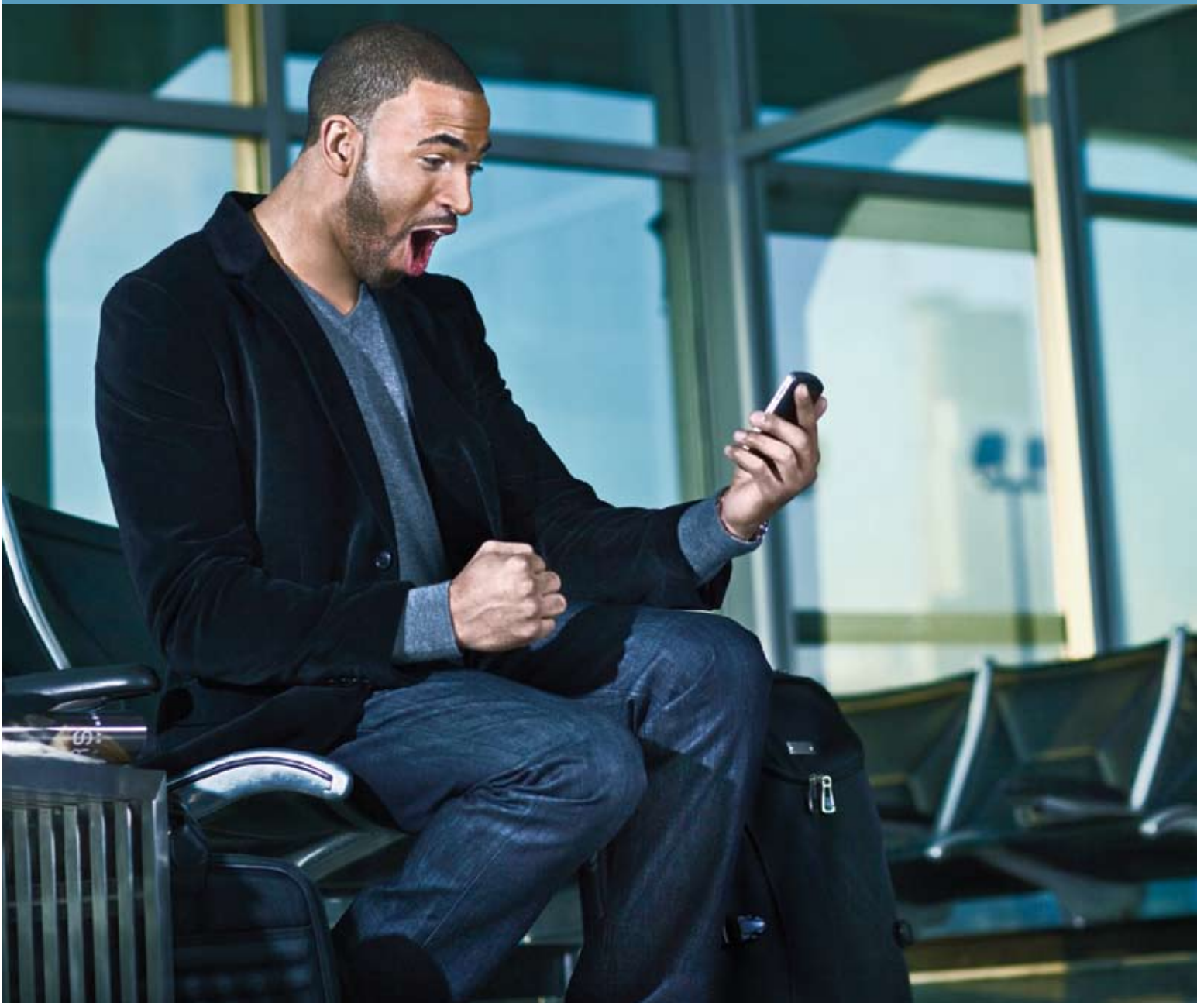




MOTOROLA ***wi4 WiMAX***

SOLUTIONS GUIDE



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Wi4 WiMAX SOLUTIONS GUIDE *OVERVIEW*

MOTOROLA *wi4* WiMAX FROM THE LEADER IN WIRELESS TECHNOLOGY

WIRELESS IP COMMUNICATIONS FOR A DIVERSE SET OF CUSTOMERS AND SERVICES

WiMAX is a powerful technology. It differs from all mobile networks deployed to date in that it uses IP at the network layer for all communications. This fundamental difference is the source of its power. Motorola's wi4 WiMAX is a versatile, multi-service platform that delivers the power of WiMAX with the flexibility needed to create solutions that serve your specific market requirements and service types. Motorola enables you to deliver a personal media experience to your end-users.

*End-to-end WiMAX solutions that address
the full scope of your deployment requirements*



The first mobile WiMAX 802.16e handoff took place in Chicago in 2007 on a network using the WAP 400.

Motorola wi4 WiMAX leads the industry in versatility. Whether you plan to offer service spanning broadband access, fixed voice line replacement, mobile data access, or full mobile communications you will find that Motorola's portfolio offers the products and services you need to meet your unique goals. Motorola has products at every tier that enable fast time to revenue and high profits. This unique versatility is designed to enable even a

diverse set of customers to choose from the wide array of business models possible with WiMAX. With Motorola wi4 WiMAX, you have all the options necessary to make WiMAX a business success regardless of your region of the world and whether you are a new operator or have existing business in wireline, wireless, or ISP services.

**MOTOROLA wi4 WiMAX PRODUCTS & SERVICES:
MARKET-LEADING AND AVAILABLE TODAY**

Motorola’s products and services lead the market in innovation, enabling you to have confidence that your WiMAX business venture will be a success. Best of all, our market-leading products and services are available today and currently delivering WiMAX 802.16e service to end-users around the globe.

MARKET-LEADING SOLUTIONS:

ACCESS POINTS	Wide breadth of options to enable a best-fit network
ASN GATEWAY	Optimized mobility for super-low latency
FIXED & NOMADIC DEVICES	Powerful performance that reduces overall network cost
MOBILE DEVICES	Cool designs that enable the personal media experience
IMS & SDP	Scalable platforms to enable and monetize rich applications
MOTOROLA SERVICES	Comprehensive services that deliver optimal networks

Partnering with you to develop an optimal business model tailored to match your market profile and service goals with focus on speed-to-revenue

FIXED, MOBILE, OR FIXED THEN MOBILE

Motorola’s wi4 WiMAX solution is designed with the flexibility needed to keep your service options open. Choose to go directly to mobile service, or lower your initial CapEx costs and time-to-revenue by offering fixed service first. Motorola’s entire portfolio of products is designed to make this transition easy.

With each WiMAX site that is deployed, the service perimeter surrounding that site can be leveraged to deliver fixed connections analogous to traditional wireline broadband as well as nomadic, hot spot coverage similar to Wi-Fi but with greater reach. As the number of sites in your deployment grows to provide more pervasive coverage over a greater geography, you will have the option to introduce mobile WiMAX services in addition to the existing fixed offering.

The flexible, software definable radios incorporated into Motorola’s wi4 WiMAX equipment allows for simple software updates to enable full mobility application—giving you the confidence to deliver fixed, nomadic applications today and to evolve into fully mobile applications as your offerings strategy and market requirements demand the capability.

DECISION POINT GUIDE: *INTRODUCTION*

SERVING THE NEEDS OF DIVERSE OPERATOR REQUIREMENTS

Introducing **“Excitement Wireless, Inc.”** and **“Connect-me Networks Corp.”** Motorola’s wi4 WiMAX solution is highly flexible and capable of meeting the unique demands of operators around the world, regardless of location, situation, or requirements. To illustrate this flexibility we have created two hypothetical service providers, “Excitement Wireless, Inc.” and “Connect-me Networks Corp.”, who will appear in each section of this document to show how you can leverage Motorola’s wi4 WiMAX solution for your unique business needs. Let us introduce you to Excitement Wireless and Connect-me Networks.



