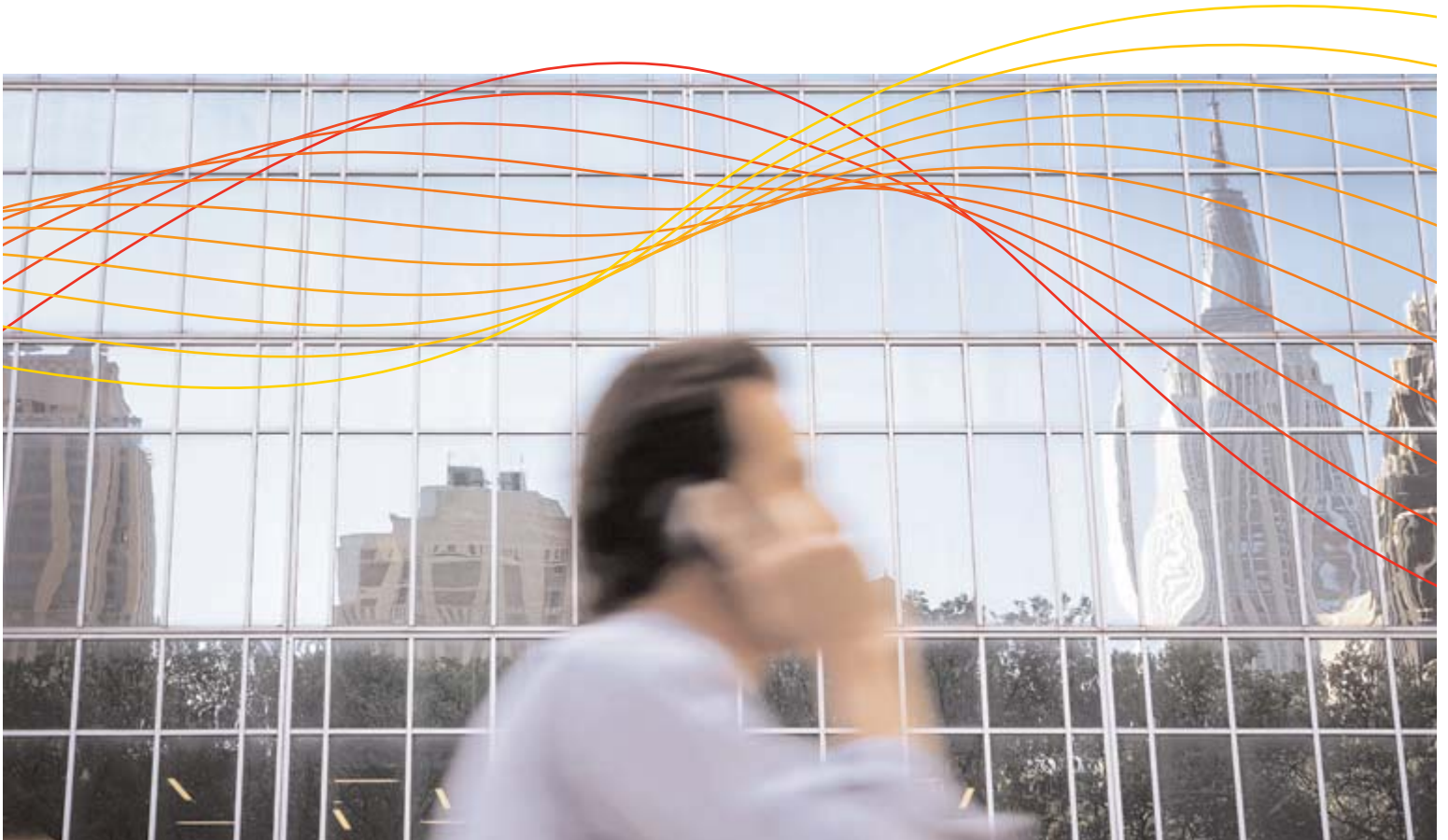




ProCurve Networking by HP Motorola



“The ProCurve switches are an important component of our mission-critical public safety, security and emergency response systems.”

Joe Ziniel
Senior Product Program Manager
Motorola



Summary

Motorola's Government & Enterprise Mobility Solutions business unit sells products and services that enable mission-critical communications for a wide range of government agencies - federal, state, municipal, law enforcement, fire, etc. - as well as business-critical communications for commercial enterprises. Key among Motorola's offerings are its two-way radio systems, which can cover anywhere from a small town to an entire state, and that include hardware, software and the underlying communications network itself. After evolving through two generations, analog and digital, the radio systems needed to reach the third generation, a digital communications network based on Internet Protocol (IP). For this third generation, Motorola wanted to replace the existing hubs in its base station sites with new switches delivering no-compromise reliability and excellent price/performance. Motorola chose ProCurve Networking by HP switches to achieve these goals.

