



## Q2 PROMOTIONS FOR CUSTOMERS

# TRADE UP TO DIGITAL

When your customers make the move to digital two-way radios, they gain greater efficiency, improved audio quality, enhanced clarity and more. From April 1 through June 30, 2019, customers can save when they migrate to digital by taking advantage of trade-in discounts on CP200d and EVX-261 Series radios.

### CP200d SERIES RADIO TRADE-IN OFFER

Perfect for the everyday user that wants to stay connected, the CP200d Series radios provide a simple, reliable and cost-effective communications solution to help work crews coordinate and collaborate to get the job done right. Your customers can **save \$350 USD / \$460 CAD when they purchase 10 CP200d Series radios and trade in 10 eligible units.**

### EVX-261 SERIES RADIO TRADE-IN OFFER

Customers can migrate to digital easily and affordably with the EVX-261 Series radios. These radios operate in both analog and digital modes making them ideal for mixed fleets. Your customers can **save \$200 USD / \$260 CAD when they purchase 10 EVX-261 Series radios and trade in 10 eligible units.**

## FOR MORE INFORMATION

**Channel Partners:** Contact your Motorola Solutions Commercial Radio Distributor with any questions about these offers.

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

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

PROMOTION PERIOD	April 1 – June 30, 2019
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 Commercial Radio Reseller 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 June 30, 2019.</p>
TRADE-IN OFFER	<b>End Users receive a \$350 USD / \$460 CAD discount off the purchase of 10 or more digital CP200d Series radios</b> on a single order with a qualifying trade-in of 10 eligible units. Savings translate to \$35 USD / \$46 CAD per unit.
ELIGIBLE TRADE-IN UNITS	<p>The following two-way radio products from <b>Motorola Solutions and other manufacturers</b> are eligible for trade-in. <b>Please note that trade-in units must be returned in quantities of 10:</b></p> <ul style="list-style-type: none"><li>• Business band conventional and trunked two-way radios</li><li>• VHF two-way radios</li><li>• UHF two-way radios</li><li>• 200, 700, 800, 900 MHz two-way radios</li><li>• Push-to-Talk (PTT) cellular products (must include a PTT and quick talk button)</li></ul>
COMBINATION WITH OTHER OFFERS	End Users can also take advantage of the EVX-261 radio trade-in Offer.
MINIMUM ORDER QUANTITIES	<p><b>A minimum of any 10 eligible products must be ordered. Products must be purchased in increments of 10</b> and must be purchased on a single invoice from the Channel Partner.</p> <p><b>Mixing products with different trade-in values is not allowed.</b> (For example, a customer will not receive the appropriate trade-in credit when 5 CP200 Series radios and 5 EVX-261 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 increments of 10 and must be an equal number to qualify for the discount.</p>
PARTICIPATION PROCESS	<p><b>Trade-in claims must be submitted on behalf of the End User by the Channel Partner</b> from whom the End User purchased qualifying radios. <b>NOTE: Channel Partner must submit claims online within 30 days of customer invoice following the process below.</b></p> <ul style="list-style-type: none"><li>• Channel Partner credits <b>End User’s invoice</b> for the trade-in amount when the End User has qualifying purchases and trade-in units.</li><li>• Channel Partner visits <a href="http://www.motorolasolutionspromos.com">www.motorolasolutionspromos.com</a> to submit a claim. <b>First-time visitors will need to register</b> to gain access to the claims portal. Portal registration approvals are confirmed within 24-48 hours.</li><li>• Channel Partner logs in with site credentials to submit claim details.</li><li>• Trade-in claims will be validated based on qualifying serial numbers.</li><li>• Channel Partner will be notified once claims are approved. Channel Partner should print confirmation page and include in box when returning radios.</li><li>• Channel Partner should return trade-in units to Motorola Recovery, Attn: Rick, 800 Mark Street, Elk Grove Village, IL, 60007. COD shipments will be refused. Upon return, radios will be sorted, validated and recycled.</li><li>• A direct deposit will be made to the Channel Partner’s bank account on file within 1-2 weeks of an approved trade-in claim.</li></ul> <p>Channel Partner must return trade-in units by <b>July 31, 2019</b>.</p>

