



ACCELERATE CUSTOMER SAVINGS WITH TEAM COMMUNICATIONS

Q1 PROMOTIONS FOR CUSTOMERS

Start the year strong with offers that accelerate customer savings on our powerful Team Communications solutions, designed for the demands of industrial and commercial workers. From **January 1 through March 31, 2018**, customers can take advantage of sizeable trade-in discounts on the Next-Generation MOTOTRBO™ XPR 7000e radio, the XPR 7550 IS radio, the SL7000e radio, and the SLR 5700 repeater, along with special financing.

XPR 7000e / XPR 7550 IS / SL 7000e RADIO TRADE-IN OFFER

There's never been a better time to turn to our Next-Generation MOTOTRBO radios to enhance workforce efficiency, productivity and safety. Your customers can **save \$1,250 USD / \$1,563 CAD** when they purchase 10 MOTOTRBO XPR 7000e, XPR 7550 IS or SL 7000e Series radios and trade in 10 eligible units.

SLR 5700 REPEATER TRADE-IN OFFER

Designed for high performance and reliability, the SLR 5700 represents the next evolution in repeaters. Your customers can **save \$300 USD / \$375 CAD** when they purchase the MOTOTRBO SLR 5700 UHF R2 50W repeater and **save \$875 USD / \$1,094 CAD** when they purchase the MOTOTRBO SLR 5700 UHF R2 100W repeater and trade in the MTR 2000 U2 repeater from Motorola Solutions.

POWERFUL FINANCING OPTIONS

Close more sales with competitive financing options. Customers can take advantage of special offers of **0% financing for 12 months or 4.59% financing for 36 months.**

END-USER PROMOTION:

XPR 7000e / XPR 7550 IS / SL 7000e TRADE-IN OFFER

PROMOTION PERIOD	January 1 – March 31, 2018
ELIGIBILITY	<p>End-User customer (“End-User”) purchases must be made through an authorized North America PartnerEmpower channel partner participating in the Motorola Solutions PartnerEmpower™ Program Professional and Commercial Radio technology segment (“Channel Partner”) during the promotion period. Specific participation criteria apply to this promotional offer (“Offer”).</p> <p>For the sale to qualify for the Offer, the Channel Partner must submit the invoice to the End User by March 31, 2018.</p>
TRADE-IN OFFERS	<p>End Users receive a \$1,250 / \$1,563 CAD discount off the purchase of 10 or more digital MOTOTRBO XPR 7000e Series, XPR 7550 IS Series or SL 7000e Series radios on a single order with a qualifying trade-in of 10 eligible units. Savings translate to \$125 USD / \$156.30 CAD per unit.</p>
ELIGIBLE TRADE-IN UNITS	<p>The following two-way radio products from Motorola Solutions and other manufacturers are eligible for trade-in. Please note that trade-in units must be returned in quantities of 10:</p> <ul style="list-style-type: none"> • Business band conventional and trunked two-way radios • VHF two-way radios • UHF two-way radios • 200, 700, 800, 900 MHz two-way radios • Push-to-Talk (PTT) cellular products (must include a PPT and quick talk button)
COMBINATION WITH OTHER OFFERS	<p>End Users can also take advantage of the MOTOTRBO SLR 5700 repeater trade-in Offer and financing Offer.</p>
MINIMUM ORDER QUANTITIES	<p>A minimum of any 10 eligible products must be ordered. Products must be purchased in increments of 10 and must be purchased on a single invoice from the Channel Partner.</p> <p>There is no maximum number of radios that can be purchased or traded in, but the number of radios purchased and traded in must be in increments of 10 and must be an equal number to qualify for the discount.</p>
PARTICIPATION PROCESS	<p>Trade-in claims must be submitted on behalf of the End User by the Channel Partner from whom the End User purchased qualifying radios. NOTE: Channel Partner must submit claims online within 30 days of customer invoice following the process below.</p> <ul style="list-style-type: none"> • Channel Partner credits End User’s invoice for the trade-in amount when the End User has qualifying purchases and trade-in units. • Channel Partner visits www.motorolasolutionspromos.com to submit a claim. First-time visitors will need to register to gain access to the claims portal. Portal registration approvals are confirmed within 24-48 hours. • Channel Partner logs in with site credentials to submit claim details. • Trade-in claims will be validated based on qualifying serial numbers. • Channel Partner will be notified once claims are approved. Channel Partner should print confirmation page and include in box when returning radios. • Channel Partner uses Motorola Solutions Recovery boxes to return trade-in units to Motorola Solutions. Upon return, radios will be sorted, validated and recycled. (Note: Motorola Solutions Recovery boxes are available for a fee of \$50 per box. This fee is deducted from the Channel Partner’s Co-op account. All boxes must be ordered at www.motorolarecovery.com.) • Credits will be applied to the Channel Partner’s account within 1-2 weeks of an approved Trade-in Claim. <p>If the Channel Partner fails to return trade-in units by April 30, 2018, the Channel Partner’s account will be charged the trade-in credit amount.</p>

