



PartnerEmpower™

RADIO PROMOTIONS FOR CUSTOMERS



**TRADE UP
SAVE
BIG**



START THE YEAR WITH GREAT DEALS

YOUR CUSTOMERS SAVE BIG WITH MOTOTRBO™
TRADE-IN PROMOTIONS OF UP TO \$1,200 USD / \$1,380 CAD

MOTOROLA PROMOTIONS FOR CUSTOMERS

We're bringing your customers big savings to help you get 2016 off to a great start. Make sure to take advantage of our special **Trade Up, Save Big** customer promotions for our leading MOTOTRBO™ radios and repeaters, which offer your customers incredible trade-in savings.

XPR 7000 / SL 7000 RADIO TRADE-IN OFFER

Available through **April 2**

There's never been a better time to turn to MOTOTRBO to enhance workforce efficiency, productivity and safety. Your customers can now **save \$1,200 USD / \$1,380 CAD when they purchase 10 MOTOTRBO XPR 7000 or SL 7000 Series radios and trade in 10 eligible units.**

CP200d RADIO TRADE-IN OFFER

Available through **July 2**

Your customers can **save \$250 USD / \$288 CAD when they buy 10 CP200d radios and trade in 10 eligible units.** And when they trade in Motorola CP200 radios, the **discount increases to \$350 USD / \$403 CAD.** With this offer, this reliable radio is even more affordable, allowing your customers to cost-effectively help work crews connect, coordinate and collaborate to get the job done right.

SL300 RADIO TRADE-IN OFFER

Available through **July 2**

Your customers can **save \$500 USD / \$575 CAD on the purchase of 10 MOTOTRBO SL300 radios with 10 eligible trade-in units.** The SL300 portable radio provides reliable push-to-talk communication for the mobile, everyday user in an ultra-slim and rugged profile. Designed for easy and intuitive use and outfitted with the latest technology, the SL300 is the perfect work partner.

SLR 5700 REPEATER TRADE-IN OFFER

Available through **July 2**

Help your customers deliver dependable voice and data communications to every corner of their operations with the high-performance MOTOTRBO SLR 5700 repeater. When customers upgrade to the SLR 5700 and trade in a repeater, they will receive a **discount of \$200 USD / \$230 CAD.** If they trade in a Motorola XPR 8300 or 8400 repeater, the **discount increases to \$300 USD / \$345 CAD.**

END-USER PROMOTION: XPR 7000/SL 7000 TRADE-IN OFFER

PROMOTION PERIOD	January 1 – April 2, 2016
ELIGIBILITY	<p>End-User customer (“End-User”) purchases must be made through an authorized North America PartnerEmpower channel partner participating in the Motorola Solutions PartnerEmpower™ Program Professional and Commercial Radio technology segment (“Channel Partner”) during the promotion period. Specific participation criteria apply to this promotional offer (“Offer”).</p> <p>To qualify for the Offer, the Channel Partner must submit the invoice to the End-User by April 2.</p>
TRADE-IN OFFERS	<p>End-Users receive a \$1,200 USD / \$1,380 CAD discount off the purchase of 10 or more digital MOTOTRBO XPR 7000 Series or SL 7000 Series radios on a single order with a qualifying trade-in of 10 eligible units. Savings translate to \$120 USD / \$138 CAD per unit.</p>
ELIGIBLE TRADE-IN UNITS	<p>The following two-way radio products from Motorola Solutions and other manufacturers are eligible for trade-in. Please note that trade-in units must be returned in quantities of 10:</p> <ul style="list-style-type: none"> • Business band conventional and trunked two-way radios • VHF two-way radios • UHF two-way radios • 200, 700, 800, 900 MHz two-way radios • Push-to-Talk (PTT) cellular products (must include a PPT and quick talk button)
COMBINATION WITH OTHER DISCOUNTS	<p>End-Users can take advantage of MOTOTRBO radio and repeater trade-ins Offers on the same order.</p>
MINIMUM ORDER QUANTITIES	<p>A minimum of any 10 eligible products must be ordered. Products must be purchased in increments of 10 and must be purchased on a single invoice from the Channel Partner.</p> <p>There is no maximum number of radios that can be purchased or traded in, but the number of radios purchased and traded in must be ordered in increments of 10 and must be an equal number to qualify for the discount.</p>
PARTICIPATION PROCESS	<p>Trade-in claims must be submitted on behalf of the End User by the Channel Partner from whom the End User purchased qualifying radios.</p> <p>NEW REQUIREMENT: Channel Partner must submit claims online within 30 days of customer invoice following the process below:</p> <ul style="list-style-type: none"> • Channel Partner credits End User’s invoice for the trade-in amount when the End User has qualifying purchases and trade-in units. • Channel Partner goes to www.motorolapromotion.com and selects “Trade-in” to report qualifying sales. • Channel Partner prints redemption confirmation page to return with radios. • Channel Partner uses Motorola Recovery boxes to return trade-in units to Motorola Solutions. Upon return, radios will be sorted, validated and recycled. (Note: Motorola Recovery boxes are available for a fee of \$50 per box. This fee is deducted from the Channel Partner’s Co-Op account. All boxes must be ordered at www.motorolarecovery.com.) • Credits will be applied to the Channel Partner’s account within 1-2 weeks of completing a Trade-in Claim. <p>If the Channel Partner fails to return trade-in units by May 2, 2016, the Channel Partner’s account will be charged the trade-in credit amount.</p>

