MOTOROLA SOLUTIONS PARTNEREMPOWER CHANNEL WEBINAR

INTRODUCING THE LATEST ADDITION TO THE MOTOTRBO[™] PORTFOLIO

24th March 2022



TOROLA

Phone lines are all muted Type questions in the "Questions" area on the webinar control panel Session is being recorded



WE HELP PEOPLE BE THEIR BEST IN THE MOMENTS THAT MATTER

Together, Stronger and United

ØB

Over 1 million radios deployed

Over 13K radio systems deployed

Award winning designs



TOP 10 COMMUNICATION DEVICES 2017-2021 TOP 10 OF 201 IF RANKING



MOTOTRBO DEVELOPMENT COMMITMENT



R7 SERIES BE HEARD





THE NEXT GENERATION MOTOTRBO™

MOTOTRBO







KEY FEATURES



LOUD AND CLEAR

- SHARP, CLEAR AUDIO - BE HEARD ABOVE ALL ELSE - CUSTOMISABLE AUDIO EXPERIENCE

FIT FOR BUSINESS

- BUILT TO OUTPERFORM - CONNECTED WHEN IT COUNTS - MINIMISE DOWNTIME

READY FOR TOMORROW

- BIG FEATURES, COMPACT DESIGN - CRITICAL INFO AT FIRST GLANCE - CONNECT AND COLLABORATE MOTOROLA





LOUD AND CLEAR

))

SHARP, CLEAR AUDIO

HEAR AND BE HEARD MORE CLEARLY THAN EVER BEFORE, THE FIRST TIME

- Adaptive Dual Microphone Noise Suppression for game-changing noise cancellation
- Automatic Acoustic Feedback Suppression cancels out the feedback of other close-by radios
- Intelligent Audio monitors background noise and adjusts speaker volume automatically
- IMPRES[™] technology ensures R7 works seamlessly with your Motorola Solutions accessories

BE HEARD ABOVE ALL ELSE

MOTOROLA

Channel 7

UNPRECEDENTED LOUDNESS, SO YOUR TEAM CAN HEAR IN ANY SITUATION

- Re-engineered with a more powerful speaker
- 102 phons = 4x louder than a shouting conversation
- Programmable extra loud profile reaches up to 107 phons

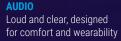
CUSTOMISABLE EXPERIENCE

ADAPT YOUR RADIO WITH ACCESSORIES THAT MAKE YOUR FLEET EASIER TO USE AND MORE CAPABLE

- Quickly reach and use your radio with remote speaker microphones and other accessories
- Extra loud profile can be supported on a number of purpose-built accessories







ENERGY Maximise power for the longest shifts **CARRY** Secure, easy access



ANTENNAS Designed for wearability



DURABLE & ROBUST DESIGN

More robust overall including an **improved side connector** design that prevents the likelihood of failure thus reduces total cost of ownership in the longer run.

R

Corrosion proof side connector eliminates the need for a dust cover.

FIT FOR BUSINESS

BUILT TO OUTPERFORM

TESTED TO MEET MILITARY STANDARDS. BUILT TO OUTPERFORM WHATEVER IS THROWN ITS WAY.

- MIL-STD 810 C,D,E,F,G and H
- IP68: Dust-tight, water immersion up to 2 metres for 2 hours
- IP66: Direct impact from highly pressurised water streams
- Ruggedised screen for impact resilience
- Housing resists disinfectants and decontamination substances¹
- TIA4950 Intrinsically safe option for operation without the risk of ignition or fire





DESIGNED FOR SAFETY IN MIND

TESTED TO MEET MILITARY STANDARDS. BUILT TO OUTPERFORM WHATEVER IS THROWN ITS WAY.

- Made from the latest material developed for medical products that will offer much better resistance against disinfectants and decontamination substances. Meet MIL STD 810H
 Contamination with Fluids as well as MOTOTRBO's stringent ruggedness and reliability tests.
- List of approved substances and procedures can be found in the Radio Care section of the user guide.



