



Investors sometimes ask me, “If you could name one part of MSI’s business that you think is not yet fully appreciated by the outside world, what would it be?” Consistently, my answer is “video security and access control.”

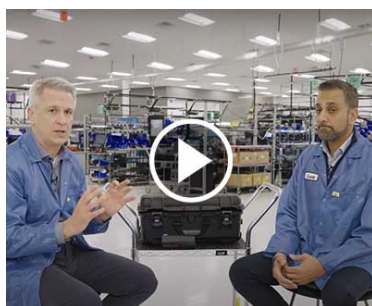
Our journey in Video Security & Access Control (VS&A) started just over four years ago with our acquisition of Avigilon. This strategic investment decision reflected our belief that video was a strong fit with our communications technologies enabling public safety and enterprise security. Since then, through a number of additional acquisitions, we’ve significantly expanded our portfolio of fixed, body-worn and in-car cameras, and extended our capabilities in both cloud and AI which have brought us into adjacent areas such as access control, weapons detection, loss prevention and license plate recognition. Today video security and access control represents our largest addressable market at over \$18B.

Our inorganic growth only tells part of our overall growth story. We have leveraged our routes to market to bring video security technology to our government customers and expanded our enterprise sales force substantially, growing both our VS&A channel partner community and MSI direct sales team to the extent that this is now our largest sales force globally. We’ve accelerated R&D for this technology as well, having invested hundreds of millions of dollars in R&D since 2018.

These investments have helped us grow, results that are highlighted by the performance of the business. VS&A is currently our fastest growing technology. We grew 21% in Q1 2022 and we expect ~20% growth in 2022, which is significantly higher than the 7% to 8% growth we are expecting for the market. Additionally, our strong growth is now driven by an even more diversified customer base, including more than \$350M in sales to our government customers.

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### Success Relies on Supply Chain & Manufacturing



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The successful growth of any business, particularly one growing at rapid scale, relies directly on a viable supply chain and manufacturing operation to support it. It was in early 2020 that we made the decision to establish a new world-class manufacturing site in Richardson, Texas; a purpose-built facility to manufacture our wide range of video security products, from fixed to body-worn and in-car cameras. I was recently on site and met with Manny Gill, vice president Video Security Supply Chain, to learn more about this outstanding NDAA-compliant facility.

## Meeting Customers - From Large to Small - “Where They Are”

From our first acquisition, Avigilon, to our most recent, Videotec, we’ve strategically invested across this portfolio to be able to meet our customers “where they are” with the right video security and access control solution. While today many of our enterprise, government and public safety customers prefer on-premise video security and access control solutions, our cloud-native solutions offer enterprise-grade security without the need for physical infrastructure, which is ideal for certain smaller customers such as schools or small businesses. Similarly, our expansive AI capabilities further avail these technologies beyond large security operation centers as analytics transform the need for a team to watch video feeds 24/7 by intelligently identifying critical events such as unusual motion, a perimeter breach or “something left behind.” Another benefit of our cloud-based platform is that customers can extend the power of our video management system and access control software to their mobile devices. I’m excited about the innovation from our engineers and the drive from our sales teams in this exciting technology.

## Committed to ESG

I encourage you to visit our [ESG website](#) to download two new reports that address the core governance pillars of our company - our inaugural [Task Force on Climate-Related Financial Disclosure](#) (TCFD) report and, just released, our [2021 Corporate Responsibility](#) (CR) report. The TCFD report details our climate action plan and opportunities to mitigate climate-related disruptions to our business, while our 2021 CR report reaffirms our commitment to diversity, equity and inclusion, diligence in cybersecurity, employees’ accomplishments in giving back to our communities and our progress on meeting our greenhouse gas emission reduction targets by 2031.

I hope you enjoy learning more about how we do business and welcome your feedback. We remain committed to investing and I look forward to sharing future highlights of our work helping to create a safer world.



Jason

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