

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

Quote Date:06/03/2022
 Expiration Date:09/01/2022
 Quote Created By:
 Lindsay Strovilas
 Lindsay.Strovilas@
 motorolasolutions.com

End Customer:
 HALL COUNTY COMMISSIONERS

Contract: 36717 - GA NASPO

Summary:

Any sales transaction resulting from Motorola's quote is based on and subject to the applicable Motorola Standard Terms and Conditions, notwithstanding terms and conditions on purchase orders or other Customer ordering documents. Motorola Standard Terms and Conditions are found at www.motorolasolutions.com/product-terms.

Line #	Item Number	Description	Qty	Term	List Price	Sale Price	Ext. Sale Price
	APX™ 900						
1	H92UCF9PW6AN	APX 900 7/800 MHZ MODEL 2 PORTABLE	210		\$4,034.00	\$2,692.17	\$565,355.70
1a	QA06765AA	ALT: IMPRESS LI-ION 3000MAH	210				
1b	Q667BB	ADD: ADP ONLY (NON- P25 CAP COMPLIANT) (US ONLY)	210				
1c	G996AZ	ADD: PROGRAMMING OVER P25 (OTAP)	210				
1d	QA04096AA	ENH: P25 TRUNKING	210				
1e	QA09008AA	ADD: GROUP SERVICES	210				
1f	QA00580AF	ADD: TDMA OPERATION	210				
1g	H885BK	ADD: 3Y ESSENTIAL SERVICE	210				
2	PMNN4493A	BATT IMPRES LIION HE DENS IP68 3000T	210		\$141.75	\$93.46	\$19,626.60
3	PMPN4174A	CHGR DESKTOP SINGLE UNIT IMPRES, US/NA	210		\$82.08	\$54.12	\$11,365.20



Line #	Item Number	Description	Qty	Term	List Price	Sale Price	Ext. Sale Price
4	PMMN4062AL	AUDIO ACCESSORY- REMOTE SPEAKER MICROPHONE,IMPRES RSM, NOISE CANC. EMERGENCY BUTTON 3.5MM JACK IP54	210		\$127.12	\$83.82	\$17,602.20
	APX™ 6000 Series	APX6000					
5	H98UCF9PW6BN	APX6000 700/800 MODEL 2.5 PORTABLE	180		\$7,671.00	\$5,099.06	\$917,830.80
5a	H869BZ	ENH: MULTIKEY	180				
5b	G996AU	ADD: PROGRAMMING OVER P25 (OTAP)	180				
5c	Q667BB	ADD: ADP ONLY (NON- P25 CAP COMPLIANT) (US ONLY)	180				
5d	QA05570AA	ALT: LI-ION IMPRES 2 IP68 3400 MAH	180				
5e	Q361AR	ADD: P25 9600 BAUD TRUNKING	180				
5f	Q58AL	ADD: 3Y ESSENTIAL SERVICE	180				
5g	QA00580AC	ADD: TDMA OPERATION	180				
5h	QA09008AA	ADD: GROUP SERVICES	180				
5i	QA09001AB	ADD: WIFI CAPABILITY	180				
5j	QA03399AA	ADD: ENHANCED DATA APX	180				
5k	H38BT	ADD: SMARTZONE OPERATION	180				
5l	QA07682AA	ADD: SMARTCONNECT	180				
5m	Q806BM	ADD: ASTRO DIGITAL CAI OPERATION	180				
6	PMNN4486A	BATT IMPRES 2 LIION R IP67 3400T	180		\$179.30	\$118.22	\$21,279.60
7	NNTN8860A	CHARGER, SINGLE-UNIT, IMPRES 2, 3A, 115VAC, US/NA	180		\$169.56	\$111.80	\$20,124.00



