



## FLAGSTAFF, CITY OF

Flagstaff FD 100 APX 8000 XE





02/10/2023

FLAGSTAFF, CITY OF  
419 N MOGOLLON ST  
FLAGSTAFF, AZ 86001

RE: Motorola Quote for PW FULL ORDER PARKS/PROSE,FLEET,SOLID WASTE  
Dear Emily Markel,

Motorola Solutions is pleased to present FLAGSTAFF, 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 FLAGSTAFF, CITY OF with the best products and services available in the communications industry. Please direct any questions to Douglas Buxbaum at [Doug.Buxbaum@motorolasolutions.com](mailto:Doug.Buxbaum@motorolasolutions.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,

Douglas Buxbaum

Billing Address:  
 FLAGSTAFF, CITY OF  
 419 N MOGOLLON ST  
 FLAGSTAFF, AZ 86001  
 US

Quote Date:07/10/2022  
 Expiration Date:02/28/2023  
 Quote Created By:  
 Douglas Buxbaum  
 Doug.Buxbaum@  
 motorolasolutions.com

End Customer:  
 FLAGSTAFF, CITY OF  
 Mark Wilson  
 mwilson@flagstaffaz.gov

Contract: 21069 - STATE OF AZ

Line #	Item Number	Description	Qty	List Price	Sale Price	Ext. Sale Price
	APX™ 8000 Series	APX8000HXE				
1	H91TGD9PW4AN	APX 8000H ALL BAND PORTABLE MODEL 1.5	100	\$7,695.00	\$5,617.35	\$561,735.00
1a	Q806CB	ADD: ASTRO DIGITAL CAI OPERATION	100	\$567.00	\$413.91	\$41,391.00
1b	Q361AN	ADD: P25 9600 BAUD TRUNKING	100	\$330.00	\$240.90	\$24,090.00
1c	QA02006AD	ENH: APX8000HXE RUGGED RADIO	100	\$880.00	\$642.40	\$64,240.00
1d	QA00580AA	ADD: TDMA OPERATION	100	\$495.00	\$361.35	\$36,135.00
1e	QA05509AA	DEL: DELETE UHF BAND	100	-\$800.00	-\$584.00	-\$58,400.00
1f	Q887AU	ADD: 5Y ESSENTIAL SERVICE	100	\$306.00	\$306.00	\$30,600.00
1g	Q498AU	ENH: ASTRO 25 OTAR W/ MULTIKEY	100	\$814.00	\$594.22	\$59,422.00
1h	H38BS	ADD: SMARTZONE OPERATION	100	\$1,650.00	\$1,204.50	\$120,450.00
1i	Q629AH	ENH: AES ENCRYPTION AND ADP	100	\$523.00	\$381.79	\$38,179.00
1j	QA01427AG	ALT: APX8000/XE HOUSING GREEN	100	\$28.00	\$20.44	\$2,044.00



Any sales transaction following Motorola's quote 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 Motorola's Standard Terms of Use and Motorola's Standard Terms and Conditions of Sales and Supply shall govern the purchase of the Products.

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

Line #	Item Number	Description	Qty	List Price	Sale Price	Ext. Sale Price
1k	QA01648AA	ADD: HW KEY SUPPLEMENTAL DATA*	100	\$6.00	\$4.38	\$438.00
2	NNTN8844A	CHARGER, MULTI-UNIT, IMPRES 2, 6-DISP, NA/LA- PLUG, ACC USB CHGR	8	\$1,420.20	\$1,036.75	\$8,294.00
3	PMNN4579A	BATT IMPRES 2 LI-ION IP68 3850T	5	\$178.50	\$130.31	\$651.55
4	Trade-In	Expiration Date: 02/28/2023	1	-\$48,000.00	-\$48,000.00	-\$48,000.00
5	PMMN4106D	AUDIO ACCESSORY- REMOTE SPEAKER MICROPHONE, XE500 REMOTE SPKR MIC WITH CHANNEL KNOB, HIGH IMPACT GREEN	85	\$665.28	\$485.65	\$41,280.25
6	NNTN7624C	CHARGER, CHR IMP VEH EXT NA/EU KIT	5	\$509.76	\$372.12	\$1,860.60
	APX™ 1500 Enhanced					
7	M36URS9PW1BN	APX1500 ENHANCED 7/800 MHZ MOBILE	8	\$1,858.00	\$1,356.34	\$10,850.72
7a	G24AX	ENH: 3 YEAR ESSENTIAL SVC	8	\$216.00	\$216.00	\$1,728.00
7b	GA01574AA	ENH: AES 256 SW ENCRYPTION	8	\$523.00	\$381.79	\$3,054.32
7c	QA01648AA	ADD: HW KEY SUPPLEMENTAL DATA*	8	\$6.00	\$4.38	\$35.04
7d	W665BF	ADD: BASE STATION OP APX	8	\$77.00	\$56.21	\$449.68
7e	GA00235AA	ADD: NO GPS ANTENNA NEEDED APX	8	\$0.00	\$0.00	\$0.00
7f	G66BF	ADD: DASH MOUNT O2 APXM	8	\$138.00	\$100.74	\$805.92
7g	GA00580AA	ADD: TDMA OPERATION	8	\$495.00	\$361.35	\$2,890.80
7h	G142AD	ADD: NO SPEAKER APX	8	\$0.00	\$0.00	\$0.00
7i	GA00804AA	ADD: APX O2 CH (GREY)	8	\$541.00	\$394.93	\$3,159.44
7j	G89AC	ADD: NO RF ANTENNA NEEDED	8	\$0.00	\$0.00	\$0.00
7k	GA01339AA	ENH: SW P25 TRUNKING	8	\$1,177.00	\$859.21	\$6,873.68



