

Motorola Solutions, Inc.
3332 E. Broadway Road
Phoenix, AZ 85040

April 17, 2023

Chief Mark Wilson

City of Flagstaff
419 N Mogollon St
Flagstaff, AZ 86001

Subject: Encryption adjustment

Dear Chief Wilson

Motorola Solutions, Inc. ("Motorola") is pleased to have the opportunity to provide the City of Flagstaff, with quality communications equipment and services.

Motorola's solution includes a combination of hardware, software, and services. Specifically, proposed with your requests. To that end you have requested a modification of the existing order to reduce the number of fully encrypted radios from 100 to 10 units. This will result in a modification to your existing order from PO # 23-003601 from February 15, 2023.

- LINE 1g Q498AU ENH: ASTRO 25 OTAR W/ MULTIKEY 100 \$814.00 \$594.22 \$59,422.00 will be reduced to \$5,942.20 a reduction of \$56,879.80
- LINE 1i Q629AH ENH: AES ENCRYPTION AND ADP 100 \$523.00 \$381.79 \$38,179.00 will be reduced to \$3,817.90 a reduction of \$34,361.10
- Total reduction to the Flagstaff Fire order will be \$87,840.90 based on your request.

This cover letter, is subject to the terms and conditions of State of Arizona Contract No. CTR046830.

Motorola appreciates your interest in our company, solutions, and services. We look forward to continuing our relationship and implementing this project. We will be pleased to address any questions regarding this proposal.

Please direct any questions to our authorized representative, Doug Buxbaum at (602) 358-4155.

Sincerely,
MOTOROLA SOLUTIONS, INC.



Jimmy Trivedi
Area Sales Manager