

# Motorola launches Enterprise Mobility technologies

Motorola Solutions has announced the launch of its Enterprise Mobility business in Kenya. Motorola Solutions will offer its portfolio of next generation enterprise mobility solutions including: ruggedized mobile computers and enterprise class smartphones; advanced mobile scanning and imaging solutions and a robust line of barcode scanners and RFID readers.



Strategy consultant for Motorola Solutions Enterprise Mobility Africa, Carlos Ferraz, said the strategic business move was informed by the need to support growing needs of Kenya's developing business sector.

Ferraz explained, "Motorola Solutions is a leading provider of communication technologies and solutions. For many years we have been supplying our public safety products to the African market. Our enterprise mobility solutions have proved successful around the world and we are excited to introduce them to Kenya today, continuing our long relationship with this country and the region."

He noted that Kenya has proved to be a market leader in the adoption of Information and Communications Technology in business, and the entry of Motorola Solutions will be a useful step in the attainment of the country's economic blueprint Vision 2030.

## Further developments

The listed company also announced a major investment in local channel development and marketing of the company's next generation solutions. It has partnered with well entrenched distributor Westcon Africa, Motorola Solutions to provide Kenya's fast growing economy with real enterprise solutions driving business forward and while providing their customer with better and faster services.

"Empowering our local partners is important for Motorola Solutions in Africa. Our investment and partnership with Westcon Africa will help us reach out to many businesses in Kenya and the east African region. Motorola's enterprise mobility solutions support the transition to a new way of doing business: faster, more agile and available on the go", noted Max Stone, regional sales manager at Motorola Solutions Enterprise SSA.

Westcon Africa and other partners will offer products and back end support to the customers in Kenya and the region.

John Spreadborough, general manager at Convergence Westcon Africa said, "We are proud to strategically partner with Motorola Solutions to support the growing needs of businesses across East Africa. As the largest distributor of IT products and solutions in the region, Westcon Africa will spearhead the launching of Motorola innovative products and drive businesses into the mobile era. "

Motorola Solutions has been active in the African market for the past 45 years, providing its mission critical solutions for governments and organisations. In the past years Kenya has been a key country for the company with significant projects and installations for the Kenya Power Company, Kenya Airways, Kenya Ports Authority, multi-national organisations and others.

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