



City of Charlotte

Agenda Date: 6/27/2016

Agenda #: 16.File #: 15-2171 Type: Business Item

Citywide Radios and Communication Equipment**Action:**

A. Approve unit price contracts for the purchase of radios and communication equipment for the term of three years to the following companies:

- Two Way Radio of Carolina,
- Motorola Solutions,
- Wireless Communications,
- Communications International, and

B. Authorize the City Manager to renew the contract for up to two, one-year terms with possible price adjustments and to amend the contract consistent with the City's business needs and the purpose for which the contract was approved.

Staff Resource(s):

Robert Campbell, Management & Financial Services
Jeff Stovall, Innovation & Technology

Explanation

- Public safety radios are the critical two-way voice communication for all public safety first responders, such as Fire, Medic, Police, and Sheriff.
- Radios also provide critical communications for City and Mecklenburg County field service employees and dispatchers. City Departments currently using radios include: Transportation, Solid Waste Services, Charlotte Water, CATS, and Aviation.
- The City's radio system relies heavily on software and imbedded firmware with which these radios must be compatible. All radio equipment and related components require interoperability with City, County, and surrounding jurisdictions' systems. Radios must be designed for high durability and reliability.
- Each radio manufacturer has developed specific methodology and software to perform system functions and control operations. Motorola holds the patent on the City's system, and all public safety radios must be compatible with the City's system.
- On December 11, 2015, Management & Financial Services, on behalf of the Charlotte Cooperative Purchasing Alliance (CCPA), issued a Request for Proposals (RFP); six responsive proposals were received in response to the RFP, and each offered different manufacturers, models and discount structures for various models of radios and peripherals.
- The Project Team, consisting of staff from Innovation & Technology, Fire, Police, Charlotte Water, and Solid Waste Services, evaluated the proposals and determined the service providers that best met the City's needs in terms of qualifications, experience, cost, and responsiveness to RFP requirements and other public entities that may choose to use the resulting contracts.
- Actual purchases will be determined by availability of departmental budgets and other funding sources. The quantity of radios purchased is highly varied and will be determined upon immediate

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need of replacement radios or for additional radios through staff expansion of departments.

- The companies will be paid the unit prices set forth in the contracts, copies of which are available upon request.
- The City may renew the contracts for up to two additional, one-year terms at prices to be negotiated based on market conditions.
- Estimated annual combined contract expenditures are \$4,000,000.
 - An estimated 1,052 radios are to be purchased annually at an average cost of \$3,800 per unit.
- On June 13, 2016, City Council approved a one-time purchase of Aviation radios to cover an immediate need for Airport operations. These radios were not previously covered on the Citywide contracts, but will be included going forward.

Background

- The CCPA is a cooperative purchasing program established by Management & Financial Services with the specific purpose of reducing procurement costs by leveraging aggregate purchasing volume to receive better pricing.
- CCPA contracts are available for the use and benefit of all entities that must comply with state purchasing laws (cities, counties, public and private schools, colleges and universities, non-profits, and all governmental entities).

Charlotte Business INClusion

No subcontracting goal is established because there are no subcontracting opportunities (Part B: Section 2.3 of the Charlotte Business INClusion Policy).

Fiscal Note

Funding: Various Departments' Operating Budgets

**STATE OF NORTH CAROLINA
COUNTY OF MECKLENBURG**

**FIRST AMENDMENT TO CONTRACT
TO PROVIDE RADIOS AND
COMMUNICATION EQUIPMENT**

THIS FIRST AMENDMENT to the Contract to Provide **RADIOS AND COMMUNICATON EQUIPMENT** (the "Amendment") is made and entered into this 24th day of August, 2016, by and between the City of Charlotte, a North Carolina municipal corporation (the "City) and Motorola Solutions, Inc., a company doing business in North Carolina (the "Company").

STATEMENT OF BACKGROUND AND INTENT

- A. The City and the Company entered into a written Contract dated July 20th, 2016 (the "Contract") pursuant to which the Company agreed to provide Radios and Communication Equipment to the City of Charlotte.
- B. The Contract was for a three-year term, with the City having the option to extend the term for two (2) additional one-year terms. City Council authorized these extensions on June 27, 2016.
- C. The parties now desire to amend the Contract by incorporating unit price adjustments.

NOW, THEREFORE in consideration of the mutual covenants and agreements contained herein, the parties hereby amend the Contract as follows:

AGREEMENT

- 1. Defined terms used in this Amendment shall have the same meaning as are assigned to such terms in the Contract.
- 2. This First Amendment incorporates the unit price adjustments as specified in **Exhibit A**.
- 3. Except to the extent specifically provided above, this amendment shall not be interpreted or construed as waiving any rights, obligations, remedies, or claims the parties may otherwise have under the Contract.
- 4. In all other respects and except as modified herein, the terms of the Contract shall remain in force and effect.

IN WITNESS WHEREOF, and in acknowledgement that the parties hereto have read and understood each and every provision hereof, the parties have each caused this Amendment to be executed by its duly authorized representative, all as of the date first set forth above.

MOTOROLA SOLUTIONS, INC.:

BY: 

PRINT NAME: Robert E. Marshall, Jr.

TITLE: Vice President, SE Region

DATE: 9/25/2016

CITY OF CHARLOTTE
CITY MANAGER'S OFFICE:

BY: 

PRINT NAME: HONG LI

TITLE: ACM

DATE: 10.14.16

CITY OF CHARLOTTE
RISK MANAGEMENT DIVISION:

BY: 

PRINT NAME: Christee Gibson

TITLE: Asst Mgr

DATE: 10/13/16

This instrument has been pre-audited in the manner required by Local Government Budget and Fiscal Control Act.

BY: N/A – Purchase orders to be issued as needed
Deputy Finance Officer

Date

EXHIBIT A - PRICING SHEET
 269-2016-019 - RADIOS AND COMMUNICATION EQUIPMENT
 MOTOROLA SOLUTIONS, INC.

Contract #: 2017000064-1
 Vendor #: 25525

MOTOROLA APX 1000 SERIES PORTABLE RADIOS							
Description	Model #	MFG Part #	Vendor Part #	Initial Price	Amendment #1 - Unit Pirce	Amendment #1 - \$ Increase	Amendment #1 - % Increase
APX 1000 7/800 MHZ	Model 1.5	H84UCD9PW5AN	H84UCD9PW5AN	\$900.00	\$1,012.50	\$112.50	13%
APX 1000 VHF	Model 1.5	H84KDD9PW5AN	H84KDD9PW5AN	\$900.00	\$1,012.50	\$112.50	13%
APX 1000 UHF	Model 1.5	H84QDD9PW5AN	H84QDD9PW5AN	\$900.00	\$1,012.50	\$112.50	13%
APX 1000 7/800 MHZ	Model 2	H84UCF9PW6AN	H84UCF9PW6AN	\$1,050.00	\$1,162.50	\$112.50	11%
APX 1000 VHF	Model 2	H84KDF9PW6AN	H84KDF9PW6AN	\$1,050.00	\$1,162.50	\$112.50	11%
APX 1000 UHF	Model 2	H84QDF9PW6AN	H84QDF9PW6AN	\$1,050.00	\$1,162.50	\$112.50	11%
APX 1000 7/800 MHZ	Model 3	H84UCH9PW7AN	H84UCH9PW7AN	\$1,200.00	\$1,312.50	\$112.50	9%
APX 1000 VHF	Model 3	H84KDH9PW7AN	H84KDH9PW7AN	\$1,200.00	\$1,312.50	\$112.50	9%
APX 1000 UHF	Model 3	H84QDH9PW7AN	H84QDH9PW7AN	\$1,200.00	\$1,312.50	\$112.50	9%

EXHIBIT A - PRICING SHEET
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 MOTOROLA SOLUTIONS, INC.

