



Unit B2,3 Linhay Business Park  
Eastern Road  
Ashburton  
Devon  
TQ13 7UP  
United Kingdom  
6<sup>th</sup> October 2011

Federal Communications Commission  
7435 Oakland Mills Road  
Columbia MD 21046

**Subject - Professional Installation Requirement for product PTP250**

I have provided below the justification for considering the products as requiring professional installation, and therefore the use of standard antenna connectors is acceptable under FCC Regulations.

**Background**

The PTP250 product range is available in two versions; the most common is fitted with an integral antenna suitable for the vast majority of deployments. In addition, Motorola Solutions markets a 'connectorised' unit without an integral antenna, where the installer fits an external antenna chosen from the list approved by the FCC for use with the product. This product is intended for more demanding radio links where higher gain antennas are needed to optimise the link performance. The external antennas allowed are all larger than the integral version and require their own mounting hardware.

**Justification**

**1. Marketing**

The PTP250 product range is sold exclusively via a network of distributors chosen by and under contract to Motorola Solutions. The distributors sell the product only to Value Added Resellers (VARs) who would perform the installation process.

Motorola does not sell the products through any retail chain to the general public, nor does it offer the product for sale by mail order.

In the event that the radio link under consideration did require the use of external higher gain antennas, the VAR would procure these antennas from the distributor.

The list of antennas acceptable to the FCC is contained in the product User Manual.

**2. Requiring Professional Installation**

Motorola states in the User Manual that only suitably qualified people should undertake the installation of the products. As detailed above the product is only sold to Distributors/VAR chains who would hire professional installers.

This would be essential for the connectorised version which would only be used for more demanding radio links and where a professional and detailed radio survey is essential to ensure that the system will operate as required.

**3. Application**

The PTP250 product is not intended for use by the general public; the application is for industrial/commercial use; a typical example would be to provide inter-site linking of company computer networks by point to point radio.

Sincerely Yours,

A handwritten signature in black ink, appearing to read 'John Sharman', followed by a long horizontal line extending to the right.

John Sharman  
Regulatory Engineer