Axtel representatives demonstrate wi4 WiMAX VoIP capabilities to a prospective customer as part of their market launch.

Flexible solutions spanning core, applications, infrastructure, devices, chipsets, operations & management, and comprehensive services portfolio

INTRODUCTION TO EXCITEMENT WIRELESS INC. AND CONNECT-ME NETWORKS CORP.



Wants to Offer Fixed and Mobile Service Today

Formed by leaders in the wireless industry, Excitement Wireless, Inc. is trying to accelerate advanced wireless broadband service in a major Tier 1 market.

WHAT YOU NEED TO KNOW

- Planning a nationwide network, with initial focus on urban/suburban markets to gain maximum users with mobile broadband needs
- Wants to offer mobile applications as quickly as possible but will offer fixed service as well in Phase 1 to gain market presence, market share and revenue
- Places a high priority on user experience and wants new subscribers to be awed by the performance of the service
- Plans to issue contracts with multiple vendors for infrastructure and devices, and therefore requires interoperability
- Wants its brand to be seen as cutting-edge, making speed-to-market critical
- Owns spectrum in key markets but will need to build roaming relationships



Focused on Broadband Access First, with Future Options Open

Based in a rapidly developing country, Connect-me Networks is eyeing an opportunity to address low broadband availability in key markets and deliver a service that allows users to easily and simply connect to others and via the Internet. Many of Connect-me Networks' target customers are not close to urban centers.

WHAT YOU NEED TO KNOW

- Has limited resources; planning to initially target select regions but needs flexibility to expand if uptake looks good
- Plans to offer fixed service now but license allows for mobility in the future
- User experience is important but cost-effective coverage and reasonable throughput is sufficient
- Planning to go with a single vendor initially for end-to-end design, deployment, and operations to manage costs and complexity
- Investors are looking for business model validation, therefore pressure is high to show profits, however time to market is slightly less critical
- Can negotiate with the government for needed spectrum

Wi4 WiMAX

ACCESS POINTS

ACCESS POINTS: OVERVIEW

Flexible Access Point Portfolio

An optimal WiMAX network requires consideration for your specific market requirements, deployment geography, end-user demands, and planned service offerings—both for today as well as for tomorrow.

Motorola's Flexible wi4 WiMAX Access Point Portfolio can be easily configured to support a wide assortment of coverage, capacity, and application scenarios utilizing an array of options including macro, micro, sectorized, omni, tower-top electronics, high power distributed electronics, MIMO and smart antenna techniques. With wi4 WiMAX, you will be able to deploy a hybrid network that maximizes performance on a site-by-site basis throughout your service area while tuning your investment to realize the optimal business model.



By deploying their access point on an existing water tower, Maxis leverages light infrastructure and flexible deployment options in Malaysia.

A best-fit network using a flexible portfolio of infrastructure options

Flexible Deployment Options

Flexible deployment options including outdoor and indoor, wall mounted for on-building installation, pole mounted for existing towers, base mounted for rooftop or ground based systems, and rack mounted where existing sheds are available, provide you with strategic options to manage the over 15% contribution site costs typically pose on network ownership costs.



The WAP 400 with MIMO capabilities excels in challenging urban environments.

Motorola's wi4 WiMAX Access Points are fully compliant to the IEEE 802.16e-2005 technology standard and will be delivered for WiMAX certification to ensure interoperability among the global WiMAX ecosystem.

MOTOROLA Wi4 WiMAX ACCESS POINT ADVANTAGES

Rapid Deployment

Speed to market

Designed for ease of installation, management and operations, the light infrastructure solutions deliver flexible deployment options and lead the industry in time to deploy

High Performance

Higher speeds throughout more of the cell

Multi-antenna operations with 2,4 and 8 element configurations leveraging MIMO A, MIMO B, and Beamforming provide highest coverage and capacity available from any wireless technology platform today

Flexible, Future-Proof Technology

Maximize investments

Motorola FLeX™ Modem Technology utilizes advanced, programmable network processors to support advanced antenna algorithms, seamless migration from fixed to mobile application and future technology advancements

Intelligent Mobility

Super-low latency for voice and data

Motorola WiMAX base stations offer dramatic reductions in handover time and latency with dynamic pre-determination of optimal handover scenarios and pre-processing of admission controls

Flat Architecture

Reduced Investment

IP end-to-end, eliminates high-cost centralized boxes, simplifies management, and reduces core transport costs. Integrated design eliminates supporting real estate costs and offers simple, low cost connections between components

Ease of Management

High availability and control

Motorola's WiMAX Operations & Management platform provides functional and operational features designed to increase system availability, improve service levels, and simplify provisioning and management of network operations.

Interoperability

Motorola is leading extensive interoperability testing and validation initiatives, and has been a lead participant at each of the mobile "plug-fests" sponsored by the WiMAX Forum since 2006. Many chipset suppliers spend considerable time in the Motorola development labs to test and refine their silicon based on interoperability performance with Motorola equipment. If a WiMAX device works with Motorola wi4 WiMAX infrastructure, its path is paved to work with all certified WiMAX infrastructure.

Enhanced Flat IP Architecture

Wi4 WiMAX systems comprised of the WAP 400, WAP 600 and WAP 800 Access Points connect to a simple, peer-to-peer network architecture that features flat, all IP-based design. The architecture significantly reduces the complexity of the network, offers the benefit of faster handovers, provides the foundation for versatile service delivery, and offers freedom in network scalability.

A Trusted Partner

Motorola understands the importance of sound business modeling and system planning tailored to your specific deployment objectives. With a rich history of delivering advanced wireless systems and experience providing WiMAX solutions to markets around the world, Motorola can partner with you to determine the right technology strategy and product mix uniquely suited to your business goals, positioning you to reap the benefits of next generation technology and service.



Neckarcom uses a wi4 WiMAX system to extend broadband service to rural markets in Germany.

Fixed, nomadic and mobile connections deliver bandwidth intensive, rich media applications across voice, data, and video services

Addressing diverse deployment scenarios and operating under common management and controls

ACCESS POINT TECHNOLOGY SELECTION

Tower Top and Ground Based

Motorola offers WiMAX base stations with both a more traditional, ground based design as offered with the WAP 600 or with an innovative tower top approach as offered with the WAP 400 and WAP 800. While the tower top approach of the WAP 400 and WAP 800 will offer advantages in operating costs given the light infrastructure design, the ground based WAP 600 can help existing mobile operators leverage current antenna systems, and is capable of delivering higher power transmission that may enhance the downlink coverage area.







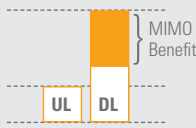
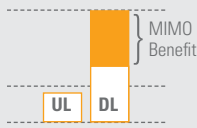
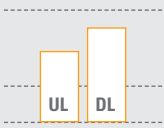
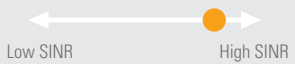
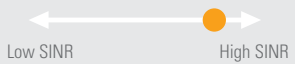
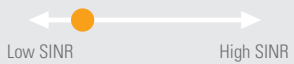
MIMO and Smart Antennas

Revolutionary multi-antenna techniques such as MIMO and Smart Antennas at the base station and end-user device, paired with sophisticated signal processing, can dramatically improve the communications link. This enhances the most demanding application scenarios including heavily obstructed propagation environments and high speed mobility service.

The WAP 400 and WAP 600 MIMO systems will demonstrate the greatest capacity gain in environments that offer high scattering conditions such as urban locales—increasing the system capacity by nearly twofold. However, as interference levels increase, the capacity gain that can be realized from these MIMO systems may diminish; requiring techniques that can better manage interference.