Contract #: 201700064-1
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MOTOROLA APX 1000 SERIES ACCESSORIES							
Description	Model #	MFG Part #	Vendor Part #	Initial Price	Amendment #1 - Unit Price	Amendment #1 - \$ Increase	Amendment #1 - % Increase
Programming Cable		Q157AK	Q157AK	\$56.25	\$56.25	\$0.00	0%
Antenna HLCL136MHZ MIN,1.577GHZ		NAR6593A	NAR6593A	\$29.26	\$29.26	\$0.00	0%
IMPRES LIION IP67 2800T Battery		PMNN4448AR	PMNN4448AR	\$97.79	\$97.79	\$0.00	0%
IMPRES LI-ION 2700MAH Battery		QA04146AA	QA04146AA	\$75.00	\$75.00	\$0.00	0%
IMPRES LIION 2000T Battery		NNTN8128BR	NNTN8128BR	\$78.54	\$78.54	\$0.00	0%
Battery Charger (Single Bay)		WPLN4232A	WPLN4232A	\$48.51	\$53.32	\$4.81	10%
Battery Charger (Multiple Bay)		WPLN4212B	WPLN4212B	\$381.15	\$381.15	\$0.00	0%
Remote Speaker Microphone		PMMN4062A	PMMN4062A	\$82.39	\$82.39	\$0.00	0%
Remote Speaker Microphone with Antenna		PMMN4059B	PMMN4059B	\$126.28	\$126.28	\$0.00	0%
Headset (Wired)		RMN5058A	RMN5058A	\$69.30	\$69.30	\$0.00	0%
Headset (Wireless/Bluetooth)		NNTN8442A	NNTN8442A	\$269.50	\$269.50	\$0.00	0%
Carry Case		PMLN6085	PMLN6085	\$46.20	\$46.20	\$0.00	0%
2.5 INCH BELT CLIP		Q698AA	Q698AA	\$9.00	\$9.00	\$0.00	0%
4 Year Service from the Start Lite		Q887AT	Q887AT	\$162.00	\$162.00	\$0.00	0%
3 Year Service from the Start Lite		H885BK	H885BK	\$125.00	\$84.00	-\$41.00	-33%
PROGRAMMING OVER P25		G996AZ	G996AZ	\$75.00	\$75.00	\$0.00	0%
MULTIKEY		H869CQ	H869CQ	\$56.25	\$56.25	\$0.00	0%
TDMA OPERATION		QA00580AF	QA00580AF	\$337.50	\$337.50	\$0.00	0%
DIGITAL TONE SIGNALING		QA09000AA	QA09000AA	\$112.50	\$112.50	\$0.00	0%

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Description	Model #	MFG Part #	Vendor Part #	Initial Price	Amendment #1 - Unit Price	Amendment #1 - \$ Increase	Amendment #1 - % Increase
P25 CONVENTIONAL		QA04097AA	QA04097AA	\$262.50	\$262.50	\$0.00	0%

MOTOROLA APX 100 SERIES REQUIRED OPTIONS

Description	Model #	MFG Part #	Vendor Part #	Initial Price	Amendment #1 - Unit Price	Amendment #1 - \$ Increase	Amendment #1 - % Increase
P25 9600 Baud Trunking		QA04096AA	QA04096AA	\$802.50	\$802.50	\$0.00	0%

MOTOROLA APX 100 SERIES RECOMMENDED OPTIONS

Description	Model #	MFG Part #	Vendor Part #	Initial Price	Amendment #1 - Unit Price	Amendment #1 - \$ Increase	Amendment #1 - % Increase
ADP Encryption	Included in Radio			\$0.00	\$0.00	\$0.00	0%

For all items not included in this price schedule that may be added during the term of the Contract, including but not limited to additional radios and OEM accessories, the City shall pay a fixed percentage discount from the Company's most recent pricing list.

PERCENT DISCOUNT FROM LIST PRICE	
Portable Radios	25%
OEM Accessories	23%

MOTOROLA APX 4000 SERIES PORTABLE RADIOS							
Description	Model #	MFG Part #	Vendor Part #	Initial Price	Amendment #1 - Unit Price	Amendment #1 - \$ Increase	Amendment #1 - % Increase
APX 4000 7/800 MHZ	Model 2	H51UCF9PW6AN	H51UCF9PW6AN	\$1,317.00	\$1,429.50	\$112.50	9%
APX 4000 VHF	Model 2	H51KDF9PW6AN	H51KDF9PW6AN	\$1,317.00	\$1,429.50	\$112.50	9%
APX 4000 UHF	Model 2	H51QDF9PW6AN	H51QDF9PW6AN	\$1,317.00	\$1,429.50	\$112.50	9%
APX 4000 7/800 MHZ	Model 3	H51UCH9PW7AN	H51UCH9PW7AN	\$1,629.00	\$1,741.50	\$112.50	7%
APX 4000 VHF	Model 3	H51KDH9PW7AN	H51KDH9PW7AN	\$1,629.00	\$1,741.50	\$112.50	7%
APX 4000 UHF	Model 3	H51QDH9PW7AN	H51QDH9PW7AN	\$1,629.00	\$1,741.50	\$112.50	7%
MOTOROLA APX 4000 SERIES ACCESSORIES							
Description	Model #	MFG Part #	Vendor Part #	Initial Price	Amendment #1 - Unit Price	Amendment #1 - \$ Increase	Amendment #1 - % Increase
Programming Cable		PMKN4012B	PMKN4012B	\$70.84	\$70.84	\$0.00	0%
Antenna		NAF5085A	NAF5085A	\$35.00	\$34.65	-\$0.35	-1%
IMPRES LI-ION 2700MAH Battery		QA02750AB	QA02750AB	\$75.00	\$75.00	\$0.00	0%
Battery Charger (Single Bay)		WPLN4232A	WPLN4232A	\$48.51	\$53.32	\$4.81	10%
Battery Charger (Multiple Bay)		WPLN4212B	WPLN4212B	\$381.15	\$381.15	\$0.00	0%
CHR IMP VEH EXT EU		NNTN7616D	NNTN7616D	\$292.60	\$321.86	\$29.26	10%
Travel Charger		NNTN8525A	NNTN8525A	\$73.15	\$73.15	\$0.00	0%
Remote Speaker Microphone		PMMN4062A	PMMN4062A	\$82.39	\$90.86	\$8.47	10%
Remote Speaker Microphone with Antenna		PMMN4059B	PMMN4059B	\$126.28	\$126.28	\$0.00	0%
Headset (Wired)		RMN5058A	RMN5058A	\$69.30	\$69.30	\$0.00	0%
Headset (Wireless/Bluetooth)		NNTN8442A	NNTN8442A	\$269.50	\$269.50	\$0.00	0%

