

hello moto

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b2b strategy

thinkshield built-in security

Security at every layer



OS-to-Cloud Protection

Security that follows the user, no matter how they work.

Advanced Security & Certifications

Beyond standard protection.

Android OS Security

Smart security, built for real-world use.

Secure Supply Chain

Security starts before the device is even made.

ThinkShield
FOR MOBILE

expanding b2b segment with motorola for business

Business focused products

Secure and reliable portfolio of business devices

ThinkPhone
by motorola

edge
business edition

motog
business edition

FIPS
140-3



E2E solutions & services

Solutions and services to meet the needs of businesses of any size

Deploy & Manage

Device Manager
Software Control
Remote Control
Moto Analytics

Security

Built in security
Advanced features
AI threat defense

Productivity

Smart Connect
Motorola AI 2.0

Support

Managed services
Extended support
Technical Support

Strategic partnerships

Working together with top tech and B2B companies

Microsoft

Office 365, Windows 365,
Teams Walkie Talkie

Google

Workspace, AER,
Android Security

Dropbox

Cloud Storage

ZIMPERIUM®

AI Threat Defense

One Lenovo Go-to-Market

Driving GTM along with Lenovo, #1 commercial PC manufacturer

Telcos

(Connected ecosystem
Phone/PC/Tablet...)

Lenovo Commercial Sales

(Direct, REL/SA)

Distributors

(Ingram Micro, TD Synnex,
D&H...)

Re-sellers/ VARs/SIs

(SHI, CDW, Zones,
CompuCenter, WestCoast...)



Thinkphone by motorola
Made for Business



Motorola edge 60 neo
Premium design and performance

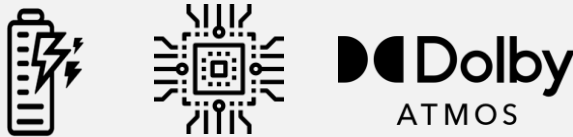


Moto g family
Built to last

Military tested and high IP ratings for durability



Power and performance for any business tasks and workflows



Defense-grade security, Government-trusted certifications



Unmatched productivity features and AI-based capabilities



Business Edition

Trusted Enterprise Mobility

AI-powered hardware, software and services working together for a secure, perfectly integrated mobile experience

the motorola b2b advantage

Enterprise grade portfolio backed by the power of Lenovo



Dedicated enterprise portfolio

Built for work, not just adapted for it

- **Business Edition Devices:**
Durability, security & performance
- **ThinkShield for Mobile solutions:**
End-to-end solutions for device lifecycle management
- **Enterprise accessories & vertical offerings:**
Rugged cases, screen protectors, smart scanner



The Lenovo ecosystem

The synergy and scale of #1 PC manufacturer

- **Unified Experience:**
Seamless integration b/w Moto devices & Lenovo PCs
- **Single partner for the entire lifecycle**
From procurement, financing to secure disposal
- **Strong partner network**
Leveraging Lenovo's distribution network for growth

