



Q3 PROMOTIONS FOR CUSTOMERS

Customer teams can increase safety, boost productivity and work more efficiently with our MOTOTRBO™ portable radios. Offer customers savings with trade-in discounts and special financing available **July 4 through October 2, 2021**.

XPR 7000e / XPR 7000e IS SERIES RADIO TRADE-IN OFFER

With integrated voice and data and advanced features, the XPR 7000e and XPR 7000e IS Series radios deliver complete connectivity. Your customers can **save \$1,000 USD / \$1,300 CAD when they purchase 10 MOTOTRBO XPR 7000e Series or XPR 7000e IS Series radios and trade in 10 eligible units**. In addition, for each MOTOTRBO XPR 6000 or XPR 4000 Series radio your customers trade in, they can **receive \$50 USD / \$65 CAD per unit**.

There are separate forms in the claims portal for 1) trade-ins that include XPR 6000 or XPR4000 radios and 2) all other eligible trade-in models. Please submit your claim using the appropriate form. All trade-in units must be submitted in the claims portal at the same time.

CP200d SERIES RADIO TRADE-IN OFFER

Perfect for the everyday user who wants to stay connected, the CP200d Series radios provide a simple, reliable and cost-effective communications solution that helps work crews collaborate to get the job done right. Your customers can **save \$350 USD / \$455 CAD when they purchase 10 MOTOTRBO CP200d Series radios and trade in 10 eligible units**.

POWERFUL FINANCING OPTIONS

Close more sales with competitive financing options. Customers in the U.S. can take advantage of special offers of **0% financing for 12 months or 5.48% financing for 60 months**. In addition, they can also **apply for deferred payments for 90 days**.

CLAIMS DEADLINES EXTENDED DUE TO SHIPPING DELAYS

For customer orders impacted by shipping delays, we are extending the deadline to submit a claim.

- **If your Q1 or Q2 customer order was impacted by a shipping delay or if shipping delays prevent you from issuing a customer invoice before the end of Q3 (October 2), please email motorolapromos@360incentives.com or visit www.motorolasolutionspromos.com.**

END-USER PROMOTION: XPR 7000e/7000e IS SERIES RADIO TRADE-IN OFFER

PROMOTION PERIOD	July 4 – October 2, 2021
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>For the sale to qualify for the Offer, the Channel Partner must submit the invoice to the End User by October 2, 2021. <i>(See shipping delay information on page 1).</i></p>
TRADE-IN OFFER	<p>End User receives a \$1,000 USD / \$1,300 CAD discount off the purchase of 10 or more digital MOTOTRBO XPR 7000e Series or XPR 7000e IS Series radios on a single order with a qualifying trade-in of 10 eligible units. Savings translate to \$100 USD / \$130 CAD per unit. In addition, for each MOTOTRBO XPR 6000 or XPR 4000 Series radio your customers trade in, they can receive \$50 USD / \$65 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 PTT and quick talk button)
COMBINATION WITH OTHER OFFERS	<p>The End User can also take advantage of the MOTOTRBO CP200d Series radio trade-in Offer and the financing Offer.</p>
MINIMUM ORDER QUANTITIES	<p>A minimum of any 10 eligible products must be ordered. The products must be purchased in increments of 10 and must be purchased on a single invoice from the Channel Partner.</p> <p>Mixing products across trade-in Offers is not allowed. (For example, a customer will not receive the appropriate trade-in credit when 5 XPR 7000e Series radios and 5 CP200d Series radios are purchased on a single invoice.) 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 in the specified increments 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. NOTE: 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. Discount should be clearly stated on the customer invoice. • Channel Partner visits www.motorolasolutionspromos.com to submit a claim. First-time visitors will need to register to gain access to the claims portal. Portal registration approvals are confirmed within 24-48 hours. • Channel Partner logs in with site credentials to submit claim details using the appropriate form. • Trade-in claims will be validated based on qualifying serial numbers. • Channel Partner will be notified once claims are approved. Channel Partner should print confirmation page and include in box when returning radios. • Channel Partner may use Motorola Solutions Recovery boxes to return trade-in units to Motorola Solutions. Upon return, radios will be sorted, validated and recycled. (Note: Motorola Solutions Recovery boxes are available for a fee of \$50 per box to return up to 35 lbs.) This fee is deducted from the Channel Partner’s Co-op account. Channel Partner is responsible for any fees in excess of available Co-op account balance. All boxes must be ordered at www.motorolarecovery.com.) • Credits will be issued to the Channel Partner’s account within 1-2 weeks of an approved Trade-in Claim. To check the status of a claim, email motorolapromos@360incentives.com. <p>If the Channel Partner fails to return trade-in units by November 2, 2021, the Channel Partner’s account will be charged the trade-in credit amount.</p>