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Carry Case		PMLN7182A	PMLN7182A	\$46.20	\$46.20	\$0.00	0%
2.5 INCH BELT CLIP		Q698AA	Q698AA	\$9.00	\$9.00	\$0.00	0%
4 Year Service from the Start Lite		Q887AT	Q887AT	\$162.00	\$162.00	\$0.00	0%
3 Year Service from the Start Lite		H885BK	H885BK	\$125.00	\$84.00	-\$41.00	-33%
Two Knob Configuration		QA04865AA	QA04865AA	\$0.00	\$0.00	\$0.00	0%
MultiKey		H869CE	H869CE	\$247.50	\$247.50	\$0.00	0%
TDMA		QA00580AF	QA00580AF	\$337.50	\$337.50	\$0.00	0%
DIGITAL TONE SIGNALING		QA09000AA	QA09000AA	\$112.50	\$112.50	\$0.00	0%
P25 Conventional		Q811BR	Q811BR	\$487.50	\$487.50	\$0.00	0%
Analog Conventional		QA02829AB	QA02829AB	\$300.00	\$300.00	\$0.00	0%
Extreme Noise Reduction		QA01833AD	QA01833AD	\$18.75	\$18.75	\$0.00	0%
Mandown Operation		QA01843AE	QA01843AE	\$112.50	\$112.50	\$0.00	0%
Enhanced Data		QA03399AA	QA03399AA	\$112.50	\$112.50	\$0.00	0%
Submersible Delta T		H499JU	H499JU	\$250.00	\$187.50	-\$62.50	-25%

MOTOROLA APX 4000 SERIES REQUIRED OPTIONS

Description	Model #	MFG Part #	Vendor Part #	Initial Price	Amendment #1 - Unit Price	Amendment #1 - \$ Increase	Amendment #1 - % Increase
SmartZone Operation	Included in DIGITAL TONE SIGNALING			\$0.00	\$0.00	\$0.00	0%
P25 9600 Baud Trunking		QA02756AB	QA02756AB	\$1,177.50	\$1,177.50	\$0.00	0%

MOTOROLA APX 4000 SERIES RECOMMENDED OPTIONS							
Description	Model #	MFG Part #	Vendor Part #	Initial Price	Amendment #1 - Unit Price	Amendment #1 - \$ Increase	Amendment #1 - % Increase
ADP Encryption	Included in Radio			\$0.00	\$0.00	\$0.00	0%
Integrated Voice & Data (IV&D)	Included in Radio			\$0.00	\$0.00	\$0.00	0%
Integrated GPS	Included in Radio			\$112.50	\$0.00	-\$112.50	-100%
Advanced System Key (ASK)	Included in Radio			\$0.00	\$0.00	\$0.00	0%
Radio Authentication		QA01767AW	QA01767AW	\$75.00	\$75.00	\$0.00	0%
Programming Over P25 (OTAP)		G996AZ	G996AZ	\$75.00	\$75.00	\$0.00	0%
Bluetooth	Included in Radio			\$0.00	\$0.00	\$0.00	0%

For all items not included in this price schedule that may be added during the term of the Contract, including but not limited to additional radios and OEM accessories, the City shall pay a fixed percentage discount from the Company's most recent pricing list.

PERCENT DISCOUNT FROM LIST PRICE	
Portable Radios	25%
OEM Accessories	23%

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 MOTOROLA SOLUTIONS, INC.

Contract #: 2017000064-1
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MOTOROLA APX 6000 SERIES PORTABLE RADIOS

Description	Model #	MFG Part #	Vendor Part #	Initial Price	Amendment #1 - Unit Price	Amendment #1 - \$ Increase	Amendment #1 - % Increase
APX 6000 7/800 MHZ	Model 1.5	H98UCD9PW5BN	H98UCD9PW5BN	\$1,707.00	\$1,969.50	\$262.50	15%
APX 6000 VHF	Model 1.5	H98KGD9PW5BN	H98KGD9PW5BN	\$1,707.00	\$1,969.50	\$262.50	15%
APX 6000 UHF	Model 1.5	H98QDD9PW5BN	H98QDD9PW5BN	\$1,707.00	\$1,969.50	\$262.50	15%
APX6000 7/800 MHZ	Model 2.5	H98UCF9PW6BN	H98UCF9PW6BN	\$1,941.00	\$2,203.50	\$262.50	14%
APX 6000 VHF	Model 2.5	H98KGF9PW6BN	H98KGF9PW6BN	\$1,941.00	\$2,203.50	\$262.50	14%
APX6000 UHF	Model 2.5	H98QDF9PW6BN	H98QDF9PW6BN	\$1,941.00	\$2,203.50	\$262.50	14%
APX 6000 7/800 MHZ	Model 3	H98UCH9PW7BN	H98UCH9PW7BN	\$2,253.00	\$2,515.50	\$262.50	12%
APX 6000 VHF	Model 3	H98KGH9PW7BN	H98KGH9PW7BN	\$2,253.00	\$2,515.50	\$262.50	12%
APX 6000 UHF	Model 3	H98QDH9PW7BN	H98QDH9PW7BN	\$2,253.00	\$2,515.50	\$262.50	12%

MOTOROLA APX 6000 SERIES ACCESSORIES

Description	Model #	MFG Part #	Vendor Part #	Initial Price	Amendment #1 - Unit Price	Amendment #1 - \$ Increase	Amendment #1 - % Increase
Programming Cable		PMKN4012B	PMKN4012B	\$70.84	\$70.84	\$0.00	0%
APX GPS Stubby Antenna		NAG4000A	NAG4000A	\$13.86	\$13.86	\$0.00	0%
APX Antenna 136MHZ, 1.577GHZ		NAR6593A	NAR6593A	\$29.26	\$29.26	\$0.00	0%
STD IP67 LIION2050M 2150T Battery		PMNN4485B	PMNN4485B	\$97.79	\$97.79	\$0.00	0%
LIION IMPRES IP67 2900MAH Battery		QA05570	QA05570	\$75.00	\$75.00	\$0.00	0%
IMPRES LIION IP67 3100T Battery		NNTN8930	NNTN8930	\$109.34	\$119.35	\$10.01	9%
Battery Charger (Single Bay)		NNTN8863A	NNTN8863A	\$96.25	\$115.50	\$19.25	20%
Battery Charger (Multiple Bay)		NNTN7065B	NNTN7065B	\$606.76	\$606.76	\$0.00	0%
Battery Charger (Vehicular)		NNTN7624B	NNTN7624B	\$300.30	\$300.30	\$0.00	0%
APX Travel Charger		RLN6434A	RLN6434A	\$77.77	\$85.47	\$7.70	10%
Remote Speaker Microphone		PMMN4062A	PMMN4062A	\$82.39	\$90.86	\$8.47	10%
Remote Speaker Microphone with Antenna		PMMN4059B	PMMN4059B	\$126.28	\$126.28	\$0.00	0%
Headset (Wired)		RMN5058A	RMN5058A	\$69.30	\$69.30	\$0.00	0%
Headset (Wireless/Bluetooth)		NTN2570C	NTN2570C	\$227.15	\$250.25	\$23.10	10%
Carry Case		QA00779AB	QA00779AB	\$21.75	\$21.75	\$0.00	0%
Belt Clip		HLN6875A	HLN6875A	\$9.24	\$9.24	\$0.00	0%
4 Year Service from the Start Lite		Q887AT	Q887AT	\$162.00	\$162.00	\$0.00	0%
3 Year Service from the Start Lite		H885BK	H885BK	\$125.00	\$84.00	-\$41.00	-33%
Astro Digital CA1		Q806BM	Q806BM	\$386.25	\$386.25	\$0.00	0%

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 MOTOROLA SOLUTIONS, INC.

