



Video Security & Access Control (Video) is an exciting part of our company that is helping to drive growth. The Video market opportunity represents more than one-third of our company's \$60B total addressable market and this technology plays an increasingly important role in public safety and enterprise security.

It has been just five years since we stepped into this exciting space with the acquisition of Avigilon, and this year we expect Video to generate approximately \$1.8B in sales, representing more than 18% of our company's top line. Here is a quick recap of what made this rapid progress possible:

1. Complementary acquisitions, providing MSI new technology and capabilities
2. Significant investments in research & development across the portfolio
3. Increased sales coverage including what is now our largest sales force of more than 1,000 people dedicated to Video. Additionally, our Land Mobile Radio (LMR) sales team augments the Video sales team by leveraging their long-standing, trusted relationships with government, education and enterprise customers to sell Video as well.

In addition to these investments, our strategic position is built on three key elements, Unification, Integration and Flexibility, which further differentiates us from competition.

- We **unify** devices like cameras, access control, software and artificial intelligence in a manner which delivers more capabilities.
- We help make public safety and enterprise security workflows more effective by **integrating** video with our LMR and Command Center technologies.
- We offer **flexibility** to support our customers, with cloud-native, on-premise or hybrid options, while also being an open platform that can integrate existing third-party solutions.

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### What's New in Video

Hamish Dobson, corporate vice president, enterprise physical security, and Alex Kazerani, corporate vice president, cloud video security & access control, discuss the latest developments to our Video business, including advancements in cloud and the Avigilon security suite.



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Our fixed video portfolio of cameras and video management software represents two-thirds of the revenue reported in Video technology. Within this business we recently launched the [Avigilon security suite](#) - bringing together our fixed video portfolio to create an extensive physical security platform - which comprises the cloud-native Avigilon Alta and on-premise Avigilon Unity solutions. This structure aligns our go-to-market resources and reinforces our strategic position to meet our customers where they are in their security journey.



## AVIGILON™ALTA

Avigilon Alta is our cloud-native suite bringing together Openpath and Ava Security, allowing customers to control their security from anywhere. Avigilon Alta is secured with end-to-end encryption and a 100% serverless solution, particularly attractive for certain verticals, including education.



## AVIGILON™UNITY

Avigilon Unity is our on-premise suite bringing together Avigilon and IndigoVision. Avigilon Unity centralizes video security, access control and flexible cloud management into one on-premise platform, which continues to be the preferred model for many of our government and enterprise customers that seek more direct control over their security systems.

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While primarily an on-premise platform, Avigilon Unity also utilizes important cloud capabilities including enhanced analytics and remote system management through Avigilon Cloud Services, a subscription service that we offer to our fixed video customers.

Finally, the investments we've made in Video have not only strengthened our financial performance, but have also brought us talent that is critical to our future success. Leaders like Mahesh Saptharishi, executive vice president and chief technology officer, business heads like Hamish and Alex, and so many extraordinary hardware and software engineers, are helping to create our future. This influx of diverse and highly accomplished talent helps us to stay ahead in this dynamic environment while furthering our overall cultural transformation.

We are excited about the opportunities ahead of us in Fixed Video and hope you enjoyed learning more about the portfolio and strategy from this edition of the investor newsletter.

Jason

[View](#) important information about forward-looking statements.

### DID YOU KNOW?

Motorola Solutions shipped **more than 1 million video cameras** globally in 2022.

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