



MOTOROLA SOLUTIONS

Motorola Solutions, Inc.
7237 Church Ranch Blvd Suite 406
Westminster, CO 80021

August 9, 2013

Mark Danels
Sheriff of Cochise County
205 North Judd Drive
Bisbee, Arizona 85603

Subject: Cochise County MCC7500 K2 Core VHF Simulcast system

Dear Sheriff Danels,

Motorola Solutions, Inc. ("Motorola") is pleased to have the opportunity to provide Cochise County with quality communications equipment and services. The Motorola project team has taken great care to propose a solution that will meet your needs and provide unsurpassed value.

To best meet the functional and operational specifications of this solicitation, Motorola's solution includes a combination of hardware, software, and services. Specifically, this solution provides:

- 280 APX7000 Dual Band (VHF/800 MHz) portable radios (80 for Sierra Vista, 200 for Cochise County)
- 280 APX7500 Dual Band (VHF/800 MHz) mobile radios (80 for Sierra Vista, 200 for Cochise County)

The pricing in this proposal is based upon the State of Arizona Two-Way Radio Contract #ADSPO 13-036880. The terms and conditions of the State of Arizona Two-Way Radio Contract #ADSPO 13-036880 apply to this proposal and supersede all other terms and conditions, express or implied. This proposal shall remain valid until September 30, 2013.

Please direct any questions to your Motorola account executive, Michael Todd at (623) 239-2991.

Motorola appreciates your interest in our company, products, and services. We look forward to continuing our relationship and implementing this project with Cochise County.

Sincerely,
MOTOROLA SOLUTIONS, INC.

A handwritten signature in black ink, appearing to read 'Larry Mabry'.

Larry Mabry
MSSSI Vice President & Director Sales



MOTOROLA SOLUTIONS

Customer Proposal

1307 E Algonquin Rd Schaumburg, IL 60196

Prepared By: Ted Kulkens

Phone: (520) 458-4772

Fax: (520) 459-7322

PREPARED FOR: Sheriff Mark Dannels

COMPANY: Cochise County Sheriff Office

PHONE: 520-432-9505

FAX: 520-432-1228

Bill To: Cochise County of

Address: 1415 Melody Ln

Building D

Bisbee Az 85603

Date: Aug. 08, 2013

Quote #: QU0000232158

CUSTOMER #:

Ship to: Cochise County of

Address: 1415 Melody Ln

Building C

Bisbee Az 85603

Arizona State Contract: ADSP013-036880

Item	Qty	Model	Description	APC	Disc %	List Price	Your Price	Total Price
MOBILES								
1	200	M30TSS9PW1 N	APX7500 DUAL BAND MID POWER	656	30.28%	\$		
1	a	GA00225	ADD: 7/800 MHZ SECONDARY BAND	656		9,281.50	\$ 6,471.44	\$ 1,294,288.00
1	b	GA00306	ADD: VHF MP PRIMARY BAND	656				
1	c	G298	ADD: ENCRYPTION P25 & MDC OTAR	657				
1	d	G851	ADD: AES/DES-XL/DES-OFB ENCRYPTION	656				
1	e	GA00579	ADD: ENABLE DUAL BAND OPERATION	656				
1	f	W22BA	ADD: PALM MICROPHONE	656				
1	g	G799	ADD: PRINTED TEST RESULTS APEX	656				
1	h	G806	ENH: ASTRO DIGITAL CAI OPERATION APX	656				
1	i	G367	ADD: REMOTE MOUNT MID POWER	656				
1	j	W432	ADD: AUXILIARY SPKR 13 WATT	656				
1	k	G51	ENH: SMARTZONE OPERATIONS APX	656				
1	l	G361	ADD: P25 TRUNKING SOFTWARE	656				
1	m	GA00580	ADD: TDMA OPERATION	656				
1	n	G387	ADD: MULTICAST VOTING SCAN	656				
1	o	GA00229	ADD: GPS ACTIVATION	656				
1	p	W947	ADD: RS232 PACKET DATA INTERFACE	656				
1	q	QA01749	ADD: ADVANCED SYSTEM KEY SOFTWARE KEY	655				
1	r	G442	ADD: APX 05 CONTROL HEAD	656				
1	s	G444	ADD: CONTROL HEAD SOFTWARE	656				
1	t	W12	ADD: RF PREAMP	656				
1	u	GA00235	ADD: NO GPS ANTENNA NEEDED	656				
1	v	G89	ADD: NO RF ANTENNA NEEDED	656				
1	w	GA00255AB	ENH: 3 YR RSA COMPREHENSIVE	185				
2	e	RAD4216A	CMBO GPS/VHF 150.8-162 MHZ 1/4WV MU	038	28.00%	\$ 126.00	\$ 90.72	\$ 18,144.00
3		HAF4013	ANT 762-870 MHZ 3DB STUBBY THRU HOLE MU	500	28.00%	\$ 43.00	\$ 30.96	\$ 6,192.00
			PRICE EXCEPTION TRADE-IN					
PORTABLES								
4		H97TGD9PW1 N	APX 7000 DUAL BAND DIGITAL PORTABLE	655	30.35%	\$	9,476.00	\$ 6,599.72
4	a	QA00570	ADD: VHF PRIMARY BAND	655				\$ 1,319,944.00
4	b	QA00573	ADD: 7/800 MHZ SECONDARY BAND	655				
4	c	QA00577	ADD: LARGE COLOR DISPLAY AND FULL KEYPAD	655				
4	d	QA00579	ADD: ENABLE DUAL BAND OPERATION	655				
4	e	Q806	ADD: ASTRO DIGITAL CAI OPERATION	655				
4	f	Q15	ENH: AES/DES-XL/DES-OFB	655				
4	g	Q498	ENH: ASTRO P25 OTAR W/MULTIKEY	655				
4	h	H38	ADD: SMARTZONE OPERATION	655				
4	i	QA01749	ADD: ADVANCED SYSTEM KEY SOFTWARE KEY	655				
4	j	Q361	ADD: P25 9600 BAUD TRUNKING	655				
4	k	QA00580	ADD: TDMA OPERATION	655				
4	l	Q387	ADD: MULTICAST VOTING SCAN	655				
4	m	Q947	ADD: RADIO PACKET DATA	655				
4	n	QA00782	ADD: ENABLE INTERNAL GPS OPERATION	655				
4	o	QA00583	ADD: BLUETOOTH OPTION SLOT MODULE	655				



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Item	Qty	Model	Description	APC	Disc %	List Price	Your Price	Total Price
4	p	200	HA00025AB	185				
5	200	NN7N7080A	ADD: 3 YR REPAIR SERVICE ADVANTAGE COMPREHENSIVE					
6	200	PMMN4060B	APX 7000 IMPRES SINGLE UNIT CHARGER	795	28.00%	\$ 125.00	\$ 90.00	\$ 18,000.00
7	200	RLN4941A	APX PSM IP55 WITH 3.5MM JACK RX 24" CABLE	795	28.00%	\$ 164.00	\$ 118.08	\$ 23,616.00
8	200	PMAF4002	REC ONLY EARPIECE W TRANSLUCENT TUBE	742	28.00%	\$ 58.00	\$ 41.76	\$ 8,352.00
	200		7/800 STUBBY ANT FOR PSM	372	28.00%	\$ 12.00	\$ 8.64	\$ 1,728.00
			PRICE EXCEPTION TRADE-IN					
MOBILES								
9	80	M30TSS9PW1 N	APX7500 DUAL BAND MID POWER	656	30.28%	\$ 9,281.50	\$ 6,471.44	\$ 517,715.20
9	a	80	GA00225	656				
9	b	80	GA00306	656				
9	c	80	G298	657				
9	d	80	G851	656				
9	e	80	GA00579	656				
9	f	80	W22BA	656				
9	g	80	G799	656				
9	h	80	G806	656				
9	i	80	G67	656				
9	j	80	W432	656				
9	k	80	G51	656				
9	l	80	G361	656				
9	m	80	GA00580	656				
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9	t	80	W12	656				
9	u	80	GA00235	656				
9	v	80	G89	656				
9	w	80	GA00255AB	185				
10	80	RAD4216A	ADD: RF PREAMP	038	28.00%	\$ 126.00	\$ 90.72	\$ 7,257.60
11	80	HAF4013	ADD: NO GPS ANTENNA NEEDED	500	28.00%	\$ 43.00	\$ 30.96	\$ 2,476.80
			ENH: 3 YR RSA COMPREHENSIVE					
			CMBO GPS/VHF 150.8-162 MHZ 1/4WV MU					
			ANT 762-870 MHZ 3DB STUBBY THRU HOLE MU					
			PRICE EXCEPTION TRADE-IN					
PORTABLES								
12	80	H97TGD9PW1 N	APX 7000 DUAL BAND DIGITAL PORTABLE	655	30.35%	\$ 9,476.00	\$ 6,599.72	\$ 527,977.60
12	a	80	QA00570	655				
12	b	80	QA00573	655				
12	c	80	QA00577	655				
12	d	80	QA00579	655				
12	e	80	Q806	655				
12	f	80	Q15	655				



