



Hall County Government

FINANCIAL SERVICES

MEMORANDUM

POST OFFICE DRAWER 1435

GAINESVILLE, GA 30503

t: 770.535.8288 | f: 770.531.3972

DIRECTOR

Dena Bosten, C.P.A.

To: Board of Commissioners

From: Chuck Pinney, Purchasing Supervisor

Date: 09/27/2021

Re: Fire and Emergency Medical Services Motorola Portable Radio Purchase

Various emergency services departments are seeking approval to purchase a total of forty-nine (49) Motorola portable radios and assorted accessories. The recommended vendor is Motorola Solutions of Schaumburg, IL, who holds the State of Georgia Contract for this proprietary material.

The state contract number is 99999-SPD-NVPWA06913-0004 and is based off the State of Washington's NASPO ValuePoint master agreement 06913, valid through 12/31/2021. The total purchase price of \$229,323.98 and portable phone quantities are allocated as follows:

<u>Department</u>	<u>Qty</u>	<u>Account</u>	<u>Amount</u>
Fire Services	49	127-4281	\$47,825.28
Emergency Medical Services		524-6010	\$90,498.35
		527-6010	\$90,498.35
<hr/>			
		Total	\$229,323.98

Portfolios

- > Public Safety Communications Equipment (Radios) - Phase One (2015 - 2021)
- > Motorola Solutions

Motorola Solutions

Expiration

12/31/2021

Inception

11/03/2015

Download Model PA

Description

Lead State Master Agreement # 06913
Public Safety Communications Equipment

Documents

Motorola Master Agreement
Motorola Price List (Updated July 2020)
Model PA
Motorola Proposal
Motorola Master Agreement Amendment 1
Motorola Master Agreement Amendment 2
Motorola Master Agreement Amendment 3
Motorola APX 900 Specifications
Motorola Authorized Reseller List 10 01 2019

Contact Information

Name: Andrew Chyterbok
Phone: (360) 409-3223
Email: andrew.chyterbok@motorolasolutions.com
Website: www.motorolasolutions.com

Public Safety Communications Equipment (Radios) - Phase One (2015 - 2021)

State Participating Addenda

A Participating Addendum (PA) is generally used by a state Chief Procurement Official (CPO) to establish a state contract tied to a specific NASPO ValuePoint master agreement. The PA identifies unique terms and conditions specific to a state and identifies state agencies and other eligible entities in the state that are authorized to participate in the agreement. A state CPO may issue PAs that allow participation as follows:

- *Statewide – provides for participation by all state and local government agencies and other eligible entities within the state*
- *State only – provides for participation only by state agencies*
- *Other eligible entities only – provides for participation by local government agencies and other eligible entities, but prohibits participation by state agencies*

Please review the Participating Addendum for eligibility details.

Completed PAs

State of Alaska
State of Arkansas
State of Colorado
State of Delaware
State of Florida
State of Georgia
State of Hawaii
State of Idaho
State of Iowa
State of Kansas
State of Kentucky
State of Maine
State of Mississippi
State of Missouri
State of Montana
State of Nebraska
State of Nevada
State of New Hampshire
State of New Mexico
State of Oklahoma
State of Oregon
State of Rhode Island
State of Utah
State of Vermont
State of Washington
State of Wisconsin
State of Wyoming

For questions related to participation in NASPO ValuePoint master agreements, please contact the Cooperative Contract Coordination team at ccc@naspovaluepoint.org.

Other Eligible Entity Participation

For states that do not use a Participating Addendum, or use a Participating Addendum covering only certain entities, other eligible entities may participate in a master agreement as described in an Eligible Entity Participation Document provided by NASPO ValuePoint.

Please review the Eligible Entity Participating Document for eligibility details.

