



MOTOROLA WIRELESS NETWORK SOLUTIONS

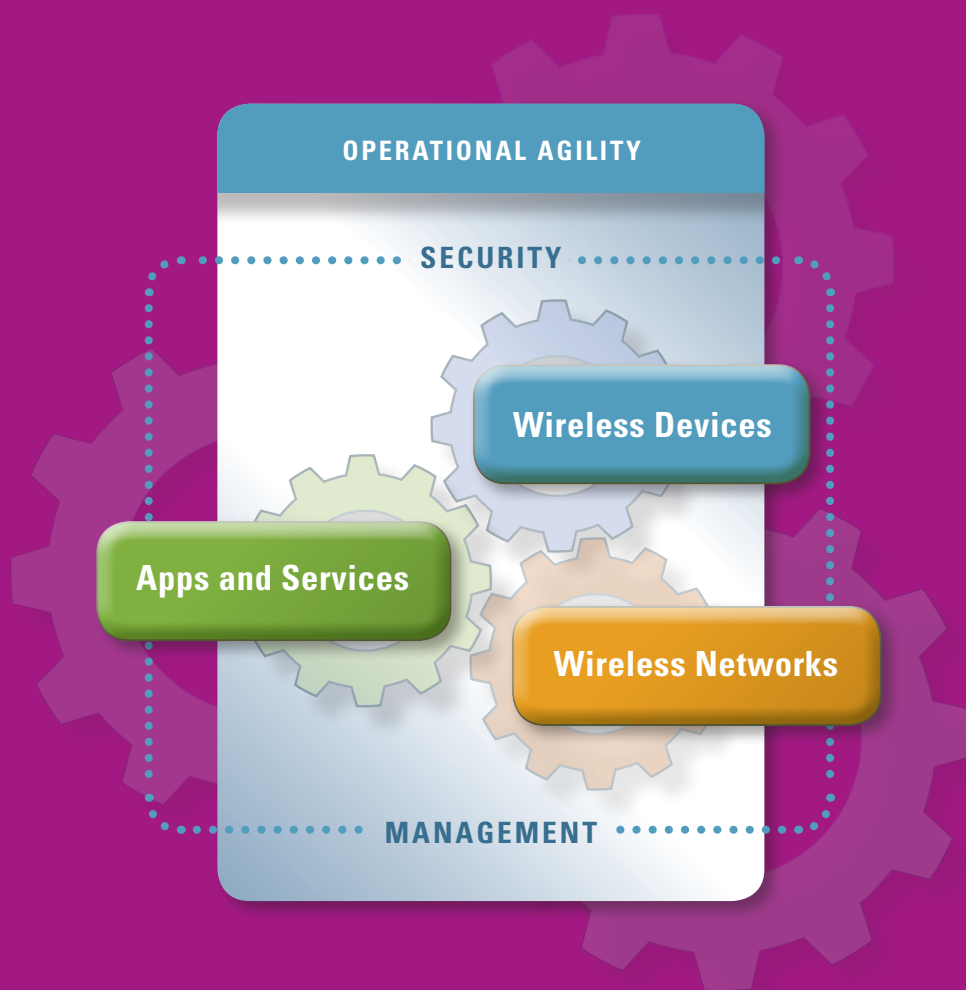
Unrivaled Wireless Solutions That Deliver Greater Agility



a-gil-i-ty

(a-ji-li-te) – *noun*

– *the ability to move quickly and confidently; nimbleness, dexterity*



The Future Demands Greater Operational Agility Delivered Through Trusted Wireless Network Solutions

Motorola's unparalleled wireless solutions portfolio, supported by powerful network management and security solutions, provides the agility needed to reduce costs and increase productivity today, while positioning your organization for future growth.

IT Challenges and Priorities

The stark realities of the slow global economy have significantly changed the priorities of IT organizations and placed a strong emphasis on increasing efficiency while at the same time reducing costs. Most organizations have limited IT spending. To weather the storm, many are conserving resources by considering only projects that save money with short return on investment periods.

