



HALL COUNTY COMMISSIONERS

07/22/2021



07/22/2021

HALL COUNTY COMMISSIONERS
PO BOX 1435
GAINESVILLE, GA 30503

Dear Jimmie Taggart,

Motorola Solutions is pleased to present HALL COUNTY COMMISSIONERS 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 HALL COUNTY COMMISSIONERS with the best products and services available in the communications industry. Please direct any questions to Daniel Forshaw at Daniel.Forshaw@motorolasolutions.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,

Daniel Forshaw

Billing Address:
HALL COUNTY
COMMISSIONERS
PO BOX 1435
GAINESVILLE, GA 30503
US

Quote Date:07/22/2021
Expiration Date:10/20/2021
Quote Created By:
Daniel Forshaw
Daniel.Forshaw@
motorolasolutions.com

End Customer:
HALL COUNTY COMMISSIONERS
Jimmie Taggart
jtaggart@hallcounty.org
(770) 531-6772

Contract: 19860 - NASPO

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*	4		\$7,492.00	\$5,092.88	\$20,371.52
1a	BD00001AA	ADD: CORE BUNDLE	4		\$2,824.00	\$1,919.69	\$7,678.76
1b	H499KC	ENH: SUBMERSIBLE (DELTA T)	4		Included	Included	Included
1c	H38DA	ADD: SMARTZONE OPERATION	4		Included	Included	Included
1d	Q806CH	ADD: ASTRO DIGITAL CAI OPERATION	4		Included	Included	Included
1e	QA09028AA	ADD: VIQI VC RADIO OPERATION	4		Included	Included	Included
1f	QA03399AK	ADD: ENHANCED DATA	4		Included	Included	Included
1g	Q387CB	ADD: MULTICAST VOTING SCAN	4		Included	Included	Included
1h	QA00580BA	ADD: TDMA OPERATION	4		Included	Included	Included
1i	QA09001AM	ADD: WIFI CAPABILITY	4		Included	Included	Included
1j	Q361CD	ADD: P25 9600 BAUD TRUNKING	4		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
1k	QA09030AA	ADD: MOTOROLA HOSTED RADIOCENTRAL*	4		\$0.00	\$0.00	\$0.00
1l	H637AA	ADD: APX NEXT DMS BUNDLE PROMO	4		-\$22.95	-\$22.95	-\$91.80
1m	H636AB	ADD: APX NEXT APPLICATION BUNDLE PROMO	4		-\$300.00	-\$300.00	-\$1,200.00
1n	H638EA	ADD: SMART LOCATE MAPPING TRIAL PROMO	4		-\$56.00	-\$56.00	-\$224.00
1o	BD00010AA	ADD: SECURITY BUNDLE	4		\$930.00	\$632.19	\$2,528.76
1p	QA01767BL	ADD: P25 LINK LAYER AUTHENTICATION	4		Included	Included	Included
1q	Q498BN	ENH: ASTRO 25 OTAR W/ MULTIKEY	4		Included	Included	Included
1r	H797DW	ENH: DVP-XL ENCRYPTION AND ADP	4		Included	Included	Included
1s	Q15AU	ADD: AES/DES-XL/DES-OFB ENCRYPTION AND ADP	4		Included	Included	Included
2	NNTN9216A	BATTERY PACK,IMPRES GEN2, LIION,IP68, 4400T	4		\$205.00	\$139.35	\$557.40
3	LSV01P01903A	APX NXT DMS SMART INSIGHT DIAGNSTC-PROMO	4	12 MONTHS	\$0.00	\$0.00	\$0.00
4	LSV01P01904A	APX NXT DMS SMART INSIGHT USAGE-PROMO	4	12 MONTHS	\$0.00	\$0.00	\$0.00
5	LSV01P01905A	APX NXT DMS SMART INSIGHT BATTERY-PROMO	4	12 MONTHS	\$0.00	\$0.00	\$0.00
6	SSV01P01407B	APX NEXT SMART PROG-PROMO	4	1 YEAR	\$75.00	\$75.00	\$300.00
7	SSV01P01406A	APX NEXT SMART CONNECT - PROMO	4	1 YEAR	\$75.00	\$75.00	\$300.00
8	SSV01P01901A	APX NEXT SMART MESSAGING-PROMO	4	1 YEAR	\$75.00	\$75.00	\$300.00