Eligible Entity Participation Documents

State of Alaska
State of Arizona
State of Arkansas
State of California
State of Idaho
State of Illinois
State of Indiana
State of Kansas
State of Maryland
State of Michigan
State of Missouri
State of Montana
State of New Jersey
State of New Mexico
State of North Carolina
State of Ohio
State of Tennessee
State of Wisconsin
State of Wyoming

For questions related to participation in NASPO ValuePoint master agreements, please contact the Cooperative Contract Coordination team at ccc@naspovaluepoint.org.

Contact NASPO ValuePoint to learn how you can execute a Participating Addendum.

CONTRACT/MASTER AGREEMENT #06913 FOR PUBLIC SAFETY COMMUNICATION EQUIPMENT

NOVEMBER 12, 2015

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MOTOROLA



SECTION 1

Category: Radios			
Subcategory: Portable, Dual-Band			
Subcategory: Portable, Single-Band tier I			
Subcategory: Portable, Single-Band tier II			
Subcategory: Portable, Single-Band tier III			
Subcategory: Mobile, Dual-Band			
Subcategory: Mobile, Single-Band tier I			
Subcategory: Mobile, Single-Band tier II			
Subcategory: Mobile, Single-Band tier III			
Subcategory: Desktop, Dual-Band			
Subcategory: Desktop, Single-Band tier I			
Subcategory: Desktop, Single-Band tier II			
Category: Base Stations/Repeaters: Single-Band tier I			
Category: Base Station/Repeaters, Single-Band tier II			
Category: Mobile Radio Antennas			
DISCOUNTS ON PRODUCTS & SERVICES			
Motorola Solutions - NASPO ValuePoint DISCOUNT MATRIX (Revised 11/12/15)			
REFER TO MANUFACTURER REFERENCE LIST: Motorola on-Line (MOL):			
Category: Radios			DISCOUNT %
List price for Base Model, Additional features & options quoted and sold at same			
Excluding the state of Washington, the above discounts apply to states with			
State of Washington Department of Enterprise Services (DES)			November 12, 2015 Updated November 25, 2018 Updated February 15, 2019 Updated June 21, 2019 Updated June 28, 2020

Upon request, and at no charge, Motorola will provide contract customers a copy of			
Subcategory: Portable, Dual-Band			
APX7000 MULTI-BAND (Discontinued)			27%
APX7000XE MULTI-BAND (Discontinued)			27%
APX7000L MULTI-BAND (Discontinued)			27%
APX8000 ALL-BAND			27%
APXNext ALL-BAND			27%
STANDALONE ACCESSORIES ORDERED WITHOUT BASE UNIT			27%
Subcategory: Portable, Single-Band tier I			
APX6000			27%
APX6000LI			27%
APX6000XE			27%
APX3000			27%
XTS1500/2500/3000/4000/5000 ACCESSORIES			27%
STANDALONE ACCESSORIES ORDERED WITHOUT BASE UNIT			27%
Subcategory: Portable, Single-Band tier II			
APX4000			27%
APX4000XH			27%
APX1000			27%
APX900 added 6/21/19			27%
STANDALONE ACCESSORIES ORDERED WITHOUT BASE UNIT			27%
Subcategory: Portable, Single-Band tier III			
CP200d			17%
BC130			17%
BPR40			17%
CP185			17%
MINITOR RECEIVERS			20%
STANDALONE ACCESSORIES ORDERED WITHOUT BASE UNIT			17%
Subcategory: Mobile, Dual-Band			
APX7500			27%
APX8500			27%
STANDALONE ACCESSORIES ORDERED WITHOUT BASE UNIT			27%
Subcategory: Mobile, Single-Band tier I			
APX6500			27%
APX6500LI			27%
All XTL1500/2500/3000/4000/5000 ACCESSORIES			27%
STANDALONE ACCESSORIES ORDERED WITHOUT BASE UNIT			27%
Subcategory: Mobile, Single-Band tier II			
APX4500			27%
APX1500			27%
STANDALONE ACCESSORIES ORDERED WITHOUT BASE UNIT			27%
Subcategory: Mobile, Single-Band tier III			
CM200d			17%
CM300d			17%
STANDALONE ACCESSORIES ORDERED WITHOUT BASE UNIT			17%
Category: Mobile Radio Antennas			
MOBILE RADIO ANTENNAS			20%
			20%
Subcategory: Desktop, Dual-Band			
APX7500 CONSOLETTTE (Discontinued)			27%
APX8500 CONSOLETTTE			27%
STANDALONE ACCESSORIES ORDERED WITHOUT BASE UNIT			27%
Subcategory: Desktop, Single-Band tier I			
APX6500 WITH POWER SUPPLY			27%
ACCESSORIES ORDERED WITHOUT BASE UNIT			27%
Subcategory: Desktop, Single-Band tier II			
APX4500 WITH POWER SUPPLY			27%
STANDALONE ACCESSORIES ORDERED WITHOUT BASE UNIT			27%

