



BURLESON, CITY OF

APX Next/Next XE/Mobiles - Dual Head/STOP

02/07/2024

02/07/2024

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

RE: Motorola Quote for APX Next/Next XE/Mobiles - Dual Head/STOP
Dear James Grommersch,

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.

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:02/07/2024
Expiration Date:04/07/2024
Quote Created By:
Jonathan Castilaw
jonathancastilaw@callmc.com

End Customer:
BURLESON, CITY OF
James Grommersch
jgrommersch@burlesontx.com
817.426.9672

Contract: 34071 - FORT WORTH TX

Summary:

Any sales transaction resulting from Motorola's quote is based on and subject to the applicable Motorola Standard Terms and Conditions, notwithstanding terms and conditions on purchase orders or other Customer ordering documents. Motorola Standard Terms and Conditions are found at www.motorolasolutions.com/product-terms.

Line #	Item Number	Description	Qty	Term	List Price	Sale Price	Ext. Sale Price
	APX™ NEXT	APX NEXT MULTI					
1	H55TGT9PW8AN	APX NEXT; ALL-BAND MODEL 4.5 PORTABLE	151		\$8,241.00	\$4,812.74	\$726,723.74
1a	BD00001AA	ADD: CORE BUNDLE	151		\$3,106.00	\$1,813.90	\$273,898.90
1b	H499KC	ENH: SUBMERSIBLE (DELTA T)	151		Included	Included	Included
1c	H38DA	ADD: SMARTZONE OPERATION	151		Included	Included	Included
1d	Q806CH	ADD: ASTRO DIGITAL CAI OPERATION	151		Included	Included	Included
1e	QA09028AA	ADD: VIQI VC RADIO OPERATION	151		Included	Included	Included
1f	Q629BD	ENH: AES ENCRYPTION AND ADP	151		Included	Included	Included
1g	QA03399AK	ADD: ENHANCED DATA	151		Included	Included	Included
1h	Q387CB	ADD: MULTICAST VOTING SCAN	151		Included	Included	Included
1i	QA00580BA	ADD: TDMA OPERATION	151		Included	Included	Included



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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	QA09001AM	ADD: WIFI CAPABILITY	151		Included	Included	Included
1k	QA09113AA	ADD: BASELINE RELEASE SW	151		\$0.00	\$0.00	\$0.00
1l	Q361CD	ADD: P25 9600 BAUD TRUNKING	151		Included	Included	Included
1m	QA09030AA	ADD: MOTOROLA HOSTED RADIOCENTRAL W CPS	151		\$0.00	\$0.00	\$0.00
1n	QA09017AA	ADD: LTE WITH ACTIVE SERVICE AT&T US	151		\$0.00	\$0.00	\$0.00
2	NNTN9216A	BATTERY PACK,IMPRES GEN2, LIION,IP68, 4400T	151		\$248.05	\$186.04	\$28,092.04
3	LSV01S03446A	APX NEXT DMS ESSENTIAL	151	5 YEARS	\$384.60	\$384.60	\$58,074.60
4	LSV01S03082A	RADIOCENTRAL PROGRAMMING	151	5 YEARS	\$160.20	\$160.20	\$24,190.20
5	SSV01S01407A	SMARTPROGRAMMING	151	5 YEARS	\$375.00	\$375.00	\$56,625.00
6	SSV01S01406A	SMARTCONNECT	151	5 YEARS	\$375.00	\$375.00	\$56,625.00
7	SSV01S01476A	SMARTLOCATE	151	5 YEARS	\$375.00	\$375.00	\$56,625.00
8	SSV01S01907A	SMARTMAPPING	151	5 YEARS	\$375.00	\$375.00	\$56,625.00
9	PSV01S01742A	RADIOCENTRAL TRAINING VIRTUAL (1 SEAT)	3		\$1,700.00	\$1,700.00	\$5,100.00
10	NNTN9199A	IMPRES 2 SUC, 3.0A, 120VAC, TYPE A PLUG, NA	151		\$169.56	\$127.17	\$19,202.67
11	PMMN4136B	XVP830 REMOTE SPEAKER MICROPHONE NO CHANNEL KNOB	151		\$486.00	\$364.50	\$55,039.50
12	AN000296A01	ANTENNA, STUBBY,STUBBY 65MM (760-870 MHZ)	151		\$32.40	\$24.30	\$3,669.30
	APX™ NEXT	APX NEXT XE MULTI					
13	H55TGT9PW8AN	APX NEXT; ALL-BAND MODEL 4.5 PORTABLE	30		\$8,241.00	\$4,812.74	\$144,382.20



