

Request for Proposal
Solicitation No.
ADSP019-00008376
 Description:
Public Communications Equipment and Services

Arizona Department of Administration
State Procurement Office
 100 N 15th Av e., Suite 402
 Phoenix, AZ 85007

Attachment 4
Pricing Sheet

Attachment 4 Pricing Sheet - Offeror shall submit pricing information using the Excel document ADSP019-00008376 Attachment 4 - Pricing_Public_Communications_Equipment_and_Services provided within ProcureAZ.

Item(s) in ProcureAZ - Offeror shall enter a one (1) in the unit cost field of line item 1 within ProcureAZ. NOTE: Offeror that shows a zero or leaving this field blank will result in a **No Bid**.

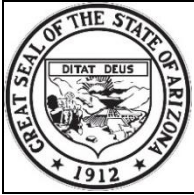
Please note that in order for Offeror to be susceptible, there must be a \$1.00 response under Unit Cost on the Items Tab in ProcureAZ.

ADSP019-00008376 Public Communications Equipment and Services – Attachment 4

1. Pricing

The pricing for each section is listed below in under each product category. Please refer to the catalog section 2.0.0 for specific details on each product including installation, services, engineering and warranties. Motorola Solutions, Inc. has included a list of exceptions in Attachment 5-B Supplement No. 1., to allow the State of Arizona to review and insure that our products will suit the state and other cooperative procurement agencies. Motorola Solutions regularly develops new products and solutions. We will work with the State of Arizona to add new products as they are available at agreed upon prices. Additions of new products and solutions will be memorialized in a written amendment.

#	Category	Percentage of catalog price
1.1.0	Product Category	
1.2.0	2-Way Radio (Quantity Discount for Single Orders Only)	
	APX Radios-Quantity Discounts (1-499)	27%
	Quantity Discount (500-1999)	30%
	Quantity Discount (2000-6999)	35%
	Quantity Discount (7000 & above)	40%
	APX Portable Radios, Mobile Radios, APX accessories, FLASH Upgrade licenses, batteries, chargers and remote speaker microphones-	27%



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#	Category	Percentage of catalog price
	2-Way Radio Repeaters	20%
	ASTRO Radio systems hardware, software, features and licenses	15%
	All 2-Way Radio and accessory software including: Customer Programming Software, Radio and Device Manager, LEX and VML LTE devices and accessories	5%
	Service Monitors and related accessories and licenses	5%
1.3.0	Digital Microwave Terminals	
	All Digital Microwave Systems hardware, software and licenses	15%
1.4.0	LMR Base Station Antennas, Microwave Antennas	
	All infrastructure antennas including LMR and Microwave	20%
	All transmission line, connectors and related hardware	10%
1.5.0	RADIO DISPATCH CONSOLES	
	All Radio Dispatch Consoles software and licenses	20%
	All Radio Dispatch and Command Center Computer Hardware	15%
	All Radio Dispatch Console furniture, FSA, Logging Solutions, hardware, software, and licenses	10%
	All Radio Dispatch accessories including headsets footswitches, etc.	27%
1.6.0	GENERATORS	
	██	██
1.7.0	Back-up Batteries	
	All Back-up Batteries	5%
	All portable radio batteries	27%
1.8.0	Prefab Comm Shelters	
	All Prefab Communications Shelters and related hardware	5%
1.9.0	Service	
	All Services including: Installation, Dispatch, Monitoring , Preventative Maintenance, Engineering, Telephone and On-Site Support	2%
	All Service Packages including: Essential, Advanced, Premier	2% off catalog pricing (minimum 2 year agreement)
1.10	Consultation and Third-Party Oversight	No Bid