

December 13, 2023

Town of Highland Beach
Attention: Chief Hartmann
3614 S Ocean Blvd.
Highland Beach, FL 33487

Dear Chief Hartmann,

Motorola Solutions Mission Critical Public Safety grade radio equipment, such as the APX NEXT smart radio, which is used by the Palm Beach County Public Safety P25 communication system, is available only through the Motorola Account Executive team or the authorized Manufacturers' Representative for Motorola in Palm Beach County, EMCI Wireless. No other distribution channel is authorized to distribute this equipment.

Motorola Solutions is the only manufacturer that can provide a P25 land mobile radio that utilizes Smart Applications seamlessly on an ASTRO 25 radio system thus the only manufacturer that can provide the following benefits and features:

- Smart Connect which is seamless and automatic roaming from ASTRO 25 to broadband (LTE and/or Wi-Fi) without user interaction to supplement P25 coverage (ie outside coverage area and in building coverage)
- GPS and Wi-Fi enabled indoor location enhancement
- Broadband enabled Smart Programming download without any P25 voice interruptions

The Town of Highland Beach can take advantage of the negotiated NASPO (contract number: 00318) contract and its unique benefits as a purchasing vehicle.

Should you need additional information or have any questions, please feel free to contact me directly at (954) 605-8196. Your continued interest in Motorola products and services is greatly appreciated.

Sincerely,

George Nassif

George Nassif
Account Executive
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