MOTOROLA SOLUTIONS

PEMBROKE PINES FIRE-RESCUE, CITY OF

APX NEXT XN

04/14/2023

MOTOROLA SOLUTIONS

04/14/2023

PEMBROKE PINES FIRE-RESCUE, CITY OF
9500 PINES BLVD BLDG B 2ND FL
PEMBROKE PINES, FL 33024

RE: Motorola Quote for APX NEXT XN
Dear Jason Stepp,

Motorola Solutions is pleased to present PEMBROKE PINES FIRE-RESCUE, 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 PEMBROKE PINES FIRE-RESCUE, CITY OF with the best products and services available in the communications industry. Please direct any questions to Denise Contreras at dcontreras@emciwireless.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,

Denise Contreras

Denise Contreras

Motorola Solutions Manufacturer's Representative

MOTOROLA *SOLUTIONS*

Billing Address:
PEMBROKE PINES FIRE-
RESCUE, CITY OF
9500 PINES BLVD BLDG B 2ND
FL
PEMBROKE PINES, FL 33024
US

Shipping Address:
PEMBROKE PINES FIRE-
RESCUE, CITY OF
9500 PINES BLVD BLDG B 2ND
FL
PEMBROKE PINES, FL 33024
US

Quote Date:04/14/2023
Expiration Date:06/13/2023
Quote Created By:
Denise Contreras
dcontreras@emciwireless.com

End Customer:
PEMBROKE PINES FIRE-RESCUE, CITY
OF
Jason Stepp
jstepp@ppines.com

Contract: NASPO 00318

Line #	Item Number	Description	Qty	Term	List Price	Disc %	Sale Price	Ext. Sale Price
	APX™ NEXT	APX NEXT XN SINGLE BAND						
1	H45TGU9PW8AN	APX NEXT XN; SINGLE BAND MODEL 4.5 PORTABLE	47		$8,841.00	27.0%	$6,453.93	$303,334.71
1a	QA00569AP	ADD: 7/800MHZ BAND	47		$0.00	0.0%	$0.00	$0.00
1b	QA00571AS	ADD: UHF BAND+	47		$800.00	27.0%	$584.00	$27,448.00
1c	BD00004AA	ADD: CORE BUNDLE XN	47		$2,996.00	27.0%	$2,187.08	$102,792.76
1d	Q387CB	ADD: MULTICAST VOTING SCAN	47		Included	Included	Included	Included
1e	Q806CH	ADD: ASTRO DIGITAL CAI OPERATION	47		Included	Included	Included	Included
1f	Q361CD	ADD: P25 9600 BAUD TRUNKING	47		Included	Included	Included	Included
1g	QA03399AK	ADD: ENHANCED DATA	47		Included	Included	Included	Included
1h	Q15AU	ADD: AES/DES-XL/DES-OFB ENCRYPTION AND ADP	47		Included	Included	Included	Included
1i	QA00580BA	ADD: TDMA OPERATION	47		Included	Included	Included	Included

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Line #	Item Number	Description	Qty	Term	List Price	Disc %	Sale Price	Ext. Sale Price
1j	QA09001AM	ADD: WIFI CAPABILITY	47		Included	Included	Included	Included
1k	QA09028AA	ADD: VIQI VC RADIO OPERATION	47		Included	Included	Included	Included
1l	H38DA	ADD: SMARTZONE OPERATION	47		Included	Included	Included	Included
1m	BD00010AA	ADD: SECURITY BUNDLE	47		$1,023.00	27.0%	$746.79	$35,099.13
1n	Q498BN	ENH: ASTRO 25 OTAR W/ MULTIKEY	47		Included	Included	Included	Included
1o	QA01767BL	ADD: P25 LINK LAYER AUTHENTICATION	47		Included	Included	Included	Included
1p	H797DW	ENH: DVP-XL ENCRYPTION AND ADP	47		Included	Included	Included	Included
1q	QA09016AA	ADD: LTE FOR VERIZON LTE SERVICE	47		$0.00	0.0%	$0.00	$0.00
1r	QA01648AA	ADD: HW KEY SUPPLEMENTAL DATA	47		$6.00	27.0%	$4.38	$205.86
1s	QA09030AA	ADD: MOTOROLA HOSTED RADIOCENTRAL W CPS*	47		$0.00	0.0%	$0.00	$0.00
1t	QA08674AA	ADD: APX NEXT XVN500 RSM-NFPA	47		$0.00	0.0%	$0.00	$0.00
1u	QA08852AA	ADD: LEATHER CARRY CASE XN	47		$114.00	27.0%	$83.22	$3,911.34
1v	H637AA	ADD: APX NEXT DMS BUNDLE PROMO	47		-$22.95	0.0%	-$22.95	-$1,078.65
1w	H638EA	ADD: SMART LOCATE MAPPING TRIAL PROMO	47		-$56.00	0.0%	-$56.00	-$2,632.00
1x	H636AB	ADD: APX NEXT APPLICATION BUNDLE PROMO	47		-$300.00	0.0%	-$300.00	-$14,100.00