The WAP 800 Smart Antenna system provides the greatest performance advantage in high interference environments. The WAP 800 system leverages antenna arrays to control the direction and shape of the radiation pattern—steering and forming the beam to provide an optimal radiation pattern focused in the direction of communication.

ACCESS POINTS: FEATURE COMPARISON

 <p>WAP 400 Tower Top MIMO Light infrastructure approach offering lower operating costs</p>	 <p>WAP 600 Ground Based MIMO High power system delivering broad coverage for downlink</p>	 <p>WAP 800 Tower Top Beamforming Broad coverage, balanced throughput, noise tolerance</p>
<p>MIMO Dynamic switching MIMO A & B</p>	<p>MIMO Dynamic switching MIMO A & B</p>	
<p>Ease of Deployment</p> <p>Zero-footprint, thin fiber, integrated antenna with RF module</p>	<p>Ease of Deployment</p>	<p>Ease of Deployment</p> <p>Zero-footprint, thin fiber, integrated antenna with RF module</p>
<p>Antenna Elements 2 Transmit 2 Receive</p>	<p>Antenna Elements 2 Transmit 2 Receive</p>	<p>Antenna Elements 4 Transmit 8 Receive</p>
<p>Best Fit:</p> <ul style="list-style-type: none"> - High scattering conditions - High uplink requirements 	<p>Best Fit:</p> <ul style="list-style-type: none"> - High scattering conditions - Downlink focused requirements 	<p>Best Fit:</p> <ul style="list-style-type: none"> - High interference environments - Balanced downlink & uplink
<p>Relative Coverage Area</p> 	<p>Relative Coverage Area</p> 	<p>Relative Coverage Area</p> 
<p>Relative Capacity</p> 	<p>Relative Capacity</p> 	<p>Relative Capacity</p> 
<p>Interference Noise Tolerance</p>  <p>Low SINR High SINR</p> <p>MODERATE TOLERANCE</p>	<p>Interference Noise Tolerance</p>  <p>Low SINR High SINR</p> <p>MODERATE TOLERANCE</p>	<p>Interference Noise Tolerance</p>  <p>Low SINR High SINR</p> <p>HIGH TOLERANCE</p>

ACCESS POINTS: DECISION POINT

Wi4 WiMAX ACCESS POINT SELECTION



With a business focus on rapid deployment of a nationwide network, Excitement Wireless is focusing initially on coverage and has selected the WAP 800 in urban environments to provide good coverage radius and deep indoor penetration. For their suburban and rural markets, Excitement has selected to deploy the WAP 600 in their existing cellular sheds to provide efficiencies with their current cellular operations and benefit from the extended coverage offered by the WAP 600 to a segment that typically utilizes more downlink capacity than uplink capacity. Based on Excitement Wireless subscriber forecasts, they will begin introducing the WAP 400 in urban areas in 12-18 months time to address increased capacity focused build out.



Connect-me Networks has selected the WAP 400 to benefit from the flexible deployment options and lower operating costs of the integrated electronics platform. Connect-me Networks has managed to secure attractive site costs by negotiating with municipal facilities operating companies to mount the equipment on water towers, building walls and rooftops. The WAP 400 installations are being dimensioned for coverage, and given their planned service offerings, they expect to have excess capacity that is forecasted to track subscriber uptake for the next 18 months without additional capacity focused build out. Connect-me Networks has a rapid deployment plan where they will run localized residential marketing campaigns associated with each new base site to speed time-to-revenue.

* See Section 2, "Serving the Needs of Diverse Operator Requirements", for a description of these two hypothetical service providers that have been created for the purpose of this brochure to illustrate how the Motorola wi4 WiMAX portfolio can meet diverse requirements



MONTERREY, MEXICO



CHICAGO, USA

Wi4 WiMAX enables versatile applications supporting urban commuters and residential broadband access

Wi4 WiMAX ACCESS SERVICE *NETWORK* GATEWAY

ACCESS SERVICE NETWORK GATEWAY: OVERVIEW

Motorola's WiMAX Access Service Network Gateway

The WiMAX network architecture lets you differentiate your services in a digital, converged, mobile IP world by leveraging the IP foundations of the WiMAX technology platform and the demonstrated benefits of IP systems including rapid cost declines and ease of management.

The ASN Gateway provides a critical piece of the end-to-end WiMAX network architecture connecting the WiMAX radio access network to a common IP core and offering a centralized platform for those functions best served by localized management including security and mobility management.

With Motorola's ASN Gateway, the WiMAX experience is optimized and the WiMAX system simply becomes an extension of the IP network to the mobile user.

Seamlessly connect the WiMAX radio network to the IP core, facilitating revenue generating service delivery



The Motorola ASN Gateway supported fixed, nomadic and mobile applications in Barcelona, Spain.

MOTOROLA WiMAX ASN GATEWAY ADVANTAGES

Optimized Mobility

The Motorola ASN Gateway benefits from Motorola's strong heritage in cellular mobility management to introduce unique capabilities that optimize mobile WiMAX functions. With the Motorola ASN Gateway, you will experience shorter handover time, reduced system latencies, and performance enhancements to the mobile link.

Reduced Investment

The Motorola ASN gateway seamlessly integrates functionality specific to wireless technology with IP networking and offers a significantly flatter architecture than traditional cellular network. This allows you to deploy faster at a reduced cost.

Deployment Ease & Scalability

Designed for scalability, the Motorola ASN Gateway can be cost-effectively sized for your deployment requirements. It will support your needed applications, subscriber base and capacity requirements. As coverage or capacity needs grow, additional base sites can be seamlessly deployed into the ASN architecture.

The Motorola ASN Gateway allows you to scale the control plane and bearer path independent of one another allowing for more focused investments.

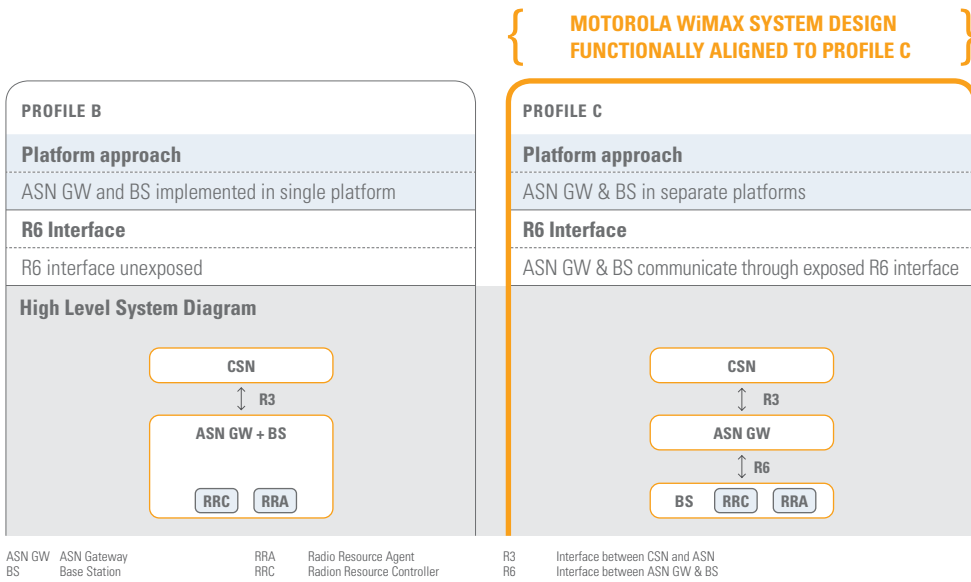
Service Controls

The Motorola ASN provisions each subscriber with the services you want to offer (e.g. voice, data, video) as individual service flows. Each discrete service flow provisioned is assigned specific QoS and security parameters and minimum and maximum data rates. This enables tiered service packages and service level assurances.

