



BURLESON, CITY OF

APX Next XE QTY23

05/10/2023

05/10/2023

BURLESON, CITY OF
141 W RENFRO ST
BURLESON, TX 76028

RE: Motorola Quote for APX Next XE QTY23
Dear Jake Hopps,

Motorola Solutions is pleased to present BURLESON, 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 BURLESON, CITY OF with the best products and services available in the communications industry. Please direct any questions to Jonathan Castilaw at jonathancastilaw@callmc.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,

Jonathan Castilaw
Account Executive

Motorola Solutions Manufacturer's Representative

Billing Address:
BURLESON, CITY OF
141 W RENFRO ST
BURLESON, TX 76028
US

Shipping Address:
BURLESON, CITY OF
1131 SW WILSHIRE
BURLESON, TX 76028
US

Quote Date:05/10/2023
Expiration Date:07/09/2023
Quote Created By:
Jonathan Castilaw
Account Executive
jonathancastilaw@callmc.com
469-263-5292

End Customer:
BURLESON, CITY OF
Jake Hopps
jhopps@burlesontx.com
(817) 426-9186

Contract: 50054 - FORT WORTH TX

Line #	Item Number	Description	Qty	Term	List Price	Sale Price	Ext. Sale Price
	APX™ NEXT	APX NEXT XE MULTI					
1	H55TGT9PW8AN	APX NEXT; ALL-BAND MODEL 4.5 PORTABLE	23		\$8,241.00	\$4,812.74	\$110,693.02
1a	QA01427AK	ALT: APX NEXT XE HOUSING GREEN	23		\$28.00	\$16.35	\$376.05
1b	QA02006AE	ADD: APX NEXT XE M4.5 RUGGED RADIO	23		\$770.00	\$449.68	\$10,342.64
1c	BD00001AA	ADD: CORE BUNDLE	23		\$3,106.00	\$1,813.90	\$41,719.70
1d	H499KC	ENH: SUBMERSIBLE (DELTA T)	23		Included	Included	Included
1e	H38DA	ADD: SMARTZONE OPERATION	23		Included	Included	Included
1f	Q806CH	ADD: ASTRO DIGITAL CAI OPERATION	23		Included	Included	Included
1g	QA09028AA	ADD: VIQI VC RADIO OPERATION	23		Included	Included	Included
1h	Q629BD	ENH: AES ENCRYPTION AND ADP	23		Included	Included	Included
1i	QA03399AK	ADD: ENHANCED DATA	23		Included	Included	Included



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	Term	List Price	Sale Price	Ext. Sale Price
1j	Q387CB	ADD: MULTICAST VOTING SCAN	23		Included	Included	Included
1k	QA00580BA	ADD: TDMA OPERATION	23		Included	Included	Included
1l	QA09001AM	ADD: WIFI CAPABILITY	23		Included	Included	Included
1m	Q361CD	ADD: P25 9600 BAUD TRUNKING	23		Included	Included	Included
1n	QA09030AA	ADD: MOTOROLA HOSTED RADIOCENTRAL W CPS*	23		\$0.00	\$0.00	\$0.00
1o	H636AB	ADD: APX NEXT APPLICATION BUNDLE PROMO+	23		-\$300.00	-\$300.00	-\$6,900.00
1p	H638EA	ADD: SMART LOCATE MAPPING TRIAL PROMO+	23		-\$56.00	-\$56.00	-\$1,288.00
1q	QA09017AA	ADD: LTE WITH ACTIVE SERVICE AT&T US	23		\$0.00	\$0.00	\$0.00
1r	H637AB	ADD: RADIO CENTRAL PROGRAMMING PROMO CARVE OUT+	23		-\$32.04	-\$32.04	-\$736.92
2	NNTN9217A	BATTERY PACK,BATTERY PACK,IMPRES GEN2, LIION,IP68, 4400T, UL2054 DIV 2	23		\$284.35	\$213.26	\$4,904.98
3	SSV01P01407B	SMARTPROGRAMMING PROMO+	23	1 YEAR	\$75.00	\$75.00	\$1,725.00
4	SSV01P01406A	SMARTCONNECT PROMO+	23	1 YEAR	\$75.00	\$75.00	\$1,725.00
5	SSV01P01476A	SMARTLOCATE PROMO+	23	1 YEAR	\$75.00	\$75.00	\$1,725.00
6	SSV01P01902A	SMARTMAPPING PROMO+	23	1 YEAR	\$75.00	\$75.00	\$1,725.00
7	SSV01P01685B	ELIGIBLE FOR PROMO - CC AWARE STARTER+	23	1 YEAR	\$56.00	\$56.00	\$1,288.00
8	PSV00S01424A	APX NEXT PROVISIONING*	1		\$0.00	\$0.00	\$0.00
9	PSV01S02940A	SMARTMAPPING ENABLEMENT	1		\$0.00	\$0.00	\$0.00



