



Program Guidelines

2008 Motorola Point-to-Point Equipment Trade-In Program

PRORAM DESCRIPTION

Motorola is pleased to announce the 2008 Motorola Point-to-Point Equipment Trade-In Program. The 2008 Motorola Point-to-Point Equipment Trade-In Program is a program that allows end-user customers to purchase Motorola point-to-point (PTP) equipment from their Motorola Channel Partner at a listed credit¹ if they agree to and submit trade-in competitive equipment using a third-party company, American Communications. Participating customers will be eligible to purchase new Motorola PTP equipment at a credit¹. To be eligible for the credit customers must notify Motorola of their intent to participate in the program by submitting a [registration form](#).

The 2008 Motorola Point-to-Point Trade-In Program will be limited to the first 150 Trade-in Requests or the program end date of September 30, 2008, whichever comes first.

PROGRAM PROCESS

The steps below detail the Program process and how to register your intention to participate in the 2008 Motorola Point-to-Point Equipment Trade-In Program.

Step 1

After reviewing the Program Guidelines, complete the [Trade-In Registration Form](#). This form will be routed to your Motorola Regional Sales Manager and Channel Partner for review and confirm your participation in the program. After Trade-In Request has been received by Motorola, the Request will be provided to American Communications for reference in a Trade-In Agreement.

Step 2

The system will auto-generate a response with additional program information and the ship-to address and contact at American Communications.

Step 3

American Communications will issue a Trade-In Agreement to the requesting end-use customer.

Step 4

Place an order for new Motorola PTP equipment² with your Motorola channel partner within 60 days of receipt of Trade-in Agreement.

Step 5

Send Trade-In Unit(s)³ to American Communications within six (6) months of receipt of Trade-in Agreement.

Step 6

Motorola will issue a credit¹ to the channel partner from whom the equipment was purchased once receipt of Trade-In Unit is confirmed by American Communications and end-use customer receipt of purchased equipment is confirmed by Motorola.

⁽¹⁾ Credit is listed in APPENDIX I and channel partner will determine how credit is applied to the sale of the PTP equipment

⁽²⁾ New Motorola PTP Equipment is listed in APPENDIX II

⁽³⁾ Trade-In Unit is defined as eligible competitive equipment as defined in APPENDIX III

PROGRAM PERIOD

The 2008 Motorola Point-to-Point Equipment Trade-In Program will be limited to the first 150 Trade-in Requests or the program end date of September 30, 2008, whichever comes first.

PROGRAM RESTRICTIONS

1. The end-use customer will be required to trade-in at least one Trade-In Unit which is defined as a complete link (2 radios or a “hop”) of eligible competitive equipment by sending the equipment to American Communications. Eligible competitive equipment is listed in APPENDIX III.
2. Credit percentage that the end-use customer will be eligible to receive will be determined from APPENDIX I. This credit will be provided to the Motorola Channel partner who, in turn, will work with the end-use customer to either apply to new purchases or to credit end-use customer’s account. This decision is up to the Motorola channel partner.
3. The number of new Motorola PTP equipment purchased must be equal to/or greater than the number of Trade-In Unit(s).
4. Motorola will issue credits to the channel partners based on the first 150 Trade-in Requests confirmed after which time the program will be closed to new requests. There is no limit on the number of Trade-In Units a end-use customer may trade-in.
5. End-use customer must place order for new PTP equipment from their Motorola channel partner within sixty (60) days of receipt of confirmation that their Trade-In Request form was confirmed.
6. Motorola is utilizing the logistics services of American Communications. End-Use customer must return the Trade-In Unit(s) to American Communications within six (6) months of placing an order for new Motorola PTP equipment. If the Trade-in Unit is not received by American Communications within six (6) months from the date of the Purchase of New Motorola PTP Equipment, the credit is not valid.
7. Condition of Trade-In Unit will be verified by American Communications and it must be in good working order and include all accessories and power supplies.
8. APPENDIX II lists the new Motorola PTP Equipment eligible for purchase in this program. All products listed contain a full link (two radios) or two full links (four radios) with the exception of the PTP100 series which is one (1) radio.