Wholesale Business Model

Motorola's ASN Gateway offers additional revenue opportunities by supporting wholesale service delivery models. When you deploy a Motorola wi4 WiMAX network, you will also be capable of supporting multiple ISPs on your network with flexible operating controls managing service permissions and performance thresholds.

Motorola’s ASN Gateway is functionally aligned to the Profile C specification represented by the WiMAX Forum. Motorola’s ASN Gateway implementation allows greater efficiency in radio resource management. Profile C offers a means for cross-vendor interoperability across WiMAX base stations and ASN Gateways where vendors’ solutions have demonstrated necessary capabilities in Network Inter-Operability Testing.



Motorola ASN Gateway functionally aligns to the Profile C specification offering greater efficiency in radio resource management and paving the way for interoperability

WiMAX FORUM ASN PROFILES

The WiMAX technology standard offers three variations to the ASN design for deployment consideration. These variations are specified as Profile A, Profile B and Profile C. Profiles A and C are similar in many respects with the exception of how Radio Resource Management is distributed between the ASN Gateway and the Base Station. Motorola has chosen to align with Profile C. The industry has demonstrated majority support for Profile C over Profile A. With Profile C the Radio Resource Management functions are wholly distributed to the Base Stations offering advantages in system performance. It is anticipated that Profile A may be merged into Profile C leaving Profile B and Profile C as the two valid solutions.

Profile C
 For macro-area deployments covering cities, regions or nationwide geographies, the centralized ASN Gateway in the Profile C approach offers important advantages in managing the performance and security of the WiMAX network. Additionally, Profile C will allow interoperability between access points and ASN Gateways from multiple vendors where vendor solutions have demonstrated necessary capabilities. Motorola is aligned with Profile C.

Profile B
 For micro-area coverage platforms, a Profile B design may offer more efficient, tightly integrated design with interoperability between ASNs supported through an R4 reference interface. ASN Profile B supports an implementation where all ASN functionalities are managed in a single physical device. This may result in a more distributed design where no centralized ASN Gateway exists.

ACCESS SERVICE NETWORK GATEWAY: DECISION POINT

WiMAX ASN SELECTION



Excitement Wireless is deploying multiple ASN Gateways to address each of the regional markets they will be serving to address anticipated network loads and align to their regional operating structure. Excitement Wireless has scaled the ASN Gateways to support the mobile subscriber base forecasted by their marketing organization as well as to offer a wholesale service to a number of regional ISPs who have signed agreements to offer service over Excitement Wireless's WiMAX network. Excitement Wireless has selected two vendors for their nationwide installation and will interoperate between vendor ASN Gateways via the R4 interface for nationwide roaming



Connect-me Networks is deploying a single instance of the ASN Gateway at their Network Operations Center with management partitioned across each of the selected markets where they plan on delivering service. Data and voice traffic from each market will be sent off-network via a local media gateway to reduce the number of network hops to the Internet while all control functions including authentication and service provisioning will be routed to the centralized ASN Gateway for management. Connect-me Networks will independently scale the control and bearer paths of the ASN Gateway over the coming years to align with forecasted and realized subscriber uptake, increased data usage, and potential for mobile services

From network entry and authentication to session management, handovers and roaming, the Motorola Access Service Network (ASN) Gateway optimizes the WiMAX experience

OPTIMIZING MOBILITY WITH MOTOROLA ASN

Motorola's ASN approach offers innovative advances for optimizing mobility on a WiMAX network. Motorola increases the efficiency of the mobile WiMAX system by leveraging the localization of Radio Resource Management at the Access Points as specified in Profile C and by increasing intelligence in the WiMAX control network.

Motorola's ASN can recognize the mobile subscribers that are likely to engage in a handover between access points. By pre-determining the likelihood, the network can send the necessary context information regarding the subscriber's service flows and subscription profiles to the target access points ahead of initiation. The Access Point community in concert with the control plane management can identify the optimal handover scenario and process the admission controls well before the actual handover has been initiated. This allows for savings in actual handover time, reduced latency and a completely transparent user experience.

* See Section 2, "Serving the Needs of Diverse Operator Requirements", for a description of these two hypothetical service providers that have been created for the purpose of this brochure to illustrate how the Motorola wi4 WiMAX portfolio can meet diverse requirements

Wi4 WiMAX
FIXED & NOMADIC
DEVICES

FIXED & NOMADIC DEVICES: OVERVIEW

Compelling market-tested, award-winning designs compared with powerful performance

From exceptional performance and ease of use to sleek styling, the Motorola portfolio of WiMAX fixed and nomadic devices offers solutions that will appeal to a broad range of end-user segments, including:

- Enterprise customers seeking robust, highly-reliable connections
- Advanced residential users seeking access to bandwidth-intense multimedia applications
- New users looking forward to their first connections to voice and data.

Motorola’s fixed and nomadic WiMAX devices offer you confidence in delivering high performing, highly differentiated service for the most demanding end-users—right from service launch.

Motorola’s wi4 WiMAX device portfolio is fully compliant to the IEEE 802.16e-2005 technology standard and will be delivered for WiMAX certification to ensure interoperability among the global WiMAX ecosystem.



Motorola’s award winning CPEs are currently deployed in all regions of the world.

Wi4 WiMAX fixed and nomadic devices deliver an optimal end-user experience while benefiting your business needs

Motorola Fixed wi4 WiMAX Device Portfolio

Fixed Indoor	Self-install desktop subscriber units with embedded options for VoIP and Wi-Fi that effectively receive signals through building walls
Fixed Outdoor	Outdoor subscriber units with unobtrusive installation and significant advantages in coverage and capacity
Nomadic, Mobile	PC cards, USB, and Express Cards to bring the WiMAX connection directly to the laptop for a nomadic experience

MOTOROLA’S FIXED wi4 WiMAX DEVICE ADVANTAGE

Reliability

High device reliability is critical to ensure both an optimal experience for the end user and low operating costs associated with customer visits, device repair or replacement. Wi4 WiMAX device quality is governed by Motorola Networks Quality Standards and an established Quality Review Board. The quality process employs a system test plan developed and executed by Motorola’s SEI Level 5 Test organization.

Performance

Unique design advantages offered by Motorola’s fixed device portfolio substantially improve network performance and end-user experience as well as reduce the total cost of operations. Leveraging MIMO, switched diversity techniques, best-in-industry receiver sensitivity and Wi-Fi / WiMAX isolation, Motorola’s fixed devices increase throughput, optimize utilization of system resources, and reduce the number of access points required to provide service.

Control & Security

Motorola wi4 WiMAX fixed devices support remote management capabilities allowing administration and health monitoring of the devices from a centralized network or element management system. Advanced security and authentication protocols protect the end-user and the operator from external threats.

Plug & Play

With true Plug-and-Play capability, operators are able to speed time to service and reduce operating costs associated with service turn-up. The WiMAX network automatically detects the Motorola fixed device upon power up and performs the necessary authentication processes. An elegant and user-friendly graphical interface allows end-users to self-diagnose their connections and personalize their service.

Cool Designs

Following the Motorola tradition of iconic designs, Motorola fixed wi4 WiMAX devices are designed by the same organizations designing next generation mobile devices and accessories. Strong design principles offer you an important marketing opportunity to inspire subscriber adoption.

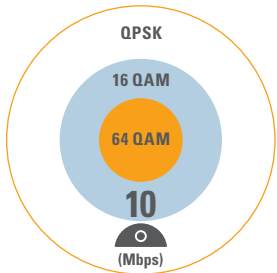
FIXED & NOMADIC DEVICES: FIXED DEVICE PERFORMANCE

Receiver Sensitivity

Motorola's fixed devices offer best-in-industry receiver sensitivity—more than 3 times higher than WiMAX Forum specifications. You can effectively double the area covered by higher order modulation schemes, improving end-user throughput, deepening indoor penetration, and reducing the number of access points required within the service perimeter.