Truly Mission-Critical Solutions

As the number-one provider of mission-critical, homeland security and private radio solutions worldwide, Motorola understands the importance of impeccable communications technologies to mission-critical government applications and business-critical enterprise activities. Whether it's emergency response following a natural disaster like a major hurricane in Florida or a terrorist incident like the London transit bombings in July 2005, or simply the challenges of day-to-day mission-critical operations, Motorola's public safety, emergency response, homeland security and law enforcement customers rely on two-way radio communications to stay connected.

"In cities or states that already use our products, we often see expansion to other users who appreciate mission-critical or business-critical communications," said Joe Ziniel, Senior Product Program Manager for Motorola.

The main reason that Motorola needed to transition to an IP-based digital network is the

ongoing convergence of voice and data information, especially during emergencies or other mission-critical situations. Providing that new level of capability for customers meant that Motorola needed new switches for its two-way radio network.

ProCurve Chosen for Reliability, Price/Performance

Motorola began its switch search with a long spreadsheet of criteria and requirements.

"We needed a solution that would meet the requirements of the business, service, engineering and public safety sides of our operations," said Scot Bennett, Product Planner for Switches at Motorola. "We started looking for a switch that would not only support IP-based digital traffic, but also be robust and highly available, perform according to our engineering specifications, have a good history of support and service, and have an attractive price point."

Motorola conducted a vendor analysis with multiple switch vendors and narrowed the list to three finalists, all of whom could deliver the required capabilities. Motorola chose ProCurve because it offered the best price/performance as well as great reliability, backed by the industry's only lifetime warranty program.*

Motorola sites for two-way radio services now contain ProCurve switches, including the ProCurve Switch 2524, ProCurve Switch 2626 and - more recently - ProCurve Switch 2650 and ProCurve Switch 5308xl.

Results Validate ProCurve Choice

Robust, reliable operation was obviously a prime concern for Motorola, as its customers demanding mission-critical and business-critical communications do not look kindly on outages or reliability problems of any kind. Since installing the ProCurve switches, "they haven't let us down," said Bennett.

In Motorola's switch vendor evaluation, ProCurve scored well on its highly competitive

Customer at a Glance
Motorola's Government & Enterprise Mobility Solutions, a business unit with headquarters in Schaumburg, Ill., is a \$6.2 billion leading worldwide provider of integrated radio communications and information solutions, as well as automotive electronics technology and solutions. Motorola has more than 65 years of experience in meeting the mission-critical requirements of public safety, government and enterprise customers. It offers an extensive portfolio of solutions to meet growing public safety and security needs, including interoperable two-way radio communications solutions; command and control solutions; identification and tracking solutions; information management for criminal justice and civil needs; and physical security and monitoring solutions. It is through the business unit that Motorola offers seamless mobility solutions to its government and enterprise customers.

purchase pricing. Motorola has been equally pleased with the ProCurve switches' operational costs, as well. "The lifetime warranty and free software updates are key advantages of the ProCurve products," said Ziniel.*

Perhaps most importantly, according to Ziniel, is the reliability provided by ProCurve switches. "The ProCurve switches are an important component of our mission-critical public safety, security and emergency response systems," said Ziniel.

In addition, the standards-based ProCurve products provide Motorola with tremendous flexibility to meet changing customer needs.

"Over time, we can tweak our communications networks to allow our customer base to take advantage of increased performance and new applications," said Bennett. "For example, we now offer both T1 and E1 networks and various link types. The flexibility of the ProCurve switches will help us respond to the broader changes that our customers are experiencing."

It's All About the People

For Motorola, while the technological and feature-based advantages of ProCurve have proved invaluable, the relationship aspect of their switch choice is also extremely important.

"In the end, one of the main reasons we chose ProCurve is the people," said Ziniel. "We have an incredible relationship with the ProCurve staff. Working together, we've been able to resolve any issues to above satisfactory level, to achieve a great conclusion."

"We're delighted with the ProCurve products," said Bennett. "They provided the features we needed at a price point that our business team required."

But even beyond the products, Motorola has found deeper benefit. "Products come and go," said Ziniel. "If you have a good set of people you know and trust and can work with - which is what we have with ProCurve - that makes all the product things work."

Business Benefits

- The high availability and robust operation of the ProCurve switches meets Motorola's mission-critical communications requirements for its customers in public safety, homeland security and emergency response ensuring systems are fully operational at all times.
- Motorola reduced costs by choosing ProCurve switches, both for initial equipment costs and through lower maintenance and upgrade costs once the switches were deployed.
- The standards-based ProCurve switches give Motorola the flexibility needed to implement new features, applications and performance capabilities that their customers demand.
- Backed by the legendary support and service heritage of HP, and with a strong working relationship in place, ProCurve offers Motorola the confidence of support no matter what issues might arise in the future.

