MOTOROLA MIGRATION ASSURANCE PROGRAM

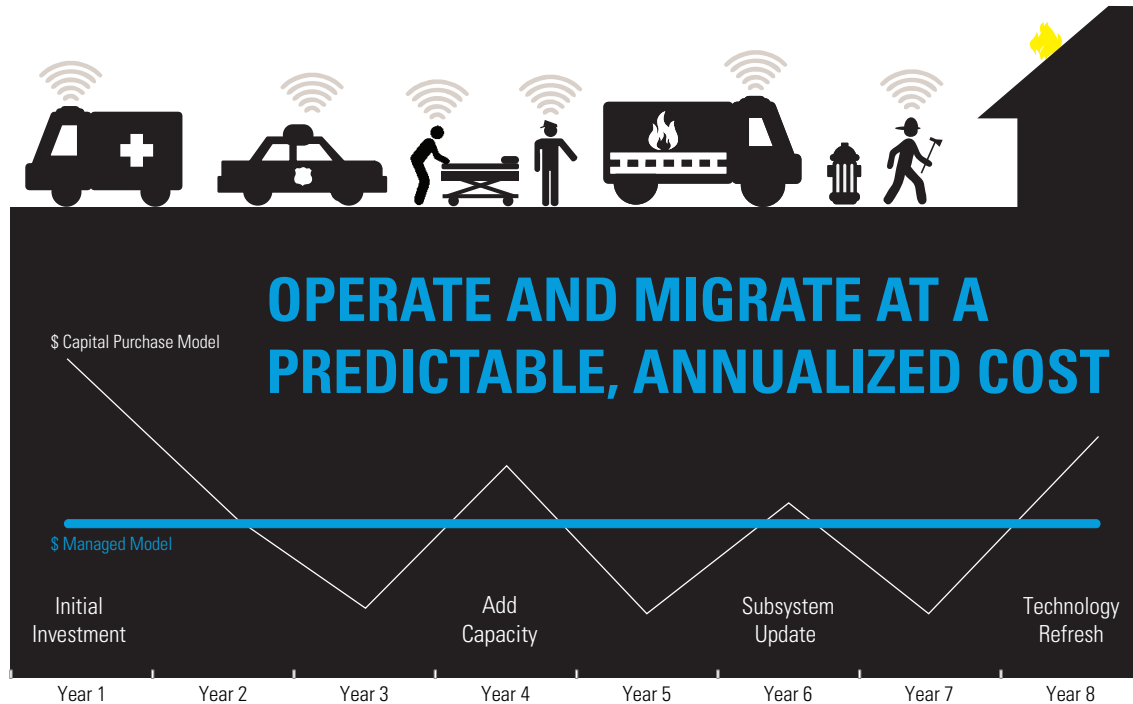## GET THE NETWORK YOU NEED AT A PREDICTABLE, LEVEL OPERATING COST

Today's public safety communications systems are not simply radios. They are advanced networks and devices that deliver new levels of visibility, data access, mapping, locating, interoperability – information that helps first responders be both safer and more effective as they serve their communities.

Of course, all that mission-critical capability comes at a price. Equipment lifecycles are shorter and less predictable. Obsolescence is a greater risk. Coverage and capacity needs grow constantly. Every substantial upgrade or added capability can mean another capital request and every capital request can become a battleground.

What if you could plan for your communication technology needs, years in advance? Ensure that your system stays current and capable, with a predictable, level operating cost? What would that be worth to you, your personnel and your community?

KEY BENEFITS
- Eliminate surprise capital requests and build a flat payment funding model for managing your network
- Operate, upgrade, migrate and expand over time to meet ongoing needs
- Continuously plan for long-term, controlled network migration
- Offload the risks of managing rapidly changing technology
- Reduce downtime with smaller migration steps
- Get guaranteed savings and performance

OPERATE AND MIGRATE AT A PREDICTABLE, ANNUALIZED COST

$ Capital Purchase Model

$ Managed Model

| Initial Investment | | Add Capacity | | Subsystem Update | | Technology Refresh |
| Year 1 | Year 2 | Year 3 | Year 4 | Year 5 | Year 6 | Year 7 | Year 8 |

THE CHALLENGE

Support critical network technology needs

During the worst economy in recent memory, many public safety agencies have faced huge financial pressures. The need for capital to support communication technology changes, some mandated long before the economy soured and others born of growing coverage and capacity needs, collided with plummeting tax revenues. Stimulus grants rescued many over the past few years, but now are drying up.

The good news is, many believe we have seen the bottom of the recession. The bad news is, even if that's true, there is still a long climb ahead. Many agencies will be rebuilding after years of painful cutbacks. All will be reluctant to put too many new funding initiatives before their beleaguered taxpayers.

