



Motorola Appoints New Wireless Network Solutions Manager in Australia and New Zealand

Sydney, Australia November 25, 2009 Motorola has appointed Roy Wittert as Manager of its new Wireless Network Solutions (WNS) division, which was officially launched in Australia last week. WNS combines Motorolas wireless broadband, security, convergence and wireless LAN (WLAN) assets into a dedicated group focused on the rapidly-growing \$120 million wireless networking market in the region.

With more than 20 years IT and communications industry experience, Wittert says his immediate priority is to manage the go-to-market strategy of the new group through Motorolas distribution and reseller partners.

My aim is to bring new energy and to raise the profile of what is already a hugely successful business for Motorola, says Wittert. We will focus on creating a broader awareness of our solutions, because as a group, Motorola has the most complete end-to-end indoor, outdoor, licensed and unlicensed WLAN, mesh and enterprise wireless solutions.

Wittert says there are opportunities for Motorola across several major market verticals, specifically education, utilities, telco, and the carpeted enterprise WLAN space.

Not too many CIOs regard Motorola as a major WLAN player, and yet were in the Leadership Quadrant of Gartners Magic Quadrant, he says. Add to that the range of new solutions were launching locally over the next weeks and months, including 802.11n-certified mesh products, licensed point-to-point broadband, fixed 802.16e WiMax, wide-area wireless security, and enterprise-class Voice-over-WLAN, and you have a compelling story thats both relevant and timely in the local market context.

Our first priority is to communicate these strengths through the channel, and weve already started the education process with our key partners. Some of our indoor channel partners are adopting our outdoor solutions, and vice versa, which is a positive sign that they have recognised the growth potential in the market and the value Motorola brings with such a comprehensive inside-and-out solutions portfolio.

Some key tier one channels have also recognised the value we bring to market and are developing plans to partner with us more closely.

Wittert began his career in the channel, running a distribution company that became the leading Novel distributor in South Africa. He left the business to start the local SynOptics office, becoming the Country Manager, and then moved to Australia following SynOptics merger with Wellfleet, Bay Networks, and eventually Nortel. Prior to joining Motorola, he took on a number of sales management roles at 3D Networks, Volante and most recently Vantage Systems, a video conferencing service provider.

Wittert holds a degree in electrical engineering and a postgraduate diploma in industrial engineering. He is based in Melbourne.

About Motorola

Motorola is known around the world for innovation in communications and is focused on advancing the way the world connects. From broadband communications infrastructure, enterprise mobility and public safety solutions to high-definition video and mobile devices, Motorola is leading the next wave of innovations that enable people, enterprises and governments to be more connected and more mobile. Motorola (NYSE: MOT) had sales of US \$30.1 billion in 2008. For more information, please visit www.motorola.com.au.

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