END-USER PROMOTION: CP200d TRADE-IN OFFER

PROMOTION PERIOD	January 1 – July 2, 2016
ELIGIBILITY	<p>End-User customer (“End-User”) purchases must be made through an authorized North America PartnerEmpower channel partner participating in the Motorola Solutions PartnerEmpower™ Program Professional and Commercial Radio technology segment (“Channel Partner”) during the promotion period. Specific participation criteria apply to this promotional offer (“Offer”).</p> <p>To qualify for the Offer, the Channel Partner must submit the invoice to the End-User by July 2.</p>
TRADE-IN OFFERS	<p>End-Users receive a discount of \$250 USD / \$288 CAD when they purchase 10 MOTOTRBO CP200d radios and trade in 10 eligible radios from Motorola or another manufacturer. Savings translate to \$25 USD / \$29 CAD per unit.</p> <p>If End-Users trade in Motorola CP200 radios, the discount increases to \$350 USD / \$403 CAD, a savings of \$35 USD / \$40 CAD per unit.</p>
ELIGIBLE TRADE-IN UNITS	All radios from Motorola Solutions and other manufacturers are eligible for trade-in.
COMBINATION WITH OTHER DISCOUNTS	End-Users can take advantage of MOTOTRBO radio and repeater trade-ins Offers on the same order.
MINIMUM ORDER QUANTITIES	<p>A minimum of any 10 eligible products must be ordered. Products must be purchased in increments of 10 and must be purchased on a single invoice from the Channel Partner.</p> <p>There is no maximum number of radios that can be purchased or traded in, but the number of radios purchased and traded in must be ordered in increments of 10 and must be an equal number to qualify for the discount.</p>
PARTICIPATION PROCESS	<p>Trade-in claims must be submitted on behalf of the End User by the Channel Partner from whom the End User purchased qualifying repeaters.</p> <p>NEW REQUIREMENT: Channel Partner must submit claims online within 30 days of customer invoice following the process below:</p> <ul style="list-style-type: none">• Channel Partner credits End User’s invoice for the trade-in amount when the End User has qualifying purchases and trade-in units.• Channel Partner goes to www.motorolapromotion.com and selects “Trade-in” to report qualifying sales.• Channel Partner prints redemption confirmation page to return with radios.• Channel Partner uses Motorola Recovery boxes to return trade-in units to Motorola Solutions. Upon return, radios will be sorted, validated and recycled. (Note: Motorola Recovery boxes are available for a fee of \$50 per box. This fee is deducted from the Channel Partner’s Co-Op account. All boxes must be ordered at www.motorolarecovery.com.)• Credits will be applied to the Channel Partner’s account within 1-2 weeks of completing a Trade-in Claim. <p>If the Channel Partner fails to return trade-in units by August 2, 2016, the Channel Partner’s account will be charged the trade-in credit amount.</p>