The non-negotiable foundation: trust & user experience



Security

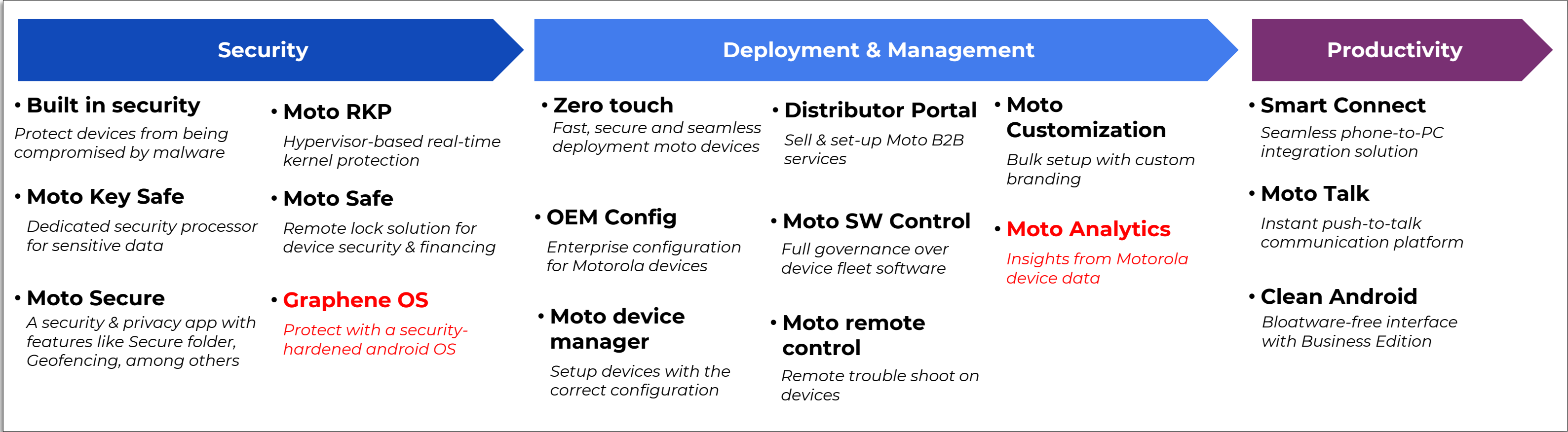


Management



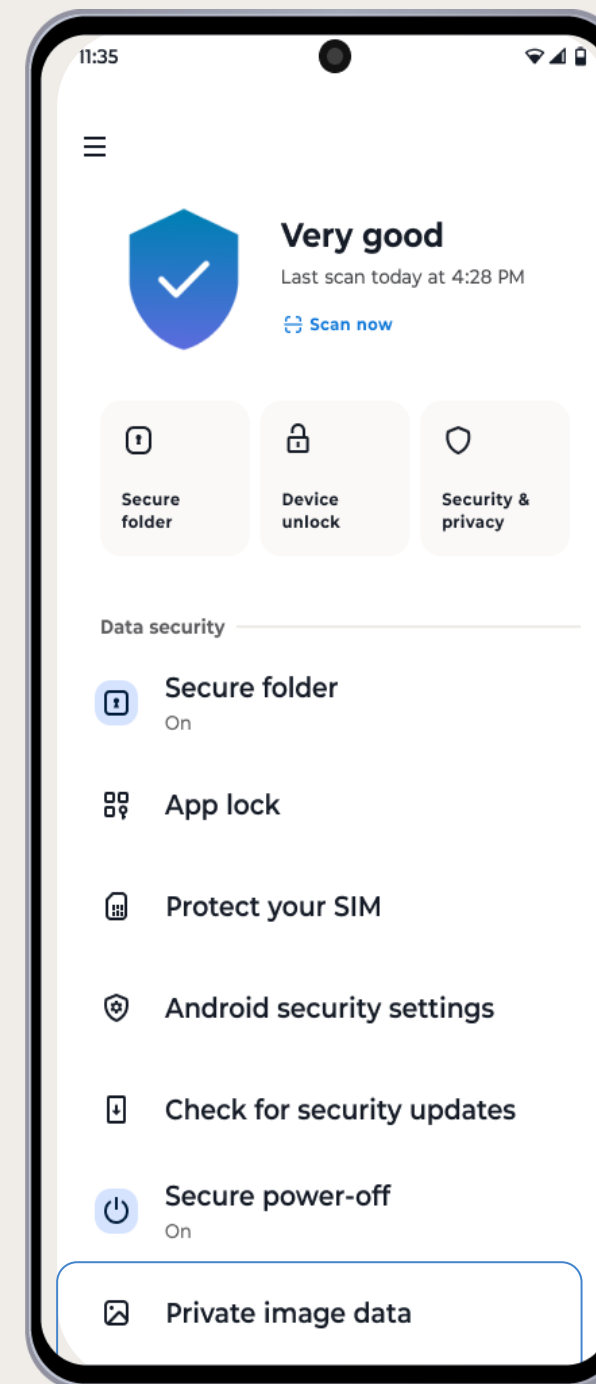
Intelligence

thinkshield solutions & services

