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## Motorola Mobility Continues to Innovate Passive Optical LAN Infrastructure Portfolio

### New modular workgroup terminal efficiently serves high-density IP enabled device environments

HORSHAM, Pa. – June 27, 2012 – [Motorola Mobility](#) continues to enhance the capabilities of its Passive Optical LAN solution with the introduction of the WT24004 (Workgroup Terminal). Leading the migration to the smart, simple and connected enterprise, Motorola's WT24004 further reduces network complexity by consolidating Passive Optical LAN (POL) connectivity in applications with a high concentration of end users and IP-enabled devices, such as wireless access points, security badge readers and security cameras<sup>1</sup>.

Motorola's WT24004 is a high-density rack-mounted modular workgroup terminal providing up to 16 Gigabit Ethernet ports and is designed to support a full range of advanced data, IP voice and IP video services over a converged fiber-based LAN. The WT24004 also supports Power over Ethernet (PoE) which is increasingly more important as many IP-enabled devices, such as wireless access points, are deployed in areas where local power is not readily available. With the addition of the WT24004 to its POL portfolio, Motorola continues to create value for the enterprise by further simplifying LAN deployment at a dramatically lower total cost of ownership (TCO) over traditional LAN architectures. Motorola's POL and WT24004 suit the needs for most high-density-Ethernet deployment environments found in health care, financial services, campus, government agencies and military applications.

"As POL gains momentum in the enterprise networking market, new opportunities are emerging to extend the many benefits of this technology," said Shaun Harker, Business Development Manager, Passive Optical LAN Product Team, SAIC. "While the majority of our customers require four port work group terminals directly at the desktop, the WT24004 serves as a ideal fit for those higher density requirements in labs, conference areas, and wherever above-ceiling devices need to be accommodated in larger numbers. As an early adopter of the WT24004 and a reseller of Motorola's POL solution, SAIC recognizes the value of this high-density, modular workgroup terminal, and we look forward to offering it to our customers."

"CIOs are seeking alternatives to optimizing their overall cost of operations while avoiding additional program and budget cuts," said Joe Cozzolino, senior vice president and general manager, Network Infrastructure Solutions, Motorola Mobility. "Motorola's cost disruptive POL solution provides IT organizations the ability to dramatically improve TCO, while greatly simplifying LAN deployment and operations. The high-density WT24004 is another step in improving deployment economics over that of traditional LAN architectures."

Key benefits for Motorola's WT24004 include:

- Easily deploy ultra high-speed data services, Voice Over IP (VoIP), and IP video to high concentrations of users and devices;
- Leverage the modular nature of the workgroup terminal to achieve greater deployment flexibility;
- Efficiently power stationary Ethernet devices, such as attached VoIP phones, wireless access points and security cameras, thereby providing energy savings for additional cost benefits;
- Create a more reliable and secure (128-bit AES) LAN infrastructure that reduces the total lifecycle costs of IT infrastructure;
- Support users and devices throughout the enterprise with line-rate gigabit services at distances of up to 20km from the Enterprise Aggregation Switch (EAS);
- Reduce total lifecycle costs, complexity and operational requirements associated with traditional multi-tiered and legacy data networking technologies, while maintaining top levels of uptime so that employees can stay productive.

Motorola's WT24004 is available now. For more information, please visit [here](#).

#### 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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<sup>1</sup> Based on internal Motorola Mobility research. Cost savings includes up to a 55 percent reduction in capital costs 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.