END-USER PROMOTION: SL300 TRADE-IN OFFER

PROMOTION PERIOD	January 1 – July 2, 2016
ELIGIBILITY	<p>End-User customer (“End-User”) purchases must be made through an authorized North America PartnerEmpower channel partner participating in the Motorola Solutions PartnerEmpower™ Program Professional and Commercial Radio technology segment (“Channel Partner”) during the promotion period. Specific participation criteria apply to this promotional offer (“Offer”).</p> <p>To qualify for the Offer, the Channel Partner must submit the invoice to the End-User by July 2.</p>
TRADE-IN OFFERS	End-Users receive a discount of \$500 USD / \$575 CAD when they purchase 10 MOTOTRBO SL300 radios and trade in 10 eligible radios from Motorola or another manufacturer. Savings translate to \$50 USD / \$58 CAD per unit.
ELIGIBLE TRADE-IN UNITS	All radios from Motorola Solutions and other manufacturers are eligible for trade-in.
COMBINATION WITH OTHER DISCOUNTS	End-Users can take advantage of MOTOTRBO radio and repeater trade-ins Offers on the same order.
MINIMUM ORDER QUANTITIES	<p>A minimum of any 10 eligible products must be ordered. Products must be purchased in increments of 10 and must be purchased on a single invoice from the Channel Partner.</p> <p>There is no maximum number of radios that can be purchased or traded in, but the number of radios purchased and traded in must be ordered in increments of 10 and must be an equal number to qualify for the discount.</p>
PARTICIPATION PROCESS	<p>Trade-in claims must be submitted on behalf of the End User by the Channel Partner from whom the End User purchased qualifying repeaters.</p> <p>NEW REQUIREMENT: Channel Partner must submit claims online within 30 days of customer invoice following the process below:</p> <ul style="list-style-type: none"> • Channel Partner credits End User’s invoice for the trade-in amount when the End User has qualifying purchases and trade-in units. • Channel Partner goes to www.motorolapromotion.com and selects “Trade-in” to report qualifying sales. • Channel Partner prints redemption confirmation page to return with radios. • Channel Partner uses Motorola Recovery boxes to return trade-in units to Motorola Solutions. Upon return, radios will be sorted, validated and recycled. (Note: Motorola Recovery boxes are available for a fee of \$50 per box. This fee is deducted from the Channel Partner’s Co-Op account. All boxes must be ordered at www.motorolarecovery.com.) • Credits will be applied to the Channel Partner’s account within 1-2 weeks of completing a Trade-in Claim. <p>If the Channel Partner fails to return trade-in units by August 2, 2016, the Channel Partner’s account will be charged the trade-in credit amount.</p>

