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## PartnerSelect Program

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### The PartnerSelect Difference

When you become a member of PartnerSelect, you're not just joining a partner program. You're strategic step in meeting your business goals. PartnerSelect helps you create new advantages for your company through:

#### Exceptional Revenue Opportunity

Enterprise mobility enables companies to free their information systems and applications from the constraints of wired networks and connect their people to each other and to critical data. With solutions that address the full spectrum of enterprise mobility needs, Motorola brings PartnerSelect members the chance to capitalize on burgeoning opportunities in a vast number of vertical markets such as retail manufacturing, healthcare, government and transportation.

#### Competitive Differentiation

Membership in PartnerSelect is only open to companies who align with certain business models and meet core program criteria. This approach not only provides competitive advantage for members, it also protects companies who have made a commitment to growing their relationship with Motorola.

#### Robust ROI-focused Benefits

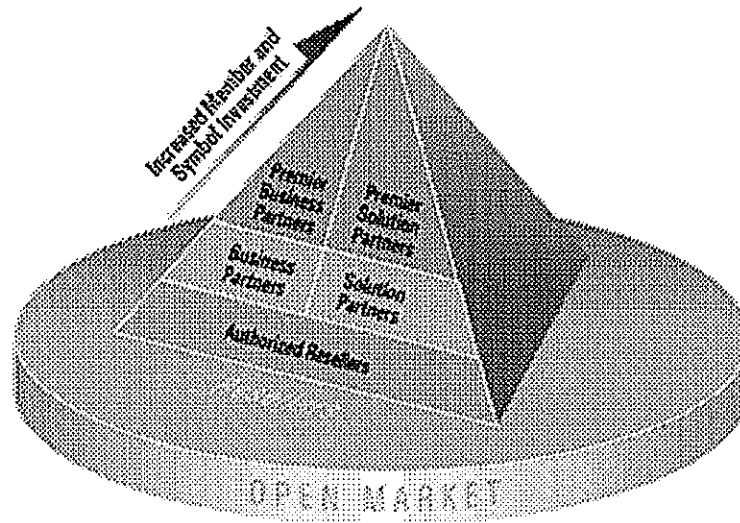
We support members with a full set of benefits that offers a high-value business proposition. The program's marketing, sales and technical benefits are designed to help members sell more effectively, compete more effectively, close more sales, shorten the sales cycle, cut costs and more.

#### Dedication to Education and Training

Motorola helps to ensure the competency of PartnerSelect members' sales and technical teams through comprehensive training, education and certification offerings. Improved sales and technical expertise only helps members sell more effectively, but also boosts customer satisfaction.

#### Commitment to Dedicated Partners

The more a partner invests in its relationship with Motorola, the more we invest in that partner. Companies that have achieved Premier partner membership status receive the greatest number of benefits from Motorola, including the opportunity for strategic collaboration with the Motorola sales



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