

November 14, 2013

MOTOROLA SOLUTIONS' OPERATIONAL TRANSFORMATION

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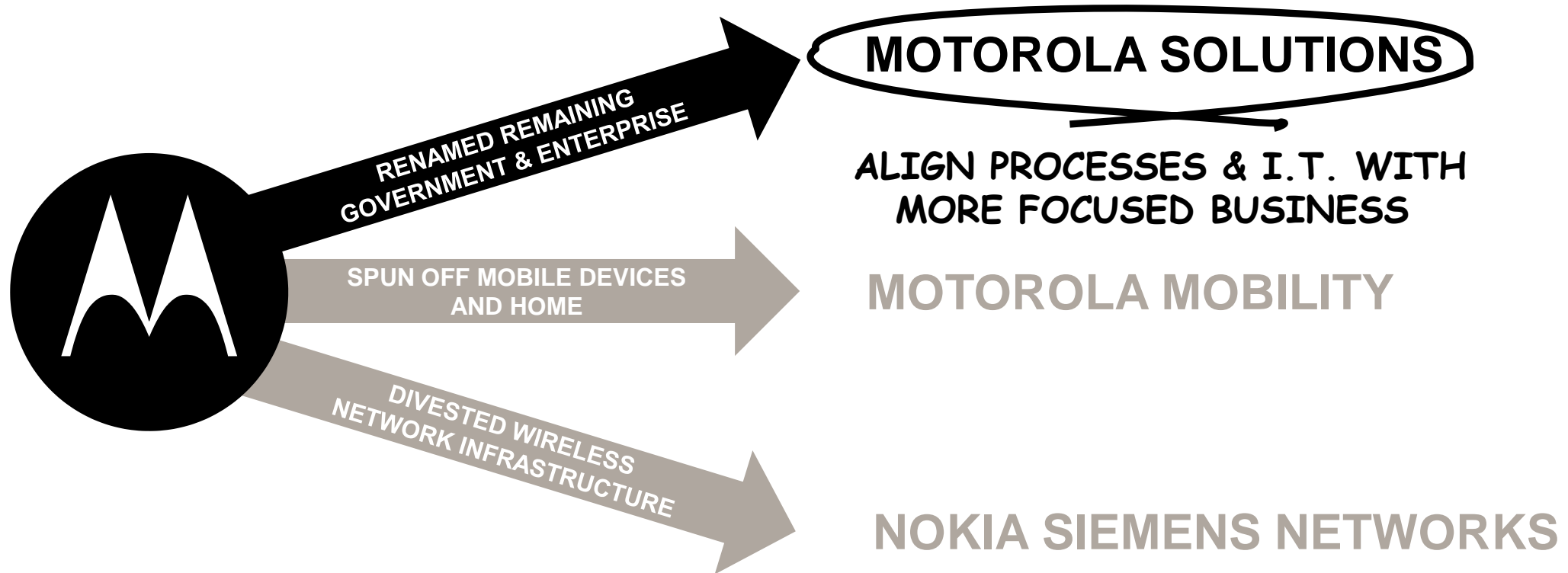
83
YEARS