END-USER PROMOTION: SLR 5700 REPEATER TRADE-IN OFFER

PROMOTION PERIOD	January 1 – March 31, 2018
ELIGIBILITY	<p>End-User customer (“End-User”) purchases must be made through an authorized North America PartnerEmpower channel partner participating in the Motorola Solutions PartnerEmpower™ Program Professional and Commercial Radio technology segment (“Channel Partner”) during the promotion period. Specific participation criteria apply to this promotional offer (“Offer”).</p> <p>For the sale to qualify for the Offer, the Channel Partner must submit the invoice to the End User by March 31, 2018.</p>
TRADE-IN OFFERS	<p>End Users receive a \$300 USD / \$375 CAD discount off the purchase of a MOTOTRBO SLR 5700 repeater (UHF R2 50W model) or a \$875 USD / \$1,094 CAD discount off the purchase of a MOTOTRBO SLR 5700 repeater (UHF R2 100W model) with a qualifying trade-in of the MTR 2000 U2 repeater from Motorola Solutions.</p>
ELIGIBLE TRADE-IN UNITS	<p>Only the MTR 2000 U2 repeater from Motorola Solutions is eligible for trade-in.</p>
COMBINATION WITH OTHER OFFERS	<p>End Users can also take advantage of the MOTOTRBO XPR 7000/XPR 7550 IS/SL 7000e radio Offer and financing Offer.</p>
MINIMUM ORDER QUANTITIES	<p>A minimum of one SLR 5700 50W or 100W repeater must be ordered.</p> <p>There is no maximum number of repeaters that can be purchased or traded in, but the number of repeaters purchased and traded in must be an equal number to qualify for the discount.</p>
PARTICIPATION PROCESS	<p>Trade-in claims must be submitted on behalf of the End User by the Channel Partner from whom the End User purchased qualifying repeaters. NOTE: Channel Partner must submit claims online within 30 days of customer invoice following the process below.</p> <ul style="list-style-type: none"> • Channel Partner credits End User’s invoice for the trade-in amount when the End User has qualifying purchases and trade-in units. • Channel Partner visits www.motorolasolutionspromos.com to submit a claim. First-time visitors will need to register to gain access to the claims portal. Portal registration approvals are confirmed within 24-48 hours. • Channel Partner logs in with site credentials to submit claim details. • Trade-in claims will be validated based on qualifying serial numbers. • Channel Partner will be notified once claims are approved. Channel Partner should print confirmation page and include in box when returning repeaters. • Channel Partner uses Motorola Solutions Recovery boxes to return trade-in units to Motorola Solutions. Upon return, repeaters will be sorted, validated and recycled. (Note: Motorola Solutions Recovery boxes are available for a fee of \$50 per box. This fee is deducted from the Channel Partner’s Co-op account. All boxes must be ordered at www.motorolarecovery.com.) • Credits will be applied to the Channel Partner’s account within 1-2 weeks of an approved Trade-in Claim. <p>If the Channel Partner fails to return trade-in units by April 30, 2018, the Channel Partner’s account will be charged the trade-in credit amount.</p>