CONNECTED WHEN IT COUNTS

CUSTOM VOICE COVERAGE FOR ANYWHERE YOU DO BUSINESS

SUPERIOR SIGNAL **STRENGTH**

12:32

間

CONTROL OF FEATURES AND DEVICES ON YOUR NETWORK

CAPABILITIES TO ENSURE THAT YOUR TEAM IS ONLY A BUTTON'S PUSH AWAY



MINIMISE DOWNTIME

Compact form factor and exceptional battery life

Battery self-calibration eliminates hours of downtime WI FI

Q



Over-the-air programming and updating via Wi-Fi keeps your radios up to date without taking them out of the field

Built-in safeguards ensure your device is safe from unauthorised access and interception

Enhanced warranty and optional services help you resolve issues with minimal downtime so you can keep your devices in the field longer, with five years of included coverage³

 Enhanced warranty includes 2 years hardware repair and 5 years technical support and software updates as standard. Optional services available to provide 5 years hardware repair or 5 years accidental damage hardware repair.



BIG FEATURES, COMPACT DESIGN

MORE FEATURES THAN EVER BEFORE, IN A SLEEK AND ERGONOMIC FORM FACTOR

- 2.4 in. 320 x 240 px. QVGA display for easy navigation
- Front and back microphones for advanced noise cancelling
- Powerful forward-facing speaker delivers loud and clear audio
- 2.4 GHz and 5 GHz Wi-Fi and Bluetooth 5.2 for simple connectivity
- Slim, long-lasting battery for more talk time
- Large emergency button with optimised ergonomic design







CRITICAL INFO AT FIRST GLANCE

FEWER CLICKS, LESS SCROLLING AND NAVIGATING

- Large, updated display for an intuitive user experience and efficient navigation
- Uncomplicated user experience minimises
 learning curve
- Detailed notifications on the home screen
- Keep your team informed and productive



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CONNECT AND COLLABORATE

- Streamline safety, security, and connectivity into a single workflow
- Collaborate with video security systems, sensors and more
- Keep your team at peak productivity and efficiency
- Scalable connectivity with Motorola Solutions ecosystem

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|---------------------|-------|
| 09/2021 | 12:32 |
| Zone B Channel 1 | |
| Message Erin B | 0 |
| Enn.D | 12:06 |
| 7 | |



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WORKS BETTER WITH WHAT YOU HAVE

Smartphone collaboration app with the R7 allows user to view the radio and its network status, state of calls and emergency notification.

Available today on Google Play for Android Search "M-Radio Control (MOTOTRBO)"







CYBER SECURITY RESILIENCE

MOTOTRBO™ R7 CYBER SECURITY COMPONENTS

NIST CYBER SECURITY FRAMEWORK

SECURE BOOT PROCESSOR

SECURE ENHANCED OPERATING SYSTEM





Protecting the investment you've made

MOTOTRBO R7 MODELS - COMPARISON

| Feature Proposal | R7a (NKP) | R7 CAPABLE (NKP / FKP) | R7 PREMIUM (NKP / FKP) |
|--|--------------------------------|---------------------------------|--------------------------------|
| Default Zero Price Battery | 2450mAh Core Battery | 2200mAh IMPRES Slim Battery | 2200mAh IMPRES Slim Battery |
| Basic Privacy | 🔽 (non-TIA Model Only) | \checkmark | \checkmark |
| Enhanced Privacy | \checkmark | \checkmark | \checkmark |
| UL TIA 4950 Option | \checkmark | \checkmark | \checkmark |
| GCAI MINI Accessory Connector | \checkmark | \checkmark | \checkmark |
| One Time Activation (DC Regionalisation) | Not Required | Required | Required |
| Option Board Capable (After Market) | × | \checkmark | \checkmark |
| Man Down / Fall Alert | × | Charged Licence Key - Optional* | \checkmark |
| DINC (Dual Input Noise Cancellation) | × | \checkmark | \checkmark |
| Bluetooth 5.2 | × | Charged Licence Key - Optional | \checkmark |
| Wi-Fi 2.4 & 5Ghz | × | Charged Licence Key - Optional | \checkmark |
| GNSS | × | Charged Licence Key - Optional | \checkmark |
| Indoor Location | × | Charged Licence Key - Optional | \checkmark |
| Bluetooth accessory commands | × | Charged Licence Key - Optional | \checkmark |
| AES 256 Encryption | Charged Licence Key - Optional | Charged Licence Key - Optional | Charged Licence Key - Optional |
| Audio Recording | × | Charged Licence Key - Optional | \checkmark |
| Bluetooth Generic Sensor | × | Charged Licence Key - Optional | \checkmark |
| Radio Smart App | X | Charged Licence Key - Optional | \checkmark |

*0.00 Price CFS Licence Option

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SYSTEM COMPATIBILITY

R7 is fully compatible with DMR Tier II and Tier III as well as all MOTOTRBO systems.