+

2011
CHANGES

=

**CALL TO ACTION FOR
TRANSFORMATION**



MOTOROLA SOLUTIONS



MISSION-CRITICAL COMMUNICATIONS FOR GOVERNMENT AND ENTERPRISE CUSTOMERS

◆ 2012 REVENUE: \$8.7 BILLION

◆ 21,000 EMPLOYEES

CUSTOMER FOCUSED

VERTICALS



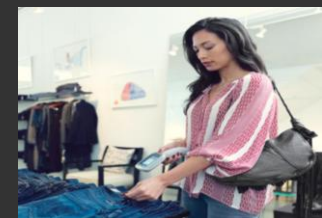
GOVERNMENT



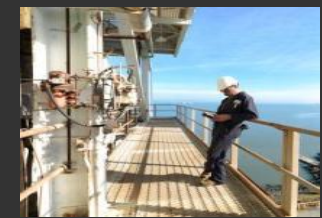
MANUFACTURING & FIELD MOBILITY



TRANSPORTATION & LOGISTICS



RETAIL & HOSPITALITY



ENERGY & UTILITIES



EDUCATION & HEALTHCARE

SOLUTIONS DRIVEN

PRODUCT + APPS + SERVICES



TECHNOLOGY LEADERS

NEXT GENERATION

GOVERNMENT

ASTRO

PCR

TETRA

PRIVATE BB

iC&C

ENTERPRISE

IDEN

EMC

ADC


RFID

ENC

SW

OUR SUPPLY CHAIN FOOTPRINT

