



Last quarter, we [announced](#) our brand narrative “Solving for safer,” highlighting our sharpened focus on solving for safer communities, schools and businesses with our ecosystem of safety and security technologies that include Land Mobile Radio communications (LMR), video security and access control (Video) and Command Center.

Our customers and investors really enjoy visiting our Chicago-based Experience Center to see how each of these technologies works together to help keep people, property and places safe. This quarter, we are introducing the opportunity to enjoy the same in-person experience virtually on our [Investor Relations website](#). Below I wanted to offer additional color into two of our key solutions within our Video and Command Center technologies that you can now experience virtually, in addition to many others.

Avigilon Alta Security Suite

In the past year, we have seen an acceleration in cloud adoption, notably within our cloud-native video and access control security suite, Avigilon Alta. Combining our acquisitions of Openpath (2021) and Ava Security (2022), Avigilon Alta offers the power of our AI analytics with the ease and simplicity of cloud, which is increasingly popular with enterprises, especially in education. The ease of set up combined with the integration capabilities across both Motorola Solutions and third-party products enable users to automate workflows and detect anomalies. This also includes integration with the HALO Smart Sensor, recently acquired through IPVideo (2023).

Our partnership with Google, [announced](#) last month, also illustrates our focus on the advancement of the Avigilon Alta security suite, including video content delivery, mapping and AI capabilities to help address real-world safety challenges. The strong momentum on cloud delivered solutions informs the approximately 10% expected revenue growth rate within Video in 2024, and, more importantly, adds to our recurring revenue base and establishes a strong foundation for our Video business going forward.



Virtual Demo: Avigilon Alta

Experience our cloud-native Avigilon Alta video management system (VMS).

Watch now

CommandCentral Aware

Visitors to our Experience Center get excited to see how our LMR technology is integrating with our Video and Command Center technologies.

CommandCentral Aware, our situational intelligence software that unifies real-time data and video streams into a single “pane of glass,” highlights how significantly these technology integrations can help share the right information for users to take action quickly.

For example, with CommandCentral Aware, 911 call center operators see and share the location of officers' APX NEXT smart radios on a map, including automated alerts when an officer is down or hits the duress button. Our latest LTE-enabled V700 body cameras can also issue alerts in CommandCentral Aware while recording and sharing a live video feed to enable eyes-on-scene for a faster response and better incident records. Our mass notification and response solution, Rave, together with fixed video cameras, also demonstrate impactful integrations in the command center.

CommandCentral Aware is strategically important to us. It not only drives our Command Center business, which we expect to grow approximately 10% this year, but also highlights the added value proposition of feature-rich solutions within our LMR and Video technologies.



Virtual Demo: CommandCentral Aware integrations

Discover how different devices integrate with CommandCentral Aware.

Watch now

I invite you to check out other virtual product demos on our [Investor Relations website](#).

Finally, before I wrap up the first newsletter of the year, I would like to highlight some key updates regarding our balance sheet. Earlier this quarter we agreed to settle the \$1B senior convertible notes with Silver Lake Partners with an all-cash payment of \$1.59B inclusive of the conversion premium. Our Silver Lake partnership has been very productive and we're pleased to continue to benefit from the insights of Greg Mondre, who is expected to be nominated to continue serving on our board. Our continued earnings and cash flow growth has further strengthened our balance sheet, which was recognized by S&P and Fitch earlier this month, as both upgraded our long term ratings to BBB flat with stable outlook. We expect our strong balance sheet to enable us to continue to invest in the business organically and inorganically.



Jason

[View](#) important information about forward-looking statements. To learn more, visit our [Investor Relations website](#) and find [previous editions](#) of our newsletter.

DID YOU KNOW?

CommandCentral Aware serves 100+ public safety agencies in North America with 14,000+ registered users.

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