



MANSFIELD, CITY OF

APX Next & Next X

09/22/202

09/22/2023

MANSFIELD, CITY OF
1601 HERITAGE PKY
MANSFIELD, TX 76063

RE: Motorola Quote for APX Next & Next XE
Dear Richard Hash,

Motorola Solutions is pleased to present MANSFIELD, CITY OF with this quote for quality communications equipment and services. The development of this quote provided us the opportunity to evaluate your requirements and propose a solution to best fulfill your communications needs.

This information is provided to assist you in your evaluation process. Our goal is to provide MANSFIELD, CITY OF with the best products and services available in the communications industry. Please direct any questions to Jonathan Castilaw at jonathancastilaw@callmc.com.

We thank you for the opportunity to provide you with premier communications and look forward to your review and feedback regarding this quote.

Sincerely,

Jonathan Castilaw

Motorola Solutions Manufacturer's Representative

Billing Address:
 MANSFIELD, CITY OF
 1601 HERITAGE PKY
 MANSFIELD, TX 76063
 US

Shipping Address:
 MANSFIELD, CITY OF
 1601 HERITAGE PKY
 MANSFIELD 76063 0001
 MANSFIELD, TX 76063
 US

Quote Date:09/22/2023
 Expiration Date:11/21/2023
 Quote Created By:
 Jonathan Castilaw
 jonathancastilaw@callmc.com

End Customer:
 MANSFIELD, CITY OF
 Richard Hash
 richard.hash@mansfieldtexas.gov
 817-804-5705

Contract: 34071 - FORT WORTH TX

Summary:

Quote based on HGAC RA05-21 with additional discounts applied as primary user on 044A system per Fort Worth contract

#50054.

Line #	Item Number	Description	Qty	Term	List Price	Sale Price	Ext. Sale Price
	APX™ NEXT	APX NEXT XE SINGLE BAND					
1	H45TGT9PW8AN	APX NEXT SINGLE BAND MODEL 4.5 PORTABLE	80		\$6,641.00	\$3,878.34	\$310,267.20
1a	QA00569AP	ADD: 7/800MHZ BAND	80		\$0.00	\$0.00	\$0.00
1b	QA01427AK	ALT: APX NEXT XE HOUSING GREEN	80		\$28.00	\$16.35	\$1,308.00
1c	QA02006AE	ADD: APX NEXT XE M4.5 RUGGED RADIO	80		\$770.00	\$449.68	\$35,974.40
1d	BD00001AA	ADD: CORE BUNDLE	80		\$3,106.00	\$1,813.90	\$145,112.00
1e	H499KC	ENH: SUBMERSIBLE (DELTA T)	80		Included	Included	Included
1f	H38DA	ADD: SMARTZONE OPERATION	80		Included	Included	Included
1g	Q806CH	ADD: ASTRO DIGITAL CAI OPERATION	80		Included	Included	Included



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Motorola Solutions, Inc.: 500 West Monroe, United States - 60661 - #: 36-1115800