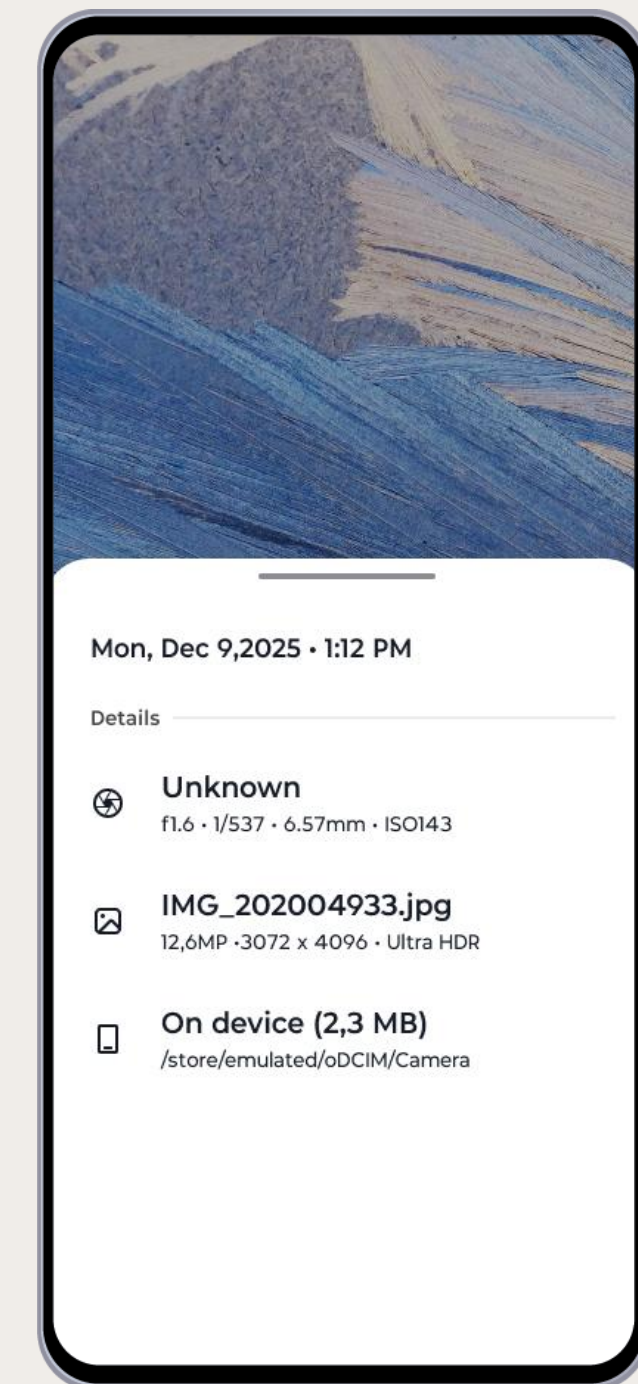


Introducing Private Image under Moto Secure

Disable the inclusion of sensitive metadata (localization, mobile device information) in Screenshots and Pictures