MOTOROLA SOLUTIONS

Line #	Item Number	Description	Qty	Term	List Price	Disc %	Sale Price	Ext. Sale Price
2	LSV01P01415A	APX NEXT DMS ADVANCED W ACC DMG-PROMO	47	12 MONTHS	$179.40	0.0%	$179.40	$8,431.80
3	LSV01S01411A	APX NEXT DMS ESSENTIAL W ACC DMG	47	24 MONTHS	$368.00	0.0%	$368.00	$17,296.00
4	SSV01P01407B	SMARTPROGRAMMING PROMO	47	1 YEAR	$75.00	0.0%	$75.00	$3,525.00
5	SSV01P01406A	SMARTCONNECT PROMO	47	1 YEAR	$75.00	0.0%	$75.00	$3,525.00
6	SSV01P01476A	SMARTLOCATE PROMO	47	1 YEAR	$75.00	0.0%	$75.00	$3,525.00
7	SSV01P01902A	SMARTMAPPING PROMO	47	1 YEAR	$75.00	0.0%	$75.00	$3,525.00
8	SSV01P01685B	ELIGIBLE FOR PROMO - CC AWARE STARTER	47	1 YEAR	$56.00	0.0%	$56.00	$2,632.00
9	PSV00S01424A	APX NEXT PROVISIONING*	1		$0.00	0.0%	$0.00	$0.00
10	PSV01S02940A	SMARTMAPPING ENABLEMENT	1		$0.00	0.0%	$0.00	$0.00
11	PSV01S02944A	PROVISIONING SUPPORT	1		$0.00	0.0%	$0.00	$0.00
12	PMNN4812A	BATTERY PACK, BATT IMPRES 2 LIION UL DIV2 IP68 3400T	47		$285.00	27.0%	$208.05	$9,778.35
13	PMMN4138A	ACCESSORY KIT,ACCESSORY KIT, XVN500 REMOTE SPEAKER MIC, HIGH IMPACT GREEN WITHOUT KNOB	53		$775.00	27.0%	$565.75	$29,984.75
14	NNTN9115A	CHARGER, MULTI-UNIT, IMPRES G2, 6-DISP, US/NA/CA/LA PLUG, ACC-CHARGER	12		$1,420.20	27.0%	$1,036.75	$12,441.00

Grand Total　　　　　　　　　　　　　　　　$549,645.05(USD)

Notes:

- Additional information is required for one or more items on the quote for an order.

APX NEXT Recurring Services & Subscriptions starting in Year 2

Item Number	Description	Quantity	Unit Recurring Sale Price	# of Years	Ext. Sale Price
	PICK AT LEAST 4 FROM BELOW FOR $75/FEATURE/DEVICE/YEAR, OTHERWISE EACH FEATURE COSTS $144/DEVICE/YEAR				
SSV01P01407B	APX NEXT SMARTPROGRAMMING	47	$300.00	1 YEAR	$14,100.00
SSV01P01476A	APX NEXT SMARTLOCATE				
SSV01P01902A	APX NEXT SMARTMAPPING				
SSV01P01901A	APX NEXT SMARTCONNECT				
SSV01P01901A	APX NEXT SMARTMESSAGING				
SSV01P01408B	APX NEXT VIQI VIRTUAL PARTNER				

	SOFTWARE AND USER LICENSE FEES				
	COMMANDCENTRAL AWARE PATROL - FOR SMARTLOCATE and SMART MAPPING (Includes 20 named user logins, up to 100APX NEXT radios)	1	$3,400.00	1 YEAR	$3,400.00

PAYMENT

Except for a payment that is due on the Effective Date, Customer will make payments to Motorola within thirty (30) days after the date of each invoice. Customer will make payments when due in the form of a check, cashier's check, or wire transfer drawn on a U.S. financial institution. If Customer has purchased additional Professional or Subscription services, payment will be in accordance with the applicable addenda.

Subscribers will be invoiced upon shipment (as shipped). Lifecycle Services and Subscription based Services will be invoiced annually in advance.

