



Mr. Chris Essid  
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Richmond, VA 23219

CC: Tony Macri Touchstone Consulting Group  
Andy Davis Motorola

Reference: Commonwealth of Virginia, Interoperability Executive Committee

Dear Mr. Essid:

Mr. Andy Davis forwarded to me the request for a confirmation of Motorola's commitment to standards. You will note that the following verbiage has been slightly modified from what you previously received. This is because (1) I wanted to correct some grammatical errors, and (2) provide a more-generic document that we can reuse as needed. Please let me know if the following meets your requirements.

### **Standards Compliance**

Motorola remains firmly committed to its support of communications interoperability based on the Project 25 voluntary consensus standards that support the mission-critical requirements of the nation's First Responder community. Motorola strongly encourages all local, tribal, county, state, and federal government agencies, plus industry partners, to align their interests with standards developed by recognized standards development organizations. Standards compliance brings significant benefits and advantages to end-users and manufacturers alike. First from a user perspective, standards improve product quality and expand product choice by stimulating competition. Standards facilitate the transfer, development, and deployment of technology, leading to more competition and thus expanded choice for users to select among. Standards aid in creating and expanding global markets and stimulating world economies.

From the market's perspective, standards compliance can level the playing field among competitors, and promote fair competition. Standards help promote market acceptance of new products, services, and technologies. Consensus standards allow for inputs from a wide cross-section of interested stakeholders. By minimizing uncertainty and creating the opportunity to exploit learning curve economies, standards can help reduce product development cost and time to market.

Finally, successful standards further benefit the market by eliminating misunderstandings between manufacturers and purchasers. Effective standards facilitate interoperability and interchangeability, while simultaneously fostering an environment in which product differentiation thrives. Standards allow for continual innovation and product improvement, allowing the end user to specify and obtain the most appropriate product for a particular need. In short, standards do not preclude a manufacturer from entering a marketplace; on the contrary, standards are enabling.



### **Motorola's Commitment to Global Standards**

Motorola's commitment to standards is most visibly demonstrated by the level and depth of resources committed to standards activities on a global scale. Literally hundreds of Motorolans participate in the development of standards with technical contributions. Motorola holds leadership positions in standards development organizations addressing future digital telecommunications technologies such as 3/4G cellular, broadband wireless technologies such as IEEE 802.11 and 802.16, communications within the automotive industry such as Telematics and Society of Automotive Engineers. More specifically related to Public Safety applications, Motorola has significant participation at all levels of TIA, the Telecommunications Industry Association. Supporting the initiatives of Project 25 and APIC (the APCO Project 25 Interface Committee), TIA is pursuing voluntary consensus for narrow band, wide band, and broadband technologies in the United States. Motorola maintains similar representation in Europe within ETSI, the European Telecommunications Standardization Institute. Like TIA in the US, ETSI develops standards for public safety in Europe. Finally, both TIA and ETSI are working in unison advancing concepts for harmonizing global standards.

### **Verifying Standards Compliance**

In addition to standards identifying the functionality that needs to be interoperable and enough operational details to enable interoperability, standards must also provide the basis for verifying. Motorola believes that First Responders must have confidence that the products and services defined by these specifications are indeed interoperable. While a vendor's self-declaration of a product to comply with a given standard is an important step, the ability to verify these claims using published, repeatable tests is necessary for compliance and interoperability assurance. Motorola believes such tests should be part of standards performance verification. And Motorola is very proud to be playing a leading role, in conjunction with our peers in TIA TR-8, the Project 25 Steering Committee, and representatives of NIST and ITS representing the SAFECOM organization.

Compliance consists of three individual elements. The first testing element investigates for **Performance**. Performance testing verifies that the equipment meets the basic core functionality. For example, does the radio performance meet FCC regulatory specifications? The second testing element investigates protocol **Conformance**. Having first met the basic performance requirements and passed the performance tests, does the protocol functionality conform to the standards? For example, does the system use the right messages in the right order at the right time? The third testing element investigates **Interoperability**. Having met and passed both the basic performance and the conformance tests, does vendor A's implementation in fact interoperate with vendor B's?

Finally, the publication of standardized testing parameters allows for consistency of results and ensures the ability for independent parties to replicate the methodology. Published testing criteria further allow manufacturers to validate design assumptions



while products are being developed. Motorola encourages and fully supports the development of such a testing plan consisting of compliance to the standard verification, and interoperability testing.