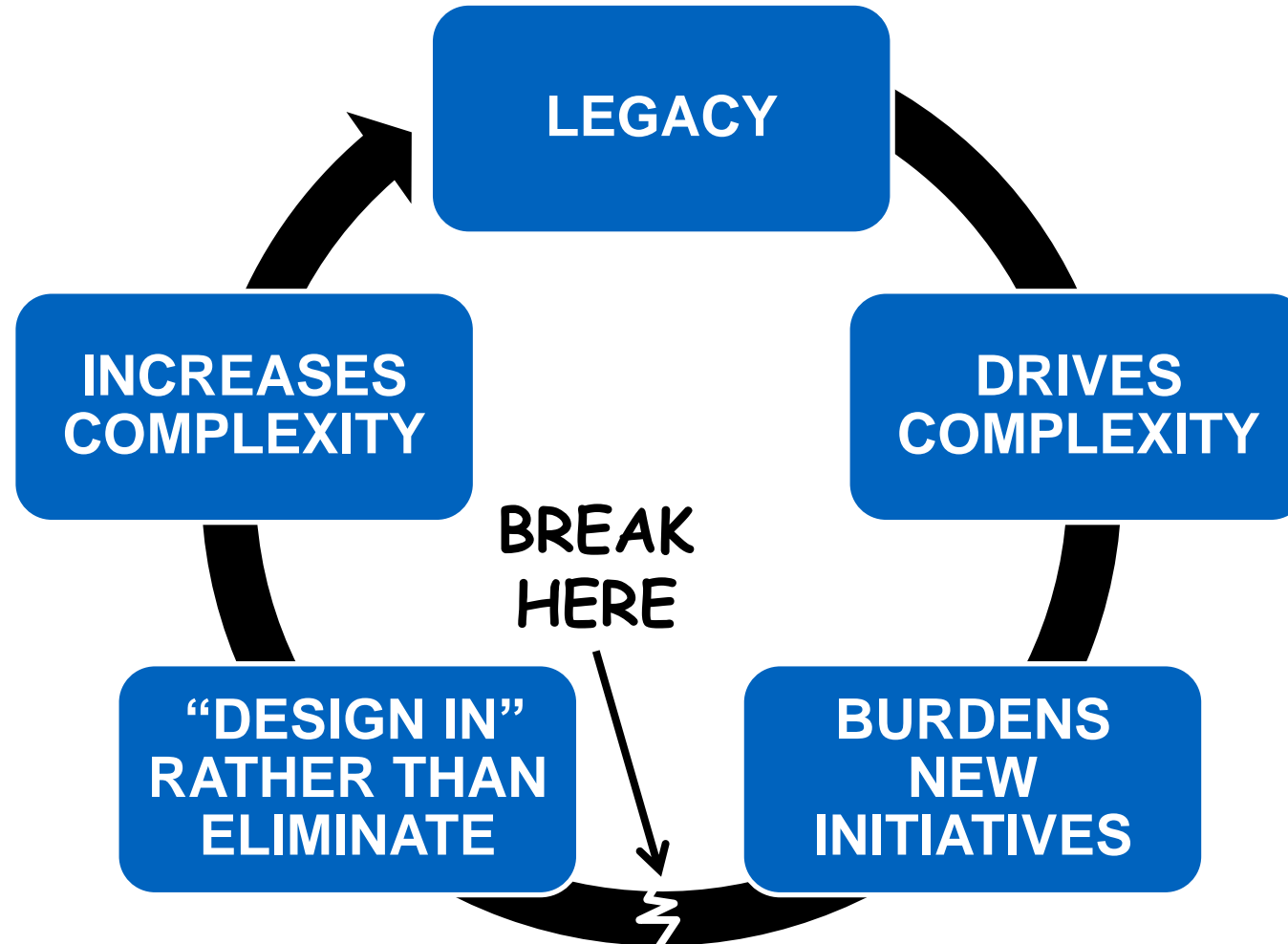


 MANUFACTURING / SYSTEM INTEGRATION

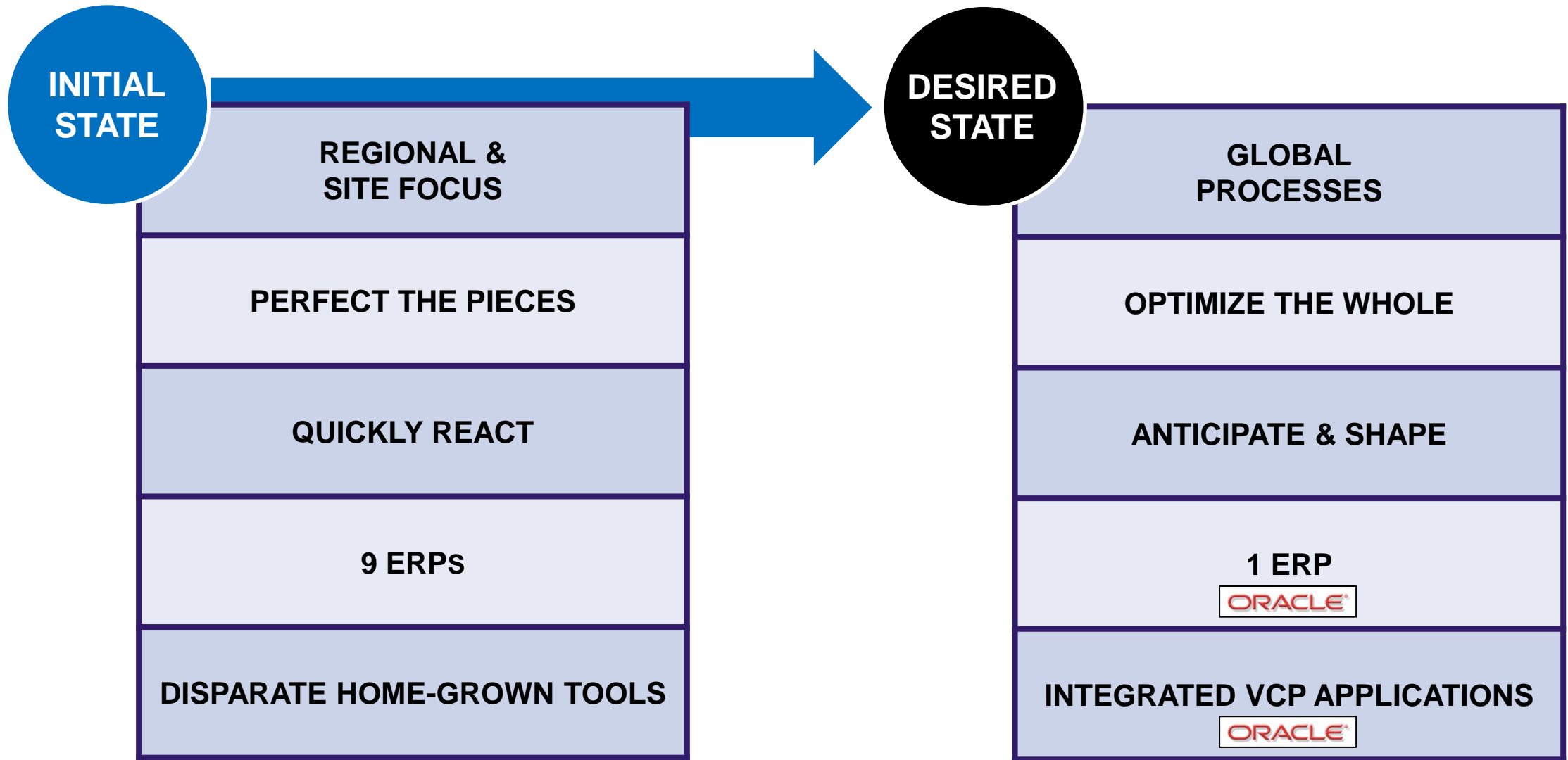
 DISTRIBUTION

 3RD PARTY DISTRIBUTION

BREAKING THE LEGACY CYCLE



2011 - TRANSFORMATION BEGINS



MANAGING CHANGE GRADUALLY

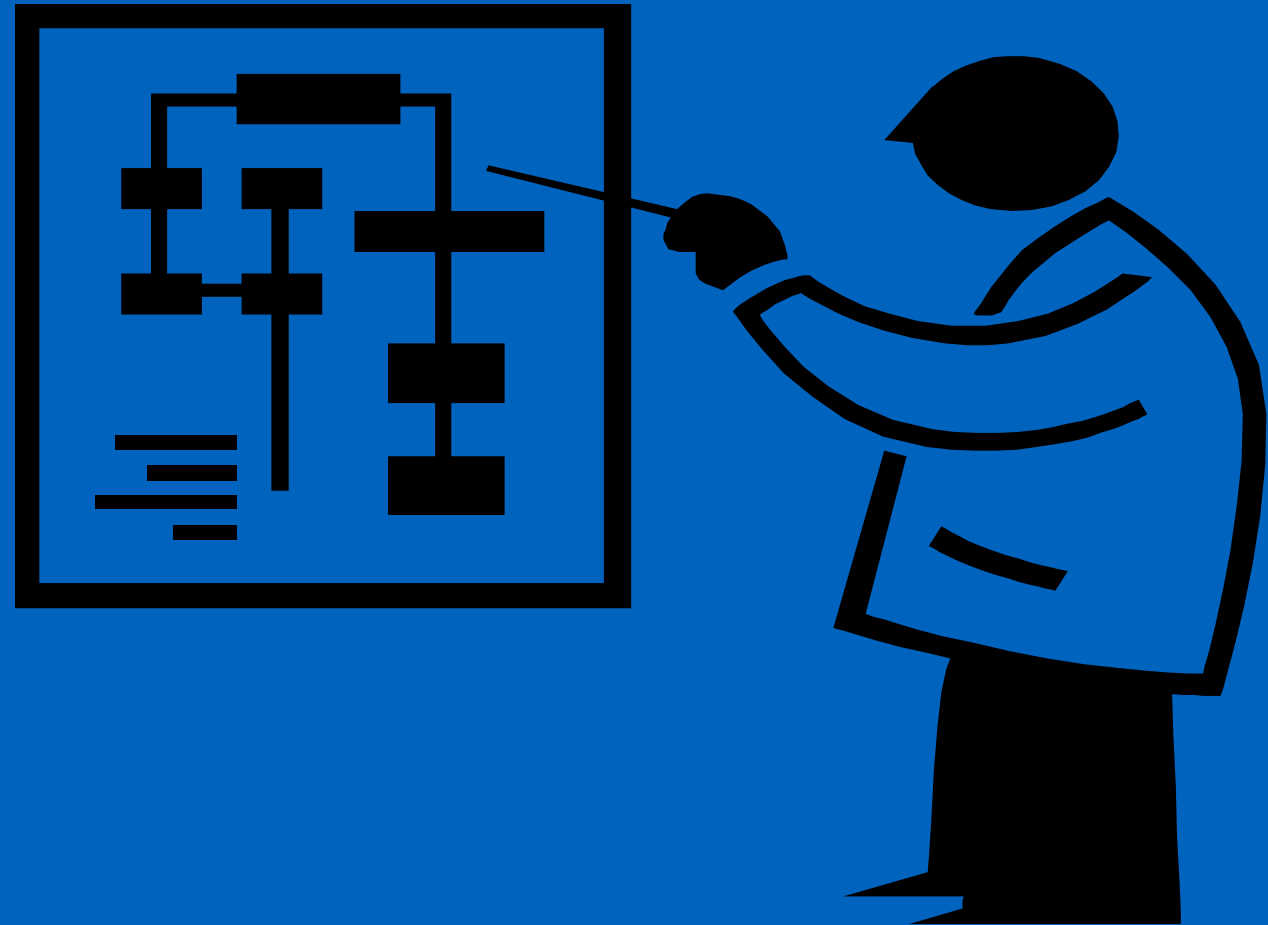


	CRAWL	WALK	RUN	FLY
ROADMAP	CAPABILITY ROADMAP	FOUNDATIONAL DEPLOYMENT	GLOBAL ONBOARDING	PROCESS MATURITY
PEOPLE	PROCESS OWNERS & CHANGE LEADERS	SUPERUSER DEVELOPMENT	ALL PROCESS PRACTITIONERS	COLLABORATION INNOVATION
PROCESS	LOAD & CHASE	PLAN & EXECUTE	ANTICIPATE & SHAPE	DELIGHT & DISRUPT
SYSTEMS	ARCHITECT THE SOLUTION	IMPLEMENT CORE VCP APPLICATIONS	COMPLETE VCP FOOTPRINT	FINE TUNE APPLICATIONS