As the economic tide slowly begins to turn, a new challenge is emerging. Competition among companies and communities for growth and advancement is growing fiercer. Growth will be earned only through more responsive and convenient customer services. Advancement will require super-charged internal processes that are more efficient and more accurate. IT organizations will need to be enablers of more agile operations and services by building a strong and secure network that empowers individuals with the right information at the right time.

A Leader In Wireless

No one knows wireless like Motorola. A pioneer in wireless communications, Motorola leverages more than 80 years of leadership in wireless technology and customer support. As an acknowledged global leader in the industry, Motorola has earned the trust of a wide range of organizations around the globe, with more than 10,000 networks now in operation in more than 120 countries. Our customers include many of the most progressive and successful organizations in the world, including state and federal agencies, shipping companies, service providers, automobile manufacturers, medical organizations, colleges and universities, retailers and hundreds more.

The Motorola Difference

True leadership means not only delivering top wireless solutions today but also paving the way for customers to forge ahead into the future. Motorola believes in developing holistic wireless solutions that are designed to work seamlessly together while also giving customers the flexibility to use them with other wireless systems. Motorola also focuses innovation on streamlined and integrated network management, troubleshooting and security as keys to unlocking the full agility potential of wireless solutions.



Taking Wireless to the Next Level: Delivering Agility

A World of Opportunity



I can be more responsive to my patients because I can access their labs and imaging results from wherever I am, even if it's in our branch clinic.

The use of wireless solutions by consumers, businesses and government agencies is growing. In every vertical market, expectations are also growing about the convenience, availability and speed of customer services. However, many individual wireless applications are being deployed that are often unable to work together holistically as part of a broader solution, preventing their value from being fully delivered. In many cases, duplicate wired solutions must also be installed to fill in gaps and serve as a fallback system. This leaves cost savings, efficiency improvements and customer satisfaction gains unrealized and it opens opportunities for competitors to differentiate through innovative new services.

A New Wireless World

In today's new wireless world, the value of wireless solutions is multiplied when systems work together seamlessly and are trusted to be reliable, available and secure. This integration allows users to communicate with each other and share real-time information regardless of where they are and what wireless devices they are using.

Holistic and efficient wireless network management, troubleshooting and security allow the network to run smoothly and to always be there when and where users need it. With this new-world approach to wireless solutions, organizations can move with greater confidence and speed enabled by trusted wireless networking.

Building Agility



I love this school because our network is great – I can do schoolwork whether I'm in the library, in my room or out in the quad.

Mobilizing voice and data onsite. Robust performance of Voice over Wireless Local Area Networks (VoWLANs), mobile computers and laptops is ensured through the up-front use of Motorola's application-specific network design tool. Highly reliable and secure WiFi access in every covered indoor area gives workers the freedom to be effective wherever they are; and Motorola's integrated voice solutions allow users carrying Total Enterprise Access and Mobility (TEAM) VoWLAN smartphones, voice-enabled mobile computing devices and two-way radios to talk together whenever needed.

Extending to new places. Whether covering new outdoor areas with WiFi access networks or building new broadband connectivity to hard-to-reach facilities, Motorola's outdoor wireless broadband portfolio can quickly establish secure and reliable network presence which gives workers the ability to serve customers or protect citizens wherever they are in new, more immediate and responsive ways.

Capturing and sharing video. Motorola gives customers the flexibility to place cameras anywhere they are needed for security, incident response or collaboration. From temporary mesh wireless camera pods at events to indoor WiFi cameras in locations that would otherwise be difficult to reach, video can be captured and then delivered in real time to users with wireless devices on the network. Motorola's WLAN access points and outdoor wireless broadband links have superior QoS supporting even heavy video streaming applications.

Backing-up and replacing leased lines. Industry-leading wireless Point-to-Point Ethernet bridges from Motorola can help ensure business continuity by serving as a redundant back-up network for traditional leased line connectivity, or they can reduce recurring costs by serving as a T1/E1 replacement. In each case, Motorola's powerful network design tools help determine in advance the type of equipment and the deployment locations that will best ensure maximum reliability.

