



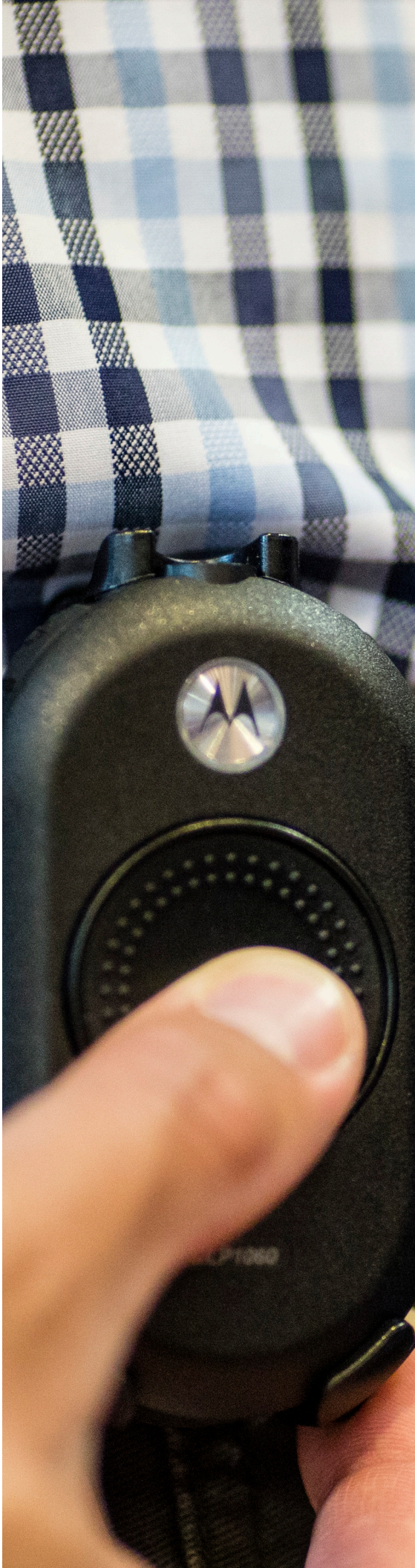
# ACCESSORY VENDOR CONNECTOR & CABLE PURCHASE PROGRAM



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Motorola Solutions may modify the Accessory Vendor Connector & Cable Purchase Program, its rules, benefits, terms and requirements, or any parts thereof, at any time, at its sole discretion.





SECTION 1

# INTRODUCTION

## WHY WORK WITH MOTOROLA SOLUTIONS

Motorola Solutions Inc. is a global leader in safety, security, and situational awareness solutions for enterprises and government customers worldwide. Our technology platforms, in land mobile radio, communications, command center software, video security & analytics; coupled with unsurpassed managed & support services; help ensure our customers make the most of the moments that matter.

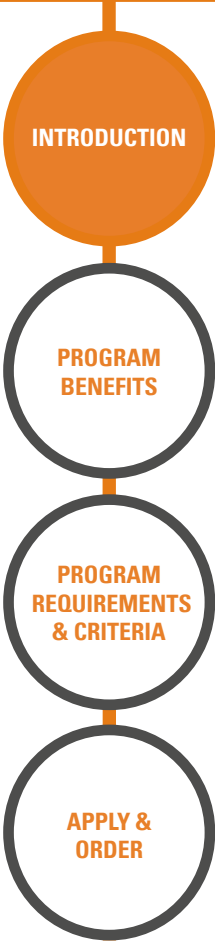
100+ COUNTRIES	100,000+ CUSTOMERS	13,000+ NETWORKS	\$7.4BN IN ANNUAL SALES	1,500 DIRECT SALES FORCE
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## THE ACCESSORY VENDOR CONNECTOR & CABLE PURCHASE PROGRAM

As the largest supplier of land mobile radios in the market, participants in the Motorola Solutions Application Developer Program receive unsurpassed opportunities to develop and market accessories for this expansive customer base.

14+ YEARS OF OPERATION	GLOBAL PROGRAM FOR B2B PROFESSIONALS	400+ ACTIVE DEVELOPERS
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This program is perfect for vendors needing access to Motorola Solutions proprietary radio GCAI mini connectors for accessory attachment.





## SECTION 2

# PROGRAM BENEFITS

## FIND OUT WHAT WE HAVE TO OFFER

Members receive exclusive benefits, services and incentives. Below are some of the advantages participants will earn as an authorized Accessory Vendor of Motorola Solutions:



### Authorization to Purchase GCAI mini Accessory Components

Apply to become an approved Accessory Vendor for GCAI mini accessories.



### Easy Access to GCAI mini components

Use Motorola Solutions authorization to contact and procure GCAI mini components from approved suppliers.



### Build an Accessories Portfolio

Gain flexibility offering your own accessories portfolio.

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PROGRAM REQUIREMENTS & CRITERIA

APPLY & ORDER

## SUPPORTED DEVICES



**TETRA MXP600**



**R7 SERIES**



## SECTION 3

# PROGRAM REQUIREMENTS

### WHO QUALIFIES TO APPLY

The Accessory Vendor Connector & Cable Purchase Program is a request and approval based process requiring participants to work conjunctively with Motorola Solutions. It is geared for knowledgeable B2B professionals, who desire to build and integrate accessory products with Motorola Solutions devices for mutually beneficial outcomes.

To apply, candidates must meet the requirements below:

- ☒ **Must represent a registered legal business with appropriate proof of insurance**
- ☒ **Be the entity who will actually perform the accessory development**
- ☒ **Possess expertise and knowledge in the technology platform desired**
- ☒ **Have experience in building the intended accessory**
- ☒ **Be responsible for their own accessory solution. Motorola Solutions support will be limited to clarifications.**
- ☒ **Accept and follow the terms outlined by Motorola Solutions**
- ☒ **Protect all Motorola Solutions Intellectual Property provided under contractual agreement**

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## SECTION 4

# APPLY & ORDER

Our program empowers candidates with the tools they need to fast-track accessory development. All interested candidates must follow the process below to order GCAI mini cable components:

# 1

### SUBMIT REQUEST

Applicants must submit a request to develop accessories by filling out [this form](#).

# 2

### INTERNAL REVIEW & APPROVAL

Requests will be reviewed by an appropriate Motorola Solutions representatives. This may be approved, declined or Motorola Solutions may request more information.

# 3

### FORMAL AUTHORIZATION

Approved candidates will receive formal authorization to purchase GCAI mini components or full cables at their own discretion.

# 4

### ORDER COMPONENTS

Authorized Accessory Vendors can negotiate and place orders directly with Motorola Solutions approved supplier.

# 5

### RECEIVE YOUR ORDERS

Vendors will receive their order and can start integrating it their own accessory.

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**For more information, please visit [developer.motorolasolutions.com](https://developer.motorolasolutions.com)**



**MOTOROLA SOLUTIONS**

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