DEFINITIONS

New PTP Equipment shall mean new Motorola PTP Equipment purchased from an authorized Motorola channel partner.

Trade-In Request – refers to the online [registration form](#) that you submit to communicate your intent to participate in the trade in program.

Trade-In Unit – refers to at least one (1) complete point-to-point link, which is comprised of two radios and all accessories and power supplies.

Trade-In Agreement – refers to the documentation that the requestor will receive from American Communications that outlines the type and amount of equipment being traded-in and the trade-in allowance that American Communications will provide the requestor if the trade-in agreement is completed and the requestor sends American Communications the listed equipment.

American Communications – American Communications is working with Motorola to offer a trade-in for all eligible equipment listed for this program. They will provide a trade-in allowance that will be decided and agreed upon between the end-use customer and American Communications. All equipment that is being traded-in must be received by American Communications before the approval to receive the credit will be provided.

FREQUENTLY ASKED QUESTIONS

- Q. If I trade-in less than what is eligible, will the trade-in credit be prorated? (e.g. I trade in 13 PTP radios or six (6) links and one extra radio can I still get part of the credit?)
- A. In this example you would receive credit on six full links but not the extra radio. To be eligible for the credit, American Communications must receive the full equipment required for the program – at least one full link with associated accessories and power supplies will be required for this trade-in program.
- Q. Must the equipment that I trade-in be of like frequency and/or type?
- A. No, please talk with your representative at American Communications for clarification.
- Q. Must the equipment that I trade-in be in good working order?
- A. Yes, the links must be verified by American Communications as being in good working order (non-DOA) with all accessories and power supplies included. Motorola is not involved with this portion of the program and is not responsible for resolution of dispute between Service Provider and American Communications.
- Q. Who can participate?
- A. All end-use customers who purchase PTP products from a Motorola channel partner.

ADDITIONAL INFORMATION

Contact your Reseller or Regional Sales Manager with any questions about the program.

Official Rules and Program Restrictions, Terms and Conditions

1. This program is called “2008 Motorola PTP Trade-In Program” and is limited to the first 150 Trade-In Requests or the program end date of September 30, 2008, whichever comes first.
2. A single end-use customer may choose to utilize the program more than one time. There is no limit per customer.
3. End-use customer must purchase from the PTP equipment listed in APPENDIX II defined in the program, custom kit requests will not be accepted.
4. End-use customer must place order for one or more NEW Motorola PTP Links from their Motorola channel partner within sixty (60) calendar days of confirmation of receipt of Trade-In Request or the Trade-in Agreement is not valid.
5. End-Use Customer’s Requested Ship Date (CRSD) must be prior to December 14, 2008.

6. Standard delivery and payment terms apply. No extended delivery dates are allowed under this program.
7. End-use customer is responsible for sending eligible Competitive Trade-in Unit(s) to American Communications within six (6) calendar months of receipt of confirmation of Trade-In Request or the Trade-in Agreement is not valid.
8. End-use customer is responsible for all charges related to shipping the Trade-In Unit(s) to American Communications.
9. Motorola is not responsible for lost or stolen shipments or shipments that do not arrive at American Communications for any reason.
10. Motorola will provide a credit valued at up to 20% off to the Customer's Motorola channel partner once American Communications confirms receipt of 100% of the Trade-In Unit(s), and the corresponding new PTP order has shipped to the Customer.
11. All transactions are subject to validation. Motorola reserves the right to audit and disqualify any transactions it deems invalid.
12. Motorola is not responsible for late, lost, misdirected, incomplete or illegible orders or reports, and shall not be responsible for any shipping or invoice delays.
13. Motorola is not responsible for resolution dispute between end-use customer and American Communications.
14. Motorola has the sole discretion to modify and interpret the rules, to determine awards under this program and to alter, amend or cancel this program in whole or in part at any time without notice. All decisions made by Motorola are final.