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/msi/omterms.

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

Motorola Solutions, Inc.

By: _____

Name: _____

Title: _____

Date: _____

Customer

By: _____

Name: _____

Title: _____

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.

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

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.

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APX NEXT RADIO SOLUTION

OVERVIEW

APX NEXT is Motorola Solutions' next-generation P25 platform purpose-built for first responders to access and act on information while maintaining their focus in critical situations. With a natural and accessible touch interface, best-in-class audio optimized for high-noise environments, and extended coverage through broadband connectivity, APX NEXT delivers actionable intelligence to the point of engagement for personnel to stay connected and in control wherever the mission takes them.

Equipped with broadband, LTE, WiFi, Bluetooth 5.0, and GPS capabilities, APX NEXT brings future-ready applications, services, and best-in-class connectivity to the field and control room. The APX NEXT platform's cloud-based provisioning system will allow your agency to quickly procure, provision, and update the APX NEXT fleet, reducing the downtime needed to get devices into the field and saving your support staff valuable time.

Key benefits and advanced capabilities of the APX NEXT device include the following:

- SmartTouch Experience – Easier operation with a redefined touch UI, centered around a new 3.6" impact resistant touch display and shallow menu hierarchy that offer more information at a glance and quicker engagement with critical applications. This cleaner and more intuitive visual layout increases the usability of the APX NEXT radio and helps your 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 our APX platform radios.
- Interoperability – Supports all public safety frequency bands (7/800 MHz, VHF, UHF) for full interoperability across radio systems with minimal intervention by the radio user.
- Easy Fleet Management – Easier and quicker radio provisioning, remote updates, and streamlined management for support staff, delivering greater awareness of your APX NEXT fleet. Using Motorola Solutions' cloud-based RadioCentral (RC) programming, APX NEXT supports faster provisioning and deployment to get devices in the hands of responders and out into the field.

Across all aspects of the radio experience — deployment, operation, maintenance, and evolution — APX NEXT brings critical advancements to usability and performance. This platform brings streamlined interfaces, accelerated workflows, and mission-critical reliability to your agency's operation, while the focus that responders, dispatchers, and technicians need to stay safe and effective is protected.

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Evolving with Application Services

If proposed, a host of application services will enhance the APX NEXT device's capabilities in the following ways:

- Quick access to immediate, actionable intelligence via intuitive voice control and ViQi—a virtual partner that can run tags and provide detailed information through voice.
- Better coverage through automatic switching between LMR and broadband connectivity via SmartConnect.
- Accurate location data over a broadband network for more informed decision making via SmartLocate.
- Immediate software and security updates in the field using high-speed bandwidth and extended coverage of LTE networks via SmartProgramming.
- Precise and accessible location information for field users on a modernized map interface via SmartMapping.
- Seamless and discrete multimedia communications over a broadband connection via SmartMessaging.
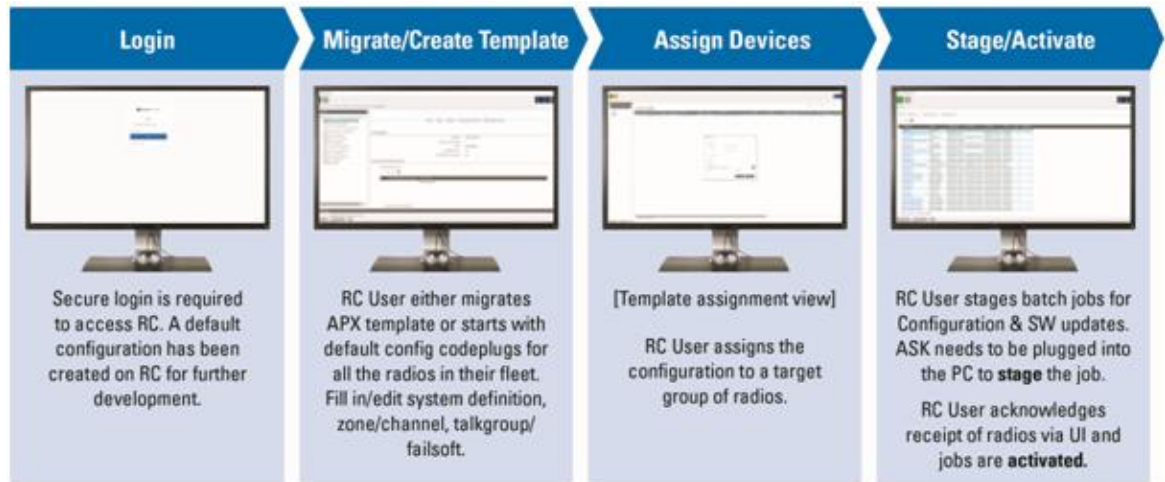
Managing and Provisioning Devices

APX NEXT delivers greater awareness and faster management of radio fleets with optimized provisioning, networking, and monitoring tools that transform accurate data into smarter action. These features enable dispatchers and network managers to make more informed operational decisions, keep radios in the field, and, above all, protect first responders' focus and safety.