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

Line #	Item Number	Description	Qty	Term	List Price	Sale Price	Ext. Sale Price
8	PMMN4099CL	AUDIO ACCESSORY- REMOTE SPEAKER MICROPHONE,IP68 REMOTE SPEAKER MICROPHONE,3.5MM,UL	180		\$142.56	\$94.00	\$16,920.00
	APX™ 8500						
9	M37TSS9PW1AN	APX8500 ALL BAND MP MOBILE	15		\$11,562.00	\$7,683.32	\$115,249.80
9a	G90AC	ADD: NO MICROPHONE NEEDED APX	15				
9b	GA09008AA	ADD: GROUP SERVICES	15				
9c	GA00250AA	ADD: WIFI/GNSS STUBBY ANTENNA LMR240	15				
9d	G996AS	ENH: OVER THE AIR PROVISIONING	15				
9e	G72AD	ADD: APX O3 HANDHELD CH	15				
9f	G67DE	ADD: REMOTE MOUNT O3 MP	15				
9g	GA00580AA	ADD: TDMA OPERATION	15				
9h	G51AT	ENH:SMARTZONE	15				
9i	G78AT	ENH: 3 YEAR ESSENTIAL SVC	15				
9j	GA09001AA	ADD: WI-FI CAPABILITY	15				
9k	B18CR	ADD: AUXILIARY SPKR 7.5 WATT APX	15				
9l	G89AC	ADD: NO RF ANTENNA NEEDED	15				
9m	G444AH	ADD: APX CONTROL HEAD SOFTWARE	15				
9n	QA03399AA	ADD: ENHANCED DATA APX	15				
9o	GA01517AA	DEL: NO J600 ADAPTER CABLE NEEDED	15				



Line #	Item Number	Description	Qty	Term	List Price	Sale Price	Ext. Sale Price
9p	G806BL	ENH: ASTRO DIGITAL CAI OP APX	15				
9q	GA01630AA	ADD: SMARTCONNECT	15				
9r	W969BG	ADD: MULTIKEY OPERATION	15				
9s	G193AK	ADD: ADP ONLY (NON- P25 CAP COMPLIANT) (US ONLY)	15				
9t	G361AH	ENH: P25 TRUNKING SOFTWARE APX	15				
	APX™ 4500 Enhanced						
10	M22URS9PW1BN	APX4500 ENHANCED 7/800 MHZ MOBILE	115		\$6,428.00	\$4,287.68	\$493,083.20
10a	G24AX	ENH: 3 YEAR ESSENTIAL SVC	115				
10b	GA09008AA	ADD: GROUP SERVICES	115				
10c	G996AS	ENH: OVER THE AIR PROVISIONING	115				
10d	GA00250AA	ADD: WIFI/GNSS STUBBY ANTENNA LMR240	115				
10e	GA00580AA	ADD: TDMA OPERATION	115				
10f	QA02756AD	ADD: 3600 OR 9600 TRUNKING BAUD SINGLE SYSTEM	115				
10g	GA09001AA	ADD: WI-FI CAPABILITY	115				
10h	GA00804AA	ADD: APX O2 CH (GREY)	115				
10i	G89AC	ADD: NO RF ANTENNA NEEDED	115				
10j	G444AH	ADD: APX CONTROL HEAD SOFTWARE	115				
10k	W22BA	ADD: STD PALM MICROPHONE APX	115				
10l	W969BG	ADD: MULTIKEY OPERATION	115				



Line #	Item Number	Description	Qty	Term	List Price	Sale Price	Ext. Sale Price
10m	G193AK	ADD: ADP ONLY (NON-P25 CAP COMPLIANT) (US ONLY)	115				
10n	G67DQ	ADD: REMOTE MOUNT O2 APXM	115				
10o	G142AD	ADD: NO SPEAKER APX	115				
	APX™ NEXT	APX NEXT MULTI					
11	H55TGT9PW8AN	APX NEXT; ALL-BAND MODEL 4.5 PORTABLE*	6		\$10,968.05	\$7,102.66	\$42,615.96
11a	BD00001AA	ADD: CORE BUNDLE	6				
11b	H499KC	ENH: SUBMERSIBLE (DELTA T)	6				
11c	H38DA	ADD: SMARTZONE OPERATION	6				
11d	Q806CH	ADD: ASTRO DIGITAL CAI OPERATION	6				
11e	QA09028AA	ADD: VIQI VC RADIO OPERATION	6				
11f	Q629BD	ENH: AES ENCRYPTION AND ADP	6				
11g	QA03399AK	ADD: ENHANCED DATA	6				
11h	Q387CB	ADD: MULTICAST VOTING SCAN	6				
11i	QA00580BA	ADD: TDMA OPERATION	6				
11j	QA09001AM	ADD: WIFI CAPABILITY	6				
11k	Q361CD	ADD: P25 9600 BAUD TRUNKING	6				
11l	QA09030AA	ADD: CPS/RM ONLY*	6				
11m	H637AA	ADD: APX NEXT DMS BUNDLE PROMO	6				
11n	H636AB	ADD: APX NEXT APPLICATION BUNDLE PROMO	6				



