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# Cochise County, AZ



Essential Plus SUA Support Agreement

# Today's Agenda



- What Is The Motorola Solutions Offer
- Provide Insight As To Why This Will Benefit Cochise County
- Proposed Maintenance And Upgrade Agreement
- Question And Answer Session

# What Is Motorola Solutions Offering



Essential Service And Maintenance Plus SUA

# What is an SUA: System Upgrade Assurance



- Modern Land Mobile Radio (LMR) networks are specialized Information Technology (IT) networks that are a hybrid of commercial “off-the-shelf” IT components, specialized Radio Frequency (RF) components and software designed to comply with APCO Project 25 standards-based specifications. To ensure the highest level of operation, allow for system expansion, provide maximum lifespan and protect the initial investment, regular updates and replacement to software and hardware components is required.
- The Motorola SUA is a comprehensive technology refresh of your ASTRO 25 radio network aligned with both the Motorola and 3<sup>rd</sup> party lifecycle roadmaps. As major system releases become available, the SUA will provide one system upgrade every 2 years per the contract term. The SUA is a complete package of hardware, software and implementation services required to update your radio network to a “supportable” system release with current functionality.

# Why SUA?



- **Operational Sustainability**- Ability to maintain highest level of performance and functionality from the radio network.
- **Protection** against system vulnerabilities that may compromise network security and confidential information.
- **Compliance** to mandated security requirements (NIST 800-53, NENA NG911, DHS 4300, DOD 8500.2, etc).
- **Support** for growth and expansion, ability to add users, channel and features; expand system coverage and capabilities and/or add-on new agencies.
- **Fiscal stability** – Planned fiscal approach for system maintenance and lifecycle mitigating risk of unplanned expenses.
- **Inability** to fund required maintenance services can result in degradation of operation.
- **Conformance** with DHS grant funding requirements (e.g. SAFECOM 111890) which dictate compliance to security, interoperability and system maintenance provisions.
- **CAPEX ROI** – protection against premature deterioration and obsolescence, and extension of the system lifespan thereby reducing the total cost of ownership.

# SUA LIFECYCLE MANAGEMENT



## BENEFITS

LONG TERM  
PLAN

HW & SW  
REFRESH

NEW  
FEATURES

PREDICTABLE  
BUDGETS

SECURITY



# Arizona P25 Radio System SUA Customers



## **Arizona Department Of Public Safety & YRCS (AZWINS) \***

Bullhead City Police Department - 4 Year Advanced Plus

## **Cochise County \* - 10 Year Essential Plus**

Gila River Indian Community - 10 Year Advanced Plus

Lake Havasu City Police Department - 10 Year Advanced Plus

Maricopa County Sheriff's Office - 10 Year Premier

City Of Mesa (TRWC) - 10 Year Advanced Plus

## **Northern Arizona University & ASU \*\* - 10 Year Advanced Plus**

City Of Phoenix (RWC) - 10 Year Essential

Pima County Sheriff's Office (PCWIN) - 20 Year Essential SUA

Pinal County Sheriff's Office - 6 Year *Prepaid* Premier Plus

Salt River Pima Maricopa Indian Community - 10 Year Advanced Plus



\* *Proposed*

\*\* *Networks will merge in 2019*

# Service And Support Tiers



**ESSENTIAL:** Appropriate for customers who will maintain their own networks but need immediate telephone access to Motorola's technical support staff to provide remote assistance during times of unforeseen network events.

**ADVANCED:** Appropriate for customers who wish to leverage Motorola's experienced personnel to be on site and maintain their mission-critical first responder radio network. This tier focuses on monitoring proactively for functional and security issues and delivering both remote and on-site support.

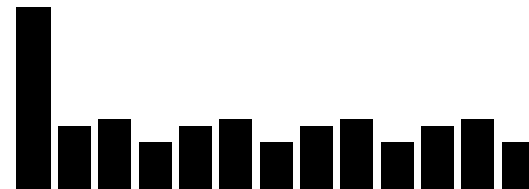
**PREMIER:** Appropriate for customers who prefer to transfer day-to-day accountability to Motorola to run your network to it's fullest efficiency. Delivering best in class support and dedicated resources.



# Scenario #1- Original 10 Year SUA And Essential Proposal



- **Planned Upgrades (5 Times Over 10 Years)**
- **Paid Annually, No Hidden Fees, All Inclusive**
  - Hardware, Software, Engineering, Install, Training
- **Motorola Solutions Assumes Risk On 3<sup>rd</sup> Party Systems**
- **24x7x365 Telephone Technical Support**
- **Depot Hardware Repair With Advanced Replacement**
- **VHF and Microwave Systems Not Covered and No On-Site**
- **\$4.9M Over 10 Years**



# Motorola SUA and Essential Pricing



## Motorola Equipment

Service Term	Essential Services	SUA II	Total
2018	\$83,943.00	\$296,095.00	\$380,038.00
2019	\$86,461.00	\$304,978.00	\$391,439.00
2020	\$89,055.00	\$314,127.00	\$403,182.00
2021	\$91,727.00	\$323,551.00	\$415,278.00
2022	\$94,479.00	\$333,258.00	\$427,736.00
2023	\$97,313.00	\$343,255.00	\$440,568.00
2024	\$100,232.00	\$353,553.00	\$453,785.00
2025	\$103,239.00	\$364,160.00	\$467,399.00
2026	\$106,336.00	\$375,084.00	\$481,421.00
2027	\$109,527.00	\$386,337.00	\$495,863.00
<b>Total</b>			<b>\$4,356,710.00</b>

# Verint SUA and Maintenance



## Verint Logging Equipment - Maintenance and SUA II

Service Term	Maintenance	SUA II
2018	Included with Equipment	\$26,451.00
2019	\$27,689.00	\$26,451.00
2020	\$29,073.00	\$26,451.00
2021	\$30,527.00	\$26,451.00
2022	\$32,053.00	\$26,451.00
2023	\$33,656.00	\$27,774.00
2024	\$35,339.00	\$29,162.00
2025	\$37,106.00	\$30,620.00
2026	\$38,961.00	\$32,151.00
2027	\$40,909.00	\$33,759.00
<b>Total</b>		<b>\$591,035.00</b>

## Scenario #2- Maintain Thru End Of Support 2021



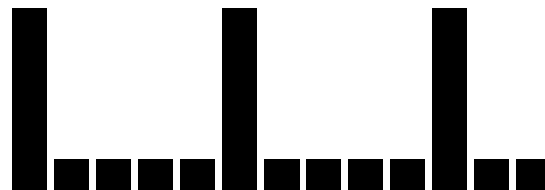
- **A La Carte Services Not “Package”**
  - Less Discount Flexibility and Term of Contract
- **Upgrade Will Be Required For Any Support After October 2021**
- **Limited Services (Depot Repair & Technical Support Only)**
- **System Growth Locked No Expansion (Radios Only)**
  - No Consoles, No Sites, No Channels
- **New Features And Advancements Not Available**
- **\$532k Total For 3 Years Until the End Of Support Then Upgrade Required**





## Scenario #3- 1X Upgrade At End Of Support And Buy A New System Later

- Run System Until No Maintenance Available
- Clock Resets For Another ??? Years
- \$532k Till End Of Support (3 years), Then Upgrade
- \$2.1M To Upgrade In 2022 + Ongoing Maintenance
- Additional Upgrade in 2025?
- Estimated 2029 – New Radio System Purchase Required or Additional Upgrades @ \$8M +/-
- Total could be more than \$10M over 10 years





**Thank you**

**Questions?**