

January 13, 2020

Sridhar Kowdley  
Program Manager, P25 Compliance Assessment Program  
Office for Interoperability and Compatibility  
Science and Technology Directorate  
Department of Homeland Security

RE: P25 Compliance Assessment Program Encryption Requirements

Dear Mr. Kowdley.

As requested during our conference calls on January 8 and 13, 2020, this letter documents Motorola Solutions' plan to address concerns brought to our attention by the Department of Homeland Security ("DHS") regarding the process for ordering Motorola Solutions radios that comply with the P25 Compliance Assessment Program's ("P25 CAP") encryption requirements.

We understand that some customers may be confused by the existing ordering process for Motorola Solutions radios, which requires customers to select "No ADP for P25 CAP" or "AES Encryption" or "AES/DES-XL/DES-OFB Encryption" in the encryption section of the order form to receive a radio meeting P25 CAP encryption requirements.

For radios to be P25 CAP compliant, radios must meet one of the three following configurations:

1. No encryption;
2. AES 256 encryption only; or
3. AES 256 encryption along with non-standard encryption or privacy features.

To address these concerns, Motorola Solutions is working actively to modify its product ordering system so that P25 CAP-compliant configurations are presented by default. These changes are expected to be completed by February 28, 2020.

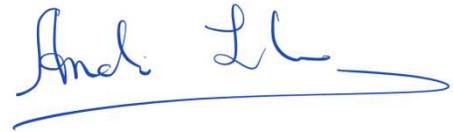
In the interim and effective immediately, Motorola Solutions will place a hold on all orders from customers for a non-P25 CAP-compliant radio configuration (i.e., not meeting one of the three above described, compliant configurations) until a Motorola Solutions customer service representative confirms affirmatively with the customer that the order reflects the desired configuration. The customer service representative will contact the customer, explain the requirements for P25 CAP-compliant (and thus SAFECOM grant-eligible) radios, and then proceed with the order only upon affirmative validation from the customer.

In addition, Motorola Solutions has conducted in-person training sessions during the week of January 6, 2020 with its sales force to impress upon them the importance to instruct each

customer that if he or she requests a radio with only Motorola Solutions' Advanced Digital Privacy ("ADP") feature, that customer must affirmatively acknowledge that the equipment will not be P25 CAP-compliant or SAFECOM grant-eligible without also ordering AES-256 bit encryption.

For customers that intended to order a P25 CAP-compliant radio but instead received a device that does not satisfy P25 CAP encryption requirements, those customers should contact Motorola Solutions at 1-800 MSI – HELP (800-674-4357). Motorola Solutions will assist them in modifying their radios to a P25 CAP-compliant configuration. Additionally, Motorola Solutions will issue a service bulletin to all customers that have ordered radios since the encryption requirements became effective in 2017 to inform them of the P25 CAP encryption requirements and provide information on how to modify their radios to become P25 CAP compliant, as appropriate.

Sincerely,



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Andres Lacambra  
Senior Director, ASTRO Devices  
Motorola Solutions