About ProCurve Networking by HP

The ProCurve Networking business unit of HP is a supplier of enterprise networking solutions comprising wired and wireless networking products, services and solutions - including WAN routers, Ethernet switches, routing switches, wireless access points and network management applications - that allow customers to build networks based on open standards that meet current and future needs for security, performance and reliability.

The ProCurve Networking Adaptive EDGE Architecture™ is a unique design strategy that creates a secure, mobile, multi-service network by placing intelligence at the edge - where users connect and policies are enforced. This innovative approach creates a dynamic network infrastructure designed to keep up with advancing technology and user needs while protecting business investments.

What Makes it Work

Hardware

- ProCurve Switch 2524
- ProCurve Switch 2626
- ProCurve Switch 2650
- ProCurve Switch 5308xl

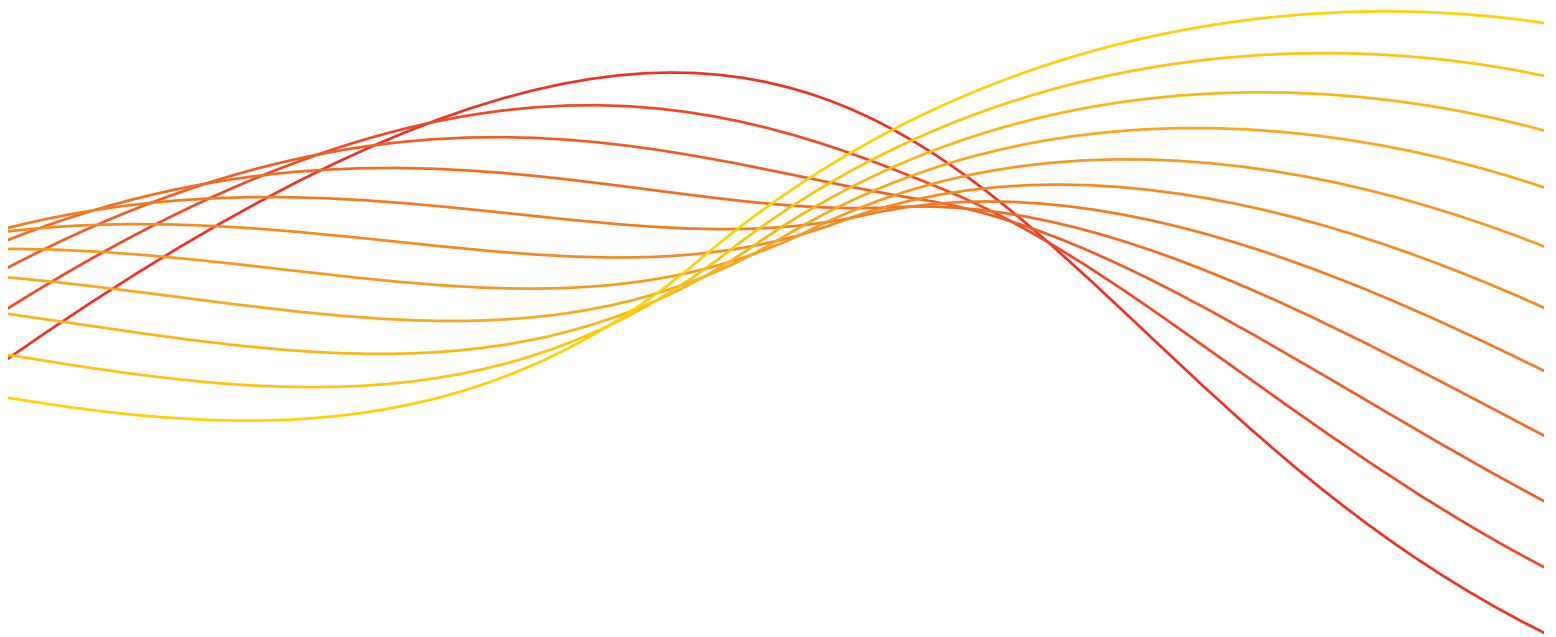
Services & Support

- Lifetime warranty with next-day advance replacement*
- Software updates, telephone and email technical support**
- Comprehensive network design and configuration services**

*Available in most countries, on most products, for as long as the original customer owns it.

*The ProCurve Routing Switch 9300m series and Secure Access 700wI series have a one-year warranty with extensions available.

**For the most up-to-date information, go to www.procurve.com.



© 2005 Hewlett-Packard Development Company, L.P. The information contained herein is subject to change without notice. The only warranties for HP products and services are set forth in the express warranty statements accompanying such products and services. Nothing herein should be construed as constituting an additional warranty. HP shall not be liable for technical or editorial errors or omissions contained herein.

4AA0-2207ENUC 10/2005

ProCurve Networking

HP Innovation