## END-USER PROMOTION: EVX-261 SERIES RADIO TRADE-IN OFFER

PROMOTION PERIOD	April 1 – June 30, 2019
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 Reseller 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 June 30, 2019.</p>
TRADE-IN OFFER	<p><b>End Users receive a \$200 USD / \$260 CAD discount off the purchase of 10 or more digital EVX-261 Series radios</b> on a single order with a qualifying trade-in of 10 eligible units. Savings translate to \$20 USD / \$26 CAD per unit.</p>
ELIGIBLE TRADE-IN UNITS	<p>The following two-way radio products from <b>Motorola Solutions and other manufacturers</b> are eligible for trade-in. <b>Please note that trade-in units must be returned in quantities of 10:</b></p> <ul style="list-style-type: none"> <li>• Business band conventional and trunked two-way radios</li> <li>• VHF two-way radios</li> <li>• UHF two-way radios</li> <li>• 200, 700, 800, 900 MHz two-way radios</li> <li>• Push-to-Talk (PTT) cellular products (must include a PTT and quick talk button)</li> </ul>
COMBINATION WITH OTHER OFFERS	<p>End Users can also take advantage of the CP200d radio trade-in Offer.</p>
MINIMUM ORDER QUANTITIES	<p><b>A minimum of any 10 eligible products must be ordered. Products must be purchased in increments of 10</b> and must be purchased on a single invoice from the Channel Partner.</p> <p><b>Mixing products with different trade-in values is not allowed.</b> (For example, a customer will not receive the appropriate trade-in credit when 5 CP200d Series radios and 5 EVX-261 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 increments of 10 and must be an equal number to qualify for the discount.</p>
PARTICIPATION PROCESS	<p><b>Trade-in claims must be submitted on behalf of the End User by the Channel Partner</b> from whom the End User purchased qualifying radios. <b>NOTE: Channel Partner must submit claims online within 30 days of customer invoice following the process below.</b></p> <ul style="list-style-type: none"> <li>• Channel Partner credits <b>End User’s invoice</b> for the trade-in amount when the End User has qualifying purchases and trade-in units.</li> <li>• Channel Partner visits <a href="http://www.motorolasolutionspromos.com">www.motorolasolutionspromos.com</a> to submit a claim. <b>First-time visitors will need to register</b> to gain access to the claims portal. Portal registration approvals are confirmed within 24-48 hours.</li> <li>• Channel Partner logs in with site credentials to submit claim details.</li> <li>• Trade-in claims will be validated based on qualifying serial numbers.</li> <li>• Channel Partner will be notified once claims are approved. Channel Partner should print confirmation page and include in box when returning radios.</li> <li>• Channel Partner should return trade-in units to Motorola Recovery, Attn: Rick, 800 Mark Street, Elk Grove Village, IL, 60007. COD shipments will be refused. Upon return, radios will be sorted, validated and recycled.</li> <li>• A direct deposit will be made to the Channel Partner’s bank account on file within 1-2 weeks of an approved trade-in claim.</li> </ul> <p>Channel Partner must return trade-in units by <b>July 31, 2019.</b></p>

## FREQUENTLY ASKED QUESTIONS

### **Q: WHAT IS THE CHANNEL PARTNER ROLE IN THE RADIO TRADE-IN 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. Channel Partners should submit Q2 2019 claims online at [www.motorolasolutionspromos.com](http://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. ARE CHANNEL PARTNERS RESPONSIBLE FOR TRADE-IN SHIPPING COSTS?**

Yes. Channel Partners should return the trade-in units to Motorola Recovery, Attn: Rick, 800 Mark Street, Elk Grove Village, IL, 60007. COD shipments will be refused. Channel Partner should print confirmation page and include in box when returning radios. For questions about shipping, please contact 630.679.9926 between 8:30 a.m. and 4:30 p.m. Central time Monday through Friday.

### **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](http://www.motorolarecovery.com) to view your account and the amount of equipment you have helped to recycle.

## TERMS & CONDITIONS

### **CHANNEL PARTNER TERMS: RADIO TRADE-IN OFFERS**

*Promotion Period: April 1 – June 30, 2019*

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 payment for the amount credited on the End-User invoice.
  - a. The Channel Partner must submit claims online at [www.motorolasolutionspromos.com](http://www.motorolasolutionspromos.com) within 30 days of customer invoice.
  - b. The Channel Partner must return the trade-in units by July 31, 2019.
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: RADIO TRADE-IN OFFERS**

*Promotion Period: April 1 – June 30, 2019*

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 Channel Partner, and the number of trade-ins must be in the increment specified, to qualify for the trade-in discount. (b) Channel Partner will credit End-User invoice based on the number of qualifying purchase 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 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 and repeaters. Channel Partner will submit claims online at [www.motorolasolutionspromos.com](http://www.motorolasolutionspromos.com) within 30 days after 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.

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.