END-USER PROMOTION: SLR 5700 REPEATER TRADE-IN OFFER

PROMOTION PERIOD	January 1 – July 2, 2016
ELIGIBILITY	<p>End-User customer (“End-User”) purchases must be made through an authorized North America PartnerEmpower channel partner participating in the Motorola Solutions PartnerEmpower™ Program Professional and Commercial Radio technology segment (“Channel Partner”) during the promotion period. Specific participation criteria apply to this promotional offer (“Offer”).</p> <p>To qualify for the Offer, the Channel Partner must submit the invoice to the End-User by July 2.</p>
TRADE-IN OFFERS	<p>End-Users receive a discount of \$200 USD / \$230 CAD when they purchase a MOTOTRBO SLR 5700 repeater and trade in a repeater from Motorola or another manufacturer.</p> <p>If End-Users trade in a Motorola XPR 8300 or 8400 repeater, the discount increases to \$300 USD / \$345 CAD.</p>
ELIGIBLE TRADE-IN UNITS	All repeaters from Motorola Solutions and other manufacturers are eligible for trade-in.
COMBINATION WITH OTHER DISCOUNTS	End-Users can take advantage of MOTOTRBO radio and repeater trade-ins Offers on the same order.
MINIMUM ORDER QUANTITIES	<p>At least one MOTOTRBO SLR 5700 must be ordered.</p> <p>There is no maximum number of SLR 5700 units that can be purchased. The number of repeaters purchased and traded in must be an equal number to qualify for the discount.</p>
PARTICIPATION PROCESS	<p>Trade-in claims must be submitted on behalf of the End User by the Channel Partner from whom the End User purchased qualifying repeaters.</p> <p>NEW REQUIREMENT: Channel Partner must submit claims online within 30 days of customer invoice, following the process below:</p> <ul style="list-style-type: none"> • Channel Partner credits End User’s invoice for the trade-in amount when the End User has qualifying purchases and trade-in units. • Channel Partner goes to www.motorolapromotion.com and selects “Trade-in” to report qualifying sales. • Channel Partner prints redemption confirmation page to return with repeaters. • Channel Partner should contact M4D, the vendor that facilitates that trade-in process, for help with return of the repeater being traded in. Upon return, repeaters will be sorted, validated and recycled. • Credits will be applied to the Channel Partner’s account within 1-2 weeks of completing a Trade-in Claim. <p>If the Channel Partner fails to return trade-in units by August 2, 2016, the Channel Partner’s account will be charged the trade-in credit amount.</p>

FREQUENTLY ASKED QUESTIONS

Q: WHAT IS THE CHANNEL PARTNER ROLE VERSUS END-USER ROLE IN THE MOTOTRBO RADIO AND REPEATER TRADE-INS OFFERS?

Channel Partners are responsible for submitting trade-in claims, collecting the trade-in units from the End-User, and sending the trade-in units to Motorola Solutions. The trade-in process is facilitated online at the site www.motorolapromotion.com.

Q: CAN RENTAL ORDERS BE COMBINED WITH THE TRADE-IN OFFERS?

The Rental Program ("Rental Program") is a separate program subject to different terms and conditions. If Channel Partners purchase radios under the Rental Program, then they cannot qualify for any other promotions or programs (including these trade-in offers).

Q: WHY DID THE CLAIM SUBMISSION DATE CHANGE FROM 30 DAYS AFTER THE PROMOTION END DATE TO 30 DAYS AFTER THE CUSTOMER INVOICE DATE?

Channel Partners must now submit claims online within 30 days after customer invoice. We have made this change because we are offering some longer-term promotions (for example, several promotions are available for six months). As a result, the previous timing of the redemption period was too long to accurately forecast and track customer activity.

Q: WHAT IF THE NUMBER OF PRODUCTS ORDERED DOES NOT ALIGN WITH THE QUANTITIES SPECIFIED IN THE OFFER?

The End-User must order the exact quantity specified to take advantage of either the radio or repeater trade-in Offer. For example, the radio trade-in Offer specifies that quantities of 10 must be ordered. As such, products not ordered in quantities of 10 are not eligible for the trade-in credit. If 12 eligible units are ordered and 12 eligible trade-in units are received, for instance, the trade-in credit is only applied to 10 of the units.

Q. WHAT IS A RECOVERY BOX?

Motorola "Recovery boxes" are used by Channel Partners to ship products to M4D, the vendor that facilitates that trade-in process. These Recovery boxes are available for a fee of \$50 per box. This fee is deducted from the Channel Partner's Co-op account. Please note that boxes are no longer sent automatically to Channel Partners; all boxes must be ordered at www.motorolarecovery.com. Each box includes a pre-paid shipping label that can be used to return up to 35 lbs. of qualifying trade-in equipment. Complete details are available at www.motorolarecovery.com.

Q. ARE CHANNEL PARTNERS RESPONSIBLE FOR SHIPPING COSTS?

The Recovery box includes a pre-paid shipping label for shipping up to 35 lbs. If the box weighs more than that, the additional cost will be deducted from the Channel Partner's Co-op account.

Q. WHAT HAPPENS TO THE PRODUCTS THAT ARE TRADED IN?

The equipment is recycled or responsibly disposed of by Motorola Solutions' recycling vendor.

