

# Johnson County, Texas

Lifecycle Planning  
March 26, 2025



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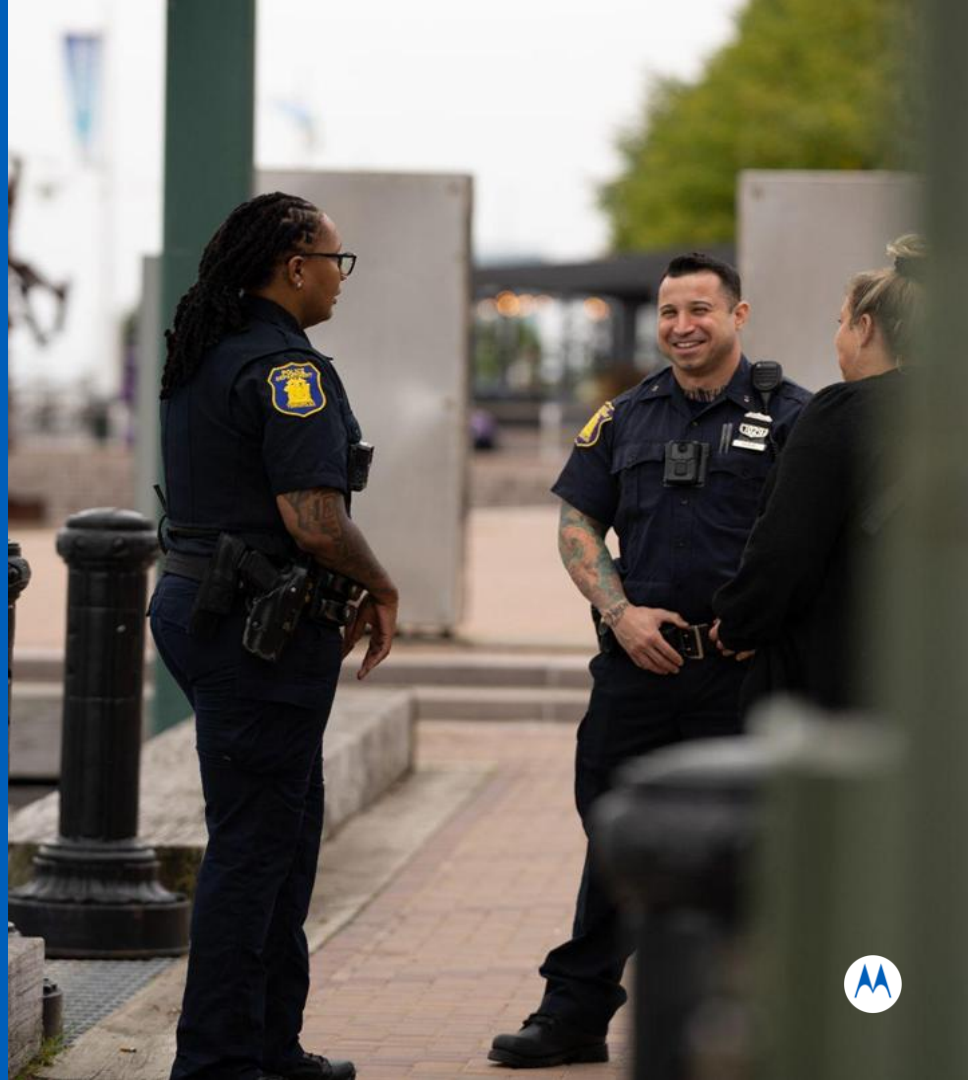
# Agenda

## Customer LCS Planning

1. Team Introductions
2. Purpose
3. Summary of Platform Changes
4. Budgetary Pricing
5. Assumptions



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# Meet the Team

## Team Introductions

Account Executive

Casey Moore

Area Sales Manager

Brad Rice

Customer Support Manager

Steve Braun

Regional Service Manager

Paul Newman

Pre-Sales Business Manager

Phil Biondo

Pre-Sales Engineer

John Avila

Lifecycle Consultant

Karyna Illera

Pre-Sales Team Manager

Laura Therrien



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# Purpose

## Johnson County LCS Planning

- Provide multi-year roadmap view of product end of support and platform changes
- Provide forecasted dates and budgetary pricing related to these changes
- Review Procurement Options - CAPEX, Municipal Lease, SUA+, Stay at Last Supported Release / Delay Upgrade Schedule



