36	Product - Supply Chain - Repair	Repair of MSI products or 3rd part equipment sold to MSI customers.

Project Procurement

No	Category of Purchase	Description
1	Project - Hardware - ANE Power	ANE Power (Ancillary Network Equipment) category includes DC Power Systems, Uninterruptible Power Supplies (UPS), Power Supplies, Generators, Batteries, Surge Suppression and Alternate Energy Solutions (e.g. solar). 1. Alternate Energy consists of green technology and off-grid (no utility power) type of products such as solar panels/collectors, generators, batteries, fuel cells and wind turbines. 2. DC Power Systems and Batteries includes items such as DC power racks, rectifiers, DC distribution, DC breakers, inverters and sealed lead-acid batteries 3. Generators include LP [gaseous, vapor or liquid] and diesel generators, diesel fuel tanks and automatic transfer switches (ATS) 4. Power Supplies includes items such as AC power supplies (i.e. 120V-13.8VDC, etc), switching power supplies (120 or 240VAC[switchable]-13.8vDC), DC-DC converters, DC-AC inverters, battery back-up chargers. Surge Suppression includes all surge protection devices (SPD) and transient voltage surge suppression (TVSS) types of products Resold or required for product/service offerings to end customers (not for internal use).
2	Project - Hardware - Audio Logging	Audio Logging Equipment and audio recorder software. Resold or required for product/service offerings to end customers (not for internal use).
3	Project - Hardware - Backhaul Equipment	Backhaul Equipment & Accessories (Microwave, Fiber Optic, Satellite). Includes products related to microwave communications, optical transport (fiber optics), and satellite communications that provide communication links from radio site to radio site Resold or required for product/service offerings to end customers (not for internal use).

4	Project - Hardware - Civil Equipment	Civil Infrastructure Equipment (Towers, Shelters, etc.) and Accessories. 1. Rapid Deployment Site Solutions (transportable trailers/cell on wheels) and Outdoor Cabinets to provide back-up support to primary systems in the event of an emergency/catastrophe. Primarily used at remote locations (i.e. mountain tops), roof tops, base of communication tower or special events/demonstrations (deployables). When other prefabricated structures won't fit, outdoor cabinets provide space-efficient solutions. Applications include crowded communication sites and rooftop installations. 2. Communication buildings and shelters including Motorola Standard Buildings (MSBs - concrete), Motorola Alternative Buildings (MABs - steel), or custom buildings 3. Self-Support Towers, Guyed Towers, and Monopole Towers Resold or required for product/service offerings to end customers (not for internal use).
5	Project - Hardware - Console Furniture	Console Furniture for Dispatch Centers and Public Safety Agencies Resold or required for product/service offerings to end customers (not for internal use).
6	Project - Hardware - Console Systems	Teleconferencing consoles and Dispatch Consoles solutions. Resold or required for product/service offerings to end customers (not for internal use).
7	Project - Hardware - GPS & Timing	GPS / Timing includes time keeping technology that requires extremely precise synchronization as well as GPS technology used in telematics. Resold or required for product/service offerings to end customers (not for internal use).
8	Project - Hardware - IP Network Access	Network Access includes switches, routers, gateways and accessories. This equipment is used by many teams including Astro, DiMetra, LTE and Enterprise Managed Services Resold or required for product/service offerings to end customers (not for internal use).
9	Project - Hardware - Project Based	Computing peripherials such as modems, track balls, foot switches, speakers etc. Body Worn Camera User Device, Security cameras, Video Backhaul Equipment, Portable Antennas & Accessories, Ruggedized monitors, Touch screens and videowalls, This category is used when the products required do not allign to our other categories or the supplier is not fully product or project managed Resold or required for product/service offerings to end customers (not for internal use).
10	Project - Hardware - Racks & Cabinets	Industrial & Commercial Enclosures & Accessories for electrical and electronic equipment protection for virtually any environment Resold or required for product/service offerings to end customers (not for internal use).
11	Project - Hardware - RAN	The Wireless Network Infrastructure LTE Equipment category includes RAN and Core equipment related to LTE, including equipment from our Strategic Alliance Partner, Ericsson. Resold or required for product/service offerings to end customers (not for internal use).
12	Project - Hardware - RF Systems	1. Power Monitoring includes RF Power Monitoring Products 2. RF Antenna include omni antennas, dipole antennas, yagi antennas, indoor antennas, LTE Antennas, etc. 3. RF Conditioning includes filters, combiners, multicouplers, tower top amplifiers, duplex systems, etc. 4. RF Path includes Transmission Line, Connectors, Feeder Cable, Radiating Cable, Coupler, Splitter, Coaxial Cable, Coax Resold or required for product/service offerings to end customers (not for internal use).
13	Project - Hardware - Servers, Workstations & Storage	#N/A
14	Project - Hardware - Test & Measurement	Broad range of equipment used to test and qualify Motorola products and solutions Resold or required for product/service offerings to end customers (not for internal use).
15	Project - Hardware - Third Party Video	Third Party Video Hardware consists of Security Cameras, Body Worn Cameras, Video Backhaul Equipment for Video Survelliance, or other camera-video hardware resold to end customers. Resold or required for product/service offerings to end customers (not for internal use).
16	Project - Software - 3rd Party Application	3rd Party Software Solutions and Applications NOT embedded into a Motorola Product and it's Maintenance and Support. Resold or required for product/service offerings to end customers (not for internal use).
17	Project - Software - Embedded Software	Software embedded in infrastructure and device products. Also tightly integrated software for on premise and cloud based solutions. Resold or required for product/service offerings to end customers (not for internal use).
18	Project - Software - Emergency Solutions	#N/A
19	Project - Software - GIS	GIS Software OEM embedded, GIS Software Maintenance/Support for OEM embedded, GIS Installation/Configuration and Data Management Services. Resold or required for product/service offerings to end customers (not for internal use).
20	Project - Support Services - Cloud Services	Cloud hosting services. Resold or required for product/service offerings to end customers (not for internal use).
21	Project - Support Services - Network & Operations Management Solutions	#N/A
22	Project - Support Services - Networks (Customer Projects)	Telecommunications Leased Lines (i.e. Broadband circuits) provided by a 3rd party, Data Center Co-location Service used for services. Resold or required for product/service offerings to end customers (not for internal use).
23	Project - Support Services - Site Leases	Site Leases (e.g. Tower leases). Resold or required for product/service offerings to end customers (not for internal use).
24	Project - Support Services - Maintenance, Support & On-Site Services	#N/A
25	Project - Support Services - Maintenance, Support & On-Site Services APC	#N/A
26	Project - Support Services - Telecom (Customer Projects)	Mobile Broadband/Voice/Data plans (e.g. Wireless plans for WAVE or APX NEXT) provided by a 3rd party. Resold or required for product/service offerings to end customers (not for internal use).
27	Project - System Integration - Backhaul Services	Backhaul Design and Implementation Services (Microwave, Fiber Optic, Satellite) provided by a 3rd Party entity. Microwave (MW) services consist of all design and engineering services and implementation services of MW equipment. Resold or required for product/service offerings to end customers (not for internal use).