TEAM STRUCTURE IS A CRITICAL SUCCESS FACTOR



PROCESS TRANSFORMATION

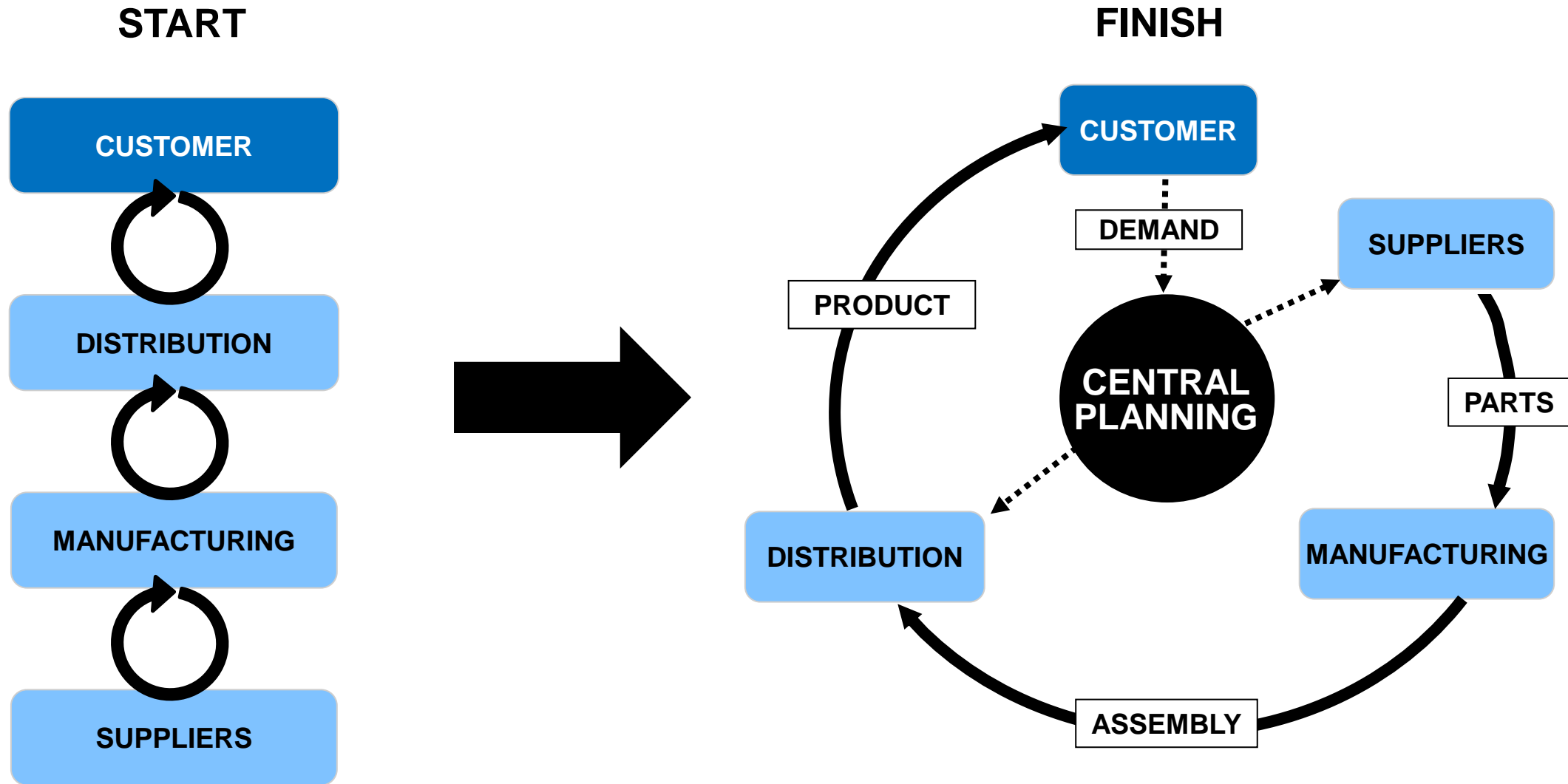


PLANNING TRANSFORMATION APPROACH



	CRAWL	WALK	RUN
PLANNING PARADIGM	“LOAD & CHASE”	“PLAN & EXECUTE”	“ANTICIPATE & SHAPE”
TECHNOLOGY	ORACLE 11i, SAP & LEGACY PLANNING	ORACLE R12/11i, SAP, VCP & LEGACY	ORACLE R12 & VCP APPLICATIONS
PLANNING MODEL	SERIAL & REGIONAL/SITE ALIGNMENT	SEMI-INTEGRATED W/ MIX OF VCP & LEGACY	SINGLE PLANNING RUN FOR ENTIRE SUPPLY
PLANNING CYCLE	PLANNING CYCLE OF THREE WEEKS	PLANNING CYCLE OF ONE WEEK	PLANNING CYCLE OF LESS THAN 1 WEEK
CONSTRAINTS	APPLIED WITHIN EXECUTION WINDOW	APPLIED TO PLANNING & EXECUTION WINDOWS	APPLIED & MITIGATED DURING PLANNING

