



Proposal for  
Sumter County, Florida  
RFP # 036-0-2011/AT

# P25 Digital Public Safety Radio Network Infrastructure/Subscriber Equipment Pricing Response

January 17, 2012



#### Data Restrictions

This proposal is considered Motorola confidential and restricted. The proposal is submitted with the restriction that it is to be used for evaluation purposes only, and is not to be disclosed publicly or in any manner to anyone other than those employed by Sumter County, Florida required to evaluate this proposal without the express permission of Motorola Solutions, Inc.

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Motorola Solutions, Inc.  
8000 West Sunrise Blvd, MD 42-14B  
Plantation, FL 33322  
USA

January 17, 2012

Ms. Amanda Taylor, Purchasing Coordinator  
The Villages Sumter County Service Center  
7375 Powell Road  
Wildwood, Florida 34785

Subject: Request for Proposal No. 036-0-2011/AT, P25 Digital Public Safety Radio Network

Dear Ms. Taylor:

In response to the Sumter County Request for Proposal (RFP) and its subsequent Addenda, Motorola Solutions, Inc. encloses its proposal for a P25 Digital Public Safety Radio Network.

Our proposal focuses on compliance to your specifications with special attention to coverage and regional interoperability. Motorola has tremendous experience in the design and deployment of Project 25 simulcast systems, and has implemented more county-wide public safety simulcast systems than all other vendors combined. In addition, we have assembled a team of experienced and qualified local partners.

Motorola's combination of unmatched experience and proven mission critical technology offers the lowest risk decision for Sumter County. When augmented with the capabilities and knowledge of our local partners, we believe this proposal also offers the best overall value for the County.

Our proposal is subject to the clarifications to the terms and conditions set forth in the County's RFP and to the attached and incorporated Additional Terms and Conditions to the Statement of Terms and Conditions, RFP No. 036-0-2011/AT or, in the alternative, a negotiated version thereof. The team at Motorola will negotiate in good faith to arrive at a contract that best serves the interests of all parties involved. This proposal and pricing will remain valid for 120 days after the RFP proposal submission date.

We acknowledge receipt of all addenda issued to this RFP. Questions or inquiries may be addressed to Stacy Chick 850-933-5430.

We look forward to your positive review of our proposal, subsequent discussions, and to ultimately helping Sumter County achieve its communication goals and objectives.

Sincerely,

Motorola Solutions, Inc.



Marshall Wright  
MSSSI Vice President & Director, Sales  
North American Government & Commercial Markets



CERTIFICATE OF ASSISTANT SECRETARY  
MOTOROLA SOLUTIONS, INC.

The undersigned certifies that he or she is a duly appointed Assistant Secretary of Motorola Solutions, Inc. (the "Company"), a corporation duly organized and existing under the laws of the State of Delaware, and that, as such, he or she is authorized to execute this Certificate on behalf of the Company, and further certifies that:

1. At a meeting of the Board of Directors of the Company held on July 26, 2011 at which a quorum was present and acting throughout, the following resolutions were duly adopted, effective July 26, 2011, have not been amended, and are in full force and effect on the date hereof:

RESOLVED, that all Corporate Vice Presidents be, and each one of them is, authorized to sign and execute all agreements, contracts, bids, proposals, deeds, assignments, powers of attorney, performance guarantees, performance guarantee undertakings, instruments, documents, claims, including claims against the United States, and certifications of such claims, in the ordinary course of business of the Company and related to his or her work as a Corporate Vice President of the Company's businesses, groups or corporate departments, all of which are collectively referred to as "Documents", provided that this authority does not extend to:

(1) documents related to: (i) acquisitions, divestures, joint ventures and equity investments, (ii) supply chain procurement arrangements, (Corporate Vice Presidents in the Procurement Organization have authority for supply chain procurement arrangements in a specific Board resolution), (iii) outsourcing arrangements, (iv) customer financing extending more than 364 days, (v) capital expenditures, (vi) lease commitments, (vii) agreements and compensatory arrangements applicable to Motorola Solutions Appointed Vice Presidents and above, (viii) financial guarantees, financial surety agreements and financial guarantee undertakings, (ix) opening bank accounts, (x) establishing borrowing relationships on behalf of the Company, and (xi) voting or otherwise dealing with securities owned by the Company; and

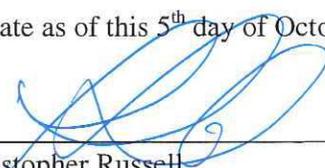
(2) amounts in excess of \$25 million.

The officers named above are authorized to delegate this authority in writing to others.

2. The following person is a duly qualified and acting officer of the Company and has been duly elected to the office set forth opposite his or her name:

<u>Name</u>	<u>Title</u>
Kelly Kirwan	Corporate Vice President

IN WITNESS WHEREOF, I have executed this Certificate as of this 5<sup>th</sup> day of October, 2011.

  
\_\_\_\_\_  
C. Christopher Russell  
Assistant Secretary



## DELEGATION OF AUTHORITY

I, Jim Mears, Corporate Vice President North America Government Markets – East Region of Motorola Solutions, Inc. ("Company") in the Sales and Field Operations ("Division"), with my principal place of business being 7031 Columbia Gateway Drive, 3<sup>rd</sup> Floor, Columbia, MD 21046, do hereby grant a delegation of authority to Marshall Wright, MSSSI Vice President, Motorola Solutions, Inc., with his principal place of business being 1700 Belle Meade Ct, Lawrenceville, GA 30043, to submit, enter into and/or execute on my behalf:

All proposal and contract documents in connection with the Sumter County, FL RFP for a P25 System with a value of up to \$20,000,000.

This delegation of authority granted herein shall not be delegable or assignable to any other person and shall expire on December 31, 2011.

IN WITNESS WHEREOF, I have executed this delegation of authority as of this 27th day of Oct., 2011.

  
\_\_\_\_\_  
Jim Mears  
Corporate Vice President  
North America Government Markets – East Region  
Sales and Field Operations  
Motorola Solutions, Inc.





Motorola Solutions

Senior Executive Team

Greg Brown	Chairman and Chief Executive Officer
Michael Annes	Corporate Vice President Business Development and Ventures
Michele Aguilar Carlin	Senior Vice President Human Resources
Eduardo Conrado	Senior Vice President Chief Marketing Officer
Gene Delaney	Executive Vice President Product and Business Operations
Edward J. Fitzpatrick	Executive Vice President Chief Financial Officer
Kelly S. Mark	Corporate Vice President Strategy and Staff Operations
Mark Moon	Executive Vice President Sales and Field Operations
Lewis Steverson	Senior Vice President, General Counsel and Secretary to the Board

Board of Directors

David W. Dorman  
Gregory Q. Brown  
John A. White  
Judy C. Lewent  
Kenneth C. Dahlberg  
Michael V. Hayden  
Samuel C. Scott III  
Vincent J. Intrieri  
William J. Bratton



**STANDARD OPERATING PROCEDURE  
SOP E-75 APPENDIX 1**

**MOTOROLA SOLUTIONS, INC.  
BOARD OF DIRECTORS**

**RESOLUTIONS**

**RE: AUTHORIZING SIGNING AUTHORITY AND DELEGATION OF AUTHORITY**

**EFFECTIVE JULY 26, 2011**

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RESOLVED, that the following resolutions of the Board of Directors of Motorola Solutions, Inc. ("Motorola Solutions" or the "Company") regarding Signing Authority, adopted March 17, 2010, shall be amended to reflect recent organizational changes as well as the recently revised Standard Operating Procedure E-75: Contracting Policy ("SOP E-75"). Such changes are effective July 26, 2011.

**CHIEF EXECUTIVE OFFICER**

RESOLVED, that the Chief Executive Officer, acting individually, is authorized to sign and execute all agreements, contracts, bids, proposals, deeds, assignments, powers of attorney, performance guarantees and surety agreements, performance guarantee undertakings, instruments, documents, claims, including claims against the United States, and certifications of such claims, and vote or otherwise deal with securities, directly or indirectly owned by the Company (and he is appointed an agent, attorney-in-fact and proxy of the Company in order to do so), all of which are collectively referred to as "Documents".

RESOLVED, that the Board has adopted specific resolutions authorizing the signing and execution of Documents related to the following: (i) acquisitions, divestures, joint ventures or equity investments, (ii) supply chain procurement arrangements, (iii) outsourcing arrangements, (iv) customer financing extending more than 364 days, (v) capital expenditures, (vi) lease commitments, (vii) agreements and compensatory arrangements applicable to Motorola Solutions Appointed Vice Presidents and above, (viii) financial guarantees, financial surety agreements and financial guarantee undertakings, (ix) opening bank accounts, and (x) establishing borrowing relationships on behalf of the Company, and no authority is extended under this resolution for such Documents.

The officer named above is authorized to delegate this authority in writing to others.

**CHIEF FINANCIAL OFFICER**

RESOLVED, that the Chief Financial Officer is authorized to sign and execute all agreements, contracts, bids, proposals, deeds, assignments, powers of attorney, performance guarantees and surety agreements, performance guarantee undertakings, instruments, documents, claims, including claims against the United States, and certifications of such claims, and vote securities owned directly or indirectly by the Company and vote or otherwise deal with securities

of subsidiaries of the Company (and he or she is appointed the agent, attorney-in-fact and proxy of the Company in order to do so), all of which are collectively referred to as "Documents"; provided that this authority does not extend to the following:

(1) documents related to: (i) acquisitions, divestures, or joint ventures, (ii) agreements and compensatory arrangements applicable to Motorola Solutions Appointed Vice Presidents and above, (iii) sales of Motorola Solutions products or services in excess of \$250 million; and (iv) commercial arrangements unrelated to the sale of products or services in excess of \$200 million; and

(2) documents related to: (i) equity investments, (ii) supply chain procurement arrangements, (iii) outsourcing arrangements, (iv) customer financing extending more than 364 days, (v) capital expenditures, (vi) lease commitments, (vii) opening bank accounts, (viii) financial guarantees, financial surety agreements and financial guarantee undertakings, and (ix) establishing borrowing relationships on behalf of the Company. Authority for such Documents is found in specific Board resolutions.

The officer named above is authorized to delegate this authority in writing to others.

#### **EXECUTIVE VICE PRESIDENTS**

RESOLVED, that all Executive Vice Presidents be, and each one of them is, authorized to sign and execute all agreements, contracts, bids, proposals, deeds, assignments, powers of attorney, performance guarantees, performance guarantee undertakings, instruments, documents, claims, including claims against the United States, and certifications of such claims, related to his or her work as an Executive Vice President of one of the Company's businesses, groups or corporate departments, all of which are collectively referred to as "Documents", provided that this authority does not extend to the following:

(1) documents related to: (i) acquisitions, divestures, joint ventures and equity investments, (ii) customer financing extending more than 364 days, (iii) agreements and compensatory arrangements applicable to Motorola Solutions Appointed Vice Presidents and above, (iv) financial guarantees, financial surety agreements and financial guarantee undertakings, (v) opening bank accounts, (vi) establishing borrowing relationships on behalf of the Company, (vii) voting or otherwise dealing with securities owned by the Company, (viii) sales of Motorola Solutions products or services in excess of \$100 million, and (ix) commercial arrangements unrelated to the sale of products or services in excess of \$100 million; and

(2) documents related to: (i) outsourcing arrangements, (ii) supply chain procurement arrangements, (iii) capital expenditures, and (iv) lease commitments. Authority for such Documents is found in specific Board resolutions.

The officers named above are authorized to delegate this authority in writing to others.

## SENIOR VICE PRESIDENTS

RESOLVED, that all Senior Vice Presidents be, and each one of them is, authorized to sign and execute all agreements, contracts, bids, proposals, deeds, assignments, powers of attorney, performance guarantees, performance guarantee undertakings, instruments, documents, claims, including claims against the United States, and certifications of such claims, in the ordinary course of business of the Company and related to his or her work as a Senior Vice President of one of the Company's businesses, groups or corporate departments, all of which are collectively referred to as "Documents", provided that this authority does not extend to:

(1) documents related to: (i) acquisitions, divestures, joint ventures and equity investments, (ii) supply chain procurement arrangements, (Senior Vice Presidents in the Procurement Organization have authority for supply chain procurement arrangements in a specific Board resolution), (iii) outsourcing arrangements, (iv) customer financing extending more than 364 days, (v) capital expenditures, (vi) lease commitments, (vii) agreements and compensatory arrangements applicable to Motorola Solutions Appointed Vice Presidents and above, (viii) financial guarantees, financial surety agreements and financial guarantee undertakings, (ix) opening bank accounts, (x) establishing borrowing relationships on behalf of the Company, and (xi) voting or otherwise dealing with securities owned by the Company; and

(2) amounts in excess of \$50 million.

The officers named above are authorized to delegate this authority in writing to others.

## CORPORATE VICE PRESIDENTS

RESOLVED, that all Corporate Vice Presidents be, and each one of them is, authorized to sign and execute all agreements, contracts, bids, proposals, deeds, assignments, powers of attorney, performance guarantees, performance guarantee undertakings, instruments, documents, claims, including claims against the United States, and certifications of such claims, in the ordinary course of business of the Company and related to his or her work as a Corporate Vice President of the Company's businesses, groups or corporate departments, all of which are collectively referred to as "Documents", provided that this authority does not extend to:

(1) documents related to: (i) acquisitions, divestures, joint ventures and equity investments, (ii) supply chain procurement arrangements, (Corporate Vice Presidents in the Procurement Organization have authority for supply chain procurement arrangements in a specific Board resolution), (iii) outsourcing arrangements, (iv) customer financing extending more than 364 days, (v) capital expenditures, (vi) lease commitments, (vii) agreements and compensatory arrangements applicable to Motorola Solutions Appointed Vice Presidents and above, (viii) financial guarantees, financial surety agreements and financial guarantee undertakings, (ix) opening bank accounts, (x) establishing borrowing relationships on behalf of the Company, and (xi) voting or otherwise dealing with securities owned by the Company; and

(2) amounts in excess of \$25 million.

The officers named above are authorized to delegate this authority in writing to others.

### **APPOINTED VICE PRESIDENTS**

RESOLVED, that all Appointed Vice Presidents be, and each one of them is, authorized to enter into and execute in the name of and on behalf of the Company all agreements, contracts, bids, proposals, deeds, assignments, powers of attorney, performance guarantees, performance guarantee undertakings, instruments, documents, claims, including claims against the United States, and certifications of such claims, in the ordinary course of business of the Company and related to his or her work as a Vice President of one of the Company's businesses, groups or corporate departments, all of which are collectively referred to as "Documents" provided that this authority does not extend to:

(1) documents related to: (i) acquisitions, divestitures, joint ventures and equity investments, (ii) supply chain procurement arrangements, (Appointed Vice Presidents in the Procurement Organization have authority for supply chain procurement arrangements in a specific Board resolution), (iii) outsourcing arrangements, (iv) customer financing extending more than 364 days, (v) capital expenditures, (vi) lease commitments, (vii) agreements and compensatory arrangements applicable to Motorola Solutions Appointed Vice Presidents and above, (viii) financial guarantees, financial surety agreements and financial guarantee undertakings, (ix) opening bank accounts, (x) establishing borrowing relationships on behalf of the Company, and (xi) voting or otherwise dealing with securities owned by the Company; and

(2) amounts in excess of \$10 million.

The officers named above are authorized to delegate this authority in writing to others.

### **ACQUISITIONS, DIVESTITURES, JOINT VENTURES AND EQUITY INVESTMENTS AND APPROVAL AUTHORITY OF THE AUDIT AND LEGAL COMMITTEE**

WHEREAS, the Board of Directors of Motorola Solutions, Inc. has elected to establish policies with respect to the execution of binding documents in connection with acquisitions, divestitures, joint ventures and equity investments;

WHEREAS, an acquisition shall mean the purchase of a business or product line either through an asset purchase, stock purchase, merger or otherwise, for cash, stock, debt or other consideration or any combination of the foregoing, but shall exclude the purchase of an equity investment, fixed assets or intellectual property rights unrelated to the purchase of a business or product line;

WHEREAS, a divestiture shall mean the sale of a business, product line or joint venture interest either through an asset sale, stock sale, merger or otherwise, for cash, stock, debt or other consideration or any combination of the foregoing, but shall exclude the sale of fixed assets or

intellectual property rights unrelated to the sale of a business or product line and shall also exclude the sale of an equity investment;

WHEREAS, a joint venture shall mean an equity joint venture pursuant to which Motorola Solutions (together with a limited number of other strategic and/or financial investors) contributes fixed assets, cash, intellectual property and/or other assets in exchange for an equity interest in the joint venture entity in which Motorola Solutions will either own: (i) 50% or more of such joint venture entity or (ii) Motorola Solutions' involvement in the joint venture entity is more than a passive investment (i.e. Motorola Solutions has agreed to or could be obligated to (a) make additional investments (either debt or equity), (b) guarantee obligations of the joint venture entity, (c) provide other resources to the entity, including, without limitation, employees or management talent, or (d) will be promoted as an active participant in such joint venture entity); and

WHEREAS, an equity investment shall mean the purchase, sale or exercise of equity rights such as stock, warrants, subscription rights, convertible debt or other similar securities for cash or other consideration (including services) and shall include follow-on investments; provided Motorola Solutions' total ownership (on a fully diluted basis) remains below 50% of the target following such equity investment, but shall exclude the purchase or sale of a joint venture interest.

RESOLVED, that the Chief Executive Officer, acting individually, is authorized and empowered for and on behalf of the Company to execute, consummate and deliver all agreements, contracts, proposals, deeds, assignments, powers of attorney, undertakings, instruments, documents and certifications: (a) in connection with acquisitions, divestitures and joint ventures in an amount not to exceed \$250 million that do not involve the issuance of the Company's common stock, and (b) in connection with equity investments in an amount not to exceed \$100 million, and in each case to delegate that authority in writing to others.

RESOLVED, that the Chief Financial Officer be, and hereby is, authorized and empowered for and on behalf of the Company to execute, consummate and deliver all agreements, contracts, proposals, deeds, assignments, powers of attorney, undertakings, instruments, documents and certifications in connection with equity investments in an amount not to exceed \$15 million, and in each case to delegate that authority in writing to others.

RESOLVED, that the Audit and Legal Committee of the Board of Directors is authorized to approve, on behalf of the Board, (i) all acquisitions, divestitures and joint ventures in an amount not to exceed \$400 million that do not involve the issuance of the Company's common stock, and (ii) all equity investments in an amount not to exceed \$150 million.

#### **SUPPLY CHAIN PROCUREMENT ARRANGEMENTS**

WHEREAS, the Board of Directors of Motorola Solutions, Inc. has elected to establish policies with respect to the execution of documents in connection with supply chain procurement arrangements ("Procurement Arrangements");

WHEREAS, Procurement Arrangements shall mean an arrangement relating to the purchase or lease of goods, products, software and/or services from a supplier in the ordinary course of business by the Procurement Organization;

WHEREAS, the dollar limitations discussed below shall apply to aggregate expenditures over the term of any arrangement.