Category: Base Stations/Repeaters: Single-Band tier I			
GTR8000			20%
MLC8000			20%
GCP8000			
GCM8000			20%
GPW8000			20%
MCD5000, AND MCC SERIES DESK SETS AND DESKTOP CONTROLERS			20%
BASE STATION NETWORK MANAGEMENT AND HARDWARE			20%
BASE STATION DATA APPLICATIONS AND HARDWARE			20%
BASE STATION ENCRYPTION AND HARDWARE			20%
BASE STATION INTEROPERABILITY APPLICATIONS			20%
INFRASTRUCTURE/FIXED EQUIPMENT/OTHER			20%
Category: Base Station/Repeaters, Single-Band tier II			
GTR8000			20%
MTR3000			20%
SLR5700 (Added 6/21/19)			20%
BASE STATION NETWORK MANAGEMENT AND HARDWARE			20%
BASE STATION DATA APPLICATIONS AND HARDWARE			20%
BASE STATION ENCRYPTION AND HARDWARE			20%
BASE STATION INTEROPERABILITY APPLICATIONS			20%
BASE STATION LICENSES			20%
STANDALONE ACCESSORIES ORDERED WITHOUT BASE UNIT			20%
State of Washington Department of Enterprise Services (DES)			November 12, 2015 Updated November 25, 2018 Updated February 15, 2019 Updated June 21, 2019 Updated July 28, 2020
INFRASTRUCTURE/FIXED EQUIPMENT/OTHER			20%
Bidder offers the following services commonly available for the above product			
Services	DISCOUNT %	CHARGE PER HOUR	
Equipment configuration and system design:		\$192.75 /Hour	
Technical support services:		\$192.75 /Hour	
Equipment installation:		\$192.75 /Hour	
Equipment repair:		\$192.75 /Hour	
Training, World Wide Learning Services (WLS):	13%		
Other Services			
Service from the Start	0%		
Service from the Start Lite	0%		
Engineering Professional Services		\$192.75 /Hour	
Project Management Professional Services		\$192.75 /Hour	
Service Delivery Manager:		\$192.75 /Hour	
Most services, such as engineering, program management, training, etc., are usually			

State of Washington
Contracts & Procurement Division
Department of Enterprise Services
P.O. Box 41411
Olympia, WA 98504-1411

Motorola Solutions, Inc.
24000 35th Ave SE
Bothell, WA 98021-0000

**THIRD AMENDMENT
TO
NASPO VALUEPOINT MASTER AGREEMENT NO. 06913
PUBLIC SAFETY COMMUNICATIONS EQUIPMENT**

This Third Amendment ("Amendment") to NASPO ValuePoint Master Agreement No. 06913 is made and entered into by and between the State of Washington acting by and through the Department of Enterprise Services, a Washington State governmental agency ("State") and Motorola Solutions, Inc., a Delaware corporation (Contractor") and is dated and effective as of July 1, 2021.