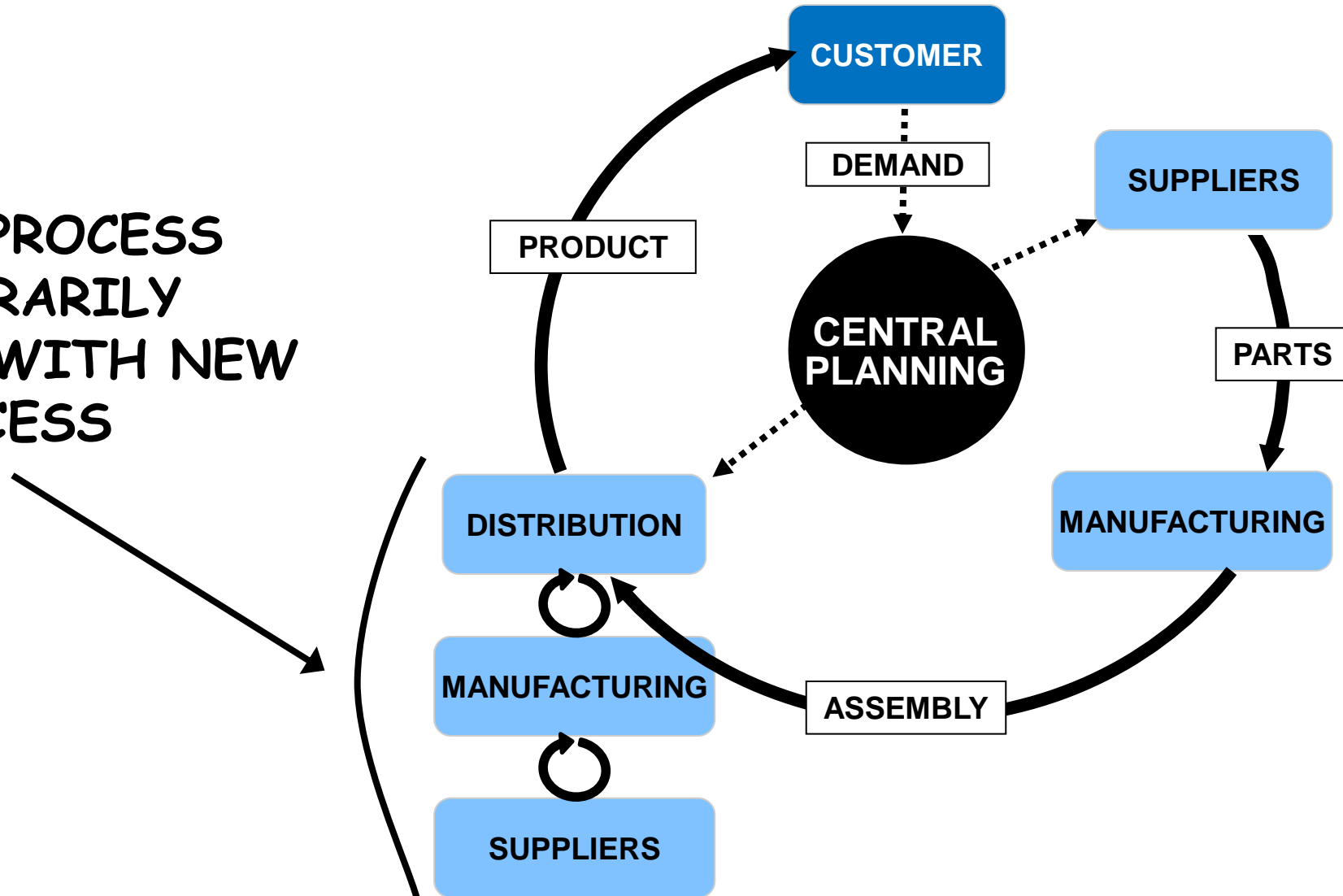
OUR PLANNING JOURNEY



THE SIZE OF CHANGE REQUIRES AN INTERIM PROCESS



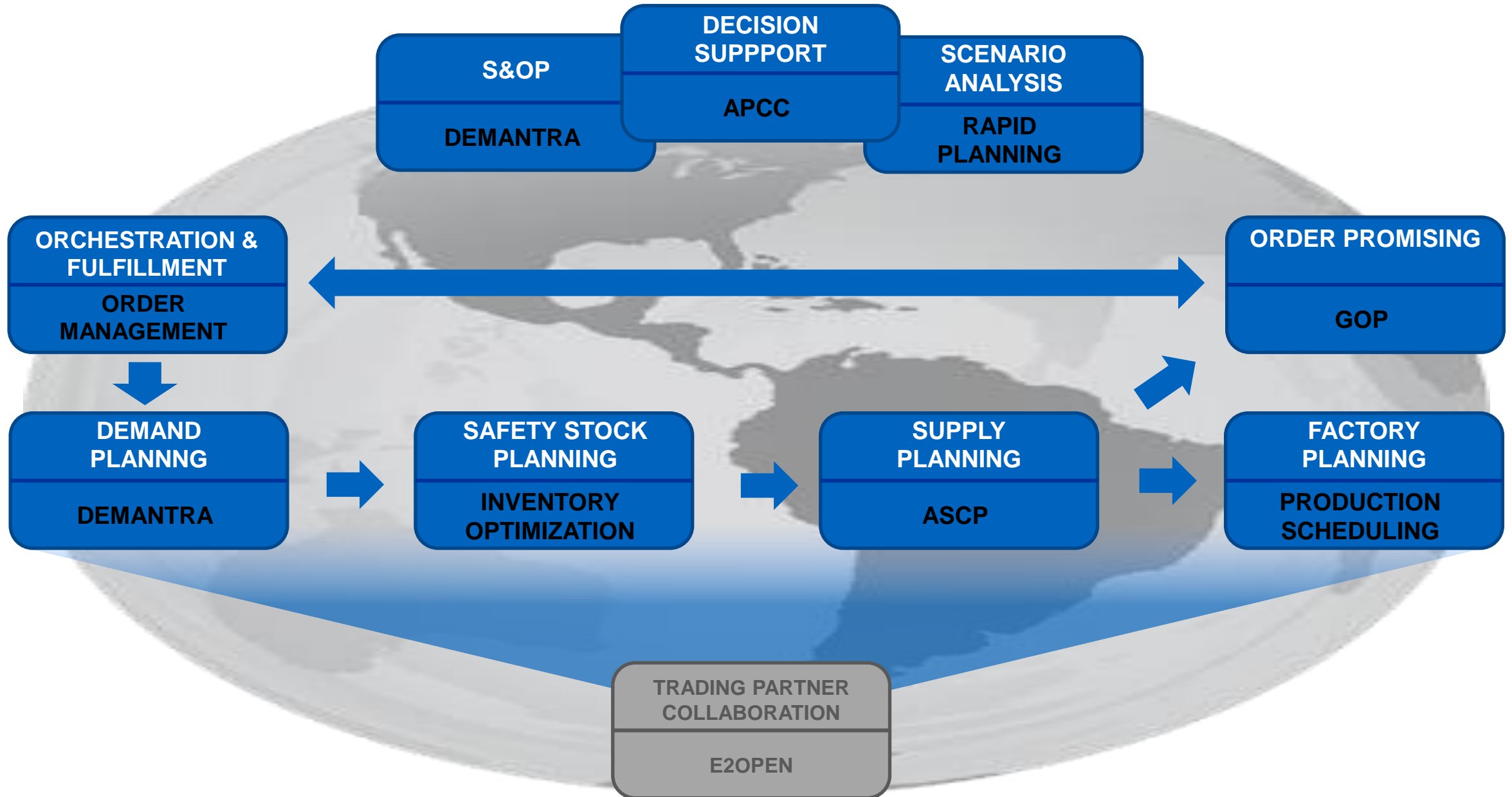
LEGACY PROCESS
TEMPORARILY
COEXISTS WITH NEW
PROCESS