Managing the network. One Point Wireless Suite's network management tools leverage key information from network design software and powerful map-based visualization technology to make management easier and more efficient. This helps maximize uptime through earlier issue identification and faster recovery, which gives users greater confidence in their wireless network. Advanced troubleshooting tools also give the level 1 helpdesk staff the ability to resolve issues more quickly.

Securing and defending the network. Whether detecting vulnerabilities or defending from a malicious attack, Motorola's industry-leading wireless intrusion protection software and superior hardware-embedded security features keep the wireless network running smoothly so that the impact to users and operations is minimized.



It doesn't matter if someone's using a two-way radio, a VoWLAN phone or a mobile computer — I can talk to anyone I need to get the job done.

An Unrivaled Portfolio of Wireless Solutions

Motorola's wireless portfolio ranges from indoor to outdoor wireless access networks with WLAN and outdoor Mesh Wide Area Networks as well as Fixed Wireless Broadband. It also spans from network infrastructure to a broad range of wireless devices. Designed for the most demanding environments, Motorola's enterprise and public safety handheld devices are known for superior ruggedness and smarter usability. Our wireless network solutions portfolio is complemented by powerful network design tools developed to help deploy the most cost-optimized and reliable networks. Working together, the broad set of solutions delivers greater interoperability and smoother, faster deployments.

Trusted Networking from Motorola

Once deployed, the wireless network is holistically managed for maximum uptime through the Motorola Wireless Manager for outdoor networks and the RF Management System for indoor WLAN. Network management is made easier and more efficient by utilizing breakthrough map-based visualization capabilities including real-time network status in live Google maps as well as flexible configuration templates and informative performance reporting plots and dashboards.

The AirDefense advanced troubleshooting module empowers the level 1 helpdesk to address user issues quickly and efficiently while the 24/7 gap-free vigilance and wireless intrusion protection of the AirDefense Solutions protects the network from attacks and detects security policy violations as soon as they occur. These tools, together with hardware-embedded security and performance optimization features, make a Motorola wireless network a strong yet flexible base on which to build new wireless-enabled agile operations and services.

Anywhere Access

To get real-time information into the hands of users at the point of work, the wireless access network is extended with the right devices and applications for the job. Motorola's TEAM VoWLAN solution provides integrated mobile access to critical communication services while also creating interoperability with voice-enabled mobile computing devices and two-way radios.

The results of this ubiquitous real-time access go directly to your bottom line; they include increased responsiveness, enhanced collaboration, faster and better decision-making, significantly increased efficiency and improved productivity.

