

MOTOROLA SOLUTIONS WIRELESS BROADBAND ANNOUNCEMENT CHANNEL FAQs



1. WHY IS MOTOROLA SOLUTIONS DIVESTING ITS OUTDOOR WIRELESS NETWORK SOLUTIONS PORTFOLIO? HOW WILL THIS DIVESTITURE IMPACT MOTOROLA SOLUTIONS' REMAINING WIRELESS PORTFOLIO?

Motorola Solutions regularly evaluates our product portfolio to ensure alignment with our core vision and business strategies, and the divestiture of our Point-to-Point (PTP or Orthogon) and Point-to-Multipoint (PMP or Canopy) portfolio enables us to more aggressively pursue our strategies. We feel that this divestiture will position Cambium Networks for greater success. We believe we have found the right partner in Vector Capital, which has a strong track record in growing technology businesses and will be able to provide the PTP and PMP businesses with the focus and agility critical to furthering market penetration.

Our remaining indoor wireless network solutions business—which includes WLAN, TEAM and MESH solutions—will continue to be a core component of our business strategy.

2. WILL MOTOROLA SOLUTIONS CONTINUE TO BE A PROVIDER OF PTP AND PMP SOLUTIONS?

During the transition period extending for several months, channel partners can continue to purchase PTP and PMP solutions from Motorola Solutions. At the end of transition period, Motorola Solutions will no longer offer PTP and PMP products through its indirect channel. However, Motorola Solutions will continue to source Cambium Networks products for its key direct public safety and federal accounts. Channel partners can establish a relationship with Cambium Networks to continue to sell these products at the end of the transition period.

3. HOW WILL THIS DIVESTITURE IMPACT MOTOROLA SOLUTIONS' EXISTING CHANNEL PARTNER PROGRAMS AS WELL AS THE UPCOMING PARTNEREMPOWER PROGRAM?

Our existing programs for WNS channel partners will continue to serve current channel partners through the divestiture transition period.

When the new PartnerEmpower Program launches, channel partners that sell our indoor WNS products will be transitioned into the Wireless Network Solutions Track, one of PartnerEmpower's three core tracks. Our commitment to our remaining indoor WNS portfolio has never been stronger, as our WLAN, TEAM and MESH solutions are pivotal to our core markets, such as retail and government and public safety, as well as to emerging markets such as education and healthcare.

4. HOW LONG WILL MOTOROLA SOLUTIONS CHANNEL PARTNERS BE ABLE TO SELL PTP AND PMP SOLUTIONS TO THEIR CUSTOMERS? HOW SHOULD CHANNEL PARTNERS HANDLE SALES AND SUPPORT OF THESE PRODUCTS FOR CUSTOMERS MOVING FORWARD?

Channel partners can continue to sell PTP and PMP solutions through the 2011 transition period. To help ensure a smooth transition, Motorola Solutions has agreed to continue production and related support as well as distribution for several months.

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All Motorola Solutions channel partners reselling PTP and PMP solutions will have the opportunity to establish a seamless relationship with Cambium Networks in order to continue reselling the PTP and PMP solutions after the transition period. Transition details for channel partners are still being finalized and will be communicated as soon as they are complete. In the meantime, it will be business as usual.

5. CAN PARTNERS THAT SELL ONLY MOTOROLA SOLUTIONS' PTP AND PMP PRODUCTS REMAIN IN THE PARTNEREMPOWER PROGRAM AFTER THE TRANSITION PERIOD?

Partners that sell only Motorola Solutions' PTP and PMP products will have the opportunity to establish a seamless relationship with Cambium Networks to continue reselling these products. Partners transitioning to a new relationship with Cambium Networks will need to sign new legal agreements with Cambium Networks.

However, if these channel partners determine that they would like to begin reselling Motorola Solutions' indoor WNS products, they are welcome to remain in the PartnerEmpower Program. These partners will be notified if changes need to be made to their existing contract or terms and conditions. Like all WNS Track members, these partners will be expected to achieve PartnerEmpower criteria/requirements in order to maintain their status as a Motorola Solutions channel partner.

CAN PARTNERS THAT SELL ONLY MOTOROLA SOLUTIONS' PTP AND PMP SOLUTIONS REMAIN A MOTOROLA SOLUTIONS CHANNEL PARTNER AFTER THE TRANSITION PERIOD?

Our existing programs for Wireless Broadband (WiBB) channel partners will continue to serve current channel partners selling only PTP and PMP solutions through the divestiture transition period.

However, if these channel partners determine that they would like to begin reselling Motorola Solutions' indoor WNS products, they are welcome to apply to the PartnerEmpower Program's WNS Track upon its launch. Like all WNS Track members, these partners will be expected to achieve PartnerEmpower criteria/requirements.

6. DOES CAMBIUM NETWORKS PLAN TO ESTABLISH RELATIONSHIPS WITH MOTOROLA SOLUTIONS' OUTDOOR WNS PARTNERS SELLING PTP AND PMP SOLUTIONS?

Yes. Cambium Networks sees these channel partners as critical to its success – and as a key component of its go-to-market strategy. Cambium Networks recognizes the strength of Motorola Solutions' indirect channel and will make every effort to ensure a smooth transition and establish strong, mutually profitable relationships with these channel partners. Transition plans are currently being finalized and will be communicated as soon as possible. To ensure continuity, partners who are currently buying PTP and PMP from Motorola Solutions or one of our Outdoor Wireless distributors can expect to receive Cambium Networks' new program details and new sign up process before the transition period ends. As one might expect, many of the benefits earned in PartnerEmpower will also be brought over to the new Cambium Networks program to reward those partners which are the most invested and productive.

7. DOES CAMBIUM NETWORKS INTEND TO KEEP TRACK OF THE DEALS THAT A PARTNER HAS REGISTERED SO THAT THE BENEFITS PROVIDED UNDER PARTNEREMPOWER'S DEAL REGISTRATION PROGRAM WILL REMAIN INTACT?

Yes, deal registration information is stored in our funnel management system, including how opportunities were developed, the partner who was working on the opportunity and any deal registration awarded. That information will be transitioned to Cambium Networks and will be honored within the spirit of the new program. Again, specific program details will be forthcoming.

8. WHAT SHOULD CHANNEL PARTNERS TELL EXISTING AND PROSPECTIVE PTP AND PMP CUSTOMERS ABOUT MOTOROLA SOLUTIONS' DIVESTITURE OF THE PTP AND PMP PORTFOLIO?

Motorola Solutions believes it has found the right partner in Vector Capital to give the PMP and PTP businesses the targeted focus and funding they need, and is confident that Vector Capital will do an excellent job in evolving the products to meet changing market needs and serving customers both today and in the future. Both Motorola Solutions and Vector Capital are committed to a smooth transition for our customers and in protecting customers' investment in these PTP and PMP solutions.

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9. WHAT SHOULD CHANNEL PARTNERS TELL EXISTING AND PROSPECTIVE INDOOR WNS CUSTOMERS ABOUT MOTOROLA SOLUTIONS' DIVESTITURE OF THE PTP AND PMP PORTFOLIO?

The divestiture is an opportunity for us to focus our efforts and resources on our WLAN, TEAM and MESH solutions and bring new innovation to market. These technologies will continue to be pivotal to our core markets, such as retail and government and public safety, as well as to emerging markets such as education and healthcare.