Yet somehow, you need to manage the problem. You already know you can't put it off for long. Legacy systems must be brought current. You must satisfy applicable mandates for narrowbanding and/or rebanding. Protecting the safety and effectiveness of your first responders demands that you keep coverage and capacity at optimal levels.

You need a way to plan for all your critical upcoming needs. Then you need a way to fund that plan that won't wear out the goodwill of your constituency.

THE SOLUTION

Plan to offload the risks

Motorola Migration Assurance Program provides a solution based on a simple process. Assess where you are, plan where you need to go, then guarantee you get there.

Together, we will examine every aspect of managing your network and develop a strategic plan to align its evolution to your priorities over the next ten years. We'll use our expertise to anticipate changes in your needs, the technology and the market, now and in the future, so you can control your total cost of ownership. You will get a clear roadmap that covers everything – your infrastructure and devices, your software and upgrades, the security, maintenance and expansion of your system – over a fixed contract period.

You'll also have a flat, annualized fee, so you'll not only know where you're going, but what it will cost to get there. And if something happens that you didn't anticipate? Every year, we will update your plan. If things are changing, the plan can change. But we'll help you look for ways to keep your costs as steady as possible, so you can budget to operate over time without surprises and fund without going back again and again for more capital.

All you surrender is the uncertainty. You give that to an organization with the deep resources and proven expertise to manage it.

YOUR VISION, OUR SUPPORT

Motorola's Migration Assurance Program provides a continuum of support capabilities designed to sustain your strategic network vision. You set the priorities by setting out a 5-10 year plan for your agency and its communications. You decide what keeps you up at night – which functions you do well and want to continue to manage, and which you want to relinquish. Then we put together a tailored package of services to fill any gaps, covering:

- P25 core system
- Dispatch systems
- RF sites
- Backhaul
- Civil upgrades (buildings/towers)
- Enhanced capabilities
- Third party lifecycle management
- Subscriber devices
- Operational services

The goal is to help you continuously plan for long term, controlled network migrations, mitigating the risks you face today and managing those risks over time. You avoid the performance challenges of large scale network changes by taking smaller, controlled steps. You get the most out of what you have by relying on Motorola's network design experts and the experience of 400+ deployed and supported ASTRO networks worldwide.

Meanwhile, each function we manage will be delivered at guaranteed performance levels, set to match your goals, at a committed flat cost. You will have no more worries about obsolescence, rapidly changing technology or availability. Every change you make will be fully funded. And when you need your network, it will be ready.

SUPPORT AND MAINTENANCE	EXPANSION AND ENHANCEMENTS
Lifecycle Management	
SECURITY AND SURVIVABILITY	TECHNOLOGY REFRESH

MIGRATION ASSURANCE PROGRAM

Support and Maintenance
- Repair and Technical Support
- Network Operations Monitoring
- Spectrum Management Services
- On-Site Response
- Asset Management
- Lifecycle Planning and Management

Expansion and Enhancements
- New Capabilities (TDMA, DSR, etc.)
- Infrastructure Growth (Sites or Channels)
- Subscriber Feature Upgrades
- Backhaul Upgrades
- P25 Enhanced IP Based Services

Security and Survivability
- IP Security Monitoring & Testing
- Grounding Assessments and Action Plan
- Deployable Service Restoration Equipment
- Civil Hardening
- Security Access Management
- Site Video Surveillance and Recording
- Alternate Backhaul Technologies

Technology Refresh
- System Software / Hardware Updates
- Replace Aging Equipment
- Subscriber Replacement
- Backhaul Replacement
- Civil Upgrades / Replacements
- Regulatory Compliance

WHY MOTOROLA?

The past few decades have taught a powerful lesson – technology will likely never again advance as *slowly* as it does today. Rapid change is now a given, mobile information access is an expectation and your ability to fulfill your ongoing mission will depend on your ability to build a sustainable model for managing both.

Motorola Migration Assurance Program offers a way for you to meet ongoing needs for technology change over time. By building an operating expense cost structure to support your operations, upgrades, migrations and expansions, you can eliminate funding surprises for your taxpayers and elected officials. A committed flat payment lets you continuously plan for controlled network evolution, while you transfer the risks of rapidly changing technology. Because you know you have access to the skills, resources and support you need, you can stop worrying about managing your communication and focus on your mission.

Make sure that when you need it, your network will be available – and when your community needs the critical public safety services you provide, you will be available. Call Motorola.

For more information about how Motorola can help manage your radio network predictably and effectively, visit us at motorolasolutions.com/managedservices or access our global directory at www.motorolasolutions.com/enterprisemobility/contactus.

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