



UTILIZING TRAINING BANKS FOR LEARNING SUBSCRIPTIONS

Choosing Motorola Solutions is only the beginning. The next crucial step is teaching your customers how to unlock the full potential of their Motorola Solutions system. We know your customers want to keep its workforce ahead of the technology curve, but we also know they operate on a budget. That's why we created the Motorola Solutions Training Banks. Training Banks help distribute budgeting and they ensure ease of enrollment for your customers.

WHAT IS A TRAINING BANK?

A Training Bank is a prepaid account which allows customers to set aside funds for future training.

WHAT ARE THE BENEFITS OF A TRAINING BANK?

- Allows you to budget up front for training needs
- Provides cost savings through discounted pricing tiers to maximize your training investment
- Does not require multiple POs, thus reducing internal approval cycle time and paperwork
- Training Banks do not expire
- Using Training Banks to purchase a subscription gives you the ability to stack discounts based on the number of users, number of years and number of hubs your team would like to purchase



LEARNING SUBSCRIPTIONS

Motorola Solutions has long provided product technology training and documentation. Today's customer needs extend beyond the value of product technology education. Simplifying a customer's overall education environment helps ensure user success and readiness. To help keep skills sharp, we offer a Learning Subscriptions program that is cloud-based and centrally-hosted, so it can scale to your customer's needs. A Learning Subscription provides the continuous, curated education experiences that maximize your technology investments as well as optimize your learning operations.

HOW DO I USE THE TRAINING BANK FOR LEARNING SUBSCRIPTIONS?

1. Determine the number of users, years and hub(s) your customer is interested in.
2. Email learningsubscriptions@motorolasolutions.com to request a quote and mention that Training Bank funds be used.
3. Obtain a quote from the Learning Subscriptions team to discuss with your customer.
4. Confirm with the Learning Subscriptions team the intent to purchase the subscription with Training Bank funds.
5. Funds will be debited from the Training Bank Account and the customer will be on-boarded by the Learning Subscriptions team.

CURRENT SUBSCRIPTION TECHNOLOGIES

- ASTRO Hub
- Cybersecurity Hub

ACCESS A VARIETY OF SERVICES

Our portfolio of educational products and services makes it easy for your customers to learn, no matter where they are. Training Bank dollars can also be used for any of the following training services:

- Self-Paced Online
- Virtual Instructor-Led
- Instructor-Led Resident Lab Courses
- Instructor-Led Tailored Field Courses
- End User Training

For more information visit motorolasolutions.com/learningsubscriptions