Any sales transaction following Motorola's quote 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 Motorola's Standard Terms of Use and Motorola's Standard Terms and Conditions of Sales and Supply shall govern the purchase of the Products.  
 Motorola Solutions, Inc.: 500 West Monroe, United States - 60661 ~ #: 36-1115800

Line #	Item Number	Description	Qty	List Price	Sale Price	Ext. Sale Price
7l	G444AH	ADD: APX CONTROL HEAD SOFTWARE	8	\$0.00	\$0.00	\$0.00
7m	W382AM	ADD: CONTROL STATION DESK GCAI MIC	8	\$186.00	\$135.78	\$1,086.24
Subtotal						\$955,344.24
						\$87,700.62
<b>Grand Total</b>				<b>\$1,043,044.86(USD)</b>		

**Notes:**

- Additional information is required for one or more items on the quote for an order.



Billing Address:  
FLAGSTAFF, CITY OF  
419 N MOGOLLON ST  
FLAGSTAFF, AZ 86001  
US

Quote Date:02/01/2023  
Expiration Date:02/28/2023  
Quote Created By:  
Douglas Buxbaum  
Doug.Buxbaum@  
motorolasolutions.com

End Customer:  
FLAGSTAFF, CITY OF  
Dan Musselman  
DMusselman@coconino.az.gov

Contract: 21069 - STATE OF AZ

Line #	Item Number	Description	Qty	List Price	Sale Price	Ext. Sale Price
	APX™ 8000 Series	APX8000				
1	H91TGD9PW6AN	APX 8000 ALL BAND PORTABLE MODEL 2.5	16	\$7,108.00	\$5,188.84	\$83,021.44
1a	Q806CB	ADD: ASTRO DIGITAL CAI OPERATION	16	\$567.00	\$413.91	\$6,622.56
1b	Q361AN	ADD: P25 9600 BAUD TRUNKING	16	\$330.00	\$240.90	\$3,854.40
1c	Q58AL	ADD: 3Y ESSENTIAL SERVICE	16	\$184.00	\$184.00	\$2,944.00
1d	QA00580AA	ADD: TDMA OPERATION	16	\$495.00	\$361.35	\$5,781.60
1e	QA05509AA	DEL: DELETE UHF BAND	16	-\$800.00	-\$584.00	-\$9,344.00
1f	Q498AU	ENH: ASTRO 25 OTAR W/ MULTIKEY	16	\$814.00	\$594.22	\$9,507.52
1g	H38BS	ADD: SMARTZONE OPERATION	16	\$1,650.00	\$1,204.50	\$19,272.00
1h	Q629AH	ENH: AES ENCRYPTION AND ADP	16	\$523.00	\$381.79	\$6,108.64
1i	QA01648AA	ADD: HW KEY SUPPLEMENTAL DATA*	16	\$6.00	\$4.38	\$70.08
2	PMNN4486A	BATT IMPRES 2 LIION R IP67 3400T	16	\$188.27	\$99.00	\$1,584.00



Any sales transaction following Motorola's quote 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 Motorola's Standard Terms of Use and Motorola's Standard Terms and Conditions of Sales and Supply shall govern the purchase of the Products.  
Motorola Solutions, Inc.: 500 West Monroe, United States - 60661 ~ #: 36-1115800

