

# WORKING WITH THE MOTOROLA SOLUTIONS PARTNER NETWORK

## WHEN TO ENGAGE WITH CHANNEL PARTNERS

At Motorola Solutions, we work with a global network of highly qualified channel partners to bring you the best communications solutions to transform your business. Our channel partners intimately understand our vast array of products and services and deliver deep technical expertise whenever servicing the needs of your business.

**But when is the right time to engage with a channel partner? Follow these quick 5-tips for success.**

- **Are you in the early stages of research?** If you are looking for assistance in identifying your business' communications needs, channel partners can help you identify your main pain-points. You'll be able to work together to understand which communications solutions have been designed to help you overcome specific challenges.
- **Have you done the research, but are struggling to make a decision?** If you've narrowed down which communications solutions you're the most interested in, but are having difficulty making a final decision, channel partners are available to help point you in the right direction. Our highly qualified channel partners are here to be your trusted advisor throughout your business' communications journey.
- **Are you looking for help getting set-up?** Depending on the size of your business, deploying a robust communications network can be challenging to navigate on your own. When you engage with Motorola Solutions channel partners, you'll be able to access a network of technical specialists who are ready to set-up and service your business, turning your communications expectations into a reality.
- **Do you have questions about a product's availability?** If you are looking for a product that is currently out of stock, limited in availability, or is experiencing extended lead times, reachout to a local channel partner. Channel partners may have an adequate supply of the product you are looking for with a lead time that is more suitable for the needs of your business.
- **Does your communications solution require custom programming?** Depending on the size and complexity of your business, you may require custom programming on your two-way radio devices. Whether you are looking to get set-up with an FCC radio license, or have other product set-up requirements, our highly qualified channel partners are here to be your trusted advisor throughout the entire programming process.

**For more information on working with the Motorola Solutions network of channel partners, check out the [Partner Finder Tool](#). You'll be matched with a member of our partner community based on specific needs of your business.**