RESOLVED, that the Chief Executive Officer, acting individually, is authorized and empowered for and on behalf of the Company to execute, consummate and deliver all agreements, contracts, proposals, documents and certifications in connection with Procurement Arrangements and to delegate that authority in writing to others;

RESOLVED, the Chief Financial Officer is authorized and empowered for and on behalf of the Company to execute, consummate and deliver all agreements, contracts, proposals, documents and certifications in connection with Procurement Arrangements in an amount not to exceed the authority included in the general signing authority resolutions adopted by the Board, and to delegate that authority in writing to others.

RESOLVED, that all Executive Vice Presidents, Senior Vice Presidents, Corporate Vice Presidents and Appointed Vice Presidents in the Procurement Organization are authorized to execute, consummate and deliver all agreements, contracts, proposals, documents and certifications in connection with Procurement Arrangements in an amount not to exceed the authority included in the general signing authority resolutions adopted by the Board, and to delegate that authority in writing to others.

#### **OUTSOURCING ARRANGEMENTS AND APPROVAL AUTHORITY OF THE AUDIT AND LEGAL COMMITTEE**

WHEREAS, the Board of Directors of Motorola Solutions, Inc. has elected to establish policies with respect to the execution of documents in connection with outsourcing arrangements "Outsourcing Arrangements";

WHEREAS, Outsourcing Arrangements shall mean an arrangement in which Motorola Solutions turns over responsibility, in whole or substantial part, of a core business function previously performed internally to an outside service provider. Core business processes include the following and equivalent functions: product manufacturing, design, distribution, or repair; information technology; human resource functions such as benefits or payroll; and finance and accounting functions; and

WHEREAS, Outsourcing Arrangements shall not include procurement arrangements relating to the purchase of goods, products, software and services from a supplier in the ordinary course of business, including Procurement Arrangements and indirect procurement arrangements.

WHEREAS, the dollar limitations discussed below shall apply to expenditures over the term of the arrangement.

RESOLVED, that the Chief Executive Officer, acting individually, is authorized and empowered for and on behalf of the Company to execute, consummate and deliver all agreements, contracts, proposals, documents and certifications in connection with Outsourcing Arrangements in an amount not to exceed \$100 million, and to delegate that authority in writing to others.

RESOLVED, that the Chief Financial Officer is authorized and empowered for and on behalf of the Company to execute, consummate and deliver all agreements, contracts, proposals, documents and certifications in connection with Outsourcing Arrangements in an amount not to exceed \$50 million, and to delegate that authority in writing to others.

RESOLVED, that all Executive Vice Presidents be, and each of them is authorized and empowered for and on behalf of the Company to execute, consummate and deliver all agreements, contracts, proposals, documents and certifications in connection with Outsourcing Arrangements in an amount not to exceed \$15 million, and to delegate that authority in writing to others.

RESOLVED, that the Audit and Legal Committee of the Board is authorized to approve, on behalf of the Board, all Outsourcing Arrangements in an amount not to exceed \$400 million, and to delegate this authority in writing to others.

#### **LONG-TERM CUSTOMER FINANCING**

WHEREAS, the Board of Directors of Motorola Solutions, Inc. has elected to establish policies with respect to the execution of documents in connection with long-term customer financing, including guarantying a customer's financial obligations;

WHEREAS, long-term customer financing shall include the extension of credit of more than 364 days, including loans or extending payment terms more than 364 days, and all customer guarantees, in each case made by the Company or any of its subsidiaries to or on behalf of customers;

WHEREAS, the dollar limitations discussed below shall include the aggregate of committed financing to a customer; and

WHEREAS, a customer shall include all affiliates of the customer such as its parent shareholder and other entities directly or indirectly related to the customer.

RESOLVED, that the Chief Executive Officer, acting individually, is authorized and empowered for and on behalf of the Company to execute, consummate and deliver all agreements, contracts, proposals, deeds, assignments, powers of attorney, undertakings, instruments, documents and certifications related to long-term customer financing and to delegate that authority in writing to others.

RESOLVED, that the Chief Financial Officer is authorized and empowered for and on behalf of Company to execute, consummate and deliver all agreements, contracts, proposals, deeds, assignments, powers of attorney, undertakings, instruments, documents and certifications related to long-term customer financing in an amount not to exceed \$75 million, and to delegate that authority in writing to others.

**CAPITAL EXPENDITURES AND  
APPROVAL AUTHORITY OF THE AUDIT AND LEGAL COMMITTEE**

WHEREAS, the Board of Directors of Motorola Solutions, Inc. has elected to establish policies with respect to the execution of documents in connection with capital expenditures;

WHEREAS, capital expenditures shall mean expenditures for tangible assets that, for accounting purposes, are capitalized and depreciated over their useful life; and

WHEREAS, Planned Capital Expenditures shall mean capital expenditures that were approved by the Board each year in the Annual Capital Plan and New Capital Expenditures shall mean capital expenditures that were not included in the approved Annual Capital Plan.

RESOLVED, that (1) the Chief Executive Officer, acting individually, is authorized and empowered for and on behalf of the Company to execute, consummate and deliver: (a) all agreements, contracts, proposals, documents and certifications ("Capital Contracts") in connection with all Planned Capital Expenditures, and (b) all Capital Contracts in connection with New Capital Expenditures in an amount not to exceed \$100 million, and, in each case, to delegate that authority in writing to others.

RESOLVED, that the Chief Financial Officer is authorized and empowered for and on behalf of Company to execute, consummate and deliver all agreements, contracts, proposals, documents and certifications in connection with Planned Capital Expenditures in an amount not to exceed \$100 million, and in connection with New Capital Expenditures in an amount not to exceed \$50 million, and to delegate that authority in writing to others.

RESOLVED, that all Executive Vice Presidents be, and each of them is authorized and empowered for and on behalf of the Company to execute, consummate and deliver all agreements, contracts, proposals, documents and certifications in connection with Planned Capital Expenditures in an amount not to exceed \$20 million, and in connection with New Capital Expenditures in an amount not to exceed \$10 million, and to delegate that authority in writing to others.

RESOLVED, that the Audit and Legal Committee of the Board of Directors is authorized to approve, on behalf of the Board, all New Capital Expenditures, and to delegate this authority in writing.

**LEASE COMMITMENTS AND  
APPROVAL AUTHORITY OF THE AUDIT AND LEGAL COMMITTEE**

WHEREAS, the Board of Directors of Motorola Solutions, Inc. has elected to establish policies with respect to the execution of documents in connection with lease commitments, including guarantees by the Company of a lease commitment, but excluding office equipment leases of less than \$100,000, utility easements for necessary services and antenna site leases if Motorola Solutions is the landlord (“Excluded Items”); and

WHEREAS, the dollar limitations discussed below shall include all payments over the term of the lease.

RESOLVED, that the Chief Executive Officer, acting individually, is authorized and empowered for and on behalf of the Company to execute, consummate and deliver all agreements, contracts, proposals, deeds, assignments, powers of attorney, undertakings, instruments, documents, guarantees and certifications related to lease commitments in an amount not to exceed \$100 million, and to delegate that authority in writing to others.

RESOLVED, that the Chief Financial Officer is authorized and empowered for and on behalf of the Company to execute, consummate and deliver all agreements, contracts, proposals, deeds, assignments, powers of attorney, undertakings, instruments, documents, guarantees, and certifications, related to lease commitments in an amount not to exceed \$50 million, and to delegate that authority in writing to others.

RESOLVED, that all Executive Vice Presidents be, and each of them is authorized and empowered for and on behalf of the Company to execute, consummate and deliver all agreements, contracts, proposals, deeds, assignments, powers of attorney, undertakings, instruments, documents, guarantees, and certifications, related to lease commitments in an amount not to exceed \$15 million, and to delegate that authority in writing to others.

RESOLVED, that the Chief Financial Officer is authorized and empowered for and on behalf of the Company to establish signing authority guidelines for the Excluded Items.

RESOLVED, that the Audit and Legal Committee of the Board of Directors is authorized to approve, on behalf of the Board, all lease commitments and to delegate this authority in writing.

**COMPENSATORY ARRANGEMENTS AND AGREEMENTS**

WHEREAS, the Board of Directors of Motorola Solutions, Inc., upon recommendation of the Compensation and Leadership Committee has established policies with respect to the execution of employment offers, separation agreements, special compensation arrangements and consulting agreements with any Appointed Vice President or above;

WHEREAS, an employment offer shall mean any compensatory offer, arrangement, agreement or document with respect to the hiring of a new employee; and

WHEREAS, a separation agreement shall mean any compensatory arrangement, agreement or document with respect to an employee which results or will result from the resignation, retirement or any other termination of the employee's employment, voluntary or involuntary, from the Company; and

WHEREAS, a special compensation arrangement shall mean any compensatory arrangement, agreement or document with respect to a compensatory arrangement, including retention arrangements, that includes terms or amounts not regularly granted to employees in an equivalent position; and

WHEREAS, a consulting agreement shall mean any direct or indirect compensatory arrangement, agreement or document with respect to a former employee (or prospective former employee) to provide services to Motorola Solutions;

RESOLVED, that (1) the Chief Executive Officer and the Senior Vice President, Human Resources, acting individually, are each authorized to execute, consummate and deliver all employment offers, separation agreements, special compensation arrangements, and consulting agreements ("Employment Agreements") between the Company and any current or former Appointed Vice President or above; and (2) the Chief Executive Officer, or the Senior Vice President, Human Resources, acting individually, are authorized to execute, consummate and deliver all other Employment Agreements: provided, however, that the Compensation and Leadership Committee has approved any employment offers, separation agreements, special compensation arrangements or consulting agreements, if such person is subject to the reporting provisions of Section 16 of the Securities Exchange Act of 1934, or an officer who is a member of the Senior Leadership Team or a direct report of the Chief Executive Officer; and that the officers named above be authorized to delegate each of their authority in writing to others.

#### **LITIGATION AND LEGAL CLAIMS**

WHEREAS, the Board of Directors of Motorola Solutions, Inc. has elected to establish policies with respect to the execution of agreements resolving litigation or legal claims.

RESOLVED, that the General Counsel is authorized and empowered to sign and execute all agreements resolving litigation or legal claims in an amount not to exceed \$100 million. The Chief Executive Officer is authorized, and empowered to sign and execute all agreements resolving litigation or legal claims in accordance with the General Signing Authority, except that the Audit and Legal Committee shall be notified in advance of the proposed disposition of litigation or legal claims in excess of \$250 million.

The officers named are authorized to delegate this authority in writing to others.

**RESOLUTION AUTHORIZING SPECIFIED OFFICERS  
OF THE COMPANY TO SIGN  
CUSTOMS POWERS OF ATTORNEY**

RESOLVED, that the Chief Financial Officer, the Treasurer, the Chief Accounting Officer, the Chief Ethics and Compliance Officer and the Senior Director of Ethics and Global Trade Compliance be, and each of them hereby is, authorized and delegated to sign powers of attorney on behalf of the Company, appointing agents and attorneys to represent the Company in any and all dealings before or with any customs agency of any country worldwide. The officers named above are hereby authorized to delegate this authority in writing to others.

**UNUSUAL CONTRACTUAL RISK**

WHEREAS, the Board of Directors of Motorola Solutions, Inc. has directed the Chief Financial Officer and the General Counsel to maintain internal policies with respect to the execution of documents which contain unusual risk to Motorola Solutions; and

WHEREAS, generally, unusual risk to the Company shall mean an arrangement that potentially commits Motorola Solutions to conducting business in a different manner from what the corporation ordinarily accepts in the market with that type of customer or supplier.

WHEREAS, the Company has implemented SOP E-75, a contracting policy that manages unusual risk by requiring escalated approvals of contracts that contain "Commercial Triggers" and "Financial Triggers" (as those terms are defined in SOP E-75).

RESOLVED, that the Chief Financial Officer and the General Counsel continue to maintain a policy with respect to the execution of documents which contain unusual risk to Motorola Solutions and report to the Audit and Legal Committee as appropriate on such a policy.

**DELEGATION OF AUTHORITY**

WHEREAS, certain officers of the Company have been granted the power to delegate their signing authority; and

WHEREAS, the Board has adopted the following policy regarding such delegations of authority.

RESOLVED, that a delegation of authority should be for as short a period as practicable but in no event more than one year (other than in the case of judicial or administrative proceedings in which it is determined that a longer delegation is appropriate); a delegation of authority must be in writing and specific in scope, dollar amount and subject matter; a delegation of authority must be approved by the Finance and Law Departments; a delegation of authority must be stored by the organization requiring the delegation of authority; and there is no delegation of authority for Capital Structure financings, which include any debt or equity financing.

## BANKING RESOLUTION

WHEREAS, from time to time, it becomes necessary for Motorola Solutions, Inc. (the "Company") to open accounts with various banking and financial institutions, and in order to facilitate such action be it:

RESOLVED, that each of the Chief Executive Officer, the Chief Financial Officer and the Treasurer (the "Banking Officers") and the Director of Global Cash Management and Offset and each Assistant Treasurer (the "Administrative Banking Officers") be, and each of them is, authorized to open and close accounts with any banking institution or similar depository of funds deemed appropriate by any one of them.

RESOLVED, further, that the Banking Officers be empowered, individually, to sign checks, drafts or other orders for the payment of money (any such checks, drafts or orders being hereinafter referred to as an "Item" or "Items") drawn in the name of the Company upon any and all accounts of the Company, including any Item drawn to the individual order of the person whose signature appears thereon, a specimen of which is on file with the institution on which the Item is drawn.

RESOLVED, further, that the Banking Officers be empowered, individually, to authorize various employees of the Company to sign Items drawn in the name of the Company upon any or all accounts of the Company, including any Item drawn to the individual order of the person whose signature appears thereon, a specimen of which is on file with the institution on which the Item is drawn.

RESOLVED, further, that the Banking Officers and the Administrative Banking Officers be empowered, individually, to designate in writing at any time and from time to time officers (including themselves), agents and employees of the Company each of whom, on behalf of the Company, is authorized to issue written, telephonic, electronic or oral instructions with respect to the transfer of funds of the Company on deposit with any such institution (or otherwise transferable by the institution) by wire, automated clearinghouse or other electronic means of transfer, without any written order for the payment of money being issued with respect to such transfer.

RESOLVED, further, that the Banking Officers and the Administrative Banking Officers are hereby authorized on behalf of the Company to enter into such agreements or any documents with any banking or financial institution with respect to any services (including, without limitation, electronic services) as such officers in their sole discretion deem advisable or in the interest of the Company.

RESOLVED, further, that each such institution be and it is hereby requested, authorized and directed to honor Items drawn in the name of the Company and signed, manually or by facsimile signature (a specimen of each of which shall be filed with each such institution), by any of the Banking Officers, the Administrative Banking Officers, or any other officer or employee of the Company from time to time designated in writing to the institution by any one of the above-named officers and until such designation is withdrawn, and each such institution

shall be entitled to honor and to charge the Company for all such Items, regardless of by whom or by what means the actual or purported facsimile signature or signatures thereon may have been affixed thereto; provided, however, that with respect to any Item signed by facsimile signature, such Item shall be honored and charged to the Company only if the facsimile signature resembles the specimen thereof filed with such institution and provided that the institution has exercised ordinary care in the payment of such Item.

RESOLVED, further, that each such institution be and it is hereby requested, authorized and directed to honor any written, oral, telephonic, or electronic instruction for the transfer of funds of the Company by wire or other electronic means initiated by a person or persons designated in writing by any of the Banking Officers, the Administrative Banking Officers, or made by the institution in accordance with the procedure provided by any agreement for wire or other electronic means of transfer of funds entered into on behalf of the Company by the officers listed above.

RESOLVED, further, that these resolutions and any designation or authorization contemplated by these resolutions which has been delivered to any institution, shall be in full force and effect and binding upon the Company until rescinded and written notice of such rescission has been delivered to such banking institution.

#### **BORROWING RESOLUTION**

WHEREAS, from time to time, it becomes necessary for Motorola Solutions, Inc. to establish borrowing and other relationships with various banking and other institutions, and in order to facilitate such actions:

RESOLVED, that any of the following: the Chief Executive Officer, the Chief Financial Officer and the Treasurer, or any other person designated in writing by any one of the foregoing persons, shall be authorized upon such terms and conditions as to him shall seem proper:

1. To borrow money and incur liabilities for, on behalf and in the name of the Company, to sell or discount its bills, receivables and other instruments and rights, to enter into, make, sign and deliver repurchase, revolving credit, guarantees, surety agreements, term loan, interest rate, currency, and other similar agreements, which agreements may contain covenants restricting the Company's ability to take certain actions or requiring it to take certain actions, to sign, execute and deliver acceptances and promissory notes and other obligations of the Company, for such amounts, for such time, at such rate of interest or discount, and containing such terms and provisions and such collateral powers as to him or her shall seem proper; provided, however no authority is extended under this resolution for (i) amounts in excess of \$500 million unless the Chief Executive Officer has approved the actions, (ii) long-term customer financing, which is found in specific resolutions, and (iii) in the case of financial guarantees and financial surety agreements, the company must have a direct or indirect interest in the company or entity for which the financial obligation is being made.

2. To buy and sell foreign exchange, whether for current or future delivery, or options on foreign exchange, to purchase, sell, exchange and otherwise deal in stock and other securities, to procure letters of credit, travelers' checks, and similar instruments, in each case, for, on behalf, and in the name of the Company, to incur liabilities in connection therewith and in connection with the purchase, sale or negotiation of any bills of exchange, letters of credit, and travelers' checks, acceptances, drafts, bills of lading, and similar instruments, and to sign receipts and trust receipts therefore, and to sign, execute, and deliver orders, applications, and agreements in connection therewith, which orders, applications, and agreements may contain such provisions as to him or her shall seem proper; provided, however, no authority is extended under this resolution to purchase or sell stock or make equity investments, which is found in specific resolutions.

### **INTERNATIONAL BANKING RESOLUTION**

RESOLVED, that each of the Chief Executive Officer, the Chief Financial Officer and the Treasurer (the "Banking Officers") and the Director of Global Cash Management and Offset and each Assistant Treasurer (the "Administrative Banking Officers") be, and each of them is, authorized: (i) to open and close bank accounts or other similar depositories of funds in the name of the Company or any subsidiary owned, directly or indirectly, by the Company in any country in the world outside of the United States, (ii) to designate the signatories and other operating rules for such accounts and to notify the bank or other depository of such signatories and operating rules, and (iii) to sign any necessary agreements or other documents with said banks or other depositories to implement this resolution; and

RESOLVED, that the Banking Officers, be, and each of them is, authorized to have full single signature authority himself on such accounts (except for checks, drafts or other orders of payment of money drawn to his individual order).

