

Johnson County, Texas

Lifecycle Planning
March 26, 2025

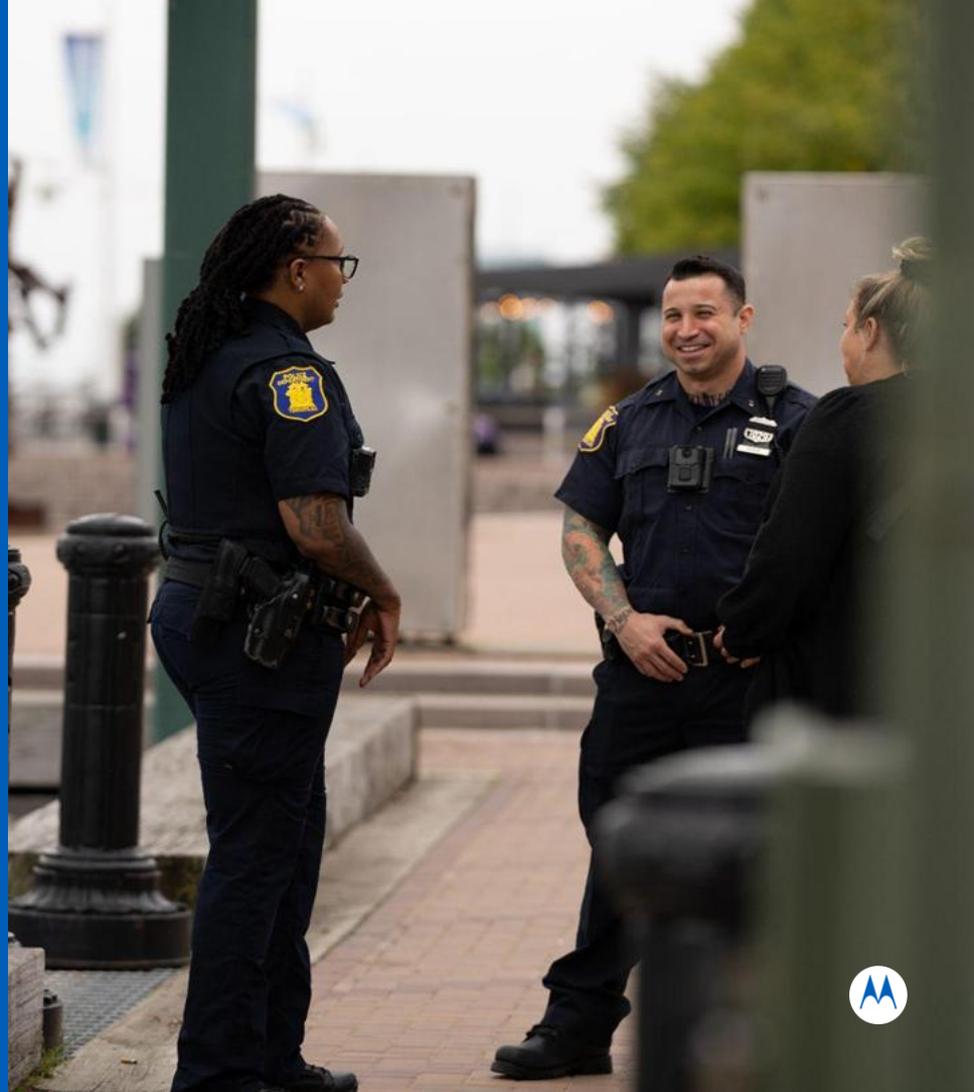


MOTOROLA SOLUTIONS

Agenda

Customer LCS Planning

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



The accompanying Motorola equipment is sold separately.
An asterisk (*) indicates that the price is subject to change without notice.



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



The accompanying Motorola equipment for every customer
is under what they see, though every piece of contact with us.



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



The accompanying Motorola equipment is sold separately.
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Summary of Platform Changes

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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

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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
EQUIPMENT & INSTALLATION TOTAL	\$6,070,488



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SUA+ Budgetary Pricing

Johnson County LCS Planning

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
EQUIPMENT & INSTALLATION TOTAL	\$7,122,179	\$1,187,030



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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
GRAND TOTAL	\$4,832,063	\$805,345



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
GRAND TOTAL	\$640,420.90	\$805,345



RoadMap



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TIMELINE OF EXISTING PLATFORMS

Consoles and Stations



CENTRACOM
Gold Elite
1995



MCC 7500



MCC 7100



MCC 7500E



GTR ESS and single
channel base
stations

2005



GTR Gen II
XCVR Board

2013

2024+



TIMELINE OF EXISTING PLATFORMS

SIMULCAST PRIME SITES



GCM 8000 IP Comparator



GCP 8000 Site Controller

G-Series Simulcast
Prime Site



Gen II FRU
REFRESH



2007

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:

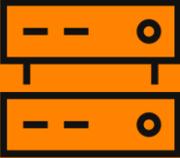
- Replacement of subcomponents of the product platform:
 - Computer hardware
 - Operating systems
 - Boards or modules in a specific piece of equipment



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).

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.

Motorola Solutions Responsibilities

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

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.

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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