Device Management Services (DMS) packages provide programming, management, and maintenance services to maximize the effectiveness of this APX NEXT solution, while reducing maintenance risk, workload, and total cost of ownership. The DMS packages are separated into tiers designed for a range of customer needs, whether the solution is self-maintained or managed by Motorola Solutions.

Using Motorola Solutions' cloud-based RadioCentral (RC) programming, APX NEXT supports faster provisioning and deployment to get devices in the hands of responders and out into the field. Parameters such as talk groups, interface options, and security keys can be programmed remotely within minutes. Access to RadioCentral is provided through the Device Management Service package.

The figure below illustrates the expedited RC provisioning process of APX NEXT.

MOTOROLA *SOLUTIONS*
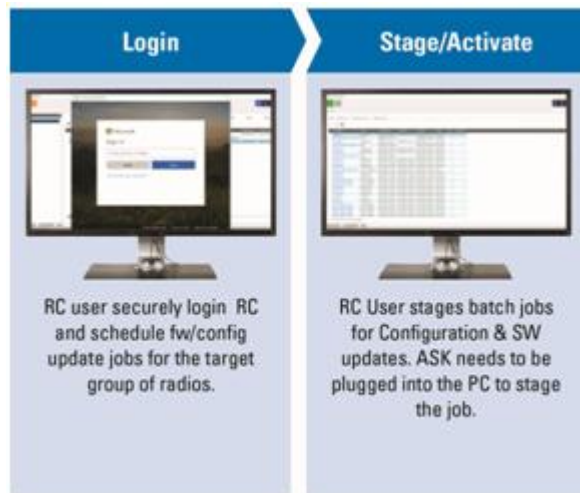
APX NEXT Provisioning Process via RadioCentral

The APX NEXT out-of-the-box experience is streamlined with a few simple steps. Users will power on the device and view a boot-up animation with startup. Status bar icons on the front display indicate when a connection is made and an update download is initiated. If the APX NEXT device is being started for the first time, a "peek-in" device management notification will indicate that the default configuration is detected. When the update download is complete, the device reboots and installs the update. When the install is complete, the device goes back to the full home screen and notifies the user that the update is complete. For Encryption and Authentication users, a KVL needs to be connected to the radio for those services. From power on to provisioning completion takes less than a minute.

Evolving with Updates and Upgrades

APX NEXT is a future-ready platform that will evolve alongside users through updates and upgrades, delivering expanded mission-critical capabilities while keeping personnel in the field where they are needed. To this end, APX NEXT eliminates the extended downtime and shop visits often associated with device upgrades; now, software patches can be automatically installed regardless of geographic location over a broadband connection, or, if proposed, immediately pushed to the field over LTE with Motorola Solutions' SmartProgramming service.

This streamlined process eliminates bottlenecks in the upgrade process and delivers important new features into users' hands. Firmware upgrades will also fit more seamlessly into workflows to avoid unnecessary disruptions. The figure below illustrates how feature updates are easily deployed to the entire radio fleet.

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Typical Firmware and Configuration Update Process via RadioCentral

If a situation occurs where users do not have the time for an update, those updates can be delayed through a prompt until the next power cycle. This puts personnel directly in control of when updates work best for responders, especially in the chaotic environment of public safety. A snapshot of the APX NEXT device with "Install Update" prompt is shown below.

