

PROPOSAL TO
STATE OF WASHINGTON DEPARTMENT OF ENTERPRISE SERVICES (DES)

CONTRACT/MASTER AGREEMENT #06913 FOR PUBLIC SAFETY COMMUNICATION EQUIPMENT

NOVEMBER 12, 2015



SECTION 1

CONTRACT/MASTER AGREEMENT #06913 FOR PUBLIC SAFETY COMMUNICATION EQUIPMENT

State of Washington, Department of Enterprise Services (DES) on behalf of the NASPO ValuePoint Cooperative Purchasing Program **Contract/Master Agreement #06913 For Public Safety Communication Equipment** between The State of Washington and Motorola Solutions Under the Authority of State of Washington, Chapter 39.26 RCW between The State of Washington and Motorola Solutions Under the Authority of State of Washington, Chapter 39.26 RCW <http://www.naspovaluepoint.org/#/contract-details/61/contractor/345> Motorola Solutions has been awarded the following categories/subcategories:

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 %
<i>List price for Base Model, Additional features & options quoted and sold at same discount</i>			
Excluding the state of Washington, the above discounts apply to states with purchasing fees <=1%			

Upon request, and at no charge, Motorola will provide contract customers a copy of the manufacturer's reference product price(s) after application of discount.			
<u>Subcategory: Portable, Dual-Band</u>			
APX7000 MULTI-BAND			27%
APX7000XE MULTI-BAND			27%
APX7000L MULTI-BAND			27%
APX8000 ALL-BAND			27%
STANDALONE ACCESSORIES ORDERED WITHOUT BASE UNIT			27%
<u>Subcategory: Portable, Single-Band tier I</u>			
APX6000			27%
APX6000Li			27%
APX6000XE			27%
APX3000			27%
XTS1500/2500/3000/4000/5000 ACCESSORIES			27%
STANDALONE ACCESSORIES ORDERED WITHOUT BASE UNIT			27%
<u>Subcategory: Portable, Single-Band tier II</u>			
APX4000			27%
APX4000XH			27%
APX1000			27%
APX900 Added 6/21/19			27%
STANDALONE ACCESSORIES ORDERED WITHOUT BASE UNIT			27%
<u>Subcategory: Portable, Single-Band tier III</u>			
CP200d			17%
BC130			17%
BPR40			17%
CP185			17%
MINITOR RECEIVERS			20%
STANDALONE ACCESSORIES ORDERED WITHOUT BASE UNIT			17%
<u>Subcategory: Mobile, Dual-Band</u>			
APX7500			27%
APX8500			27%
STANDALONE ACCESSORIES ORDERED WITHOUT BASE UNIT			27%
<u>Subcategory: Mobile, Single-Band tier I</u>			
APX6500			27%
APX6500Li			27%
All XTL1500/2500/3000/4000/5000 ACCESSORIES			27%
STANDALONE ACCESSORIES ORDERED WITHOUT BASE UNIT			27%
<u>Subcategory: Mobile, Single-Band tier II</u>			
APX4500			27%

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APX1500			27%
STANDALONE ACCESSORIES ORDERED WITHOUT BASE UNIT			27%
<u>Subcategory: Mobile, Single-Band tier III</u>			
CM200d			17%
CM300d			17%
STANDALONE ACCESSORIES ORDERED WITHOUT BASE UNIT			17%
Category: Mobile Radio Antennas			
MOBILE RADIO ANTENNAS			20%
			20%
<u>Subcategory: Desktop, Dual-Band</u>			
APX7500 CONSOLETTTE			27%
STANDALONE ACCESSORIES ORDERED WITHOUT BASE UNIT			27%
<u>Subcategory: Desktop, Single-Band tier I</u>			
APX6500 WITH POWER SUPPLY			27%
ACCESSORIES ORDERED WITHOUT BASE UNIT			27%
<u>Subcategory: Desktop, Single-Band tier II</u>			
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 INTEROPERABILTY 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 INTEROPERABILTY APPLICATIONS			20%
BASE STATION LICENSES			20%
STANDALONE ACCESSORIES ORDERED WITHOUT BASE UNIT			20%

INFRASTRUCTURE/FIXED EQUIPMENT/OTHER			20%
Bidder offers the following services commonly available for the above product category/subcategory at the percentage discounts listed below off manufacturer's(or subcontractor's/dealer's/distributor's) list prices or at the per hour price specified.			
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 sold on a per man day basis, rather than an hourly basis, the daily rate is \$1,542. per Man Day (8 hours).			

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