# MOTOROLA SOLUTIONS



## NORTH PORT, CITY OF

### 10/11/2023

**MOTOROLA** *SOLUTIONS*

10/11/2023

NORTH PORT, CITY OF
4970 CITY HALL BLVD
NORTH PORT, FL 34286

Dear Nicholas Herlohy,

Motorola Solutions is pleased to present NORTH PORT, 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 PORT, CITY OF with the best products and services available in the communications industry. Please direct any questions to Karen DiMarco at kdimarco@emciwireless.com.

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

Sincerely,

Karen DiMarco

Motorola Solutions Manufacturer's Representative

MOTOROLA SOLUTIONS

Billing Address:
NORTH PORT, CITY OF
4970 CITY HALL BLVD
NORTH PORT, FL 34286
US

Shipping Address:
NORTH PORT, CITY OF
N PORT FIRE RESCUE DEPT,
CITY OF
4980 CITY CTR BLVD
NORTH PORT, FL 34286
US

Quote Date:10/11/2023
Expiration Date:02/02/2024
Quote Created By:
Karen DiMarco
kdimarco@emciwireless.com

End Customer:
NORTH PORT, CITY OF
Nicholas Herlohy
nherlihy@northportfl.gov
941-253-6275

Contract:  19860 - NASPO 00318
Payment Terms:30 NET

| Line # | Item Number | Description | Qty | Term | List Price | Disc % | Sale Price | Ext. Sale Price |
|---|---|---|---|---|---|---|---|---|
| | APX™ NEXT | APX NEXT XN ALL | | | | | | |
| 1 | H55TGU9PW8AN | APX NEXT XN; ALL-BAND MODEL 4.5 PORTABLE | 99 | | $10,441.00 | 27.0% | $7,621.93 | $754,571.07 |
| 1a | Q387CB | ADD: MULTICAST VOTING SCAN | 99 | | Included | Included | Included | Included |
| 1b | QA09030AA | ADD: MOTOROLA HOSTED RADIOCENTRAL W CPS* | 99 | | $0.00 | 0.0% | $0.00 | $0.00 |
| 1c | BD00004AA | ADD: CORE BUNDLE XN | 99 | | $2,996.00 | 27.0% | $2,187.08 | $216,520.92 |
| 1d | Q806CH | ADD: ASTRO DIGITAL CAI OPERATION | 99 | | Included | Included | Included | Included |
| 1e | Q498BN | ENH: ASTRO 25 OTAR W/ MULTIKEY | 99 | | Included | Included | Included | Included |
| 1f | H637AB | ADD: RADIO CENTRAL PROGRAMMING PROMO CARVE OUT+ | 99 | | -$32.04 | 0.0% | -$32.04 | -$3,171.96 |
| 1g | QA08852AA | ADD: LEATHER CARRY CASE XN | 99 | | $114.00 | 27.0% | $83.22 | $8,238.78 |

**MOTOROLA** *SOLUTIONS*

| Line # | Item Number | Description | Qty | Term | List Price | Disc % | Sale Price | Ext. Sale Price |
|---|---|---|---|---|---|---|---|---|
| 1h | QA03399AK | ADD: ENHANCED DATA | 99 | | Included | Included | Included | Included |
| 1i | Q15AU | ADD: AES/DES-XL/DES-OFB ENCRYPTION AND ADP | 99 | | Included | Included | Included | Included |
| 1j | QA01767BL | ADD: P25 LINK LAYER AUTHENTICATION | 99 | | Included | Included | Included | Included |
| 1k | QA00580BA | ADD: TDMA OPERATION | 99 | | Included | Included | Included | Included |
| 1l | BD00015AA | ADD: OPERATIONAL BUNDLE | 99 | | $207.00 | 27.0% | $151.11 | $14,959.89 |
| 1m | H842BT | ADD: SINGLE UNIT PACKING | 99 | | $0.00 | 0.0% | $0.00 | $0.00 |
| 1n | QA00631AL | ADD: DVRS PSU ACTIVATION | 99 | | Included | Included | Included | Included |
| 1o | QA09001AM | ADD: WIFI CAPABILITY | 99 | | Included | Included | Included | Included |
| 1p | H797DW | ENH: DVP-XL ENCRYPTION AND ADP | 99 | | Included | Included | Included | Included |
| 1q | H636AB | ADD: APX NEXT APPLICATION BUNDLE PROMO+ | 99 | | -$300.00 | 0.0% | -$300.00 | -$29,700.00 |
| 1r | QA09028AA | ADD: VIQI VC RADIO OPERATION | 99 | | Included | Included | Included | Included |
| 1s | H38DA | ADD: SMARTZONE OPERATION | 99 | | Included | Included | Included | Included |
| 1t | BD00010AA | ADD: SECURITY BUNDLE | 99 | | $1,023.00 | 27.0% | $746.79 | $73,932.21 |
| 1u | QA08674AA | ADD: TRIGGER OPTION: APX NEXT XVN500 RSM-NFPA | 99 | | $0.00 | 0.0% | $0.00 | $0.00 |
| 1v | QA01843AR | ADD: MANDOWN OPERATION | 99 | | Included | Included | Included | Included |
| 1w | Q361CD | ADD: P25 9600 BAUD TRUNKING | 99 | | Included | Included | Included | Included |

