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## Howard Community College Chooses Motorola IP Network Solution for New Health Science Building

The Maryland-based college deploys Motorola's Passive Optical LAN solution, greatly simplifying network deployment in the newly constructed building

HORSHAM, Pa. –April 15, 2013 – [Motorola Mobility](#) today announced that [Howard Community College](#) of Columbia, Maryland deployed Motorola's [Passive Optical LAN \(POL\) solution](#) to provide all-fiber IP network connectivity in the college's newly constructed Health Sciences building. The grand opening took place on January 14, 2013. The solution, which will serve more than 1,500 Ethernet ports, was designed and deployed by [Science Applications International Corporation \(SAIC\)](#), one of the leading IT infrastructure solution providers and integrators.

"As we plan for aggressive growth over the next decade, we need technology that will easily scale to accommodate future expansion, while also saving the college time and money today. For us, that solution is Motorola's POL," said Tom Glaser, Vice President of Information Technology at Howard Community College. "We were impressed by the solution's significant cost savings and operational benefits, as well as the hassle-free maintenance. We expect Motorola's POL to keep Howard Community College on the cutting edge for years to come as our students continue to require better and more widespread network access."

Motorola's POL solution is a highly reliable and economically disruptive enterprise LAN solution that offers converged voice, data and video at gigabit speeds to any Ethernet endpoint such as end-user devices, wireless access points and wireless controllers, application servers and printers. Motorola's POL is based on proven GPON technology that delivers significant cost savings, with up to a 55 percent reduction in capital and up to a 75 percent reduction in overall operational costs, for combined Total Cost of Ownership (TCO) savings of up to 65 percent over traditional LAN architectures. The POL solution is ideal for educational institutions, new buildings or buildings undergoing major renovations, and provides organizations with the ability to rapidly address evolving technology requirements while dramatically simplifying the LAN and greatly reducing total life cycle costs.

"With today's announcement, Motorola reinforces our commitment to bringing best-in-class enterprise network solutions to higher education institutions, like Howard Community College," said Joe Cozzolino, Senior Vice President and General Manager of Network and Infrastructure Solutions at Motorola Mobility. "Educational institutions must continue to invest in new programs, technologies and services to attract top-caliber students, and deploying Motorola's economically disruptive POL solution empowers them to meet this important objective. We look forward to supporting this market with cost-efficient, easy-to-use solutions now and into the future."

"SAIC has been working with higher educational institutions in the communities where we employ staff and support our clients for years," said Paul Gentile, Senior Vice President of SAIC's Integrated Systems Group. "It is an important part of SAIC's culture to foster the next generation of professionals serving industry. SAIC has been the leader in the design and implementation of POL infrastructure for more than five years. It is our belief that this is the IT infrastructure of the future that has arrived today."

For more information on Motorola's POL solution, please visit <http://www.motorola.com/pol>.

### About Howard Community College

Howard Community College (HCC) is a publicly funded two-year community college serving the educational needs of the citizens and employers in Howard County, Maryland since 1970. With its slogan, "You Can Get There from Here," the college has forged a variety of partnerships to offer career and transfer programs to over 30,000 students annually at its main campus in Columbia, the Ecker Business Training Center, Laurel College Center, and Mount Airy College Center for Health Care Education. Located midway between two major metropolitan areas, Washington DC and Baltimore, MD, Howard Community College is an affordable, community-based institution that has long been recognized for its ability to inspire learning, and the lifelong pursuit of personal and professional goals. Among its many awards is the prestigious U.S. Senate Productivity Award for organizational performance excellence. For more information, please visit <http://www.howardcc.edu/>.

### About Motorola Mobility

Motorola Mobility, owned by Google, fuses innovative technology with human insights to create experiences that simplify, connect and enrich people's lives. Our portfolio includes converged mobile devices such as smartphones and tablets; wireless accessories; end-to-end video and data delivery; and management solutions, including set-tops and data-access devices. For more information, visit [motorola.com/mobility](http://motorola.com/mobility).

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