\* \* \* \*



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## Section 1. Proposal Authorization Form

Motorola has provided the Proposal Authorization Form in compliance with RFP # 036-0-2011/AT on the following page.

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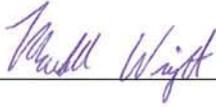
## 17.0 Proposal Authorization Form

(To be submitted with each Price Proposal)

I (or we) do hereby declare that I (or we) have carefully examined this RFP Specification and the annexed Addenda numbered RFP 036 Q&A Document 1 of 2; RFP 036 Q&A Document 2 of 2, and I (or we) have a clear understanding of said Specifications, and shall provide the required communications equipment and the necessary permits and authorizations, tools, machinery, apparatus, and other means of construction, and to furnish all labor, materials, and services specified in the Contract or called for in the said Specifications (including all taxes/fees) necessary for the completion of the work described herein.

Respectfully submitted,

By:

  
\_\_\_\_\_

Authorized Signature

MSSSI Vice President & Director, Sales  
North American Government & Commercial  
Markets

Title

Motorola Solutions, Inc.  
Business Name

8000 W. Sunrise Blvd., MD 42-14B  
Plantation, Florida 33322  
Business Address

850-933-5430 (Stacy Chick)  
Telephone Number

January 3, 2012  
Date





## Section 2. Pricing Summary

### 2.1 Site Modification Costs

#### 2.1.1 Sumter County-Owned Sites

RFP Requirement: For equipment to be installed at Sumter County owned sites which have requirements for site preparatory work involving architectural, mechanical, electrical, civil or structural construction modifications, a description and cost of the modifications required must be provided by the Proposer for each individual named site.

Motorola's proposed design includes the following sites either owned by the County or City and available to support the Sumter County P25 network. All required development and preparatory tasks are identified in the Technical Proposal: Volume 2 in Section 8 Statements of Work and included behind the Civil Statement of Work tab. All costs associated with these tasks are INCLUDED in the Infrastructure Pricing Analysis Worksheets.

- ◆ The Villages Water Tank Site.
- ◆ City of Bushnell Water Tank Site.
- ◆ Sumter County Sheriff's Office Site (Microwave Only).
- ◆ Wildwood Police Department Site (Microwave Only).

## 2.1.2 Rental Sites

**RFP Requirement:** For equipment installed at rental sites which have requirements for site work involving architectural, mechanical, electrical, civil or structural modifications in order to meet the functional requirements stated herein, the Contractor shall be responsible for all work. It is the Proposer’s responsibility to insure that the selected site can be modified for the equipment selected to occupy that site.

Motorola’s proposed design includes the following lease sites available to support the Sumter County P25 network. All required development and preparatory tasks are identified in the Technical Response: Volume 2 in Section 8 Statements of Work and included in 8.2 Civil Statement of Work. All costs associated with these tasks are INCLUDED in the Infrastructure Pricing Analysis Worksheets.

**RFP Specification:** The Proposer shall also provide the annual operating costs of any proposed rental site, inclusive of space rental, antenna placement rental and utilities. Additionally, the Proposer shall provide a letter from the rental site owner that confirms the availability of the necessary space to accommodate the proposed facilities and that such space has been reserved for the full duration of the Proposal Evaluation and Contract Award Period.

Motorola has included correspondence from the site owner’s confirming availability of space and the reservation of the space for Sumter County for all proposed site facilities in the Technical Proposal: Volume 2 Section 8 Statements of Work located in 8.2 Civil Statement of Work. Operational costs associated with the proposed sites are indicated in Table 2-1. It should be noted that these rates are specific to the proposed P25 equipment. Currently, Sumter County is leasing space on three of the sites (\*) noted below for their existing network. The current lease rates can be negotiated direct with the tower owner to accommodate the new equipment but will not exceed the rates indicated below. Lease rates include all proposed rental site, inclusive of space rental, antenna placement rental and utilities.

**Table 2-1: Current Lease Rates**

Site	Lease Rate
Sumterville Site*	\$3,590.00
Rutland Site*	\$3,204.00
Wilson’s Corner Site*	\$2,780.00
Linden Site	\$3,385.00



## 2.2 Maintenance Costs

RFP Requirement: It is the intention of Sumter County to rely on outside contract labor, for maintaining its infrastructure equipment and subscriber equipment.

Per the RFP statement above, Motorola has included technical training as an option. It appears from your RFP that the County desires to contract for post warranty maintenance on the proposed network and would therefore not require the technical training necessary to provide post warranty maintenance support on the system.

However to be fully compliant to the RFP training requirements located in Section 13.2 Implementation: “E. Contractor must supply comprehensive training on user operation of portable radios, mobile radios, control stations, and other user equipment as required by the Contract. Contractor *must also supply comprehensive training for system diagnostics, management systems, preventative and routine maintenance and system operation for system managers, county radio system maintenance personnel and appointed staff.*” Motorola has included the price for technical training as an option.

RFP Requirement: Proposers are required to provide the percentage of maintenance cost escalation through the twentieth year of network ownership and to indicate their methodology for determining the percentage cost escalation.

The “percentage of maintenance escalation” will be determined by the annual published Consumer Price Index" (CPI) or an amount based upon a mutually agreeable number as negotiated between Sumter County and Motorola.



## 2.3 Infrastructure Equipment Pricing

### 2.3.1 System Pricing Summary

RFP Requirement: Pricing Summaries for Infrastructure and Subscriber equipment shall be provided as part of the Proposal Submittal.

As required by the RFP, the pricing summary for infrastructure equipment is provided on the following below. Additional pricing detail as required by the RFP is provided on the following pages.

#### RFP Compliant Solution

Description	Equipment	System Implementation	Total
<b>Prime System Design</b>			
Infrastructure Summary Subtotal	\$6,361,732.36	\$2,996,938.48	\$9,358,670.84
Training Subtotal		\$118,856.00	\$118,856.00
BDA's	\$239,909.23	INCLUDED	\$239,909.23
RFP Compliant Subscribers Subtotal	\$2,763,883.20	\$194,308.00	\$2,958,191.20
<b>System Subtotal</b>	<b>\$9,365,524.79</b>	<b>\$3,310,102.48</b>	<b>12,675,627.27</b>
<i>Infrastructure Incentive (all items as proposed and contracted by March 1, 2012)</i>			(\$1,332,467.00)
<i>Subscriber Incentive (volume purchase discount)</i>			(\$663,002.00)
<i>Trade-in of Legacy Radio Equipment</i>			(\$343,600.00)
<i>System Incentive for All Items as Proposed</i>			(\$450,512.00)
Performance Bond			\$108,183.00
<b>System Total</b>			<b>\$9,994,229.27</b>



## Enhanced Interoperability Solution – Exceeds RFP Requirements

Description	Equipment	System Implementation	Total
<b>Prime System Design</b>			
Infrastructure Summary Subtotal	\$6,361,732.36	\$2,996,938.48	\$9,358,670.84
Training Subtotal		\$118,856.00	\$118,856.00
BDAs	\$239,909.23	INCLUDED	\$239,909.23
Enhanced Interoperability (Exceeds RFP Requirements) Subscribers Subtotal	\$3,367,546.40	\$194,308.00	\$3,561,854.40
<b>System Subtotal</b>	<b>\$9,969,187.99</b>	<b>\$3,310,102.48</b>	<b>\$13,279,290.47</b>
<i>Infrastructure Incentive (all items as proposed and contracted by March 1, 2012)</i>			(\$1,332,467.00)
<i>Subscriber Incentive (volume purchase discount)</i>			(\$683,294.00)
<i>Trade-in of Legacy Radio Equipment</i>			(\$343,600.00)
<i>System Incentive for All Items as Proposed</i>			(\$450,512.00)
Performance Bond			\$108,183.00
<b>System Total</b>			<b>\$10,577,600.47</b>

## Alternate System Design

Description	Equipment	System Implementation	Total
<b>Alternate System Design</b>			
Infrastructure Summary Subtotal	\$5,193,190.97	\$2,768,889.87	\$7,962,080.84
Training Subtotal		\$118,856.00	\$118,856.00
BDAs	\$239,909.23	INCLUDED	\$239,909.23
RFP Compliant Subscribers Subtotal	\$2,763,883.20	\$194,308.00	\$2,958,191.20
<b>System Subtotal</b>	<b>\$8,757,439.00</b>	<b>3,215,819.00</b>	<b>\$11,279,037.27</b>
<i>Infrastructure Incentive (all items as proposed and contracted by March 1, 2012)</i>			(\$1,050,256.00)
<i>Subscriber Incentive (volume purchase discount)</i>			(\$663,002.00)
<i>Trade-in of Legacy Radio Equipment</i>			(\$343,600.00)
<i>One-time Lake County Shared System Incentive</i>			(\$227,950.00)
Performance Bond			\$101,169.00
<b>System Total</b>			<b>\$8,994,229.27</b>

## System Options

Description	Equipment	System Implementation	Total
<b>System Options</b>			
System and Microwave Spares	\$111,884.80		\$111,884.80
Optional Backup Prime Site	\$375,344.00	\$159,846.39	\$535,190.39
Technician Maintenance Training		\$99,294.52	\$99,294.52



## 2.3.2 Post Warranty Maintenance Services

Description	Year 2	Year 3	Year 4	Year 5
Dispatch	INCLUDED	\$9,823.00	\$10,118.00	\$10,422.00
Technical Support	INCLUDED	\$23,029.00	\$23,720.00	\$24,431.00
Infrastructure Repair w/Advanced Placement	INCLUDED	\$104,511.00	\$107,647.00	\$110,876.00
OnSite	INCLUDED	\$161,215.00	\$166,052.00	\$171,033.00
Preventative Maintenance	INCLUDED	\$14,989.00	\$15,438.00	\$15,902.00
<b>Total Services</b>	<b>INCLUDED</b>	<b>\$313,568.00</b>	<b>\$322,975.00</b>	<b>\$332,664.00</b>

For years 6 through 20, the percentage of maintenance escalation will be determined by the annual published consumer price index or an amount based upon a mutually agreeable number as negotiated between Sumter County and Motorola.

## 2.3.3 Optional Technical Training

Class Name	No. of Students	No. of Days	Price
ASTRO 25 M Core Workshop	Up to 12	5 days	\$ 17,191.78
ASTRO 25 IP Based Digital Simulcast with GTR8000 Site Repeater Workshop	Up to 12	5 days	\$ 17,191.78
MCC 7500 Dispatch Console	Up to 12	4 days	\$ 13,904.11
MOSCAD Maintenance and Programming	Up to 12	3 days	\$ 12,136.99
APX Radio Programming and Template Building	Up to 12	2 days	\$ 8,020.55
APX Technical Subscriber Academy	Up to 12	5 days	\$ 17,041.10
Tailored Maintenance Technician Refresher (Includes 1 day of extra prep)	Up to 12	3 days	\$ 13,808.22
<b>Subtotal for Technician Training:</b>			<b>\$ 99,294.52</b>



## 2.3.4 Optional Backup Prime Site

### Simulcast/Multisite System

#### Optional Backup Prime Site # 2: Sumterville

Equipment Description	Number Req'd	List Unit Cost	RFP Unit Cost	Extended Cost	Maintenance Cost
Network Controller	1	\$137,090.00	\$109,672.00	\$109,672.00	\$0.00
Console/Audio Control	1			\$0.00	\$0.00
Simulcast Sync. Eq.	Lot	\$48,662.00	\$38,929.60	\$38,929.60	\$0.00
PCM Mux Equipment	Lot	\$101,120.00	\$80,896.00	\$80,896.00	\$0.00
Receiver Voter/Selector	Lot	\$141,250.00	\$113,000.00	\$113,000.00	\$0.00
DVIU Interface Equipment	Lot			\$0.00	\$0.00
System Manager Terminal	1			\$0.00	\$0.00
Equipment Shelter	1	\$41,058.00	\$32,846.40	\$32,846.40	\$0.00
Microwave Link Equipment	1			\$0.00	\$0.00
Standby Battery Plant System	1			\$0.00	\$0.00
Emergency Generator System	1			\$0.00	\$0.00
System Engineering	1	\$77,100.00	\$67,287.27	\$67,287.27	\$0.00
Project Management	1	\$63,583.33	\$58,692.31	\$58,692.31	\$0.00
Equipment Installation	Lot	\$43,892.11	\$33,866.81	\$33,866.81	\$0.00
<b>Subtotal Equipment</b>					<b>\$375,344.00</b>
<b>Subtotal Labor</b>					<b>\$159,846.39</b>
<b>Total Equipment/Labor</b>					<b>\$535,190.39</b>
<b>Total Annual Maintenance Cost</b>					<b>Included</b>



## 2.3.5 Microwave and P25 Spares

### Simulcast/Multisite System Microwave and P25 Spares

Equipment Description	List Unit Cost	RFP Unit Cost	Extended Cost	Maintenance Cost
Microwave and P25 Spares	\$141,310.00	\$111,884.80	\$111,884.80	\$0.00
Transmitter Antenna Systems	N/A		\$0.00	\$0.00
Combiner Package(s)	N/A		\$0.00	\$0.00
Receiver Antenna	N/A		\$0.00	\$0.00
Tower-top Preamp	N/A		\$0.00	\$0.00
Multicoupler	N/A		\$0.00	\$0.00
Receivers	N/A		\$0.00	\$0.00
<b>Subtotal Equipment</b>				<b>\$111,884.80</b>
<b>Subtotal Labor</b>				<b>\$0.00</b>
<b>Total Equipment/Labor</b>				<b>\$111,884.80</b>
<b>Total Annual Maintenance Cost</b>				<b>\$0.00</b>



## 2.3.6 Infrastructure Pricing Analysis Worksheets

RFP Requirement: The following pricing worksheets are to be used as a guide to developing the Infrastructure Price Submittal. These worksheets are indicative of the detail required and may be amended or expanded as necessary. Proposers shall develop and submit individual pricing sheets for each infrastructure site, inclusive of dispatch site locations, for their Price Proposal to be considered responsive. Any omission or error in developing the pricing proposal, as per Section 1.28 of this Specification, shall be the sole responsibility of the Proposer (Contractor).

Please refer to the pricing worksheets provided below.

### Simulcast/Multisite System Control Point # 1: Bushnell Water Tower

Equipment Description	Number Req'd	List Unit Cost	RFP Unit Cost	Extended Cost	Maintenance Cost
Network Controller	1	\$137,090.00	\$109,672.00	\$109,672.00	\$0.00
Console/Audio Control	1	\$6,200.00	\$4,960.00	\$4,960.00	\$0.00
Simulcast Sync. Eq.	Lot	\$48,662.00	\$38,929.60	\$38,929.60	\$0.00
PCM Mux Equipment	Lot	\$84,200.00	\$67,360.00	\$67,360.00	\$0.00
Receiver Voter/Selector	Lot	\$141,250.00	\$113,000.00	\$113,000.00	\$0.00
DVIU Interface Equipment	Lot			\$0.00	\$0.00
System Manager Terminal	1			\$0.00	\$0.00
Microwave Link Equipment	1			\$0.00	\$0.00
Standby Battery Plant System	1			\$0.00	\$0.00
Emergency Generator System	1			\$0.00	\$0.00
System Engineering	1	\$77,100.00	\$67,287.27	\$67,287.27	\$0.00
Project Management	1	\$63,583.33	\$58,692.31	\$58,692.31	\$0.00
Equipment Installation	Lot	\$43,892.11	\$33,866.81	\$33,866.81	\$0.00
<b>Subtotal Equipment</b>					<b>\$333,921.60</b>
<b>Subtotal Labor</b>					<b>\$159,846.39</b>
<b>Total Equipment/Labor</b>					<b>\$493,767.99</b>
<b>Total Annual Maintenance Cost<sup>1</sup></b>					<b>Included</b>

<sup>1</sup> Motorola's proposal includes a two-year infrastructure warranty in our base bid, which exceeds your RFP requirement.



**Simulcast/Multisite System  
Master Site #: M2 Core**

Equipment Description	Number Req'd	List Unit Cost	RFP Unit Cost	Extended Cost	Maintenance Cost
Network Controller	1	\$909,018.00	\$727,214.40	\$727,214.40	\$0.00
Console/Audio Control	1			\$0.00	\$0.00
Simulcast Sync. Eq.	Lot	\$30,280.00	\$24,224.00	\$24,224.00	\$0.00
PCM Mux Equipment	Lot			\$0.00	\$0.00
Receiver Voter/Selector	Lot			\$0.00	\$0.00
DVIU Interface Equipment	Lot			\$0.00	\$0.00
System Manager Terminal	1	\$54,255.00	\$43,404.00	\$43,404.00	\$0.00
Microwave Link Equipment	1			\$0.00	\$0.00
Standby Battery Plant System	1			\$0.00	\$0.00
Emergency Generator System	1			\$0.00	\$0.00
System Engineering	1	\$144,562.50	\$126,163.64	\$126,163.64	\$0.00
Project Management	1	\$119,218.75	\$110,048.08	\$110,048.08	\$0.00
Equipment Installation	Lot	\$92,361.16	\$72,770.45	\$72,770.45	\$0.00
<b>Subtotal Equipment</b>					<b>\$794,842.40</b>
<b>Subtotal Labor</b>					<b>\$308,982.17</b>
<b>Total Equipment/Labor</b>					<b>\$1,103,824.57</b>
<b>Total Annual Maintenance Cost<sup>2</sup></b>					<b>Included</b>

<sup>2</sup> Motorola's proposal includes a two-year infrastructure warranty in our base bid, which exceeds your RFP requirement.