END-USER PROMOTION: FINANCING OFFER

PROMOTION PERIOD	January 1 – March 31, 2018
ELIGIBILITY	End-User customer (“End-User”) purchases must be made through an authorized North America PartnerEmpower channel partner participating in the Motorola Solutions PartnerEmpower™ Program Professional and Commercial Radio technology segment (“Channel Partner”) during the promotion period.
FINANCING OFFER	<p>End Users can take advantage of special financing opportunities (“Offer”) on Motorola Solutions equipment valued at \$25,000 USD / \$31,250 CAD or more through Motorola Solutions’ financing partners, Lease Corporation of America and, in Canada, RCAP Leasing Inc.:</p> <ul style="list-style-type: none"> • 0% financing for 12 months • 4.59% financing for 36 months <p>Longer term financing options with low interest incentives are also available through Lease Corporation of America and RCAP Leasing Inc.</p>
COMBINATION WITH OTHER OFFERS	The financing Offer can be combined with the trade-in Offers.
REQUIREMENTS	A minimum Motorola Solutions equipment value of \$25,000 USD / \$31,250 CAD is required to participate in the financing Offer. The equipment must be purchased on a single invoice from the Channel Partner.
PARTICIPATION PROCESS	<p>End Users should contact their Motorola Solutions Channel Partner to take advantage of the financing Offer. Channel Partners should then contact the Motorola Solutions financing partners below between January 1 and March 31, 2018. Motorola Solutions financing partners will reach out directly to the End-User to arrange financing.</p> <p>U.S. Channel Partners should contact Lease Corporation of America:</p> <ul style="list-style-type: none"> • Northeast: Darren Lumetta, 800.800.8098 ext. 5232 dlumetta@leasecorp.com • Southeast: Patrick Brady, 800.800.8098 ext. 5180 pbrady@leasecorp.com • Central/West: Steven Barnes, 800.800.8098 ext. 5162 sbarnes@leasecorp.com <p>Canadian Channel Partners should contact RCAP Leasing Inc.:</p> <ul style="list-style-type: none"> • Mary-Ellen McIntosh, 613-821-7832 (direct office line) or 613-240-6359 (cell) mary-ellen.mcintosh@rcapleasing.com

FREQUENTLY ASKED QUESTIONS

Q: WHAT IS THE CHANNEL PARTNER ROLE IN THE MOTOTRBO RADIO TRADE-IN OFFERS?

A: Channel Partners are responsible for submitting trade-in claims, collecting the trade-in units from the End User, and sending the trade-in units to Motorola Solutions. Channel Partners should submit Q1 2018 claims online at www.motorolasolutionspromos.com.

Q: WHY DID MOTOROLA SOLUTIONS CHANGE THE CLAIMS MANAGEMENT SITE FOR TRADE-INS?

A: Motorola Solutions is continually looking for ways to make it easier for Channel Partners to work with us. We are now using a new system for processing Channel Partner trade-in claims, which can be accessed at www.motorolasolutionspromos.com. Through this change, we are using the same system for promotions and EmpowerRewards. This enables us to leverage best practices in processing trade-in claims and deliver a better online experience for both promotions and EmpowerRewards.

Q: CAN RENTAL ORDERS BE COMBINED WITH THE TRADE-IN OFFERS?

A: The Rental Program ("Rental Program") is a separate program subject to different terms and conditions. If Channel Partners purchase radios under the Rental Program, then they cannot qualify for any other promotions or programs (including these trade-in Offers).

Q: WHAT IF THE NUMBER OF PRODUCTS ORDERED DOES NOT ALIGN WITH THE QUANTITIES SPECIFIED IN THE TRADE-IN OFFERS?

A: The End User must order the exact quantity specified to take advantage of the trade-in Offers. For example, when

the radio trade-in Offer specifies that quantities of 10 must be ordered, products not ordered in quantities of 10 are not eligible for the trade-in credit. If 12 eligible units are ordered and 12 eligible trade-in units are received, for instance, the trade-in credit is only applied to 10 of the units.

Q: WHAT IS A RECOVERY BOX?

A: Motorola Solutions "Recovery boxes" are used by Channel Partners to ship products to M4D, the vendor that facilitates that trade-in process. These Recovery boxes are available for a fee of \$50 per box. This fee is deducted from the Channel Partner's Co-op account. Please note that boxes are no longer sent automatically to Channel Partners; all boxes must be ordered at www.motorolarecovery.com. Each box includes a pre-paid shipping label that can be used to return up to 35 lbs. of qualifying trade-in equipment. Complete details are available at www.motorolarecovery.com.

Q: ARE CHANNEL PARTNERS RESPONSIBLE FOR TRADE-IN SHIPPING COSTS?

A: The Recovery box includes a pre-paid shipping label for shipping up to 35 lbs. If the box weighs more than that, the additional cost will be deducted from the Channel Partner's Co-op account.

Q: WHAT HAPPENS TO THE PRODUCTS THAT ARE TRADED IN?

A: The equipment is recycled or responsibly disposed of by Motorola Solutions' recycling vendor.

Q: CAN I MONITOR THE AMOUNT OF EQUIPMENT MY COMPANY HAS SENT IN FOR RECYCLING?

A: Yes. Visit www.motorolarecovery.com to view your account and the amount of equipment you have helped to recycle.

FINANCING OFFER QUESTIONS

Q: WILL ALL End Users AUTOMATICALLY QUALIFY FOR THE FINANCING OFFER?

