



Our commitment to solving for safer is grounded in our strong collaboration with our key suppliers, channel partners and ultimately, our customers. In this edition, I will highlight recent events around our partnerships that further how we're building and connecting technologies that help protect people, property and places.

Our Suppliers

We select suppliers that are best positioned to help us innovate, reduce costs and build resilience. Our supplier partnerships are built around the criticality of our solutions in helping to make people's lives safer.

In February, we hosted our second Executive Partner Summit with our top 25 suppliers at our Chicago headquarters. This important event connects suppliers with our senior management and provides the opportunity to experience our latest technologies. During this year's summit, we also heard from an important customer, Chief Chris Briggs, representing the Glendale Police Department. Chief Briggs shared how our close partnership has helped build a state-of-the-art public safety ecosystem.



Executive Partner Summit, February 2024

Hear from Chief Briggs as well as Mike Balow, executive vice president, Sales, onsemi.

[Watch now \(~5 mins\)](#)

Our engineering and product development teams collaborate with suppliers to continue advancing our technologies, including evolving areas such as cloud computing, advanced chip design and AI in public safety. Whether it's Google Cloud underlying our cloud-native video security suite, Avigilon Alta, or onsemi manufacturing components for our land mobile radio (LMR) devices or video products, our suppliers deeply understand our mission. This close collaboration also helps us at tactical levels, such as effective demand planning and accelerating product redesigns.

Our Channel Partners

Our channel partners are vital in bringing our solutions to customers in commercial verticals such as manufacturing, utilities, travel and hospitality, and helping keep enterprises and communities safe and secure. Earlier this year, we held our first-ever joint radio and video security Executive Partner Forum in Orlando, FL. More than 400 partners met with Motorola Solutions leadership to discuss our growth plan for 2024 and beyond. Partners learned about the breadth of our safety and security ecosystem and the opportunities it enables for cross-sell and upsell, and driving business growth.

Our Customers

Our suppliers and channel partners ultimately help us serve those who matter most – our customers. With long-standing customer relationships, we're well-positioned to understand how to best serve our customers and strengthen collaboration between public safety agencies and enterprises. Our relationship with the City of Glendale, featured in this edition's [video](#), is an excellent example. Our history with the Glendale Police Department goes back decades, starting with their investments in our LMR technology. Over the years, we've worked closely with both the city and the police department to expand their public safety ecosystem significantly. Today, they are operating a Real Time Crime Center enabled by solutions from all three of our technologies, including computer-aided dispatch, records, CommandCentral Aware, automatic license plate recognition and fixed video, in addition to LMR.

We emphasize the importance of customer collaboration at events like our recent [Motorola Solutions Summit](#) in Grapevine, TX. Executive vice president and chief technology officer, Mahesh Saptharishi met with 1,300 public safety customers, including command center staff, 9-1-1 telecommunicators, records managers, evidence analysts and first responders. Mahesh discussed how public safety technology leveraging AI and smart design can simplify emergency response, bolster awareness and reduce responder stress. The event also included custom sessions about top public safety challenges, from interoperability to cybersecurity.

I'm excited about our team's work to cultivate strategic relationships with our suppliers and channel partners, ultimately to serve our customers. With shared alignment and focus on solving for safer, together we're helping to make the places where we live and work safer for us all.



Jason

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Did you know?

We serve over 100,000 customers in more than 100 countries, partner with nearly 25,000 suppliers and nearly 30,000 channel partners worldwide.

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