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Description	Model #	MFG Part #	Vendor Part #	Initial Price	Amendment #1 - Unit Pirce	Amendment #1 - S Increase	Amendment #1 - % Increase
Multikey		H869BZ	H869BZ	\$247.50	\$247.50	\$0.00	0%
TDMA		QA00580AC	QA00580AC	\$337.50	\$337.50	\$0.00	0%
Digital Tone Signaling		QA09000AA	QA09000AA	\$112.50	\$112.50	\$0.00	0%
P25 Conventional		H35BU	H35BU	\$375.00	\$375.00	\$0.00	0%
Extreme Noise Reduction		QA01833AH	QA01833AH	\$18.75	\$18.75	\$0.00	0%
Man Down Operation		QA01843AA	QA01843AA	\$112.50	\$112.50	\$0.00	0%
Enhanced Data		QA03399AA	QA03399AA	\$112.50	\$112.50	\$0.00	0%
Submersible Delta T		H499JM	H499JM	\$187.50	\$187.50	\$0.00	0%
APX 6000XE Rugged Option		QA02006AA	QA02006AA	\$600.00	\$600.00	\$0.00	0%
IMPRES XE RSM, GREEN		NNTN8203A	NNTN8203A	\$257.95	\$284.13	\$26.18	10%
Impact Green Housing		QA01427AB	QA01427AB	\$18.75	\$18.75	\$0.00	0%

MOTOROLA APX 6000 SERIES REQUIRED OPTIONS

Description	Model #	MFG Part #	Vendor Part #	Initial Price	Amendment #1 - Unit Pirce	Amendment #1 - S Increase	Amendment #1 - % Increase
SmartZone Operation		H38BT	H38BT	\$900.00	\$900.00	\$0.00	0%
P25 9600 Baud Trunking		Q361AR	Q361AR	\$225.00	\$225.00	\$0.00	0%

MOTOROLA APX 6000 SERIES RECOMMENDED OPTIONS							
Description	Model #	MFG Part #	Vendor Part #	Initial Price	Amendment #1 - Unit Price	Amendment #1 - \$ Increase	Amendment #1 - % Increase
ADP Encryption	Included in Radio			\$0.00	\$0.00	\$0.00	0%
Integrated Voice & Data (IV&D)	Included in Radio			\$0.00	\$0.00	\$0.00	0%
Integrated GPS	Included in Radio			\$112.50	\$0.00	-\$112.50	-100%
Advanced System Key (ASK)	Included in Radio			\$0.00	\$0.00	\$0.00	0%
Radio Authentication		QA01767AT	QA01767AT	\$75.00	\$75.00	\$0.00	0%
Programming Over P25 (OTAP)		G996AU	G996AU	\$75.00	\$75.00	\$0.00	0%
Bluetooth	Included in Radio			\$0.00	\$0.00	\$0.00	0%

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PERCENT DISCOUNT FROM LIST PRICE	
Portable Radios	25%
OEM Accessories	23%

MOTOROLA APX 8000 SERIES PORTABLE RADIOS							
Description	Model #	MFG Part #	Vendor Part #	Initial Price	Amendment #1 - Unit Price	Amendment #1 - \$ Increase	Amendment #1 - % Increase
APX 8000 All Band	Model 1.5	H91TGD9PW5AN	H91TGD9PW5AN	\$4,094.25	\$4,206.75	\$112.50	3%
APX 8000 All Band	Model 2.5	H91TGD9PW6AN	H91TGD9PW6AN	\$4,244.25	\$4,356.75	\$112.50	3%
APX 8000 All Band	Model 3.5	H91TGD9PW7AN	H91TGD9PW7AN	\$4,469.25	\$4,581.75	\$112.50	3%
MOTOROLA APX 8000 SERIES ACCESSORIES							
Description	Model #	MFG Part #	Vendor Part #	Initial Price	Amendment #1 - Unit Price	Amendment #1 - \$ Increase	Amendment #1 - % Increase
Programming Cable		PMKN4012B	PMKN4012B	\$70.84	\$70.84	\$0.00	0%
Antenna		PMAS4001	PMAS4001	\$23.87	\$23.87	\$0.00	0%
Battery 4200MAH Impress		QA05571	QA05571	\$86.25	\$90.00	\$3.75	4%
Battery Charger (Single Bay)		NNTN8863A	NNTN8863A	\$96.25	\$130.90	\$34.65	36%
Battery Charger (Multiple Bay)		NNTN7065B	NNTN7065B	\$606.76	\$606.76	\$0.00	0%
Battery Charger (Vehicular)		NNTN7624B	NNTN7624B	\$300.30	\$300.30	\$0.00	0%
Remote Speaker Microphone		HMN4101B	HMN4101B	\$231.00	\$254.10	\$23.10	10%
Remote Speaker Microphone with Antenna		PMMN4059B	PMMN4059B	\$126.28	\$126.28	\$0.00	0%
Headset (Wired)		PMLN6128	PMLN6128	\$80.85	\$80.85	\$0.00	0%
Headset (Wireless/Bluetooth)		RLN6554	RLN6554	\$231.00	\$231.00	\$0.00	0%
Carry Case		PMLN6802	PMLN6802	\$38.50	\$38.50	\$0.00	0%
Belt Clip		PMLN5709A	PMLN5709A	\$22.33	\$22.33	\$0.00	0%
Digital CAI		Q806CB	Q806CB	\$386.25	\$386.25	\$0.00	0%
TDMA		QA00580AA	QA00580AA	\$337.50	\$337.50	\$0.00	0%

EXHIBIT A - PRICING SHEET
 269-2016-019 - RADIOS AND COMMUNICATION EQUIPMENT
 MOTOROLA SOLUTIONS, INC.

Contract #: 2017000064-1
 Vendor #: 25525

Description	Model #	MFG Part #	Vendor Part #	Initial Price	Amendment #1 - Unit Price	Amendment #1 - \$ Increase	Amendment #1 - % Increase
GPS		Included in Radio	Included in Radio	\$112.50	\$0.00	-\$112.50	-100%
Mandown Operation		QA01843AC	QA01843AC	\$112.50	\$112.50	\$0.00	0%
MultiKey		H869BW	H869BW	\$247.50	\$247.50	\$0.00	0%
Enhanced Data		QA03399AA	QA03399AA	\$112.50	\$112.50	\$0.00	0%
Submersible Delta T		H499JL	H499JL	\$187.50	\$187.50	\$0.00	0%
Green Housing		QA01427AG	QA01427AG	\$18.75	\$18.75	\$0.00	0%
Delete 7/800 MHZ		QA05507AA	QA05507AA	-\$600.00	-\$600.00	\$0.00	0%
Delete VHF Band		QA05508AA	QA05508AA	-\$600.00	-\$600.00	\$0.00	0%
Delete UHF		QA05509AA	QA05509AA	-\$600.00	-\$600.00	\$0.00	0%
3 Year Service from the Start		G58	G58	\$156.00	\$102.00	-\$54.00	-35%

MOTOROLA APX 8000 SERIES REQUIRED OPTIONS							
Description	Model #	MFG Part #	Vendor Part #	Initial Price	Amendment #1 - Unit Price	Amendment #1 - \$ Increase	Amendment #1 - % Increase
SmartZone Operation		H38BS	H38BS	\$1,125.00	\$1,125.00	\$0.00	0%
P25 9600 Baud Trunking		Q361AN	Q361AN	\$225.00	\$225.00	\$0.00	0%
MOTOROLA APX 8000 SERIES RECOMMENDED OPTIONS							
Description	Model #	MFG Part #	Vendor Part #	Initial Price	Amendment #1 - Unit Price	Amendment #1 - \$ Increase	Amendment #1 - % Increase
ADP Encryption	Included in Radio			\$0.00	\$0.00	\$0.00	0%
Integrated Voice & Data (IV&D)	Included in Radio			\$0.00	\$0.00	\$0.00	0%
Integrated GPS	Included in Radio			\$112.50	\$0.00	-\$112.50	-100%
Advanced System Key (ASK)	Included in Radio				\$0.00	\$0.00	0%
Radio Authentication		QA01767AB	QA01767AB	\$75.00	\$75.00	\$0.00	0%
Programming Over P25 (OTAP)		G996AP	G996AP	\$75.00	\$75.00	\$0.00	0%
Bluetooth	Included in Radio			\$0.00	\$0.00	\$0.00	0%
APX8000XE Rugged Option		QA02006AA	QA02006AA	N/A	\$600.00	\$600.00	100%

For all items not included in this price schedule that may be added during the term of the Contract, including but not limited to additional radios and OEM accessories, the City shall pay a fixed percentage discount from the Company's most recent pricing list.

