



Motorola's Access Networks Solutions Portfolio and the American Recovery and Reinvestment Act (ARRA) Provide Unprecedented Opportunities

Motorola's Access Networks Solutions Portfolio Delivers Reliable Ultra-Broadband Services to Underserved Populations

Motorola's trusted telco and cable broadband offerings give service providers the ability to economically deliver new tiers of residential and commercial Ultra-Broadband services - or broadband at speeds greater than 50Mb/s. As a leading technology provider to cable and telco service providers worldwide, Motorola's proven Ultra-Broadband solutions enable the delivery of the rich media experiences that consumers demand, with technology that will readily grow and adapt into the future.

Broadband just got Broader.

Experience the Motorola difference. With a leading portfolio of next generation FTTH, CMTS, and HFC solutions, Motorola's Access Networks portfolio is designed to support competitive service delivery and rapid introduction of next generation services via best-in-class high-performance technologies supporting the most advanced network delivery architectures.

On February 17, 2009, President Obama signed into law the American Recovery and Reinvestment Act (ARRA), providing funding to expand broadband access to rural and underserved parts of the country. According to Julius Genachowski, chairman of the FCC, "We are moving on a broadband strategic plan for the entire country so we can renew American leadership and competitiveness for the 21st Century."

Motorola's Access Networks Solutions products comply with broadband stimulus guidelines and can provide the basis for many grant proposals in support of rural broadband expansion and connectivity. In addition, Motorola's Fiber-to-the-Home (FTTH) portfolio is Rural Utilities Service (RUS) approved.

Stimulus funding and Motorola's Ultra-Broadband technology can drive operator success

Motorola's proven deployment success stems from leadership in end-to-end solutions that enable low total cost of ownership, fast deployment, and provide reliable fixed, portable, or mobile access to all regions of the country. Implementing access based technology deployments to customers across the globe, Motorola has helped operators deliver first connections to underserved residents in some of the most challenging locations. Industry experience, smooth deployments, reliable technology, and rapid time to ROI make Motorola the right partner for stimulus projects.

Several opportunities are available to operators to extend service to unserved and underserved areas through the broadband funding program. Funds will be awarded for infrastructure, programs to promote sustainable broadband adoption and funds for public computer centers at public libraries, community colleges and other institutions that provide the benefits of broadband to the general public.

The first round of the program attracted an impressive number of applicants who sought \$2.4 billion in RUS grants, loans and grant/loan combinations and \$1.6 billion in grants from the National Telecommunications and Information Administration (NTIA). A single process covers applications to both agencies. Although the first Notice of Funding Availability (NOFA) is now complete, at least one and possibly two additional NOFAs will be announced in the near future with \$7.2 billion expected to be distributed in total. A list of all first round applicants and a brief description of their proposed projects will be posted by the NTIA and RUS for public review and learning.

Empowering the Personal Broadband Revolution

Motorola is a global leader in Access Networks technology, serving both large and small operators worldwide. With FTTH, CMTS, and HFC deployments supporting the most complex broadband video and entertainment networks, Motorola is in a position to greatly simplify the deployment of your next Ultra-Broadband network rollout.

"The Department of Agriculture's Broadband Initiatives Program will bring high-speed internet service to communities across the country, create thousands of jobs, and improve economic, health care, and educational opportunities in rural communities. This funding is a down payment on the President's commitment to bring the educational and economic benefits of internet to all communities."

— Secretary of Agriculture Tom Vilsack

Simple. Proven. Broadband Everywhere

From the headend to the home, Motorola offers established and innovative access solutions that enable service providers to deliver voice, video and data services and migrate to support Ultra-Broadband service delivery.

Motorola's Access Networks Portfolio offers –

- Proven Gigabit Passive Optical Networking (GPON) solutions that offer service providers massive scalability potential and reduce operating costs by eliminating the need for active network components on the access network.
- A flexible migration path for traditional, chassis-based Cable Modem Termination Systems (CMTS) platforms, integrated CMTS platforms with decoupled downstream and upstream channels, and modular CMTS platforms. The BSR family of CMTS/edge router platforms support channel bonding today and allow cable operators to quickly take advantage of standards-based DOCSIS® 3.0 services.
- An end-to-end portfolio of Fiber Deep solutions for the next step in HFC network and service evolution as cable operators add targeted services to their portfolios, such as DOCSIS 3.0, Voice over IP, Switched Digital Video, and SD/HD Video on Demand.

Finding the right funding opportunities

Motorola has developed a site to help you find the right funding opportunities for your investments via the latest governmental grants. You can learn how to obtain funding to get your broadband project started, as well as find materials to help you understand the opportunity, application deadlines, and other resources. In addition, Motorola's team of specialists can help guide you towards the grants and solutions that will enable your organization to address unique challenges and jump start your performance right away. For more information, please visit www.motorola.com/recoveryact.

For more information on Motorola's Access Networks Solutions products, visit our web sites:

For Cable Operators:

www.motorola.com/ultrabroadbandsolutions

For Telco Operators: motorola.com/ftth

ARRA Definitions:

Broadband: Two-way data transmission with advertised speeds of at least 768 kbps downstream and at least 200 kbps upstream to end users, or providing sufficient capacity in a Middle Mile project to support the provision of broadband service to end users.

Last Mile Project: An infrastructure project that predominantly provides broadband service to end users (including households, businesses, public safety entities and community institutions).

Middle Mile Project: A broadband infrastructure project that does not predominantly provide service to an end user but which includes interoffice transport, backhaul, Internet connectivity or special access.

Unserved: A proposed funded service area composed of one or more contiguous census

blocks, where at least 90 percent of households in the proposed funded service area lack access to broadband service.

Underserved: For a Middle Mile project, an area qualifies as underserved if one interconnection point terminates in a proposed funded service area that qualifies as unserved or underserved for Last Mile projects. For a Last Mile project, an area qualifies as underserved if no more than 50 percent of households in the area have access to broadband service; no existing broadband service provider advertises broadband transmission speeds of at least 3 mbps downstream in the area; or the rate of broadband subscribership for the proposed funded service area is 40 percent of households or less. Under this definition, many urban areas will qualify as underserved.



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