



## INVESTING IN SYSTEM KNOWLEDGE

# TRAINING BANKS

Choosing Motorola is only the beginning. The next crucial step is teaching your employees how to unlock the full potential of your Motorola system.

We know your organization wants to keep its workforce ahead of the technology curve, but we also know you operate on a budget. That's why we created The Motorola Training Banks. Training Banks help smooth out budgeting and they ensure ease of enrollment for your organization. By providing your employees with specialized training, we empower them to be the best at what they do.

### INVEST IN THE FUTURE

We believe that technical knowledge of your Motorola products and system is an important investment. We want to encourage you to make that investment by rewarding you for it. When you invest in a training bank, you can purchase discounted training for your employees. The more you invest, the more of a discount you'll receive. The money you put into a training bank won't expire, so your training needs can be met now and in the future.

### ENGAGE IN OPPORTUNITY

It's our priority to ensure reliability and routine in the training we provide to your organization. We guarantee best-in-class training programs, monthly low-balance notifications and regularly published catalogs, along with an up-front discount. Our training services were designed to meet the needs of a wide variety of customers but they can be further customized to meet your needs. You can work with your Customer Support Manager to design a bank that suits your organization.

### ACCESS A VARIETY OF SERVICES

Our portfolio of educational products and services makes it easy for your employees to learn, no matter where they are. Your training bank dollars can be used for any of the following Training Services:

- Self-Paced Online
- Virtual Instructor-Led
- Instructor-Led Resident Lab Courses
- Instructor-Led Tailored Field Courses
- Interactive End User Tool Kit

## SPECIFICATION SHEET

### TRAINING BANKS



#### VALUE PROPOSITION

##### MAXIMUM SYSTEM VALUE

Educated technicians and systems managers can minimize downtime and leverage the system's full set of capabilities.

##### FLEXIBLE DELIVERY OPTIONS

Classes are available at your location or ours; they are also available as instructor-led, on-line or self-paced on-line courses.

##### SPEED TO LEARNING

Experiential, hands-on learning reduces the time it takes to come up to speed, and increases retention after the class is over.

##### WORLD-CLASS INSTRUCTORS

Facilitators are experienced with backgrounds on the latest technologies and receive over 100 hours of annual training.

##### INCREASED KNOWLEDGE RETENTION

Actual system documentation and hands-on learning helps technicians learn faster and increase retention.

##### COST EFFECTIVE

Training Banks provide discounted prices and help budget for training costs.

#### TRAINING BANK FEATURES

Up-front discount on training products and services

Pre-paid account used as debit

No term limit; account does not expire

E-mail notification when account funds are low

#### USER BENEFITS

Savings on your operator and technical training needs

No hassle with multiple approvals and budgeting

Ability to use funds year after year

Ensures funding is available when you need training

#### TRAINING BANK DISCOUNT

PART NUMBER	DESCRIPTION	BANK	DISCOUNT	SELL PRICE	SAVINGS
SVC958AD	ENH TIER 1 - 1000	\$1,000	0%	\$1,000	<b>\$0</b>
SVC960AD	ENH TIER 1 - 10000	\$10,000	3%	\$9,700	<b>\$300</b>
SVC961AD	ENH TIER 1 - 15000	\$15,000	5%	\$14,250	<b>\$750</b>
SVC962AD	ENH TIER 1 - 20000	\$25,000	10%	\$22,500	<b>\$2,500</b>

For more information on how our training programs can benefit your organization, please visit us on the web at [motorolasolutions.com/amlearn](http://motorolasolutions.com/amlearn) or email us at [Training.NA@motorolasolutions.com](mailto:Training.NA@motorolasolutions.com).

Motorola Solutions, Inc. 1301 E. Algonquin Road, Schaumburg, Illinois 60196 U.S.A. [motorolasolutions.com](http://motorolasolutions.com)

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