**MOTOROLA SOLUTIONS**

| Line # | Item Number | Description | Qty | Term | List Price | Disc % | Sale Price | Ext. Sale Price |
|---|---|---|---|---|---|---|---|---|
| 1x | QA09016AA | ADD: LTE FOR VERIZON LTE SERVICE | 99 | | $0.00 | 0.0% | $0.00 | $0.00 |
| 1y | QA09113AA | ADD: BASELINE RELEASE SW | 99 | | $0.00 | 0.0% | $0.00 | $0.00 |
| 2 | SSV01P01407B | SMARTPROGRAMMING PROMO+ | 99 | 1 YEAR | $75.00 | 0.0% | $75.00 | $7,425.00 |
| 3 | SSV01P01406A | SMARTCONNECT PROMO+ | 99 | 1 YEAR | $75.00 | 0.0% | $75.00 | $7,425.00 |
| 4 | SSV01P01476A | SMARTLOCATE PROMO+ | 99 | 1 YEAR | $75.00 | 0.0% | $75.00 | $7,425.00 |
| 5 | SSV01P01902A | SMARTMAPPING PROMO+ | 99 | 1 YEAR | $75.00 | 0.0% | $75.00 | $7,425.00 |
| 6 | SSV01P01685B | ELIGIBLE FOR PROMO - CC AWARE STARTER+ | 99 | 1 YEAR | $0.00 | 0.0% | $0.00 | $0.00 |
| 7 | LSV01S03446A | APX NEXT DMS ESSENTIAL | 99 | 3 YEARS | $230.76 | 0.0% | $230.76 | $22,845.24 |
| 8 | LSV01P03092A | RADIOCENTRAL PROGRAMMING PROMO | 99 | 1 YEAR | $32.04 | 0.0% | $32.04 | $3,171.96 |
| 9 | PMNN4812A | BATTERY PACK, BATT IMPRES 2 LIION UL DIV2 IP68 3400T | 99 | | $285.00 | 27.0% | $208.05 | $20,596.95 |
| 10 | PMMN4138A | ACCESSORY KIT,ACCESSORY KIT, XVN500 REMOTE SPEAKER MIC, HIGH IMPACT GREEN WITHOUT KNOB | 99 | | $775.00 | 27.0% | $565.75 | $56,009.25 |
| 11 | PSV01S02944A | PROVISIONING SUPPORT | 1 | | $0.00 | 0.0% | $0.00 | $0.00 |
| 12 | PSV01S02940A | SMARTMAPPING ENABLEMENT | 1 | | $0.00 | 0.0% | $0.00 | $0.00 |
| 13 | PSV00S01424A | APX NEXT PROVISIONING* | 1 | | $0.00 | 0.0% | $0.00 | $0.00 |