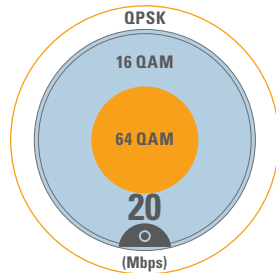
TYPICAL WiMAX DEVICES

High order modulation coverage built to WiMAX Forum specifications



MOTOROLA WiMAX DEVICES

Doubling effective area covered by higher order modulation



Approximate sector throughput (10 MHz channel)

64 QAM	35 Mbps
16 QAM	20 Mbps
QPSK	10 Mbps

You can effectively double the area covered by higher order modulation schemes

Motorola fixed devices offer an 18dB advantage in typical radiated performance over alternative devices.

Wi-Fi & WiMAX Isolation

Motorola wi4 WiMAX fixed devices feature significantly higher Wi-Fi and WiMAX isolation than alternative WiMAX devices. This important feature increases the effective throughput for the end-user and minimizes impact to overall system capacity by reducing resource intensive error correction and scheduler processing.

Total Performance Advantage

Motorola fixed devices offer an 18dB advantage in typical radiated performance over alternative devices. This significant advantage translates into an improvement in network performance and end-user experience as well as a substantial reduction in the number of access points required to deliver service.

The following table represents the components that deliver the performance advantage:

Receiver Sensitivity	+5.0dBm
Antenna Gain	+1.0dBi
Diversity Gain	+7.5dB
Orientation Loss	+4.5dB
TOTAL ADVANTAGE	+18.0dB



CPEi 300



CPEi 750



CPEi 850

FIXED & NOMADIC DEVICES: TIERED PORTFOLIO

Tiered portfolio

Motorola’s fixed WiMAX devices fit into a tiered portfolio of features and functionality that satisfies diverse market requirements and price points. You have the flexibility to align the best-fit devices to particular end-user segments to deliver an optimized experience with minimized investment.

Tiered portfolio of devices aligning features and functionality with diverse market requirements and price points

			FEATURES					FREQUENCY			DESCRIPTION	AVAILABILITY
			VoIP/ATA	Wi-Fi	Data Ports	External Antenna Option	Wave 2 ready	2.3 GHz	2.5GHz	3.5 GHz		
FIXED INDOOR	Data	CPEi 100				1				•	Cost effective, data-centric	Shipping Commercially
		CPEi 150				1		•		•	Cost effective, data-centric, Wave 2	1H08
	Data VoIP	CPEi 300		2		1	•		•	•	Award winning iconic design with VoIP	Shipping Commercially
		CPEi 750		2		1		•		•	Iconic Design, Wave 2 ready with VoIP	1H08
	Data VoIP WiFi	CPEi 850		2	•	4	•	•	•	•	Award winning iconic design, Wave 2 ready with VoIP	2H08
FIXED OUTDOOR	Data	CPEi 400				1			•	•	Unobtrusive installation, extended coverage & capacity	Shipping Commercially
NOMADIC MOBILE	Data	PCMw 100				1	•			•	First to market enabling 802.16e mobility	Shipping Commercially
		PCMw 200				1	•	•		•	Enhanced throughput, Wave 2 ready	1H08

Legend: • = Feature Supported 1,2,4 = Quantity of Specified Feature

FIXED & NOMADIC DEVICES: DECISION POINT

Wi4 WiMAX FIXED & NOMADIC DEVICE SELECTION



While the nationwide mobile WiMAX network is being deployed, Excitement Wireless plans to launch their fixed wireless broadband offering on a market-by-market basis as WiMAX base sites are deployed. Excitement Wireless is introducing service with the CPE*i* 100 and CPE*i* 300 to offer both data-only and data-plus-voice options. Excitement Wireless will introduce the CPE*i* 750 and the CPE*i* 850 in 6 months with a nationwide marketing campaign representing the Excitement Wireless WiMAX experience with their new WiMAX service portal and the stylish designs of the Motorola devices. Excitement Wireless also plans to include the PCCw 100 and PCCw 200 WiMAX data cards targeted to business professionals prior to introduction of their mobile device portfolio.



Connect-me Networks will introduce service with the outdoor CPEo 400 targeted to businesses as well as to residential customers farther away from the WiMAX base sites. Additionally, Connect-me Networks plans to install the CPEo 400 on multi-tenant office buildings where they will split the connection into multiple service streams that they can offer with separate service plans to each tenant. Connect-me Networks will be marketing a low-cost service package for basic data and a package for voice and data using the CPE*i* 100 and CPE*i* 300 devices. Connect-me Wireless will also offer the PCCw 100 and PCCw 200 WiMAX data cards to meet connectivity demands of the nomadic business community.



'Plug & Play' features allow end-users to easily set up the CPEs in their homes and offices.

* See Section 2, "Serving the Needs of Diverse Operator Requirements", for a description of these two hypothetical service providers that have been created for the purpose of this brochure to illustrate how the Motorola wi4 WiMAX portfolio can meet diverse requirements

Wi4 WiMAX MOBILE *DEVICES*

MOBILE DEVICES: OVERVIEW

Mobile Device Portfolio

Mobile WiMAX has the capability to provide rich, multimedia experiences for today's on-the-go consumer. It can enable services delivered through high speed mobile connectivity for a combination of data, voice, and video applications.

Motorola's wi4 WiMAX devices will enable personal media on the go and provide a superior experience compared to mobile devices currently available for mobile Internet, multimedia and VoIP. Excellent performance, compelling form-factor and ease-of-use are key features found throughout the portfolio of devices. The portfolio will consider popular device segments such as productivity, entertainment and mobile Internet.

You will likely want WiMAX devices that roam globally and can leverage legacy mobile networks. Motorola will be providing a comprehensive selection of multi-mode / multi-band handheld devices that enable true mobility by providing cellular-like capability and seamless inter-technology handovers.

Cool Designs that Enable the Personal Media Experience

Chipsets Designed for the Serious Demands of Mobility

Motorola will be using in our devices an internally designed complete modem solution for WiMAX that we have been developing since early 2005 to be optimized for mobile WiMAX (802.16e-2005).

Motorola's WTM1000 WiMAX chipset technology provides a small footprint, low power consumption for longer battery life, high performance, and lower cost, enabling device manufacturers to easily meet the needs of a demanding consumer market.



WiMAX devices are used for video blogging in Las Vegas.

MOBILE DEVICES: DECISION POINT

WiMAX MOBILE DEVICE SELECTIONS



Excitement Wireless is planning to offer Motorola's complete portfolio of cool devices to capture the excitement of high speed mobile broadband applications. Motorola's chipsets will ensure the devices are optimized for the mobile environment.



Connect-me Networks, while choosing to focus first on fixed service, will explore the growing needs of its users and work collaboratively with Motorola to determine the best products as their market matures and needs increase. Connect-me networks will benefit from the growing ecosystem of WiMAX enabled consumer electronics, such as video cameras, music players, and gaming devices. Motorola's wi4 WiMAX solution allows for easy upgrades to mobility with software and capacity.

* See Section 2, "Serving the Needs of Diverse Operator Requirements", for a description of these two hypothetical service providers that have been created for the purpose of this brochure to illustrate how the Motorola wi4 WiMAX portfolio can meet diverse requirements

Multimodal handheld devices for true mobility and seamless inter-technology handovers

Chipsets optimized for mobility, with low power and a small footprint

IMS & SERVICE
DELIVERY
PLATFORM

IMS & SERVICE DELIVERY PLATFORM: OVERVIEW

The combination of Motorola's IMS and Services Delivery Platform provide an environment that greatly increases your ability to offer new applications, and profit from them. Whether you are a Wireline operator, mobile operator or new entrant, you will be able to offer multimedia services across both next generation, IP based access networks as well as traditional, circuit switched networks. Motorola's IMS and Service Delivery Platform are standards-based, access agnostic, and utilize open interfaces and functional components that can be readily assembled to support both real-time and on-demand multimedia sessions with tightly enforced policy management and flexible charging.

