

# Site Development Services

## Frequently Asked Questions

### **Can I purchase only those Services I want?**

Site Development Services are designed to let you choose just the Services you need to augment your existing staff or opt for an end-to-end solution provided by Motorola's team of site development professionals. Our goal is to mitigate risk, reduce delays, and eliminate future problems that can lead to disruption of life-saving communications.

### **Why can't I just do it all with my own staff?**

The site development process is complicated and challenging. Unless you have the staff to handle the hundreds of details (site qualification, leasing/purchasing negotiations, title coordination, regulatory approvals, easement coordination, zoning applications, architectural and engineering coordination, geotechnical exploration, electrical and grounding, civil installations, and much more), it can get overwhelming. Each of these activities have the potential to delay or even derail the successful deployment of your communications system.

### **Do you sub-contract your resources?**

Motorola's Site Development resources must pass a rigorous Preferred Agent and Supplier Qualification process. From our licensed real estate brokers and agents to our site design and construction professionals, our team leverages 25 years of wireless radio expertise proven methodologies and processes. Our site development standards and design uniformity keep you on the critical path to successful site installation.

### **What kind of environmental processes do you follow?**

Motorola is a responsible corporate citizen and applies strict compliance to all EPA regulations to ensure that the radio site will minimize impact to the environment. This includes soil and ground water testing, lead paint studies, safe removal of existing asbestos and preservation of wetlands.

### **What is the greatest value to me?**

Our 5-Point Value Proposition includes:

1. Detailed project planning to ensure that potential roadblocks are identified and addressed
2. Value and cost containment through economies of scale and innovative design techniques
3. Proven standards and repeatable methodologies that enhance system performance and reliability
4. Preferred Agent and Supplier program that ensures access to highly qualified subcontractors
5. Stability from a proven industry leader with 80+ years of communications technology experience



**MOTOROLA**

Motorola, Inc. [www.motorola.com/services/government](http://www.motorola.com/services/government)

The information presented herein is to the best of our knowledge true and accurate. No warranty or guarantee expressed or implied is made regarding the capacity, performance or suitability of any product. MOTOROLA and the Stylized M Logo are registered in the U.S. Patent and Trademark Office. All other product or service names are the property of their respective owners. © Motorola, Inc. 2009