PERCENT DISCOUNT FROM LIST PRICE	
Portable Radios	25%
OEM Accessories	23%

MOTOROLA APX 1500 SERIES MOBILE RADIOS

Description	Model #	MFG Part #	Vendor Part #	Initial Price	Amendment #1 - Unit Price	Amendment #1 - \$ Increase	Amendment #1 - % Increase
APX 1500 7/800 MHZ Dash Mount	APX 1500	M36URS9PW1AN	M36URS9PW1AN	\$1,015.50	\$1,128.00	\$112.50	11%
APX 1500 VHF Dash Mount	APX 1500	M36KSS9PW1AN	M36KSS9PW1AN	\$1,015.50	\$1,128.00	\$112.50	11%
APX 1500 UHF Dash Mount	APX 1500	M36QSS9PW1AN	M36QSS9PW1AN	\$1,015.50	\$1,128.00	\$112.50	11%
APX 1500 Control Station	APX 1500	M36URS9PW1AN	M36URS9PW1AN	\$1,015.50	\$1,128.00	\$112.50	11%

MOTOROLA APX 1500 SERIES ACCESSORIES

Description	Model #	MFG Part #	Vendor Part #	Initial Price	Amendment #1 - Unit Price	Amendment #1 - \$ Increase	Amendment #1 - % Increase
Data Cable		HKN6184C	HKN6184C	\$47.84	\$40.04	-\$7.80	-16%
Extension Cable		PMKN4033	PMKN4033	\$32.34	\$32.34	\$0.00	0%
Adaptor		HKN6158	HKN6158	\$49.00	\$37.73	-\$11.27	-23%
Power Cable Control Station		HPN4007C	HPN4007C	\$227.92	\$227.92	\$0.00	0%
Power Cable Vehicle		HKN4192	HKN4192	\$29.51	\$29.45	-\$0.06	0%
Programming Cable		HKN6184C	HKN6184C	\$47.84	\$40.04	-\$7.80	-16%
Antenna		W484AG	W484AG	\$28.50	\$28.50	\$0.00	0%
Control Station Antenna 3DB Low Profile		G174AF	G174AF	\$32.25	\$33.11	\$0.86	3%
External Speaker		B18CR	B18CR	\$45.00	\$45.00	\$0.00	0%
Desktop Microphone (Control Station only)		W382AM	W382AM	\$126.75	\$126.75	\$0.00	0%
APX 02 Control Head		GA00804AA	GA00804AA	\$369.00	\$369.00	\$0.00	0%
APX Control Head Software		G444AH	G444AH	\$0.00	\$0.00	\$0.00	0%
3 Year Service from the Start		G24	G24	\$182.00	\$121.00	-\$61.00	-34%

EXHIBIT A - PRICING SHEET
 269-2016-019 - RADIOS AND COMMUNICATION EQUIPMENT
 MOTOROLA SOLUTIONS, INC.

Contract #: 2017000064-1
 Vendor #: 25525

Description	Model #	MFG Part #	Vendor Part #	Initial Price	Amendment #1 - Unit Pirce	Amendment #1 - \$ Increase	Amendment #1 - % Increase
Dash Mount 02 WWM		GA00804AA	GA00804AA	\$93.75	\$93.75	\$0.00	0%
TDMA Operation		G444AH	G444AH	\$337.50	\$337.50	\$0.00	0%
Keypad Mic		G24	G24	\$135.00	\$135.00	\$0.00	0%
Over the Air Programming(OTAP)		G996BD	G996BD	\$75.00	\$75.00	\$0.00	0%
GPS		Included in Radio	Included in Radio	\$112.50	\$0.00	-\$112.50	-100%
GPS Antenna		GA00226AA	GA00226AA	\$56.25	\$56.25	\$0.00	0%
Radio Authentication		GA01767AK	GA01767AK	\$75.00	\$75.00	\$0.00	0%
Enhanced Data		QA03399AA	QA03399AA	\$112.50	\$112.50	\$0.00	0%
Digital Tone Signaling		GA09000AA	GA09000AA	\$112.50	\$112.50	\$0.00	0%
Control Station Power Supply		G91AE	G91AE	\$201.75	\$201.75	\$0.00	0%
Control Station Operation		W665BJ	W665BJ	\$52.50	\$52.50	\$0.00	0%

MOTOROLA APX 1500 SERIES REQUIRED OPTIONS

Description	Model #	MFG Part #	Vendor Part #	Initial Price	Amendment #1 - Unit Price	Amendment #1 - \$ Increase	Amendment #1 - % Increase
P25 9600 Baud Trunking		GA01339AA	GA01339AA	\$802.50	\$802.50	\$0.00	0%

MOTOROLA APX 1500 SERIES RECOMMENDED OPTIONS

Description	Model #	MFG Part #	Vendor Part #	Initial Price	Amendment #1 - Unit Price	Amendment #1 - \$ Increase	Amendment #1 - % Increase
ADP Encryption	Included in Radio			\$0.00	\$0.00	\$0.00	0%

For all items not included in this price schedule that may be added during the term of the Contract, including but not limited to additional radios and OEM accessories, the City shall pay a fixed percentage discount from the Company's most recent pricing list.

PERCENT DISCOUNT FROM LIST PRICE	
Mobile Radios	25%
OEM Accessories	23%

MOTOROLA APX 4500 SERIES MOBILE RADIOS							
Description	Model #	MFG Part #	Vendor Part #	Initial Price	Amendment #1 - Unit Price	Amendment #1 - \$ Increase	Amendment #1 - % Increase
APX 4500 Dash or Remote Mount	APX 4500	M22URS9PW1AN	M22URS9PW1AN	\$1,015.50	\$1,128.00	\$112.50	11%
APX 4500 VHF	APX 4500	M24KSS9PW1AN	M24KSS9PW1AN	\$1,015.50	\$1,128.00	\$112.50	11%
APX4500 UHF	APX 4500	M24QSS9PW1AN	M24QSS9PW1AN	\$1,015.50	\$1,128.00	\$112.50	11%
APX 4500 Control Station	APX 4500	M22URS9PW1AN	M22URS9PW1AN	\$1,015.50	\$1,128.00	\$112.50	11%
MOTOROLA APX 4500 SERIES ACCESSORIES							
Description	Model #	MFG Part #	Vendor Part #	Initial Price	Amendment #1 - Unit Price	Amendment #1 - \$ Increase	Amendment #1 - % Increase
Data Cable		HKN6184C	HKN6184C	\$47.84	\$40.04	-\$7.80	-16%
Extension Cable		PMKN4033	PMKN4033	\$32.34	\$32.34	\$0.00	0%
Adaptor		HKN6158	HKN6158	\$49.00	\$37.73	-\$11.27	-23%
Power Cable		G91AE	G91AE	\$201.75	\$201.75	\$0.00	0%
Programming Cable		HKN6184C	HKN6184C	\$47.84	\$40.04	-\$7.80	-16%
Antenna		W484AG	W484AG	\$28.50	\$28.50	\$0.00	0%
Control Station Antenna 3DB		G174AF	G174AF	\$32.25	\$33.11	\$0.86	3%
External Speaker		B18CR	B18CR	\$45.00	\$45.00	\$0.00	0%
Desktop Microphone (Control Station only)		W382AM	W382AM	\$126.75	\$126.75	\$0.00	0%
APX 02 Control Head		GA00804AA	GA00804AA	\$369.00	\$369.00	\$0.00	0%
APX Control Head Software		G444AH	G444AH	\$0.00	\$0.00	\$0.00	0%
5 Year Service from the Start		GA00318AB	GA00318AB	\$319.00	\$246.00	-\$73.00	-23%
3 Year Service from the Start		G24	G24	\$182.00	\$121.00	-\$61.00	-34%

EXHIBIT A - PRICING SHEET
 269-2016-019 - RADIOS AND COMMUNICATION EQUIPMENT
 MOTOROLA SOLUTIONS, INC.