Line #	Item Number	Description	Qty	Term	List Price	Sale Price	Ext. Sale Price
1h	Q361CD	ADD: P25 9600 BAUD TRUNKING	80		Included	Included	Included
1i	QA09028AA	ADD: VIQI VC RADIO OPERATION	80		Included	Included	Included
1j	QA03399AK	ADD: ENHANCED DATA	80		Included	Included	Included
1k	Q387CB	ADD: MULTICAST VOTING SCAN	80		Included	Included	Included
1l	QA00580BA	ADD: TDMA OPERATION	80		Included	Included	Included
1m	QA09001AM	ADD: WIFI CAPABILITY	80		Included	Included	Included
1n	QA09113AA	ADD: BASELINE RELEASE SW	80		\$0.00	\$0.00	\$0.00
1o	QA09030AA	ADD: MOTOROLA HOSTED RADIOCENTRAL W CPS	80		\$0.00	\$0.00	\$0.00
1p	H636AB	ADD: APX NEXT APPLICATION BUNDLE PROMO+	80		-\$300.00	-\$300.00	-\$24,000.00
1q	H637AB	ADD: RADIO CENTRAL PROGRAMMING PROMO CARVE OUT+	80		-\$32.04	-\$32.04	-\$2,563.20
1r	QA09017AA	ADD: LTE WITH ACTIVE SERVICE AT&T US	80		\$0.00	\$0.00	\$0.00
1s	BD00010AA	ADD: SECURITY BUNDLE	80		\$1,023.00	\$597.43	\$47,794.40
1t	QA01767BL	ADD: P25 LINK LAYER AUTHENTICATION	80		Included	Included	Included
1u	Q498BN	ENH: ASTRO 25 OTAR W/ MULTIKEY	80		Included	Included	Included
1v	H797DW	ENH: DVP-XL ENCRYPTION AND ADP	80		Included	Included	Included
1w	Q15AU	ADD: AES/DES-XL/DES-OFB ENCRYPTION AND ADP	80		Included	Included	Included
1x	QA07710AA	ALT: STUBBY 7-800MHZ 6CM ANTENNA	80		\$0.00	\$0.00	\$0.00



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Line #	Item Number	Description	Qty	Term	List Price	Sale Price	Ext. Sale Price
2	NNTN9217A	BATTERY PACK,BATTERY PACK,IMPRES GEN2, LIION,IP68, 4400T, UL2054 DIV 2	80		\$284.35	\$213.26	\$17,060.80
3	SSV01P01407B	SMARTPROGRAMMING PROMO+	80	1 YEAR	\$75.00	\$75.00	\$6,000.00
4	SSV01P01406A	SMARTCONNECT PROMO+	80	1 YEAR	\$75.00	\$75.00	\$6,000.00
5	SSV01P01476A	SMARTLOCATE PROMO+	80	1 YEAR	\$75.00	\$75.00	\$6,000.00
6	SSV01P01902A	SMARTMAPPING PROMO+	80	1 YEAR	\$75.00	\$75.00	\$6,000.00
7	SSV01P01685B	ELIGIBLE FOR PROMO - CC AWARE STARTER+	80	1 YEAR	\$0.00	\$0.00	\$0.00
8	LSV01S03446A	APX NEXT DMS ESSENTIAL	80	3 YEARS	\$230.76	\$230.76	\$18,460.80
9	LSV01P03092A	RADIOCENTRAL PROGRAMMING PROMO	80	1 YEAR	\$32.04	\$32.04	\$2,563.20
10	LSV01S03082A	RADIOCENTRAL PROGRAMMING	80	2 YEARS	\$64.08	\$64.08	\$5,126.40
11	SSV01S01407A	SMARTPROGRAMMING	80	3 YEAR	\$225.00	\$225.00	\$18,000.00
12	SSV01S01406A	SMARTCONNECT	80	3 YEAR	\$225.00	\$225.00	\$18,000.00
13	SSV01S01476A	SMARTLOCATE	80	3 YEAR	\$225.00	\$225.00	\$18,000.00
14	SSV01S01907A	SMARTMAPPING	80	3 YEAR	\$225.00	\$225.00	\$18,000.00
	APX™ NEXT	APX NEXT XE SINGLE BAND					
15	H45TGT9PW8AN	APX NEXT SINGLE BAND MODEL 4.5 PORTABLE	10		\$6,641.00	\$3,878.34	\$38,783.40
15a	QA00569AP	ADD: 7/800MHZ BAND	10		\$0.00	\$0.00	\$0.00
15b	QA01427AK	ALT: APX NEXT XE HOUSING GREEN	10		\$28.00	\$16.35	\$163.50
15c	QA02006AE	ADD: APX NEXT XE M4.5 RUGGED RADIO	10		\$770.00	\$449.68	\$4,496.80
15d	BD00001AA	ADD: CORE BUNDLE	10		\$3,106.00	\$1,813.90	\$18,139.00



