

Billing Address:
ALAMEDA, CITY OF
2040 GRAND ST
ALAMEDA, CA 94501
US

Shipping Address:
ALAMEDA, CITY OF
2040 GRAND AVE
ALAMEDA 94501 0010
ALAMEDA, CA 94501
US

Quote Date:01/24/2023
Expiration Date:05/24/2023
Quote Created By:
Michael Larson
Michael.Larson@
motorolasolutions.com

End Customer:
ALAMEDA, CITY OF
Ryan Derespini

Contract: HGAC

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™ NEXT	APX NEXT SINGLE BAND					
1	H45TGT9PW8AN	APX NEXT SINGLE BAND MODEL 4.5 PORTABLE*	119		\$6,641.00	\$4,847.93	\$576,903.67
1a	QA00569AP	ADD: 7/800MHZ BAND	119		\$0.00	\$0.00	\$0.00
1b	H499KC	ENH: SUBMERSIBLE (DELTA T)	119		\$165.00	\$120.45	\$14,333.55
1c	H38DA	ADD: SMARTZONE OPERATION	119		\$1,320.00	\$963.60	\$114,668.40
1d	Q806CH	ADD: ASTRO DIGITAL CAI OPERATION	119		\$567.00	\$413.91	\$49,255.29
1e	Q361CD	ADD: P25 9600 BAUD TRUNKING	119		\$330.00	\$240.90	\$28,667.10
1f	QA09028AA	ADD: VIQI VC RADIO OPERATION	119		\$110.00	\$80.30	\$9,555.70
1g	QA00580BA	ADD: TDMA OPERATION	119		\$495.00	\$361.35	\$43,000.65
1h	QA09001AM	ADD: WIFI CAPABILITY	119		\$330.00	\$240.90	\$28,667.10
1i	Q498BN	ENH: ASTRO 25 OTAR W/ MULTIKEY	119		\$814.00	\$594.22	\$70,712.18



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
1j	Q15AU	ADD: AES/DES-XL/DES-OFB ENCRYPTION AND ADP	119		\$879.00	\$641.67	\$76,358.73
1k	Q173CA	ADD: SMARTZONE OMNILINK	119		\$0.00	\$0.00	\$0.00
1l	QA09030AA	ADD: MOTOROLA HOSTED RADIOCENTRAL W CPS*	119		\$0.00	\$0.00	\$0.00
1m	H637AA	ADD: APX NEXT DMS BUNDLE PROMO	119		-\$22.95	-\$22.95	-\$2,731.05
1n	H636AB	ADD: APX NEXT APPLICATION BUNDLE PROMO	119		-\$300.00	-\$300.00	-\$35,700.00
1o	H638EA	ADD: SMART LOCATE MAPPING TRIAL PROMO	119		-\$56.00	-\$56.00	-\$6,664.00
1p	QA09017AA	ADD: LTE WITH ACTIVE SERVICE AT&T US*	119		\$0.00	\$0.00	\$0.00
2	NNTN9216A	BATTERY PACK,IMPRES GEN2, LIION,IP68, 4400T	30		\$248.05	\$186.04	\$5,581.20
3	LSV01P01415A	APX NEXT DMS ADVANCED W ACC DMG-PROMO	119	12 MONTHS	\$179.40	\$179.40	\$21,348.60
4	SSV01P01406A	APX NEXT SMART CONNECT - PROMO	119	1 YEAR	\$75.00	\$75.00	\$8,925.00
5	SSV01P01476A	APX NEXT SMART LOCATE-PROMO	119	1 YEAR	\$75.00	\$75.00	\$8,925.00
6	SSV01P01902A	APX NEXT SMART MAPPING-PROMO	119	1 YEAR	\$75.00	\$75.00	\$8,925.00
7	SSV01P01901A	APX NEXT SMART MESSAGING-PROMO	119	1 YEAR	\$75.00	\$75.00	\$8,925.00
8	SSV01P01685B	CC AWARE STARTER LOCATION & MAPPING FOR APX NEXT (1ST YEAR TRIAL)	119	1 YEAR	\$56.00	\$56.00	\$6,664.00
9	LSV01S01411A	APX NEXT DMS ESSENTIAL W ACC DMG	119	48 MONTHS	\$736.00	\$736.00	\$87,584.00