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QUOTE TERMS AND CONDITIONS:

THIS QUOTATION INCLUDES QUANTITY DISCOUNTS ABOVE STATE CONTRACT ONE EACH PRICING.

- Cochise County may accept this quote by delivering to Motorola a purchase order signed by Cochise County and containing the following: "This purchase is placed against the State of Arizona Two Way Radio Contract #AOSP03-038860 and the terms and conditions of which apply to this purchase and supersede all other terms and conditions, express or implied, including any printed or other terms and conditions contained in this Purchase Order."



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To best meet the functional and operational specifications of this solicitation, Motorola's solution includes a combination of hardware, software, and services. Specifically, this solution provides:

- MCC7500 K2 Core at Sierra Vista PD and
- (4) Four MCC 7500 Dispatch Consoles at Cochise County Sheriff and (4) Four MCC7500 Dispatch Consoles at Sierra Vista Police Department
- (10) Ten Transmit and Receive Simulcast sites (2 P25 and 3 analog channels)
- (2) Two Receive Only Sites (2 P25 and 3 analog channels)

The pricing in this proposal is based upon the State of Arizona Radio Dispatch Consoles Contract #ADSPO 13-036613. The terms and conditions of the State of Arizona Radio Dispatch Consoles Contract #ADSPO 13-036613 apply to this proposal and supersede all other terms and conditions, express or implied. This proposal shall remain valid until September 30, 2013.

Please direct any questions to your Motorola account executive, Michael Todd at (623) 239-2991.

Motorola appreciates your interest in our company, products, and services. We look forward to continuing our relationship and implementing this project with Cochise County.

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Larry Mabry
MSSSI Vice President & Director Sales

PRICING

Motorola is pleased to provide the following equipment and services to Cochise County:

Pricing is based on State of Arizona Radio Dispatch Consoles Contract #ADSP013-036613.

Proposed Offering	Pricing Summary
Equipment Cost Eight (8) MCC7500 dispatch console positions, and an ASTRO 25 Redundant K2-Core, Simulcast System with eight (8) transmit and receive sites (Dos Cabezas, Texas Canyon, Sierra Vista, Mule Mountain, Black Knob, and Bernardino, Kansas Settlement, and Douglas) plus two (2) additional receive only site (Willcox, Elfrida). <i>Included Option: Add two (2) additional transmit and receive sites (Douglas and Kansas Settlement)</i> See Detailed Equipment List Section 10	List Price: \$2,606,253.00 Your Price: \$2,048,231.00
Motorola Services Includes the following: - CCSi Factory Staging - Installation & Programming - Program Management - ST System Configuration, Optimization and cutover support - Engineering Support - R-56 site audit (post-install) - System Documentation - Warranty Wrap Services One (1)Year, 7x24 warranty, maintenance, support	Your Price:\$1,030,921.00
System Total – Arizona State Dispatch Console Pricing	Equipment List Price Plus Services: \$3,636,174.00 Your Price:\$3,079,152.00
System Trade in	\$(182,750.00)
2012 K2 Core Promotion Extended	\$(50,000.00)
System Total – including system discount and trade in promo plus estimated tax at 9.25%	\$3,036,864.00