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Line #	Item Number	Description	Qty	Term	List Price	Sale Price	Ext. Sale Price
15e	H499KC	ENH: SUBMERSIBLE (DELTA T)	10		Included	Included	Included
15f	H38DA	ADD: SMARTZONE OPERATION	10		Included	Included	Included
15g	Q806CH	ADD: ASTRO DIGITAL CAI OPERATION	10		Included	Included	Included
15h	Q361CD	ADD: P25 9600 BAUD TRUNKING	10		Included	Included	Included
15i	QA09028AA	ADD: VIQI VC RADIO OPERATION	10		Included	Included	Included
15j	QA03399AK	ADD: ENHANCED DATA	10		Included	Included	Included
15k	Q387CB	ADD: MULTICAST VOTING SCAN	10		Included	Included	Included
15l	QA00580BA	ADD: TDMA OPERATION	10		Included	Included	Included
15m	QA09001AM	ADD: WIFI CAPABILITY	10		Included	Included	Included
15n	BD00010AA	ADD: SECURITY BUNDLE	10		\$1,023.00	\$597.43	\$5,974.30
15o	QA01767BL	ADD: P25 LINK LAYER AUTHENTICATION	10		Included	Included	Included
15p	Q498BN	ENH: ASTRO 25 OTAR W/ MULTIKEY	10		Included	Included	Included
15q	H797DW	ENH: DVP-XL ENCRYPTION AND ADP	10		Included	Included	Included
15r	Q15AU	ADD: AES/DES-XL/DES-OFB ENCRYPTION AND ADP	10		Included	Included	Included
15s	QA09113AA	ADD: BASELINE RELEASE SW	10		\$0.00	\$0.00	\$0.00
15t	QA08243AA	ALT: 7/800 MHZ WHIP ANTENNA (762-870MHZ)	10		\$0.00	\$0.00	\$0.00
15u	H636AB	ADD: APX NEXT APPLICATION BUNDLE PROMO+	10		-\$300.00	-\$300.00	-\$3,000.00
15v	QA09030AA	ADD: MOTOROLA HOSTED RADIOCENTRAL W CPS	10		\$0.00	\$0.00	\$0.00



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Line #	Item Number	Description	Qty	Term	List Price	Sale Price	Ext. Sale Price
15w	H637AB	ADD: RADIO CENTRAL PROGRAMMING PROMO CARVE OUT+	10		-\$32.04	-\$32.04	-\$320.40
15x	QA09017AA	ADD: LTE WITH ACTIVE SERVICE AT&T US	10		\$0.00	\$0.00	\$0.00
16	NNTN9217A	BATTERY PACK,BATTERY PACK,IMPRES GEN2, LIION,IP68, 4400T, UL2054 DIV 2	10		\$284.35	\$213.26	\$2,132.60
17	SSV01P01407B	SMARTPROGRAMMING PROMO+	10	1 YEAR	\$75.00	\$75.00	\$750.00
18	SSV01P01406A	SMARTCONNECT PROMO+	10	1 YEAR	\$75.00	\$75.00	\$750.00
19	SSV01P01476A	SMARTLOCATE PROMO+	10	1 YEAR	\$75.00	\$75.00	\$750.00
20	SSV01P01902A	SMARTMAPPING PROMO+	10	1 YEAR	\$75.00	\$75.00	\$750.00
21	SSV01P01685B	ELIGIBLE FOR PROMO - CC AWARE STARTER+	10	1 YEAR	\$0.00	\$0.00	\$0.00
22	LSV01S03446A	APX NEXT DMS ESSENTIAL	10	3 YEARS	\$230.76	\$230.76	\$2,307.60
23	LSV01P03092A	RADIOCENTRAL PROGRAMMING PROMO	10	1 YEAR	\$32.04	\$32.04	\$320.40
24	LSV01S03082A	RADIOCENTRAL PROGRAMMING	10	2 YEARS	\$64.08	\$64.08	\$640.80
25	SSV01S01407A	SMARTPROGRAMMING	10	3 YEAR	\$225.00	\$225.00	\$2,250.00
26	SSV01S01406A	SMARTCONNECT	10	3 YEAR	\$225.00	\$225.00	\$2,250.00
27	SSV01S01476A	SMARTLOCATE	10	3 YEAR	\$225.00	\$225.00	\$2,250.00
28	SSV01S01907A	SMARTMAPPING	10	3 YEAR	\$225.00	\$225.00	\$2,250.00
29	PMMN4137A	XVE500 REMOTE SPEAKER MICROPHONE, HIGH IMPACT GREEN, NO CHANNEL KNOB	90		\$642.60	\$481.95	\$43,375.50
30	PMPN4639B	CHGR VEHICLE IMPRES 2 EXT NAAU/NZ KIT	66		\$599.00	\$449.25	\$29,650.50
31	NNTN9212A	INSERT APX NEXT G2I PERFORMANCE MUC	48		\$54.00	\$40.50	\$1,944.00



