

PROPOSAL
WILLIAMSON COUNTY

WILLIAMSON COUNTY REDUNDANT SITE ROUTERS



MOTOROLA SOLUTIONS

PS-000085249

TABLE OF CONTENTS

1. Statement of Work.....	5
2. Pricing.....	6
3. Contractual Documentation.....	7



The design, technical, pricing, and other information ("Information") furnished with this submission is proprietary information of Motorola Solutions, Inc. ("Motorola") and is submitted with the restriction that it is to be used for evaluation purposes only. To the fullest extent allowed by applicable law, the Information is not be disclosed publicly or in any manner to anyone other than those required to evaluate the Information without the express written permission of Motorola. MOTOROLA, MOTO, MOTOROLA SOLUTIONS, and the Stylized M Logo are the trademarks or registered trademarks of Motorola Trademark Holdings, LLC and are used under license. All other trademarks are the property of their respective owners. © 2018 Motorola Solutions, Inc. All rights reserved.



Motorola Solutions, Inc.
2120 W Braker Lane Suite P
Austin Texas 78758
USA

April 29, 2019

Thomas Piche
Williamson County
911 Tracy Chambers Ln
Georgetown, TX 78626

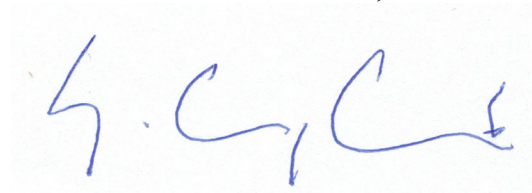
RE: Williamson County Redundant Site Router Project

Dear Mr. Piche

Motorola Solutions, Inc. (Motorola) is pleased to present to you the enclosed proposal for the Redundant Site Router Project. The Proposal is based upon and subject to the terms and conditions of the DIR Agreement (DIR-TSO-4101) and consists of this cover letter, the Statement of Work, the System Description, and Equipment List.

This proposal is subject to the terms and conditions of the Texas DIR-TSO-4101 contract and remains valid for a period of ninety (90) days from the date of this letter. This proposal may be accepted by issuing a purchase order that specifically references "the terms and conditions of the Texas DIR-TSO4101 contract." Motorola would be happy to discuss any concerns the County may have with the Proposal.

Sincerely,
MOTOROLA SOLUTIONS, INC.



Clay Cassard
Area Sales Manager

SECTION 1

STATEMENT OF WORK

Motorola Responsibilities

- Assign a project manager
- Coordinate and schedule a Kickoff Meeting with the Customer
- Run the Kickoff Meeting and record and distribute meeting minutes.
 - Anticipated personnel from Motorola include the Motorola Project Manager (PM) and System Engineer.
- Attend any required site walks.
 - Anticipated personnel from Motorola include a System Engineer
- Setup and run a 'Customer Design Review' meeting in order to go over the design
- Install the Redundant Routers at all 9 sites
- Generate TNCT Files
- Program and Configure the Routers
- Perform Test
- Generate Documentation

Williamson County Responsibilities

- Insure communication sites meet space, grounding, power, and connectivity requirements for the installation of all equipment.
- County will provide a dedicated delivery point, such as a warehouse, for receipt, inventory and storage of equipment.
- Coordinate the activities of all their vendors or other contractors.
- Insure access for Motorola personnel into the facility to perform the required work
- Provide proper environment for Motorola personnel to implement the Redundant Routers

SECTION 2

PRICING

Please see the pricing summary included below.

System Pricing

Motorola's system solution and services are priced as follows:

Total solution price per equipment and services outlined in this proposal

Description	Total
Williamson County Redundant Site Routers	\$246,901.00
DIR Contract	(\$51,901.00)
Grand Total	\$195,000.00

Description	Total
<i>Project price breakdown:</i>	
<i>Equipment</i>	<i>\$140,517</i>
<i>Services</i>	<i>\$106,384</i>
Equipment:	
<i>Equipment list in the equipment section of this proposal</i>	
Services Breakdown:	
Project Management	\$11,521
Motorola Engineering / System Technologist	\$87,552
Warranty Wrap / Enhanced System Support - Gold Level (24x7 Warranty Wrap Coverage)	\$7,311



SECTION 3

CONTRACTUAL DOCUMENTATION

This proposal is subject to the terms and conditions of the Texas DIR-TSO-4101 contract and remains valid for a period of ninety (90) days from the date of this letter. This proposal may be accepted by issuing a purchase order that specifically references "the terms and conditions of the Texas DIR-TSO-4101 contract."

PAYMENT SCHEDULE

Except for a payment that is due on the Effective Date, Customer will make payments to Motorola within thirty (30) days after the date of each invoice. Customer will make payments when due in the form of a check, cashier's check, or wire transfer drawn on a U.S. financial institution. If Customer has purchased additional Professional or Subscription services, payment will be in accordance with the applicable Addenda. Payment for the System purchase will be in accordance with the following milestones.

System Purchase

1. Equipment will be invoiced upon shipment
2. Implementation services will be invoiced upon system acceptance

Motorola may make partial shipments of Equipment and will request payment upon shipment of such Equipment. In addition, Motorola will invoice for installations completed on a site-by-site basis or when professional services are completed, when applicable. The value of the Equipment shipped/services performed will be determined by the value of the shipped/services performed as a percentage of the total milestone value. Unless otherwise specified, contract discounts are based upon all items proposed and overall System package. For invoicing purposes only, discounts will be applied proportionately to the FNE and Subscriber Equipment values to total Contract Price. Overdue invoices will bear simple interest at the maximum allowable rate.

For Lifecycle Support Plan and Subscription Based Services:
Motorola will invoice Customer annually in advance of each year of the plan.

The chart below outlines the hourly labor rates for Motorola System Integration resources to be used. The staffing requirements shall be multiplied by the appropriate rate per resource in the table below. The hourly labor rates are fully burdened. The hourly rates per resource type and level are listed in Table 1.

These rates apply to ordinary days and times (Monday to Friday during the hours 8am to 5pm). Additional surcharges may apply to work done outside these timeframes. The minimum charge for any resource will be 4 hours. Travel expenses are not included in these rates and may be charged separately.

The qualifications of each type and level of resource are defined in the tables found at Motorola Solutions Inc.'s website. All Motorola System Integration personnel assigned to this project will be classified according these levels. Project Administrative roles are varied and their specific duties and qualifications will be determined by the complexity and requirements of each project.