END-USER PROMOTION: CP200d SERIES RADIO TRADE-IN OFFER

PROMOTION PERIOD	July 4 – October 2, 2021
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>For the sale to qualify for the Offer, the Channel Partner must submit the invoice to the End User by October 2, 2021. <i>(See shipping delay information on page 1).</i></p>
TRADE-IN OFFER	<p>End User receives a \$350 USD / \$455 CAD discount off the purchase of 10 or more digital MOTOTRBO CP200d Series radios on a single order with a qualifying trade-in of 10 eligible units. Savings translate to \$35 USD / \$45.50 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 PTT and quick talk button)
COMBINATION WITH OTHER OFFERS	<p>The End User can also take advantage of the MOTOTRBO XPR 7000e /XPR 7000e IS Series radio trade-in Offer and the financing Offer.</p>
MINIMUM ORDER QUANTITIES	<p>A minimum of any 10 eligible products must be ordered. The products must be purchased in increments of 10 and must be purchased on a single invoice from the Channel Partner.</p> <p>Mixing products across trade-in Offers is not allowed. (For example, a customer will not receive the appropriate trade-in credit when 5 XPR 7000e Series radios and 5 CP200d Series radios are purchased on a single invoice.) 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 in the specified increments 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. NOTE: 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. Discount should be clearly stated on the customer invoice. • Channel Partner visits www.motorolasolutionspromos.com to submit a claim. First-time visitors will need to register to gain access to the claims portal. Portal registration approvals are confirmed within 24-48 hours. • Channel Partner logs in with site credentials to submit claim details using the appropriate form. • Trade-in claims will be validated based on qualifying serial numbers. • Channel Partner will be notified once claims are approved. Channel Partner should print confirmation page and include in box when returning radios. • Channel Partner may use Motorola Solutions Recovery boxes to return trade-in units to Motorola Solutions. Upon return, radios will be sorted, validated and recycled. (Note: Motorola Solutions Recovery boxes are available for a fee of \$50 per box to return up to 35 lbs.). This fee is deducted from the Channel Partner’s Co-op account. Channel Partner is responsible for any fees in excess of available Co-op account balance. All boxes must be ordered at www.motorolarecovery.com.) • Credits will be applied to the Channel Partner’s account within 1-2 weeks of an approved Trade-in Claim. To check the status of a claim, email motorolapromos@360incentives.com. <p>If the Channel Partner fails to return trade-in units by November 2, 2021, the Channel Partner’s account will be charged the trade-in credit amount.</p>

END-USER PROMOTION: FINANCING OFFER

PROMOTION PERIOD	July 4 – October 2, 2021
ELIGIBILITY	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.
FINANCING OFFER	<p>End Users in the U.S. can take advantage of a special financing opportunities (“Offer”) on Motorola Solutions equipment valued at \$25,000 USD or more through Motorola Solutions’ financing partner, Lease Corporation of America:</p> <ul style="list-style-type: none">• 0% financing for 12 months• 5.48% financing for 60 months <p>Additional financing options with low interest incentives and deferred payments for 90 days are also available through Lease Corporation of America</p>
COMBINATION WITH OTHER OFFERS	The financing Offer can be combined with the trade-in Offers.
REQUIREMENTS	A minimum Motorola Solutions equipment value of \$25,000 USD is required to participate in the financing Offer. The equipment must be purchased on a single invoice from the Channel Partner.
PARTICIPATION PROCESS	<p>End Users should contact their Motorola Solutions Channel Partner to take advantage of the financing Offer. Channel Partners should then contact the Motorola Solutions financing partner contacts below between July 4 and October 2, 2021. The Motorola Solutions financing partner will reach out directly to the End-User to arrange financing.</p> <p>U.S. Channel Partners should contact Lease Corporation of America:</p> <ul style="list-style-type: none">• V.P. of National Accounts: Dan Worsley, 800.800.8098 ext. 5172 dworsley@leasecorp.com• East/Southeast: Darren Lumetta, 800.800.8098 ext. 5232 dlumetta@leasecorp.com• West/Midwest: Steven Barnes, 800.800.8098 ext. 5162 sbarnes@leasecorp.com

FREQUENTLY ASKED QUESTIONS

Q: WHAT IS THE CHANNEL PARTNER ROLE IN THE RADIO TRADE-IN OFFERS?

The Channel Partner is responsible for issuing the credit to the End User, submitting trade-in claims, collecting the trade-in units from the End-User, and sending the trade-in units to Motorola Solutions. The Channel Partner should submit claims online at www.motorolasolutionspromos.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: WHAT IF THE NUMBER OF PRODUCTS ORDERED DOES NOT ALIGN WITH THE QUANTITIES SPECIFIED IN THE TRADE-IN OFFERS?