Line #	Item Number	Description	Qty	Term	List Price	Sale Price	Ext. Sale Price
11o	H638EA	ADD: SMART LOCATE MAPPING TRIAL PROMO	6				
11p	QA09016AA	ADD: LTE FOR VERIZON LTE SERVICE*	6				
12	LSV01P01415A	APX NEXT DMS ADVANCED W ACC DMG-PROMO	6	12 MONTHS	\$179.40	\$179.40	\$1,076.40
13	SSV01P01407B	APX NEXT SMART PROG-PROMO	6	1 YEAR	\$75.00	\$75.00	\$450.00
14	SSV01P01406A	APX NEXT SMART CONNECT - PROMO	6	1 YEAR	\$75.00	\$75.00	\$450.00
15	SSV01P01476A	APX NEXT SMART LOCATE-PROMO	6	1 YEAR	\$75.00	\$75.00	\$450.00
16	SSV01P01902A	APX NEXT SMART MAPPING-PROMO	6	1 YEAR	\$75.00	\$75.00	\$450.00
17	SSV01P01901A	APX NEXT SMART MESSAGING-PROMO	6	1 YEAR	\$75.00	\$75.00	\$450.00
18	SSV01P01685B	CC AWARE STARTER LOCATION & MAPPING FOR APX NEXT (1ST YEAR TRIAL)	6	1 YEAR	\$56.00	\$56.00	\$336.00
19	SSV01S01407A	APX NEXT SMART PROG	6	12 MONTHS	\$75.00	\$75.00	\$450.00
20	SSV01S01406A	APX NEXT SMART CONNECT	6	12 MONTHS	\$75.00	\$75.00	\$450.00
21	SSV01S01476A	APX NEXT SMART LOCATE	6	12 MONTHS	\$75.00	\$75.00	\$450.00
22	SSV01S01907A	APX NEXT SMART MAPPING	6	12 MONTHS	\$75.00	\$75.00	\$450.00
23	NNTN9199A	IMPRES 2 SUC, 3.0A, 120VAC, TYPE A PLUG, NA	6		\$169.56	\$111.80	\$670.80
24	NNTN9216A	BATTERY PACK,IMPRES GEN2, LIION,IP68, 4400T	6		\$225.50	\$148.68	\$892.08
25	PMMN4136B	ACCESSORY KIT,XVP830 REMOTE SPEAKER MICROPHONE, NO CHANNEL KNOB	6		\$486.00	\$320.44	\$1,922.64



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

Grand Total

\$2,250,000.98(USD)

Pricing Summary

	List Price	Sale Price	Prorated Price
Upfront Costs for Hardware, Accessories and Implementation (if applicable), plus Subscription Fee	\$3,402,832.16	\$2,248,200.98	\$0.00
Year 2 Subscription Fee	\$3,456.00	\$1,800.00	\$0.00
Grand Total System Price	\$3,406,288.16	\$2,250,000.98	\$0.00

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: _____

Name: _____

Title: _____

Title: _____

Date: _____

Date: _____

- Unless otherwise noted, this quote excludes sales tax or other applicable taxes (such as Goods and Services Tax, sales tax, Value Added Tax and other taxes of a similar nature). Any tax the customer is subject to will be added to invoices.



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



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.