**Simulcast/Multisite System  
Transmit/Receiver Site # 1: Bushnell Water Tower**

Equipment Description	Number Req'd	List Unit Cost	RFP Unit Cost	Extended Cost	Maintenance Cost
Transmitters	9	\$38,464.67	\$30,451.73	\$274,065.57	\$0.00
Transmitter Antenna Systems	2	\$32,317.00	\$25,853.64	\$51,707.28	\$0.00
Combiner Package(s)	2	\$8,533.50	\$6,737.80	\$13,475.60	\$0.00
Receiver Antenna	1	\$18,003.00	\$14,402.40	\$14,402.40	\$0.00
Tower-top Preamp	1			\$0.00	\$0.00
Multicoupler	1	\$15,591.00	\$12,472.80	\$12,472.80	\$0.00
Receivers	9	Included		\$0.00	\$0.00
700/800 MHz Interop Links				\$0.00	\$0.00
VHF Interop Links				\$0.00	\$0.00
Protected Microwave System	Lot	\$103,979.75	\$83,183.80	\$83,183.80	\$0.00
Microwave Antenna System	Lot	\$35,821.50	\$28,657.20	\$28,657.20	\$0.00
PCM Mux Equipment	1	\$16,920.00	\$13,536.00	\$13,536.00	\$0.00
Standby Generator System	1			\$0.00	\$0.00
Battery/Charger System	1	\$78,008.00	\$62,406.40	\$62,406.40	\$0.00
M/W Installation	Lot	\$53,573.64	\$45,331.54	\$45,331.54	\$0.00
Site-Civil Modifications	Lot			\$0.00	\$0.00
Equipment Shelter	1	\$174,014.00	\$139,211.20	\$139,211.20	\$0.00
Tower	1			\$0.00	\$0.00
Equipment Installation	1	\$46,681.98	\$42,124.51	\$42,124.51	\$0.00
Shelter Installation	1	\$273,387.60	\$256,300.88	\$256,300.88	\$0.00
Project Management	Lot	\$40,207.39	\$35,855.77	\$35,855.77	\$0.00
System Engineering	Lot	\$28,912.50	\$25,232.73	\$25,232.73	\$0.00
<b>Subtotal Equipment</b>					<b>\$693,118.25</b>
<b>Subtotal Labor</b>					<b>\$404,845.43</b>
<b>Total Equipment/Labor</b>					<b>\$1,097,963.68</b>
<b>Total Annual Maintenance Cost<sup>3</sup></b>					<b>Included</b>

<sup>3</sup> Motorola's proposal includes a two-year infrastructure warranty in our base bid, which exceeds your RFP requirement.



**Simulcast/Multisite System  
Transmit/Receiver Site # 2: Rutland Tower**

Equipment Description	Number Req'd	List Unit Cost	RFP Unit Cost	Extended Cost	Maintenance Cost
Transmitters	9	\$38,464.66	\$30,451.73	\$274,065.57	\$0.00
Transmitter Antenna Systems	2	\$32,317.05	\$25,853.64	\$51,707.28	\$0.00
Combiner Package(s)	2	\$8,533.50	\$6,737.80	\$13,475.60	\$0.00
Receiver Antenna	1	\$18,003.00	\$14,402.40	\$14,402.40	\$0.00
Tower-top Preamp	1			\$0.00	\$0.00
Multicoupler	1	\$15,591.00	\$12,472.80	\$12,472.80	\$0.00
Receivers	9	Included		\$0.00	\$0.00
700/800 MHz Interop Links				\$0.00	\$0.00
VHF Interop Links				\$0.00	\$0.00
Protected Microwave System	Lot	\$103,979.75	\$83,183.80	\$83,183.80	\$0.00
Microwave Antenna System	Lot	\$35,821.50	\$28,657.20	\$28,657.20	\$0.00
PCM Mux Equipment	1	\$16,920.00	\$13,536.00	\$13,536.00	\$0.00
Standby Generator System	1			\$0.00	\$0.00
Battery/Charger System	1	\$78,008.00	\$62,406.40	\$62,406.40	\$0.00
M/W Installation	Lot	\$53,573.64	\$45,331.54	\$45,331.54	\$0.00
Site-Civil Modifications	Lot			\$0.00	\$0.00
Equipment Shelter	1	\$174,014.00	\$139,211.20	\$139,211.20	\$0.00
Tower	1			\$0.00	\$0.00
Equipment Installation	1	\$53,299.61	\$42,124.51	\$42,124.51	\$0.00
Shelter Installation	1	\$158,239.02	\$148,349.09	\$148,349.09	\$0.00
Project Management	Lot	\$40,207.39	\$35,855.78	\$35,855.78	\$0.00
System Engineering	Lot	\$28,912.50	\$25,232.73	\$25,232.73	\$0.00
<b>Subtotal Equipment</b>					<b>\$693,118.25</b>
<b>Subtotal Labor</b>					<b>\$296,893.65</b>
<b>Total Equipment/Labor</b>					<b>\$990,011.90</b>
<b>Total Annual Maintenance Cost<sup>4</sup></b>					<b>Included</b>

<sup>4</sup> Motorola's proposal includes a two-year infrastructure warranty in our base bid, which exceeds your RFP requirement.



**Simulcast/Multisite System**  
**Transmit/Receiver Site # 3: The Villages Water Tower**

Equipment Description	Number Req'd	List Unit Cost	RFP Unit Cost	Extended Cost	Maintenance Cost
Transmitters	9	\$39,151.55	\$31,001.25	\$279,011.25	\$0.00
Transmitter Antenna Systems	2	\$21,544.70	\$17,235.76	\$34,471.52	\$0.00
Combiner Package(s)	2	\$8,533.50	\$6,737.80	\$13,475.60	\$0.00
Receiver Antenna	1	\$18,003.00	\$14,402.40	\$14,402.40	\$0.00
Tower-top Preamp	1			\$0.00	\$0.00
Multicoupler	1	\$8,409.00	\$6,727.20	\$6,727.20	\$0.00
Receivers	9	Included		\$0.00	\$0.00
700/800 MHz Interop Links	1	\$6,200.00	\$4,960.00	\$4,960.00	\$0.00
VHF Interop Links				\$0.00	\$0.00
Protected Microwave System	Lot	\$103,979.75	\$83,183.80	\$83,183.80	\$0.00
Microwave Antenna System	Lot	\$35,821.50	\$28,657.20	\$28,657.20	\$0.00
PCM Mux Equipment	1	\$22,170.00	\$17,736.00	\$17,736.00	\$0.00
Standby Generator System	1			\$0.00	\$0.00
Battery/Charger System	1	\$65,640.00	\$52,512.00	\$52,512.00	\$0.00
M/W Installation	Lot	\$53,573.64	\$45,331.54	\$45,331.54	\$0.00
Site-Civils Modifications	Lot	\$134,351.50	\$125,954.53	\$125,954.53	\$0.00
Equipment Shelter	1				\$0.00
Tower	1				\$0.00
Equipment Installation	Lot	\$53,299.61	\$42,124.51	\$42,124.51	\$0.00
Shelter Installation	1				\$0.00
Project Management	Lot	\$40,207.39	\$35,855.77	\$35,855.77	\$0.00
System Engineering	Lot	\$28,912.50	\$25,232.73	\$25,232.73	\$0.00
<b>Subtotal Equipment</b>					<b>\$535,136.97</b>
<b>Subtotal Labor</b>					<b>\$274,499.08</b>
<b>Total Equipment/Labor</b>					<b>\$809,636.05</b>
<b>Total Annual Maintenance Cost<sup>5</sup></b>					<b>Included</b>

<sup>5</sup> Motorola's proposal includes a two-year infrastructure warranty in our base bid, which exceeds your RFP requirement.



**Simulcast/Multisite System  
Transmit/Receiver Site # 4: Sumterville Tower**

Equipment Description	Number Req'd	List Unit Cost	RFP Unit Cost	Extended Cost	Maintenance Cost
Transmitters	9	\$38,353.55	\$30,362.84	\$273,265.56	\$0.00
Transmitter Antenna Systems	2	\$26,341.20	\$21,072.96	\$42,145.92	\$0.00
Combiner Package(s)	2	\$8,533.50	\$6,737.80	\$13,475.60	\$0.00
Receiver Antenna	1	\$21,565.75	\$17,252.60	\$17,252.60	\$0.00
Tower-top Preamp	1			\$0.00	\$0.00
Multicoupler	1	\$15,591.00	\$12,472.80	\$12,472.80	\$0.00
Receivers	9	Included		\$0.00	\$0.00
700/800 MHz Interop Links	1	\$6,200.00	\$4,960.00	\$4,960.00	\$0.00
VHF Interop Links				\$0.00	\$0.00
Protected Microwave System	Lot	\$103,979.75	\$83,183.80	\$83,183.80	\$0.00
Microwave Antenna System	Lot	\$35,821.50	\$28,657.20	\$28,657.20	\$0.00
PCM Mux Equipment	1	\$21,210.00	\$16,968.00	\$16,968.00	\$0.00
Standby Generator System	1			\$0.00	\$0.00
Battery/Charger System	1	\$65,640.00	\$52,512.00	\$52,512.00	\$0.00
M/W Installation	Lot	\$53,573.64	\$45,331.54	\$45,331.54	\$0.00
Site-Civils Modifications	Lot		\$0.00	\$0.00	\$0.00
Equipment Shelter	1	\$4,725.00	\$3,780.00	\$3,780.00	\$0.00
Tower	1			\$0.00	\$0.00
Shelter Installation	1	\$81,432.59	\$76,343.05	\$76,343.05	\$0.00
Equipment Installation	Lot	\$53,299.61	\$42,124.51	\$42,124.51	\$0.00
Project Management	Lot	\$40,207.39	\$35,855.77	\$35,855.77	\$0.00
System Engineering	Lot	\$28,912.50	\$25,232.73	\$25,232.73	\$0.00
<b>Subtotal Equipment</b>					<b>\$548,673.48</b>
<b>Subtotal Labor</b>					<b>\$224,887.60</b>
<b>Total Equipment/Labor</b>					<b>\$773,561.08</b>
<b>Total Annual Maintenance Cost<sup>6</sup></b>					<b>Included</b>

<sup>6</sup> Motorola's proposal includes a two-year infrastructure warranty in our base bid, which exceeds your RFP requirement.



**Simulcast/Multisite System  
Transmit/Receiver Site # 6: Wilson's Corner**

Equipment Description	Number Req'd	List Unit Cost	RFP Unit Cost	Extended Cost	Maintenance Cost
Transmitters	9	\$36,259.11	\$28,687.29	\$258,185.61	\$0.00
Transmitter Antenna Systems	2	\$20,466.20	\$16,372.96	\$32,745.92	\$0.00
Combiner Package(s)	2	\$8,533.50	\$6,737.80	\$13,475.60	\$0.00
Receiver Antenna	1	\$20,337.00	\$16,269.60	\$16,269.60	\$0.00
Tower-top Preamp	1			\$0.00	\$0.00
Multicoupler	1	\$15,591.00	\$12,472.80	\$12,472.80	\$0.00
Receivers	9	Included		\$0.00	\$0.00
700/800 MHz Interop Links	1	\$6,200.00	\$4,960.00	\$4,960.00	\$0.00
VHF Interop Links				\$0.00	\$0.00
Protected Microwave System	Lot	\$103,979.75	\$83,183.80	\$83,183.80	\$0.00
Microwave Antenna System	Lot	\$35,821.50	\$28,657.20	\$28,657.20	\$0.00
PCM Mux Equipment	1	\$19,360.00	\$15,488.00	\$15,488.00	\$0.00
Standby Generator System	1			\$0.00	\$0.00
Battery/Charger System	1	\$65,640.00	\$52,512.00	\$52,512.00	\$0.00
M/W Installation	Lot	\$53,573.64	\$45,331.54	\$45,331.54	\$0.00
Site-Civil Modifications	Lot			\$0.00	\$0.00
Equipment Shelter	1	\$174,014.00	\$139,211.20	\$139,211.20	\$0.00
Tower	1			\$0.00	\$0.00
Equipment Installation	1	\$53,299.61	\$42,124.51	\$42,124.51	\$0.00
Shelter Installation	1	\$158,239.02	\$148,349.09	\$148,349.09	\$0.00
Project Management	Lot	\$33,298.30	\$30,009.62	\$30,009.62	\$0.00
System Engineering	Lot	\$28,912.50	\$25,232.73	\$25,232.73	\$0.00
<b>Subtotal Equipment</b>					<b>\$657,161.73</b>
<b>Subtotal Labor</b>					<b>\$291,047.49</b>
<b>Total Equipment/Labor</b>					<b>\$948,209.22</b>
<b>Total Annual Maintenance Cost<sup>7</sup></b>					<b>Included</b>

<sup>7</sup> Motorola's proposal includes a two-year infrastructure warranty in our base bid, which exceeds your RFP requirement.



**Simulcast/Multisite System  
Transmit/Receiver Site # 5: Linden Tower**

Equipment Description	Number Req'd	List Unit Cost	RFP Unit Cost	Extended Cost	Maintenance Cost
Transmitters	9	\$38,464.66	\$30,451.73	\$274,065.57	\$0.00
Transmitter Antenna Systems	2	\$25,022.20	\$20,017.76	\$40,035.52	\$0.00
Combiner Package(s)	2	\$8,533.50	\$6,737.80	\$13,475.60	\$0.00
Receiver Antenna	1	\$20,337.00	\$16,269.60	\$16,269.60	\$0.00
Tower-top Preamp	1			\$0.00	\$0.00
Multicoupler	1	\$15,591.00	\$12,472.80	\$12,472.80	\$0.00
Receivers	9	Included		\$0.00	\$0.00
700/800 MHz Interop Links	1	\$6,200.00	\$4,960.00	\$4,960.00	\$0.00
VHF Interop Links				\$0.00	\$0.00
Protected Microwave System	Lot	\$103,979.75	\$83,183.80	\$83,183.80	\$0.00
Microwave Antenna System	Lot	\$35,821.50	\$28,657.20	\$28,657.20	\$0.00
PCM Mux Equipment	1	\$23,660.00	\$18,928.00	\$18,928.00	\$0.00
Standby Generator System	1			\$0.00	\$0.00
Battery/Charger System	1	\$65,640.00	\$52,512.00	\$52,512.00	\$0.00
M/W Installation	Lot	\$53,573.64	\$45,331.54	\$45,331.54	\$0.00
Site-Civil Modifications	Lot	\$189,381.48	\$177,545.14	\$177,545.14	\$0.00
Equipment Shelter	1	\$38,694.00	\$30,955.19	\$30,955.19	\$0.00
Tower	1				\$0.00
Equipment Installation	1	\$53,299.61	\$42,124.51	\$42,124.51	\$0.00
Shelter Installation	1	\$0.00	\$0.00	\$0.00	\$0.00
Project Management	Lot	\$33,843.75	\$30,471.16	\$30,471.16	\$0.00
System Engineering	Lot	\$28,912.50	\$25,232.73	\$25,232.73	\$0.00
<b>Subtotal Equipment</b>					<b>\$575,515.28</b>
<b>Subtotal Labor</b>					<b>\$320,705.08</b>
<b>Total Equipment/Labor</b>					<b>\$896,220.36</b>
<b>Total Annual Maintenance Cost<sup>8</sup></b>					<b>Included</b>

<sup>8</sup> Motorola's proposal includes a two-year infrastructure warranty in our base bid, which exceeds your RFP requirement.



**Simulcast/Multisite System  
Microwave Site # 7: Wildwood Tower**

Equipment Description	Number Req'd	List Unit Cost	RFP Unit Cost	Extended Cost	Maintenance Cost
Transmitters	9	N/A		\$0.00	\$0.00
Transmitter Antenna Systems	2	N/A		\$0.00	\$0.00
Combiner Package(s)	2	N/A		\$0.00	\$0.00
Receiver Antenna	1	N/A		\$0.00	\$0.00
Tower-top Preamp	1	N/A		\$0.00	\$0.00
Multicoupler	1	N/A		\$0.00	\$0.00
Receivers	9	N/A		\$0.00	\$0.00
700/800 MHz Interop Links	1	N/A		\$0.00	\$0.00
VHF Interop Links		N/A		\$0.00	\$0.00
Protected Microwave System	Lot	\$103,979.75	\$83,183.80	\$83,183.80	\$0.00
Microwave Antenna System	Lot	\$35,821.50	\$28,657.20	\$28,657.20	\$0.00
PCM Mux Equipment	1	\$27,470.00	\$21,976.00	\$21,976.00	\$0.00
Console/Audio Control	1	173849,00	\$139,079.20	\$139,079.20	\$0.00
Standby Generator System	1			\$0.00	\$0.00
Battery/Charger System	1			\$0.00	\$0.00
M/W Installation	Lot	\$53,573.64	\$45,331.54	\$45,331.54	\$0.00
Site-Civil Modifications	Lot				\$0.00
Equipment Shelter	1	\$191,299.00	\$153,039.20	\$153,039.20	\$0.00
Tower	1			\$0.00	\$0.00
Equipment Installation	1	\$18,079.34	\$14,405.35	\$14,405.35	\$0.00
Shelter Installation	1	\$161,799.59	\$151,687.11	\$151,687.11	\$0.00
Project Management	Lot	\$37,343.75	\$33,343.69	\$33,432.69	\$0.00
System Engineering	Lot	\$28,912.50	\$25,232.73	\$25,232.73	\$0.00
<b>Subtotal Equipment</b>					<b>\$425,935.40</b>
<b>Subtotal Labor</b>					<b>\$270,089.42</b>
<b>Total Equipment/Labor</b>					<b>\$696,024.82</b>
<b>Total Annual Maintenance Cost<sup>9</sup></b>					<b>\$0.00</b>

<sup>9</sup> Motorola's proposal includes a two-year infrastructure warranty in our base bid, which exceeds your RFP requirement.



**Simulcast/Multisite System**  
**Microwave Site # 8: Sheriffs EOC and Microwave Site**

Equipment Description	Number Req'd	List Unit Cost	RFP Unit Cost	Extended Cost	Maintenance Cost
Transmitters	9	N/A		\$0.00	\$0.00
Transmitter Antenna Systems	2	N/A		\$0.00	\$0.00
Combiner Package(s)	2	N/A		\$0.00	\$0.00
Receiver Antenna	1	N/A		\$0.00	\$0.00
Tower-top Preamp	1	N/A		\$0.00	\$0.00
Multicoupler	1	N/A		\$0.00	\$0.00
Receivers	9	N/A		\$0.00	\$0.00
700/800 MHz Interop Links	1	\$63,876.00	\$51,100.80	\$51,100.80	\$0.00
VHF Interop Links		N/A		\$0.00	\$0.00
Protected Microwave System	Lot	\$150,039.75	\$120,031.80	\$120,031.80	\$0.00
Microwave Antenna System	Lot	\$35,821.50	\$28,657.20	\$28,657.20	\$0.00
PCM Mux Equipment	1	\$20,360.00	\$16,288.00	\$16,288.00	\$0.00
Console/Audio Control	1	\$524,615.00	\$419,692.00	\$419,692.00	\$0.00
Standby Generator System	1			\$0.00	\$0.00
Battery/Charger System	1			\$0.00	\$0.00
M/W Installation	Lot	\$53,573.64	\$45,331.54	\$45,331.54	\$0.00
Site-Civil Modifications	Lot			\$0.00	\$0.00
Equipment Shelter	1	\$219,264.00	\$175,411.20	\$175,411.20	\$0.00
Tower	1			\$0.00	\$0.00
Equipment Installation	1	\$103,933.89	\$87,051.51	\$87,051.51	\$0.00
Shelter Installation	1	\$162,204.44	\$152,066.67	\$152,066.67	\$0.00
Project Management	Lot	\$42,025.57	\$37,394.23	\$37,394.23	\$0.00
System Engineering	Lot	\$28,912.50	\$25,232.73	\$25,232.73	\$0.00
<b>Subtotal Equipment</b>					<b>\$811,181.00</b>
<b>Subtotal Labor</b>					<b>\$347,076.68</b>
<b>Total Equipment/Labor</b>					<b>\$1,158,257.68</b>
<b>Total Annual Maintenance Cost<sup>10</sup></b>					<b>\$0.00</b>

<sup>10</sup> Motorola's proposal includes a two-year infrastructure warranty in our base bid, which exceeds your RFP requirement.