A: No. Credit approval is subject to financing criteria from Lease Corporation of America and RCAP Leasing Inc.

Q: WHO SHOULD I CONTACT IF I HAVE ADDITIONAL QUESTIONS ABOUT FINANCING?

A: U.S. Channel Partners should contact:

- Northeast: Darren Lumetta
800.800.8098 ext. 5232;
dlumetta@leasecorp.com
- Southeast: Patrick Brady,
800.800.8098 ext. 5180;
pbrady@leasecorp.com
- Central/West: Steven Barnes,
800.800.8098 ext. 5162;
sbarnes@leasecorp.com

Canadian Channel Partners should contact:

- Mary-Ellen McIntosh, 613-821-7832
(direct office line) or 613-240-6359 (cell);
mary-ellen.mcintosh@rcapleasing.com

RELATED OFFERS FOR RADIO CHANNEL PARTNERS

In addition to these promotions for End Users, Motorola Solutions may offer promotions specifically for Channel Partners. Learn more about Channel Partner promotions on [Partner Central](#).

TERMS & CONDITIONS

CHANNEL PARTNER TERMS: MOTOTRBO RADIO TRADE-IN OFFERS

Promotion Period: January 1 – March 31, 2018

1. The Channel Partner must submit the invoice to the End User by the end date of the Promotion Period. The End-User user invoice date will be used to determine promotion eligibility.
2. Channel Partner credits End-User invoice based on the number of qualifying trade-in radios when End User has qualifying purchases.
3. Channel Partner must follow the steps outlined in the Participation Process section of these promotional materials in order for the End User to take advantage of the Offers and to receive credit for the amount credited on the End-User invoice.
 - The Channel Partner must submit claims online at www.motorolasolutionspromos.com within 30 days of customer invoice.
 - Failure by the Channel Partner to return the trade-in units by April 30, 2018, will result in Channel Partner's account being charged the trade-in credit amount.
4. Motorola Solutions is not responsible for Channel Partner's lost, late, mutilated, misdirected or postage due mail. Illegible or incomplete forms must be re-submitted by Channel Partner. Motorola Solutions is not responsible for incomplete or illegible orders or reports and shall not be responsible for any shipping or invoice delays.
5. Motorola Solutions is not responsible for any technical problems, malfunctions of any telephone lines, computer systems, servers, providers, hardware/software, lost or unavailable network connections or failed, incomplete, garbled or delayed computer transmission or any combination thereof that may limit Channel Partner's ability to facilitate the trade-in process on the End-User's behalf. Motorola Solutions is not responsible for any damage to any Channel Partner's computer system/software or wireless phone relating to or resulting from participating or uploading any materials required for these Offers.
6. Motorola Solutions is not responsible for the Channel Partner's failure to complete the trade-in process correctly.
7. Fraudulent submissions could result in prosecution under U.S. Mail Fraud Statute (18 USC Section 1241-1242).
8. Motorola Solutions reserves the right to modify, withdraw or cancel these promotions (in whole or in part) at any time with or without reason and without prior notice.
9. Offers are good only in the U.S. and Canada, and are void where prohibited or restricted by law.
10. Sales to the U.S. Federal government are processed by the Motorola Solutions U.S. Federal Markets Division and the division will honor the Offers. Contact msifedsales@motorolasolutions.com with questions.

FOR MORE INFORMATION

Channel Partners: Contact your iCAM or CAM with any questions about these Offers.

Customers: End Users should contact their Motorola Solutions Channel Partner with any questions.