Motorola offers a comprehensive IP architectural framework to support optimal delivery and monetization of personal media experiences

Motorola's IMS provides the foundation for developing and delivering rich multimedia services and applications that require real-time synchronous operation. Paired with high performing WiMAX connections, you can deliver the compelling personal media experiences that are demanded by end users, necessary for competitive differentiation and new revenue streams.



Our IMS and service delivery platform integrates voice, data and video with mobility to deliver the personal media experience.

Motorola's IP Multimedia Subsystem (IMS) is a comprehensive, rapidly deployable, standards-based control layer solution for delivering real-time multimedia synchronous services based on an IP backbone

MOTOROLA IMS ADVANTAGES

Quality enforcement

Motorola IMS offers the strict policy enforcements to ensure a Quality of Service unattainable from traditional IP solutions and necessary for a true, carrier-grade offering. Management of quality is critical to meet the service assurances for applications ranging from basic VoIP to more sophisticated enterprise offerings.

Reduced cost

With wide industry support across international standards bodies and built on an all-IP framework, operators will benefit from reduced costs following standards-based, IP cost declines as well as benefit from assurances of cross-network interoperability.

Scalable Installation

Motorola's IMS platform offers solutions that can be scaled from reduced investment platforms supporting basic VoIP and data services to sophisticated platforms supporting converged IP multimedia applications.

Motorola's flexible, modular Service Delivery Platform enables rapid application development, and efficient service provisioning and orchestration across multiple access networks, driving fast time-to-revenue

Service Delivery Platforms allow you to expose application programming interfaces (APIs) for all network infrastructure components, allowing software developers to easily leverage the power of the network in creating exciting new applications. Motorola's Service Delivery Platform is among the most comprehensive on the market, yet allows remarkable flexibility. The platform supports the complete runtime lifecycle of an application, including creation, deployment, management, execution, and orchestration. At the same time, Motorola's platform has the capabilities necessary to create innovative retailing options, supporting provisioning of quad-play services and deployment of applications across multiple access networks.

Motorola's IMS and Service Delivery Platform offer scalable solutions sized to installations both small and large and supporting applications ranging from VoIP to rich multimedia services



Motorola works with you to customize solutions meeting the diverse needs of your end-user base.

Operational Support Systems (OSS) and Business Support Systems (BSS), such as service management, provisioning, billing, and customer care, are also key architecture components necessary for managing a rich application environment. Both the Motorola IMS and Service Delivery Platform provide robust connectivity to these systems. The Motorola Service Delivery Platform also provides some key OSS/BSS components, such as pre-paid billing mediation, and service management functionality.

MOTOROLA SERVICE DELIVERY PLATFORM ADVANTAGES

Tailored services

With a flexible architecture supporting service creation, provisioning, and billing, you can customize services by combining voice, multimedia, and messaging services with capabilities such as presence, location and identity.

Modular design

Motorola's Services Delivery Platform is highly modular, allowing you to only deploy the components needed based on your service offerings and infrastructure. Motorola works with you to customize a solution that includes the necessary Service Delivery Platform capabilities, as well as system integration of applications and application servers.

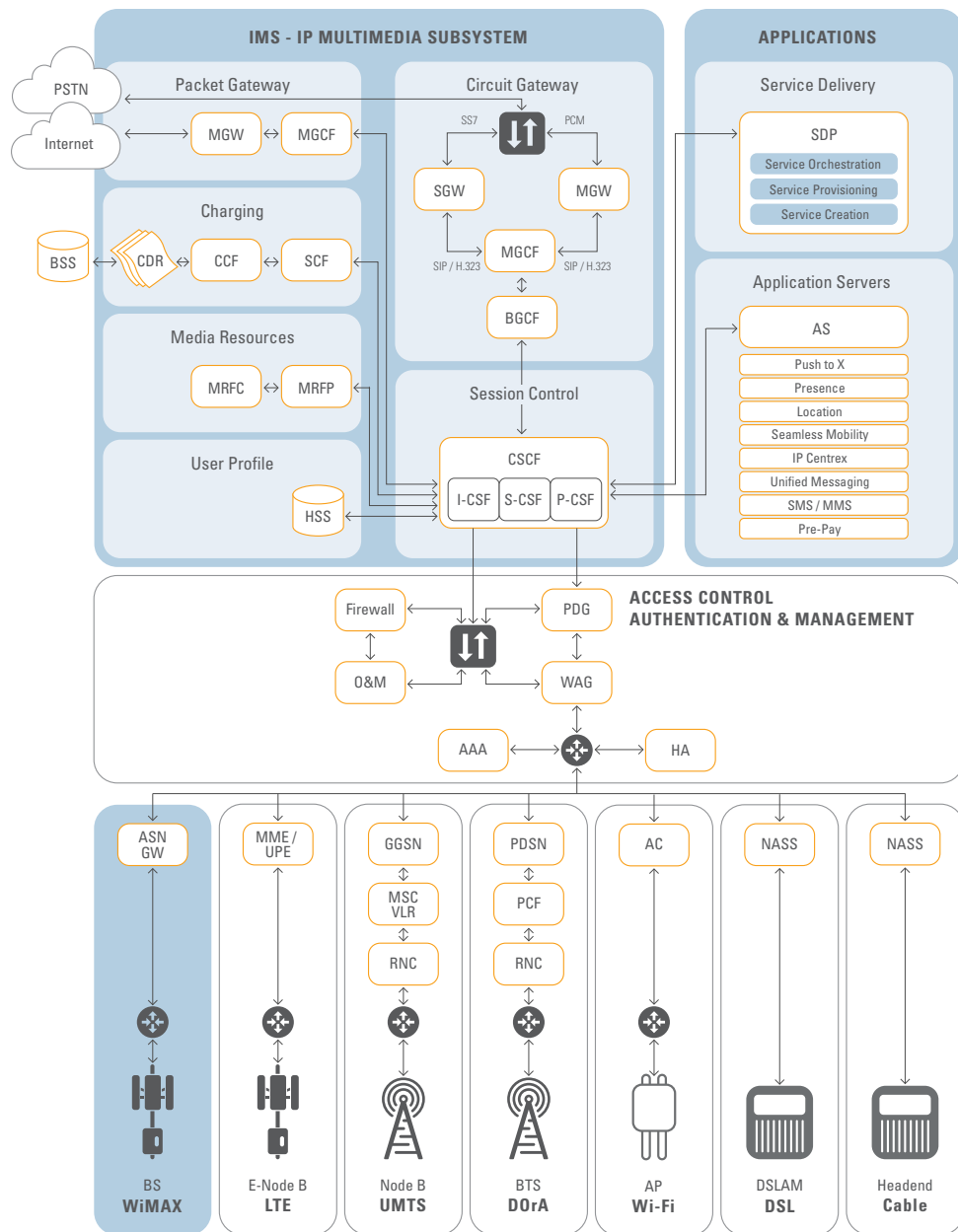
Fast Time-to-Revenue

With quad-play provisioning and bundling capabilities, and a rapid application development environment, Motorola's Service Delivery Platform helps you generate revenue quickly from infrastructure investments.

IMS & SERVICE DELIVERY PLATFORM: SYSTEM ARCHITECTURE

Motorola WiMAX System Architecture

The following diagram represents the key functional components driving the end-to-end wi4 WiMAX system architecture. The system considers a full IP core solution with an IMS combined with a Service Delivery Platform and Application Servers offering a broad base of application enablers. Recognizing that operators are increasingly employing a variety of technologies in their access portfolio to reach their users in multiple domains, the system represents how multiple access technologies may interconnect to the common core and service delivery solutions.



