
Motorola Enterprise Mobility Solution Improves Real-Time Decision Making For Small And Medium Businesses

Tallard Technologies and Blanco Canada Improve Inventory Accuracy, Customer Satisfaction and Employee Productivity

HOLTSVILLE, N.Y. – Nov. 19, 2007 – Motorola, Inc. (NYSE: MOT), and partners SAP, IDS Scheer and BCC Distribution (www.bccdistribution.com) today announced both Tallard Technologies, an international value-added distributor of telecommunications and computing solutions, and Blanco Canada, a renowned kitchen technologies innovator, have implemented flexible enterprise mobility solutions to manage warehouse and manufacturing operations. Through this collaboration, Motorola, IDS Scheer and BCC Distribution help small and medium-sized businesses increase productivity and warehouse operations with the deployment of Motorola rugged mobile computers, a bar-coding system from BCC Distribution, and a customized SAP system from IDS Scheer. In addition, BCC Distribution's Triangular Marketing initiative allowed Tallard Technologies and Blanco Canada to efficiently choose hardware, software and services from a single company to quickly address their business needs.

"Our customers are realizing the value of rugged and reliable enterprise mobility solutions that provide secure and immediate access to business-critical information in the warehouse," said Gerald McNerney, senior director of supply chain execution for Motorola's Enterprise Mobility business. "By working with partners like BCC Distribution, we provide a unique combination of mobility devices and business-essential applications that enable employees at SMBs to easily access and deliver real-time, secure information virtually wherever and whenever business is transacted from the corner office to the mobile office to the warehouse floor."

Tallard Improves Efficiency with Motorola Mobile Computers

Tallard Technologies distributes a wide range of technology products and services, including consumer products such as the Apple iPod, to retail outlets throughout Latin America and the Caribbean. At the Tallard Technologies distribution center in Miami, Motorola MC9090 rugged mobile computers accelerate order processing, management of in-bound and out-bound inventory, and allow warehouse workers to conduct SAP transactions anywhere in the warehouse. By combining Motorola rugged mobile computers with BCC Distribution's TranSAP software, Tallard employees have improved operational efficiency by recording and reconciling multiple product bar codes against the SAP system to process the transaction - all while standing in the delivery bay door.

"Large orders that previously took one hour for two workers to process, now take ten minutes for one worker to complete with the Motorola enterprise mobility solution. It's like having an extra worker in the warehouse," said Chris Meiser, operations manager for Tallard Technologies. "Our enterprise mobility solution not only addressed our business needs but we also received the support necessary for a company of our size."

Motorola Solution Captures Business-Critical Information

Blanco Canada designs and manufactures Silgranit, a line of high-end granite kitchen sinks, for the North American market, at their manufacturing facility in Toronto. The companies teamed to provide a solution that tracks products as they move through the manufacturing process. By combining mySAP with BCC Distribution's bar-coding system, and Motorola MC9090 rugged mobile computers and AP-5131 Wi-Fi access points, Blanco Canada has greater visibility into its manufacturing process and inventory of completed sinks and work in progress (WIP). The bar-coding system confirms each production step, enabling Blanco Canada to provide accurate delivery schedules to its customers. The system has also cut the amount of paperwork required on the manufacturing floor, reducing costs and allowing workers to focus more on products.

Blanco Canada selected Motorola's rugged MC9090 mobile computers based on their long battery life and ability to withstand the harsh conditions of a manufacturing environment, including dust, extreme temperatures and accidental drops to the concrete.

"With the Motorola enterprise mobility solution, we have a more reliable inventory tracking system that streamlines the production reporting process to meet the changing demands of our customer base. We are also able to accommodate changes in the production plans to meet customer requirements with clear cut inventory positions," said Victor Catalan, operations supervisor at Blanco Canada. "Our customers benefit from better efficiency, and our employees appreciate its ease of use resulting in improved productivity."

About Motorola

Motorola is known around the world for innovation and leadership in wireless and broadband communications. Inspired by our vision of seamless mobility, the people of Motorola are committed to helping you connect simply and seamlessly to the people, information, and entertainment that you want and need. We do this by designing and delivering "must have" products, "must do" experiences and powerful networks -- along with a full complement of support services. A Fortune 100 company with global presence and impact, Motorola had sales of US \$42.8 billion in 2006. For more information about our company, our people and our innovations, please visit <http://www.motorola.com>.

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Media Contact:

Traci Hoch
Motorola Enterprise Mobility Solutions
+1.631.738.4722
traci.hoch@motorola.com

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