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Line #	Item Number	Description	Qty	Term	List Price	Sale Price	Ext. Sale Price
32	PMPN4604A	CHARGER,CHGR DESKTOP SINGLE UNIT IMPRES 2 EXT US	24		\$207.14	\$155.36	\$3,728.64
	Product Services						
33	LSV00Q00203A	DEVICE INSTALLATION	66		\$92.86	\$92.86	\$6,128.76
	APX™ NEXT	APX NEXT SINGLE BAND					
34	H45TGT9PW8AN	APX NEXT SINGLE BAND MODEL 4.5 PORTABLE	130		\$6,641.00	\$3,878.34	\$504,184.20
34a	QA00569AP	ADD: 7/800MHZ BAND	130		\$0.00	\$0.00	\$0.00
34b	BD00001AA	ADD: CORE BUNDLE	130		\$3,106.00	\$1,813.90	\$235,807.00
34c	H499KC	ENH: SUBMERSIBLE (DELTA T)	130		Included	Included	Included
34d	H38DA	ADD: SMARTZONE OPERATION	130		Included	Included	Included
34e	Q806CH	ADD: ASTRO DIGITAL CAI OPERATION	130		Included	Included	Included
34f	Q361CD	ADD: P25 9600 BAUD TRUNKING	130		Included	Included	Included
34g	QA09028AA	ADD: VIQI VC RADIO OPERATION	130		Included	Included	Included
34h	QA03399AK	ADD: ENHANCED DATA	130		Included	Included	Included
34i	Q387CB	ADD: MULTICAST VOTING SCAN	130		Included	Included	Included
34j	QA00580BA	ADD: TDMA OPERATION	130		Included	Included	Included
34k	QA09001AM	ADD: WIFI CAPABILITY	130		Included	Included	Included
34l	BD00010AA	ADD: SECURITY BUNDLE	130		\$1,023.00	\$597.43	\$77,665.90
34m	QA01767BL	ADD: P25 LINK LAYER AUTHENTICATION	130		Included	Included	Included
34n	Q498BN	ENH: ASTRO 25 OTAR W/ MULTIKEY	130		Included	Included	Included
34o	H797DW	ENH: DVP-XL ENCRYPTION AND ADP	130		Included	Included	Included



