



COALINGA, CITY OF

APX NEXT (18) UHF VHF

04/05/2021

04/05/2021

COALINGA, CITY OF
270 N SIXTH ST
COALINGA, CA 93210

RE: Motorola Quote for APX NEXT (18) UHF VHF
Dear Chief Darren Blevins,

Motorola Solutions is pleased to present COALINGA, CITY OF 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 COALINGA, CITY OF with the best products and services available in the communications industry. Please direct any questions to Ian Castro at Ian.Castro@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,

Ian Castro
Senior Account Manager

Billing Address:
COALINGA, CITY OF
270 N SIXTH ST
COALINGA, CA 93210
US

Shipping Address:
COALINGA, CITY OF
270 N SIXTH ST
COALINGA, CA 93210
US

Quote Date:04/05/2021
Expiration Date:05/01/2021
Quote Created By:
Ian Castro
Senior Account Manager
Ian.Castro@
motorolasolutions.com
916-796-7000

End Customer:
COALINGA, CITY OF
Chief Darren Blevins
dblevins@coalinga.com
(559) 935-1525 ext. 152

Contract: 17724 - HGAC (TX)
Payment Terms:30 NET

Line #	Item Number	Description	Qty	Term	List Price	Sale Price	Ext. Sale Price
	APX™ NEXT	APX NEXT SINGLE BAND					
1	H45TGT9PW8AN	APX NEXT SINGLE BAND MODEL 4.5 PORTABLE*	18		\$4,655.00	\$3,398.15	\$61,166.70
1a	H638EA	ADD: SMART LOCATE MAPPING TRIAL PROMO	18		-\$56.00	-\$56.00	-\$1,008.00
1b	QA09030AA	ADD: MOTOROLA HOSTED RADIOCENTRAL	18		\$0.00	\$0.00	\$0.00
1c	QA09001AM	ADD: WIFI CAPABILITY	18		\$300.00	\$219.00	\$3,942.00
1d	QA00571AR	ADD: UHF BAND	18		\$0.00	\$0.00	\$0.00
1e	H637AA	ADD: APX NEXT DMS BUNDLE PROMO	18		-\$22.95	-\$22.95	-\$413.10
1f	H636AB	ADD: APX NEXT APPLICATION BUNDLE PROMO	18		-\$300.00	-\$300.00	-\$5,400.00
1g	QA00570AW	ADD: VHF BAND+	18		\$1,000.00	\$730.00	\$13,140.00
1h	H35DD	ADD: CONVENTIONAL OPERATION	18		\$800.00	\$584.00	\$10,512.00
1i	H842BR	ADD: SINGLE UNIT PACKING	18		\$0.00	\$0.00	\$0.00



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.

Line #	Item Number	Description	Qty	Term	List Price	Sale Price	Ext. Sale Price
1j	H869DB	ENH: MULTIKEY	18		\$330.00	\$240.90	\$4,336.20
1k	Q698AE	ALT: PLASTIC CARRY HOLSTER WITH 3 INCH CLIP	18		\$0.00	\$0.00	\$0.00
1l	Q629BD	ENH: AES ENCRYPTION AND ADP	18		\$475.00	\$346.75	\$6,241.50
1m	Q806CH	ADD: ASTRO DIGITAL CAI OPERATION	18		\$515.00	\$375.95	\$6,767.10
1n	QA09028AA	ADD: VIQI VC RADIO OPERATION	18		\$100.00	\$73.00	\$1,314.00
2	NNTN9216A	BATTERY PACK,IMPRES GEN2, LIION,IP68, 4400T	18		\$205.00	\$153.75	\$2,767.50
3	LSV01P01904A	APX NXT DMS SMART INSIGHT USAGE-PROMO	18	12 MONTHS	\$0.00	\$0.00	\$0.00
4	LSV01P01905A	APX NXT DMS SMART INSIGHT BATTERY- PROMO	18	12 MONTHS	\$0.00	\$0.00	\$0.00
5	LSV01P01903A	APX NXT DMS SMART INSIGHT DIAGNSTC- PROMO	18	12 MONTHS	\$0.00	\$0.00	\$0.00
6	LSV01P01415A	APX NEXT DMS ADVANCED W ACC DMG- PROMO	18	12 MONTHS	\$179.40	\$179.40	\$3,229.20
7	LSV01S01411A	APX NEXT DMS ESSENTIAL W ACC DMG	18	24 MONTHS	\$368.00	\$368.00	\$6,624.00
8	SSV01P01476A	APX NEXT SMART LOCATE-PROMO	18	1 YEAR	\$75.00	\$75.00	\$1,350.00
9	SSV01P01902A	APX NEXT SMART MAPPING-PROMO	18	1 YEAR	\$75.00	\$75.00	\$1,350.00
10	SSV01P01685B	SMART LOCATE MAPPING TRIAL	18	1 YEAR	\$56.00	\$56.00	\$1,008.00
11	SSV01P01408B	APX NEXT VIQI-PROMO	18	1 YEAR	\$75.00	\$75.00	\$1,350.00
12	SSV01P01407B	APX NEXT SMART PROG- PROMO	18	1 YEAR	\$75.00	\$75.00	\$1,350.00
13	NNTN9199A	IMPRES 2 SUC, 3.0A, 120VAC, TYPE A PLUG, NA	18		\$150.00	\$112.50	\$2,025.00



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.

Line #	Item Number	Description	Qty	Term	List Price	Sale Price	Ext. Sale Price
14	PMMN4123A	AUDIO ACCESSORY- REMOTE SPEAKER MICROPHONE,XV REMOTE SPEAKER MICROPHONE	18		\$435.00	\$347.96	\$6,263.28

Subtotal \$127,915.38

Estimated Tax \$11,480.41

Grand Total **\$139,395.79(USD)**

Pricing Summary

	List Price	Sale Price
Upfront Costs for Hardware, Accessories and Implementation (if applicable), plus Subscription Fee	\$164,186.10	\$121,291.38
Year 2 Subscription Fee	\$3,312.00	\$3,312.00
Year 3 Subscription Fee	\$3,312.00	\$3,312.00
Grand Total System Price	\$170,810.10	\$127,915.38

Notes:

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: _____



- **VENDOR INFO:**
Motorola Solutions, Inc.
10680 Treena Street, Suite 200
San Diego, CA 92131



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.

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.

VIQI Virtual Partner

Maintaining situational awareness and first responder safety through natural operation is integral to the APX NEXT device. This outcome is achieved through ViQI™ Virtual Partner—a cloud-based service that provides vital public safety information via voice. With a single button press and simple audio prompt, personnel can use natural language to run a license plate or driver's license, and search for vehicles with matching vehicle identification numbers straight from the field without disruption.

Virtual Partner leverages artificial intelligence capabilities to interpret voice queries and quickly deliver query results in an audible format. This empowers field personnel to submit queries with the APX NEXT radio without the risk of losing situational awareness while typing a manual query. The automated nature of the solution also allows users to obtain critical information faster than relaying the query to dispatchers. The APX NEXT then leverages either LMR or supported broadband networks to send queries and return responses.



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.





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)