**MOTOROLA SOLUTIONS**

| Line # | Item Number | Description | Qty | Term | List Price | Disc % | Sale Price | Ext. Sale Price |
|---|---|---|---|---|---|---|---|---|
| 14 | NNTN9115A | CHARGER, MULTI-UNIT, IMPRES G2, 6-DISP, US/NA/CA/LA PLUG, ACC-CHARGER | 9 | | $1,420.20 | 27.0% | $1,036.75 | $9,330.75 |
| 15 | PMPN4639B | CHGR VEHICLE IMPRES 2 EXT NA/AU/NZ KIT | 51 | | $599.00 | 27.0% | $437.27 | $22,300.77 |
| 16 | NNTN9199A | IMPRES 2 SUC, 3.0A, 120VAC, TYPE A PLUG, NA | 20 | | $169.56 | 27.0% | $123.78 | $2,475.60 |
| | Product Services | | | | | | | |
| 17 | LSV00Q00202A | DEVICE PROGRAMMING | 99 | | $54.00 | 0.0% | $54.00 | $5,346.00 |
| | Product Services | | | | | | | |
| 18 | LSV00Q00202A | DEVICE PROGRAMMING | 1 | | $1,000.00 | 0.0% | $1,000.00 | $1,000.00 |
| | APX™ NEXT | APX NEXT MULTI | | | | | | |
| 19 | H55TGT9PW8AN | APX NEXT; ALL-BAND MODEL 4.5 PORTABLE | 143 | | $8,241.00 | 27.0% | $6,015.93 | $860,277.99 |
| 19a | BD00001AA | ADD: CORE BUNDLE | 143 | | $3,106.00 | 27.0% | $2,267.38 | $324,235.34 |
| 19b | H499KC | ENH: SUBMERSIBLE (DELTA T) | 143 | | Included | Included | Included | Included |
| 19c | H38DA | ADD: SMARTZONE OPERATION | 143 | | Included | Included | Included | Included |
| 19d | Q806CH | ADD: ASTRO DIGITAL CAI OPERATION | 143 | | Included | Included | Included | Included |
| 19e | QA09028AA | ADD: VIQI VC RADIO OPERATION | 143 | | Included | Included | Included | Included |
| 19f | QA03399AK | ADD: ENHANCED DATA | 143 | | Included | Included | Included | Included |
| 19g | Q387CB | ADD: MULTICAST VOTING SCAN | 143 | | Included | Included | Included | Included |
| 19h | QA00580BA | ADD: TDMA OPERATION | 143 | | Included | Included | Included | Included |
| 19i | QA09001AM | ADD: WIFI CAPABILITY | 143 | | Included | Included | Included | Included |

**MOTOROLA SOLUTIONS**

| Line # | Item Number | Description | Qty | Term | List Price | Disc % | Sale Price | Ext. Sale Price |
|---|---|---|---|---|---|---|---|---|
| 19j | BD00010AA | ADD: SECURITY BUNDLE | 143 | | $1,023.00 | 27.0% | $746.79 | $106,790.97 |
| 19k | QA01767BL | ADD: P25 LINK LAYER AUTHENTICATION | 143 | | Included | Included | Included | Included |
| 19l | Q498BN | ENH: ASTRO 25 OTAR W/ MULTIKEY | 143 | | Included | Included | Included | Included |
| 19m | H797DW | ENH: DVP-XL ENCRYPTION AND ADP | 143 | | Included | Included | Included | Included |
| 19n | Q15AU | ADD: AES/DES-XL/DES-OFB ENCRYPTION AND ADP | 143 | | Included | Included | Included | Included |
| 19o | BD00015AA | ADD: OPERATIONAL BUNDLE | 143 | | $207.00 | 27.0% | $151.11 | $21,608.73 |
| 19p | QA01843AR | ADD: MANDOWN OPERATION | 143 | | Included | Included | Included | Included |
| 19q | QA00631AL | ADD: DVRS PSU ACTIVATION | 143 | | Included | Included | Included | Included |
| 19r | Q361CD | ADD: P25 9600 BAUD TRUNKING | 143 | | Included | Included | Included | Included |
| 19s | H842BR | ADD: SINGLE UNIT PACKING | 143 | | $0.00 | 0.0% | $0.00 | $0.00 |
| 19t | QA09030AA | ADD: MOTOROLA HOSTED RADIOCENTRAL W CPS* | 143 | | $0.00 | 0.0% | $0.00 | $0.00 |
| 19u | H637AB | ADD: RADIO CENTRAL PROGRAMMING PROMO CARVE OUT+ | 143 | | -$32.04 | 0.0% | -$32.04 | -$4,581.72 |
| 19v | H636AB | ADD: APX NEXT APPLICATION BUNDLE PROMO+ | 143 | | -$300.00 | 0.0% | -$300.00 | -$42,900.00 |
| 19w | QA09017AA | ADD: LTE WITH ACTIVE SERVICE AT&T US | 143 | | $0.00 | 0.0% | $0.00 | $0.00 |
| 19x | QA00380AA | ALT: HARD LEATHER CARRY CASE STANDARD BATTERY 2.5 INCH BELT LOOP | 143 | | $75.00 | 27.0% | $54.75 | $7,829.25 |