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Line #	Item Number	Description	Qty	Term	List Price	Sale Price	Ext. Sale Price
34p	Q15AU	ADD: AES/DES-XL/DES-OFB ENCRYPTION AND ADP	130		Included	Included	Included
34q	QA09113AA	ADD: BASELINE RELEASE SW	130		\$0.00	\$0.00	\$0.00
34r	QA07710AA	ALT: STUBBY 7-800MHZ 6CM ANTENNA	130		\$0.00	\$0.00	\$0.00
34s	Q698AE	ALT: PLASTIC CARRY HOLSTER WITH 3 INCH CLIP	130		\$0.00	\$0.00	\$0.00
34t	H636AB	ADD: APX NEXT APPLICATION BUNDLE PROMO+	130		-\$300.00	-\$300.00	-\$39,000.00
34u	QA09030AA	ADD: MOTOROLA HOSTED RADIOCENTRAL W CPS	130		\$0.00	\$0.00	\$0.00
34v	H637AB	ADD: RADIO CENTRAL PROGRAMMING PROMO CARVE OUT+	130		-\$32.04	-\$32.04	-\$4,165.20
34w	QA09017AA	ADD: LTE WITH ACTIVE SERVICE AT&T US	130		\$0.00	\$0.00	\$0.00
35	NNTN9216A	BATTERY PACK,IMPRES GEN2, LIION,IP68, 4400T	130		\$248.05	\$186.04	\$24,185.20
36	SSV01P01407B	SMARTPROGRAMMING PROMO+	130	1 YEAR	\$75.00	\$75.00	\$9,750.00
37	SSV01P01406A	SMARTCONNECT PROMO+	130	1 YEAR	\$75.00	\$75.00	\$9,750.00
38	SSV01P01476A	SMARTLOCATE PROMO+	130	1 YEAR	\$75.00	\$75.00	\$9,750.00
39	SSV01P01902A	SMARTMAPPING PROMO+	130	1 YEAR	\$75.00	\$75.00	\$9,750.00
40	SSV01P01685B	ELIGIBLE FOR PROMO - CC AWARE STARTER+	130	1 YEAR	\$0.00	\$0.00	\$0.00
41	LSV01S03446A	APX NEXT DMS ESSENTIAL	130	3 YEARS	\$230.76	\$230.76	\$29,998.80
42	LSV01P03092A	RADIOCENTRAL PROGRAMMING PROMO	130	1 YEAR	\$32.04	\$32.04	\$4,165.20



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Line #	Item Number	Description	Qty	Term	List Price	Sale Price	Ext. Sale Price
43	LSV01S03082A	RADIOCENTRAL PROGRAMMING	130	2 YEARS	\$64.08	\$64.08	\$8,330.40
44	SSV01S01407A	SMARTPROGRAMMING	130	3 YEAR	\$225.00	\$225.00	\$29,250.00
45	SSV01S01406A	SMARTCONNECT	130	3 YEAR	\$225.00	\$225.00	\$29,250.00
46	SSV01S01476A	SMARTLOCATE	130	3 YEAR	\$225.00	\$225.00	\$29,250.00
47	SSV01S01907A	SMARTMAPPING	130	3 YEAR	\$225.00	\$225.00	\$29,250.00
48	PMPN4639B	CHGR VEHICLE IMPRES 2 EXT NA/AU/NZ KIT	12		\$599.00	\$449.25	\$5,391.00
49	NNTN9199A	IMPRES 2 SUC, 3.0A, 120VAC, TYPE A PLUG, NA	130		\$169.56	\$127.17	\$16,532.10
50	PMMN4136B	XVP830 REMOTE SPEAKER MICROPHONE NO CHANNEL KNOB	130		\$486.00	\$364.50	\$47,385.00
51	NNTN9115A	CHARGER, MULTI-UNIT, IMPRES G2, 6-DISP, US/NA/CA/LA PLUG, ACC-CHARGER	1		\$1,420.20	\$1,065.15	\$1,065.15
Product Services							
52	LSV00Q00203A	DEVICE INSTALLATION	12		\$92.86	\$92.86	\$1,114.32
	APX™ NEXT	APX NEXT SINGLE BAND					
53	H45TGT9PW8AN	APX NEXT SINGLE BAND MODEL 4.5 PORTABLE	6		\$6,641.00	\$3,878.34	\$23,270.04
53a	QA00569AP	ADD: 7/800MHZ BAND	6		\$0.00	\$0.00	\$0.00
53b	BD00001AA	ADD: CORE BUNDLE	6		\$3,106.00	\$1,813.90	\$10,883.40
53c	H499KC	ENH: SUBMERSIBLE (DELTA T)	6		Included	Included	Included
53d	H38DA	ADD: SMARTZONE OPERATION	6		Included	Included	Included
53e	Q806CH	ADD: ASTRO DIGITAL CAI OPERATION	6		Included	Included	Included
53f	Q361CD	ADD: P25 9600 BAUD TRUNKING	6		Included	Included	Included