IMS IP MULTIMEDIA SUBSYSTEM

Charging

SCF	Session Charging Function
CCF	Charging Collector Function
CDR	Call Detail Records
BSS	Billing Support System

Media Resource

MRFP	Media Resource Function Processor
MRFC	Media Resource Function Collector

User Profile

HSS	Home Subscriber Server
-----	------------------------

Session Control

CSCF	Call Session Control Function
I-CSCF	Serving CSCF
P-CSF	Proxy CSCF

Circuit Gateway

BGCF	Border Gateway Control Function
MGCF	Media Gateway Controller Function
MGW	Media Gateway
SGW	Signaling Gateway

Packet Gateway

MGCF	Media Gateway Controller
MGW	Media Gateway

APPLICATIONS

Service Delivery

SDP	Service Delivery Platform
-----	---------------------------

Applications Servers

AS	Application Servers
----	---------------------

ACCESS CONTROL AUTHENTICATION & MANAGEMENT

AAA	Authentication, Authorization, Accounting
HA	Home Agent
WAG	Wireless Access Gateway
PDG	Packet Data Gateway
O&M	Operations & Management

ACCESS NETWORKS

WiMAX

ASN GW	Access Service Network Gateway
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LTE

MME	Mobility Management Entity
UPE	User Plane Entity

UMTS

GGSN	Gateway GPRS Node
MSC	Mobile Switching Center
VLR	Visitor Location Register
RNC	Radio Network Controller

DOiA

PDSN	Packet Data Serving Node
PCF	Packet Control Function
RNC	Radio Network Controller

Wi-Fi

AC	Access Controller
----	-------------------

DSL & Cable

NASS	Network Attachment Subsystem
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IMS & SERVICE DELIVERY PLATFORM: DECISION POINT

IMS & SERVICE DELIVERY PLATFORM SELECTIONS



Excitement Wireless is looking to build a rich application ecosystem very quickly. To do this, they will need the capability to support synchronous voice, video and data sessions over IP provided by an IMS, as well as the open service creation environment and management environment that is provided by a Service Delivery Platform. Excitement has therefore chosen to deploy a full IMS implementation and has custom-tailored an SDP deployment that will allow application developers to have access to key enablers, such as location and presence.

Excitement is planning to integrate their WiMAX network with the networks of the companies that have provided funding for this WiMAX start-up, to allow service bundling and true quad-play offerings. The Service Delivery Platform will allow the provisioning of services across disparate networks. Application developers will also be able to write applications that combine capabilities of the WiMAX network with wireline or existing cellular networks. The IMS will allow call continuity between WiMAX and other access technologies.



Connect-me Networks wants to show return on investment very quickly, however realizes that they need options for future growth. To support both of these goals, they have chosen to deploy the required Service Delivery Platform modules needed to support their current service goals of broadband connectivity and VoIP. They will wait to deploy a full IMS, however they will start deploying key components of IMS, such as SIP servers and Enterprise IP PBX systems, to support IP calls when their network launches. Using Motorola's scalable, modular platforms, Connect-me Networks will cost-effectively be able to add core network and service layer capabilities that complement current investments in a few years, when they want to begin offering more complex applications to their customers.

* See Section 2, "Serving the Needs of Diverse Operator Requirements", for a description of these two hypothetical service providers that have been created for the purpose of this brochure to illustrate how the Motorola wi4 WiMAX portfolio can meet diverse requirements

MOTOROLA *SERVICES* FOR WiMAX

SERVICES FOR WiMAX: OVERVIEW



Motorola integration specialists deploy a WAP 400.

Optimal Solutions for WiMAX Systems & Applications

Motorola Services are provided by highly experienced services professionals with proven processes and innovative technology that will ensure you launch your service on-time and on-budget. As you prepare for launch, Motorola can provide Application Services that help you deploy and manage applications to monetize the network, and a service

delivery platform to enable an applications ecosystem. We also have the expertise to manage your network, with flexible options based on your requirements and business model. Our people are in every region of the world, and there is no place too remote for us to help you.

With our established, leading-edge network design, systems integration and program management services, supplemented with our proven industry leading experience in successful multi-vendor, multi-technology secured environments, our wi4 WiMAX services have been tried and tested to supply complete solutions as the market moves towards more advanced multimedia, interactive gaming, or Voice over IP (VoIP) services. This expertise enables you to maximize the competitive advantage and efficiencies for your unique WiMAX deployments.

Motorola Services collaborates with customers to deliver optimal WiMAX solutions across systems and applications addressing the complete lifecycle of a WiMAX deployment

Motorola currently manages, and continues to build the largest IP-based nationwide WiMAX networks commercially deployed to date

SUPPORT SERVICES	INTEGRATION SERVICES	MANAGED SERVICES	APPLICATION SERVICES
Support, Training Operations, Maintenance Optimization Security Network Management	Planning & Design Installation, Commissioning Turnkey Services Program Management	Out-Tasking Out-Sourcing Build, Operate, Manage/Transfer Hosting Services	Services, Application Delivery Framework End-User Applications Hosting Services MVNO



To efficiently plan, design, deploy, manage and maintain WiMAX networks, the Motorola Services business is organized into “practices” that allow us to greatly refine the skills of our people in specific capabilities. These practices are Integration, Support, Applications, and Managed Services.

During a new network roll-out, the capabilities in each of these practices come together to serve you during all phases of the deployment lifecycle. The following are a few examples:

Support Services, offered as Total Network Care, and Integration Services lower total cost of ownership and deliver high network availability

- **Pre-deployment**

Integration services for design and planning, such as Network Analysis & Modeling

- **Deployment**

Integration services such as Network Deployment for infrastructure; Value-added Support services such as Network Management and Security

- **Post-deployment**

Support, Application and Managed services that range from ongoing managed network optimization, to custom development and integration of applications, to a full Managed Services solution that allows you to greatly decrease the risks inherent to operating a network.



Compelling personal media experiences will drive a profitable business model.

THE MOTOROLA SERVICES DIFFERENCE —IP INTEGRATION MEETS RAN EXPERTISE

High-speed wireless broadband networks can be complex to deploy and maintain without the right partner to operationalize the network. Not only are there the demands of integrating IP-based data and multimedia applications, but wireless range over the radio network must be carefully managed to deliver consistent, reliable access for every user.

Motorola currently manages, and continues to build out the largest IP-based nationwide WiMAX network commercially deployed to date, serving wireless broadband to more than four million citizens. We have extensive experience integrating IP with our world-leading RAN capabilities. Motorola Services has been a key component in all of the 17 commercial contracts Motorola has signed for IP-based WiMAX solutions. IP has also been an important component in providing data over other wireless networks, and Motorola has launched more than a thousand wireless networks all over the world.

Application Services provide end-to-end solutions and system integration, from core, to application to device, that allow you to monetize the network and gain fast time-to-revenue

Managed Services increase efficiency and allow you to focus on acquiring customers while Motorola operates and maintains the network

Collaborate with WiMAX Experts

Motorola Services collaborates with you to deliver optimal wireless solutions in network infrastructure and applications. Our leading expertise in wireless system integration, network optimization, and security for WiMAX is supported by our leadership in OFDMA, our legacy as an RF pioneer and 70+ years of experience with multivendor, multi-technology wireless networks.

WiMAX offers the potential to have a dramatic impact on the business model of wireless service providers—and Motorola’s wi4 WiMAX Services are designed to realize that potential, helping operators through the complete lifecycle of a network deployment. Motorola can help you achieve greater profit through maximum network performance, lower cost of ownership, and differentiating applications.