Line #	Item Number	Description	Qty	List Price	Sale Price	Ext. Sale Price
3	RLN4941A	REC ONLY EARPIECE W/ TRANSLUCET TUBE	16	\$76.76	\$56.03	\$896.48
4	NNTN8860A	CHARGER, SINGLE-UNIT, IMPRES 2, 3A, 115VAC, US/NA	16	\$169.56	\$123.78	\$1,980.48
5	RLN6554A	APX WIRELESS RSM W/ DUC US/NA/JP/TW	16	\$324.00	\$236.52	\$3,784.32
	APX™ 8500					
6	M37TSS9PW1AN	APX8500 ALL BAND MP MOBILE	55	\$5,667.00	\$4,136.91	\$227,530.05
6a	GA00580AA	ADD: TDMA OPERATION	55	\$495.00	\$361.35	\$19,874.25
6b	GA01513AB	ADD: ALL BAND MOBILE ANTENNA (7/8/V/U)	55	\$105.00	\$76.65	\$4,215.75
6c	G51AT	ENH:SMARTZONE	55	\$1,650.00	\$1,204.50	\$66,247.50
6d	G78AT	ENH: 3 YEAR ESSENTIAL SVC	55	\$288.00	\$288.00	\$15,840.00
6e	GA05509AA	DEL: DELETE UHF BAND	55	-\$800.00	-\$584.00	-\$32,120.00
6f	GA01606AA	ADD: NO GPS/WI-FI ANTENNA NEEDED	55	\$0.00	\$0.00	\$0.00
6g	G298AS	ENH: ASTRO 25 OTAR W/ MULTIKEY	55	\$814.00	\$594.22	\$32,682.10
6h	B18CR	ADD: AUXILIARY SPKR 7.5 WATT APX	55	\$66.00	\$48.18	\$2,649.90
6i	G843AH	ADD: AES ENCRYPTION AND ADP	55	\$523.00	\$381.79	\$20,998.45
6j	G444AH	ADD: APX CONTROL HEAD SOFTWARE	55	\$0.00	\$0.00	\$0.00
6k	G67EH	ADD: REMOTE MOUNT E5 MP	55	\$327.00	\$238.71	\$13,129.05
6l	GA01517AA	DEL: NO J600 ADAPTER CABLE NEEDED	55	\$0.00	\$0.00	\$0.00
6m	G806BL	ENH: ASTRO DIGITAL CAI OP APX	55	\$567.00	\$413.91	\$22,765.05
6n	GA01670AA	ADD: APX E5 CONTROL HEAD	55	\$717.00	\$523.41	\$28,787.55



Any sales transaction following Motorola's quote 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 Motorola's Standard Terms of Use and Motorola's Standard Terms and Conditions of Sales and Supply shall govern the purchase of the Products.  
Motorola Solutions, Inc.: 500 West Monroe, United States - 60661 ~ #: 36-1115800

Line #	Item Number	Description	Qty	List Price	Sale Price	Ext. Sale Price
6a	W22BA	ADD: STD PALM MICROPHONE APX	55	\$79.00	\$57.67	\$3,171.85
6p	G361AH	ENH: P25 TRUNKING SOFTWARE APX	55	\$330.00	\$240.90	\$13,249.50
7	Trade-In	Expiration Date: 02/28/2023	1	-\$32,000.00	-\$32,000.00	-\$32,000.00
<b>Subtotal</b>						\$543,104.52
						\$49,857.00
<b>Grand Total</b>				<b>\$592,961.52(USD)</b>		

**Notes:**

- Additional information is required for one or more items on the quote for an order.



Billing Address:  
FLAGSTAFF, CITY OF  
419 N MOGOLLON ST  
FLAGSTAFF, AZ 86001  
US

Quote Date:02/10/2023  
Expiration Date:05/11/2023  
Quote Created By:  
Douglas Buxbaum  
Doug.Buxbaum@  
motorolasolutions.com

End Customer:  
FLAGSTAFF, CITY OF  
Emily Markel  
emarkel@flagstaffaz.gov

Contract: 21069 - STATE OF AZ  
CTR046830

Line #	Item Number	Description	Qty	List Price	Sale Price	Ext. Sale Price
	APX™ 1500 Enhanced					
1	M36URS9PW1BN	APX1500 ENHANCED 7/800 MHZ MOBILE	94	\$1,858.00	\$1,356.34	\$127,495.96
1a	G24AX	ENH: 3 YEAR ESSENTIAL SVC	94	\$216.00	\$216.00	\$20,304.00
1b	QA01648AA	ADD: HW KEY SUPPLEMENTAL DATA*	94	\$6.00	\$4.38	\$411.72
1c	GA00235AA	ADD: NO GPS ANTENNA NEEDED APX	94	\$0.00	\$0.00	\$0.00
1d	G66BF	ADD: DASH MOUNT O2 APXM	94	\$138.00	\$100.74	\$9,469.56
1e	GA00580AA	ADD: TDMA OPERATION	94	\$495.00	\$361.35	\$33,966.90
1f	B18CR	ADD: AUXILIARY SPKR 7.5 WATT APX	94	\$66.00	\$48.18	\$4,528.92
1g	GA00804AA	ADD: APX O2 CH (GREY)	94	\$541.00	\$394.93	\$37,123.42
1h	GA01339AA	ENH: SW P25 TRUNKING	94	\$1,177.00	\$859.21	\$80,765.74
1i	G444AH	ADD: APX CONTROL HEAD SOFTWARE	94	\$0.00	\$0.00	\$0.00
1j	G335AW	ADD: ANT 1/4 WAVE 762-870MHZ	94	\$15.00	\$10.95	\$1,029.30



Any sales transaction following Motorola's quote 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 Motorola's Standard Terms of Use and Motorola's Standard Terms and Conditions of Sales and Supply shall govern the purchase of the Products.