**MOTOROLA SOLUTIONS**

| Line # | Item Number | Description | Qty | Term | List Price | Disc % | Sale Price | Ext. Sale Price |
|---|---|---|---|---|---|---|---|---|
| 19y | QA09113AA | ADD: BASELINE RELEASE SW | 143 | | $0.00 | 0.0% | $0.00 | $0.00 |
| 20 | NNTN9216A | BATTERY PACK,IMPRES GEN2, LIION,IP68, 4400T | 143 | | $248.05 | 27.0% | $181.08 | $25,894.44 |
| 21 | SSV01P01407B | SMARTPROGRAMMING PROMO+ | 143 | 1 YEAR | $75.00 | 0.0% | $75.00 | $10,725.00 |
| 22 | SSV01P01406A | SMARTCONNECT PROMO+ | 143 | 1 YEAR | $75.00 | 0.0% | $75.00 | $10,725.00 |
| 23 | SSV01P01476A | SMARTLOCATE PROMO+ | 143 | 1 YEAR | $75.00 | 0.0% | $75.00 | $10,725.00 |
| 24 | SSV01P01902A | SMARTMAPPING PROMO+ | 143 | 1 YEAR | $75.00 | 0.0% | $75.00 | $10,725.00 |
| 25 | SSV01P01685B | ELIGIBLE FOR PROMO - CC AWARE STARTER+ | 143 | 1 YEAR | $0.00 | 0.0% | $0.00 | $0.00 |
| 26 | LSV01S03446A | APX NEXT DMS ESSENTIAL | 143 | 3 YEARS | $230.76 | 0.0% | $230.76 | $32,998.68 |
| 27 | LSV01P03092A | RADIOCENTRAL PROGRAMMING PROMO | 143 | 1 YEAR | $32.04 | 0.0% | $32.04 | $4,581.72 |
| 28 | PSV00S01424A | APX NEXT PROVISIONING* | 1 | | $0.00 | 0.0% | $0.00 | $0.00 |
| 29 | PSV03S02465A | APX DMS PROVISIONING PD3* | 1 | | $0.00 | 0.0% | $0.00 | $0.00 |
| 30 | PSV01S02940A | SMARTMAPPING ENABLEMENT | 1 | | $0.00 | 0.0% | $0.00 | $0.00 |
| 31 | PSV01S02944A | PROVISIONING SUPPORT | 1 | | $0.00 | 0.0% | $0.00 | $0.00 |
| 32 | PMMN4136B | XVP830 REMOTE SPEAKER MICROPHONE NO CHANNEL KNOB | 143 | | $486.00 | 27.0% | $354.78 | $50,733.54 |
| | Product Services | | | | | | | |
| 33 | LSV00Q00202A | DEVICE PROGRAMMING | 143 | | $54.00 | 0.0% | $54.00 | $7,722.00 |
| | Product Services | | | | | | | |

**MOTOROLA SOLUTIONS**

| Line # | Item Number | Description | Qty | Term | List Price | Disc % | Sale Price | Ext. Sale Price |
|---|---|---|---|---|---|---|---|---|
| 34 | LSV00Q00202A | DEVICE PROGRAMMING | 1 | | $1,000.00 | 0.0% | $1,000.00 | $1,000.00 |
| 35 | NNTN9199A | IMPRES 2 SUC, 3.0A, 120VAC, TYPE A PLUG, NA | 143 | | $169.56 | 27.0% | $123.78 | $17,700.54 |

**Grand Total**      $2,664,918.91(USD)

0

trade-in and volume incentive: -$249,463.28

final pricing:     $2,415,455.63

**PRICING VALID THROUGH FEBRUARY 2, 2024**

**P.O. BY 02/02/2024**

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

## APX NEXT RADIO SOLUTIONS

### Overview

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

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

### Evolving with Applications Services

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

### SmartConnect

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

### SmartLocate

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

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

## SmartProgramming

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

## SmartMapping

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

**MOTOROLA** SOLUTIONS

# Purchase Order Checklist

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

**PO Number/ Contract Number**

**PO Date**

**Vendor = Motorola Solutions, Inc.**

**Payment (Billing) Terms/ State Contract Number**

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

**Bill-To Address**

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

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

**PO Amount must be equal to or greater than Order Total**

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

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

**Ship To Contact Name & Phone #**

**Tax Exemption Status**

**Signatures (As required)**