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9	SSV01P01685B	SMART LOCATE MAPPING TRIAL	4	1 YEAR	\$56.00	\$52.15	\$208.60
10	NNTN9199A	IMPRES 2 SUC, 3.0A, 120VAC, TYPE A PLUG, NA	4		\$157.00	\$106.72	\$426.88
11	PMMN4123A	AUDIO ACCESSORY- REMOTE SPEAKER MICROPHONE,XV REMOTE SPEAKER MICROPHONE	4		\$435.00	\$295.70	\$1,182.80
12	LSV01P01414A	APX NEXT DMS ADVANCED SERVICE- PROMO	4	12 MONTHS	\$68.88	\$68.88	\$275.52
13	PSV00S01424A	APX NEXT PROVISIONING*	1		\$0.00	\$0.00	\$0.00
14	PSV01S02941A	SMARTMESSAGING ENABLEMENT	1		\$0.00	\$0.00	\$0.00
15	SSV01P01476A	APX NEXT SMART LOCATE-PROMO	4	1 YEAR	\$75.00	\$75.00	\$300.00
16	SSV01P01902A	APX NEXT SMART MAPPING-PROMO	4	1 YEAR	\$75.00	\$75.00	\$300.00
17	PSV01S02940A	SMARTMAPPING ENABLEMENT	1		\$0.00	\$0.00	\$0.00
APX™ 900							
18	H92UCF9PW6AN	APX 900 7/800 MHZ MODEL 2 PORTABLE	9		\$1,725.00	\$1,172.61	\$10,553.49
18a	QA06765AA	ALT: IMPRESS LI-ION 3000MAH	9		\$85.00	\$57.78	\$520.02
18b	Q667BB	ADD: ADP ONLY (NON- P25 CAP COMPLIANT) (US ONLY)	9		\$0.00	\$0.00	\$0.00
18c	G996AZ	ADD: PROGRAMMING OVER P25 (OTAP)	9		\$100.00	\$67.98	\$611.82
18d	QA04096AA	ENH: P25 TRUNKING	9		\$1,070.00	\$727.36	\$6,546.24
18e	QA09008AA	ADD: GROUP SERVICES	9		\$150.00	\$101.97	\$917.73
18f	H869CQ	ADD: MULTIKEY	9		\$75.00	\$50.98	\$458.82



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18g	QA00580AF	ADD: TDMA OPERATION	9		\$450.00	\$305.90	\$2,753.10
18h	QA03399AA	ADD: ENHANCED DATA APX	9		\$150.00	\$101.97	\$917.73
18i	H885BK	ADD: 3Y ESSENTIAL SERVICE	9		\$95.00	\$95.00	\$855.00
19	PMNN4493A	BATT IMPRES LIION HE DENS IP68 3000T	9		\$135.00	\$91.77	\$825.93
20	PMPN4174A	CHGR DESKTOP SINGLE UNIT IMPRES, US/NA	15		\$76.00	\$51.66	\$774.90
21	PMMN4062AL	AUDIO ACCESSORY- REMOTE SPEAKER MICROPHONE,IMPRES RSM, NOISE CANC. EMERGENCY BUTTON 3.5MM JACK IP54	15		\$117.70	\$80.01	\$1,200.15
	APX™ 4000 Series	APX4000					
22	H51UCF9PW6AN	APX 4000 7/800 MHZ MODEL 2 PORT	13		\$2,120.00	\$1,441.13	\$18,734.69
22a	Q667BB	ADD: ADP ONLY (NON- P25 CAP COMPLIANT) (US ONLY)	13		\$0.00	\$0.00	\$0.00
22b	G996AZ	ADD: PROGRAMMING OVER P25 (OTAP)	13		\$100.00	\$67.98	\$883.74
22c	QA02756AB	ENH: 3600 OR 9600 TRUNKING BAUD SINGLE SYSTEM	13		\$1,570.00	\$1,067.25	\$13,874.25
22d	H869CE	ENH: MULTIKEY	13		\$330.00	\$224.33	\$2,916.29
22e	QA09008AA	ADD: GROUP SERVICES	13		\$150.00	\$101.97	\$1,325.61
22f	QA00582AJ	ALT: IMPRES LI-ION 2500MAH UL BATTERY (NNTN8560)	13		\$130.00	\$121.06	\$1,573.78
22g	QA00580AF	ADD: TDMA OPERATION	13		\$450.00	\$305.90	\$3,976.70
22h	QA03399AA	ADD: ENHANCED DATA APX	13		\$150.00	\$101.97	\$1,325.61
22i	H885BK	ADD: 3Y ESSENTIAL SERVICE	13		\$95.00	\$95.00	\$1,235.00



