



2026 Channel Connect

Sales Enablement Program

Las Vegas

**Aria
Hotel & Resort**

Mon., Oct. 5 - Wed., Oct. 7

Nashville

**Gaylord
Opryland Hotel & Resort**

Mon., Oct. 12 - Wed., Oct. 14

Toronto

**Hyatt
Regency**

Tues., Oct. 27 - Thurs., Oct. 29

Day 1

Attendee Arrivals	All Day	Location
Registration, Showcase	3:00 p.m. - 5:00 p.m.	TBD
Welcome Reception, Showcase	5:00 p.m. - 7:00 p.m.	TBD

Day 2

Breakfast	7:30 a.m. - 8:30 a.m.	Meal Room
Opening General Session <i>Unlocking Your Potential: Driving Strategic Wins Through the Power of Collaboration</i>	8:30 a.m. - 9:45 a.m.	General Session
Break	9:45 a.m. - 10:00 a.m.	Foyer
General Session <i>AI-Powered Sales Mastery: From Target to Close</i>	10:00 a.m. - 11:00 a.m.	General Session
Break	11:00 a.m. - 11:30 a.m.	Foyer
Breakouts 1-4 Descriptions below	11:30 a.m. - 12:20 p.m.	Breakout Rooms
Lunch	12:20 p.m. - 1:30 p.m.	Meal Room
Breakouts 1-4 Descriptions below	1:30 p.m. - 2:20 p.m.	Breakout Rooms
Break	2:20 p.m. - 2:35 p.m.	Foyer
Breakouts 1-4 Descriptions below	2:35 p.m. - 3:25 p.m.	Breakout Rooms
Break	3:25 p.m. - 3:55 p.m.	Foyer
Breakouts 1-4 Descriptions below	3:55 p.m. - 4:45 p.m.	Breakout Rooms

Break	4:45 p.m. - 5:00 p.m.	Foyer
Closing General Session Beyond the Breakouts: Building a Blueprint	5:00 p.m. - 5:30 p.m.	General Session
Reception & Cocktails	5:30 p.m. - 7:30 p.m.	Meal Room

Day 3

Breakfast	7:30 a.m. - 8:30 a.m.	Meal Room
Breakouts 1-2 Descriptions below	8:30 a.m. - 9:45 a.m.	Breakout Rooms
Break	9:45 a.m. - 10:00 a.m.	Foyer
Breakouts 1-2 Descriptions below	10:00 a.m. - 11:15 a.m.	Breakout Rooms
Break	11:15 a.m. - 11:30 a.m..	Foyer
Closing General Session From Insights to Impact: Winning with Motorola Solutions	11:30 a.m. - 12:00 p.m.	General Session
Lunch	12:00 p.m. - 12:45 p.m.	Meal Room

Session Descriptions

Day 2

Opening General Session

Unlocking Your Potential: Driving Strategic Wins Through the Power of Collaboration

Join our kickoff General Session to hear from our leaders as they share Motorola Solutions' vision for 2026 and beyond. Get an exclusive update on the state of the business, GTM strategy, market insights and a high level product roadmap while we highlight the power of partner collaboration and provide you with insights to win.

General Session

AI-Powered Sales Mastery: From Target to Close

Equip yourself with the tools to dominate every stage of the sales cycle using AI. This session provides a comprehensive walkthrough of the end-to-end sales process—from initial target identification and high-impact prospecting to automated marketing and meticulous meeting preparation. Learn how to refine your sales strategy, streamline complex RFP responses, and optimize system design with AI-driven insights. Specifically tailored for sales representatives and sales leaders, this session demonstrates how to leverage AI to drive efficiency and close more strategic wins.

Closing General Session

Beyond the Breakouts: Accelerating Your Success with PartnerEmpower

In this session, attendees will synthesize key takeaways from the day's breakouts and learn how to connect those to Phase 1 and Phase 2. We will also explore the benefits of the

PartnerEmpower Program and the investments we are making to reward individual sellers and organizations for their valued partnership with Motorola Solutions. Together, we will recognize our top performers in 2025 as well as those who have reached Heavy Hitter status so far in 2026.

Breakout 1

The Power of MOTOTRBO: Advanced Communications and Connectivity

Strengthen, and shore up and expand your customers' communications. All with MOTOTRBO devices, infrastructure and add-ons . Create a better environment for your customers with advanced communications that increase safety, boost productivity and offer direct connect accessories and complementary solutions that together, that set us apart from our competitors.

Breakout 2

Streamlined Operations: The Power of Avtec and How We Stack Up

Clear the chaos with Avtec Scout. In this breakout, discover how Avtec Scout differentiates from the competition, how to position Avtec to customers, and what the future of the product holds.

Breakout 3

WAVE PTX: Borderless Communication for Any Device, Any Network

Learn how WAVE PTX can drive speed and efficiency across your customers' environments by utilizing broadband push-to-talk (PTT). Solve problems in real-time across different devices, networks and locations. See why WAVE PTX is above par and how we differentiate from the competition.

Breakout 4

Selling the True Value: Outlasting the Competition with the OEM Advantage

Stop leaving revenue on the table and exposing your clients to safety and compliance risks with less reliable, third-party alternatives. Discover how to shut out aftermarket competitors by mastering the unmatched power of the MOTOTRBO IMPRES technology and Motorola Solutions' grueling Accelerated Life Testing standards.

Day 3

Breakout 1

Selling Value, Not Features

Establish trust by quantifying customer value rather than just claiming it. Join this session to discover a field-tested methodology to transform price-focused discussions into value-based conversations, ensuring your enablement investments directly drive revenue.

Breakout 2

Last Mile Demand Generation: Connecting Tools to Opportunities

Walk away from this session with a practical, high-impact roadmap for hunting new business. Learn how to leverage Motorola Solutions' teams and acceleratory programs to effectively build pipeline, unlock new opportunities, and close larger, more strategic wins.

Closing General Session

From Insights to Impact: Winning with Motorola Solutions

Close out Channel Connect 2026 by translating the high-impact insights from our opening sessions, specialized sales trainings, and technology breakouts into a concrete roadmap for the rest of this year and next. This session translates market intelligence and AI-driven strategies into actionable steps designed to help you exceed your quotas and accelerate business growth. Together we create a safer, more productive world through collaborative innovation.