



PartnerEmpower Program Application Overview [Application Partners](#)

Thank you for your interest in participating in the Motorola Solutions PartnerEmpower Program for Application Partners. Read on to learn how the program application process works and what information you'll be asked to provide at various points in the process.

Please note: If your company would like to participate in both the Value-Added Reseller community and the Application Partner community, you will need to apply to just one community initially. Also, please only request the specializations you currently need to speed the approval cycle. If you are accepted into PartnerEmpower, you can later request participation in the other community and/or specializations via the Membership Change process.

[About the Application Process](#)

Applying to participate in PartnerEmpower is a two-part process.

Part 1: Online Application

To request participation in PartnerEmpower, [complete our online program application](#).

You will be asked to provide complete information on your company and its offerings as well as on key company contacts (see list below).

You can save the information you have entered into the application and return to the application at a later time. Your information is saved for 30 days. Once you submit your application, we will review the information you've provided. This evaluation process can take up to 15 business days to complete.

Part 2: Completion of Legal Documents

If you are considered for acceptance into the program, you will need to complete a few final steps prior to officially becoming a PartnerEmpower member. You will receive an email detailing the following steps:

- Accepting the PartnerEmpower Terms and Conditions
- Accepting addenda for the PartnerEmpower technology segments in which you will be participating

Information You'll Need to Complete the Application

Applicant and Company Information	Contact details for the person completing the application (i.e., address, phone, email, title)
Company Details	<ul style="list-style-type: none"> • Government or tax ID • Primary business location (where you conduct your business) • Target industries
Target Business Relationship	Type of business relationship you wish to pursue with Motorola Solutions (i.e., resell Motorola Solutions products and services, influence the sale of products and services)
Sales and Revenue Information	<p>Revenue information in the last fiscal year for:</p> <ul style="list-style-type: none"> • Percentage of sales to end-users • Percentage of sales through various sales methods including: face-to-face consultative sales resources; via internet with limited human interaction; telephone-based consultative sales resources; and via internet with no human interaction • Percentage of sales and support by hardware, software, professional and advanced services, as well as customer support and services • Total sales and service revenue
Services Offered	<ul style="list-style-type: none"> • What customer service and support do you offer your customers (i.e., help desk, customer support solution application, technical support, diagnostics, computer-based call tracking, repair services)? • Percentage of your total company revenue • For what product segment(s) are you offering repair services?
Company Information	<ul style="list-style-type: none"> • Parent company address • Government/tax ID • Contact information for key job functions* including: <ul style="list-style-type: none"> ○ Primary executive contact ○ Primary finance contact ○ Primary contact for Motorola ○ Primary technical contact ○ Primary marketing contact ○ Primary sales contact ○ Primary legal contact ○ Primary services contact ○ *At least one contact needs to be identified as the Partner Administrator. • Employee information including: <ul style="list-style-type: none"> ○ Total number of company employees ○ Total number of technical employees ○ Total number of sales employees • Business conduct information: What customer service and support do you offer your customers?

	<ul style="list-style-type: none"> • If you sell Motorola products currently, what percentage of your total revenue is associated with the sale of returned or used products? • If you sell Motorola products currently, what percentage of your returned or used products do you refurbish?
Application Development	<ul style="list-style-type: none"> • Typical OS for development • Details on primary solution: <ul style="list-style-type: none"> ○ Name ○ Version number ○ Short description ○ Target industries ○ Approach required using these applications for most customer projects ○ Target geography ○ Motorola Solutions product families supported ○ Language • External Accreditations • Customer reference for the solution: <ul style="list-style-type: none"> ○ Contact information ○ Is this a joint Motorola Solutions reference? ○ Reference's Motorola Solutions devices ○ Date of reference solution go-live

Questions?

All questions can be directed to our Partner Interaction Center: (888) 879-4167 or PIC.NA@motorolasolutions.com

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