

April 26, 2023

City of Pembroke Pines Fire-Rescue
Attention: Chief Jason Stepp
9500 Pines Blvd Building B 2nd FL.
Pembroke Pines, FL 33024

Dear Chief Stepp,

We are humbled and honored that the City of Pembroke Pines Fire-Rescue is considering Motorola Solutions P25-compliant radios. Our APX platform is the world's most advanced P25 radio solution.

As it relates to "routes to market" channels, please note that Motorola Solutions only sells P25 radios via a direct channel business model. This means that we do not sell our radios to dealers or distributors for resale to our end-customers. Therefore, the only legitimate channel to purchase a Motorola P25 radio is via the Motorola Solutions direct team.

For Broward County, the authorized Motorola representatives for the sale of our P25 radios consist of Denise Contreras (our local Manufacturer Representative), Danny Sanchez (our Vice President of Sales in Florida), Maurizio Callari (our Area Sales Manager), and myself.

On behalf of the entire team here at Motorola Solutions, we look forward to helping the City of Pembroke Pines Fire-Rescue advance your mission. For any questions, please feel free to contact me directly.

Sincerely,



Renata Oiticica Lampert
Account Executive
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