Contract #: 2017000064-1
 Vendor #: 25525

Description	Model #	MFG Part #	Vendor Part #	Initial Price	Amendment #1 - Unit Price	Amendment #1 - \$ Increase	Amendment #1 - % Increase
DASH MOUNT O2 WWM		G66AW	G66AW	\$93.75	\$93.75	\$0.00	0%
Remote Mount		G67CF	G67CF	\$222.75	\$222.75	\$0.00	0%
TDMA		GA00580AD	GA00580AD	\$337.50	\$337.50	\$0.00	0%
Keypad Mic		W20CA	W20CA	\$135.00	\$135.00	\$0.00	0%
GPS		Included in Radio	Included in Radio	\$112.50	\$0.00	-\$112.50	-100%
GPS Antenna		GA00226AA	GA00226AA	\$56.25	\$56.25	\$0.00	0%
Enhanced Data		QA03399AA	QA03399AA	\$112.50	\$112.50	\$0.00	0%
Digital Tone Signaling		GA09000AA	GA09000AA	\$112.50	\$112.50	\$0.00	0%
Multikey		W969BM	W969BM	\$247.50	\$247.50	\$0.00	0%
Control Station Power Supply		G91AE	G91AE	\$201.75	\$201.75	\$0.00	0%
Control Station Operation		W665BJ	W665BJ	\$52.50	\$52.50	\$0.00	0%

MOTOROLA APX 4500 SERIES REQUIRED OPTIONS

Description	Model #	MFG Part #	Vendor Part #	Initial Price	Amendment #1 - Unit Price	Amendment #1 - \$ Increase	Amendment #1 - % Increase
SmartZone Operation	Included in P25 9600 Baud Trunking						
P25 9600 Baud Trunking		QA02756AD	QA02756AD	\$1,177.50	\$1,177.50	\$0.00	0%

EXHIBIT A - PRICING SHEET
 269-2016-019 - RADIOS AND COMMUNICATIDN EQUIPMENT
 MDTOROLA SOLUTIONS, INC.

Contract #: 2017000064-1
 Vendor #: 25S25

MOTOROLA APX 4500 SERIES RECOMMENDED OPTIONS							
Description	Model #	MFG Part #	Vendor Part #	Initial Price	Amendment #1 - Unit Pirce	Amendment #1 - \$ Increase	Amendment #1 - % Increase
ADP Eryption	Included in Radio			\$0.00	\$0.00	\$0.00	0%
Integrated Voice & Data (IV&D)	Included in Radio			\$0.00	\$0.00	\$0.00	0%
Advanced System Key (ASK)	Included in Radio			\$0.00	\$0.00	\$0.00	0%
Radio Authentication		GA01767AK	GA01767AK	\$75.00	\$75.00	\$0.00	0%
Programming Over P25 (OTAP)		G996BD	G996BD	\$75.00	\$75.00	\$0.00	0%
Bluetooth	Included in Radio			\$0.00	\$0.00	\$0.00	0%

For all items not included in this price schedule that may be added during the term of the Contract, including but not limited to additional radios and OEM accessories, the City shall pay a fixed percentage discount from the Company's most recent pricing list.

PERCENT DISCOUNT FROM LIST PRICE	
Mobile Radios	25%
OEM Accessories	23%

MOTOROLA APX 6500 SERIES MOBILE RADIOS

Description	Model #	MFG Part #	Vendor Part #	Initial Price	Amendment #1 - Unit Price	Amendment #1 - \$ Increase	Amendment #1 - % Increase
APX 6500 7/800 MHZ Dash and Remote Mount	APX 6500	M25URS9PW1AN	M25URS9PW1AN	\$1,645.50	\$1,758.00	\$112.50	7%
APX 6500 VHF	APX 6500	M25KSS9PW1AN	M25KSS9PW1AN	\$1,645.50	\$1,758.00	\$112.50	7%
APX 6500 UHF	APX 6500	M25QSS9PW1AN	M25QSS9PW1AN	\$1,645.50	\$1,758.00	\$112.50	7%
APX 6500 Control Station	APX 6500	M25URS9PW1AN	M25URS9PW1AN	\$1,645.50	\$1,758.00	\$112.50	7%

MOTOROLA APX 6500 SERIES ACCESSORIES

Description	Model #	MFG Part #	Vendor Part #	Initial Price	Amendment #1 - Unit Price	Amendment #1 - \$ Increase	Amendment #1 - % Increase
Data Cable		HKN6184C	HKN6184C	\$47.84	\$40.04	-\$7.80	-16%
Extension Cable		PMKN4033	PMKN4033	\$32.34	\$32.34	\$0.00	0%
Adaptor		HKN6158	HKN6158	\$49.00	\$37.73	-\$11.27	-23%
Power Cable		G91AE	G91AE	\$201.75	\$201.75	\$0.00	0%
Programming Cable		HKN6184C	HKN6184C	\$47.84	\$40.04	-\$7.80	-16%
Antenna		W484AF	W484AF	\$28.50	\$28.50	\$0.00	0%
Control Station Antenna 3DB		G174AF	G174AF	\$32.25	\$33.11	\$0.86	3%
External Speaker		B18CR	B18CR	\$45.00	\$45.00	\$0.00	0%
Whelen/Motorola Siren		TT2592A	TT2592A	\$395.00	\$395.00	\$0.00	0%
Desktop Microphone (Control Station only)		W382AM	W382AM	\$126.75	\$126.75	\$0.00	0%
APX 05 Control Head		G442AJ	G442AJ	\$324.00	\$324.00	\$0.00	0%
APX 03 Control Head		G72AD	G72AD	\$709.50	\$709.50	\$0.00	0%
APX 07 Control Head		GA00805AA	GA00805AA	\$474.00	\$474.00	\$0.00	0%

EXHIBIT A - PRICING SHEET
 269-2016-019 - RADIOS AND COMMUNICATION EQUIPMENT
 MOTOROLA SOLUTIONS, INC.