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Line #	Item Number	Description	Qty	Term	List Price	Sale Price	Ext. Sale Price
10	LSV00Q00202A	DEVICE PROGRAMMING	23		\$100.00	\$100.00	\$2,300.00
11	LSV01S03446A	APX NEXT DMS ESSENTIAL	23	3 YEARS	\$230.76	\$102.05	\$2,347.15
12	LSV01P03092A	RADIOCENTRAL PROGRAMMING PROMO	23	1 YEAR	\$32.04	\$32.04	\$736.92
13	LSV01S03082A	RADIOCENTRAL PROGRAMMING	23	2 YEARS	\$64.08	\$64.08	\$1,473.84
14	PSV03S02465A	APX DMS PROVISIONING PD3*	1		\$0.00	\$0.00	\$0.00
15	PMMN4137A	XVE500 REMOTE SPEAKER MICROPHONE, HIGH IMPACT GREEN, NO CHANNEL KNOB	23		\$642.60	\$481.95	\$11,084.85
16	NNTN9115A	CHARGER, MULTI-UNIT, IMPRES G2, 6-DISP, US/NA/CA/LA PLUG, ACC- CHARGER	3		\$1,420.20	\$1,136.16	\$3,408.48

Grand Total **\$188,650.71(USD)**

Pricing Summary

	List Price	Sale Price
Upfront Costs for Hardware, Accessories and Implementation (if applicable), plus Subscription Fee	\$308,984.61	\$185,612.10
Year 2 Subscription Fee	\$2,506.08	\$1,519.30
Year 3 Subscription Fee	\$2,506.08	\$1,519.30
Grand Total System Price	\$313,996.77	\$188,650.71

Notes:

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

+ Promotional pricing for 1 year Application Service trial.



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

Motorola's quote (Quote Number: _____ Dated: _____) 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 the following Motorola's Standard Terms of use and Purchase Terms and Conditions govern the purchase of the Products which is found at <http://www.motorolasolutions.com/msi/omterms>.

The Parties hereby enter into this Agreement as of the Effective Date.

Motorola Solutions, Inc.

Customer

By: _____

By: _____

Name: _____

Name: _____

Title: _____

Title: _____

Date: _____

Date: _____

- This quote contains items with approved price exceptions applied against them.
- Unless otherwise noted, this quote excludes sales tax or other applicable taxes (such as Goods and Services Tax, sales tax, Value Added Tax and other taxes of a similar nature). Any tax the customer is subject to will be added to invoices.



APX NEXT RADIO SOLUTIONS

Overview

APX NEXT is Motorola Solutions' next-generation P25 platform purpose-built for first responders to access and act on information while maintaining focus in critical situations. Across all aspects of the radio experience—deployment, operation, maintenance, and evolution—APX NEXT brings critical advancements to usability and performance. Equipped with broadband, LTE, Wi-Fi, Bluetooth 5.0, and GPS capabilities, APX NEXT extends future-ready performance, applications, and full interoperability to the field and control room to transform accurate data into smarter action.