ACTIVATE YOUR R7

MOTOTRBO



*Certain countries do not support customer One Time Activation (DC SW Regionalisation Option will be required) - please refer to the One Time Activation manual Country List includes: Afghanistan, Azerbaijan, Belarus, Iran, Iraq, Kazakhstan, Kuwait, Latvia, Lebanon, Lithuania, Russia, Somalia, South Sudan, Sudan, Syria, Ukraine, Yemen *Process not required for R7a model

MOTOTRBO R7 SERIES



WHERE ARE WE GOING?

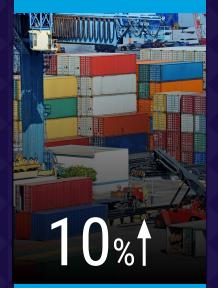
A return to growth, demand resurges



DMR/dPMR/PDT terminal shipment units forecast between 2021-2025 outlook - Omdia Report "DMR/dPMR & Competing Technologies 2021"

AREAS OF GROWTH

TRANSPORT



Railways, airports, metros, traffic management, logistics



Oil and gas, nuclear, water supply, exploration and production, wind farms



Construction, heavy industries, agriculture and maintenance, production (food/chemicals)

OTHER 13%

Public services (fire, police, ambulance), governments, forestry, game wardens

CAGR, Based on Europe, Middle East, Africa DMR/dPMR/PDT terminal shipment units forecast between 2022-2025 outlook - Omdia Report "DMR/dPMR & Competing Technologies 2021"

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TRANSPORT VIDEO SURVEILLANCE / ACCESS CONTROL INTEGRATION



Access control system detects repeated attempts to enter a secure area, where high-valued pharmaceuticals are stored.



Appropriate security team members are alerted and given the alarm location on their MOTOTRBO R7 radios.

Cameras automatically turn toward door with the tripped alarm, revealing someone trying to gain unauthorised entry.



Security personnel are en-route to the incident. Control centre staff monitor security personnel's location using their R7.



A timeline of the incident is automatically created for review, training or sharing with authorities.

UTILITIES GAS SENSOR INTEGRATION



Honeywell Gas Sensors detect SO₂ at unsafe levels.



MOTOTRBO R7 relays the alert to Honeywell application via MOTOTRBO system.





Unsafe gas alert sent to all other radios in MOTOTRBO system.



Thanks to MOTOTRBO and Honeywell integration, the plant can react in a timely manner.

MOTOTRBO NEXT GEN UPDATES

PRODUCT COMPARISON

Physical Attributes Large colour main display

| | DP4000e | R7 | R7a | |
|-------|----------------------|-----------------------|-----|--|
| | | | | |
| | 1.8" Low Pixel Disp. | 2.4" High Pixel Disp. | N/A | |
| KXXXX | | Υ | Y | |
| | Ν | Y | Y | |
| | V | V | V | |

| | | 211 mgn mei Biopi | , |
|--------------------------|--|---|--|
| | Ν | Y | Y |
| | Ν | Y | Y |
| XXX | Υ | Y | Y |
| XXXX | Ν | Y | Y |
| | Ν | Y | Y |
| | BT4.0, WI-FI 2.4GHz GPS / GLONASS/ BEIDOU | BT5.2, WI-FI 2.4/5GHz, GPS / GLONASS / BEIDOU / GALILEO | N/A |
| | 12 - 29 hours | 19 - 28 hours | 19 - 29 hours |
| Non-Display: Display: | 130 X 55 X 34 mm, 295g 130 X 55 X 36 mm, 330g | 132 X 56 X 31 mm, 289g 132 X 56 X 35 mm, 316g | 132 X 56 X 31 mm, 289g n/a |
| | • • | N N Y N N BT4.0, WI-FI 2.4GHz GPS / GLONASS/ BEIDOU 12 - 29 hours Non-Display: 130 X 55 X 34 mm, 295g | N Y N Y Y Y Y Y N Y N Y N Y N Y N Y State State BT4.0, WI-FI 2.4GHz BT5.2, WI-FI 2.4/5GHz, GPS / GLONASS / BEIDOU / GALILEO I2 - 29 hours 19 - 28 hours Non-Display: 130 X 55 X 34 mm, 295g 132 X 56 X 31 mm, 289g |



