



TRAINING BANKS

INVESTING IN SYSTEM KNOWLEDGE

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



VALUE PROPOSITION

MAXIMUM SYSTEM VALUE

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

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.

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.

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.

FEATURES & BENEFITS

TRAINING BANK FEATURES	USER BENEFITS
Up-front discount on training products and services	Savings on your operator and technical training needs
Pre-paid account used as debit	No hassle with multiple approvals and budgeting
No term limit; account does not expire	Ability to use funds year after year
E-mail notification when account funds are low	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	\$0
SVC960AD	ENH TIER 1 - 10000	\$10,000	3%	\$9,700	\$300
SVC961AD	ENH TIER 1 - 15000	\$15,000	5%	\$14,250	\$750
SVC962AD	ENH TIER 1 - 20000	\$25,000	10%	\$22,500	\$2,500

For more information on how our training programs can benefit your organization, please visit motorolasolutions.com/amlearn or email Training.NA@motorolasolutions.com