Key benefits of the APX NEXT include the following:

- **SmartTouch Experience** – Easier operation centered around a redefined 3.6" impact resistant touch display and shallow menu hierarchy. This cleaner and more intuitive visual layout increases the usability of the APX NEXT radio and helps users find the information they need without pause or distraction.
- **Ruggedized, Ergonomic Design** – Increased personnel safety and efficiency with an improved T-Grip ergonomic design, full-color top display, and tactile knobs for efficient use in emergency situations. Patented touch technology enables for reliable gloved use, while also making the screen immune to false actuations from water, snow, ice, or debris. The APX Next device meets the same MIL standards for ruggedization achieved by Motorola Solutions' APX platform radios.
- **Easy Fleet Management** – Easier and quicker radio provisioning, remote software updates, and streamlined management reduce downtime and support control center staff. Motorola Solutions' Device Management Services (DMS) maximize the effectiveness of APX NEXT, reducing maintenance risk, workload, and total cost of ownership. DMS brings RadioCentral (RC) programming to APX NEXT, as well, supporting faster provisioning and deployment to get devices in the hands of responders and out into the field.
- **Secure Communications** – Hardened End-to-End security allows only authorized units in the system to listen to transmissions. Real-time security provides seamless protection from the device and data in transit to the cloud and the LMR system

Evolving with Applications Services

APX NEXT Application Services enhance device capabilities and improve user experience. These applications are subscription-based offerings for easier optimization and scaling to meet evolving needs.

SmartConnect

First responders need to know that they are covered and supported with critical intelligence no matter where the mission takes them. The SmartConnect application keeps users connected and maintains critical LMR features through a broadband connection by extending Land Mobile Radio (LMR) networks for voice and data coverage outside normal LMR service areas. By seamlessly switching between P25 LMR and LTE cellular networks, SmartConnect extends reliable PTT communications as radio users roam onto supported broadband networks. Authentication, status, talkgroups, and encryption are all preserved automatically, without interruptions or resets to ensure that end users continue to have access to the critical features they need in emergency situations.

SmartLocate

The SmartLocate application provides dispatchers with accurate location data over a broadband network, enabling better tracking of field personnel and improved situational awareness. By using the broadband



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network and CommandCentral Aware integration, SmartLocate can quickly send GPS coordinate updates and location information from the field to dispatchers to create a more effective operating picture of any situation. This gives dispatchers a greater ability to manage incidents and efficiently dispatch available units with confidence that resources are allocated where necessary. Access to CommandCentral Aware is not included with a SmartLocate subscription.

SmartProgramming

Leveraging DMS and RadioCentral provisioning capabilities, the SmartProgramming application allows APX NEXT radios to be updated anywhere within an agency's local LTE network coverage area. APX NEXT devices no longer need to be tied to a computer via USB cable, limited to WiFi network coverage, or gated by Land Mobile Radio (LMR) bandwidth. SmartProgramming allows the APX NEXT device to take advantage of LTE broadband data speeds to pull programming jobs from RadioCentral devices in minutes.

SmartMapping

The SmartMapping application provides precise and accessible location information for field users on APX NEXT's modernized map interface, improving situational awareness and informing response. Users can see their own location and the location/status of other officers at a glance and immediately tap to communicate with these personnel. SmartMapping streamlines engagement by providing access to the application directly from the APX NEXT radio's home screen to best support users wherever the mission takes them.





Purchase Order Checklist

Marked as PO/ Contract/ Notice to Proceed on Company Letterhead
(PO will not be processed without this)

PO Number/ Contract Number

PO Date

Vendor = Motorola Solutions, Inc.

Payment (Billing) Terms/ State Contract Number

Bill-To Name on PO must be equal to the *Legal* Bill-To Name

Bill-To Address

Ship-To Address (If we are shipping to a MR location, it must be documented on PO)

Ultimate Address (If the Ship-To address is the MR location then the Ultimate Destination address must be documented on PO)

PO Amount must be equal to or greater than Order Total

Non-Editable Format (Word/ Excel templates cannot be accepted)

Bill To Contact Name & Phone # and EMAIL for customer accounts payable dept

Ship To Contact Name & Phone #

Tax Exemption Status

Signatures (As required)