**Simulcast/Multisite System  
Microwave Site #: Rural Metro EOC**

Equipment Description	Number Req'd	List Unit Cost	RFP Unit Cost	Extended Cost	Maintenance Cost
Transmitters	9	N/A		\$0.00	\$0.00
Transmitter Antenna Systems	2	N/A		\$0.00	\$0.00
Combiner Package(s)	2	N/A		\$0.00	\$0.00
Receiver Antenna	1	N/A		\$0.00	\$0.00
Tower-top Preamp	1	N/A		\$0.00	\$0.00
Multicoupler	1	N/A		\$0.00	\$0.00
Receivers	9	N/A		\$0.00	\$0.00
700/800 MHz Interop Links	1			\$0.00	\$0.00
VHF Interop Links				\$0.00	\$0.00
Protected Microwave System	Lot			\$0.00	\$0.00
Microwave Antenna System	Lot			\$0.00	\$0.00
PCM Mux Equipment	1	\$18,990.00	\$15,192.00	\$15,192.00	\$0.00
Console/Audio Control	1	\$311,012.00	\$248,809.60	\$248,809.60	\$0.00
Standby Generator System	1			\$0.00	\$0.00
Battery/Charger System	1			\$0.00	\$0.00
M/W Installation	Lot			\$0.00	\$0.00
Site-Civil Modifications	Lot	\$31,831.07	\$29,841.63	\$29,841.63	\$0.00
Equipment Shelter	1	\$36,408.00	\$29,126.40	\$29,126.40	\$0.00
Tower	1			\$0.00	\$0.00
Equipment Installation	1	\$22,772.28	\$18,673.82	\$18,673.82	\$0.00
Shelter Installation	1			\$0.00	\$0.00
Project Management	Lot	\$26,571.02	\$24,317.31	\$24,317.31	\$0.00
System Engineering	Lot	\$28,912.50	\$25,232.73	\$25,232.73	\$0.00
<b>Subtotal Equipment</b>					<b>\$293,128.00</b>
<b>Subtotal Labor</b>					<b>\$98,065.49</b>
<b>Total Equipment/Labor</b>					<b>\$391,193.49</b>
<b>Total Annual Maintenance Cost<sup>11</sup></b>					<b>\$0.00</b>

<sup>11</sup> Motorola's proposal includes a two-year infrastructure warranty in our base bid, which exceeds your RFP requirement.



## 2.4 Subscriber Equipment Pricing

### 2.4.1 Subscriber Summary Pricing

RFP Requirement: Pricing Summaries for Infrastructure and Subscriber equipment shall be provided as part of the Proposal Submittal.

As required by the RFP, the pricing summary for subscriber equipment is provided below. Additional pricing detail as required by the RFP is provided on the following pages.

#### RFP Compliant Subscriber Base Bid<sup>12</sup>

Model	Quantity	Cost
Wildwood PD Encrypted APX 4500	22	\$79,446.40
Wildwood PD Encrypted APX 4000 Model II	22	\$65,912.00
Webster PD APX 4500	4	\$12,348.80
Webster PD APX 4000 Model II	4	\$10,464.00
Coleman PD APX 4500	3	\$9,261.60
Coleman PD APX 4000 Model II	3	\$7,848.00
Center Hill PD Encrypted APX 4500	6	\$21,667.20
Center Hill PD Encrypted APX 4000 Model II	7	\$20,972.00
Bushnell PD Encrypted APX 4500	9	\$32,500.80
Bushnell PD Encrypted APX 4000 Model II	16	\$47,936.00
SC Sheriff Encrypted APX 4500	170	\$613,904.00
SC Sheriff Encrypted APX 4000 Model II	246	\$737,016.00
SC Fire Rescue APX 4500	70	\$216,104.00
SC Fire Rescue APX 4000 Model II	100	\$261,600.00
SC Emergency Management APX 4500	4	\$12,348.80
SC Emergency Management APX 4000 Model II	18	\$47,088.00
SC Animal Control Encrypted APX 4500	5	\$18,056.00
SC Animal Control Encrypted APX 4000	7	\$20,972.00
SC Public Works APX 4500	68	\$209,929.60
The Villages Public Safety APX 4500	23	\$71,005.60
The Villages Public Safety APX 4000 Model II	52	\$136,032.00
Control Station Encrypted	26	\$104,187.20
KVL 4000/ Programming Software and Cables	1	\$7,083.20
Install/Program 26 Control Stations, Install/Program 361 Mobiles, Program 423 Portables	-	\$194,308.09
<b>TOTAL</b>		<b>\$2,958,191.20</b>

<sup>12</sup> Motorola’s proposal includes a three-year subscriber warranty in our base bid, which exceeds your RFP requirement.



Exceeds RFP Requirements Subscriber Base Bid<sup>13</sup>

**All proposed Motorola subscribers are equipped with 3600/9600 software.**

Model	Quantity	Cost
Wildwood PD Encrypted APX 6500	22	\$91,520.00
Wildwood PD Encrypted APX 6000 Model II	22	\$82,544.00
Webster PD APX 6500	4	\$15,120.00
Webster PD APX 6000 Model II	4	\$13,488.00
Coleman PD APX 6500	3	\$11,340.00
Coleman PD APX 6000 Model II	3	\$10,116.00
Center Hill PD Encrypted APX 6500	6	\$24,960.00
Center Hill PD Encrypted APX 6000 Model II	7	\$26,264.00
Bushnell PD Encrypted APX 6500	9	\$37,440.00
Bushnell PD Encrypted APX 6000 Model II	16	\$60,032.00
SC Sheriff Encrypted APX 6500	170	\$707,200.00
SC Sheriff Encrypted APX 6000 Model II	246	\$922,992.00
SC Fire Rescue APX 6500	70	\$264,600.00
SC Fire Rescue APX 6000 Model II	100	\$337,200.00
SC Emergency Management APX 6500	4	\$15,120.00
SC Emergency Management APX 6000 Model II	18	\$60,696.00
SC Animal Control Encrypted APX 6500	5	\$20,800.00
SC Animal Control Encrypted APX 6000	7	\$26,264.00
SC Public Works APX 6500	68	\$257,040.00
The Villages Public Safety APX 6500	23	\$86,940.00
The Villages Public Safety APX 6000 Model II	52	\$175,344.00
Control Station Encrypted	26	\$113,443.20
KVL 4000/ Programming Software and Cables	1	\$7,083.20
Install/Program 26 Control Stations, Install/Program 361 Mobiles, Program 423 Portables	-	\$194,308.09
<b>TOTAL</b>		<b>\$3,561,854.40</b>

<sup>13</sup> Motorola's proposal includes a three-year subscriber warranty in our base bid, which exceeds your RFP requirement.



## 2.4.2 Post Warranty Subscriber Maintenance

Motorola has INCLUDED in our base bid a three year warranty on all proposed subscriber equipment. Motorola subscribers are also available with a four year extended service package beyond year one warranty...effectively offering a total of five years coverage. This option is included in the subscriber catalogue.

## 2.4.3 Subscriber Pricing Detail

RFP Requirement: Sumter County envisions several tiers of portable and mobile radio units for use by the various public safety and non-public safety agencies. Those non-public safety users having minimal interoperability needs, such as the Public Works Department, may benefit from lower-tiered, less costly radios having smaller talk group capacities and a limited list of feature options. Public Safety agencies, however, may require higher tier devices capable of voice encryption, telephone interconnect calling, private call, GPS location, status messaging and other specialized features.

Proposers shall develop cost proposals for low, mid and high tier radio products using the following general format:

Motorola is pleased to introduce to Sumter County a complete portfolio of subscriber radios meeting and exceeding your RFP specifications for low, mid, and high tier radio products.

Please note that our newly introduced APX 4000 unit offers Sumter County an additional choice with regard to compliance to your RFP. ***Motorola is providing Sumter County with an RFP compliant subscriber in our base bid as well as a second subscriber option that exceeds your RFP requirements by offering a higher level of interoperability for your users.*** Motorola is sure that our APX subscriber portfolio will offer Sumter County the greatest flexibility to select the right equipment and features representing best value to the County.

Per your RFP requirements it should be noted that Motorola has included all required radio programming and installation of subscriber equipment in our based bid.

Detailed subscriber pricing follows.



MID TIER APX 4000 PORTABLE	Quantity	Unit Cost	Extended Cost
1. At least 250 modes/talk groups/channels	1	\$2,616.00	\$2,616.00
2. 700/800MHz operation	1	INCLUDED	INCLUDED
3. Multiline alpha numeric LCD text display	1	INCLUDED	INCLUDED
4. Radio/Network status icons	1	INCLUDED	INCLUDED
5. 9-button keypad	1	INCLUDED	INCLUDED
6. Private/individual call	1	INCLUDED	INCLUDED
7. DES/AES voice encryption	1	INCLUDED	INCLUDED
8. AMBE+2 vocoder	1	INCLUDED	INCLUDED
9. Emergency button	1	INCLUDED	INCLUDED
10. Programmable option buttons	1	INCLUDED	INCLUDED
11. Talk group scan	1	INCLUDED	INCLUDED
12. System scan	1	INCLUDED	INCLUDED
13. Intrinsicly safe	1	INCLUDED	INCLUDED
14. Integrated voice/data capability	1	INCLUDED	INCLUDED
15. Wide range of optional accessories	1	INCLUDED	INCLUDED

MID TIER APX 4000 PORTABLE ENCRYPTED	Quantity	Unit Cost	Extended Cost
1. At least 120 modes/ talk groups/channels	1	\$2,996.00	\$2,996.00
2. 700/800MHz operation	1	INCLUDED	INCLUDED
3. Multiline alpha numeric LCD text display	1	INCLUDED	INCLUDED
4. Radio/Network status icons	1	INCLUDED	INCLUDED
5. 3-button keypad	1	INCLUDED	INCLUDED
6. Private/individual call	1	INCLUDED	INCLUDED
7. DES/AES voice encryption	1	INCLUDED	INCLUDED
8. AMBE+2 vocoder	1	INCLUDED	INCLUDED
9. Emergency button	1	INCLUDED	INCLUDED
10. Programmable option buttons	1	INCLUDED	INCLUDED
11. Talk group scan	1	INCLUDED	INCLUDED
12. System scan	1	INCLUDED	INCLUDED
13. Intrinsicly safe	1	INCLUDED	INCLUDED
14. Integrated voice/data capability	1	INCLUDED	INCLUDED
15. Wide range of optional accessories	1	INCLUDED	INCLUDED



MID TIER APX 4500 MOBILE	Quantity	Unit Cost	Extended Cost
1. At least 250 modes/talk groups/channels	1	\$3,087.00	\$3,087.00
2. 700/800MHz	1	INCLUDED	INCLUDED
3. Remote control head/rear mount configuration	1	INCLUDED	INCLUDED
4. Multiline alpha numeric LCD text display	1	INCLUDED	INCLUDED
5. Radio/network status icons	1	INCLUDED	INCLUDED
6. 9-button keypad	1	INCLUDED	INCLUDED
7. Private/individual call	1	INCLUDED	INCLUDED
8. DES/AES voice encryption	1	INCLUDED	INCLUDED
9. AMBE+2 vocoder	1	INCLUDED	INCLUDED
10. Emergency button	1	INCLUDED	INCLUDED
11. Programmable option buttons	1	INCLUDED	INCLUDED
12. Talk group scan	1	INCLUDED	INCLUDED
13. System scan	1	INCLUDED	INCLUDED
14. Integrated voice/data capability	1	INCLUDED	INCLUDED
15. Wide range of optional accessories	1	INCLUDED	INCLUDED

MID TIER APX 4500 MOBILE ENCRYPTED	Quantity	Unit Cost	Extended Cost
1. 700/800MHz operation	1	\$3,611.20	\$3,611.20
2. Front mount package	1	INCLUDED	INCLUDED
3. At least 120 modes/talk groups/channels	1	INCLUDED	INCLUDED
4. Two line alphanumeric display	1	INCLUDED	INCLUDED
5. Network/radio icons	1	INCLUDED	INCLUDED
6. AMBE+2 vocoder	1	INCLUDED	INCLUDED
7. Programmable option buttons	1	INCLUDED	INCLUDED
8. Emergency button	1	INCLUDED	INCLUDED
9. Limited range of optional accessories	1	INCLUDED	INCLUDED

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SysSeg	Qty	Nomenclature	Description	Unit List Price	Discount	Customer Price	Ext List Price
<b>MID TIER PORTABLE APX - PS Encrypted</b>							
APX4000 M2	298	H51UCF9PW6 N	<b>APX 4000 700/800 MODEL 2 PORTABLE</b>	\$ 1,700.00	20%	\$ 1,360.00	\$ 405,280.00
APX4000 M2	298	QA02657	ADD: 9600 OR 3600 TRUNKING SINGLE SYSTEM	\$ 1,570.00	20%	\$ 1,256.00	\$ 374,288.00
APX4000 M2	298	QA01749	ADD: ADVANCED SYSTEM KEY - SOFTWARE	\$ -	20%	\$ -	\$ -
APX4000 M2	298	Q629	ENH: AES ENCRYPTION	\$ 475.00	20%	\$ 380.00	\$ 113,240.00
APX4000 M2	298	H885	ENH: 2 YEAR REPAIR SERVICE ADVANTAGE	INCL			\$ -
			<b>TOTAL</b>			<b>\$ 2,996.00</b>	<b>\$ 892,808.00</b>
<b>MID TIER PORTABLE APX - PS</b>							
APX4000 M2	177	H51UCF9PW6 N	<b>APX 4000 700/800 MODEL 2 PORTABLE</b>	\$ 1,700.00	20%	\$ 1,360.00	\$ 240,720.00
APX4000 M2	177	QA02657	ADD: 9600 OR 3600 TRUNKING SINGLE SYSTEM	\$ 1,570.00	20%	\$ 1,256.00	\$ 222,312.00
APX4000 M2	177	QA01749	ADD: ADVANCED SYSTEM KEY - SOFTWARE	\$ -		\$ -	\$ -
APX4000 M2	177	H885	ENH: 2 YEAR REPAIR SERVICE ADVANTAGE	INCL			\$ -
			<b>TOTAL</b>			<b>\$ 2,616.00</b>	<b>\$ 463,032.00</b>
<b>MID TIER MOBILE - PS /Encrypted</b>							
APX4500	212	M51URS9PW N	<b>APX4500 7/800 MHZ MID POWER MOBILE</b>	\$ 2,150.00	20%	\$ 1,720.00	\$ 364,640.00
APX4500	212	QA02756	ADD: 9600 OR 3600 TRUNKING SINGLE SYSTEM	\$ 1,570.00	20%	\$ 1,256.00	\$ 266,272.00
APX4500	212	QA01749	ADD: ADVANCED SYSTEM KEY - SOFTWARE	\$ -	20%	\$ -	\$ -
APX4500	212	INCL	ADD: APX O2 CONTROL HEAD	\$ -	20%	\$ -	\$ -
APX4500	212	G444	ADD: CONTROL HEAD SOFTWARE	\$ -	20%	\$ -	\$ -
APX4500	212	G66	ADD: DASH MOUNT MID POWER	\$ 125.00	20%	\$ 100.00	\$ 21,200.00
APX4500	212	G335	ADD: ANT 1/4 WAVE 762-870 MHZ	\$ 14.00	20%	\$ 11.20	\$ 2,374.40
APX4500	212	W20	ADD:KEYPAD MIC	\$ 180.00	20%	\$ 144.00	\$ 30,528.00
APX4500	212	INCL	ADD: INTERNAL SPEAKER	\$ -	20%	\$ -	\$ -
APX4500	212	G843	ADD: AES ENCRYPTION	\$ 475.00	20%	\$ 380.00	\$ 80,560.00
APX4500	212	G24	ENH: 2 YEAR REPAIR SERVICE ADVANTAGE	INCL			\$ -
			<b>TOTAL</b>			<b>\$ 3,611.20</b>	<b>\$ 765,574.40</b>



SysSeg	Qty	Nomenclature	Description	Unit List Price	Discount	Customer Price	Ext List Price
<b>MID TIER MOBILE - Dash Mount</b>							
APX4500	172	M51URS9PW N	<b>APX4500 7/800 MHZ MID POWER MOBILE</b>	\$ 2,150.00	20%	\$ 1,720.00	\$ 295,840.00
APX4500	172	QA02756	ADD: 9600 OR 3600 TRUNKING SINGLE SYSTEM	\$ 1,570.00	20%	\$ 1,256.00	\$ 216,032.00
APX4500	172	QA01749	ADD: ADVANCED SYSTEM KEY - SOFTWARE	\$ -		\$ -	\$ -
APX4500	172	INCL	ADD: APX O2 CONTROL HEAD	\$ -		\$ -	\$ -
APX4500	172	G444	ADD: CONTROL HEAD SOFTWARE	\$ -		\$ -	\$ -
APX4500	172	G66	ADD: DASH MOUNT MID POWER	\$ 125.00	20%	\$ 100.00	\$ 17,200.00
APX4500	172	G335	ADD: ANT 1/4 WAVE 762-870 MHZ	\$ 14.00	20%	\$ 11.20	\$ 1,926.40
APX4500	172	W22	ADD: PALM MIC	\$ -		\$ -	\$ -
APX4500	172	G24	ENH: 2 YEAR REPAIR SERVICE ADVANTAGE	INCL			\$ -
			<b>TOTAL</b>			<b>\$ 3,087.20</b>	<b>\$ 530,998.40</b>
<b>CONTROL STATION - PS Encrypted</b>							
APX6500 LITE CS	26	M25URS9PW1N	<b>APX6500 LITE 7/800 MHZ MID POWER MOBILE</b>	\$ 1,899.00	20%	\$ 1,519.20	\$ 39,499.20
APX6500 LITE CS	26	QA02756	ADD: 9600 OR 3600 TRUNKING SINGLE SYSTEM	\$ 1,570.00	20%	\$ 1,256.00	\$ 32,656.00
APX6500 LITE CS	26	QA01749	ADD: ADVANCED SYSTEM KEY - SOFTWARE	\$ -		\$ -	\$ -
APX6500 LITE CS	26	G442	ADD: APX O5 CONTROL HEAD	\$ 432.00	20%	\$ 345.60	\$ 8,985.60
APX6500 LITE CS	26	G444	ADD: CONTROL HEAD SOFTWARE	\$ -		\$ -	\$ -
APX6500 LITE CS	26	G66	ADD: DASH MOUNT 05	\$ 125.00	20%	\$ 100.00	\$ 2,600.00
APX6500 LITE CS	26	G89	ADD: NO RF ANTENNA NEEDED	\$ -		\$ -	\$ -
APX6500 LITE CS	26	W382	ADD: CONTROL STATION DESK GCAI MIC	\$ 169.00	20%	\$ 135.20	\$ 3,515.20
APX6500 LITE CS	26	G142	ADD: NO SPEAKER NEEDED	\$ -		\$ -	\$ -
APX6500 LITE CS	26	G843	ADD: AES ENCRYPTION APX	\$ 475.00	20%	\$ 380.00	\$ 9,880.00
APX6500 LITE CS	26	G91	ADD: CONTROL STATION POWER SUPPLY	\$ 269.00	20%	\$ 215.20	\$ 5,595.20
APX6500 LITE CS	26	W665	ADD: CONTROL STATION OPERATION	\$ 70.00	20%	\$ 56.00	\$ 1,456.00
APX6500 LITE CS	26	G24	ENH: 2 YEAR REPAIR SERVICE ADVANTAGE	INCL			\$ -
			<b>TOTAL</b>			<b>\$ 4,007.20</b>	<b>\$ 104,187.20</b>

