



## **Motorola Announces Orders Worth \$1 Million for MicroTCA System Products**

*Underscores escalating, widespread adoption of industry standard MicroTCA technology*

TEMPE, Ariz., – 12, December 2006 – Motorola, Inc. (NYSE: MOT) today announced orders worth \$1 million for its MicroTCA™ system products that will enable off-the-shelf access to this open, standards-based technology.

The companies will integrate Motorola's MicroTCA core communications server technology into development systems to serve markets such as telecom access, military communications and diagnostic equipment for the healthcare industry. Early access to development systems such as this can help original equipment manufacturers gain rapid technology discovery and vital time-to-market advantage.

Simon Stanley, analyst at large at Heavy Reading and principal consultant for Earlswood Marketing said, "Motorola's numbers are by far the largest amount of revenue that I've seen for MicroTCA development systems and show that after only a few months since its ratification, MicroTCA adoption is well underway. The interest in MicroTCA across a range of markets encompassing telecom, military, medical and industrial computing applications indicates that MicroTCA has the potential to achieve significant economies of scale. With development budgets cut to the bone, standardized platforms such as MicroTCA will be crucial to the future success of many OEMs."

"The availability of communications servers based on open standards such as MicroTCA is accelerating the shift from the old supply chain model – where OEMs supplied everything from boards to fully integrated applications – to a model with systems integrators taking on much of the development previously kept in-house," said Paul Virgo, director of MicroTCA marketing, Embedded Communications Computing, Motorola. "In fact, for the first time since Motorola introduced the VMEbus 25 years ago, we believe that another standard has emerged that could change the landscape of embedded computing across all industry segments."

"We haven't seen this kind of broad-based interest in a standard since VMEbus," said Bob Behn, vice president marketing, Embedded Computing and Memory, Arrow Electronics. "This clearly validates MicroTCA's potential impact on the market."

"Bringing together the COTS economies of Motorola's MicroTCA communications servers and our integration and customization capabilities will enable equipment manufacturers to begin realizing the benefits of MicroTCA technology now," said Pat Cathey, senior vice president and general manager, Avnet Technology Solutions.

Companies interested in the Motorola MicroTCA system products may contact [Arrow Electronics](#) and [Avnet Technology Solutions](#).

### **About Motorola's Communications Servers**

Motorola's communications servers are open, fully integrated systems that act as a common, carrier-grade platform for a wide range of applications. This common platform concept integrates hardware and software elements to enable equipment manufacturers to focus on adding their application-specific value, thereby reducing the time, cost and risk involved in deploying new revenue-generating applications or migrating existing applications to standards-based technology. For more information:

[www.motorola.com/computing](http://www.motorola.com/computing)

### **About Motorola**

Motorola is known around the world for innovation and leadership in wireless and broadband communications. Inspired by our vision of Seamless Mobility, the people of Motorola are committed to helping you get and stay connected simply and seamlessly to the people, information, and entertainment that you want and need. We do this by designing and delivering "must have" products, "must do" experiences and powerful networks -- along with a full complement of support services. A Fortune 100 company with global presence and impact, Motorola had sales of US \$35.3 billion in 2005. For more information about our company, our people and our innovations, please visit

[www.motorola.com](http://www.motorola.com)

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