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Line #	Item Number	Description	Qty	Term	List Price	Sale Price	Ext. Sale Price
53g	QA09028AA	ADD: VIQI VC RADIO OPERATION	6		Included	Included	Included
53h	QA03399AK	ADD: ENHANCED DATA	6		Included	Included	Included
53i	Q387CB	ADD: MULTICAST VOTING SCAN	6		Included	Included	Included
53j	QA00580BA	ADD: TDMA OPERATION	6		Included	Included	Included
53k	QA09001AM	ADD: WIFI CAPABILITY	6		Included	Included	Included
53l	BD00010AA	ADD: SECURITY BUNDLE	6		\$1,023.00	\$597.43	\$3,584.58
53m	QA01767BL	ADD: P25 LINK LAYER AUTHENTICATION	6		Included	Included	Included
53n	Q498BN	ENH: ASTRO 25 OTAR W/ MULTIKEY	6		Included	Included	Included
53o	H797DW	ENH: DVP-XL ENCRYPTION AND ADP	6		Included	Included	Included
53p	Q15AU	ADD: AES/DES-XL/DES-OFB ENCRYPTION AND ADP	6		Included	Included	Included
53q	QA09113AA	ADD: BASELINE RELEASE SW	6		\$0.00	\$0.00	\$0.00
53r	QA07710AA	ALT: STUBBY 7-800MHZ 6CM ANTENNA	6		\$0.00	\$0.00	\$0.00
53s	Q698AE	ALT: PLASTIC CARRY HOLSTER WITH 3 INCH CLIP	6		\$0.00	\$0.00	\$0.00
53t	H636AB	ADD: APX NEXT APPLICATION BUNDLE PROMO+	6		-\$300.00	-\$300.00	-\$1,800.00
53u	QA09030AA	ADD: MOTOROLA HOSTED RADIOCENTRAL W CPS	6		\$0.00	\$0.00	\$0.00
53v	H637AB	ADD: RADIO CENTRAL PROGRAMMING PROMO CARVE OUT+	6		-\$32.04	-\$32.04	-\$192.24
53w	QA09017AA	ADD: LTE WITH ACTIVE SERVICE AT&T US	6		\$0.00	\$0.00	\$0.00



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Line #	Item Number	Description	Qty	Term	List Price	Sale Price	Ext. Sale Price
54	NNTN9216A	BATTERY PACK,IMPRES GEN2, LIION,IP68, 4400T	6		\$248.05	\$186.04	\$1,116.24
55	SSV01P01407B	SMARTPROGRAMMING PROMO+	6	1 YEAR	\$75.00	\$75.00	\$450.00
56	SSV01P01406A	SMARTCONNECT PROMO+	6	1 YEAR	\$75.00	\$75.00	\$450.00
57	SSV01P01476A	SMARTLOCATE PROMO+	6	1 YEAR	\$75.00	\$75.00	\$450.00
58	SSV01P01902A	SMARTMAPPING PROMO+	6	1 YEAR	\$75.00	\$75.00	\$450.00
59	SSV01P01685B	ELIGIBLE FOR PROMO - CC AWARE STARTER+	6	1 YEAR	\$0.00	\$0.00	\$0.00
60	LSV01S03446A	APX NEXT DMS ESSENTIAL	6	3 YEARS	\$230.76	\$230.76	\$1,384.56
61	LSV01P03092A	RADIOCENTRAL PROGRAMMING PROMO	6	1 YEAR	\$32.04	\$32.04	\$192.24
62	LSV01S03082A	RADIOCENTRAL PROGRAMMING	6	2 YEARS	\$64.08	\$64.08	\$384.48
63	SSV01S01407A	SMARTPROGRAMMING	6	3 YEAR	\$225.00	\$225.00	\$1,350.00
64	SSV01S01406A	SMARTCONNECT	6	3 YEAR	\$225.00	\$225.00	\$1,350.00
65	SSV01S01476A	SMARTLOCATE	6	3 YEAR	\$225.00	\$225.00	\$1,350.00
66	SSV01S01907A	SMARTMAPPING	6	3 YEAR	\$225.00	\$225.00	\$1,350.00
67	NNTN9199A	IMPRES 2 SUC, 3.0A, 120VAC, TYPE A PLUG, NA	6		\$169.56	\$127.17	\$763.02
68	PMMN4136B	XVP830 REMOTE SPEAKER MICROPHONE NO CHANNEL KNOB	6		\$486.00	\$364.50	\$2,187.00

