



K-12 END USER PROMOTIONS THROUGH JUNE 30, 2019

**EDUCATION DISCOUNTS AND REBATES: POWERFUL SALES TOOLS FOR YOU**

# HELP K-12 SCHOOLS ENJOY BIG SAVINGS ON OUR RADIOS\*

When your K-12 school customers are looking for ways to enhance safety and security, improve efficiency and better track their bus fleets, make it easy for them to purchase our radio communications solutions for less.

## **MAKE THE SALE WITH TRADE-IN DISCOUNTS AND CASH BACK**

Schools can now save when they help to improve safety with next generation communications solutions. From April 1 through June 30, 2019, customers can **save \$350 USD / \$460 CAD** when they purchase 10 CP200d Series radios and trade in qualifying units, and they can **save \$200 USD / \$260 CAD** when they purchase 10 EVX-261 Series radios and trade in qualifying units ("**Discount Offers**"). In addition, customers will receive a **rebate of up to \$15 USD / \$20 CAD per qualifying radio** ("**Rebate Offer**").

\*Savings will vary depending on the type and number of radios purchased.



# TRADE-IN OFFERS

## CP200D SERIES



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 schools coordinate and collaborate to get the job done right. The CP200d has superior audio quality, outstanding coverage, long-lasting battery life and more.

### END-USER TRADE-IN DISCOUNT:

**\$350 USD / \$460 CAD**

when customers buy 10 CP200d Series radios and trade in 10 qualifying units.

## EVX-261 SERIES



Schools 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. With expanded interoperability, schools can choose from multiple signaling options, including MDC1200®, DTMF, and 2-tone or 5-tone capabilities, along with voice inversion encryption.

### END-USER TRADE-IN DISCOUNT:

**\$200 USD / \$260 CAD**

when customers buy 10 EVX-261 Series radios and trade-in 10 qualifying units.



# REBATE OFFERS

## CP200d



The CP200d radio connects the workforce efficiently and has the flexibility to grow with schools. By combining the best of two-way radio functionality with the latest analog and digital technology, the CP200d is perfect for the everyday user who wants to stay connected. It is fully compatible with the MOTOTRBO family of radios and has exceptional audio quality, outstanding coverage, long-lasting battery life and more.

**END USER REBATE\*:**

**\$15 USD/  
\$20 CAD**

*\*per qualifying radio*

## SL300



The SL300 is boldly designed to keep schools efficiently connected. Measuring under an inch thick, the SL300 is ultra-portable with a stubby antenna, curved edges and rugged frame. It features an Active View display with a matrix of LED lights behind the radio housing, along with "Range Max" technology, an advanced radio design and patented antenna for enhanced range.

**END USER REBATE\*:**

**\$12 USD/  
\$16 CAD**

*\*per qualifying radio*

## EVX-261



Schools can make the move to digital easily and affordably with the EVX-261. The EVX-261 operates in both analog and digital modes, so it's ideal for use with mixed fleets. Schools can choose from multiple signaling options, including MDC1200®, DTMF, and 2-tone or 5-tone capabilities, along with voice inversion encryption. And in digital mode, they'll enjoy noise cancellation for crisp audio and clear conversations.

**END USER REBATE\*:**

**\$10 USD/  
\$13 CAD**

*\*per qualifying radio*



# REBATES MADE SIMPLE

- **CUSTOMERS PURCHASE QUALIFYING RADIOS:** You make the sale and provide your K-12 customer with your invoice that includes eligible Motorola Solutions radios.
- **CUSTOMERS SUBMIT THEIR REBATE CLAIM:** Your K-12 customer visits [www.MyRadioRebate.com](http://www.MyRadioRebate.com) (U.S.) or [www.MyRadioRebate.ca](http://www.MyRadioRebate.ca) (Canada) and completes the simple rebate claim form, providing information on their eligible purchased products, no more than 30 days after receiving your invoice. The rebate will be issued in the form of a prepaid card issued to the purchasing entity within six weeks of submitting the claim online. Additional terms and conditions apply. See card website for details.

