



LOS ALTOS POLICE DEPT

APX NEXT BUDGETARY

02/28/2024

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LOS ALTOS POLICE DEPT
ONE N SAN ANTONIO RD
LOS ALTOS, CA 94022

RE: Motorola Quote for APX NEXT BUDGETARY
Dear Joe Ledoux,

Motorola Solutions is pleased to present LOS ALTOS POLICE DEPT 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 LOS ALTOS POLICE DEPT with the best products and services available in the communications industry. Please direct any questions to Nathan Tran at nathan.tran@telepathcorp.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,

Nathan Tran

Motorola Solutions Manufacturer's Representative

Billing Address:
 LOS ALTOS POLICE DEPT
 ONE N SAN ANTONIO RD
 LOS ALTOS, CA 94022
 US

Quote Date:02/28/2024
 Expiration Date:04/28/2024
 Quote Created By:
 Nathan Tran
 nathan.tran@telepathcorp.com

End Customer:
 LOS ALTOS POLICE DEPT
 Joe Ledoux

Contract: 36144 - SVRCS

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*	38		\$8,241.00	\$6,015.93	\$228,605.34
1a	H499KC	ENH: SUBMERSIBLE (DELTA T)	38		\$165.00	\$120.45	\$4,577.10
1b	H38DA	ADD: SMARTZONE OPERATION	38		\$1,320.00	\$963.60	\$36,616.80
1c	Q806CH	ADD: ASTRO DIGITAL CAI OPERATION	38		\$567.00	\$413.91	\$15,728.58
1d	Q629BD	ENH: AES ENCRYPTION AND ADP	38		\$523.00	\$381.79	\$14,508.02
1e	QA00580BA	ADD: TDMA OPERATION	38		\$495.00	\$361.35	\$13,731.30
1f	QA09001AM	ADD: WIFI CAPABILITY	38		\$330.00	\$240.90	\$9,154.20
1g	Q498BN	ENH: ASTRO 25 OTAR W/ MULTIKEY	38		\$814.00	\$594.22	\$22,580.36
1h	Q361CD	ADD: P25 9600 BAUD TRUNKING	38		\$330.00	\$240.90	\$9,154.20
1i	Q173CA	ADD: SMARTZONE OMNILINK	38		\$0.00	\$0.00	\$0.00
1j	G996AP	ADD: PROGRAMMING OVER P25 (OTAP)	38		\$110.00	\$80.30	\$3,051.40
1k	QA08853AA	ADD: CPS ENABLEMENT*	38		\$0.00	\$0.00	\$0.00



Line #	Item Number	Description	Qty	Term	List Price	Sale Price	Ext. Sale Price
11	QA09017AA	ADD: LTE WITH ACTIVE SERVICE AT&T US*	38		\$0.00	\$0.00	\$0.00
2	NNTN9216A	BATTERY PACK,IMPRES GEN2, LIION,IP68, 4400T	38		\$248.05	\$186.04	\$7,069.52
3	LSV01S03446A	APX NEXT DMS ESSENTIAL	38	7 YEARS	\$484.60	\$484.60	\$18,414.80
4	SSV01S01406A	SMARTCONNECT	38	5 YEARS	\$720.00	\$720.00	\$27,360.00
5	NNTN9199A	IMPRES 2 SUC, 3.0A, 120VAC, TYPE A PLUG, NA	10		\$169.56	\$127.17	\$1,271.70
6	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
7	PMMN4135B	XVP850 REMOTE SPEAKER MICROPHONE WITH CHANNEL KNOB	38		\$507.60	\$380.70	\$14,466.60

Subtotal	\$431,615.67
Estimated Tax	\$39,384.93
Grand Total	\$471,000.60(USD)

Pricing Summary

	List Price	Sale Price
Upfront Costs for Hardware, Accessories and Implementation (if applicable), plus Subscription Fee	\$530,151.96	\$388,471.53
Year 2 Subscription Fee	\$8,102.69	\$8,102.69
Year 3 Subscription Fee	\$8,102.69	\$8,102.69
Year 4 Subscription Fee	\$8,102.69	\$8,102.69
Year 5 Subscription Fee	\$8,102.69	\$8,102.69
Year 6 Subscription Fee	\$8,102.69	\$8,102.69
Year 7 Subscription Fee	\$2,630.69	\$2,630.69
Grand Total System Price	\$573,296.10	\$431,615.67



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

Notes:

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

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/product-terms>.

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

Motorola Solutions, Inc.

Customer

By: _____

By: _____

Name: _____

Name: _____

Title: _____

Title: _____

Date: _____

Date: _____



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.



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)