MOTOTRBO NEXT GEN UPDATES

| | <u>ple</u> | |
|------------------------|---|--|
| | | |
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| PRODUCT COMPARISON | DP4000e | R7 | R7a |
|--|---------|--|--|
| Audio Performance | | | |
| Louder audio in noisy environments | 99 phon | 102 phon out of the box Programmable up to 107 phon | 102 phon out of the box Programmable up to 107 phon |
| Dual active noise cancellation | SINC+ | DINC | SINC+ |
| Simplified audio configuration | N | γ | Y |
| Wideband speaker and microphones | N | γ | Y |
| Software Solutions | | | |
| Modern graphical user interface with shortcuts | N | Υ | Ν |
| Secure boot processor | N | Υ | Y |
| Compliant to WPA3 WI-FI security protocol | Ν | Υ | Ν |

SERVICE OFFERINGS

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Channel2

Zones | Contac

EMEA SERVICES THE VALUE OF OUR SUPPORT

SUPPORTED WITH SERVICE PACKAGE

SYSTEM SOFTWARE RELEASES

Latest SW & Security patches available to install

TECHNICAL SUPPORT

- Dedicated Helpdesk
- Access to MSI's Global technical support

DEVICE COMPATIBILITY

· Voice and Features tested for previous three SW releases

HARDWARE REPAIR

- Qualified MSI Technicians
- Genuine Parts with warrantied repair



SYSTEM SOFTWARE RELEASES

NO SERVICE PACKAGE OR SUPPORT

- SW upgrade not possible
- TECHNICAL SUPPORT
- Not available



DEVICE COMPATIBILITY

• Voice and feature compatibility not tested

HARDWARE REPAIR

- Can be more expensive than a Package
- SW may need to be upgraded if necessary for repair

EMEA SERVICES AT A GLANCE

SERVICES PACKAGES AT-A-GLANCE Accidental Damage with HW Repair and Accidental Damage **Hardware Repairs** Standard Hardware **5YR ENHANCED WARRANTY** ENHANCED WARRANTY Warranty* **MyView** with HW Repair ** 5YR ENHANCED WARRANTY **Technical Support** Software Maintenance 5YR

* 2 Years Manufacturing Defects Only ** Optional Add Ons

AVAILABLE RESOURCES

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MARKETING MATERIALS

- Brochure*
- Datasheet^{*}
- Experience Web Page
- Product Detail Web Page
- Product Images
- Workstyle Images
- Customer Presentation
- Accessory Brochure
- Be Heard Video
- How It's Made Videos

ES EN PL PL | RU I ES I FN DF PL ΕN FR DE RU DE | PL | RU FR ΕN Brand Portal (log on required) Brand Portal (log on required) Partner Central (log on required) EN ΕN Part 1, Part 2, Part 3



*Co-brandable assets available on the partner Marketing Center

SALES ENABLEMENT

LXP TRAINING COURSES*

<u>PCT0144</u> – MOTOTRBO R7 Overview Course (EN | FR | DE | IT | RU)

LXP MANUALS*

• Quick Reference Guide, User Guide, Accessory Leaflet, Basic Service Manual, One Time Activation Guide, UL Manual, RED Leaflet, EME Safety Manual

PRICING CATALOGUES*

(on MOL Resource Centre "Two-way Radio and Accessory Pricebooks")

EUR | GBP | USD

* Access to LXP and MOL available to registered users



ORDERING INFORMATION

MOTOROLA

Zones | Conta

ORDERING INFORMATION

Please refer to price pages for additional radio, option and accessory information

STANDARD PACKAGE INCLUDES

- Battery
 - R7: IMPRES Li-Ion IP68 2200mAh
 - **R7a:** Li-Ion IP68 2450mAh
 - TIA4950 Models: IMPRES Li-Ion IP68 3200mAh TIA4950
- IMPRES Single-Unit Charger
- Antenna (VHF or UHF)
- 2 Inch Belt Clip
- Enhanced Warranty (2 Years Hardware Repair, 5 Years Technical Support and Software Updates)

AVAILABLE OPTIONS

- Antenna Options
- Battery Options
- Accessory Dust Cover
- Quick Reference Guide
- DC Regionalisation
- 5 years hardware repair or
 5 years accidental damage and
 - hardware repair



MOTOTRBO Bluetooth Voice, Pan Profile and Data Value Pack

Please refer to price pages for additional radio, option and accessory information