Moto Secure Dashboard



fleet ready operations

Deploy -> manage -> automate

ThinkShield
FOR MOBILE



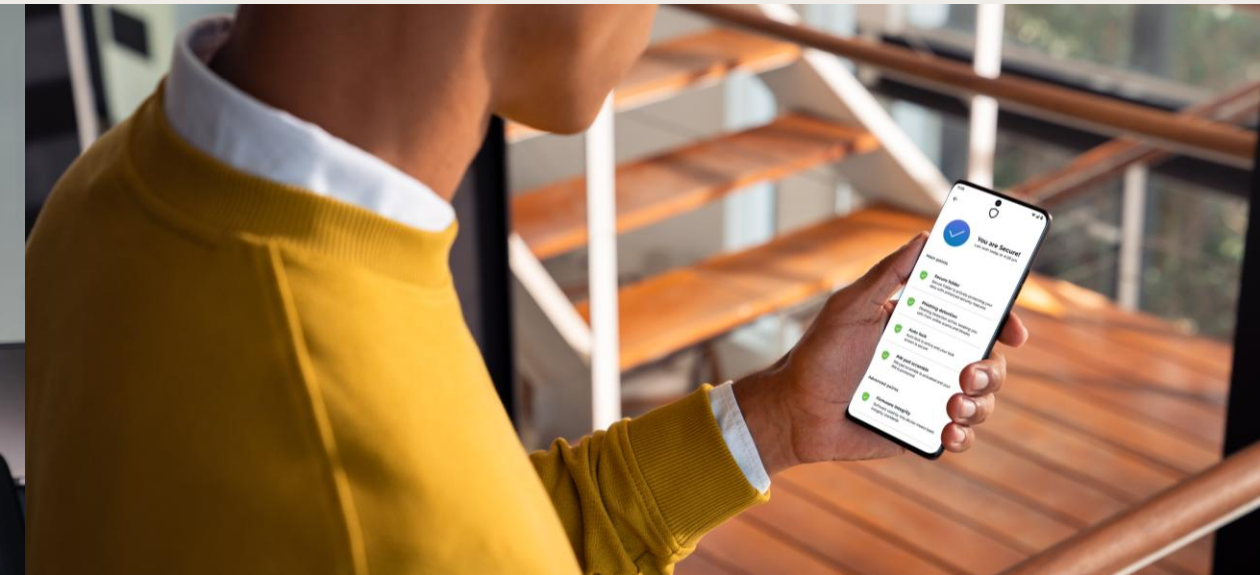
Deploy (fast, consistent rollout)

- **Zero-touch provisioning** (Android Zero-touch)
- **Standardized enterprise configurations** (Moto OEMConfig)



Manage (granular controls + policy configs.)

- **Centralized device controls** (Moto Device Manager, Moto SW control)
- **Remote actions for IT support** (Moto remote control)
- **Channel enablement** for large deployments (Distributor portal)

