

## **Motorola Solutions and Siemens technology partnership brings advanced solutions for Australian industry**

**Melbourne, Australia - 19 July 2018** – Siemens Australia and [Motorola Solutions \(NYSE: MSI\)](#) have formalised their relationship to develop innovative technologies for Australia's industrial sector via an exclusive partnership.

Motorola Solutions has joined the [Siemens' Solution Partner Program](#), becoming only the second company in Australia specialising in industrial networks to join the global program of organisations with highly-advanced, market proven technology development capabilities.

The two companies have delivered a number of successful projects and implementations in Australia through the combined strength of Motorola Solutions' innovative, mission-critical solutions design and engineering capabilities and Siemens' advanced industrial communications portfolio. This includes the development of complex engineering solutions for customers across the mining, energy and transportation sectors.

Minerals and Energy General Manager for Motorola Solutions Australia and New Zealand, Martin Chappell, said the complimentary portfolios, resources and capabilities of both companies had enabled the successful delivery of complex and technically challenging projects.

"Many of Siemens' best-in-class communications products and services are supported by radio frequency technology, a domain area that Motorola Solutions has pioneered throughout its history, Chappell said.

"By applying our strengths in engineering, project design, complex systems integration and service delivery, we ensure Siemens' products perform at the highest levels across Australian industries that rely on mission critical communications."

Michael Freyny, the head of Digital Factory and Process Industries for Siemens Australia welcomed the partnership, saying, "As digitalization creates new opportunities across Australia, we are excited to combine our outstanding products with Motorola Solutions' depth of application knowledge to deliver industrial network solutions for customers' current and future needs across various sectors.

"Partnerships like this are important for Siemens because powerful communication networks create the basis for digitalization across industries. Successfully planning, designing and implementing these solutions requires the expertise of partners such as Motorola Solutions who can provide support anytime and anywhere."

Projects already delivered through the partnership include those based on these Siemens technologies:

- **Scalance:** Highly-efficient industrial data communication networks with powerful components for reliable operation in all industrial environments;
- **RUGGEDCOM:** Products that set new standards for quality and reliability for communication networks deployed in extreme conditions and harsh environments. The range includes switches and routers, to wireless technology, software and applications.

## **Major project success**

In 2016, Motorola Solutions and Siemens delivered a highly successful solution for a leading Australian mining company in South Australia which was awarded Siemens' Project of the Year in Germany. The solution helped the company save millions in operating costs in the first year after implementation. Motorola Solutions continues to provide additional support and maintenance for the contract.

Through their collective strengths, the two companies will continue to support other key vertical markets including Australia's rail and transportation sector. Siemens provides a number of ruggedised products certified for use in the transportation sector while Motorola Solutions provides highly specialised and reliable communications solutions that draw on its experience of successfully delivering several rail projects across the Asia Pacific region.

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**Siemens AG** (Berlin and Munich) is a global technology powerhouse that has stood for engineering excellence, innovation, quality, reliability and internationality for 170 years. The company is active around the globe, focusing on the areas of electrification, automation and digitalization. One of the world's largest producers of energy-efficient, resource-saving technologies, Siemens is a leading supplier of efficient power generation and power transmission solutions and a pioneer in infrastructure solutions as well as automation, drive and software solutions for industry. The company is also a leading provider of medical imaging equipment – such as computed tomography and magnetic resonance imaging systems – and a leader in laboratory diagnostics as well as clinical IT. In fiscal 2017, which ended on September 30, 2017, Siemens generated revenue of €83.0 billion and net income of €6.2 billion. At the end of September 2017, the company had around 372,000 employees worldwide. Further information is available on the Internet at [www.siemens.com](http://www.siemens.com).