APPENDIX I: Credit Table for Eligible Motorola PTP Equipment Purchases

Credit Table

*All versions, pair of 5.8 w/o Reflector and w/o AES used as example

Product	US MSRP	Credit % from US MSRP	Credit Value¹
100 Lite*	\$ 2,190	15%	\$ 329
100 Full*	\$ 3,290	15%	\$ 494
400 Lite	\$ 7,200	15%	\$ 1,080
400 Full	\$ 11,995	15%	\$ 1,799
500 Lite	\$ 10,995	15%	\$ 1,649
500 Full	\$ 13,995	15%	\$ 2,099
600 Lite	\$ 15,995	20%	\$ 3,199
600 Full	\$ 19,995	20%	\$ 3,999

APPENDIX II: List of Eligible Motorola PTP Equipment Purchases

List of Eligible Purchases

PTP 100 Series

Part Number	Frequency	Description
2401BHRFDD	2.4 GHz	PTP 24100 Lite - AES, High power, Reflector
2401BHDD	2.4 GHz	PTP 24100 Lite - AES, High power
2400BHRFDD	2.4 GHz	PTP 24100 Lite - High power, Reflector
2400BH20DD	2.4 GHz	PTP 24100 Full - High power
2400BHDD	2.4 GHz	PTP 24100 Lite - High power
2400BHRF20DD	2.4 GHz	PTP 24100 Full - High power, Reflector
2401BH20DD	2.4 GHz	PTP 24100 Full - AES, High power
2401BHRF20DD	2.4 GHz	PTP 24100 Full - AES, High power Reflector
HK1368A	2.4 GHz	PTP 24100 Lite - High power, Bundle pack of 4
HK1370B	2.4 GHz	PTP 24100 Lite - High power, Reflector, Bundle pack of 4
HK1367A	2.4 GHz	PTP 24100 Full - High power, Bundle pack of 4
HK1369B	2.4 GHz	PTP 24100 Full - High power, Reflector, Bundle pack of 4
5211BHRFDD	5.2 GHz	PTP 52100 Lite - AES, Reflector
5210BHRF20DD	5.2 GHz	PTP 52100 Full - Reflector
5210BHRFDD	5.2 GHz	PTP 52100 Lite - Reflector
5201BHDD	5.2 GHz	PTP 52100 Lite - AES
5200BHDD	5.2 GHz	PTP 52100 Lite
5211BHRF20DD	5.2 GHz	PTP 52100 Full - AES, Reflector
5211BH20DD	5.2 GHz	PTP 52100 Full - AES
HK1389A	5.2 GHz	PTP 52100 Lite - Bundle pack of 4
HK1395B	5.2 GHz	PTP 52100 Lite - Reflector, Bundle pack of 4
HK1394B	5.2 GHz	PTP 52100 Full - Reflector, Bundle pack of 4
5400BHDD	5.4 GHz	5.4 GHz 10 MB Backhaul (no reflector)
5400BHRFDD	5.4 GHz	5.4 GHz 10 MB Backhaul with reflector
5400BH20DD	5.4 GHz	5.4 GHz 20 MB Backhaul (no reflector)
5400BHRF20DD	5.4 GHz	5.4 GHz 20 MB Backhaul with reflector
HK1293A	5.4 GHz	5.4 GHz 10MB BH no reflector – pack of 4
HK1548A	5.4 GHz	5.4 GHz 10MB Backhaul with reflector – pack of 4
HK1296A	5.4 GHz	5.4 GHz 20MB Backhaul with out reflector – pack of 4
HK1295A	5.4 GHz	5.4 GHz 20MB Backhaul with reflector – pack of 4
5701BHDD	5.7 GHz	PTP 58100 Lite - AES
5701BHRFDD	5.7 GHz	PTP 58100 Lite - AES, Reflector
5700BHRF20DD	5.7 GHz	PTP 58100 Full - Reflector
5700BHRFDD	5.7 GHz	PTP 58100 Lite - Reflector