# Summary of Platform Changes

Johnson County LCS Planning

Platform Change	Customer Assets
Migrate IP Simulcast Prime to Virtualized Prime	1 Prime Site
Migrate NextGen RF Sites - G Series to D Series	4 sites (3 Simulcast; 1 ASR) (10 channel Simulcast; 6 channel ASR)
Migrate to NextGen Conventional Site Controller	1



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# CapEX Budgetary Pricing

Johnson County LCS Planning

Equipment / Platform	CapEX Budgetary Price
Migrate IP Simulcast Prime Virtualized Prime	\$1,055,909
Migrate RF Sites G-Series to D-Series (ASR and Simulcast)	\$4,940,695
Migrate to NextGen Dispatch Conventional Site Controller	\$73,884
<b>EQUIPMENT &amp; INSTALLATION TOTAL</b>	<b>\$6,070,488</b>



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# SUA+ Budgetary Pricing

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Equipment / Platform	SUA+ Budgetary Price (6 Year Term)	Per Year average
Migrate IP Simulcast Prime Virtualized Prime	\$1,319,886	\$219,981
Migrate RF Sites G-Series to D-Series	\$5,709,938	\$951,656
Migrate to NextGen Dispatch Conventional Site Controller	\$92,355	\$15,392
<b>EQUIPMENT &amp; INSTALLATION TOTAL</b>	<b>\$7,122,179</b>	<b>\$1,187,030</b>



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# Services Pricing

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Services	SUA+ Budgetary Price (6 Year Term)	Per Year average
Premier Maintenance Services	\$2,774,341	\$462,390
SUA	\$608,902	\$101,484
ACS	\$1,230,075	\$205,013
NICE	\$218,745	\$36,458
<b>GRAND TOTAL</b>	<b>\$4,832,063</b>	<b>\$805,345</b>



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# Services Pricing

Johnson County LCS Planning

Services	2026 (Current)	SUA+ Per Year Average
Premier Maintenance Services	\$334,358.21	\$462,390
SUA	\$93,060.74	\$101,484
ACS	\$180,842.55	\$205,013
NICE	\$32,159.40	\$36,458
<b>GRAND TOTAL</b>	<b>\$640,420.90</b>	<b>\$805,345</b>