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SysSeg	Qty	Nomenclature	Description	Unit List Price	Discount	Customer Price	Ext List Price
<b>PORTABLE SUBSCRIBER PROGRAMMING EQUIPMENT</b>							
Prgmng	3	RVN5224J	ASTRO DIGITAL APX PORTABLE CPS	\$ 265.00	20%	\$ 212.00	\$ 636.00
Prgmng	3	RVN4186	SOFTWARE FOR ASTRO 25 PORTABLE/MOBI	\$ 375.00	20%	\$ 300.00	\$ 900.00
ASK	1	DVN4046	MASTER ADVANCED SYSTEM KEY STARTER KIT	\$ 500.00	20%	\$ 400.00	\$ 400.00
Prgmng	6	PMKN4013C	PROGRAMMING, TEST & ALIGNMENT CABLE	\$ 92.00	20%	\$ 73.60	\$ 441.60
Prgmng	6	RKN4105	CABLE- PROGRAMMING USB XTS	\$ 237.00	20%	\$ 189.60	\$ 1,137.60
Prgmng	6	HKN6172B	CABLE ACCESS DATA USB XTL 5000	\$ 85.00	20%	\$ 68.00	\$ 408.00
Prgmng	6	PMKN4013C	PROGRAMMING, TEST & ALIGNMENT CABLE	\$ 92.00	20%	\$ 73.60	\$ 441.60
KVL4000	1	T7537	KVL 4000 KEYLOADER	\$ 1,250.00	20%	\$ 1,000.00	\$ 1,000.00
KVL4000	1	X795AJ	ADD: ASN MODE	\$ 600.00	20%	\$ 480.00	\$ 480.00
KVL4000	2	U239AD	ADD: ASTRO MODE	\$ 250.00	20%	\$ 200.00	\$ 400.00
KVL4000	1	CA00182AP	ADD: AES ENCRYPTION SOFTWARE	\$ 750.00	20%	\$ 600.00	\$ 600.00
KVL4000	1	C725AA	ADD: KEYLOAD CABLE FOR APX PORTABLE	\$ 75.00	20%	\$ 60.00	\$ 60.00
KVL4000	1	CA00243AG	ADD: ADP PRIVACY	\$ 300.00	20%	\$ 240.00	\$ 240.00
KVL4000	1	CA01598AA	ADD: AC LINE CORD US	\$ 8.00	20%	\$ 6.40	\$ 6.40
KVL4000	1	HKTN4004B	VISAR/ KVL CHGR KIT 10V	\$ 165.00	20%	\$ 132.00	\$ 132.00
			<b>TOTAL</b>				<b>\$ 7,283.20</b>
<b>INSTALLATION AND PROGRAMMING</b>							
APX	1	SERVICES	<b>PROGRAMMING AND INSTALLATION:</b> - 26 CONTROL STATIONS - 384 MOBILES <b>PROGRAM:</b> - 475 PORTABLES				\$ 194,308.00
			<b>TOTAL</b>				<b>\$ 194,308.00</b>
			<b>SUBSCRIBER DETAIL PRICING TOTAL</b>				<b>\$ 2,958,191.20</b>



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## 2.5 Value Based Considerations

Motorola has identified cost savings options for consideration by Sumter County while still preserving the technical integrity of the proposed public safety network. We would like to introduce cost saving options that will have no impact with regard to our system coverage commitment or any core system performance features. We have identified areas where cost savings could be achieved should available funding not support all the specifications as identified in the RFP.

Specifically these options include:

- ◆ If Sumter County elected to approach user training by leveraging internal resources, then Motorola has an excellent train the trainer program to support all requirements for mobile and portable radio users. ***Motorola has included all instructor-led, end user training in our base bid.*** Should Sumter County elect to consider removing the requirement for instructor led end user training, the County could realize a deduction in your training cost by \$36,876.00.

Table 2-2: OPTIONAL Train the Trainers

Course	Target Audience	No. of Sessions	Duration (days)	Location	Date	No. of Attendees
<b>APX Mobile and Portable Train-the-Trainers</b> (Instructor-led)	SC Trainers	1 (8 hr session)	1 Day	Wildwood, FL	Prior to Cut-over	Up to 15
<b>APX Mobile and Portable Train-the-Trainers</b> (Instructor-led)	VP Trainers	1 (8 hr session)	1 Day	Wildwood, FL	Prior to Cut-over	Up to 15
<b>APX Mobile and Portable Train-the-Trainers</b> (Instructor-led)	Other Trainers	1 (8 hr session)	1 Day	Wildwood, FL	Prior to Cut-over	Up to 15
<p>Course Synopsis:</p> <p>These courses are designed to teach the customer how to operate the APX radios with the features programmed. In addition, the customer will be taught how to use Motorola Solutions Interactive End User Toolkits (iEUTK) to customize their end user training presentations for individual agencies. Segmentation between user groups (i.e. Police, Fire/EMS, Public Service) is encouraged to help focus instruction on the specific operational issues of the individual user group.</p>						
<b>On-Site Radio User Training Support</b> (Instructor-led)	Trainers and Users	2 (8 hr sessions)	2 days	Wildwood, FL	First Two (2) Days of User Training	NA
<p>Course Synopsis:</p> <p>This service will provide one (1) Radio Trainer for the first two (2) days of radio user training. The trainer will assist County trainers as they start delivering their user sessions (e.g. Address frequently asked questions, assist with new trunking best practices, co-instruct, etc.).</p>						



- ◆ Sumter County could elect to consider removing the requirement for DC operation at the sites. A conversion to AC operation would reduce costs in the following categories specific to equipment and site development for a collective savings of \$539,000.00. **This cost for DC operation is currently included in Motorola's Price Summary Sheet for both the Prime Proposal as well as the Alternate Design Proposal.**

Civil Cost Deduct/Reduction Items if DC Power is Changed to AC Power							
Site Name	Freight	Shelter	Equip Room	Gen/LPG	Foundations		DC Connectivity
					Shelter	Gen/LPG	
Bushnell Water Tower	X	X		X	X	X	X
Rutland	X	X		X	X	X	X
Sumter Sheriff's Office							
Sumterville							X
Villages Water Tower			X				X
Wildwood PD Tower	X	X		X	X	X	X
Wildwood PD Dispatch							
Wilson's Corner	X	X		X	X	X	X
Linden Build Out							X
Rural Metro							



## 2.6 Future Purchase Considerations

### 2.6.1 Immediate Future Discounts

RFP Requirement: Sumter County requires within the Proposal a certainty of continued purchase, at the beneficial initial contract costs, of all equipment, components, parts, materials, and software and service agreements for a minimum of five (5) years.

For all purchases within five (5) years after the network acceptance date, the discount percentage received by Sumter County will be identical to the discount percentages derived from list-price unit equipment costs and proposed unit costs. The Proposer shall define the discount structure for radio infrastructure, subscriber equipment, Contractor furnished technical services as well as markup percentages used for outside subcontractor services. The list unit price for equipment will be determined by the manufacturer's published equipment list price, as delivered to their authorized sales agents, at the time of actual purchase.

#### Purchase Price Discounts Years 2 - 5

For years 2 through 5 after the network acceptance date, Sumter County's discount from the manufacturer's published equipment list price as delivered to their authorized sales agents, will be offered as detailed in Table 2-3.

Table 2-3: Purchase Price Discounts Years 2 - 5

Equipment	Discount
Fixed Site Equipment	20%
Microwave-Related Equipment	20%
Console Equipment	20%
Control Station Equipment	20%
Subscriber Equipment	20%
Accessories	20%
Spare Parts	20%



## 2.6.2 Purchase Price Discount Years 6 - 10

RFP Requirement: For years six (6) through ten (10) after the network acceptance date, Sumter County's discount from the manufacturer's published equipment list price, as delivered to their authorized sales agents, shall be as follows:

For years 6 through 10 after the network acceptance date, Sumter County's discount from the manufacturer's published equipment list price, as delivered to their authorized sales agents, will be offered as detailed in Table 2-4.

Table 2-4: Purchase Price Discounts Years 6 - 10

Equipment	Discount
Fixed Site Equipment	20%
Microwave-Related Equipment	20%
Console Equipment	20%
Control Station Equipment	20%
Subscriber Equipment	20%
Accessories	20%
Spare Parts	20%

## 2.6.3 Price Discount Years 11 - 15

RFP Requirement: For years eleven (11) through fifteen (15) after the network's acceptance date, Sumter County's discount from the manufacturer's published equipment list price as delivered to their authorized sales agents, shall be as follows:

For years 11 through 15 after the network acceptance date, Sumter County's discount from the manufacturer's published equipment list price, as delivered to their authorized sales agents, will be offered as detailed in Table 2-5.

Table 2-5: Purchase Price Discount Years 11 - 15

Equipment	Discount
Fixed Site Equipment	20%
Microwave-Related Equipment	20%
Console Equipment	20%
Control Station Equipment	20%
Subscriber Equipment	20%
Accessories	20%
Spare Parts	20%



## 2.6.4 Price Discount Years 16 - 20

RFP Requirement: For years sixteen (16) through twenty (20) after the network's acceptance date, Sumter County's discount from the manufacturer's published equipment list price as delivered to their authorized sales agents, shall be as follows:

For years 16 through 20 after the network acceptance date, Sumter County's discount from the manufacturer's published equipment list price, as delivered to their authorized sales agents, will be offered as detailed in Table 2-6.

Table 2-6: Price Discount Years 16 - 20

Equipment	Discount
Fixed Site Equipment	20%
Microwave-Related Equipment	20%
Console Equipment	20%
Control Station Equipment	20%
Subscriber Equipment	20%
Accessories	20%
Spare Parts	20%



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## 2.7 Subscriber Catalog

RFP Requirement: Additionally, Proposers shall prepare a detailed optional equipment catalog that describes the full range of options available for all tiers of indicated portable and mobile radio configurations. The submitted catalog shall include list prices and the proposed discount percentage reduced initial purchase price.

Motorola’s subscriber catalog for all tiers of indicated portable and mobile radio configurations—including list and discount percentage, and reduced initial purchase price—is provided below.

Motorola has more subscriber choices than any other vendor, which provides Sumter County with a comprehensive portfolio for the most end-user flexibility (Table 2-7 and Table 2-8).

**Table 2-7: APX Portable Subscriber Choices**

	APX 7000	APX 7000XE	APX 6000	APX 6000XE	APX 4000
Channel Capacity	2000 dual display	96 top display	870 dual display	870 dual display	512 front display
System Personalities	100	100	100	100	100
Models	2	1	3	3	2
P25 Operation	Phase 1 FDMA Phase 2 TDMA				
SmartNet/SmartZone/Omnalink Operation	✓	✓	✓	✓	✓
Multiband Operation	✓	✓			
Integrated GPS location	✓	✓	✓	✓	✓
POP25	✓	✓	✓	✓	✓
Bluetooth Enabled	Option	Option	Option	Option	Option
3rd Party Application Support	✓	✓	✓	✓	
Man Down	✓	✓	✓	✓	✓
Intelligent Lighting	✓	✓	✓	✓	✓
Radio Profiles	✓	✓	✓	✓	✓
Text Messaging	✓	✓	✓	✓	✓
Removable Memory	✓	✓			
Voice Announcement	✓	✓	✓	✓	✓



	APX 7000	APX 7000XE	APX 6000	APX 6000XE	APX 4000
Encryption	✓	✓	✓	✓	Single Algorithm
OTAR	✓	✓	✓	✓	TACTICAL ONLY
Full Color Display	✓	✓	✓	✓	✓
Top Display	✓	✓	✓	✓	
Option slot	✓	✓			
Adaptive Noise Suppression	✓	✓	✓	✓	✓
Dual Microphones	✓	✓	✓	✓	✓
Dual Speakers	✓				
1 watt high audio speaker	✓	✓			
Rugged <sup>1</sup>	Option	Standard	Option	Standard	IP67
Colored Housings	✓	✓	✓	✓	
Hazloc Rating	✓	✓	✓	✓	✓
IMPRES Audio	✓	✓	✓	✓	✓
IMPRES Energy	✓	✓	✓	✓	✓

<sup>1</sup> Rugged radios exceed industry standards (IPx7) for submersibility and provide a higher level of water protection—MIL-STD-810E, Method 512.3 Immersion.

Table 2-8: APX Mobile Subscriber Choices

	APX 7500	APX 6500	APX 4500
Control Heads	O9, O5, O3	O5, O3	O2
Channel Capacity	1250	1000	1512
System Personalities	100	100	50
SMARTNET/SmartZone/Omnalink	✓	✓	✓
P25 Operation	Phase 1 - FDMA Phase 2 - TDMA	Phase 1 - FDMA Phase 2 - TDMA	Phase 1 - FDMA Phase 2 - TDMA
Multiband Operation	✓		
Outdoor GPS location	✓	✓	✓
Intelligent Lighting	✓	✓	✓
Radio Profiles	✓	✓	✓
Text Messaging	✓	✓	✓

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	APX 7500	APX 6500	APX 4500
POP25	✓	✓	✓
Voice Announcement	✓	✓	✓
Adaptive Noise Suppression	✓	✓	✓
Encryption	✓	✓	✓
OTAR	✓	✓	
Mounting <sup>2</sup>	D, R, M	D, R	D
High Power Models	✓	✓	
Multi-Control Head	Up to 4	Up to 2	

<sup>2</sup> *D - Dash mount, R - Remote mount, M - Motorcycle*

SysSeg	Nomenclature	Description	Unit List Price	Discount	Customer
<b>HIGH TIER PORTABLE APX L3 - PS</b>					
APX6000 M3	H98UCH9PW7 N	APX6000 700/800 MODEL 3 PORTABLE	\$ 2,600.00	20%	\$ 2,080.00
APX6000 M3	Q806	ADD: ASTRO DIGITAL CAI OPERATION	\$ 515.00	20%	\$ 412.00
APX6000 M3	H38	ADD: SMARTZONE OPERATION	\$ 1,200.00	20%	\$ 960.00
APX6000 M3	Q361	ADD: P25 9600 BAUD TRUNKING	\$ 300.00	20%	\$ 240.00
APX6000 M3	QA01749	ADD: ADVANCED SYSTEM KEY - SOFTWARE	\$ -		\$ -
APX6000 M3	H885	ADD: 2YR REPAIR SERVICE ADVANTAGE	\$ 84.00	0%	\$ 84.00
		<b>TOTAL</b>			<b>\$ 3,776.00</b>
<b>HIGH TIER PORTABLE APX L3 - PS Encrypted</b>					
APX6000 M3	H98UCH9PW7 N	<b>APX6000 700/800 MODEL 3 PORTABLE</b>	\$ 2,600.00	20%	\$ 2,080.00
APX6000 M3	Q806	ADD: ASTRO DIGITAL CAI OPERATION	\$ 515.00	20%	\$ 412.00
APX6000 M3	H38	ADD: SMARTZONE OPERATION	\$ 1,200.00	20%	\$ 960.00
APX6000 M3	Q361	ADD: P25 9600 BAUD TRUNKING	\$ 300.00	20%	\$ 240.00
APX6000 M3	QA01749	ADD: ADVANCED SYSTEM KEY - SOFTWARE	\$ -		\$ -
APX6000 M3	H885	ADD: 2 YR REPAIR SERVICE ADVANTAGE	\$ 84.00	0%	\$ 84.00
APX6000 M3	Q629	ENH: AES ENCRYPTION	\$ 475.00	20%	\$ 380.00
		<b>TOTAL</b>		20%	<b>\$ 4,156.00</b>



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SysSeg	Nomenclature	Description	Unit List Price	Discount	Customer
<b>MID TIER PORTABLE APX L3 - PS</b>					
APX6000 M2	H98UCF9PW6 N	<b>APX6000 700/800 MODEL 2 PORTABLE</b>	\$ 2,200.00	20%	\$ 1,760.00
APX6000 M2	Q806	ADD: ASTRO DIGITAL CAI OPERATION	\$ 515.00	20%	\$ 412.00
APX6000 M2	H38	ADD: SMARTZONE OPERATION	\$ 1,200.00	20%	\$ 960.00
APX6000 M2	Q361	ADD: P25 9600 BAUD TRUNKING	\$ 300.00	20%	\$ 240.00
APX6000 M2	QA01749	ADD: ADVANCED SYSTEM KEY - SOFTWARE	\$ -		\$ -
APX6000 M2	H885	ADD: 2 YR REPAIR SERVICE ADVANTAGE	\$ 84.00	0%	\$ 84.00
		<b>TOTAL</b>		20%	<b>\$ 3,456.00</b>
<b>MID TIER PORTABLE APX L3 - PS Encrypted</b>					
APX6000 M2	H98UCF9PW6 N	<b>APX6000 700/800 MODEL 2 PORTABLE</b>	\$ 2,200.00	20%	\$ 1,760.00
APX6000 M2	Q806	ADD: ASTRO DIGITAL CAI OPERATION	\$ 515.00	20%	\$ 412.00
APX6000 M2	H38	ADD: SMARTZONE OPERATION	\$ 1,200.00	20%	\$ 960.00
APX6000 M2	Q361	ADD: P25 9600 BAUD TRUNKING	\$ 300.00	20%	\$ 240.00
APX6000 M2	QA01749	ADD: ADVANCED SYSTEM KEY - SOFTWARE	\$ -		\$ -
APX6000 M2	H885	ADD: 2 YR REPAIR SERVICE ADVANTAGE	\$ 84.00	0%	\$ 84.00
APX6000 M2	Q629	ENH: AES ENCRYPTION	\$ 475.00	20%	\$ 380.00
		<b>TOTAL</b>			<b>\$ 3,836.00</b>
<b>MID TIER PORTABLE APX L2</b>					
APX4000M2	H51UCF9PW6 N	<b>APX 4000 700/800 MODEL 2 PORTABLE</b>	\$ 1,700.00	20%	\$ 1,360.00
APX4000M2	QA02756	ADD: P25 9600 TRUNKING	\$ 1,570.00	20%	\$ 1,256.00
APX4000M2	QA01749	ADD: ADVANCED SYSTEM KEY - SOFTWARE	\$ -		\$ -
APX4000M2	H885	ADD: 2 YR REPAIR SERVICE ADVANTAGE	\$ 84.00	0%	\$ 84.00
		<b>TOTAL</b>			<b>\$ 2,700.00</b>
<b>MID TIER PORTABLE APX L2 Encrypted</b>					
APX4000M2	H51UCF9PW6 N	<b>APX 4000 700/800 MODEL 2 PORTABLE</b>	\$ 1,700.00	20%	\$ 1,360.00
APX4000M2	QA02756	ADD: P25 9600 TRUNKING	\$ 1,570.00	20%	\$ 1,256.00
APX4000M2	QA01749	ADD: ADVANCED SYSTEM KEY - SOFTWARE	\$ -		\$ -
APX4000M2	H885	ADD: 2 YR REPAIR SERVICE ADVANTAGE	\$ 84.00	20%	\$ 67.20
APX4000M2	Q629	ENH: AES ENCRYPTION	\$ 475.00	20%	\$ 380.00
		<b>TOTAL</b>			<b>\$ 3,063.20</b>