TECHNOLOGY TRANSFORMATION

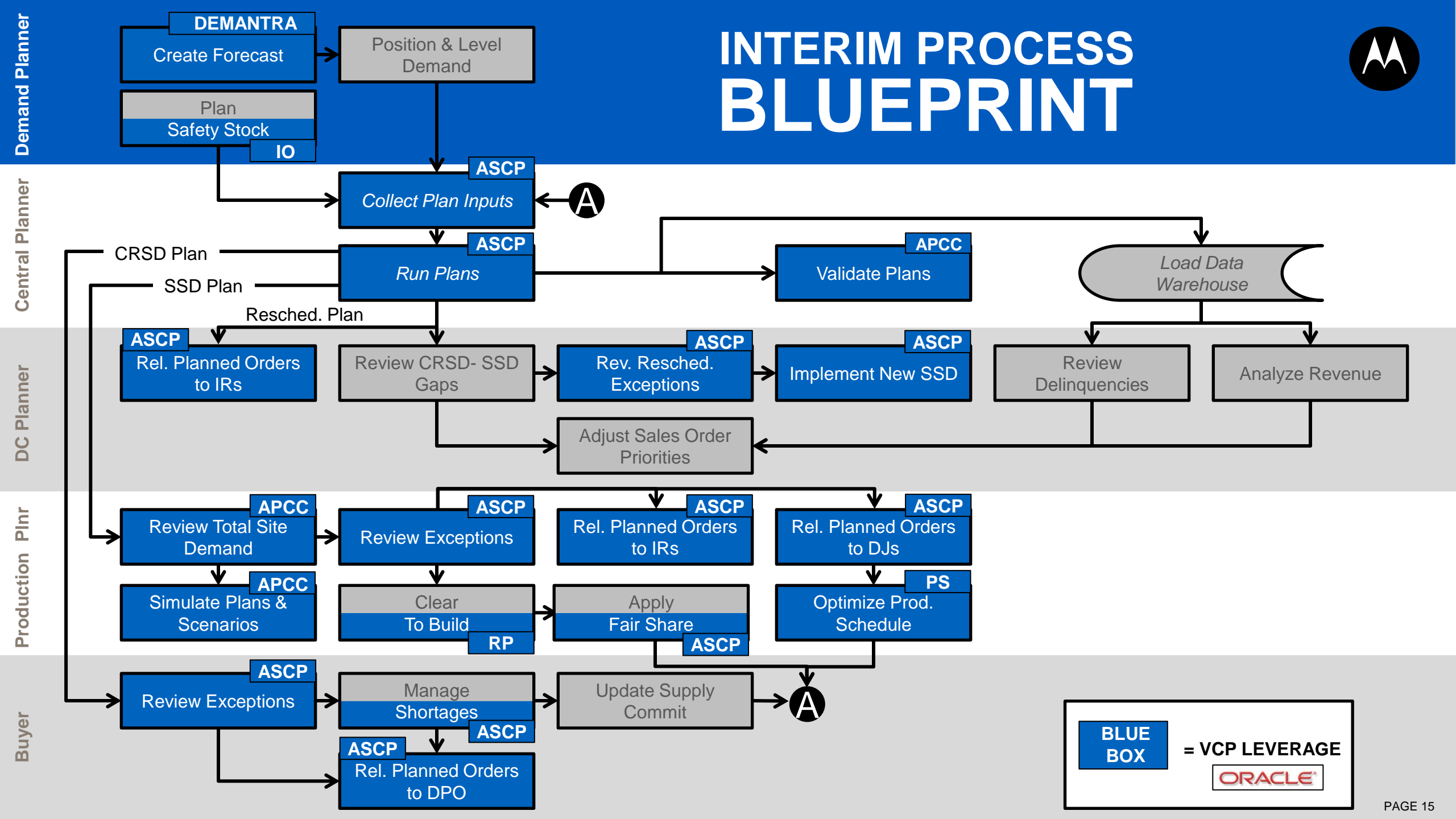


GLOBAL PLANNING FOOTPRINT



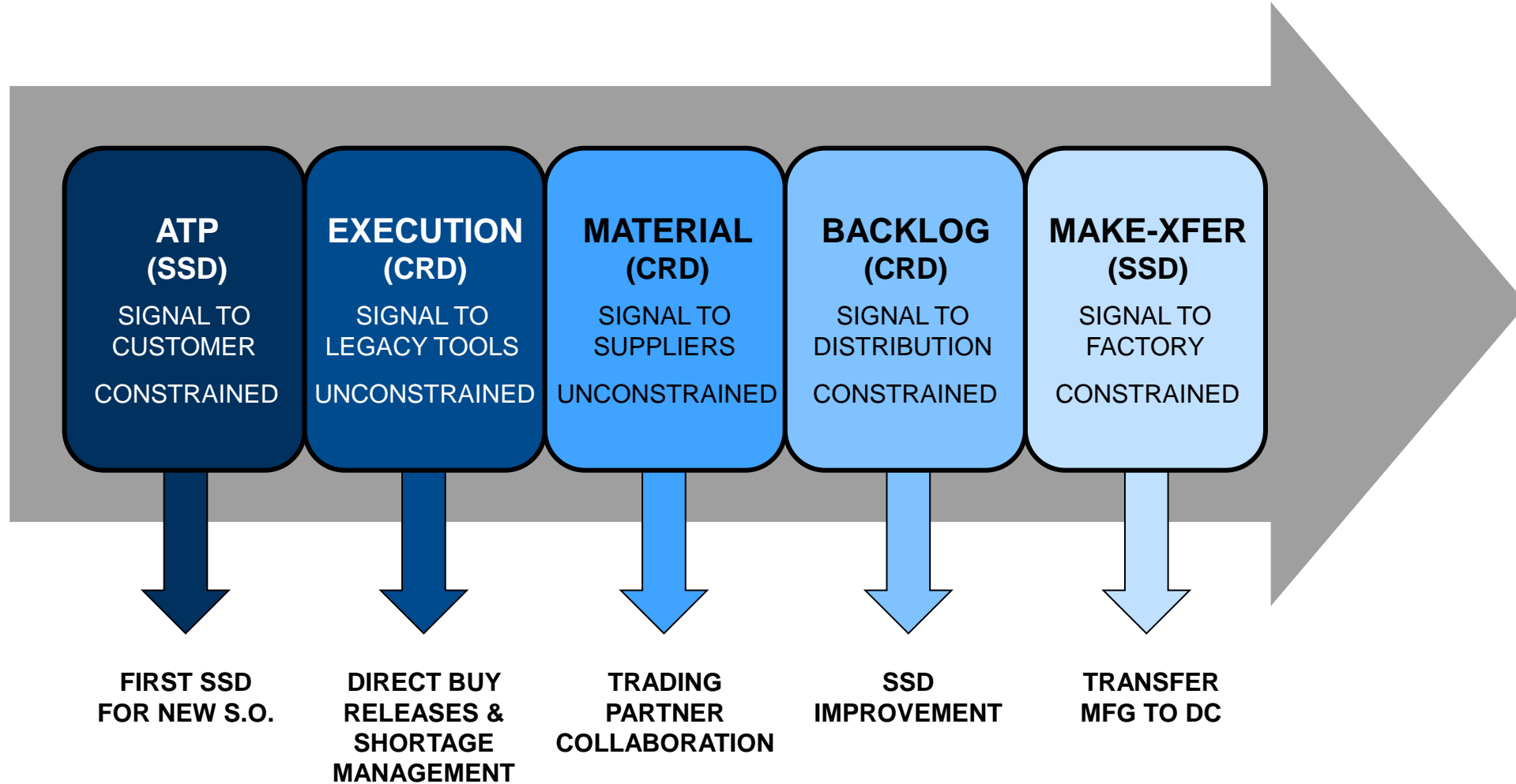


INTERIM PROCESS BLUEPRINT

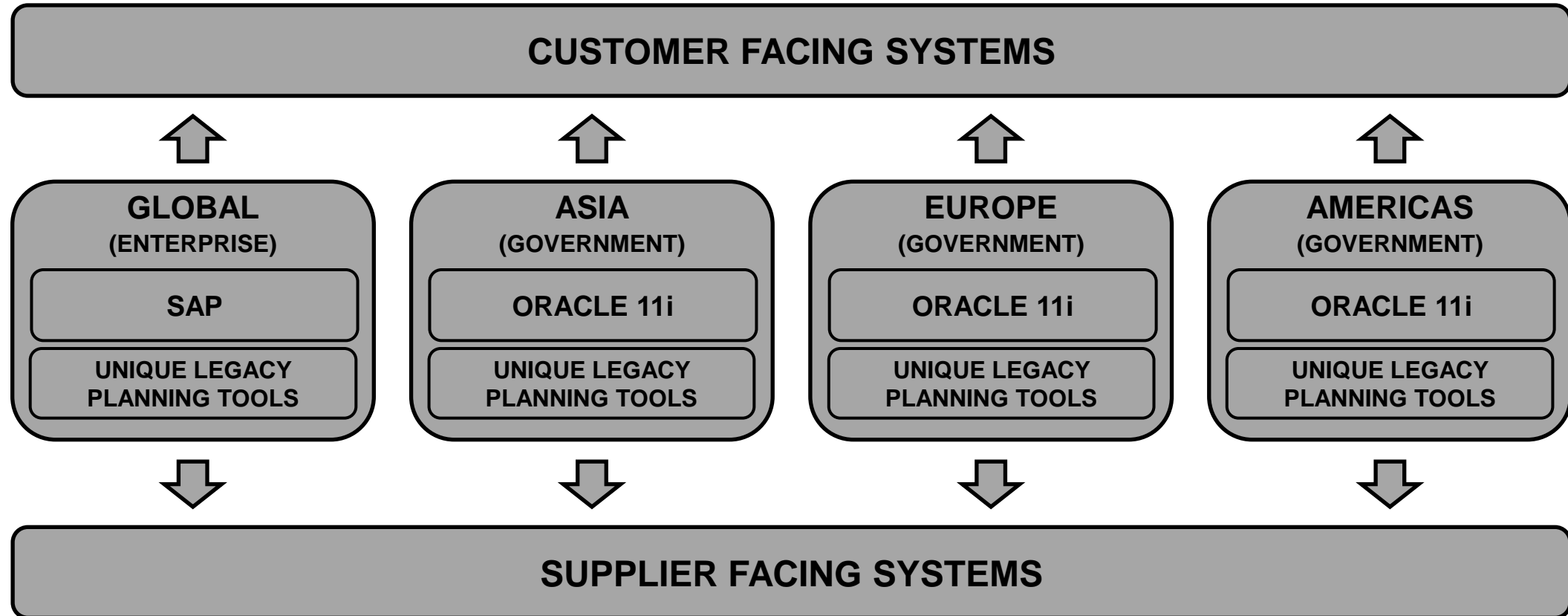


BLUE BOX = VCP LEVERAGE

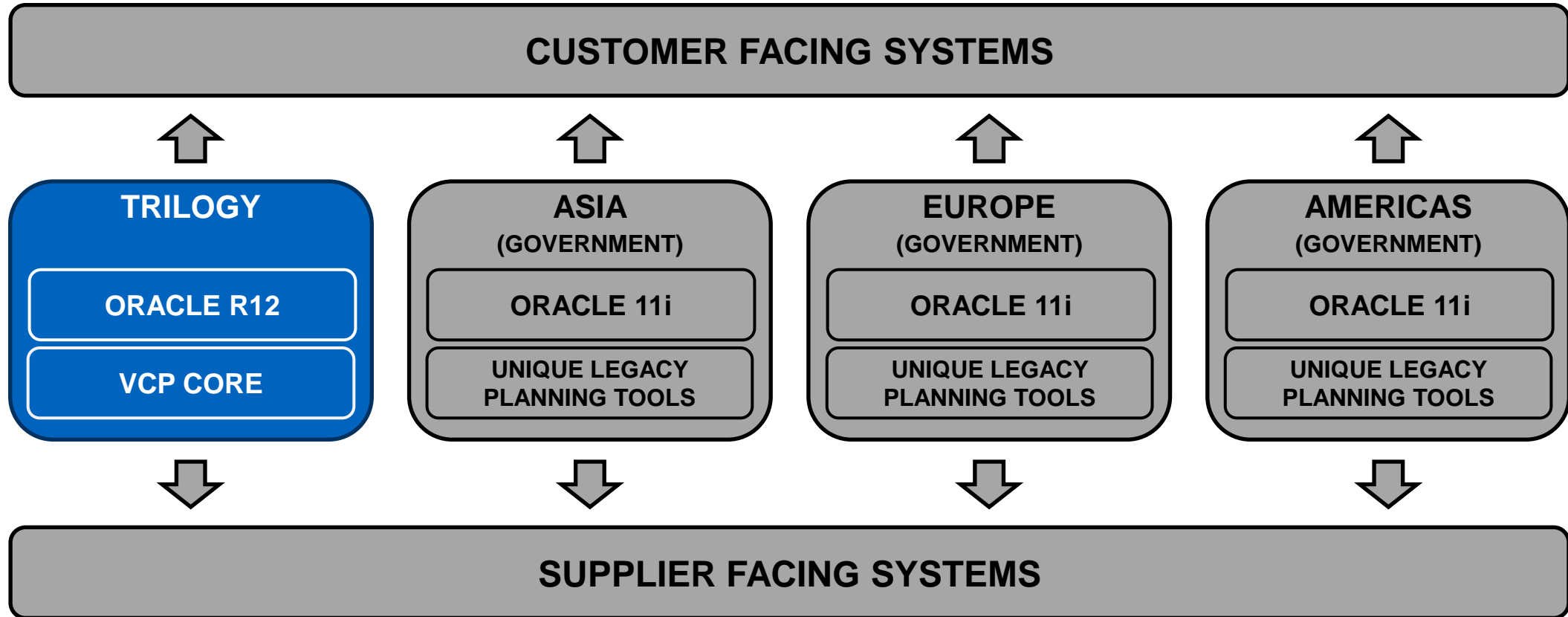
OUR ASCP PLANS



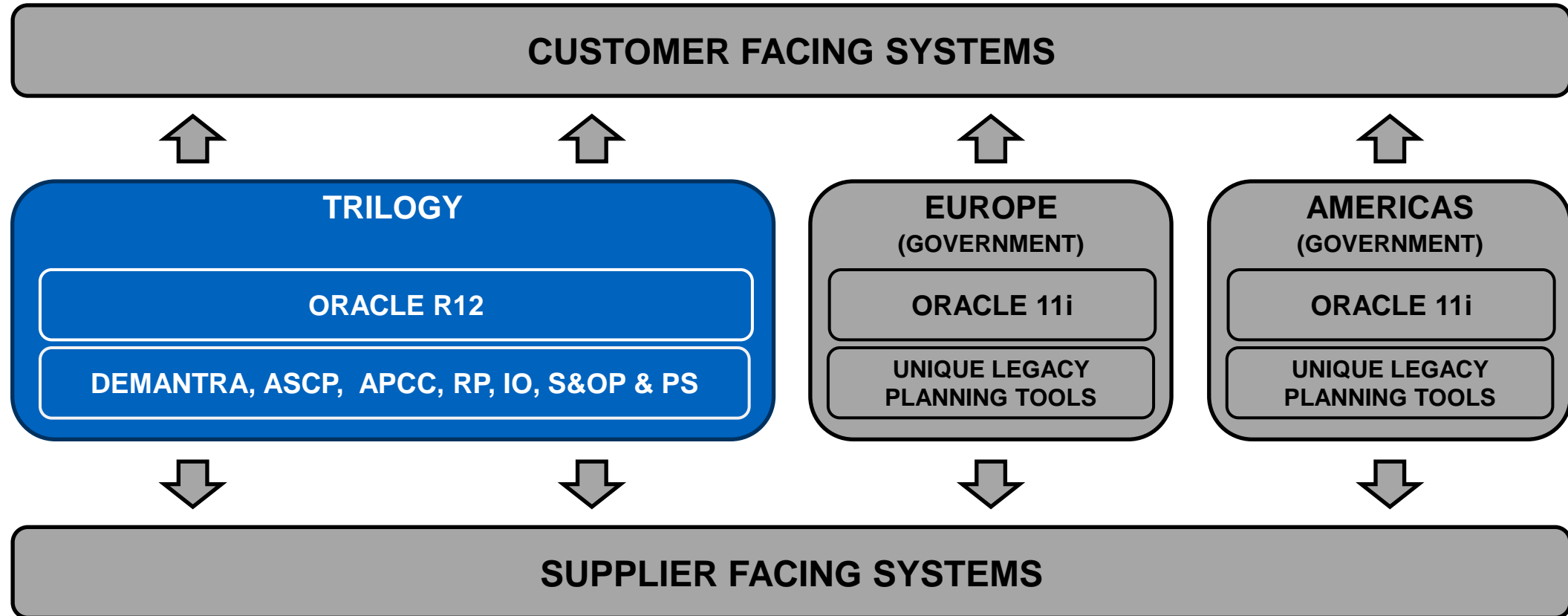