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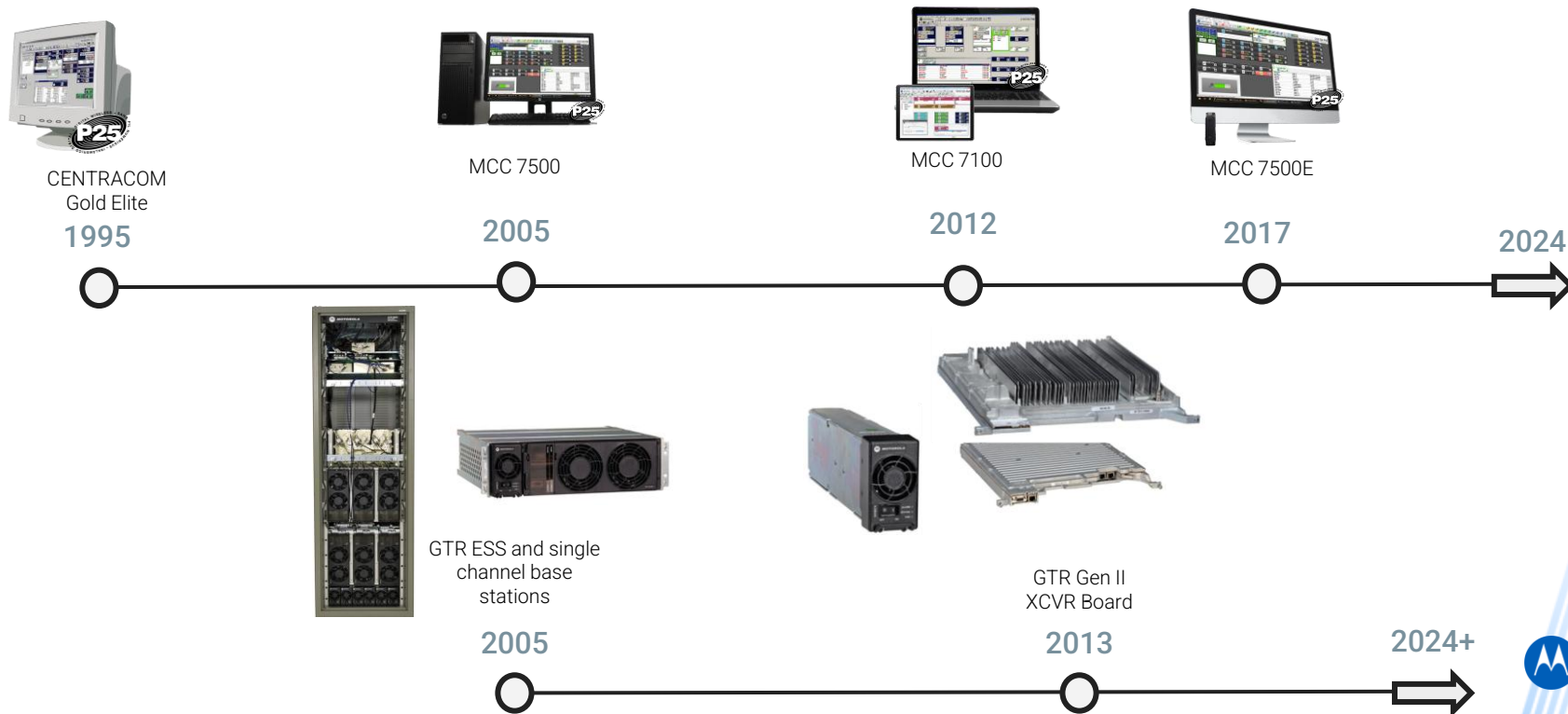
# RoadMap



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# TIMELINE OF EXISTING PLATFORMS

## Consoles and Stations



# TIMELINE OF EXISTING PLATFORMS

## SIMULCAST PRIME SITES



GCM 8000 IP Comparator



GCP 8000 Site Controller

G-Series Simulcast  
Prime Site

2007



Gen II FRU  
REFRESH



2013

2024



# What is a platform migration?

## A platform migration is:

- An update or refresh of technology, uniquely identified by an entire major product platform replaced with the next generation product

## A platform migration is NOT:

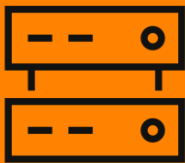
- Replacement of subcomponents of the product platform:
  - Computer hardware
  - Operating systems
  - Boards or modules in a specific piece of equipment



# Motorola Infrastructure

## Platform migrations

### PRIME SITES



G-SERIES TO  
VIRTUALIZED

### SITE CONTROLLER



GCP to DSC

### CONSOLES



MCC TO AXS

### BASE RADIOS



GTR TO DBR

### NFM RTU



SDM TO MC EDGE





# Lifecycle



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safer starts here

# System Upgrade Agreement Plus (SUA+)





# Expanding our Lifecycle Portfolio

A NEW TOOL TO FILL A GAP IN THE LIFECYCLE PORTFOLIO

## MIGRATION ASSURANCE PROGRAM

Third-Party Vendor Updates (Backhaul, Civil, Logging, etc);  
System Expansions

MIGRATION  
ASSURANCE  
PROGRAM  
(MAP)

## ASTRO 25 PLATFORM MIGRATIONS

Select ASTRO FNE Platform Migrations

→ Consoles, Base Radios, Site Controllers, Comparators, etc.