MOTOTRBO Wi-Fi

R7 CAPABLE Radios - following features to be purchased a la carte

- HKVN4522A
- HKVN4379A
- HKVN4876A MOTOTRBO Enable GNSS
- HKVN4431AMOTOTRBO Enable Indoor Location
- HKVN4405A MOTOTRBO Enable Mandown*
- HKVN4881AMOTOTRBO R7 Audio Recording
- HKVN4885AMOTOTRBO R7 Bluetooth Generic Sensor
- HKVN4889AMOTOTRBO R7 Smartphone Collaboration

* R7 Capable Models - the Mandown/Fall Alert licence has been made zero price. The feature will become standard as part of M2022.01

R7 PREMIUM Radios

• All the above features are standard

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PARTNER HUB - ORDERING

| MOTOROLA SOLUTIONS Explore Shop Partner Hub | | | What are you looking | ng for? Q 3 su | upport III Quick links 🥵 My Cart BS |
|--|-------------------------|---------------------------|-----------------------|--------------------------------|-------------------------------------|
| Home Accounts Management Sales Management Support Services | Partner Central 🗸 Tas | sks & Events LXP Access 🖇 | a | | E Create New |
| Home My dashboard @ | | | ✓ E | dit dashboard | Acme corporation Platinum |
| Hello Wojciech | Partnership records - r | ecently viewed | | | |
| You have 2 tasks in Partner Hub Go to Task Manager | Record Name ↓ | Document type ↓ | Upload dat | te↓ File | type ↓ |
| | File_name_one.pdf | Assigned Reseller Report | April 2019 | | PDF |
| 10 mandatory trainings in LXP | File_name_two.pdf | Assigned Reseller Report | May 2019 | | PDF |
| Go to LXP Portal 7 | File_name_three.pdf | Assigned Reseller Report | June 2020 | | PDF |
| | File_name_four.pdf | Distributor COOP Report | June 2020 | | PDF |
| 2 new files have been released | File_name_five.pdf | Growth Rebate Program R | tesults May 2019 | | DOC |
| Go to Partnership Records | File_name_six.pdf | POS-INV Feedback | April 2018 | | DOC |
| | File_name_seven.pdf | POS-INV Feedback | April 2017 | | XLS |
| | File_name_eight.pdf | POS Rebate Compliance | September | 2017 | PDF |
| | File_name_nine.pdf | Sales In Data | April 2017 | | PDF |
| | File_name_ten.pdf | Sales In Data | June 2020 | | PDF |
| Channel account manager Lynda Smith | View all records | | | | |
| Important links My links | Top 10 opportunities | D | | | |
| LXP / Technical notice https://learning.motorolasolutions.com/ | Opportunity name ↓ | Close date ↓ | Transactions number ↓ | Stage ↓ | Ammount ↓ |
| LXP access | Shane SF-43321 RTG | 06 Mar 2019 | 3378629 | Advocating | \$191,100.00 |
| https://learning.motorolasolutions.com/ | Test automation SFGZ | 06 Mar 2019 | 3278629 | Demonstration | \$91,100.00 |

R7 will be joining Ion as the latest product to be added to the new Partner Hub Shop

Eligible resellers will be able to access "Shop" directly from Partner Hub

Access Partner Hub partnerhub.motorolasolutions.com

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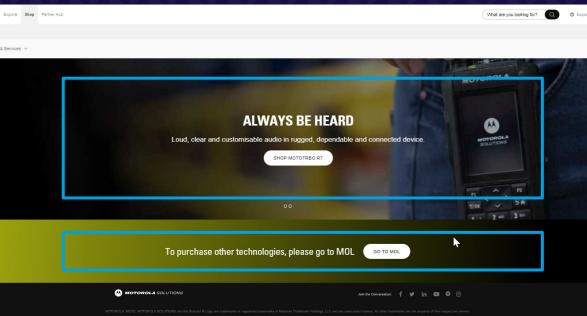
PARTNER HUB - ORDERING

New Ordering Experience Partner Hub Shop

Improved User Interface Enhanced search Functionality eCommerce ordering experience

Different options available to navigate & place orders MOTOTRBO ION MOTOTRBO R7 MOTOTRBO R7a

Quick link to MOL for easy access



Motorola Solutions Germany GribH: Go to other legal information .

PARTI

| | ident & Seven + | No |
|---------|--|---------------------------|
| NER HUB | | |
| | MOTOTRBO R7 Digital Portable Two-Way Radio DITEM #: MOTOTRBOR7 MOTOTRBO R7 MOTOTRBO R7 Pricing and availability reflected in cart and is dependent on configuration. MOTOTRBO R7 is a digital portable two-way radio that offers game-changing audio capabilities in a rugged, future-ready device Quantity Unit 1 1 EA CONFIGURE ADD TO FAVORITES | |
| | Product Compliance View EMEA documentation Products subject to change. View disclaimer | Select Configure to start |

(What are you looking for?

