



Motorola Canopy® Subscriber Rebate Program

2008 Program Guidelines

Introduction

The Motorola Canopy® wireless broadband system is world renowned for best-in-class point to multipoint connectivity. With thousands of systems in many countries around the globe, the platform is serving a host of different types of customers, including: telecommunication companies, Internet Service Providers (ISPs), Wireless ISPs (WISPs), private networks - medical, enterprises, state, local and federal governments, educational institutions and many more.

Motorola's wireless broadband portfolio enjoys its success because of the support of Service Providers, like you. To continue to provide your company a growth incentive, Motorola is pleased to introduce the 2008 Motorola Canopy® Subscriber Rebate.

This document highlights the various program eligibility requirements, program rules and additional information regarding the program.

Program Overview

The 2008 Motorola Canopy Subscriber Rebate Program allows service providers and network operators to offer their end-user subscribers a Manufacturer's Rebate of USD \$20 for subscription services and installation of new Motorola Canopy Subscriber Modules¹.

Service Provider Eligibility Requirements

1. Eligibility is limited to Service Providers registered in Motorola's Wireless Broadband Service Provider Program.
 - a. To register for the Motorola Wireless Broadband Service Provider Program please visit, <http://motorola.motowi4solutions.com/channel/beareseller/index.php?id=sp>
2. Eligible products include new Motorola Subscriber Modules¹ that are installed for lease or purchase by a new subscriber².
3. Service Provider must provide wireless broadband services using the Motorola Canopy wireless broadband platform.
4. Services must be offered in the contiguous United States and/or Canada.
5. Rebate Program is active July 28, 2008 through October 31, 2008. All rebate submissions must be postmarked by November 28, 2008.
6. Service Providers who are registered for participation in the 2008 Subscriber Rebate Program are required to provide rebate forms (available online) and activation information to new customers for their rebate eligibility.
 - a. Activation information includes: valid MAC address³ and proof of subscription (purchase receipt, installation receipt, or first invoice)
7. New Subscribers as described above are eligible for the rebate if completed rebate submissions are received within the published parameters of the Program as identified in these documents and on the accompanying 2008 Motorola Subscriber Rebate Program Form.

Program Marketing

In order for the 2008 Motorola Canopy Subscriber Rebate Program to be a success for Service Providers, it is important that the rebate is marketed and promoted as a Promotion to your end-user subscribers. To aid in the success of the rebate as a promotion, Service Providers are encouraged to utilize the pre-formatted marketing materials provided on the Service Provider Portal (www.motorola.com/serviceproviders/portal) or actively create promotional materials to communicate the Program as part of their regular marketing activities.

Additional Program Resources

The Motorola Subscriber Rebate Program offers Service Providers a new way to attract new customers, grow sales, and build their business through the use of marketing specific programs and incentives.

Marketing Support

Service Providers who qualify for participation in the 2008 Motorola Canopy Subscriber Rebate Program will receive marketing support through the Service Provider Portal (URL hyperlink) to assist in marketing and promoting wireless broadband solutions to their end-user customers.

Specific questions can be sent to rebate@motorola.com where your questions will be addressed personally.

¹ Eligible Motorola Subscriber Modules include:

<i>2401SMDD</i>	<i>5400SMDD</i>	<i>5751SMDD</i>
<i>2400SMDD</i>	<i>5401SMDD</i>	<i>9001SMDD</i>
<i>2450SMDD</i>	<i>5450SMDD</i>	<i>9001SMCDD</i>
<i>2451SMDD</i>	<i>5451SMDD</i>	<i>9000SMDD</i>
<i>5201SMDD</i>	<i>5440SM</i>	<i>9000SMCDD</i>
<i>5200SMDD</i>	<i>5701SMDD</i>	<i>9000SMFDD</i>
<i>5250SMDD</i>	<i>5700SMDD</i>	<i>9001SMFDD</i>
<i>5251SMDD</i>	<i>5750SMDD</i>	<i>9000SMQAA</i>

² New subscriber is defined as a residence, home-based business, or business

³ Valid MAC address is defined as the MAC address of a new subscriber module purchased April 2008 – end of Program and is verified by Motorola. Installation of old, gray market, or otherwise purchased subscriber modules may not qualify and will be the responsibility of the Service Provider.