



MOTOROLA FEDERAL SERVICE SOLUTIONS: MANAGED ZONE CORE

FOCUS ON YOUR MISSION – NOT YOUR ZONE CORE

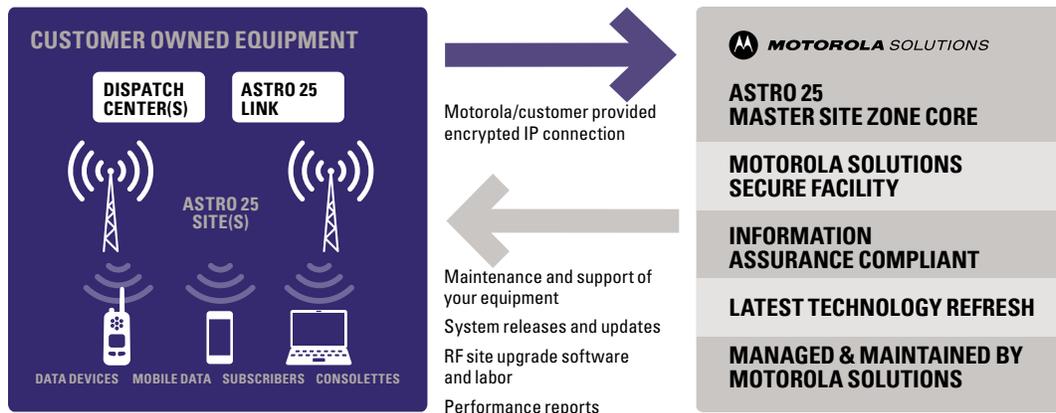
Communications systems provide for security, operational efficiency and rapid response to meet the critical mission demands. Upgrading a communications platform is driven by system obsolescence, capacity expansion, information assurance requirements, interoperability, an ability to network locations seamlessly, or for all of these reasons. Today, Federal agencies usually look to systems built to APCO Project 25 (P25) standards when migrating to new radio system technology. Communications system acquisition costs are expensive. Costs associated with making this

transition can be difficult in today's' budgetary environment. Sustaining the system core and site equipment are added responsibilities that must be factored into the total cost of ownership over the lifecycle.

Motorola's Managed Zone Core (MZC) is a land mobile radio cloud solution that provides a better cost alternative, leveraging a Motorola owned core without the initial outlying capital cost of purchasing core infrastructure that brings your acquisition cost down when making the migration.

For as little as \$65 a subscriber*, you can migrate to APCO Project 25 land mobile operation with Motorola's managed solution approach that provides radio call traffic processing plus all of the desirable system lifecycle sustainment requirements, with features such as:

-  P25 call processing, site interconnection and desired P25 feature sets
-  Access to Help Desk availability (an experienced Motorola System Technologist)
-  Network support to monitor and maintain the operational continuity of the system
-  On-site technical support for sustainment actions as necessary
-  Network security antivirus updates and monitor for malicious activity
-  Annual software refreshes that maintain the system infrastructure in an "Evergreen" currency



*Managed Zone Core described herein is a Motorola Federal Service product offering, and comes with a defined set of features and functions. Example herein assumes the applicant has a minimum subscriber base of 200 units, and fielded LMR infrastructure of 1 site, 1 console, 1 network client capable of migrating to Astro P25 operation. Additional system features may be available at optional fees. There are specific agreement terms and conditions that apply to this service offering.

STAY SECURE

The Managed Zone Core is located in a secure Motorola Solutions facility, maintained and managed by authorized personnel with Federal Government security clearances. Another layer of protection included as part of the Managed Zone Core Service is Motorola Solutions' Network and Security Monitoring services, which monitor the health and security of the network. The Managed Zone Core was built with Information Assurance (IA) requirements in mind and Motorola Solutions' Security Update Service provides antivirus updates and patches to maintain the network's IA posture. For end-to-end security, all links to each remote RF and dispatch site are encrypted.

STAY CURRENT

Using Motorola's Managed Zone Core model, the initial system investment will never become obsolete as Motorola upgrades the fielded radio platform software, along with new core software releases, to sustain the latest level of operating system technology. Therefore the Federal agencies' equipment in the field is kept at the same level as that shipping new from our factories, year after year. This business model alleviates the need to staff and maintain technical personnel, or contract for such services, providing additional indirect savings.

System expansion with Motorola's MZC is simple when the User wishes to add additional coverage sites, or dispatch positions. Additional locations can be added to the system simply by acquiring the necessary site hardware, and adding connectivity to the core. The core allows the capability to network multiple locations together, providing a seamless talk path. Additional options are available for encryption Over-the-Air-Rekeying (OTAR) and Over-the-Air-Programming (OTAP).

STAY CONNECTED

To keep your equipment performing at maximum efficiency, Motorola Solutions includes a full set of support and maintenance services that routinely monitor the health of the system. With these included services, when a system fault is identified, it is often resolved before you are aware of a problem. With backup network links and redundant backups built into the system, your users are always guaranteed a high level of communications.

ROI BENEFITS

Financially, Managed Zone Core provides better cost efficiency over time and maintains a quality of service level second to none in the Industry. This enables the Federal User to understand and more accurately account communication costs in budgets that are often shrinking year to year. This program offering is built on a "fee for service" model, which allows costs to be allocated in each fiscal year for operation. The sustainment services are bundled to provide a complete operational benefit, with minimal economical impact.

To learn more about how Motorola's Managed Zone Core Solution can be the right fit for your next radio migration, contact us at 866-416-8592 or visit us at motorolasolutions.com/services

Motorola's comprehensive portfolio of Services offerings is built upon a lifecycle approach to help you at every phase: Professional, Integration, Support and Managed Services. We help you with your immediate mobility needs and to build successful long-term strategies. Our deep domain expertise in government and enterprise technologies along with more than 6,100 service professionals and 25,000 world-class channel partners gives us the unique ability to provide you with best-in-class solutions. Our services-led solutions for Video, LTE Solutions, Next-Generation Command and Control, Security and Resilience and Next Generation Retail, can transform technology into powerful solutions.