Grand Total
\$1,937,201.79(USD)


Any sales transaction following Motorola's quote is based on and subject to the terms and conditions of the valid and executed written contract between Customer and Motorola (the "Underlying Agreement") that authorizes Customer to purchase equipment and/or services or license software (collectively "Products"). If no Underlying Agreement exists between Motorola and Customer, Motorola's Standard Terms of Use and Motorola's Standard Terms and Conditions of Sales and Supply shall govern the purchase of the Products.

Motorola Solutions, Inc.: 500 West Monroe, United States - 60661 - #: 36-1115800

Pricing Summary

	List Price	Sale Price
Upfront Costs for Hardware, Accessories and Implementation (if applicable), plus Subscription Fee	\$2,792,489.02	\$1,684,551.87
Year 2 Subscription Fee	\$92,424.96	\$92,424.96
Year 3 Subscription Fee	\$92,424.96	\$92,424.96
Year 4 Subscription Fee	\$67,800.00	\$67,800.00
Grand Total System Price	\$3,045,138.94	\$1,937,201.79

Notes:

- + Promotional pricing for 1 year Application Service trial.

Motorola's quote (Quote Number: _____ Dated: _____) is based on and subject to the terms and conditions of the valid and executed written contract between Customer and Motorola (the "Underlying Agreement") that authorizes Customer to purchase equipment and/or services or license software (collectively "Products"). If no Underlying Agreement exists between Motorola and Customer, then the following Motorola's Standard Terms of use and Purchase Terms and Conditions govern the purchase of the Products which is found at <http://www.motorolasolutions.com/product-terms>.

The Parties hereby enter into this Agreement as of the Effective Date.

Motorola Solutions, Inc.

Customer

By: _____

By: _____

Name: _____

Name: _____

Title: _____

Title: _____

Date: _____

Date: _____

- **Any associated promotions for SmartConnect, SmartProgramming, SmartMessaging, SmartMapping, SmartLocate, ViQi Virtual Partner, RadioCentral or CommandCentral Aware are valid only for orders placed on or before December 31, 2023. A new quote is required if the order is placed beyond this date.**
- Unless otherwise noted, this quote excludes sales tax or other applicable taxes (such as Goods and Services Tax, sales tax, Value Added Tax and other taxes of a similar nature). Any tax the customer is subject to will be added to invoices.



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APX NEXT RADIO SOLUTIONS

Overview

APX NEXT is Motorola Solutions' next-generation P25 platform purpose-built for first responders to access and act on information while maintaining focus in critical situations. Across all aspects of the radio experience—deployment, operation, maintenance, and evolution—APX NEXT brings critical advancements to usability and performance. Equipped with broadband, LTE, Wi-Fi, Bluetooth 5.0, and GPS capabilities, APX NEXT extends future-ready performance, applications, and full interoperability to the field and control room to transform accurate data into smarter action.

