



**MOTOROLA**


*Systems Solutions Group*

## ***S & T AFFORDABILITY CONFERENCE***

# MOTOROLA INC. SYSTEMS SOLUTIONS GROUP (SSG)

MARKET SOLUTIONS DIVISION  
C4I OPERATIONS  
John H. Cole, Director

2 October 1998

A central globe is surrounded by four satellite-like objects with blue trails, suggesting global connectivity. The globe itself is a collage of images: a woman talking on a mobile phone, a man in a military uniform, two children sitting at a computer, and two men in business attire looking at a screen. The background is black.

**Bringing Systems  
Solutions to an  
Interactive World**

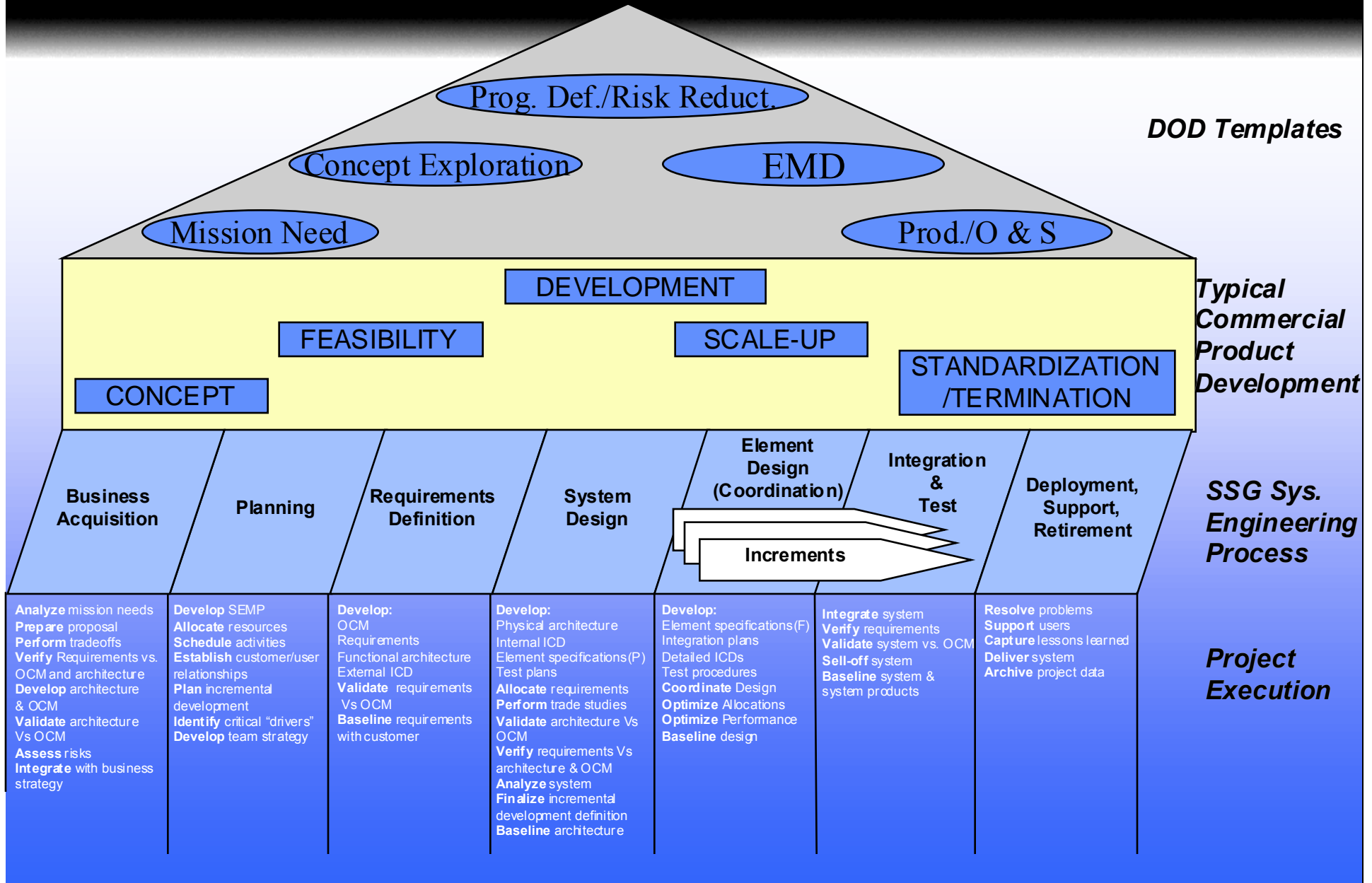


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## Development Process Comparison



*Dimension/Opportunities*Dimension

Cycle Time

Constraints

Competition

Technology

\$ Return

Schedule

Buying Proc.

Current

Long

High

Controlled

Slow Growth

Limited/Low

Gated

Bureaucratic

Desired

Shorter

Lower

Free &amp; Open

Guaranteed

Obsolescence

Higher

Flexible

Streamlined