



NORTH RICHLAND HILLS, CITY OF

APX Next QTY 20

08/21/2023

08/21/2023

NORTH RICHLAND HILLS, CITY OF
4301 CITY POINT DR
NORTH RICHLAND HILLS, TX 76180

RE: Motorola Quote for APX Next QTY 20
Dear Raelyn Darnell,

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

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

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

Sincerely,

Jonathan Castilaw

Motorola Solutions Manufacturer's Representative

Billing Address:
NORTH RICHLAND HILLS, CITY
OF
4301 CITY POINT DR
NORTH RICHLAND HILLS,
TX 76180
US

Shipping Address:
NORTH RICHLAND HILLS, CITY
OF
4301 CITY POINT DR
NORTH RICHLAND
HILLS, TX 76180
US

Quote Date:08/21/2023
Expiration Date:10/20/2023
Quote Created By:
Jonathan Castilaw
jonathancastilaw@callmc.com

End Customer:
NORTH RICHLAND HILLS, CITY OF
Raelyn Darnell
rdarnell@nrhfd.com

Contract: 50054 - FORT WORTH TX

Summary:

Quote based on HGAC RA05-21 with additional discounts applied as primary user on 044A system per Fort Worth contract #50054

Line #	Item Number	Description	Qty	Term	List Price	Sale Price	Ext. Sale Price
	APX™ NEXT	APX NEXT SINGLE BAND					
1	H45TGT9PW8AN	APX NEXT SINGLE BAND MODEL 4.5 PORTABLE	20		\$6,641.00	\$3,878.34	\$77,566.80
1a	QA00569AP	ADD: 7/800MHZ BAND	20		\$0.00	\$0.00	\$0.00
1b	BD00001AA	ADD: CORE BUNDLE	20		\$3,106.00	\$1,813.90	\$36,278.00
1c	H499KC	ENH: SUBMERSIBLE (DELTA T)	20		Included	Included	Included
1d	H38DA	ADD: SMARTZONE OPERATION	20		Included	Included	Included
1e	Q806CH	ADD: ASTRO DIGITAL CAI OPERATION	20		Included	Included	Included
1f	Q361CD	ADD: P25 9600 BAUD TRUNKING	20		Included	Included	Included
1g	QA09028AA	ADD: VIQI VC RADIO OPERATION	20		Included	Included	Included
1h	QA03399AK	ADD: ENHANCED DATA	20		Included	Included	Included
1i	Q387CB	ADD: MULTICAST VOTING SCAN	20		Included	Included	Included



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

Line #	Item Number	Description	Qty	Term	List Price	Sale Price	Ext. Sale Price
1j	QA00580BA	ADD: TDMA OPERATION	20		Included	Included	Included
1k	QA09001AM	ADD: WIFI CAPABILITY	20		Included	Included	Included
1l	Q629BD	ENH: AES ENCRYPTION AND ADP	20		Included	Included	Included
1m	QA07710AA	ALT: STUBBY 7-800MHZ 6CM ANTENNA	20		\$0.00	\$0.00	\$0.00
1n	Q698AE	ALT: PLASTIC CARRY HOLSTER WITH 3 INCH CLIP	20		\$0.00	\$0.00	\$0.00
1o	QA09030AA	ADD: MOTOROLA HOSTED RADIOCENTRAL W CPS	20		\$0.00	\$0.00	\$0.00
1p	H636AB	ADD: APX NEXT APPLICATION BUNDLE PROMO+	20		-\$300.00	-\$300.00	-\$6,000.00
1q	H637AB	ADD: RADIO CENTRAL PROGRAMMING PROMO CARVE OUT+	20		-\$32.04	-\$32.04	-\$640.80
1r	QA09017AA	ADD: LTE WITH ACTIVE SERVICE AT&T US	20		\$0.00	\$0.00	\$0.00
2	NNTN9216A	BATTERY PACK,IMPRES GEN2, LIION,IP68, 4400T	20		\$248.05	\$186.04	\$3,720.80
3	SSV01P01407B	SMARTPROGRAMMING PROMO+	20	1 YEAR	\$75.00	\$75.00	\$1,500.00
4	SSV01P01406A	SMARTCONNECT PROMO+	20	1 YEAR	\$75.00	\$75.00	\$1,500.00
5	SSV01P01476A	SMARTLOCATE PROMO+	20	1 YEAR	\$75.00	\$75.00	\$1,500.00
6	SSV01P01902A	SMARTMAPPING PROMO+	20	1 YEAR	\$75.00	\$75.00	\$1,500.00
7	SSV01P01685B	ELIGIBLE FOR PROMO - CC AWARE STARTER+	20	1 YEAR	\$0.00	\$0.00	\$0.00
8	LSV01S03446A	APX NEXT DMS ESSENTIAL	20	3 YEARS	\$230.76	\$230.76	\$4,615.20
9	LSV01P03092A	RADIOCENTRAL PROGRAMMING PROMO	20	1 YEAR	\$32.04	\$32.04	\$640.80
10	LSV00Q00202A	DEVICE PROGRAMMING	20		\$100.00	\$100.00	\$2,000.00



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Line #	Item Number	Description	Qty	Term	List Price	Sale Price	Ext. Sale Price
11	PMLN8120A	RX ONLY XL CLEAR TUBE EARPIECE, 3.5MM JACK	20		\$75.60	\$56.70	\$1,134.00
12	NNTN9199A	IMPRES 2 SUC, 3.0A, 120VAC, TYPE A PLUG, NA	20		\$169.56	\$127.17	\$2,543.40
13	PMMN4136B	XVP830 REMOTE SPEAKER MICROPHONE NO CHANNEL KNOB	20		\$486.00	\$364.50	\$7,290.00

Grand Total **\$135,148.20(USD)**

Pricing Summary

	List Price	Sale Price
Upfront Costs for Hardware, Accessories and Implementation (if applicable), plus Subscription Fee	\$218,062.60	\$132,071.40
Year 2 Subscription Fee	\$1,538.40	\$1,538.40
Year 3 Subscription Fee	\$1,538.40	\$1,538.40
Grand Total System Price	\$221,139.40	\$135,148.20

Notes:

+ Promotional pricing for 1 year Application Service trial.



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

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

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

Motorola Solutions, Inc.

Customer

By: _____

By: _____

Name: _____

Name: _____

Title: _____

Title: _____

Date: _____

Date: _____

- Unless otherwise noted, this quote excludes sales tax or other applicable taxes (such as Goods and Services Tax, sales tax, Value Added Tax and other taxes of a similar nature). Any tax the customer is subject to will be added to invoices.



APX NEXT RADIO SOLUTIONS

Overview

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

Key benefits of the APX NEXT include the following:

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

Evolving with Applications Services

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

SmartConnect

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

SmartLocate

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



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

SmartProgramming

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

SmartMapping

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





Purchase Order Checklist

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

PO Number/ Contract Number

PO Date

Vendor = Motorola Solutions, Inc.

Payment (Billing) Terms/ State Contract Number

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

Bill-To Address

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

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

PO Amount must be equal to or greater than Order Total

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

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

Ship To Contact Name & Phone #

Tax Exemption Status

Signatures (As required)