START – REGIONAL ERPS & LEGACY PLANNING TOOLS



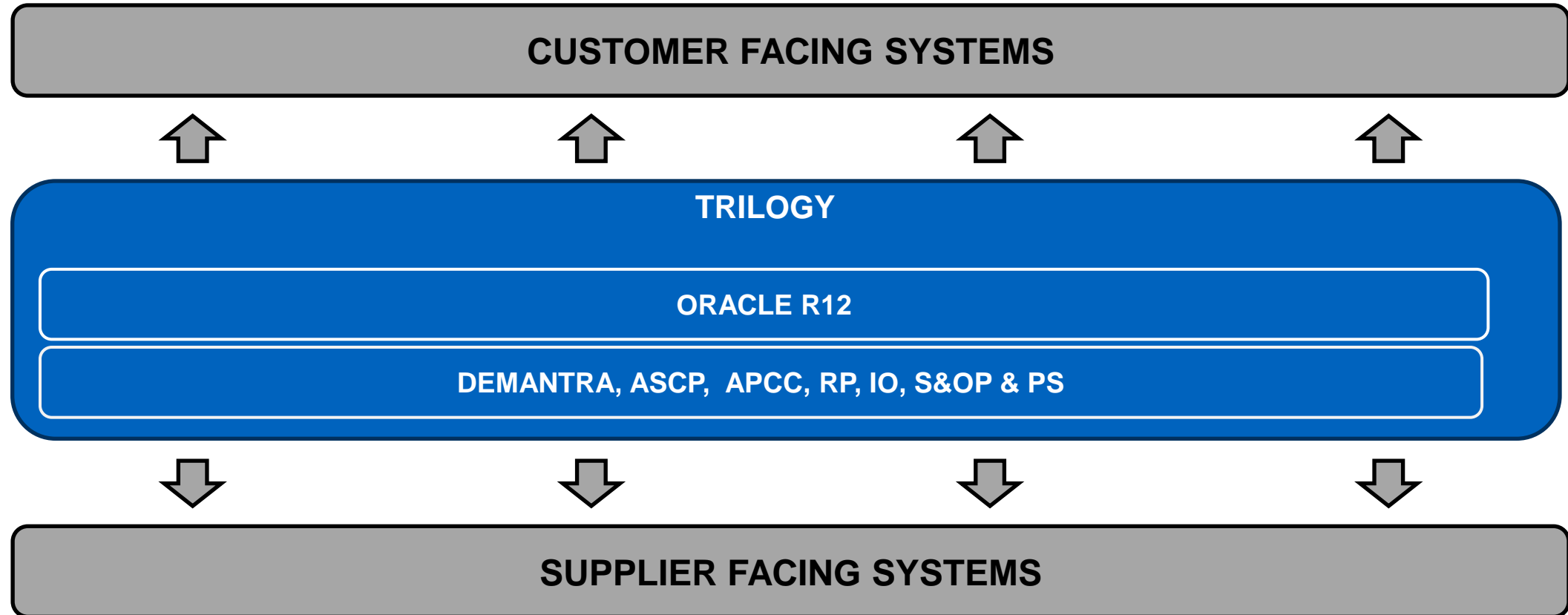
STEP 1 – EBS & CORE VCP APPLICATIONS FOR 1 SBU



STEP 2 – ADD ASIA AND COMPLETE VCP FOOTPRINT



FINAL STEP – ADD EUROPE AND AMERICAS





LESSONS LEARNED

- **HOW YOU GET THERE IS AS IMPORTANT AS WHERE YOU ARE GOING**
- **END-TO-END BUSINESS MODEL MUST DRIVE FUNCTIONAL SOLUTION**
- **GLOBAL OWNERSHIP ENABLES GLOBAL PROCESSES**
- **CONFIGURE TO ORDER RAISES COMPLEXITY**
- **ASCP IS A POWERFUL ANALYTICAL APPLICATION**
- **PLAN COMPLEXITY DRIVES PROCESSING TIMES**
- **FREQUENTLY REVIEW INFRASTRUCTURE SIZING DURING SOLUTIONING**



RIGHT NOW



WE ARE



HELPING



PEOPLE BE



THEIR



BEST IN



THE



MOMENTS



THAT MATTER



MOTOROLA SOLUTIONS