RECITALS

- A. State and Contractor (collectively the "Parties") entered into that certain NASPO Value Master Agreement No. 06913 for Public Safety Communications Equipment dated effective as of October 30, 2015 ("Master Agreement").
- B. The Parties previously amended the Master Agreement 06913.
 - a. Amendment One, dated effective July 1, 2016 extended the Master Agreement through June 30, 2018.
 - b. Amendment Two, dated effective July 1, 2018 extended the Master Agreement through June 30, 2021.
- C. The amendment set forth herein is within the scope of the Master Agreement.
- D. The Parties now desire to amend the Master Agreement as set forth herein.

AGREEMENT

NOW THEREFORE, in consideration of the mutual covenants and agreements set forth herein, the Parties hereby agree to amend the Master Agreement, as previously amended, as follows:


- 1. MASTER AGREEMENT EXTENSION. The Parties mutually agree to extend NASPO ValuePoint Master Agreement No. 06913 through December 31, 2021.
- 2. NO CHANGE OTHER THAN AMENDMENT. Except as amended herein, the Master Agreement is unaffected and remains in full force and effect.
- 3. INTEGRATED AGREEMENT; MODIFICATION. This Amendment constitutes the entire agreement and understanding of the Parties with respect to the subject matter and supersedes all prior negotiations and representations. In the event of any conflict between this Amendment and the

Master Agreement or any earlier amendment, this Amendment shall control and govern. This Amendment may not be modified except in writing signed by the Parties.

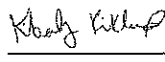
4. **AUTHORITY.** Each party to this Amendment, and each individual signing on behalf of each party, hereby represents and warrants to the other that it has full power and authority to enter into this Amendment and that its execution, delivery, and performance of this Amendment has been fully authorized and approved, and that no further approvals or consents are required to bind such party.
5. **ELECTRONIC SIGNATURES.** A signed copy of this Amendment or any other ancillary agreement transmitted by facsimile, email, or other means of electronic transmission shall be deemed to have the same legal effect as delivery of an original executed copy of this Amendment or such other ancillary agreement for all purposes.
6. **COUNTERPARTS.** This Amendment may be executed in one or more counterparts, each of which shall be deemed an original, and all of which counterparts together shall constitute the same instrument which may be sufficiently evidenced by one counterpart. Execution of this Amendment at different times and places by the parties shall not affect the validity thereof so long as all the parties hereto execute a counterpart of this Amendment.

EXECUTED AND EFFECTIVE as of the day and date first above written.

MOTOROLA SOLUTIONS, INC.
A DELAWARE CORPORATION

By: 
Name: Neil Thomas
Title: Regional Vice President - West
Date: 5/21/21

STATE OF WASHINGTON
DEPARTMENT OF ENTERPRISE SERVICES

By: 
Name: Kim Kirkland
Title: IT Procurement Supervisor
Date: 5/21/2021



Master Agreement #: 06913

GA Participating Addendum #: 99999-SPD-NVPWA06913-0004

Contractor: **MOTOROLA SOLUTIONS**Participating Entity: **STATE OF GEORGIA**

The following products or services are included in this contract portfolio:

- *All products and accessories listed on the Contractor page of the NASPO Value Point website.*

CATEGORY: RADIOS	
<i>Subcategory: Portable, Dual-Band</i>	<i>Subcategory: Mobile, Single-Band tier II</i>
<i>Subcategory: Portable, Single-Band tier I</i>	<i>Subcategory: Mobile, Single-Band tier III</i>
<i>Subcategory: Portable, Single-Band tier II</i>	<i>Subcategory: Desktop, Dual-Band</i>
<i>Subcategory: Portable, Single-Band tier III</i>	<i>Subcategory: Desktop, Single-Band tier I</i>
<i>Subcategory: Mobile, Dual-Band</i>	<i>Subcategory: Desktop, Single-Band tier II</i>
<i>Subcategory: Mobile, Single-Band tier I</i>	
CATEGORY: BASE STATION/REPEATERS, SINGLE-BAND TIER I	
CATEGORY: BASE STATION/REPEATERS, SINGLE-BAND TIER II	
CATEGORY: MOBILE RADIO ANTENNAS	

Master Agreement Terms and Conditions:

1. Scope: This addendum covers the Public Safety Communications Equipment led by the State of **Washington** for use by state agencies and other entities located in the State of Georgia authorized by that State's statutes to utilize State contracts with the prior approval of the State's Chief Procurement Official.