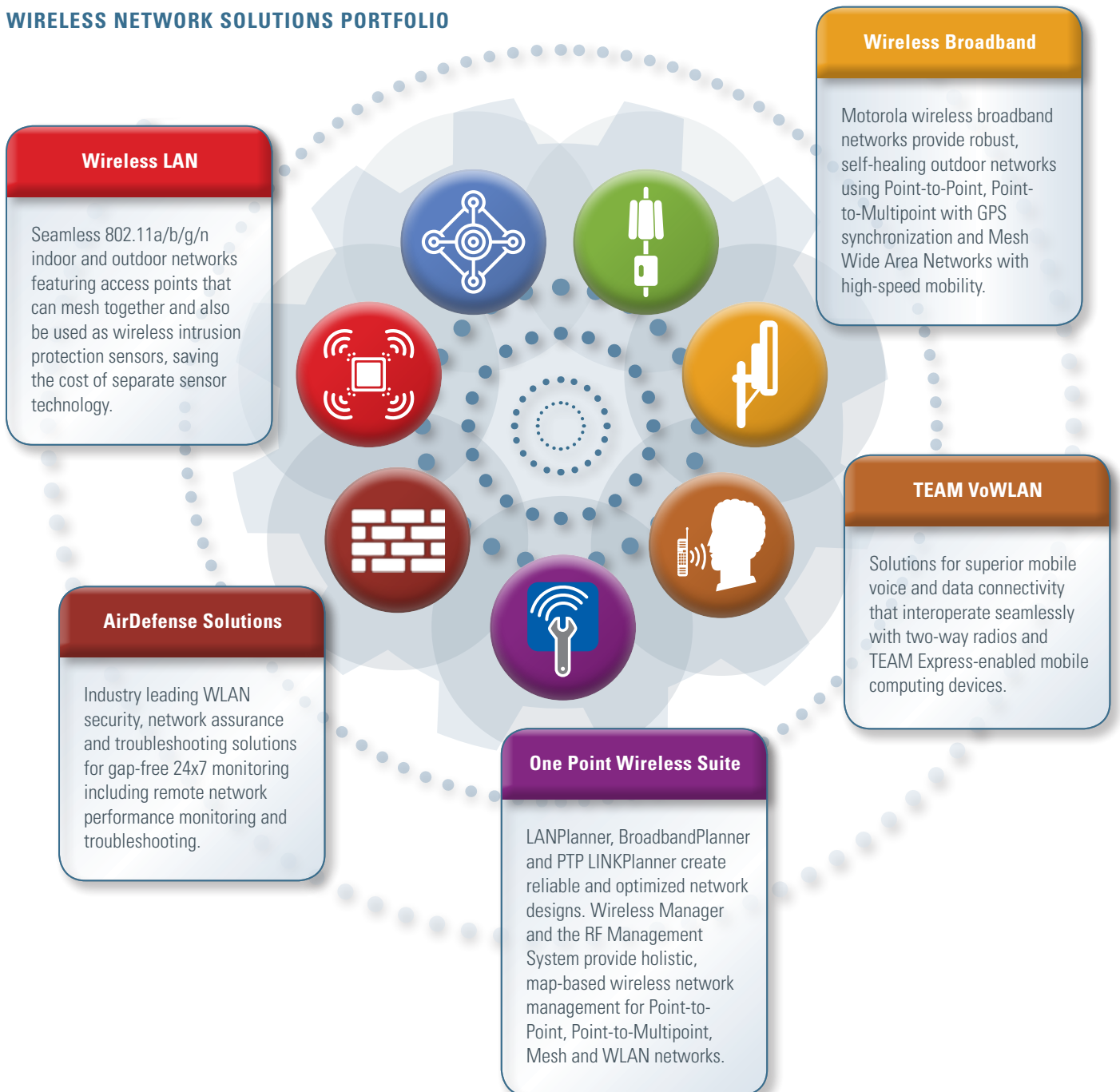


Now with all of our facilities connected and our new upgraded WLAN and interoperability between devices, I can reach anyone right away and respond to customers more quickly.

Putting It All Together: Staying Ahead of the Curve with Wireless Agility

Whether you are a business or a government agency, growth and progress depend on exceeding the expectations and needs of increasingly connected customers and citizens. New agile operations and services are a key factor in staying ahead of the curve in our new economy. As a leader in wireless network solutions, Motorola helps you build wireless agility through the use of holistically managed and secured wireless networks and devices. That enables your organization to get the right information in the right hands right when it is needed for maximum impact and effectiveness.

WIRELESS NETWORK SOLUTIONS PORTFOLIO



Wireless Agility Is Transforming Organizations Around the Globe

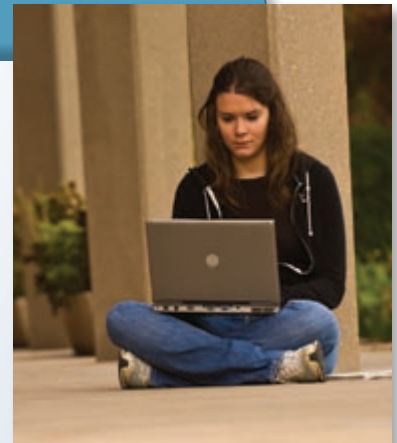


MORE AGILE PUBLIC TRANSPORTATION

With a population of more than 600,000, Glasgow is Scotland's largest city. Like most major cities, Glasgow has long struggled with traffic congestion. The challenge was to improve traffic flow by getting more drivers off the road and onto First Bus, the city's public transportation system. The solution is an extensive priority bus system called Streamline, powered by a mobile Motorola Mesh Network Solution that provides instant, reliable ad hoc communications networks that keep buses running on schedule. Says Hamilton Purdie, assistant strategic traffic control manager, Glasgow City Council, "If a bus slips behind schedule the system registers the information with the Traffic Control Center which then gives the bus priority at more than 240 remotely controlled traffic lights to get it back on time."