APX NEXT In-Field Update on the Device

Providing Insight

SmartInsight services provide an end-to-end view into your agency's APX NEXT device usage. From 24/7 monitoring and data collection to actions pertaining to fleet management, SmartInsight helps administrators collect, analyze, report, and act on diagnostic information

MOTOROLA *SOLUTIONS*

to optimize your APX NEXT fleet's performance. The application is easy-to-view, with accessible interactive dashboards to gain more visibility into the fleet's health status.
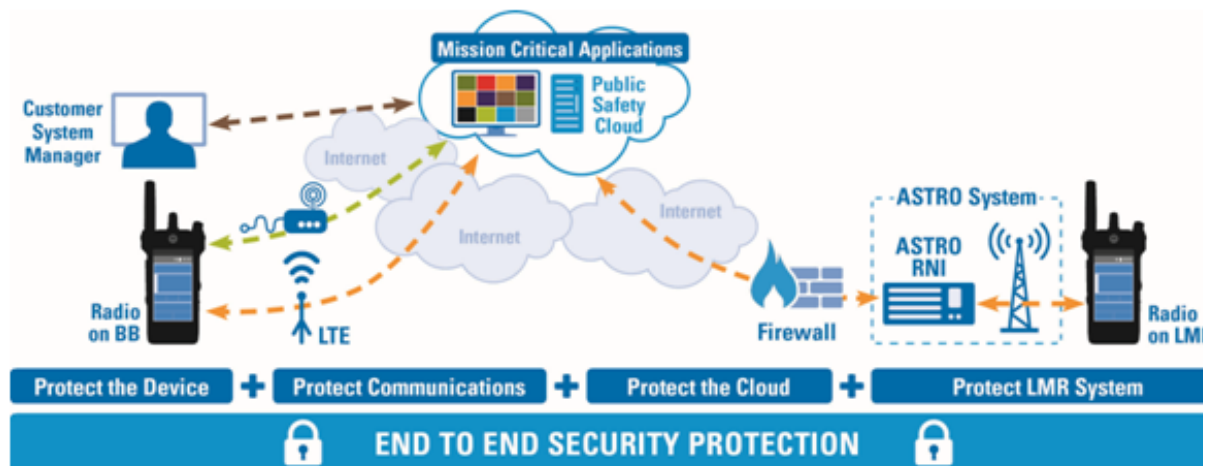
SmartInsight delivers the following capabilities to enhance APX NEXT operations:

- Monitor various device parameters like signal strength, device usage, and inventory data.
- Store collected information securely in the cloud, where data exploration, cleansing, and correlation is performed to extract descriptive, predictive, and prescriptive insights for device management.
- Set up notification alerts and use analytics to take corrective actions and identify potential issues before they occur.

Securing Communications

APX NEXT uses Motorola Solutions' hardened End-to-End security to protect communications and allow only authorized units in the system to listen to transmissions. End-to-End security provides seamless protection from the device and data in transit to the cloud and the LMR system.

This solution ensures each component in the system is designed and validated against ongoing threat assessments to ensure vulnerabilities are detected and remedied, while potential new vulnerabilities will be addressed with seamless security updates. This offers transparent, real-time protection and keeps critical information and infrastructure safe.

Motorola Solutions' End-to-End Security Solution

SmartProgramming Application Service

Leveraging Device Managed Services (DMS) and RadioCentral provisioning capabilities, the SmartProgramming application allows 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.
The SmartProgramming Application Service is proposed as a subscription-based model to optimize budget and scale to meet evolving needs.

SmartLocate Application Service

The APX NEXT SmartLocate feature provides dispatchers with accurate location data over a broadband network, enabling better tracking of field personnel and improved situational awareness. By using the broadband network and CommandCentral Aware capabilities, 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.
The use of broadband increases the frequency of location reporting beyond an LMR system, improving location accuracy and allowing for a higher number of users without LMR infrastructure capacity limitations.
The CommandCentral Aware tool set features location triggers that include time, distance, push-to-talk (PTT), emergency, and accelerated cadence during emergency.
The SmartLocate Application Service is proposed as a subscription-based model that optimizes budget and scales to meet evolving needs. SmartLocate provides enhanced capabilities to existing CommandCentral Aware application investments. Access to CommandCentral Aware is not included with the SmartLocate subscription.