5700BHDD	5.7 GHz	PTP 58100 Lite
5700BH20DD	5.7 GHz	PTP 58100 Full
5701BH20DD	5.7 GHz	PTP 58100 Full - AES
5701BHRF20DD	5.7 GHz	PTP 58100 Full - AES, Reflector
HK1557A	5.7 GHz	PTP 58100 Lite - Bundle pack of 4
HK1561B	5.7 GHz	PTP 58100 Lite - Reflector, Bundle pack of 4
HK1556A	5.7 GHz	PTP 58100 Full - Bundle pack of 4
HK1560B	5.7 GHz	PTP 58100 Full - Reflector, Bundle pack of 4

PTP 400 Series

Part Number	Frequency	Description
WB2627CC	4.9 GHz	PTP 49400 Lite Integrated - Link Complete
WB2628CC	4.9 GHz	PTP 49400 Lite Connectorized - Link Complete
WB2632CC	4.9 GHz	PTP 49400 Lite Integrated - End Complete
WB2636CC	4.9 GHz	PTP 49400 Lite Connectorized - End Complete
WB2623CC	4.9 GHz	PTP 49400 Full Integrated - Link Complete
WB2624CC	4.9 GHz	PTP 49400 Full Connectorized - Link Complete
WB2631CC	4.9 GHz	PTP 49400 Full Integrated - End Complete
WB2635CC	4.9 GHz	PTP 49400 Full Connectorized - End Complete
BP5430BHC20-2DD	5.4 GHZ	PTP 54400 LITE CONNECT - LINK
BP5430BHC20-1DD	5.4 GHZ	PTP 54400 LITE CONNECT - END
BP5430BH20-2DD	5.4 GHZ	PTP 54400 LITE INTEGRATED - LINK
BP5430BH20-1DD	5.4 GHZ	PTP 54400 LITE INTEGRATED - END
BP5430BHC-2DD	5.4 GHZ	PTP 54400 FULL CONNECT - LINK
BP5430BHC-1DD	5.4 GHZ	PTP 54400 FULL CONNECT - END
BP5430BH-2DD	5.4 GHZ	PTP 54400 FULL INTEGRATED - LINK
BP5430BH-1DD	5.4 GHZ	PTP 54400 FULL INTEGRATED - END
BP5730BHC-2CC	5.7 GHz	PTP 58400 Full Connectorized - Link Complete
BP5730BHC-1CC	5.7 GHz	PTP 58400 Full Connectorized - End Complete
BP5730BH-2CC	5.7 GHz	PTP 58400 Full Integrated - Link Complete
BP5730BH-1CC	5.7 GHz	PTP 58400 Full Integrated - End Complete
BP5730BHC20-2CC	5.7 GHz	PTP 58400 Lite Connectorized - Link Complete
BP5730BHC20-1CC	5.7 GHz	PTP 58400 Lite Connectorized - End Complete
BP5730BH20-2CC	5.7 GHz	PTP 58400 Lite Integrated - Link Complete
BP5730BH20-1CC	5.7 GHz	PTP 58400 Lite Integrated - End Complete

PTP 500 Series

Part Number	Frequency	Description
WB2874AA	5.4 GHz	PTP 54500 Full Integrated - Link Complete
WB2878AA	5.4 GHz	PTP 54500 Full Integrated - End Complete
WB2875AA	5.4 GHz	PTP 54500 Full Connectorized - Link Complete
WB2879AA	5.4 GHz	PTP 54500 Full Connectorized - End Complete
WB2857AA	5.7 GHz	PTP 58500 Full Integrated - Link Complete
WB2861AA	5.7 GHz	PTP 58500 Full Integrated - End Complete
WB2858AA	5.7 GHz	PTP 58500 Full Connectorized - Link Complete
WB2862AA	5.7 GHz	PTP 58500 Full Connectorized - End Complete