LEARNING TO BE MORE AGILE

Lewis University, a fast-growing Midwestern university, found that its initial wireless network, installed to supplement and extend the school's legacy wired system, had lost the confidence of students and faculty due to lack of coverage and reliability problems. The school redesigned the network — based on Motorola's 802.11n WLAN indoor product portfolio, Mesh and Point-to-Multipoint solutions — to provide reliable, agile connectivity wherever users wanted it. In classrooms, in the library, in dormitories, in common areas, in faculty offices. Response has been enthusiastic, with network utilization quadrupling in just a year. Says John Dalby, chief information technology officer, "Our new wireless network has elevated the university to a new level. We were always a good university. We're now trying to become a great university, and wireless will help us do that."



WIRELESS AGILITY IN RURAL LOCATIONS

To deliver the social and economic benefits of high-speed Internet access to all citizens, the Province of Nova Scotia created the Broadband for Rural Nova Scotia Initiative. Since the system covers 24,000 square miles with only about 40,000 customers, the Province needed the cost-effectiveness of Motorola's wireless network solutions. The backbone of the network utilizes Motorola Point-to-Point 400 and 600 links for backhaul to the fiber optic network as well as Motorola Point-to-Multipoint 900 MHz technology. As Nova Scotia discovered, only the agility of wireless can deliver ubiquitous high-speed connectivity at an affordable price. Says Nova Scotia Premier, the Hon. Rodney MacDonald, "[Wireless broadband] will generally improve the lifestyle of every citizen regardless of where they are located in our great province."



THE AGILITY OF TELE-MEDICINE

Venezuela's first venture into high-speed wireless tele-medicine was implemented by the 24-Hour Organization, a fast-growing network of healthcare clinics. Recognizing the need for sharing patient information and medical data among physicians and specialists at various locations, the organization is streamlining data and imaging exchange among three specific clinics. Based on a Motorola PTP wireless broadband network, the system offers the agility to securely transmit data and images over distances of up to 200 km and at broadband speeds of up to 300 Mbps to enable timelier, more accurate patient diagnosis and care. Says Edson Daza, systems director, the 24-Hour Organization, "Wireless broadband technology is now allowing doctors from three of our clinics to collaborate on patient diagnoses with real-time, 24/7 connectivity."

AGILITY WHEN EVERY MINUTE COUNTS

ABC's hit television show "Extreme Makeover: Home Edition" decided to film its 2008/2009 season finale in Indianapolis, Indiana. Local builder the Estridge Companies, systems integration ERS Data Solutions and telecom service provider FirstMile Technologies provided the communications agility the show needed. A network utilizing Motorola Point-to-Multipoint, Point-to-Point, Mesh Wide Area Network and One Point Wireless Suite management solutions was quickly implemented. "We deployed a Motorola wireless network in a little more than three hours," says Sam Kincaid, systems engineer for ERS Data Solutions, "and we couldn't have done it without Motorola's One Point Wireless Suite software, which made designing and managing the network astonishingly easy." When shooting wrapped, the network was turned over to the community as one of the nation's first free-access neighborhoods.



Motorola delivers seamless connectivity that puts real-time information in the hands of users, giving customers the agility they need to grow their business or better protect and serve the public. Working seamlessly together with its world-class devices, Motorola's unrivaled wireless network solutions include indoor WLAN, outdoor Wireless Mesh, Point-to-Multipoint, Point-to-Point networks and voice over WLAN solutions. Combined with powerful software for wireless network design, security, management and troubleshooting, Motorola's solutions deliver trusted networking and anywhere access to organizations across the globe.



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