SMARTCONNECT APPLICATION SERVICE

First responders need to know that they are covered and supported with critical intelligence no matter where the mission takes them. Leveraging APX NEXT and supported devices, SmartConnect keeps users connected and maintains critical LMR features through a broadband connection. 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.
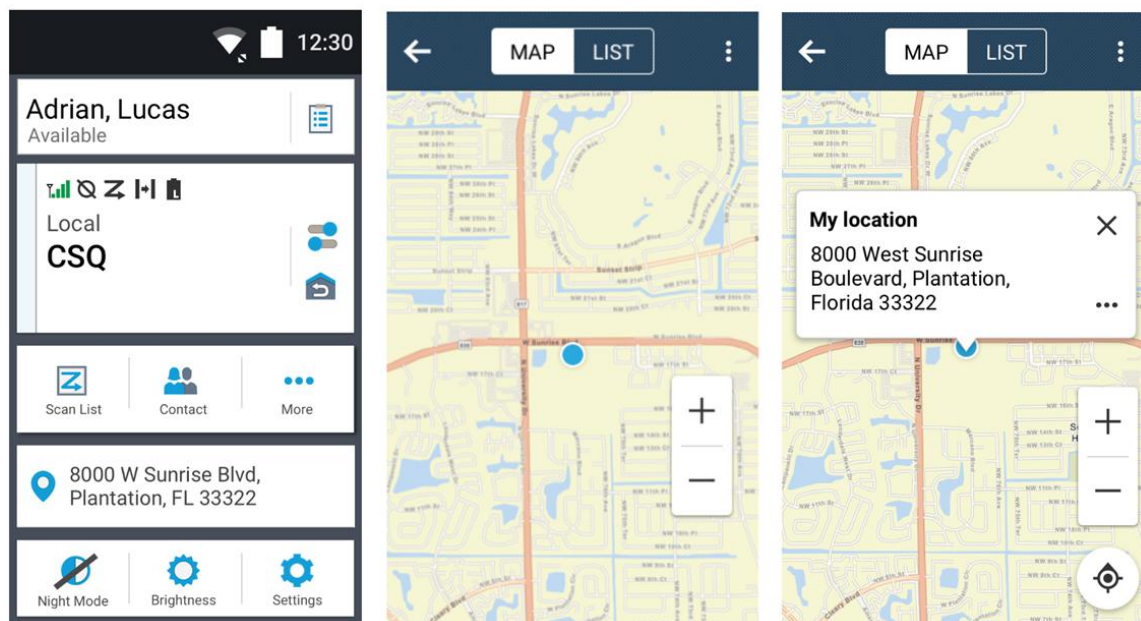

APX NEXT Network Elements of SmartConnect

SmartConnect allows users to retain most P25 radio features when out of range of LMR, including the following:

- Agency Groups.
- Dynamic Regrouping.
- Call Alert.
- Emergency Call & Alarm.
- FDMA/TDMA to/from LMR System.
- Group Call Clear/Encrypted.
- Group Regrouping.
- Multigroup.
- PTT ID.

- Priority Monitor Scan.
- Radio Authentication.
- Radio Check.
- Radio Inhibit/Uninhibit.
- Radio Interrupt/Console Takeover.
- Status Update.
- ViQi Virtual Partner via LMR network.

The SmartConnect Application Service is proposed as a subscription-based model to optimize budget and scale to meet evolving needs

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SMARTMAPPING APPLICATION SERVICE

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 home screen to best support users wherever the mission takes them.

SmartMapping Widget, Map View, and Location Pop-Up Display (Left to Right)

SmartMapping also provides the following capabilities for APX NEXT users:

- Search for specific agency users to communicate with by using accessible, on-screen navigation and search tools.
- Select map layers to get a different view of an area, including Street View, Terrain, or Satellite Image.
- Adapt to changing agency needs as new integrations and capabilities are introduced into the SmartMapping application

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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)

PEMBROKE PINES FIRE-RESCUE, CITY OF

APX8500 Dual Control Head and Single Control Head

04/14/2023

04/14/2023

PEMBROKE PINES FIRE-RESCUE, CITY OF
9500 PINES BLVD BLDG B 2ND FL
PEMBROKE PINES, FL 33024

RE: Motorola Quote for APX8500 Dual Control Head and Single Control Head
Dear Jason Stepp,

Motorola Solutions is pleased to present PEMBROKE PINES FIRE-RESCUE, 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 PEMBROKE PINES FIRE-RESCUE, CITY OF with the best products and services available in the communications industry. Please direct any questions to Denise Contreras at dcontreras@emciwireless.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,

Denise Contreras

Denise Contreras

Motorola Solutions Manufacturer's Representative

MOTOROLA SOLUTIONS

Billing Address:
PEMBROKE PINES FIRE-
RESCUE, CITY OF
9500 PINES BLVD BLDG B 2ND
FL
PEMBROKE PINES, FL 33024
US

Shipping Address:
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9500 PINES BLVD BLDG B 2ND
FL
PEMBROKE PINES, FL 33024
US

Quote Date:04/14/2023
Expiration Date:06/13/2023
Quote Created By:
Denise Contreras
dcontreras@emciwireless.com

End Customer:
PEMBROKE PINES FIRE-RESCUE, CITY
OF
Jason Stepp
jstepp@ppines.com
(954)499-9528