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SysSeg	Nomenclature	Description	Unit List Price	Discount	Customer
<b>LOW TIER PORTABLE APX L1</b>					
APX4000M2	H98UCD9PW5 N	<b>APX6000 700/800 MODEL 1 PORTABLE LITE</b>	\$ 1,900.00	20%	\$ 1,520.00
APX4000M2	QA02756	ADD: P25 9600 BAUD TRUNKING	\$ 1,570.00	20%	\$ 1,256.00
APX4000M2	QA01749	ADD: ADVANCED SYSTEM KEY - SOFTWARE	\$ -		\$ -
APX4000M2	H885	ADD: 2 YR REPAIR SERVICE ADVANTAGE	\$ 84.00	0%	\$ 84.00
APX4000M2	QA01768	EHANCED ZONE BANK	\$ -		\$ -
		<b>TOTAL</b>			<b>\$ 2,860.00</b>
<b>SEE CATALOG FOR OTHER OPTIONS &amp; ACCESSORIES</b>					
<b>Enhancement Options - Low &amp; Mid &amp; High APX Portable</b>					
	Q947	ADD: RADIO PACKET DATA	\$ 200.00	20%	\$ 160.00
	QA00782	ENH: INTERNAL ACTIVATION & GPS FUNCTIONALITY	\$ 100.00	20%	\$ 80.00
	QA00583	ADD: BLUETOOTH	\$ 150.00	20%	\$ 120.00
	QA01767	RADIO AUTHENTICATION	\$ 100.00	20%	\$ 80.00
	QA01768	ENHANCED ZONE BANK	\$ 75.00	20%	\$ 60.00
	QA01771	ENHANCEMENT LEVEL 2	\$ 200.00	20%	\$ 160.00
	H43	RADIO TRAC / REMOTE MONITOR	\$ 75.00	20%	\$ 60.00
	H46	ONE TOUCH STATUS MESSAGE	\$ 75.00	20%	\$ 60.00
	GA00232	ADD: 4 YEAR REPAIR SERVICE ADVANTAGE (APX6000)	\$ 246.00	0%	\$ 246.00
	G996	ADD: PROGRAMMING OVER P25 (REQUIRES Q947)	\$ 100.00	20%	\$ 80.00
	NNTN7624A	IMPRES VEHICULAR CHARGER (FULL KIT)	\$ 390.00	20%	\$ 312.00
	PMMN4062	ADD: REMOTE SPEAKER MIC (COILED CORD)	\$ 107.00	20%	\$ 85.60
	QA01648	ADD: ADVANCED SYSTEM KEY - HARDWARE KEY	\$ 5.00	20%	\$ 4.00
	QA582	ALT: LIION 4000MAH IMPRES FM	\$ 100.00	20%	\$ 80.00
	Q625	ENH: DES,DES-XL,DES-OFB ENCRYPTION	\$ 599.00	20%	\$ 479.20
	H869	ENH: MULTIKEY (REQD IF 2 TYPES OF ENCRYPTN USED)	\$ 330.00	20%	\$ 264.00
	PMLN5709	BASIC CARRY HOLDER (SYNTHETIC)	\$ 29.00	20%	\$ 23.20
	QA02006	APX600XE RUGGED HOUSING	\$ 800.00	20%	\$ 640.00
	H499	ENH: SUBMERSIBLE (DELTA T)	\$ 250.00	20%	\$ 200.00
	H64	ALT: PUBLIC SAFETY YELLOW HOUSING	\$ 25.00	20%	\$ 20.00
	QA01427	ALT: HIGH IMPACT GREEN	\$ 25.00	20%	\$ 20.00
	PMLN5657A	APX6000 CC 2.75 SWLBL 2900&2150MAH	\$ 65.00	20%	\$ 52.00



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	PMLN5653A	BONE CONDUCTION EAR MIC	\$ 399.00	20%	\$ 319.20
	RMN5058A	CORE LW HEADSET	\$ 99.00	20%	\$ 79.20
	HMN4104A	XE RSM	\$ 335.00	20%	\$ 268.00
	RMN5116A	IMPRES TEMPLE TRANSDUCER	\$ 248.00	20%	\$ 198.40
	RLN6379A	BLUETOOTH EARPIECE	\$ 249.00	20%	\$ 199.20
	PMMN4065A	APX IMPRES RSM W/VOL, IP57	\$ 97.00	20%	\$ 77.60
	PMMN4060	IMPRES PSM IP55 W/JACK - 24 INCH CABLE	\$ 164.00	20%	\$ 131.20
	NNTN7080A	APX IMPRESS SINGLE UNIT CHARGE	\$ 125.00	20%	\$ 100.00
<b>HIGH TIER MOBILE APX L3 - PS Dual Band</b>					
APX7500	M30TSS9PW1 N	<b>APX7500 DUAL BAND MID POWER</b>	\$ 2,272.00	20%	\$ 1,817.60
APX7500	GA00244	ADD: 7/800MHZ PRIMARY BAND	\$ -	20%	\$ -
APX7500	GA00309	ADD: VHF HP SECONDARY BAND	\$ 400.00	20%	\$ 320.00
APX7500	GA00579	ADD: ENABLE DUAL BAND OPERATION	\$ 600.00	20%	\$ 480.00
APX7500	G806	ENH: ASTRO DIGITAL CAI OP APX	\$ 515.00	20%	\$ 412.00
APX7500	G51	ENH: SMARTZONE OPERATION APX	\$ 1,500.00	20%	\$ 1,200.00
APX7500	QA01748	ADD: ADVANCED SYSTEM KEY - SOFTWARE	\$ 5.00	20%	\$ 4.00
APX7500	G361	ADD: P25 TRUNKING SOFTWARE	\$ 300.00	20%	\$ 240.00
APX7500	G442	ADD: APX O5 CONTROL HEAD	\$ 432.00	20%	\$ 345.60
APX7500	G444	ADD: CONTROL HEAD SOFTWARE	\$ -	20%	\$ -
APX7500	G335	ADD: ANT 1/4 WAVE 762-870 MHZ	\$ 14.00	20%	\$ 11.20
APX7500	G299	ADD: 1/4 WAVE ROOF TOP 150.8-162	\$ 19.50	20%	\$ 15.60
APX7500	W20	ADD:KEYPAD MIC	\$ 180.00	20%	\$ 144.00
APX7500	G831	ADD: SPKR 13 WATT WATER RESISTANT	\$ 60.00	20%	\$ 48.00
APX7500	G67	ADD: REMOTE MOUNT MID POWER	\$ 297.00	20%	\$ 237.60
APX7500	G24	ENH: 2YEAR REPAIR SERVICE ADVANTAGE	\$ 121.00	0%	\$ 121.00
		<b>TOTAL</b>			<b>\$ 5,396.60</b>
<b>HIGH TIER MOBILE APX L3- PS Dual Band/Encrypted</b>					
APX7500	M30TSS9PW1 N	<b>APX7500 DUAL BAND MID POWER</b>	\$ 2,272.00	20%	\$ 1,817.60
APX7500	GA00244	ADD: 7/800MHZ PRIMARY BAND	\$ -	20%	\$ -
APX7500	GA00309	ADD: VHF HP SECONDARY BAND	\$ 400.00	20%	\$ 320.00
APX7500	GA00579	ADD: ENABLE DUAL BAND OPERATION	\$ 600.00	20%	\$ 480.00

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SysSeg	Nomenclature	Description	Unit List Price	Discount	Customer
APX7500	G806	ENH: ASTRO DIGITAL CAI OP APX	\$ 515.00	20%	\$ 412.00
APX7500	G51	ENH: SMARTZONE OPERATION APX	\$ 1,500.00	20%	\$ 1,200.00
APX7500	QA01748	ADD: ADVANCED SYSTEM KEY - SOFTWARE	\$ 5.00	20%	\$ 4.00
APX7500	G361	ADD: P25 TRUNKING SOFTWARE	\$ 300.00	20%	\$ 240.00
APX7500	G442	ADD: APX O5 CONTROL HEAD	\$ 432.00	20%	\$ 345.60
APX7500	G444	ADD: CONTROL HEAD SOFTWARE	\$ -	20%	\$ -
APX7500	G335	ADD: ANT 1/4 WAVE 762-870 MHZ	\$ 14.00	20%	\$ 11.20
APX7500	G299	ADD: 1/4 WAVE ROOF TOP 150.8-162	\$ 19.50	20%	\$ 15.60
APX7500	W20	ADD:KEYPAD MIC	\$ 180.00	20%	\$ 144.00
APX7500	G831	ADD: SPKR 13 WATT WATER RESISTANT	\$ 60.00	20%	\$ 48.00
APX7500	G67	ADD: REMOTE MOUNT MID POWER	\$ 297.00	20%	\$ 237.60
APX7500	G24	ENH: 2 YEAR REPAIR SERVICE ADVANTAGE	\$ 121.00	0%	\$ 121.00
APX7500	G843	ADD:AES ENCRYPTION	\$ 475.00	20%	\$ 380.00
		<b>TOTAL</b>			<b>\$ 5,776.60</b>
<b>MID TIER MOBILE APX L2 - PS /Remote Mount</b>					
APX6500	M25URS9PW1 N	<b>APX6500 7/800 MHZ MID POWER MOBILE</b>	\$ 1,899.00	20%	\$ 1,519.20
APX6500	G806	ENH: ASTRO DIGITAL CAI OP APX	\$ 515.00	20%	\$ 412.00
APX6500	G51	ENH: SMARTZONE OPERATION APX6500	\$ 1,200.00	20%	\$ 960.00
APX6500	QA01749	ADD: ADVANCED SYSTEM KEY - SOFTWARE	\$ -	20%	\$ -
APX6500	G361	ADD: P25 TRUNKING SOFTWARE	\$ 300.00	20%	\$ 240.00
APX6500	G442	ADD: APX O5 CONTROL HEAD	\$ 432.00	20%	\$ 345.60
APX6500	G444	ADD: CONTROL HEAD SOFTWARE	\$ -	20%	\$ -
APX6500	G67	ADD: REMOTE MOUNT MID POWER	\$ 297.00	20%	\$ 237.60
APX6500	G335	ADD: ANT 1/4 WAVE 762-870 MHZ	\$ 14.00	20%	\$ 11.20
APX6500	W20	ADD:KEYPAD MIC	\$ 180.00	20%	\$ 144.00
APX6500	G831	ADD: SPKR 13 WATT WATER RESISTANT	\$ 60.00	20%	\$ 48.00
APX6500	G24	ENH: 2 YEAR REPAIR SERVICE ADVANTAGE	\$ 121.00	0%	\$ 121.00
		<b>TOTAL</b>			<b>\$ 4,038.60</b>
<b>MID TIER MOBILE APX L2 - PS /Encrypted/Remote Mount</b>					
APX6500	M25URS9PW1 N	<b>APX6500 7/800 MHZ MID POWER MOBILE</b>	\$ 1,899.00	20%	\$ 1,519.20
APX6500	G806	ENH: ASTRO DIGITAL CAI OP APX	\$ 515.00	20%	\$ 412.00



SysSeg	Nomenclature	Description	Unit List Price	Discount	Customer
APX6500	G51	ENH: SMARTZONE OPERATION APX6500	\$ 1,200.00	20%	\$ 960.00
APX6500	QA01749	ADD: ADVANCED SYSTEM KEY - SOFTWARE	\$ -	20%	\$ -
APX6500	G361	ADD: P25 TRUNKING SOFTWARE	\$ 300.00	20%	\$ 240.00
APX6500	G442	ADD: APX O5 CONTROL HEAD	\$ 432.00	20%	\$ 345.60
APX6500	G444	ADD: CONTROL HEAD SOFTWARE	\$ -	20%	\$ -
APX6500	G67	ADD: REMOTE MOUNT MID POWER	\$ 297.00	20%	\$ 237.60
APX6500	G335	ADD: ANT 1/4 WAVE 762-870 MHZ	\$ 14.00	20%	\$ 11.20
APX6500	W20	ADD:KEYPAD MIC	\$ 180.00	20%	\$ 144.00
APX6500	G831	ADD: SPKR 13 WATT WATER RESISTANT	\$ 60.00	20%	\$ 48.00
APX6500	G24	ENH: 2 YEAR REPAIR SERVICE ADVANTAGE	\$ 121.00	0%	\$ 121.00
APX6500	G843	ADD: AES ENCRYPTION	\$ 475.00	20%	\$ 380.00
		<b>TOTAL</b>			<b>\$ 4,418.60</b>
<b>MID TIER MOBILE APX L2 PS /Encrypted- Dash Mount</b>				20%	
APX6500	M25URS9PW1 N	<b>APX6500 7/800 MHZ MID POWER MOBILE</b>	\$ 1,899.00	20%	\$ 1,519.20
APX6500	G806	ENH: ASTRO DIGITAL CAI OP APX	\$ 515.00	20%	\$ 412.00
APX6500	G51	ENH: SMARTZONE OPERATION APX6500	\$ 1,200.00	20%	\$ 960.00
APX6500	QA01749	ADD: ADVANCED SYSTEM KEY - SOFTWARE	\$ -	20%	\$ -
APX6500	G361	ADD: P25 TRUNKING SOFTWARE	\$ 300.00	20%	\$ 240.00
APX6500	G442	ADD: APX O5 CONTROL HEAD	\$ 432.00	20%	\$ 345.60
APX6500	G444	ADD: CONTROL HEAD SOFTWARE	\$ -	20%	\$ -
APX6500	G66	ADD: DASH MOUNT MID POWER	\$ 125.00	20%	\$ 100.00
APX6500	G335	ADD: ANT 1/4 WAVE 762-870 MHZ	\$ 14.00	20%	\$ 11.20
APX6500	W22	ADD:KEYPAD MIC	\$ 180.00	20%	\$ 144.00
APX6500	G831	ADD: SPKR 13 WATT WATER RESISTANT	\$ 60.00	20%	\$ 48.00
APX6500	G24	ENH: 2 YEAR REPAIR SERVICE ADVANTAGE	\$ 121.00	0%	\$ 121.00
APX6500	G843	ADD: AES ENCRYPTION	\$ 475.00	20%	\$ 380.00
		<b>TOTAL</b>			<b>\$ 4,281.00</b>
<b>MID TIER MOBILE APX L1 PS /- Dash Mount</b>					
APX4500	M51URS9PW N	APX 4500 7/800 MHZ MID POWER	\$ 2,150.00	20%	\$ 1,720.00
APX4500	QA02756	ADD:9600 BAUD TRUNKING	\$ 1,570.00	20%	\$ 1,256.00
APX4500	QA01749	ADD:ADVANCED SYSTEM KEY SOFTWARE	\$ -	20%	\$ -

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SysSeg	Nomenclature	Description	Unit List Price	Discount	Customer
APX4500	INCL	ADD:APX 02 CONTROL HEAD	\$ -	20%	\$ -
APX4500	G444	ADD: CONTROL HEAD SOFTWARE	\$ -	20%	\$ -
APX4500	G66	ADD: DASH MOUNT MID POWER	\$ 125.00	20%	\$ 100.00
APX4500	G335	ADD:1/4 WAVE ANTENNA 762-870 MHZ	\$ 14.00	20%	\$ 11.20
APX4500	W22	ADD: KEY PAD MICROPHONE	\$ 180.00	20%	\$ 144.00
APX4500	G24	ENH: 2 YEAR REPAIR SERVICE ADVANTAGE	\$ 121.00	0%	\$ 121.00
		<b>TOTAL</b>			<b>\$ 3,352.20</b>
		<b>MID TIER MOBILE APX L1 PS / Encrypted - Dash Mount</b>			
APX4500	M51URS9PW N	APX 4500 7/800 MHZ MID POWER	\$ 2,150.00	20%	\$ 1,720.00
APX4500	QA02756	ADD:9600 BAUD TRUNKING	\$ 1,570.00	20%	\$ 1,256.00
APX4500	QA01749	ADD:ADVANCED SYSTEM KEY SOFTWARE	\$ -	20%	\$ -
APX4500	INCL	ADD:APX 02 CONTROL HEAD	\$ -	20%	\$ -
APX4500	G444	ADD: CONTROL HEAD SOFTWARE	\$ -	20%	\$ -
APX4500	G66	ADD: DASH MOUNT MID POWER	\$ 125.00	20%	\$ 100.00
APX4500	G335	ADD:1/4 WAVE ANTENNA 762-870 MHZ	\$ 14.00	20%	\$ 11.20
APX4500	W22	ADD: KEY PAD MICROPHONE	\$ 180.00	20%	\$ 144.00
APX4500	G24	ENH: 2 YEAR REPAIR SERVICE ADVANTAGE	\$ 121.00	0%	\$ 121.00
APX4500	G843	ADD: AES ENCRYPTION	\$ 475.00	20%	\$ 380.00
		<b>TOTAL</b>			<b>\$ 3,732.20</b>
		<b>LOW TIER MOBILE PS /- Dash Mount REDUNDANT</b>			
APX4500	M51URS9PW N	APX 4500 7/800 MHZ MID POWER	\$ 2,150.00	20%	\$ 1,720.00
APX4500	QA02756	ADD:9600 BAUD TRUNKING	\$ 1,570.00	20%	\$ 1,256.00
APX4500	QA01749	ADD:ADVANCED SYSTEM KEY SOFTWARE	\$ -	20%	\$ -
APX4500	INCL	ADD:APX 02 CONTROL HEAD	\$ -	20%	\$ -
APX4500	G444	ADD: CONTROL HEAD SOFTWARE	\$ -	20%	\$ -
APX4500	G66	ADD: DASH MOUNT MID POWER	\$ 125.00	20%	\$ 100.00
APX4500	G335	ADD:1/4 WAVE ANTENNA 762-870 MHZ	\$ 14.00	20%	\$ 11.20
APX4500	W20	ADD: PALM MICROPHONE	\$ 72.00	20%	\$ 57.60
APX4500	G24	ENH: 2 YEAR REPAIR SERVICE ADVANTAGE	\$ 121.00	0%	\$ 121.00
		<b>TOTAL</b>			<b>\$ 3,265.80</b>