The End User must order the exact quantity specified to take advantage of the trade-in Offers. For example, when the radio trade-in Offer specifies that quantities of 10 must be ordered, 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 Solutions "Recovery boxes" are used by Channel Partners to ship qualifying trade-in units 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. Channel Partner is responsible for any fees in excess of available Co-op account balance. Please note that boxes are no longer sent automatically to Channel Partners; all boxes must be ordered at www.motorolarecovery.com. Each box 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 TRADE-IN 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. Channel Partner is responsible for any fees in excess of available Co-op account balance.

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.

FREQUENTLY ASKED QUESTIONS: FINANCING OFFER

Q. WILL ALL END-USERS AUTOMATICALLY QUALIFY FOR THE FINANCING OFFER?

No. Credit approval is subject to financing criteria from Lease Corporation of America.

Q. IS THERE IS A DEFERRED PAYMENT OPTION AVAILABLE?

Yes. Contact Lease Corporation of America for details.

Q. WHO SHOULD I CONTACT IF I HAVE ADDITIONAL QUESTIONS ABOUT FINANCING?

U.S. Channel Partners should contact:

- **V.P. of National Accounts:** Dan Worsley, 800.800.8098 ext. 5172; dworsley@leasecorp.com
- **East/Southeast:** Darren Lumetta, 800.800.8098 ext. 5232; dlumetta@leasecorp.com
- **West/Midwest:** Steven Barnes, 800.800.8098 ext. 5162; sbarnes@leasecorp.com

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, CSE or ASM with any questions about these offers.

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

TERMS & CONDITIONS

CHANNEL PARTNER TERMS: RADIO TRADE-IN OFFERS

Promotion Period: July 4 – October 2, 2021

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. The Channel Partner credits the End-User invoice based on the number of qualifying trade-in radios when End User has qualifying purchases.
3. The 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 at www.motorolasolutionspromos.com, within 30 days of customer invoice.
 - b. Failure by the Channel Partner to return the trade-in units by November 2, 2021, will result in Channel Partner's account being charged the trade-in credit amount.
4. Motorola Solutions is not responsible for the Channel Partner's lost, late, mutilated, misdirected or postage due mail. Illegible or incomplete forms must be re-submitted by the 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 the 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.
10. Sales to the U.S. Federal government are processed by the Motorola Solutions U.S. Federal Markets Division and the division will honor the radio trade-in Offers. Contact msifedsales@motorolasolutions.com with questions.

END-USER TERMS: RADIO TRADE-IN OFFERS

Promotion Period: July 4 – October 2, 2021

1. 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.
2. 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 radio 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.
3. (a) There is no maximum number of units that can be purchased or traded-in, but product must be purchased in the increments specified, must be purchased on a single invoice from the Channel Partner, and the number of trade-ins must be in the increment specified, to qualify for the trade-in discount. (b) The Channel Partner will credit End-User invoice based on the number of qualifying purchases and trade-in radios.
4. These Offers are good only in the U.S. and Canada, and are void where prohibited or restricted by law.
5. Motorola Solutions radios cannot be returned once the trade-in claim has been submitted.
6. Motorola Solutions is not responsible for the Channel Partner's failure to complete the trade-in process correctly.
7. End Users are eligible to take advantage of the various Motorola Solutions radio trade-in Offers and financing Offer 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.
8. 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.
9. Trade-in claims will be submitted by the Channel Partner from whom the End User purchased qualifying radios. The Channel Partner will submit claims online at www.motorolasolutionspromos.com, within 30 days of customer invoice.
10. 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.
11. U.S. Federal government customers are eligible for the Motorola Solutions radio trade-in Offers.

CHANNEL PARTNER TERMS: FINANCING OFFER

Promotion Period: July 4 – October 2, 2021

1. To enable End Users in the U.S. to take advantage of the financing Offer, Channel Partners should contact the Motorola Solutions Financing partner between July 4 and October 2, 2021.
2. U.S. Federal government customers are eligible for the financing Offers on a case-by-case basis.

END-USER TERMS: FINANCING OFFER

Promotion Period: July 4 – October 2, 2021

1. Minimum contract value must be \$25,000 USD of Motorola Solutions equipment only.
2. Contract/Lease must be executed by October 2, 2021, with a P.O. issued to Channel Partner, and equipment must be received by End User by December 31, 2021.
3. Agreement is between End User and Motorola Solutions third-party financing partner. End Users should see terms and conditions provided by financing partner. Motorola Solutions is not responsible for End User's failure to follow the terms and conditions of the financing agreement with the third-party financing partner nor is it responsible for End User's failure to make the required monthly payments.
4. All financing arrangements are subject to final credit approval and mutually acceptable documentation. Nothing herein should be construed as a commitment by the financing partner to finance the End User's equipment purchase.
5. 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.
6. Sales to the U.S. Federal government are processed by the Motorola Solutions U.S. Federal Markets Division and the division will consider the financing Offer on a case-by-case basis. Contact msifedsales@motorolasolutions.com with questions.

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.