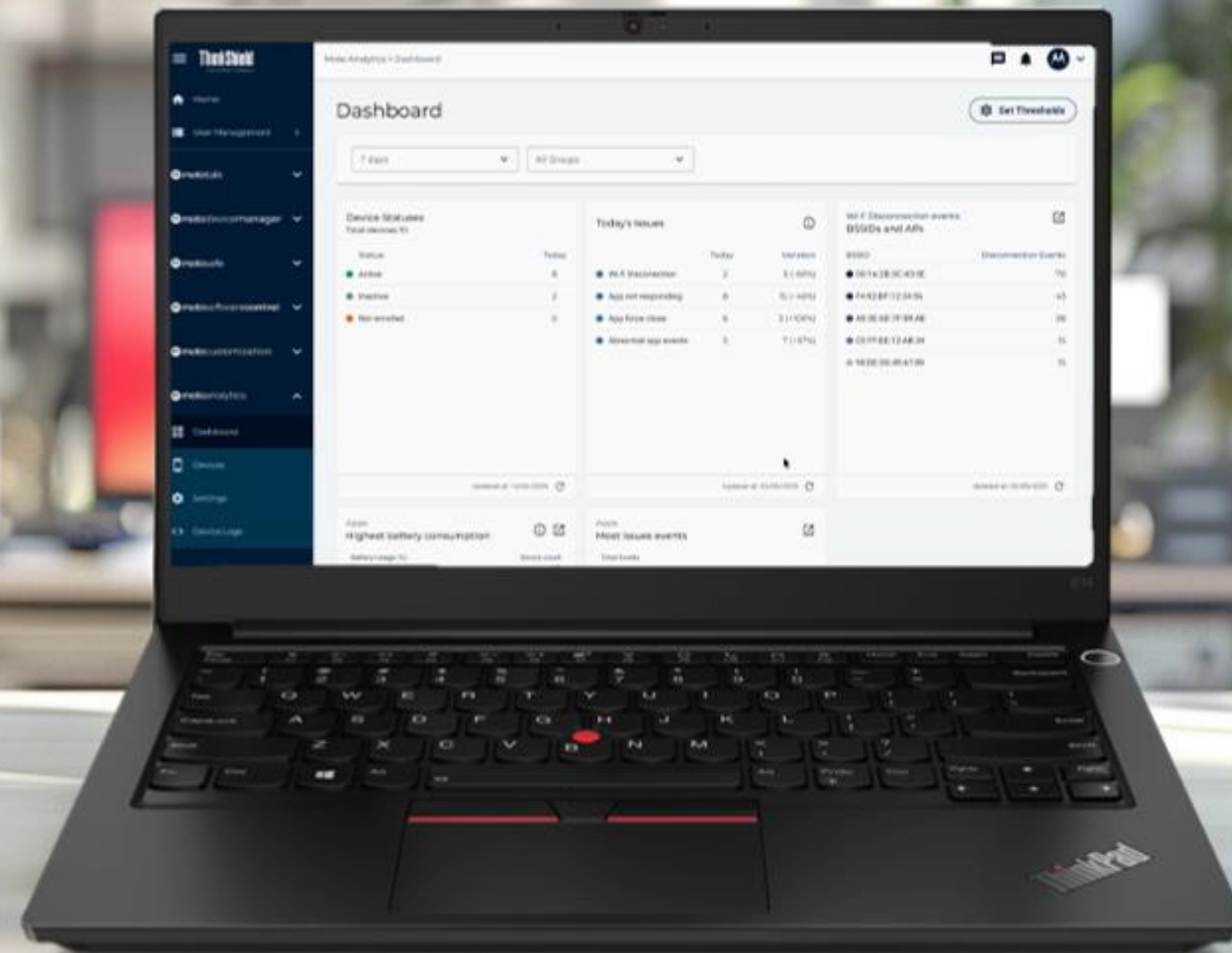


Automate (predict + prevent)

- **Maximized device health with anomaly detection and proactive resolution** (Moto Analytics)

moto analytics

Maximize uptime with ai-driven device insights



Moto analytics: enterprise-wide visibility

Resolve device issues faster, reduce downtime & maximize ROI

moto analytics

Maximize uptime with ai-driven device insights

Moto analytics: enterprise-wide visibility

Resolve device issues faster, reduce downtime & maximize ROI

- **AI-powered anomaly detection:**
Automatically detect irregularities in battery life, app stability, & connectivity before they become incidents
- **Deep system visibility:**
Access granular diagnostic logs and health metrics that standard EMMs cannot see
- **Proactive issue resolution:**
Identify root causes remotely & shift from reactive troubleshooting to proactive prevention