SysSeg	Nomenclature	Description	Unit List Price	Discount	Customer
<b>SEE CATALOG FOR OTHER OPTIONS &amp; ACCESSORIES</b>					
<b>Enhancement Options - Low &amp; Mid &amp; High APX Mobile</b>					
	W947	ADD: RS232 PACKET DATA INTERFACE	\$ 200.00	20%	\$ 160.00
	GA00229	ADD: GPS ACTIVATION (REQUIRES W947)	\$ 100.00	20%	\$ 80.00
	GA01767	RADIO AUTHENTICATION	\$ 100.00	20%	\$ 80.00
	GA01771	ENHANCEMENT LEVEL 2	\$ 200.00	20%	\$ 160.00
	G170	RADIO TRACE / REMOTE MONITOR	\$ 75.00	20%	\$ 60.00
	GA00226	ADD ; GPS ANTENNA	\$ 75.00	20%	\$ 60.00
	G996	ADD: OVER THE AIR PROVISIONING (REQUIRES W947)	\$ 100.00	20%	\$ 80.00
	QA01648	ADD: ADVANCED SYSTEM KEY - HARDWARE KEY	\$ 5.00	20%	\$ 4.00
	W355	ADD: STATUS MESSAGE 8	\$ 475.00	20%	\$ 380.00
	W599	ADD: 8 MODE DIRECT ENTRY	\$ 180.00	20%	\$ 144.00
	W591	ADD: AUXILLARY SWITCH PANEL	\$ 165.00	20%	\$ 132.00
	W116	ADD: EXTERNAL ALARM RELAY AND CABLE	\$ 75.00	20%	\$ 60.00
	GA00232	ADD: 4 YEAR REPAIR SERVICE ADVANTAGE	\$ 319.00	0%	\$ 319.00
	G625	ADD: DES/DES-XL/DES-OFB ENCRYPTION	\$ 599.00	20%	\$ 479.20
	W969	ADD: MULTIPLE KEY ENCRYPTION OPERATION	\$ 330.00	20%	\$ 264.00
<b>CONTROL STATION -</b>					
APX6500 CS	M25URS9PW1 N	APX6500 7/800 MHZ MID POWER MOBILE	\$ 1,899.00	20%	\$ 1,519.20
APX6500 CS	G806	ENH: ASTRO DIGITAL CAI OP APX	\$ 515.00	20%	\$ 412.00
APX6500 CS	G51	ENH: SMARTZONE OPERATION APX6500	\$ 1,200.00	20%	\$ 960.00
APX6500 CS	QA01749	ADD: ADVANCED SYSTEM KEY - SOFTWARE	\$ -	20%	\$ -
APX6500 CS	G361	ADD: P25 TRUNKING SOFTWARE	\$ 300.00	20%	\$ 240.00
APX6500 CS	G442	ADD: APX O5 CONTROL HEAD	\$ 432.00	20%	\$ 345.60
APX6500 CS	G444	ADD: CONTROL HEAD SOFTWARE	\$ -	20%	\$ -
APX6500 CS	G66	ADD: DASH MOUNT 05	\$ 125.00	20%	\$ 100.00
APX6500 CS	G89	ADD: NO RF ANTENNA NEEDED	\$ -	20%	\$ -
APX6500 CS	W382	ADD: CONTROL STATION DESK GCAI MIC	\$ 169.00	20%	\$ 135.20
APX6500 CS	G142	ADD: NO SPEAKER NEEDED	\$ -	20%	\$ -
APX6500 CS	G91	ADD: CONTROL STATION POWER SUPPLY	\$ 269.00	20%	\$ 215.20
APX6500 CS	W665	ADD: CONTROL STATION OPERATION	\$ 70.00	20%	\$ 56.00

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APX6500 CS	RRA4921	ANTENNA, MOBILE, 806-900 MHZ	\$ 47.00	20%	\$ 37.60
APX6500 CS	G24	ENH: 2 YEAR REPAIR SERVICE ADVANTAGE	\$ 121.00	0%	\$ 121.00
		<b>TOTAL</b>		20%	<b>\$ 4,141.80</b>
<b>CONTROL STATION - PS Encrypted</b>					
APX6500 CS	M25URS9PW1 N	APX6500 7/800 MHZ MID POWER MOBILE	\$ 1,899.00	20%	\$ 1,519.20
APX6500 CS	G806	ENH: ASTRO DIGITAL CAI OP APX	\$ 515.00	20%	\$ 412.00
APX6500 CS	G51	ENH: SMARTZONE OPERATION APX6500	\$ 1,200.00	20%	\$ 960.00
APX6500 CS	QA01749	ADD: ADVANCED SYSTEM KEY - SOFTWARE	\$ -	20%	\$ -
APX6500 CS	G361	ADD: P25 TRUNKING SOFTWARE	\$ 300.00	20%	\$ 240.00
APX6500 CS	G442	ADD: APX O5 CONTROL HEAD	\$ 432.00	20%	\$ 345.60
APX6500 CS	G444	ADD: CONTROL HEAD SOFTWARE	\$ -	20%	\$ -
APX6500 CS	G66	ADD: DASH MOUNT 05	\$ 125.00	20%	\$ 100.00
APX6500 CS	G89	ADD: NO RF ANTENNA NEEDED	\$ -	20%	\$ -
APX6500 CS	W382	ADD: CONTROL STATION DESK GCAI MIC	\$ 169.00	20%	\$ 135.20
APX6500 CS	G142	ADD: NO SPEAKER NEEDED	\$ -	20%	\$ -
APX6500 CS	G843	ADD: AES ENCRYPTION APX	\$ 475.00	20%	\$ 380.00
APX6500 CS	G91	ADD: CONTROL STATION POWER SUPPLY	\$ 269.00	20%	\$ 215.20
APX6500 CS	W665	ADD: CONTROL STATION OPERATION	\$ 70.00	20%	\$ 56.00
APX6500 CS	RRA4921	ANTENNA, MOBILE, 806-900 MHZ	\$ 47.00	20%	\$ 37.60
APX6500 CS	G24	ENH: 2 YEAR REPAIR SERVICE ADVANTAGE	\$ 121.00	0%	\$ 121.00
		<b>TOTAL</b>			<b>\$ 4,521.80</b>
<b>SEE CATALOG FOR OTHER OPTIONS &amp; ACCESSORIES</b>					
<b>Enhancement Options - Public Safety Control Station</b>					
	G625	ADD: DES/DES-XL/DES-OFB ENCRYPTION	\$ 599.00	20%	\$ 479.20
	W969	ADD: MULTIPLE KEY ENCRYPTION OPERATION	\$ 330.00	20%	\$ 264.00
<b>Installation Options - Control Station Antenna Systems</b>					
	L1702	CABLE: 1/2" SUPERFLEX POLY JKT PER FOOT	\$ 4.25	15%	\$ 3.61
	CDN6579	1/2" TYPE N MALE PLATED CONNECTOR	\$ 55.00	15%	\$ 46.75
	DSSY450SF1SNM	YAGI DIRECTIONAL ANTENNA, 6.5 DBD GAIN	\$ 672.00	15%	\$ 571.20
	DS1090501WA	RF LIGHTNING SUPPRESSOR 700-1000MHZ	\$ 185.00	15%	\$ 157.25



**Sumter County, Florida**  
RFP # 036-0-2011/AT, P25 Digital Public Safety Radio Network  
Infrastructure/Subscriber Equipment Pricing Response – January 17, 2012

SysSeg	Nomenclature	Description	Unit List Price	Discount	Customer
<b>PORTABLE SUBSCRIBER PROGRAMMING EQUIPMENT</b>					
Prgmng	RVN5224A	ASTRO DIGITAL APX PORTABLE CPS	\$ 365.00	0%	\$ 365.00
Prgmng	RVN4186	SOFTWARE FOR ASTRO 25 PORTABLE/MOBI	\$ 375.00	0%	\$ 375.00
ASK	DVN4046	MASTER ADVANCED SYSTEM KEY STARTER KIT	\$ 500.00	0%	\$ 500.00
Prgmng	Q157	ADD: APX PROGRAMMING CABLE	\$ 75.00	20%	\$ 60.00
Prgmng	RKN4105	CABLE- PROGRAMMING USB XTS	\$ 237.00	20%	\$ 189.60

**Sumter County, Florida**

RFP # 036-0-2011/AT, P25 Digital Public Safety Radio Network  
 Infrastructure/Subscriber Equipment Pricing Response – January 17, 2012





## Section 3. Financing Options

Motorola has provided financing information on the following pages.

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Date: January 12, 2012

Financing proposal for: Sumter County, FL

Communications System Financing Proposal

Motorola Solutions Credit Company LLC is pleased to submit the following proposal for the financing of your Motorola Astro P-25 solution in accordance with the terms and conditions outlined below:

Transaction Type: Municipal Lease-Purchase Agreement
Lessor: Motorola Solutions, Inc. (or its Assignee)
Lessee: Sumter County, FL
Amount: \$9,994,229.27 (RFP Compliant Solution)
Down Payment: \$0.00
Balance to Finance: \$9,994,229.27
Equipment: As per the Motorola equipment proposal.
Title: Title to the equipment will vest with the Lessee.
Insurance: Lessee will be responsible to insure the equipment as outlined in the lease contract.
Taxes: Personal property, sales, leasing, use, stamp, or other taxes are for the account of the Lessee.

Table with 5 columns: Option One, Option Two, Option Three, Option Four. Rows include Lease Term (Five, Seven, Ten, Twelve Years), Payment Frequency (Annual), Payment Structure (Arrears), Lease Rate (2.69%, 2.91%, 3.37%, 3.72%), Lease Factor (0.216426, 0.159962, 0.119455, 0.104828), Lease Payment (\$2,163,006.39, \$1,598,700.62, \$1,193,858.69, #####), and Payment Commencement (First payment due one year after contract execution).

Expiration: This interest rate methodology is valid for all leases commenced by 2/11/2012

Indexing arrangement -Non bank qualified structure 5, 7, 10 and 12 year terms

The Lease Payments shall be calculated using a rate of interest ("Lease Rate") that is initial indexed to the five (5), seven (7), ten (10) or twelve year (12) average life Interest Rate Swap (th "Index Rate") as reported on the Federal Reserve Statistical Release H.15 Report. The average lif Interest Rate Swap corresponds to the respective lease term. The H.15 Report can be accessed :

The following H.15 average life Index Rates were in place at the approximate time this quote wa issued:

- 5 year : .73%
7 year: 1.03%
10 year: 1.47%
12 year: 1.75

H15 rates as of 1/11/12 5yr .75%, 7yr .99%, 10yr 1.39% 12 year1.65%

Qualifications: Receipt of a properly executed documentation package. Lessee qualifies as a political subdivision or agency of the State as defined in the Internal Revenue Code of 1986. The interest portion of the Lease Payments shall be excludable from the Lessor's gross income pursuant to Section 103 of the Internal Revenue Code. Receipt of a copy of the last years audited financial statements and current year's budget from the Lessee. This proposal should not be construed as a commitment to finance. It is subject to final Motorola credit committee approval. This quote is based on the general level of interest rates, primarily U.S. Treasury Bills of like term maturity. Any movement in those rates in excess of 10 basis points will result in the revision of this quote.

Documentation: Municipal Equipment Lease Purchase Agreement
Opinion of Counsel
Schedule A / Equipment List
Schedule B / Amortization Schedule
8038G
UCC-1
Certificate of Incumbency
Statement of Essential Use/Source of Funds
Evidence of Insurance or Statement of Self Insurance
Resolution from governing body authorizing the execution of the Lease

Please feel free to contact me if there are any questions or if an alternate structuring is required.

Regards,
Bill Stancik
Motorola Customer Financing
847-538-4531

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Date: January 12, 2012

Financing proposal for: Sumter County, FL

Communications System Financing Proposal

Motorola Solutions Credit Company LLC is pleased to submit the following proposal for the financing of your Motorola Astro P-25 solution in accordance with the terms and conditions outlined below:

Transaction Type: Municipal Lease-Purchase Agreement
Lessor: Motorola Solutions, Inc. (or its Assignee)
Lessee: Sumter County, FL
Amount: \$10,577,600.47 (Enhanced Interoperability Solution)
Down Payment: \$0.00
Balance to Finance: \$10,577,600.47
Equipment: As per the Motorola equipment proposal.
Title: Title to the equipment will vest with the Lessee.
Insurance: Lessee will be responsible to insure the equipment as outlined in the lease contract.
Taxes: Personal property, sales, leasing, use, stamp, or other taxes are for the account of the Lessee.

Table with 5 columns: Option One, Option Two, Option Three, Option Four. Rows include Lease Term, Payment Frequency, Payment Structure, Lease Rate, Lease Factor, Lease Payment, and Payment Commencement.

Expiration: This interest rate methodology is valid for all leases commenced by 2/11/2012

Indexing arrangement -Non bank qualified structure 5, 7, 10 and 12 year terms

The Lease Payments shall be calculated using a rate of interest ("Lease Rate") that is initial indexed to the five (5), seven (7), ten (10) or twelve year (12) average life Interest Rate Swap (th "Index Rate") as reported on the Federal Reserve Statistical Release H.15 Report.

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7 year: 1.03%
10 year: 1.47%
12 year: 1.75

H15 rates as of 1/11/12 5yr .75%, 7yr .99%, 10yr 1.39% 12 year1.65%

Qualifications: Receipt of a properly executed documentation package. Lessee qualifies as a political subdivision or agency of the State as defined in the Internal Revenue Code of 1986. Receipt of a copy of the last years audited financial statements and current year's budget from the Lessee. This proposal should not be construed as a commitment to finance. It is subject to final Motorola credit committee approval.

Documentation: Municipal Equipment Lease Purchase Agreement
Opinion of Counsel
Schedule A / Equipment List
Schedule B / Amortization Schedule
8038G
UCC-1
Certificate of Incumbency
Statement of Essential Use/Source of Funds
Evidence of Insurance or Statement of Self Insurance
Resolution from governing body authorizing the execution of the Lease

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Date: January 12, 2012

Financing proposal for: Sumter County, FL

Communications System Financing Proposal

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Transaction Type: Municipal Lease-Purchase Agreement
Lessor: Motorola Solutions, Inc. (or its Assignee)
Lessee: Sumter County, FL
Amount: \$8,994,229.27 (Alternate System Design)
Down Payment: \$0.00
Balance to Finance: \$8,994,229.27
Equipment: As per the Motorola equipment proposal.
Title: Title to the equipment will vest with the Lessee.
Insurance: Lessee will be responsible to insure the equipment as outlined in the lease contract.
Taxes: Personal property, sales, leasing, use, stamp, or other taxes are for the account of the Lessee.

Table with 5 columns: Option One, Option Two, Option Three, Option Four. Rows include Lease Term, Payment Frequency, Payment Structure, Lease Rate, Lease Factor, Lease Payment, and Payment Commencement.

Expiration: This interest rate methodology is valid for all leases commenced by 2/11/2012

Indexing arrangement -Non bank qualified structure 5, 7, 10 and 12 year terms

The Lease Payments shall be calculated using a rate of interest ("Lease Rate") that is initial indexed to the five (5), seven (7), ten (10) or twelve year (12) average life Interest Rate Swap (th "Index Rate") as reported on the Federal Reserve Statistical Release H.15 Report.

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Qualifications: Receipt of a properly executed documentation package. Lessee qualifies as a political subdivision or agency of the State as defined in the Internal Revenue Code of 1986. Receipt of a copy of the last years audited financial statements and current year's budget from the Lessee. This proposal should not be construed as a commitment to finance. It is subject to final Motorola credit committee approval.

Documentation: Municipal Equipment Lease Purchase Agreement
Opinion of Counsel
Schedule A / Equipment List
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8038G
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Certificate of Incumbency
Statement of Essential Use/Source of Funds
Evidence of Insurance or Statement of Self Insurance
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Please feel free to contact me if there are any questions or if an alternate structuring is required.

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Bill Stancik
Motorola Customer Financing
847-538-4531

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## Municipal Lease-Purchase Agreement

**"The Affordability Advantage"** At Motorola Customer Financing, we specialize in designing funding programs specifically structured to meet our customer's cash flow and budget requirements.

### Program Elements

- Financing contracts can be match funded or advance funded depending on a customer's financial objectives:
  - ✓ Minimize interest rate risk.
  - ✓ Minimize total project cash flow.
  - ✓ Achieve annual budget.
- Payment frequency can be tailored to match the availability of customer fundings.
- Although the underlying financing structure typically incorporates a fixed rate, variable rates, graduated payment programs, and deferred payment plans can be offered to maximize a customer's alternatives.
- Construction period financing is available to accommodate the timing of milestone implementation and project duration.
- The lease obligation can be paid off during the financing period, free from any penalties.
- Every payment builds equity towards ownership.
- Title to the equipment transfers upon equipment acceptance.
- Unlike most bonds, a reserve/contingency fund is not required, thereby making the lease purchase highly competitive with bonds.
- Due to a non-appropriation clause, payments are usually classified as expense rather than debt.

### Financing Advantages

- Because interest payments from a qualifying government entity are exempt from federal income taxes, Motorola can share this benefit by offering lower interest rates.
- One-hundred percent (100%) of a project's acquisition cost can be financed.
- Facilitates the ease of doing business by offering the customer comprehensive single vendor solution.
- Accelerates the implementation of operational objectives allowing the entire system to be acquired today.
- Unlike general obligation bonds, the municipal lease purchase agreement may not require the need for voter approval, thereby shortening the acquisition cycle.
- Eliminates costly bond counsel, underwriting, printing, and other up front fees normally associated with issuing general obligation bonds.
- Provides for an additional source of financing by leaving existing credit lines and bond issuance capabilities undisturbed.
- Stretches limited public sector investment dollars by requiring future taxpayers to pay for the use of equipment as it is being used versus paying for the entire acquisition today.
- Spreads the cost over a shorter period than bond financing to more closely match the equipment's useful life.
- Can expedite the acquisition process for future add-on purchases.
- Acts as an inflation hedge against future product price and interest rate increases.
- May streamline asset administration by offering customized billing tailored to track inventory by radio unit, location, and department.



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