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

Line #	Item Number	Description	Qty	List Price	Sale Price	Ext. Sale Price
1k	W22BA	ADD: STD PALM MICROPHONE APX	94	\$79.00	\$57.67	\$5,420.98
1l	G193AK	ADD: ADP ONLY (NON-P25 CAP COMPLIANT) (US ONLY)	94	\$0.00	\$0.00	\$0.00
	APX™ 900					
2	H92UCF9PW6AN	APX 900 7/800 MHZ MODEL 2 PORTABLE	28	\$1,898.00	\$1,385.54	\$38,795.12
2a	QA04096AA	ENH: P25 TRUNKING	28	\$1,177.00	\$859.21	\$24,057.88
2b	QA01648AA	ADD: HW KEY SUPPLEMENTAL DATA*	28	\$6.00	\$4.38	\$122.64
2c	Q667BB	ADD: ADP ONLY (NON-P25 CAP COMPLIANT) (US ONLY)	28	\$0.00	\$0.00	\$0.00
2d	QA00580AF	ADD: TDMA OPERATION	28	\$495.00	\$361.35	\$10,117.80
2e	H885BK	ADD: 3Y ESSENTIAL SERVICE	28	\$133.00	\$133.00	\$3,724.00
3	PMPN4576A	CHARGER,CHGR DESKTOP SINGLE UNIT IMPRES EXT PS US/NA/TW	28	\$82.08	\$59.92	\$1,677.76
4	Trade-In	Expiration Date: 03/31/2023	1	-\$19,800.00	-\$19,800.00	-\$19,800.00
	APX™ 1500 Enhanced					
5	M36URS9PW1BN	APX1500 ENHANCED 7/800 MHZ MOBILE	10	\$1,858.00	\$1,356.34	\$13,563.40
5a	G24AX	ENH: 3 YEAR ESSENTIAL SVC	10	\$216.00	\$216.00	\$2,160.00
5b	QA01648AA	ADD: HW KEY SUPPLEMENTAL DATA*	10	\$6.00	\$4.38	\$43.80
5c	W665BF	ADD: BASE STATION OP APX	10	\$77.00	\$56.21	\$562.10
5d	G91AF	ADD: CNTRL STATION PWR SUPPLY	10	\$296.00	\$216.08	\$2,160.80
5e	GA00235AA	ADD: NO GPS ANTENNA NEEDED APX	10	\$0.00	\$0.00	\$0.00
5f	G66BF	ADD: DASH MOUNT O2 APXM	10	\$138.00	\$100.74	\$1,007.40
5g	GA00580AA	ADD: TDMA OPERATION	10	\$495.00	\$361.35	\$3,613.50
5h	G142AD	ADD: NO SPEAKER APX	10	\$0.00	\$0.00	\$0.00



Any sales transaction following Motorola's quote 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 Motorola's Standard Terms of Use and Motorola's Standard Terms and Conditions of Sales and Supply shall govern the purchase of the Products.

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

Line #	Item Number	Description	Qty	List Price	Sale Price	Ext. Sale Price
5i	GA00804AA	ADD: APX O2 CH (GREY)	10	\$541.00	\$394.93	\$3,949.30
5j	G89AC	ADD: NO RF ANTENNA NEEDED	10	\$0.00	\$0.00	\$0.00
5k	GA01339AA	ENH: SW P25 TRUNKING	10	\$1,177.00	\$859.21	\$8,592.10
5l	G444AH	ADD: APX CONTROL HEAD SOFTWARE	10	\$0.00	\$0.00	\$0.00
5m	G193AK	ADD: ADP ONLY (NON-P25 CAP COMPLIANT) (US ONLY)	10	\$0.00	\$0.00	\$0.00
5n	W382AM	ADD: CONTROL STATION DESK GCAI MIC	10	\$186.00	\$135.78	\$1,357.80
6	PMMN4099CL	AUDIO ACCESSORY- REMOTE SPEAKER MICROPHONE,IP68 REMOTE SPEAKER MICROPHONE,3.5MM,UL	18	\$142.56	\$104.07	\$1,873.26
Subtotal						\$418,095.16
Estimated Tax						\$38,385.32
<b>Grand Total</b>					<b>\$456,480.48(USD)</b>	

**Notes:**

- Additional information is required for one or more items on the quote for an order.