SYSTEM  
UPGRADE  
AGREEMENT  
PLUS  
(SUA+)

## RECURRING SYSTEM UPGRADES

Software and Covered Hardware  
with Implementation Labor

SYSTEM  
UPGRADE  
AGREEMENT  
(SUA)

## UPGRADES AS DESIRED

A La Carte  
Upgrades

CUSTOM  
SYSTEM  
UPGRADE  
AGREEMENT



# Software Upgrade Agreement Plus

## What is System Upgrade Agreement Plus (SUA+)?

A new ASTRO lifecycle service offer that addresses selected platform migrations as part of the ASTRO system.

## What does SUA+ include?








- ASTRO System Upgrade Agreement (SUA)
- Select ASTRO Platform Migrations if and when necessary

SUA+ offers a new way to purchase traditionally CapEx Platform Migrations



# System Upgrade Agreement Plus (SUA+)

What is covered by SUA+?

OFFER INCLUSIONS	SUA	SUA+
RECURRING SYSTEM UPGRADES		
SELECT ASTRO PLATFORM MIGRATIONS		
PREDICTABLE OPEX BUDGET		
ASTRO SYSTEM IN STANDARD SUPPORT		







# Flexible Procurement Options for Platform Migrations



## CAPEX

TRADITIONAL SALES  
ENGAGEMENT



## CAPEX LEASE

ALTERNATE SALES  
ENGAGEMENT



## SUA+

NEW ENGAGEMENT MODEL FOR  
CUSTOMER CHOSEN PLATFORM  
MIGRATIONS



## HYBRID

ANY COMBINATION OF  
THE OTHER 3 MODELS

HOW DO YOU WANT TO BUY ?





# Customer Responsibilities

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- Storage of all equipment.
- Single point of contact/PM for all activities.
- Provide all buildings, equipment shelters, and towers required for system installation.
- Ensure communications sites meet space, grounding, power, and connectivity requirements for the installation of all equipment.
- Obtain all licensing, site access, or permitting required for project implementation.
- Obtain frequencies for project as required.
- Provide adequate power outlets within 6 feet of the proposed equipment & emergency backup/UPS power is available.
- Provide MPLS backhaul for site links.
- Subscriber related scope (Not in current scope).



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# Budgetary Pricing

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This submission is not a formal offer for sale and is not intended to serve as the basis for a contract or order. The information provided herein is preliminary, and is based upon a number of assumptions regarding your requirements. A formal, binding quote or proposal would require more information, including a Request for Quote/Proposal, or formal request from an authorized Contracting Officer, and a further detailed analysis of the requirements surrounding this project. There are no representations, warranties, or commitments with respect to pricing, price support, products, services, or terms except as may be specified in a subsequent formal quote or proposal. If any pages or material accompanying this budgetary estimate or quote are marked with a restrictive legend, the data on such pages shall not be disclosed to third parties, and shall not be duplicated, used or disclosed in whole or in part for any purpose other than to evaluate these materials. The prices presented are based on the current MSRP value or negotiated price accounting for the current scope.



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# Motorola Solutions Responsibilities

Johnson County LCS Planning

- Shipping
- Staging
- Installation
- Configuration
- Optimization
- Testing (FATP only)
- Cutover
- Documentation



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# Assumptions

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- All existing sites or equipment locations will have sufficient space available for the system described as required/specified by R56.
- It is assumed that future upgrade releases are subject to change
- All existing sites or equipment locations will have adequate electrical power (AC and DC) and site grounding suitable to support the requirements of the system described.
- Any tower stress analysis or tower upgrade requirements are the responsibility of Johnson County.
- Approved local, State, or Federal permits as may be required for the installation and operation of the proposed equipment are the responsibility of Johnson County.
- No coverage guarantee is included in this proposal.
- No third party equipment pricing is included in this proposal.



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# Assumptions - Continued

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- Motorola is not responsible for interference caused or received by the Motorola-provided equipment except for interference that is directly caused by the Motorola-provided transmitter(s) to the Motorola-provided receiver(s). Should the Johnson County system experience interference, Motorola can be contracted to investigate the source and recommend solutions to mitigate the issue.
- There is sufficient IP bandwidth in the customer's backhaul network. Johnson County is responsible in upgrading their IP network to support the new Motorola provided equipment.

# Thank you

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