This is not a mandatory contract for any Purchasing Entities. The Purchasing Entities may obtain related Deliverables and Services from other sources during the term of this Participating Addendum. The Participating Entity makes no express or implied warranties whatsoever that any particular quantity or dollar amount of Deliverables or Services will be procured.

2. Participation: This NASPO ValuePoint Master Agreement may be used by all State of Georgia governmental entities subject to the State Purchasing Act, including but not limited



to certain state offices, agencies, departments, boards, bureaus, commissioners, institutions and colleges and universities. The statewide contract(s) will also be available on a convenience basis to other governmental entities such as state authorities, local government, municipalities, cities, townships, counties and other political subdivisions of the State of Georgia. All entities authorized to utilize the resulting statewide contract(s) shall be referred to collectively as Authorized Users.

Issues of interpretation and eligibility for participation are solely within the authority of the State Chief Procurement Official.

3. **Contract Term:** The term of this Participating Addendum will be effective December 1, 2018 through March 30, 2020, to align with the Master Agreement term unless otherwise cancelled or terminated as set forth in this Participating Addendum by the Participating State. Lead State amendments to extend the term date are automatically incorporated into this Participating Addendum unless terminated early in accordance with the terms and conditions of the Master Agreement or this Participating Addendum.
4. **Primary Contacts:** The primary contact individuals for this Participating Addendum are as follows (or their named successors):

Contractor

Name:	
Address:	
Telephone:	
Email:	

Contractor

Name:	
Address:	
Telephone:	
Fax:	
Email:	

Lead State - WASHINGTON

Name:	Neva Peckham
Address:	1500 SE Jefferson Street, Olympia WA 98504
Telephone:	Telephone: 360-407-9411
Email:	Email: neva.peckham@des.wa.gov

Participating Entity

Name:	Lisa Eason
Address:	200 Piedmont Ave., SE, Suite 1308, West Tower, Atlanta Georgia 30334
Telephone:	404- 656-0934
Email:	lisa.eason@doas.ga.gov

PARTICIPATING ENTITY MODIFICATIONS OR ADDITIONS TO THE MASTER AGREEMENT

These modifications or additions apply only to actions and relationships within the Participating Entity.

Participating Entity must check one of the boxes below.

☐ No changes to the terms and conditions of the Master Agreement are required.



☒ The following changes are modifying or supplementing the Master Agreement terms and conditions.

This agreement is modified to incorporate Addendum 2.

NASPO ValuePoint
PARTICIPATING ADDENDUM
PUBLIC SAFETY COMMUNICATIONS



IN WITNESS, WHEREOF, the parties have executed this Addendum as of the date of execution by both parties below.

Participating Entity: State of Georgia	Contractor: Motorola Solutions, Inc.
Signature: 	Signature: 
Name: <i>Lisa Eason</i>	Name: Robert E. Marshall Jr.
Title: <i>Deputy Commissioner</i>	Title: Vice President, South East Region
Date: <i>1-28-19</i>	Date:

[Additional signatures may be added if required by the Participating Entity]

For questions on executing a participating addendum, please contact:

NASPO ValuePoint

Cooperative Development Coordinator:	Ted Fosket
Telephone:	(907) 723-3360
Email:	tfosket@naspovaluepoint.org

[Please email fully executed PDF copy of this document to

PA@naspovaluepoint.org

to support documentation of participation and posting in appropriate data bases.]