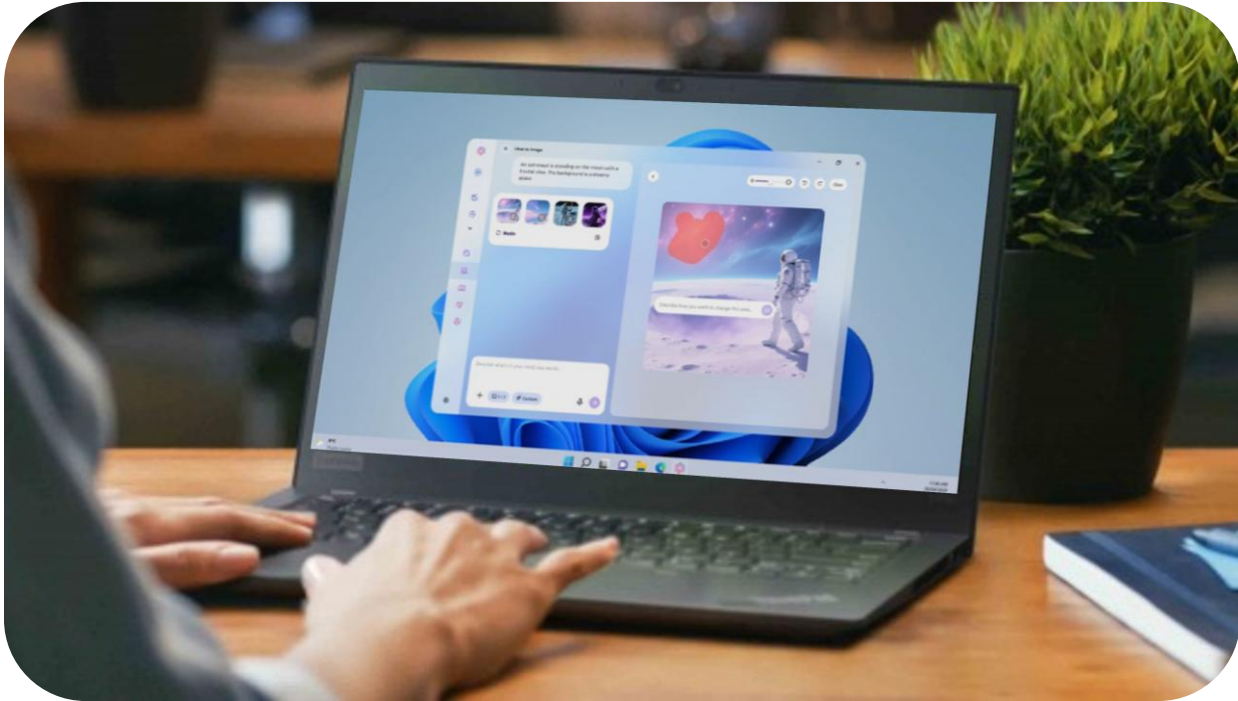
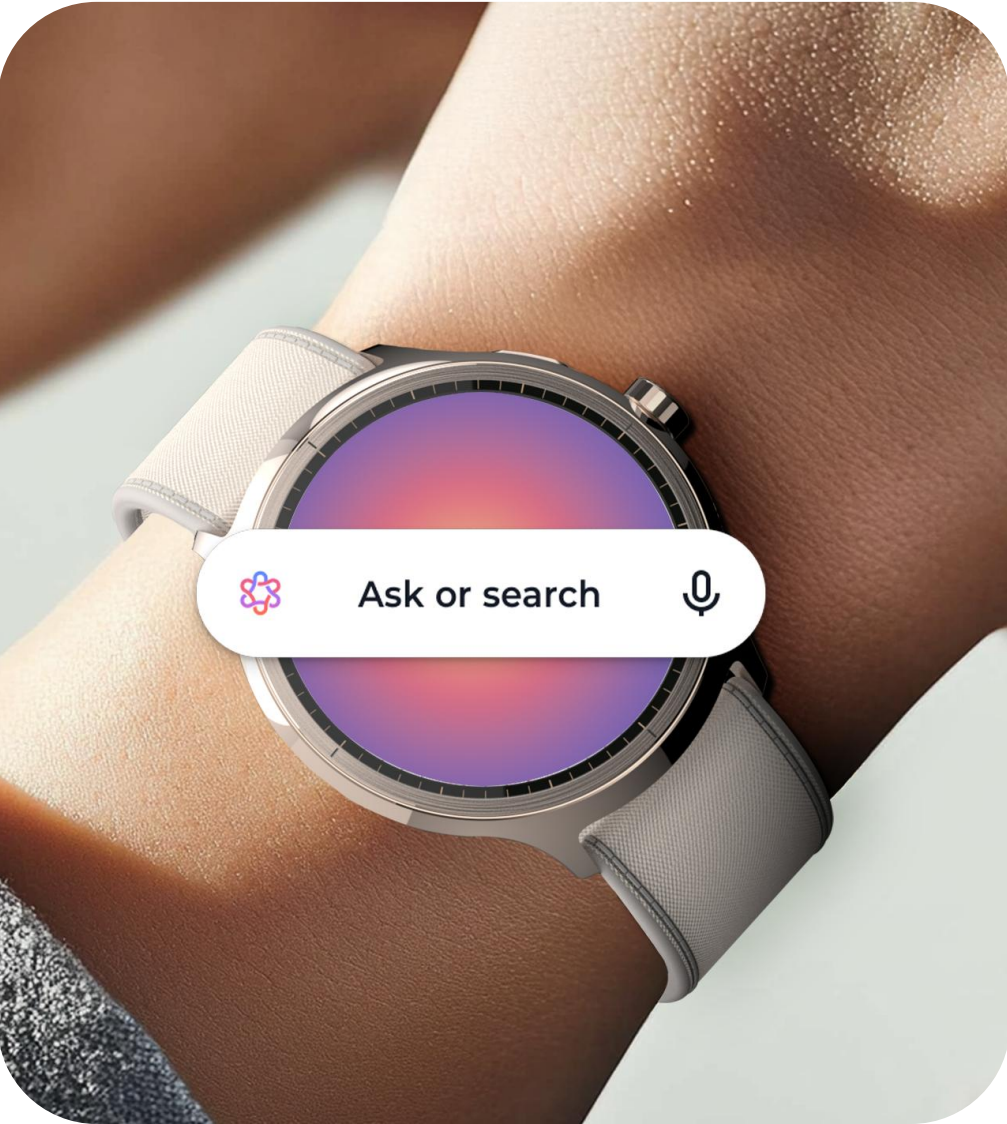