Q. CAN I MONITOR THE AMOUNT OF EQUIPMENT MY COMPANY HAS SENT IN FOR RECYCLING?

Yes. Visit www.motorolarecovery.com to view your account and the amount of equipment you have helped to recycle.

RELATED OFFERS FOR RADIO CHANNEL PARTNERS

In addition to these promotions for End-Users, Motorola Solutions may offer promotions specifically for Channel Partners. Learn more about Channel Partner promotions on [Partner Central](#).

FOR MORE INFORMATION

Channel Partners: Contact your iCAM or CAM with any questions about these offers.

Customers: End-Users should contact their Motorola Solutions Channel Partner with any questions.

TERMS & CONDITIONS

CHANNEL PARTNER TERMS: MOTOTRBO RADIO & REPEATER TRADE-IN OFFERS

XPR 7000 Series / SL 7000 Series Radio Promotion Period: January 1 – April 2, 2016

CP200d Radio Promotion Period: January 1 – July 2, 2016

SL300 Radio Promotion Period: January 1 – July 2, 2016

SLR 5700 Repeater Promotion Period: January 1 – July 2, 2016

1. The Channel Partner must submit the invoice to the End-User by the end date of the Promotion Period. The end user invoice date will be used to determine promotion eligibility.
2. Channel Partner credits End-User invoice based on the number of qualifying trade-in radios when End-User has qualifying purchases.
3. Channel Partner must follow the steps outlined in the Participation Process section of these promotional materials in order for the End-User to take advantage of the Offers and to receive credit for the amount credited on the End-User invoice.
 - a. The Channel Partner must submit claims online within 30 days of customer invoice.
 - b. Failure by the Channel Partner to return the trade-in units by May 2, 2016, for the XPR 7000 / SL 7000 Series Offer will result in Channel Partner's account being charged the trade-in credit amount.
 - c. Failure by the Channel Partner to return the trade-in units by August 2, 2016, for the CP200d, SP300 and SLR 5700 Offers will result in Channel Partner's account being charged the trade-in credit amount.
4. Motorola Solutions is not responsible for Channel Partner's lost, late, mutilated, misdirected or postage due mail. Illegible or incomplete forms must be re-submitted by Channel Partner. Motorola Solutions is not responsible for incomplete or illegible orders or reports and shall not be responsible for any shipping or invoice delays.
5. Motorola Solutions is not responsible for any technical problems, malfunctions of any telephone lines, computer systems, servers, providers, hardware/software, lost or unavailable network connections or failed, incomplete, garbled or delayed computer transmission or any combination thereof that may limit Channel Partner's ability to facilitate the trade-in process on the End-User's behalf. Motorola Solutions is not responsible for any damage to any Channel Partner's computer system/software or wireless phone relating to or resulting from participating or uploading any materials required for these Offers.
6. Motorola Solutions is not responsible for the Channel Partner's failure to complete the trade-in process correctly.
7. Fraudulent submissions could result in prosecution under U.S. Mail Fraud Statute (18 USC Section 1241-1242).
8. Motorola Solutions reserves the right to modify, withdraw or cancel these promotions (in whole or in part) at any time with or without reason and without prior notice.
9. Offers are good only in the U.S. and Canada, and are void where prohibited or restricted by law.

END-USER TERMS: MOTOTRBO RADIO & REPEATER TRADE-IN OFFERS

XPR 7000 Series / SL 7000 Series Radio Promotion Period: January 1 – April 2, 2016