Key benefits of the APX NEXT include the following:

- **SmartTouch Experience** – Easier operation centered around a redefined 3.6" impact resistant touch display and shallow menu hierarchy. This cleaner and more intuitive visual layout increases the usability of the APX NEXT radio and helps users find the information they need without pause or distraction.
- **Ruggedized, Ergonomic Design** – Increased personnel safety and efficiency with an improved T-Grip ergonomic design, full-color top display, and tactile knobs for efficient use in emergency situations. Patented touch technology enables for reliable gloved use, while also making the screen immune to false actuations from water, snow, ice, or debris. The APX Next device meets the same MIL standards for ruggedization achieved by Motorola Solutions' APX platform radios.
- **Easy Fleet Management** – Easier and quicker radio provisioning, remote software updates, and streamlined management reduce downtime and support control center staff. Motorola Solutions' Device Management Services (DMS) maximize the effectiveness of APX NEXT, reducing maintenance risk, workload, and total cost of ownership. DMS brings RadioCentral (RC) programming to APX NEXT, as well, supporting faster provisioning and deployment to get devices in the hands of responders and out into the field.
- **Secure Communications** – Hardened End-to-End security allows only authorized units in the system to listen to transmissions. Real-time security provides seamless protection from the device and data in transit to the cloud and the LMR system

Evolving with Applications Services

APX NEXT Application Services enhance device capabilities and improve user experience. These applications are subscription-based offerings for easier optimization and scaling to meet evolving needs.

SmartConnect

First responders need to know that they are covered and supported with critical intelligence no matter where the mission takes them. The SmartConnect application keeps users connected and maintains critical LMR features through a broadband connection by extending Land Mobile Radio (LMR) networks for voice and data coverage outside normal LMR service areas. By seamlessly switching between P25 LMR and LTE cellular networks, SmartConnect extends reliable PTT communications as radio users roam onto supported broadband networks. Authentication, status, talkgroups, and encryption are all preserved automatically, without interruptions or resets to ensure that end users continue to have access to the critical features they need in emergency situations.

SmartLocate

The SmartLocate application provides dispatchers with accurate location data over a broadband network, enabling better tracking of field personnel and improved situational awareness. By using the broadband



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network and CommandCentral Aware integration, SmartLocate can quickly send GPS coordinate updates and location information from the field to dispatchers to create a more effective operating picture of any situation. This gives dispatchers a greater ability to manage incidents and efficiently dispatch available units with confidence that resources are allocated where necessary. Access to CommandCentral Aware is not included with a SmartLocate subscription.

SmartProgramming

Leveraging DMS and RadioCentral provisioning capabilities, the SmartProgramming application allows APX NEXT radios to be updated anywhere within an agency's local LTE network coverage area. APX NEXT devices no longer need to be tied to a computer via USB cable, limited to WiFi network coverage, or gated by Land Mobile Radio (LMR) bandwidth. SmartProgramming allows the APX NEXT device to take advantage of LTE broadband data speeds to pull programming jobs from RadioCentral devices in minutes.

SmartMapping

The SmartMapping application provides precise and accessible location information for field users on APX NEXT's modernized map interface, improving situational awareness and informing response. Users can see their own location and the location/status of other officers at a glance and immediately tap to communicate with these personnel. SmartMapping streamlines engagement by providing access to the application directly from the APX NEXT radio's home screen to best support users wherever the mission takes them.



Purchase Order Checklist

Marked as PO/ Contract/ Notice to Proceed on Company Letterhead
(PO will not be processed without this)

PO Number/ Contract Number

PO Date

Vendor = Motorola Solutions, Inc.

Payment (Billing) Terms/ State Contract Number

Bill-To Name on PO must be equal to the *Legal* Bill-To Name

Bill-To Address

Ship-To Address (If we are shipping to a MR location, it must be documented on PO)

Ultimate Address (If the Ship-To address is the MR location then the Ultimate Destination address must be documented on PO)

PO Amount must be equal to or greater than Order Total

Non-Editable Format (Word/ Excel templates cannot be accepted)

Bill To Contact Name & Phone # and EMAIL for customer accounts payable dept

Ship To Contact Name & Phone #

Tax Exemption Status

Signatures (As required)