Contract: NASPO 00318

Line #	Item Number	Description	Qty	List Price	Disc %	Sale Price	Ext. Sale Price
	APX™ 8500						
1	M37TSS9PW1AN	APX8500 ALL BAND MP MOBILE	10	$5,667.00	27.0%	$4,136.91	$41,369.10
1a	QA01648AA	ADD: HW KEY SUPPLEMENTAL DATA	10	$6.00	27.0%	$4.38	$43.80
1b	GA09007AA	ADD: OUT OF THE BOX WIFI PROVISIONING	10	$0.00	0.0%	$0.00	$0.00
1c	G831AD	ADD: SPKR 15W WATER RESISTANT	20	$66.00	27.0%	$48.18	$963.60
1d	G996AS	ENH: OVER THE AIR PROVISIONING	10	$110.00	27.0%	$80.30	$803.00
1e	GA00580AA	ADD: TDMA OPERATION	10	$495.00	27.0%	$361.35	$3,613.50
1f	G628AC	ADD: REMOTE MOUNT CABLE 17 FT APX	10	$17.00	27.0%	$12.41	$124.10
1g	G51AT	ENH:SMARTZONE	10	$1,650.00	27.0%	$1,204.50	$12,045.00
1h	G78AT	ENH: 3 YEAR ESSENTIAL SVC	10	$288.00	0.0%	$288.00	$2,880.00
1i	GA00092AU	ADD: APXM DUAL E5 CH	10	$627.00	27.0%	$457.71	$4,577.10
1j	GA05508AA	DEL: DELETE VHF BAND	10	-$800.00	0.0%	-$584.00	-$5,840.00

MOTOROLA *SOLUTIONS*

Line #	Item Number	Description	Qty	List Price	Disc %	Sale Price	Ext. Sale Price
1k	G892AB	ENH:HAND MIC,GCAI WTR RESISTANT APX	20	$79.00	27.0%	$57.67	$1,153.40
1l	GA09001AA	ADD: WI-FI CAPABILITY	10	$330.00	27.0%	$240.90	$2,409.00
1m	G89AC	ADD: NO RF ANTENNA NEEDED	10	$0.00	0.0%	$0.00	$0.00
1n	G610AC	ADD: REMOTE MOUNT CABLE 30 FT APX	10	$28.00	27.0%	$20.44	$204.40
1o	G444AH	ADD: APX CONTROL HEAD SOFTWARE	10	$0.00	0.0%	$0.00	$0.00
1p	G67EH	ADD: REMOTE MOUNT E5 MP	10	$327.00	27.0%	$238.71	$2,387.10
1q	QA03399AA	ADD: ENHANCED DATA APX	10	$165.00	27.0%	$120.45	$1,204.50
1r	GA01517AA	DEL: NO J600 ADAPTER CABLE NEEDED	10	$0.00	0.0%	$0.00	$0.00
1s	G806BL	ENH: ASTRO DIGITAL CAI OP APX	10	$567.00	27.0%	$413.91	$4,139.10
1t	GA01767AG	ADD: RADIO AUTHENTICATION	10	$110.00	27.0%	$80.30	$803.00
1u	GA01670AA	ADD: APX E5 CONTROL HEAD	10	$717.00	27.0%	$523.41	$5,234.10
1v	GA01630AA	ADD: SMARTCONNECT	10	$0.00	0.0%	$0.00	$0.00
1w	G193AK	ADD: ADP ONLY (NON-P25 CAP COMPLIANT) (US ONLY)	10	$0.00	0.0%	$0.00	$0.00
1x	G361AH	ENH: P25 TRUNKING SOFTWARE APX	10	$330.00	27.0%	$240.90	$2,409.00
1y	GA00250AA	ADD: WIFI/GNSS STUBBY ANTENNA LMR240	10	$110.00	27.0%	$80.30	$803.00
2	HAE6016A	ANT LOW PROFILE 450-512 MHZ	10	$129.60	27.0%	$94.61	$946.10
3	HAF4013A	7/8/900 MHZ WIDEBAND LOW PROFILE, 3DB GAIN THROUGH HOLE NMO MOUNT	10	$46.44	27.0%	$33.90	$339.00

