

Overview of Professional Radio Application Developer Program

The goal of the Professional Radio Application Partner Program is to cooperate with developers for the benefit of our customers. This program enables a customer to receive a diverse range of high quality, integrated, customer-focused solutions from developers who have proven their ability, expertise and commitment to deliver applications for a wide range of vertical industry sectors.

The Application Developer Program is designed to empower a developer with the tools needed to fast-track their development and to grow their business using Motorola supported interfaces.

The Application Developer Program offers a three tier program to companies seeking a relationship with Motorola: Registered User, Licensed Developer, or Application Partner/Application Provider.

Registered User: If you are thinking about participating in the Application Developer program or are interested in more detailed technical information, please request a MOTODEV account and become a Registered User. This is the first step for developers to establish a formal relationship with Motorola. By becoming a MOTODEV member, you will have access to view information related to Motorola's professional radio two-way products and supported interfaces, details about the Application Developer Program and details about available solutions. These resources allow you to explore more about Motorola and our product offering and learn about the marketing and sales opportunities available to you once you become an Application Partner/Application Provider or Licensed Developer.

Licensed Developer: This level is the next step of recognition for a 3rd party developer. The Licensed Developer has to pass a formal accreditation process, which establishes a developer's ability to develop and integrate applications on Motorola's platforms based on technical and commercial capabilities. This is required in order to get access to Motorola's proprietary interface specifications and design guidelines. This is needed to develop applications on or with Motorola products. By getting recognition as a Licensed Developer, you would also have access to technical support by Motorola. As an accredited Licensed Developer, you may use the Professional Radio Licensed Developer accreditation logo in general marketing material and presentations on your company. Applications developed by Licensed Developers are included in Motorola's Solution Database and made available on <http://developer.motorola.com>.

Application Partner (in Europe/Middle East/Africa and Asia Pacific Region) or Application Provider (in North America): This level is the highest level of recognition for a 3rd party developer. This level is for partners who have proven their ability, expertise and commitment to deliver high quality applications. An Application Partner /Application Provider has to pass a formal accreditation process which comprehensively covers technical and commercial abilities. The level is applicable to experienced radio communication developers or system integrators who can prove the solution successfully

works in the market, satisfies the customer, and adds value to Motorola radios. As an Application Partner / Application Provider, you get access to Motorola's proprietary interface specifications and design guidelines and access to technical support by Motorola. You may use the Professional Radio Application Partner / Application Provider accreditation logo in general marketing material and presentations on your company and are included in Motorola's Solution Database of Partners which is made available on <http://developer.motorola.com>.

Accreditation Process Overview

The Application Partner /Application Provider Accreditation and Licensed Developer Accreditation process takes the form of an assessment vehicle where Motorola in cooperation with a candidate developer will review certain aspects and attributes essential to the capability of providing radio communication solutions. The purpose of the assessment process is to jointly determine areas of strengths and opportunities for improvement with the end result of arriving at a mutual understanding that the essential ingredients exist to form the basis of a value added business relationship. Knowing that many candidate developers have a history of developing solutions, it is envisioned that the accreditation process will be relatively straightforward and can be conducted in a timely fashion.

Criteria:

- An existing proven solution with acceptable customer satisfaction
 - Required for Application Partner / Application Provider Accreditation
 - Not required for Licensed Developer Accreditation
- Adequate commercial capabilities
 - Required for Application Partner / Application Provider Accreditation
 - Required for Licensed Developer Accreditation
- Expertise in radio communications
 - Required for Application Partner / Application Provider Accreditation
 - Required for Licensed Developer Accreditation
- Expertise in hardware and/or software development
 - Required for Application Partner / Application Provider Accreditation
 - Required for Licensed Developer Accreditation
- Qualified environment for hardware/software development
 - Required for Application Partner / Application Provider Accreditation
 - Required for Licensed Developer Accreditation
- Specific processes to ensure high quality development
 - Required for Application Partner / Application Provider Accreditation
 - Required for Licensed Developer Accreditation