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MOTONOLA SOLUTIONS Legens May Parties rule

Model Selections / Options

After you have configured your model, select the update button to calculate an updated total. Configuration will display list pricing for a single model. Quantities & any applicable discounts will be shown on cart.

| | | | IPDATE once Model ons are completed. | | | Include Hardware Repair No Include Hardware Repair w/Acc Damage No |
|--------------------|-----|-----------------------------|--|-----|--|--|
| otal: \$1,055.00 | | | UPDATE | ADD | TO CART | DMS Duration 5 Years 💌 |
| | | | | | 400-527 MHz 💌 | Service Type Enhanced Warranty Only |
| | N N | | | | Frequency | DMS Coverage |
| TIA-4950 🔘 Non-TIA | | SWV03I02637A | 5Y RADIO ENHANCED WARRANTY | 1 | UHF Stubby Antenna 9CM 🔹 | |
| ull Keypad 🔹 | | QA08658AA | STD: EMEA R7 VHF TIA FKP CAPABLE | 1 | Туре | Type No Quick Reference Guide |
| | | QA08624AA | STD:BATT IMPRES LIION TIA4950 IP68 3200T | 1 | Antenna | |
| UHF splay Type | | QA08387AA | ADD: VHF WHIP ANT ,136-174MHZ | 1 | O Delete Single-Unit Charger | Manual |
| VHF | | QA08619AA | ADD: IMPRES SUC SMPS-CE EU 220/240V SINGLE PACK MODEL | 1 | Single Unit Charger UK Single-Unit Charger EU | Include Dust Cover |
| quency Band | | STDSYE0865AA | STD:RADIO CODEPLUG OPTION | 1 | Туре | |
| Capable Premium | | MDH06JDN9WA1AN QA08622AA | MOTOTRBO R7 VHF TIA FKP BT WIFI GNSS CAPABLE PRA302HEG | 1 | Charger | Dust Cover |
| nary Operation | | | Description | | | 🔿 Yes 💿 No |
| Model Selection | | Part Number | Mandatory Parts | | List Price | Program at DC |
| | | | Mandatan / Darts | | | Regionalization |

Packing Type

Single Packaging

O Bulk Packaging

PARTNER HUB

- Partner Hub webinars were conducted throughout the month of February. To access the recording please visit this link
 - https://register.gotowebinar.com/recording/2975380041220778252

Questions or Need Support ?

Contact Partner Support Team via chat, a case created in Partner Hub or using email: <u>partners.emea@motorolasolutions.com</u>

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SUMMARY

 Zones
 Contact

 P1
 , P2

 P20K
 , P2

 P20K
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 4 cs
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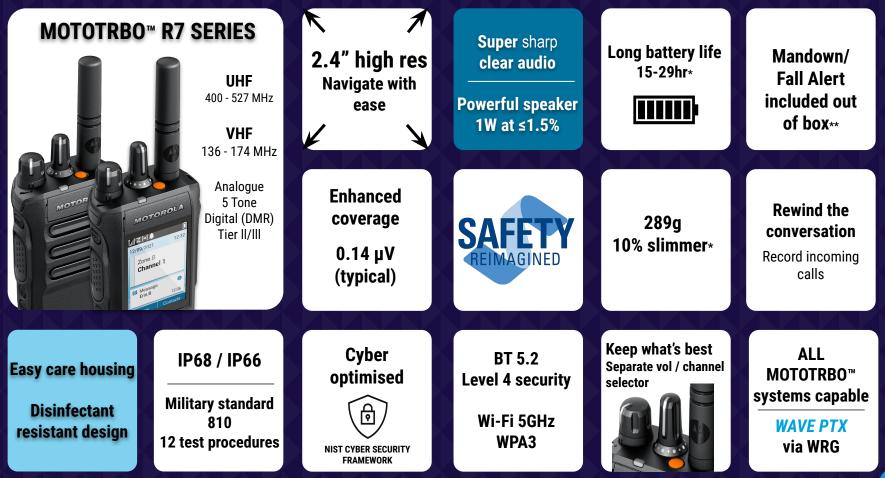
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Channel2





*NKP Variant **CFS zero price licence required for Capable version

QUESTIONS & ANSWERS



MOTOTRBO



www.motorolasolutions.com/R7

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