MOTOROLA SOLUTIONS

Line #	Item Number	Description	Qty	List Price	Disc %	Sale Price	Ext. Sale Price
	APX™ Control Head/ Mounting Kits/DEK BOX/ Multiplexers						
4	H1919B	MULTIPLEXER QMA	10	$250.00	27.0%	$182.50	$1,825.00
	APX™ 8500						
5	M37TSS9PW1AN	APX8500 ALL BAND MP MOBILE	8	$5,667.00	27.0%	$4,136.91	$33,095.28
5a	QA01648AA	ADD: HW KEY SUPPLEMENTAL DATA	8	$6.00	27.0%	$4.38	$35.04
5b	GA09007AA	ADD: OUT OF THE BOX WIFI PROVISIONING	8	$0.00	0.0%	$0.00	$0.00
5c	G831AD	ADD: SPKR 15W WATER RESISTANT	8	$66.00	27.0%	$48.18	$385.44
5d	GA00250AA	ADD: WIFI/GNSS STUBBY ANTENNA LMR240	8	$110.00	27.0%	$80.30	$642.40
5e	G996AS	ENH: OVER THE AIR PROVISIONING	8	$110.00	27.0%	$80.30	$642.40
5f	GA00580AA	ADD: TDMA OPERATION	8	$495.00	27.0%	$361.35	$2,890.80
5g	G51AT	ENH:SMARTZONE	8	$1,650.00	27.0%	$1,204.50	$9,636.00
5h	G78AT	ENH: 3 YEAR ESSENTIAL SVC	8	$288.00	0.0%	$288.00	$2,304.00
5i	GA05508AA	DEL: DELETE VHF BAND	8	-$800.00	0.0%	-$584.00	-$4,672.00
5j	G892AB	ENH:HAND MIC,GCAI WTR RESISTANT APX	8	$79.00	27.0%	$57.67	$461.36
5k	GA09001AA	ADD: WI-FI CAPABILITY	8	$330.00	27.0%	$240.90	$1,927.20
5l	G89AC	ADD: NO RF ANTENNA NEEDED	8	$0.00	0.0%	$0.00	$0.00
5m	G444AH	ADD: APX CONTROL HEAD SOFTWARE	8	$0.00	0.0%	$0.00	$0.00
5n	G67EH	ADD: REMOTE MOUNT E5 MP	8	$327.00	27.0%	$238.71	$1,909.68
5o	QA03399AA	ADD: ENHANCED DATA APX	8	$165.00	27.0%	$120.45	$963.60

MOTOROLA SOLUTIONS

Line #	Item Number	Description	Qty	List Price	Disc %	Sale Price	Ext. Sale Price
5p	GA01517AA	DEL: NO J600 ADAPTER CABLE NEEDED	8	$0.00	0.0%	$0.00	$0.00
5q	G806BL	ENH: ASTRO DIGITAL CAI OP APX	8	$567.00	27.0%	$413.91	$3,311.28
5r	GA01767AG	ADD: RADIO AUTHENTICATION	8	$110.00	27.0%	$80.30	$642.40
5s	GA01670AA	ADD: APX E5 CONTROL HEAD	8	$717.00	27.0%	$523.41	$4,187.28
5t	GA01630AA	ADD: SMARTCONNECT	8	$0.00	0.0%	$0.00	$0.00
5u	G193AK	ADD: ADP ONLY (NON-P25 CAP COMPLIANT) (US ONLY)	8	$0.00	0.0%	$0.00	$0.00
5v	G361AH	ENH: P25 TRUNKING SOFTWARE APX	8	$330.00	27.0%	$240.90	$1,927.20
6	HAE6016A	ANT LOW PROFILE 450-512 MHZ	8	$129.60	27.0%	$94.61	$756.88
7	HAF4013A	7/8/900 MHZ WIDEBAND LOW PROFILE, 3DB GAIN THROUGH HOLE NMO MOUNT	8	$46.44	27.0%	$33.90	$271.20
	APX™ Control Head/ Mounting Kits/DEK BOX/ Multiplexers						
8	H1919B	MULTIPLEXER QMA	8	$250.00	27.0%	$182.50	$1,460.00
9	PMNN4812A	BATTERY PACK, BATT IMPRES 2 LIION UL DIV2 IP68 3400T	13	$285.00	27.0%	$208.05	$2,704.65

Grand Total $149,917.99(USD)

PAYMENT

Except for a payment that is due on the Effective Date, Customer will make payments to Motorola within thirty (30) days after the date of each invoice. Customer will make payments when due in the form of a check, cashier's check, or wire transfer drawn on a U.S. financial institution. If Customer has purchased additional Professional or Subscription services, payment will be in accordance with the applicable addenda.

Subscribers will be invoiced upon shipment (as shipped). Lifecycle Services and Subscription based Services will be invoiced annually in advance.

Notes:
- 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.

MOTOROLA *SOLUTIONS*

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)