Contract #: 2017000064-1
 Vendor #: 25525

Description	Model #	MFG Part #	Vendor Part #	Initial Price	Amendment #1 - Unit Price	Amendment #1 - \$ Increase	Amendment #1 - % Increase
APX 09 Control Head		GA00245AB	GA00245AB	\$900.00	\$900.00	\$0.00	0%
APX Control Head Software		G444AE	G444AE	\$0.00	\$0.00	\$0.00	0%
3 Year Service from the Start		G24	G24	\$182.00	\$121.00	-\$61.00	-34%
DASH MOUNT O2 WWM		G66AM	G66AM	\$93.75	\$93.75	\$0.00	0%
Remote Mount		G67CA	G67CA	\$222.75	\$222.75	\$0.00	0%
TDMA		GA00580AA	GA00580AA	\$337.50	\$337.50	\$0.00	0%
GPS Antenna		GA00226AA	GA00226AA	\$56.25	\$56.25	\$0.00	0%
Enhanced Data		QA03399AA	QA03399AA	\$112.50	\$112.50	\$0.00	0%
Digital Tone Signaling		GA09000AA	GA09000AA	\$112.50	\$112.50	\$0.00	0%
Multikey		W969BG	W969BG	\$247.50	\$247.50	\$0.00	0%
Control Station Power Supply		G91AE	G91AE	\$201.75	\$201.75	\$0.00	0%
Control Station Operation		W665BJ	W665BJ	\$52.50	\$52.50	\$0.00	0%
Digital CA1		G806BE	G806BE	\$386.25	\$386.25	\$0.00	0%
Dek Whelen Siren 03 Control Head		GA00812AA	GA00812AA	\$78.75	\$78.75	\$0.00	0%
Dek Whelen Siren 05 Control Head		GA00814AA	GA00814AA	\$78.75	\$78.75	\$0.00	0%
Siren and Lights Keypad		GA00806AA	GA00806AA	\$37.50	\$37.50	\$0.00	0%
Remote Mount Mid Power 03		G67BB	G67BB	\$222.75	\$222.75	\$0.00	0%
Remote Mount Mid Power 05		G67BC	G67BC	\$222.75	\$222.75	\$0.00	0%
Universal Relay Controller		GA00259AA	GA00259AA	\$187.50	\$187.50	\$0.00	0%
Cable to Transceiver		GA00260AA	GA00260AA	\$11.25	\$11.25	\$0.00	0%

EXHIBIT A - PRICING SHEET
 269-2016-019 - RADIOS AND COMMUNICATION EQUIPMENT
 MOTOROLA SOLUTIONS, INC.

Contract #: 2017000064-1
 Vendor #: 25525

Description	Model #	MFG Part #	Vendor Part #	Initial Price	Amendment #1 - Unit Pirce	Amendment #1 - \$ Increase	Amendment #1 - % Increase
Hardware Install kit		TT05707AA	TT05707AA	\$20.00	\$20.00	\$0.00	0%
Siren to Radio Cable 21 Pin		TT05900AA	TT05900AA	\$65.00	\$65.00	\$0.00	0%
Remote Mount Cable 30 Feet		G610AC	G610AC	\$18.75	\$18.75	\$0.00	0%
Remote Mount Cable 17 Feet		G628AC	G628AC	\$11.25	\$11.25	\$0.00	0%
Dual-Control Head Hardware		GA00092AC	GA00092AC	\$427.50	\$427.50	\$0.00	0%
Control Station Operation		W665BF	W665BF	\$52.50	\$52.50	\$0.00	0%
Siren to Dek Cable		TT05709AA	TT05709AA	\$78.00	\$78.00	\$0.00	0%
Keypad Mic		W20CA	W20CA	\$135.00	\$135.00	\$0.00	0%
GPS		Included in Radio	Included in Radio	\$112.50	\$0.00	-\$112.50	-100%

MOTOROLA APX 6500 SERIES REQUIRED OPTIONS							
Description	Model #	MFG Part #	Vendor Part #	Initial Price	Amendment #1 - Unit Price	Amendment #1 - \$ Increase	Amendment #1 - % Increase
SmartZone Operation		G51AU	G51AU	\$900.00	\$900.00	\$0.00	0%
P25 9600 Baud Trunking		QA02756AD	QA02756AD	\$1,177.50	\$1,177.50	\$0.00	0%
MOTOROLA APX 6500 SERIES RECOMMENDED OPTIONS							
Description	Model #	MFG Part #	Vendor Part #	Initial Price	Amendment #1 - Unit Price	Amendment #1 - \$ Increase	Amendment #1 - % Increase
ADP Encryption	Included in Radio			\$0.00	\$0.00	\$0.00	0%
Integrated Voice & Data (IV&D)	Included in Radio			\$0.00	\$0.00	\$0.00	0%
Advanced System Key (ASK)	Included in Radio			\$0.00	\$0.00	\$0.00	0%
Radio Authentication		GA01767AK	GA01767AK	\$75.00	\$75.00	\$0.00	0%
Programming Over P25 (OTAP)		G996AS	G996AS	\$75.00	\$75.00	\$0.00	0%
Bluetooth	Included in Radio			\$0.00	\$0.00	\$0.00	0%

For all items not included in this price schedule that may be added during the term of the Contract, including but not limited to additional radios and OEM accessories, the City shall pay a fixed percentage discount from the Company's most recent pricing list.

PERCENT DISCOUNT FROM LIST PRICE	
Mobile Radios	25%
OEM Accessories	23%

MOTOROLA APX 7500 SERIES MOBILE RADIOS

Description	Model #	MFG Part #	Vendor Part #	Initial Price	Amendment #1 - Unit Price	Amendment #1 - \$ Increase	Amendment #1 - % Increase
APX 7500 7/800 MHZ	APX 7500	M30TSS9PW1AN	M30TSS9PW1AN	\$1,939.50	\$2,052.00	\$112.50	6%
APX 7500 Remote Mounted	APX 7500	G67BC	G67BC	\$222.75	\$222.75	\$0.00	0%
APX 7500 Dash Mounted	APX 7500	G66AM	G66AM	\$93.75	\$93.75	\$0.00	0%
APX 7500 Control Station	APX 7500	W665BF	W665BF	\$52.50	\$52.50	\$0.00	0%

MOTOROLA APX 7500 SERIES ACCESSORIES

Description	Model #	MFG Part #	Vendor Part #	Initial Price	Amendment #1 - Unit Price	Amendment #1 - \$ Increase	Amendment #1 - % Increase
Data Cable		HKN6184C	HKN6184C	\$47.84	\$40.04	-\$7.80	-16%
Extension Cable		PMKN4033	PMKN4033	\$32.34	\$32.34	\$0.00	0%
Adaptor		HKN6158	HKN6158	\$49.00	\$37.73	-\$11.27	-23%
Power Cable		G91AE	G91AE	\$201.75	\$201.75	\$0.00	0%
Programming Cable		HKN6183A	HKN6183A	\$47.70	\$51.01	\$3.31	7%
3DB GAIN 762-870MHZ Antenna		W484AF	W484AF	\$28.50	\$28.50	\$0.00	0%
3BD ANT 136-174MHZ		G301AC	G301AC	\$43.88	\$43.88	\$0.00	0%
GPS Antenna		GA00226AA	GA00226AA	\$56.25	\$56.25	\$0.00	0%
External Speaker		B18CR	B18CR	\$45.00	\$45.00	\$0.00	0%
Whelen/Motorola Siren		TT2592A	TT2592A	\$395.00	\$395.00	\$0.00	0%
Desktop Microphone (Control Station only)		W382AM	W382AM	\$126.75	\$126.75	\$0.00	0%
Multiband VHF: 136-174 MHz		GA00308AA	GA00308AA	\$300.00	\$300.00	\$0.00	0%
Multiband UHF: 380-520 MHz		GA00346AA	GA00346AA	\$300.00	\$300.00	\$0.00	0%

EXHIBIT A - PRICING SHEET
 269-2016-019 - RADIOS AND COMMUNICATION EQUIPMENT
 MOTOROLA SOLUTIONS, INC.

