

*Professional Radio Series Application Partner Program Licensed
Developer Registration Form*

About the Company

1. Please provide the following information about your Company

Company Name:	
Contact Person:	
Address:	
Tel No.:	
Fax No.:	
Email:	
Company Website:	
Branch offices:	
Key Product & Services:	
Age of Company:	

Please attach any relevant documentation to support the above. E.g. Business Card, Company Annual or Quarterly Financial report ...etc

1. 2. Please attach or provide your Company's organization chart and the roles and responsibilities of key individuals in the organization.
2. 3. Please provide the company's business relationship with Motorola . If None, please proceed to next section.

Current relationship with Motorola	Distributor / Sub-Dealer / Re-seller / System Integrator / Supplier / Service dealer (Level ?) or Others Please describe: With : CGISS / PCS / GTSS / IESS / SPS / BCS Motorola Contact Person Name: Email address: Contact No:
Motorola Products	
Annual Business with Motorola (\$)	
Years with Motorola	

Other PRODUCT(S) and SERVICE(S)

1. 1. Please provide the description and some brief description of the services that is provided by your company (if any)
2. 2. Please list any other non Motorola products that your company is selling. (if any)

Type of Service	System Installation and validation / Consulting /Servicing and Repair, others
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	please specify
Type of equipments	
Major customer list	

	Manufacturer	Model	Annual business (\$ or units)
Radio equipments			
Non radio products (please list)			

Market Experience

Identification and presence in the market segment(s) where business development opportunities exists and can be demonstrated with successes. History of experience with customers clearly showing market presence as a solutions provider, as well as for example possible recognition awards gained through external organizations, for achievements in the market place. Examples of key customer involvement within a particular segment, with proven customer satisfaction and fulfillment, gained through business successes. Customer references, from within a particular market segment.

1. 4. Target Market Segment(s):
2. 5. Please attach any award(s), customer reference(s) for the Company or the product or solution. E.g. ISO9000, SEI CMM, QSR..etc
3. 6. Please list the Company's Major Customers who are using the Company's products and/or solutions. If there are no historical data on customer list, please list the estimated % of contribution of the market segment to the overall business of the Company. E.g. 30% Taxi, 20% Security..etc
4. 7. Please provide 2 way radio equipment's attachment rate on your solutions
5. 8. Please describe the Company's marketing / business development plans / strategies in developing the target market.

No.	Key Customers	Market Segment	Product / Solution	Project Value / System size / Quantity
1.	XYZ	Oil industry	Solutions: Repeater systems	Xxx / year
2.	Abc	Rail	Solutions: Yard dispatch system Products Train driver decoder terminal Motorola GP328 + Model A Opt board GM338 + Model B Opt board Kenwood	Y Xxx / year Yyy / year

			Model ABC + Model A Opt board	Zzz / year
3.	pqr	Taxi	Solution: X2000 Taxi Dispatch system X2000 Taxi Dispatch terminals	Y xxx / year

No.	Solution	Market Segment	Radio Usage (%)	Manufacturer
1.	Repeater system	Oil industry	50% XX%	Motorola Others (Please specify Brand)
2.	Yard Dispatch	Rail	??	??

Financial Resources

9. Capacity and ability to invest appropriate levels of resources for the development of application / solutions needed by customers and the market. Please describe the Company's financial budget that are relevant to the solution business. Demonstrate the Company's financial commitment to develop, sell and support the solution(s). E.g. Capital expense and investment on development tools, test equipment, development resources, marketing, training, technical support and etc.

Pre Sales Support

10. Please describe the Company's Pre Sales Support structure and process. E.g. Describe the standard business activities taken before a sales is made.
- a. (Indirect) If business model includes sales to other dealers/resellers, please describe the necessary logistics in place to handle the business model.

Post Sales Support

11. Please describe the Company's Post Sales Support structure and process. E.g. Who and how these are supported in the Company.
- .a. Service and Warranty policies
 - .b. Training plans (End user and/or dealer/reseller training)
 - .c. Quality process. E.g. process from capturing to resolving product quality complaints or feedbacks

- Technical Experience** 12. Years of Experience in wireless communication technology. Demonstrate a good understanding of products and solutions. Please edit the following table as appropriately.

Technology	Manufacturer	Experience Type	Year	Remarks (Please specify)
Conventional Analog FM Radio	Motorola GP328, GM338,	Integration / Installation / Repair		Analog FM

	MC2000,			
	Other manufacturer (Please specify)			
Analog Trunking (MPT1327, SmartNet)	Motorola (MCX700, MAX638 Plus)			
	Others (Please specify)			
Digital Trunking (P25, TETRA)	Motorola XTS2500, MTM700			
	Others (Please specify)			
Data System (DataTac)	Please specify			
Radio Option board		Development / Integration		Internal Modem, Scrambling
Embedded software		Development		Option board
PC Based software		Develop / Integrate		Database, Mapping, GIS, Console, Dispatch center
External RF Modem		Development / Integration / Service & Repair		
PABX		Integration		Dispatch center

Development Expertise

13. Please describe the Development Engineering capability. Please edit the following table as appropriately.

Area of Expertise	No of Staff	Years	Products developed	Remarks
RF Design				
Mechanical				
Electrical				
Embedded Software				
PC Software				
Manufacturing				

Product(s)

1. Please list the details of all the detail of the relevant products that is developed by your company as communication solutions to your customers.

Model Name	
Product Description	e.g. Model X Kit = 1 model A board + 1 radio Model Y System = 1 radio + 1 repeater + PC + console
Target Market	General transportation / Taxi / Oil Industry / Manufacturing/ Electric utility Industry / Security or Others please specify
Major Customer of the Product	
Typical size of system	e.g 3 systems, 20 terminals per system
Type of system	e.g. Conventional, MPT1327
Years since introduction	
Quantity sold to date	
Radio Equipments used with this product	Motorola: GM338, MCX700, GP328, GM300 Others please specify:
Documentations	User guide, Service manual.etc
Training Programs	End user training plans? Dealer training (if applicable)?
Forecasted Annual unit sales (please list it per target market)	Taxi: xx units/year Manufacturing: xx units/year
Is this product sold by other resellers or only by you or both (please list the resellers of this product)	
Ave. Selling Price to User	
Ave. Selling Price to Reseller	
Is the product designed and developed in house or by other 3 rd party developer.	
Is the product manufactured in house or through sub-contractors	
Standard Warranty policy	

Please attach any relevant supporting documentation for the above information. E.g. Product Brochures, Product Specifications, User guides, Sales literatures.

Please duplicate the above information if there are more than 1 product.

PROPRIETARY INFORMATION: If you consider any of the above information as confidential or proprietary, please indicate such on those pages and review them with the Assessment team. The purpose of this information is to help the team assess your company's general capability as our Application Partner. Any data or information that you wish to keep confidential will not be included in your file. However, conclusions based upon that information will be recorded. Please indicate any access restrictions we may encounter, such as to the data process area or personnel.

Email completed form to *A16697@email.mot.com*