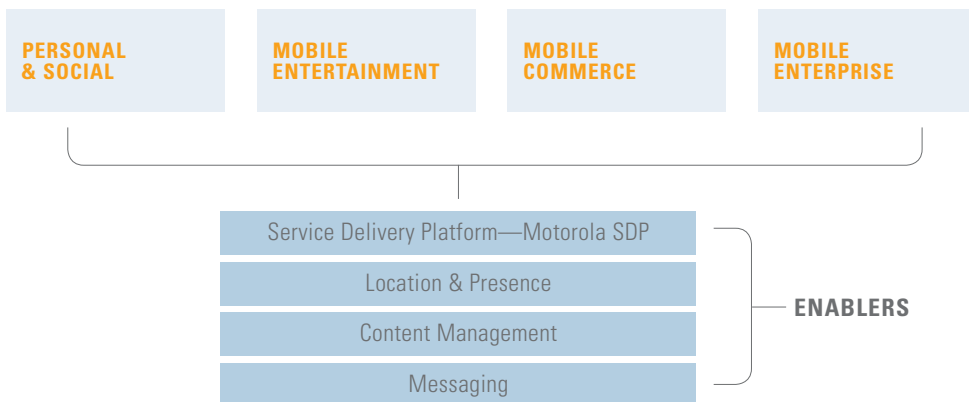
We have helped secure the networks of some of the largest network operators in the world, integrated and optimized hundreds of complex multi-vendor systems for over twenty years, and have managed over 100 networks worldwide.

**INNOVATIVE APPLICATIONS
— MONETIZE YOUR NETWORK**

The speed and reach of MOTOwi4™ networks enable you to offer experiences to your customers that far surpass anything they have seen in the mobile environment. Motorola has the solutions and services you need to offer those cutting edge applications, and the experience and expertise to make sure you deploy them in a way that maximizes your profit.

The complex modern network may include multiple access technologies that span wireline and wireless, including cellular, Wi-Fi and WiMAX. Motorola’s unique expertise across all those technologies means we can be your single contact for delivering a comprehensive solution from content to network to devices. All our application solutions are centered on the highly modular Motorola Service Delivery Platform.

Motorola can deploy and host custom-tailored applications for you that will differentiate your WiMAX offering from other broadband offerings on the market. Four key categories of Mobile Entertainment (Including Mobile TV), Mobile Commerce, Mobile Enterprise, and Personal & Social Communications, supported by key enablers such as Location and Presence, will provide you with an application layer that will empower you to greatly increase revenue from your infrastructure investments.



SERVICES FOR WiMAX: SERVICES & BENEFITS

INTEGRATION SERVICES

Design, Planning, and Deployment

Lower Total Cost of Ownership and Faster Time to Revenue

- **Analysis & Modeling**—Accurately predict network behavior before launch
- **Deployment Services**—Cost-effective, on-time design and deployment under aggressive schedules of end-to-end solution (incl. 3rd party components)

SUPPORT SERVICES

“Total Network Care” for Support, and Performance

High Availability, Lower OpEx and CapEx, Higher Customer Satisfaction

Motorola’s Total Network Care consists of multi-vendor, multi-technology support services designed to help you meet the highest performance standards.

- **Basic Support**—Single-point of contact for operational support, maintenance and technical training to reduce site visits and increase operational efficiency and quality.
- **Value Added Services**—Achieve even greater performance and manageability from a fine-tuned network to maximize your investments
 - **Network Optimization**—Optimal performance and enhanced capacity with market-leading analytical tools and processes
 - **Wireless Network Security Services**—Protect the WiMAX network with a holistic, real-world security architecture.
 - **Network and Service Management**—A holistic system view to manage the health of a network, and simplify integration of billing for new applications

APPLICATION SERVICES

Custom-tailored, Efficient Application Solutions to Monetize the Network

Increased Revenue, Speed to Market, Competitive Differentiation

- **Comprehensive Solutions**—Mobile Entertainment, Mobile Commerce, Mobile Enterprise, Personal & Social Communications
- **Service Delivery Platform**—Full customization and system integration of the Motorola Service Delivery Platform, for faster deployments and a broader applications ecosystem
- **Consultancy**—Advisory services to create compelling user experiences
- **Solution Integration**—Full solution from content to network to devices

MANAGED SERVICES

Out-Tasking, Outsourcing, Management, Hosting

Increased Confidence and Allow Focus on Core Competencies

Motorola monitors some of the largest access networks in the world, and is leveraging that capability as a leader in managed services for wireless broadband.

- **Out-Tasking**—Realize maximum efficiency in specific tasks
- **Outsourcing**—Decrease risk in key functions of your operations
- **Build, Operate, Manage/Transfer**—Gain confidence through service level agreements defined by key performance indicators. Maintain flexibility to manage the network in the future.
- **Hosting**—Deploy applications or systems without large initial investments

SERVICES FOR WiMAX: DECISION POINT

WiMAX SERVICE SELECTION



Excitement Wireless needs a system integrator that has leading technology, tools and experience with mobile WiMAX. Excitement selects key services such as integration and support to get the network running at peak performance levels, and for fast time to market. Excitement leverages Motorola's out-tasking services for ongoing optimization of the network after launch. Finally, Excitement uses Motorola's Application Services to deploy and integrate a WiMAX application layer environment for rapid application deployment, delivery and management, and a 3rd party application ecosystem.



Connect-me Networks has been focused on customer acquisition, therefore needs to leverage the full scope of Motorola's Managed Services capability. In addition, the ability for Motorola to scale as needed for Connect-me Networks will fit very well with their plan for a staged roll-out of service based on user uptake. To ensure Connect-me can continue cost-effective operations, they will utilize Motorola's Technical Training solutions to get their people up to speed on operating a WiMAX network as quickly as possible.

* See Section 2, "Serving the Needs of Diverse Operator Requirements", for a description of these two hypothetical service providers that have been created for the purpose of this brochure to illustrate how the Motorola wi4 WiMAX portfolio can meet diverse requirements



Motorola manages Wateen's deployment and network operations in Pakistan.

Wi4 WiMAX

SUMMARY

END-TO-END. VERSATILE. *PROFITABLE*

WIN MARKET SHARE NOW WITH MOTOROLA wi4 WiMAX, AVAILABLE TODAY

WiMAX has created a unique opportunity for service providers to break into new markets, and unleash the power of broadband networks. Motorola wi4 WiMAX is the versatile portfolio needed for delivering all-IP mobile or fixed broadband service to subscribers today.

Motorola has the global deployment and management experience and business model expertise to help service providers of all types, including wireless operators, ISPs, and greenfield operators, to launch a profitable WiMAX service with fast speed-to-revenue. Our solution includes all the components needed to offer service to end-users, and has the flexibility to tailor those components as necessary for very diverse requirements.

Motorola has received significant recognition for its wi4 WiMAX portfolio, including awards for Network Architecture, the Flexible Access Point Portfolio, Customer Premises Equipment, and our global deployments and management. Our aggressive roadmap aims to continue leading the market in WiMAX products and services.

MOTOROLA MOTOwi4 SOLUTIONS

Motorola wi4 WiMAX is part of the Motorola MOTOwi4™ comprehensive wireless broadband portfolio. MOTOwi4™ addresses the needs of the wireless broadband market with end-to-end solutions covering all aspects of the broadband wireless access deployment. With a deep and extensive product and services portfolio, RF leadership, decades of R&D investment, and experience as a global supplier of broadband wireless access solutions, Motorola partners with operators to achieve a best in class wi4 WiMAX network experience.



Motorola wi4 WiMAX solutions provide all the options necessary to make your network a business success regardless of your region of the world and whether you are a new operator or have existing business in wireline, wireless, or ISP services.



MOTOROLA

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