Contract #: 2017000064-1
 Vendor #: 25525

Description	Model #	MFG Part #	Vendor Part #	Initial Price	Amendment #1 - Unit Price	Amendment #1 - \$ Increase	Amendment #1 - % Increase
Remote Mount Cable 131 Foot		G582	G582	\$85.86	\$50.05	-\$35.81	-42%
Dual Band Operation		GA00579AA	GA00579AA	\$450.00	\$450.00	\$0.00	0%
Digital CA1		G806BE	G806BE	\$386.25	\$386.25	\$0.00	0%
TDMA		GA00580AA	GA00580AA	\$337.50	\$337.50	\$0.00	0%
03 Control Head		G72AD	G72AD	\$709.50	\$709.50	\$0.00	0%
05 Control Head		G442AJ	G442AJ	\$324.00	\$324.00	\$0.00	0%
07 Control Head		GA00805AA	GA00805AA	\$474.00	\$474.00	\$0.00	0%
09 Control Head		GA00245AA	GA00245AA	\$900.00	\$900.00	\$0.00	0%
Siren and Lights Keypad		GA00806AA	GA00806AA	\$37.50	\$37.50	\$0.00	0%
Universal Relay Controller		GA00259AA	GA00259AA	\$187.50	\$187.50	\$0.00	0%
Transceiver Cable		GA00260AA	GA00260AA	\$11.25	\$11.25	\$0.00	0%
APX Control Head Software		G444AE	G444AE	\$0.00	\$0.00	\$0.00	0%
Enhanced Data		QA03399AA	QA03399AA	\$112.50	\$112.50	\$0.00	0%
GPS		Included in Radio	Included in Radio	\$112.50	\$0.00	-\$112.50	-100%
Digital Tone Signaling		GA09000AA	GA09000AA	\$112.50	\$112.50	\$0.00	0%
Multikey		W969BG	W969BG	\$247.50	\$247.50	\$0.00	0%
3 Service from the Start		G78	G78	\$236.00	\$158.00	-\$78.00	-33%
Siren Hardware Kit		TT05707AA	TT05707AA	\$20.00	\$20.00	\$0.00	0%
Siren to Dek 03 Control Head		TT05709AA	TT05709AA	\$78.00	\$78.00	\$0.00	0%
Siren to Dek 05,07,09 Control Head		GA00814AA	GA00814AA	\$78.75	\$78.75	\$0.00	0%

EXHIBIT A - PRICING SHEET
 269-2016-019 - RADIOS AND COMMUNICATION EQUIPMENT
 MOTOROLA SOLUTIONS, INC.

Contract #: 2017000064-1
 Vendor #: 25525

Description	Model #	MFG Part #	Vendor Part #	Initial Price	Amendment #1 - Unit Price	Amendment #1 - S Increase	Amendment #1 - % Increase
Wildcard		HLN1196C	HLN1196C	\$373.45	\$308.00	-\$65.45	-18%
Keypad MIC		W20CA	W20CA	\$135.00	\$135.00	\$0.00	0%
External Emergency Button		W688AR	W688AR	\$42.00	\$42.00	\$0.00	0%
Siren to Radio Cable		TT05900AA	TT05900AA	\$65.00	\$65.00	\$0.00	0%
Control Station Operation		W665BF	W665BF	\$52.50	\$52.50	\$0.00	0%
Coventional Operation		G48BB	G48BB	\$474.00	\$600.00	\$126.00	27%

MOTOROLA APX 7500 SERIES REQUIRED OPTIONS							
Description	Model #	MFG Part #	Vendor Part #	Initial Price	Amendment #1 - Unit Price	Amendment #1 - \$ Increase	Amendment #1 - % Increase
SmartZone Operation		G51AT	G51AT	\$1,125.00	\$1,125.00	\$0.00	0%
P25 9600 Baud Trunking		G361AH	G361AH	\$225.00	\$225.00	\$0.00	0%
MOTOROLA APX 7500 SERIES RECOMMENDED OPTIONS							
Description	Model #	MFG Part #	Vendor Part #	Initial Price	Amendment #1 - Unit Price	Amendment #1 - \$ Increase	Amendment #1 - % Increase
ADP Encryption	Included in Radio			\$0.00	\$0.00	\$0.00	0%
Integrated Voice & Data (IV&D)	Included in Radio			\$0.00	\$0.00	\$0.00	0%
Advanced System Key (ASK)	Included in Radio			\$0.00	\$0.00	\$0.00	0%
Radio Authentication		GA01767AG	GA01767AG	\$75.00	\$75.00	\$0.00	0%
Programming Over P25 (OTAP)		G996AS	G996AS	\$75.00	\$75.00	\$0.00	0%
Bluetooth	Included in Radio			\$0.00	\$0.00	\$0.00	0%

For all items not included in this price schedule that may be added during the term of the Contract, including but not limited to additional radios and OEM accessories, the City shall pay a fixed percentage discount from the Company's most recent pricing list.

PERCENT DISCOUNT FROM LIST PRICE	
Mobile Radios	25%
OEM Accessories	23%



CERTIFICATE OF LIABILITY INSURANCE

DATE(MM/DD/YYYY)
08/03/2016

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER Aon Risk Services Central, Inc. Chicago IL office 200 East Randolph Chicago IL 60601 USA	CONTACT NAME: PHONE (A/C. No. Ext): (866) 283-7122 FAX (A/C. No.): (800) 363-0105		
	E-MAIL ADDRESS:		
INSURED Motorola solutions, Inc. Attn Karen Napier 1303 East Algonquin Road Schaumburg IL 60196 USA	INSURER(S) AFFORDING COVERAGE		NAIC #
	INSURER A: Liberty Mutual Fire Ins Co		23035
	INSURER B: Liberty Insurance Corporation		42404
	INSURER C:		
	INSURER D:		
	INSURER E:		

COVERAGES **CERTIFICATE NUMBER: 570063296407** **REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS. **Limits shown are as requested**

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: <input checked="" type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC OTHER:			TB2641005169076	07/01/2016	07/01/2017	EACH OCCURRENCE \$1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$250,000 MED EXP (Any one person) \$10,000 PERSONAL & ADV INJURY \$1,000,000 GENERAL AGGREGATE \$2,000,000 PRODUCTS - COMP/OP AGG \$1,000,000
A	<input checked="" type="checkbox"/> AUTO MOBILE LIABILITY <input type="checkbox"/> ANY AUTO <input type="checkbox"/> OWNED AUTOS ONLY <input type="checkbox"/> HIRED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> NON-OWNED AUTOS ONLY			AS2-641-005169-016	07/01/2016	07/01/2017	COMBINED SINGLE LIMIT (Ea accident) \$1,000,000 BODILY INJURY (Per person) BODILY INJURY (Per accident) PROPERTY DAMAGE (Per accident)
	<input type="checkbox"/> UMBRELLA LIAB <input type="checkbox"/> DCCUR <input type="checkbox"/> EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE <input type="checkbox"/> DED <input type="checkbox"/> RETENTION						EACH OCCURRENCE AGGREGATE
B	<input type="checkbox"/> WORKERS COMPENSATION AND EMPLOYERS' LIABILITY <input type="checkbox"/> ANY PROPRIETDR / PARTNER / EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N	N/A	WA7-64D-005169-086 All other States WC7-641-005169-096 WI	07/01/2016	07/01/2017	<input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTH-ER E.L. EACH ACCIDENT \$1,000,000 E.L. DISEASE-EA EMPLOYEE \$1,000,000 E.L. DISEASE-POLICY LIMIT \$1,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)
 Re: Contract for Radips and Communication Equipment - Contract #2017000064. City of Charlotte, NC is included as Additional Insured with respect to the general Liability policy.

CERTIFICATE HOLDER**CANCELLATION**

City of Charlotte Attn: David Tate Procurement Management 600 East Fourth Street Charlotte NC 28202 USA	SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS. AUTHORIZED REPRESENTATIVE <i>Aon Risk Services Central, Inc.</i>
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Holder Identifier :

Certificate No : 570063296407