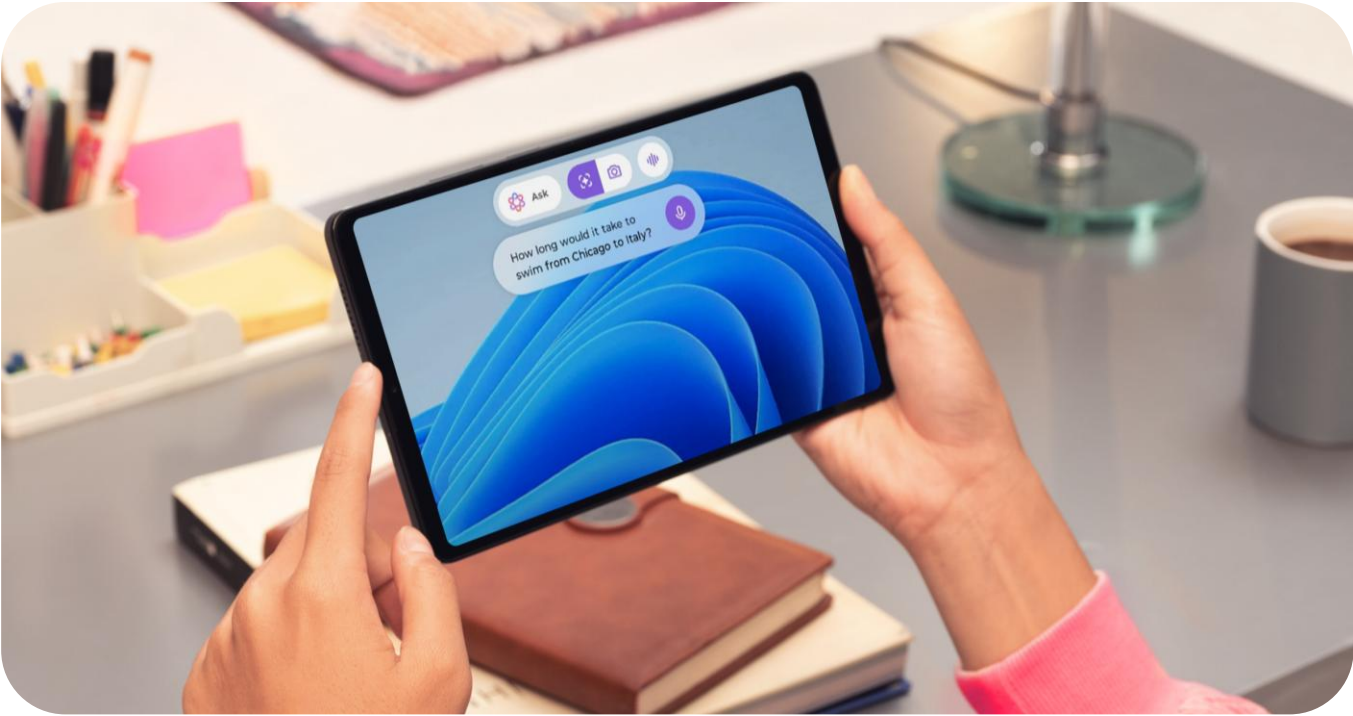