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Line #	Item Number	Description	Qty	Term	List Price	Sale Price	Ext. Sale Price
23	NNTN8560A	BATT IMPRES LIION TIA4950 IP67 2500T	13		\$175.00	\$118.96	\$1,546.48
24	PMPN4174A	CHGR DESKTOP SINGLE UNIT IMPRES, US/NA	13		\$76.00	\$51.66	\$671.58
	APX™ 6000 Series	APX6000					
25	H98UCF9PW6BN	APX6000 700/800 MODEL 2.5 PORTABLE	1		\$3,268.00	\$2,221.51	\$2,221.51
25a	H869BZ	ENH: MULTIKEY	1		\$330.00	\$224.33	\$224.33
25b	G996AU	ADD: PROGRAMMING OVER P25 (OTAP)	1		\$100.00	\$67.98	\$67.98
25c	Q667BB	ADD: ADP ONLY (NON- P25 CAP COMPLIANT) (US ONLY)	1		\$0.00	\$0.00	\$0.00
25d	QA05570AA	ALT: LIION IMPRES 2 IP68 3400 MAH	1		\$100.00	\$67.98	\$67.98
25e	Q361AR	ADD: P25 9600 BAUD TRUNKING	1		\$300.00	\$203.93	\$203.93
25f	Q58AL	ADD: 3Y ESSENTIAL SERVICE	1		\$121.00	\$121.00	\$121.00
25g	QA09008AA	ADD: GROUP SERVICES	1		\$150.00	\$101.97	\$101.97
25h	QA09001AB	ADD: WIFI CAPABILITY	1		\$300.00	\$203.93	\$203.93
25i	QA03399AA	ADD: ENHANCED DATA APX	1		\$150.00	\$101.97	\$101.97
25j	H38BT	ADD: SMARTZONE OPERATION	1		\$1,200.00	\$815.73	\$815.73
25k	QA07682AA	ADD: SMARTCONNECT	1		\$0.00	\$0.00	\$0.00
25l	Q806BM	ADD: ASTRO DIGITAL CAI OPERATION	1		\$515.00	\$350.08	\$350.08
26	PMNN4486A	BATT IMPRES 2 LIION R IP67 3400T	13		\$163.00	\$110.80	\$1,440.40
27	PMMN4099CL	AUDIO ACCESSORY- REMOTE SPEAKER MICROPHONE,IP68 REMOTE SPEAKER MICROPHONE,3.5MM,UL	1		\$132.00	\$89.73	\$89.73



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Line #	Item Number	Description	Qty	Term	List Price	Sale Price	Ext. Sale Price
28	NNTN8860A	CHARGER, SINGLE-UNIT, IMPRES 2, 3A, 115VAC, US/NA	1		\$157.00	\$106.72	\$106.72
29	PMMN4099CL	AUDIO ACCESSORY- REMOTE SPEAKER MICROPHONE,IP68 REMOTE SPEAKER MICROPHONE,3.5MM,UL	13		\$132.00	\$89.73	\$1,166.49

Grand Total

\$115,496.85(USD)

Pricing Summary

	List Price	Sale Price
Upfront Costs for Hardware, Accessories and Implementation (if applicable), plus Subscription Fee	\$191,196.22	\$115,496.85
Grand Total System Price	\$191,196.22	\$115,496.85

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/msi/omterms>.

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

Motorola Solutions, Inc.

Customer

By: 

By: _____

Name: **Philip Landgrebe**

Name: _____

Title: **Area Sales Manager**

Title: _____

Date: **09/03/2021**

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.

SmartConnect

First responders need to know that they are covered and supported with critical intelligence no matter where the mission takes them. The SmartConnect application keeps users connected and maintains critical LMR features through a broadband connection by extending Land Mobile Radio (LMR) networks for voice and data coverage outside normal LMR service areas. By seamlessly switching between P25 LMR and LTE cellular networks, SmartConnect extends reliable PTT communications as radio users roam onto supported broadband networks. Authentication, status, talkgroups, and encryption are all preserved automatically, without interruptions or resets to ensure that end users continue to have access to the critical features they need in emergency situations.

SmartMessaging

The SmartMessaging application allows APX NEXT users to seamlessly and discreetly share multimedia communications over a Broadband connection, offloading traffic from mission-critical LMR networks while



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enhancing public safety capabilities. From the APX NEXT home screen, users can send more detailed multimedia messages, with image, video, or audio file attachments, to enhance situational awareness and improve response success. An enhanced search and history functionality is available for users to easily access previous messages by name, content, and time range, helping them find specific information when needed.

SmartLocate

The SmartLocate application provides dispatchers with accurate location data over a broadband network, enabling better tracking of field personnel and improved situational awareness. By using the broadband network and CommandCentral Aware integration, SmartLocate can quickly send GPS coordinate updates and location information from the field to dispatchers to create a more effective operating picture of any situation. This gives dispatchers a greater ability to manage incidents and efficiently dispatch available units with confidence that resources are allocated where necessary. Access to CommandCentral Aware is not included with a SmartLocate subscription.

SmartProgramming

Leveraging DMS and RadioCentral provisioning capabilities, the SmartProgramming application allows APX NEXT radios to be updated anywhere within an agency's local LTE network coverage area. APX NEXT devices no longer need to be tied to a computer via USB cable, limited to WiFi network coverage, or gated by Land Mobile Radio (LMR) bandwidth. SmartProgramming allows the APX NEXT device to take advantage of LTE broadband data speeds to pull programming jobs from RadioCentral devices in minutes.

SmartMapping

The SmartMapping application provides precise and accessible location information for field users on APX NEXT's modernized map interface, improving situational awareness and informing response. Users can see their own location and the location/status of other officers at a glance and immediately tap to communicate with these personnel. SmartMapping streamlines engagement by providing access to the application directly from the APX NEXT radio's home screen to best support users wherever the mission takes them.