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Line #	Item Number	Description	Qty	Term	List Price	Sale Price	Ext. Sale Price
13a	QA01427AK	ALT: APX NEXT XE HOUSING GREEN	30		\$28.00	\$16.35	\$490.50
13b	QA02006AE	ADD: APX NEXT XE M4.5 RUGGED RADIO	30		\$770.00	\$449.68	\$13,490.40
13c	BD00001AA	ADD: CORE BUNDLE	30		\$3,106.00	\$1,813.90	\$54,417.00
13d	H499KC	ENH: SUBMERSIBLE (DELTA T)	30		Included	Included	Included
13e	H38DA	ADD: SMARTZONE OPERATION	30		Included	Included	Included
13f	Q806CH	ADD: ASTRO DIGITAL CAI OPERATION	30		Included	Included	Included
13g	QA09028AA	ADD: VIQI VC RADIO OPERATION	30		Included	Included	Included
13h	Q629BD	ENH: AES ENCRYPTION AND ADP	30		Included	Included	Included
13i	QA03399AK	ADD: ENHANCED DATA	30		Included	Included	Included
13j	Q387CB	ADD: MULTICAST VOTING SCAN	30		Included	Included	Included
13k	QA00580BA	ADD: TDMA OPERATION	30		Included	Included	Included
13l	QA09001AM	ADD: WIFI CAPABILITY	30		Included	Included	Included
13m	QA09113AA	ADD: BASELINE RELEASE SW	30		\$0.00	\$0.00	\$0.00
13n	Q361CD	ADD: P25 9600 BAUD TRUNKING	30		Included	Included	Included
13o	QA09030AA	ADD: MOTOROLA HOSTED RADIOCENTRAL W CPS	30		\$0.00	\$0.00	\$0.00
13p	QA09017AA	ADD: LTE WITH ACTIVE SERVICE AT&T US	30		\$0.00	\$0.00	\$0.00
14	NNTN9217A	BATTERY PACK,BATTERY PACK,IMPRES GEN2, LIION,IP68, 4400T, UL2054 DIV 2	30		\$284.35	\$213.26	\$6,397.80
15	LSV01S03446A	APX NEXT DMS ESSENTIAL	30	5 YEARS	\$384.60	\$384.60	\$11,538.00



Line #	Item Number	Description	Qty	Term	List Price	Sale Price	Ext. Sale Price
16	LSV01S03082A	RADIOCENTRAL PROGRAMMING	30	5 YEARS	\$160.20	\$160.20	\$4,806.00
17	SSV01S01407A	SMARTPROGRAMMING	30	5 YEARS	\$375.00	\$375.00	\$11,250.00
18	SSV01S01406A	SMARTCONNECT	30	5 YEARS	\$375.00	\$375.00	\$11,250.00
19	SSV01S01476A	SMARTLOCATE	30	5 YEARS	\$375.00	\$375.00	\$11,250.00
20	SSV01S01907A	SMARTMAPPING	30	5 YEARS	\$375.00	\$375.00	\$11,250.00
21	NNTN9115A	CHARGER, MULTI-UNIT, IMPRES G2, 6-DISP, US/NA/CA/LA PLUG, ACC-CHARGER	5		\$1,420.20	\$1,065.15	\$5,325.75
22	PMMN4152A	XVE500 DIV 1 REMOTE SPEAKER MIC, HIGH IMPACT GREEN WITHOUT KNOB, UL	30		\$707.00	\$530.25	\$15,907.50
Product Services							
23	LSV00Q00202A	DEVICE PROGRAMMING Programming for Handheld Radios	179		\$100.00	\$100.00	\$17,900.00
APX™ 8500							
24	M37TSS9PW1AN	APX8500 ALL BAND MP MOBILE	10		\$5,893.68	\$3,441.91	\$34,419.10
24a	GA00318AF	ENH: 5 YEAR ESSENTIAL SVC	10		\$480.00	\$480.00	\$4,800.00
24b	G831AD	ADD: SPKR 15W WATER RESISTANT	20		\$66.00	\$38.54	\$770.80
24c	GA00250AA	ADD: BLUETOOTH/WIFI/ GNSS FLEXIBLE CABLE LMR195	10		\$110.00	\$64.24	\$642.40
24d	G996AS	ENH: OVER THE AIR PROVISIONING	10		\$110.00	\$64.24	\$642.40
24e	GA00580AA	ADD: TDMA OPERATION	10		\$495.00	\$289.08	\$2,890.80
24f	GA01513AB	ADD: ALL BAND MOBILE ANTENNA (7/8/V/U)	10		\$105.00	\$61.32	\$613.20
24g	G51AT	ENH:SMARTZONE	10		\$1,650.00	\$963.60	\$9,636.00
24h	GA09001AA	ADD: WI-FI CAPABILITY	10		\$330.00	\$192.72	\$1,927.20