Smart Connect

One ecosystem. Total control.



motorola



one intelligence.
every Motorola & Lenovo devices

our partnership approach

➤ **Dedicated Ultra Secure Devices**

Purpose-built secure devices for enterprises, government entities etc.

➤ **Integration of GrapheneOS features**

Integrating best of GrapheneOS features across Motorola devices



motorola + grapheneOS partnership

Redefining smartphone security

- **Hardened Security core**
Protections against advanced threats
- **Privacy-first by design**
Less data leakage and better user control over what leaves the device
- **Built-in operational controls**
Granular, admin-friendly controls that reduce day-to-day exposure



motorola





supporting the needs of customers in key verticals



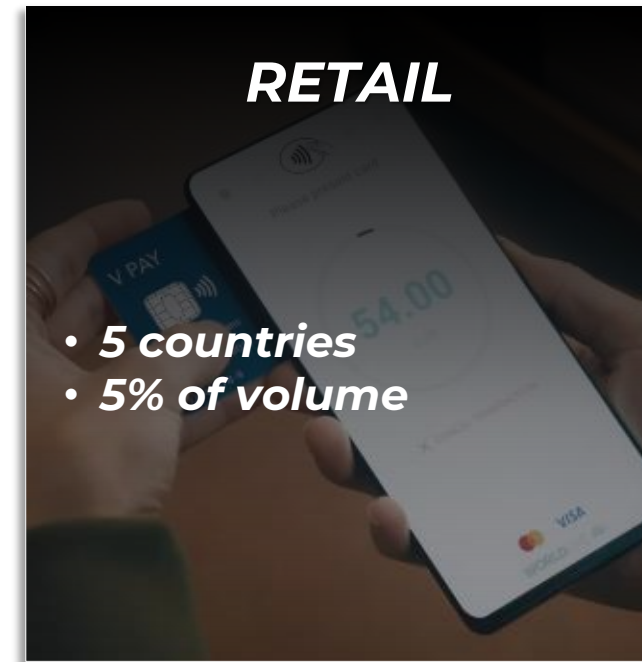
- Durable devices, **MIL-STD & IP68/69**
- Zero-touch **rapid field** deployment
- **E2E security** with ThinkShield
- **Local security** certifications (e.g. **CCN**)



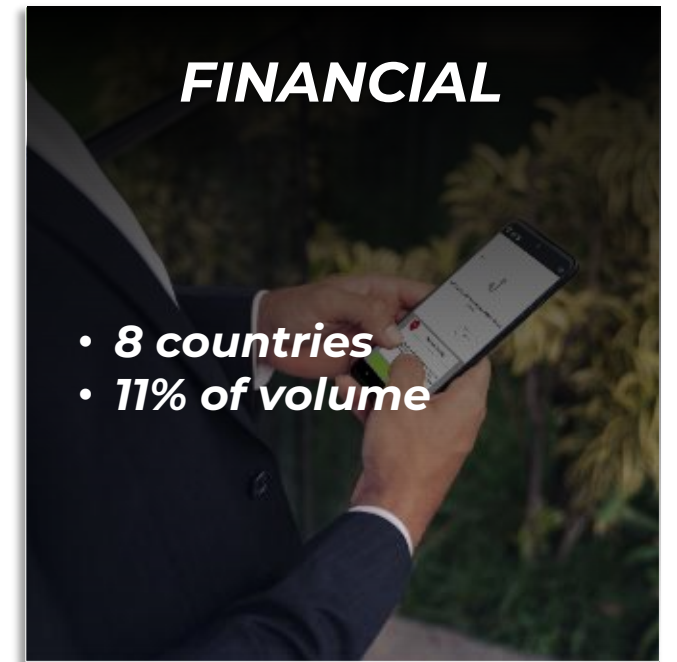
- **Remote troubleshooting**
- Gorilla glass, IP68/69, MIL-STD
- EMM platform device setup



- **Long-lasting battery** for shifts
- Smooth **IT integration**
- **Healthcare-ready** dev. w/ MDM



- **Budget devices** with long battery
- **Kiosk-mode** deployment
- **Tough design** for daily retail



- **Defense-grade** security
- **Blocking illegal access** with RKP
- **Centralized control** with MDM



thanks