END-USER TERMS: MOTOTRBO RADIO TRADE-IN OFFERS

Promotion Period: January 1 – March 31, 2018

1. End Users receive the discounts stated in the Trade-In Offer section of these promotional materials when they purchase the stated number of qualifying products and trade-in eligible products via their Channel Partner.
2. End Users should refer to the Eligible Trade-In Units section of these promotional materials to identify qualifying trade-in units for each Offer. Specifically excluded from the MOTOTRBO radio Offer is any device that falls into any of the following categories: FRS, GMRS, Marine, Amateur, Avionics, Scanners, CB Radios, SSB, Pagers, Repeaters and Cordless Phones.
3. (a) There is no maximum number of units that can be purchased or traded-in, but product must be purchased in the increments specified, must be purchased on a single invoice from Channel Partner, and the number of trade-ins must be in the increment specified, to qualify for the trade-in discount.
(b) Channel Partner will credit End-User invoice based on the number of qualifying purchase and trade-in radios.
4. These Offers are good only in the U.S. and Canada, and are void where prohibited or restricted by law.
5. MOTOTRBO radios cannot be returned once the trade-in claim has been submitted.
6. Motorola Solutions is not responsible for the Channel Partner's failure to complete the trade-in process correctly.
7. End Users are eligible to take advantage of the various MOTOTRBO trade-in Offers on the same order. Unless otherwise stated in these promotional materials, these Offers may not be combined with any other promotional offers, rebates, coupons, or discounts.
8. Fraudulent submissions could result in prosecution under U.S. Mail Fraud Statute (18 USC Section 1241- 1242). Motorola Solutions is not responsible for late, lost, mutilated, misdirected or postage due mail, or incomplete or illegible orders or reports and shall not be responsible for any shipping or invoice delays.
9. Trade-in claims will be submitted by the Channel Partner from whom the End User purchased qualifying radios and repeaters. Channel Partner will submit claims online at www.motorolasolutionspromos.com within 30 days after customer invoice.
10. Motorola Solutions reserves the right to modify, withdraw or cancel these promotions (in whole or in part) at any time with or without reason and without prior notice.
11. U.S. Federal government customers are eligible for the MOTOTRBO trade-in Offers.

Q4 PROMOTIONS FOR CUSTOMERS

TERMS & CONDITIONS CONTINUED

CHANNEL PARTNER TERMS: FINANCING OFFER

Promotion Period: January 1 – March 31, 2018

1. To enable End Users to take advantage of the financing Offer, Channel Partners should contact the Motorola Solutions Financing partners between January 1 and March 31, 2018.
2. U.S. Federal government customers are eligible for the financing Offers on a case-by-case basis.

END-USER TERMS: FINANCING OFFER

Promotion Period: January 1 – March 31, 2018

1. Minimum contract value must be \$25,000 USD / \$31,250 CAD of Motorola Solutions equipment only.
2. Contract/Lease must be executed by March 31, 2018, with a P.O. issued to Channel Partner, and equipment must be received by End-User by June 30, 2018.
3. Agreement is between End User and Motorola Solutions third-party financing partner. End Users should see terms and conditions provided by financing partner. Motorola Solutions is not responsible for End User's failure to follow the terms and conditions of the financing agreement with the third-party financing partner nor is it responsible for End User's failure to make the required monthly payments.
4. All financing arrangements are subject to final credit approval and mutually acceptable documentation. Nothing herein should be construed as a commitment by the financing partner to finance the End User's equipment purchase.
5. Motorola Solutions reserves the right to modify, withdraw or cancel these promotions (in whole or in part) at any time with or without reason and without prior notice.
6. Sales to the U.S. Federal government are processed by the Motorola Solutions U.S. Federal Markets Division and the division will consider the financing Offer on a case-by-case basis. Contact msifedsales@motorolasolutions.com with questions.

FOR CHANNEL PARTNERS LOCATED IN THE UNITED STATES, THIS OFFER IS GOVERNED BY THE LAWS OF THE STATE OF ILLINOIS AND FOR CHANNEL PARTNERS LOCATED IN CANADA, THIS OFFER IS GOVERNED BY THE PROVINCE OF ONTARIO, WITHOUT RESPECT TO CONFLICT OF LAW DOCTRINES.

As a condition of participating in the Offers, Channel Partner agrees that any and all disputes which cannot be resolved between the parties, and causes of action arising out of or connected with the Offers, shall be resolved individually and Channel Partner hereby irrevocably submits for itself and its property in any legal proceedings relating to the Offers and enforcement of any judgments with respect and in connection thereto, to the exclusive general jurisdiction of the courts of competent jurisdiction located in Cook County Illinois, U.S., or in the City of Toronto (depending on Channel Partner's location) and to the respective appellate courts thereof in connection with any appeal therefrom. Further, in any such dispute, under no circumstances will Channel Partner be permitted to obtain awards for, and hereby waives all rights to claim punitive, incidental, consequential or other damages, including attorneys' fees, other than the fair market value of the units purchased by Channel Partner, and Channel Partner further waives all rights to have damages multiplied or increased and to trial by jury. Under no circumstance will Motorola Solutions be liable for any Channel Partner's incidental, consequential, special, punitive, or exemplary damages of any kind, including lost profits, loss of business, or other economic damage arising out of or resulting from Motorola Solutions' offering, conducting and/or terminating the Offers or for any amount in excess of the market value of the Motorola Solutions product(s) purchased by the applicable Channel Partner hereunder.