## TRADE-IN DISCOUNTS

### Customers purchase 10 CP200d Series radios or 10 EVX-261 Series radios and trade in qualifying radios.

You make the sale for these radios with the same trade-in value on a single order, provide your K-12 customer with the discount on your invoice and collect the qualifying radios for trade-in. You must submit trade-in claims at [www.motorolasolutionspromos.com](http://www.motorolasolutionspromos.com) within 30 days of customer invoice following the process outlined in the Program Eligibility section.

## PROGRAM ELIGIBILITY: DISCOUNT OFFERS / REBATE OFFER

Promotion Period: April 1 - June 30, 2019

End-User customer ("End-User") purchases must be made by a K-12 school through an authorized North America PartnerEmpower channel partner in good standing in the Motorola Solutions PartnerEmpower™ Program Commercial Radio technology segment ("Channel Partner") during the promotion period. Specific participation criteria apply to the Discount Offers and the Rebate Offer.

### For the Trade-In Discount Offers:

- 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 program eligibility.
- Trade-in claims must be submitted on behalf of the End User by the Channel Partner from whom the End User purchased qualifying radios. The Channel Partner must submit claims online within 30 days of customer invoice. The Channel Partner must follow these steps for the End User to take advantage of the Discount Offers and to receive payment for the amount credited on the End-User invoice: For the Discount Offer:
  - The Channel Partner credits End User's invoice for the trade-in amount when the end user has qualifying purchases and trade-in units.
  - The Channel Partner visits [www.motorolasolutionspromos.com](http://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.
  - The Channel Partner logs in with site credentials to submit claim details.
  - Trade-in claims will be validated based on qualifying serial numbers.
  - The Channel Partner will be notified once claims are approved. The Channel Partner should print confirmation page and include in box when returning radios.
  - The Channel Partner should return the trade-in units to Motorola Recovery, Attn: Rick, 800 Mark Street, Elk Grove Village, IL, 60007. COD shipments will be refused. For questions about shipping, please contact 630.679.9926 between 8:30 a.m. and 4:30 p.m. Central time Monday through Friday.
  - 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.
- Channel Partner must return trade-in units by July 31, 2019.
- 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:
  - 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 a quick talk button)
- Eligible products must be ordered in the quantities stated and must be purchased on a single invoice from the Channel Partner.
- Mixing of products with different trade-in values is not allowed. 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 quantities and must be an equal number to qualify for the discount.
- Motorola Solutions radios cannot be returned once the trade-in claim has been submitted.

### For the Rebate Offer:

- The Channel Partner must submit the invoice to the End User (K-12 school in the U.S. or Canada) by the end date of the Promotion Period. The End-User invoice date will be used to determine promotion eligibility.
- Motorola Solutions radios cannot be returned once the End User submits the rebate claim.
- Rebate will be made in the form of a pre-paid card issued to the purchasing entity within six weeks of rebate entry and is not intended as a gift, contribution, or benefit to any government official or employee or any other individual. Additional terms and conditions apply. See card website for details.
- Motorola Solutions is not responsible for misuse of rebate funds by officials or employees of the purchasing entity and, to the extent permitted by law, the purchasing entity agrees to release and hold Motorola Solutions and the Channel Partner harmless with regard to the purchasing entity's participation in the rebate program, acceptance and/or use of the rebate pre-paid card.

### For All Offers:

- Motorola Solutions is not responsible for the Channel Partner's lost, late, mutilated, misdirected or postage due mail. Illegible or incomplete forms must be resubmitted 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.
- 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 of 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.
- Fraudulent submissions could result in prosecution under U.S. Mail Fraud Statute (18 USC Section 1241-1242).
- Unless otherwise stated in these promotional materials, these Offers may not be combined with any other promotional offers, rebates, coupons, or discounts.
- Motorola Solutions reserves the right to modify, withdraw or cancel this promotion (in whole or in part) at any time with or without reason and without prior notice.
- Offers are good only in the U.S. and Canada, and are void where prohibited or restricted by law.

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