PTP 600 Series

Part Number	Frequency	Description
WB2782AA	2.5 GHz	PTP 25600 5MHZ INTEGRATED LINK
WB2784AA	2.5 GHz	PTP 25600 5MHZ INTEGRATED END
WB2783AA	2.5 GHz	PTP 25600 5MHZ CONNECTORIZED LINK
WB2785AA	2.5 GHz	PTP 25600 5MHZ CONNECTORIZED END
WB3040AA	4.5 GHz	PTP 45600 Full Integrated - Link Complete
WB3041AA	4.5 GHz	PTP 45600 Full Connectorized - Link Complete
WB3044AA	4.5 GHz	PTP 45600 Full Integrated - End Complete
WB3045AA	4.5 GHz	PTP 45600 Full Connectorized - End Complete
BP5530BH15-2DD	5.4 GHz	PTP 54600 LITE INTEGRATED - LINK
BP5530BH15-1DD	5.4 GHz	PTP 54600 LITE INTEGRATED - END
BP5530BHC15-2DD	5.4 GHz	PTP 54600 LITE CONNECT - LINK
BP5530BHC15-1DD	5.4 GHz	PTP 54600 LITE CONNECT - END
BP5530BH-2DD	5.4 GHz	PTP 54600 FULL INTEGRATED - LINK
BP5530BH-1DD	5.4 GHz	PTP 54600 FULL INTEGRATED - END
BP5530BHC-2DD	5.4 GHz	PTP 54600 FULL CONNECT - LINK
BP5530BHC-1DD	5.4 GHz	PTP 54600 FULL CONNECT- END
BP5830BH-2CC	5.7 GHz	PTP 58600 Full Integrated - Link Complete
BP5830BH-1CC	5.7 GHz	PTP 58600 Full Integrated - End Complete
BP5830BHC-2CC	5.7 GHz	PTP 58600 Full Connectorized - Link Complete
BP5830BHC-1CC	5.7 GHz	PTP 58600 Full Connectorized - End Complete
BP5830BH15-2CC	5.7 GHz	PTP 58600 Lite Integrated - Link Complete
BP5830BH15-1CC	5.7 GHz	PTP 58600 Lite Integrated - End Complete
BP5830BHC15-2CC	5.7 GHz	PTP 58600 Lite Connectorized - Link Complete
BP5830BHC15-1CC	5.7 GHz	PTP 58600 Lite Connectorized - End Complete

APPENDIX III: Competitive Trade-In Unit

Competitive Equipment

Competitive equipment will be accepted as one or more full links/hops (at least two radios) from the manufacturers listed below. All trade-in equipment MUST be in good working order, complete with power supplies and accessories. American Communications will confirm the status of the trade-in equipment and will notify Motorola of such prior to Motorola issuing credit.

Manufacturers

<i>AdTran</i>	<i>All Backhaul Products</i>
<i>Airaya</i>	<i>All Backhaul Products</i>
<i>Alvarion</i>	<i>Linkblaster, BreezeNet PTP, BreezeAccess PTP</i>
<i>Aperto</i>	<i>All Backhaul Products</i>
<i>Axxcelera</i>	<i>All Backhaul Products</i>
<i>Ceragon</i>	<i>All Backhaul Products</i>
<i>Cisco</i>	<i>All Backhaul Products</i>
<i>Dragonwave</i>	<i>All Backhaul Products</i>
<i>Exalt</i>	<i>All Backhaul Products</i>
<i>Harris/Stratex</i>	<i>All Backhaul Products</i>
<i>Infinet</i>	<i>All Backhaul Products</i>
<i>LPN Wireless</i>	<i>All Backhaul Products</i>
<i>RADwin</i>	<i>All Backhaul Products</i>
<i>RadioLan</i>	<i>All Backhaul Products</i>
<i>Redline</i>	<i>AN30 PTP, AN50 PTP, AN80 PTP</i>
<i>Proxim</i>	<i>Tsunami 45, Tsunami 100, Tsunami 480, Lynx T, GX32, GX90</i>
<i>Solectek</i>	<i>All Backhaul Products</i>
<i>Trango</i>	<i>All Backhaul Products</i>
<i>TranZeo</i>	<i>All Backhaul Products</i>
<i>WaveSight</i>	<i>All Backhaul Products</i>



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