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

Line #	Item Number	Description	Qty	Term	List Price	Sale Price	Ext. Sale Price
24i	G444AH	ADD: APX CONTROL HEAD SOFTWARE	10		\$0.00	\$0.00	\$0.00
24j	G67EH	ADD: REMOTE MOUNT E5 MP	10		\$327.00	\$190.97	\$1,909.70
24k	GA01517AA	DEL: NO J600 ADAPTER CABLE NEEDED	10		\$0.00	\$0.00	\$0.00
24l	G806BL	ENH: ASTRO DIGITAL CAI OP APX	10		\$567.00	\$331.13	\$3,311.30
24m	GA01670AA	ADD: APX E5 CONTROL HEAD	10		\$717.00	\$418.73	\$4,187.30
24n	W22BA	ADD: STD PALM MICROPHONE APX	20		\$79.00	\$46.14	\$922.80
24o	QA09113AB	ADD: BASELINE RELEASE SW	10		\$0.00	\$0.00	\$0.00
24p	GA01630AA	ADD: SMARTCONNECT	10		\$0.00	\$0.00	\$0.00
24q	G361AH	ENH: P25 TRUNKING SOFTWARE APX	10		\$330.00	\$192.72	\$1,927.20
24r	G843AH	ADD: AES ENCRYPTION AND ADP	10		\$523.00	\$305.43	\$3,054.30
24s	GA00092AU	ADD: APXM DUAL E5 CH	10		\$627.00	\$366.17	\$3,661.70
24t	G610AC	ADD: REMOTE MOUNT CABLE 30 FT APX	20		\$28.00	\$16.35	\$327.00
25	LSV00Q00202A	DEVICE PROGRAMMING	10		\$100.00	\$100.00	\$1,000.00
26	LSV00Q00203A	DEVICE INSTALLATION	10		\$1,258.29	\$1,258.29	\$12,582.90
	APX™ 8500						
27	M37TSS9PW1AN	APX8500 ALL BAND MP MOBILE	8		\$5,893.68	\$3,441.91	\$27,535.28
27a	GA00318AF	ENH: 5 YEAR ESSENTIAL SVC	8		\$480.00	\$480.00	\$3,840.00
27b	G831AD	ADD: SPKR 15W WATER RESISTANT	8		\$66.00	\$38.54	\$308.32
27c	GA00250AA	ADD: BLUETOOTH/WIFI/ GNSS FLEXIBLE CABLE LMR195	8		\$110.00	\$64.24	\$513.92



Line #	Item Number	Description	Qty	Term	List Price	Sale Price	Ext. Sale Price
27d	G996AS	ENH: OVER THE AIR PROVISIONING	8		\$110.00	\$64.24	\$513.92
27e	GA00580AA	ADD: TDMA OPERATION	8		\$495.00	\$289.08	\$2,312.64
27f	GA01513AB	ADD: ALL BAND MOBILE ANTENNA (7/8/V/U)	8		\$105.00	\$61.32	\$490.56
27g	G66BN	ADD: DASH MOUNT E5	8		\$138.00	\$80.59	\$644.72
27h	G51AT	ENH:SMARTZONE	8		\$1,650.00	\$963.60	\$7,708.80
27i	GA09001AA	ADD: WI-FI CAPABILITY	8		\$330.00	\$192.72	\$1,541.76
27j	G843AH	ADD: AES ENCRYPTION AND ADP	8		\$523.00	\$305.43	\$2,443.44
27k	G444AH	ADD: APX CONTROL HEAD SOFTWARE	8		\$0.00	\$0.00	\$0.00
27l	GA01517AA	DEL: NO J600 ADAPTER CABLE NEEDED	8		\$0.00	\$0.00	\$0.00
27m	G806BL	ENH: ASTRO DIGITAL CAI OP APX	8		\$567.00	\$331.13	\$2,649.04
27n	GA01670AA	ADD: APX E5 CONTROL HEAD	8		\$717.00	\$418.73	\$3,349.84
27o	W22BA	ADD: STD PALM MICROPHONE APX	8		\$79.00	\$46.14	\$369.12
27p	QA09113AB	ADD: BASELINE RELEASE SW	8		\$0.00	\$0.00	\$0.00
27q	GA01630AA	ADD: SMARTCONNECT	8		\$0.00	\$0.00	\$0.00
27r	G361AH	ENH: P25 TRUNKING SOFTWARE APX	8		\$330.00	\$192.72	\$1,541.76
28	LSV00Q00202A	DEVICE PROGRAMMING	8		\$100.00	\$100.00	\$800.00
29	LSV00Q00203A	DEVICE INSTALLATION	8		\$612.86	\$612.86	\$4,902.88

Grand Total **\$1,890,838.20(USD)**

Pricing Summary



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	List Price	Sale Price
Upfront Costs for Hardware, Accessories and Implementation (if applicable), plus Subscription Fee	\$2,530,990.55	\$1,534,651.92
Year 2 Subscription Fee	\$74,021.76	\$74,021.76
Year 3 Subscription Fee	\$74,021.76	\$74,021.76
Year 4 Subscription Fee	\$74,021.76	\$74,021.76
Year 5 Subscription Fee	\$74,021.76	\$74,021.76
Year 6 Subscription Fee	\$60,099.24	\$60,099.24
Grand Total System Price	\$2,887,176.83	\$1,890,838.20



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.

The design, technical, pricing, and other information ("Information") furnished with this budgetary submission is proprietary information of Motorola Solutions, Inc. ("Motorola Solutions") 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 to be disclosed publicly or in any manner to anyone other than those required to evaluate the Information without the express written permission of Motorola Solutions. The Information provided in this submission is provided for evaluation and budgetary purposes only and does not constitute a binding offer to sell or license any Motorola Solutions product or services. Motorola Solutions is making no representation, warranties, or commitments with respect to pricing, products, payment terms, credit, or terms and conditions. A firm offer would require more information and further detailed analysis of the requirements.



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)