CP200d Radio Promotion Period: January 1 – July 2, 2016

SL300 Radio Promotion Period: January 1 – July 2, 2016

SLR 5700 Repeater Promotion Period: January 1 – July 2, 2016

1. These Offers do not apply to Federal end-user customers.
2. End Users receive the discounts stated in the Trade-In Offer section of these promotional materials when they purchase the stated number of qualifying products and trade-in eligible products via their Channel Partner.
3. End Users should refer to the Eligible Trade-In Units section of these promotional materials to identify qualifying trade-in units for each Offer. Specifically excluded from the MOTOTRBO radio and repeater Offer is any device that falls into any of the following categories: FRS, GMRS, Marine, Amateur, Avionics, Scanners, CB Radios, SSB, Pagers, Repeaters and Cordless Phones.
4. For the MOTOTRBO radio Offers: (a) There is no maximum number of radios that can be purchased or traded-in, but radios must be purchased in increments of 10, must be purchased on a single invoice from Channel Partner, and the number of trade-ins must equal the number of radio purchases, to qualify for the trade-in discount. (b) To receive the additional \$100 per

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unit for the CP200d Offer, the End User must trade in the specified eligible analog radio in quantities of 10. (c) Channel Partner will credit End-User invoice based on the number of qualifying purchase and trade-in radios.

5. For the MOTOTRBO repeater Offer: (a) There is no maximum number of repeaters that can be purchased or traded-in, but the number of trade-ins must equal the number of repeater purchased, to qualify for the trade-in discount. (b) To receive the additional \$100 per unit, the End User must trade in a specified eligible repeater for each new unit purchased. (b) Channel Partner will credit End-User invoice based on the number of qualifying purchase and trade-in repeaters.
6. These Offers are good only in the U.S. and Canada, and are void where prohibited or restricted by law.
7. MOTOTRBO radios or repeaters cannot be returned once the trade-in claim has been submitted.
8. Motorola Solutions is not responsible for the Channel Partner's failure to complete the trade-in process correctly.
9. End-Users are eligible to take advantage of both the MOTOTRBO trade-in Offers on the same order. Unless otherwise stated in these promotional materials, these Offers may not be combined with any other promotional offers, rebates, coupons, or discounts.
10. Fraudulent submissions could result in prosecution under U.S. Mail Fraud Statute (18 USC Section 1241- 1242). Motorola Solutions is not responsible for late, lost, mutilated, misdirected or postage due mail, or incomplete or illegible orders or reports and shall not be responsible for any shipping or invoice delays.
11. Trade-in claims will be submitted by the Channel Partner from whom the End-User purchased qualifying radios and repeaters. Channel Partner will submit claims online at www.motorolapromotion.com within 30 days after customer invoice.
12. Motorola Solutions reserves the right to modify, withdraw or cancel these promotions (in whole or in part) at any time with or without reason and without prior notice.

FOR CHANNEL PARTNERS LOCATED IN THE UNITED STATES, THESE OFFERS ARE GOVERNED BY THE LAWS OF THE STATE OF ILLINOIS AND FOR CHANNEL PARTNERS LOCATED IN CANADA, THESE OFFERS ARE GOVERNED BY THE PROVINCE OF ONTARIO, WITHOUT RESPECT TO CONFLICT OF LAW DOCTRINES.

As a condition of participating in the Offers, Channel Partner agrees that any and all disputes which cannot be resolved between the parties, and causes of action arising out of or connected with the Offers, shall be resolved individually and Channel Partner hereby irrevocably submits for itself and its property in any legal proceedings relating to the Offers and enforcement of any judgments with respect and in connection thereto, to the exclusive general jurisdiction of the courts of competent jurisdiction located in Cook County Illinois, U.S., or in the City of Toronto (depending on Channel Partner's location) and to the respective appellate courts thereof in connection with any appeal therefrom. Further, in any such dispute, under no circumstances will Channel Partner be permitted to obtain awards for, and hereby waives all rights to claim punitive, incidental, consequential or other damages, including attorneys' fees, other than the fair market value of the units purchased by Channel Partner, and Channel Partner further waives all rights to have damages multiplied or increased and to trial by jury. Under no circumstance will Motorola Solutions be liable for any Channel Partner's incidental, consequential, special, punitive, or exemplary damages of any kind, including lost profits, loss of business, or other economic damage arising out of or resulting from Motorola Solutions' offering, conducting and/or terminating the Offers or for any amount in excess of the market value of the Motorola Solutions product(s) purchased by the applicable Channel Partner hereunder.