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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
10	SSV01S01406A	APX NEXT SMART CONNECT	119	48 MONTHS	\$576.00	\$300.00	\$35,700.00
11	SSV01S01476A	APX NEXT SMART LOCATE	119	48 MONTHS	\$576.00	\$300.00	\$35,700.00
12	SSV01S01907A	APX NEXT SMART MAPPING	119	48 MONTHS	\$576.00	\$300.00	\$35,700.00
13	SSV01S01906A	APX NEXT SMART MESSAGING	119	48 MONTHS	\$576.00	\$300.00	\$35,700.00
14	PSV01S01744A	APX NEXT DMS TRAINING CUST SITE (12 SEATS)*	1		\$19,200.00	\$19,200.00	\$19,200.00
15	PSV01S02944A	PROVISIONING SUPPORT*	1		\$0.00	\$0.00	\$0.00
16	NNTN9199A	IMPRES 2 SUC, 3.0A, 120VAC, TYPE A PLUG, NA	100		\$169.56	\$127.17	\$12,717.00
17	NNTN9115A	CHARGER, MULTI-UNIT, IMPRES G2, 6-DISP, US/NA/CA/LA PLUG, ACC-CHARGER	6		\$1,420.20	\$1,136.16	\$6,816.96
18	PMMN4136B	ACCESSORY KIT,XVP830 REMOTE SPEAKER MICROPHONE, NO CHANNEL KNOB	119		\$486.00	\$364.50	\$43,375.50
	APX™ 6500 / Enh Series	ENHANCEDAPX6500					
19	M25URS9PW1BN	APX6500 ENHANCED 7/800 MHZ MOBILE	83		\$3,253.00	\$2,374.69	\$197,099.27
19a	GA09007AA	ADD: OUT OF THE BOX WIFI PROVISIONING	83		\$0.00	\$0.00	\$0.00
19b	G996AS	ENH: OVER THE AIR PROVISIONING	83		\$110.00	\$80.30	\$6,664.90
19c	GA00250AA	ADD: WIFI/GNSS STUBBY ANTENNA LMR240	83		\$110.00	\$80.30	\$6,664.90
19d	HA00695AA	ADD: 7Y ESSENTIAL W ACC DMG HTM	83		\$843.71	\$843.71	\$70,027.93
19e	GA00580AA	ADD: TDMA OPERATION	83		\$495.00	\$361.35	\$29,992.05



Line #	Item Number	Description	Qty	Term	List Price	Sale Price	Ext. Sale Price
19f	G51AU	ENH: SMARTZONE OPERATION APX6500	83		\$1,320.00	\$963.60	\$79,978.80
19g	G67DT	ADD: REMOTE MOUNT E5 APXM	83		\$327.00	\$238.71	\$19,812.93
19h	GA09001AA	ADD: WI-FI CAPABILITY	83		\$330.00	\$240.90	\$19,994.70
19i	G298AS	ENH: ASTRO 25 OTAR W/ MULTIKEY	83		\$814.00	\$594.22	\$49,320.26
19j	B18CR	ADD: AUXILIARY SPKR 7.5 WATT APX	83		\$66.00	\$48.18	\$3,998.94
19k	G843AH	ADD: AES ENCRYPTION AND ADP	83		\$523.00	\$381.79	\$31,688.57
19l	G444AH	ADD: APX CONTROL HEAD SOFTWARE	83		\$0.00	\$0.00	\$0.00
19m	G335AW	ADD: ANT 1/4 WAVE 762-870MHZ	83		\$15.00	\$10.95	\$908.85
19n	G806BL	ENH: ASTRO DIGITAL CAI OP APX	83		\$567.00	\$413.91	\$34,354.53
19o	GA01670AA	ADD: APX E5 CONTROL HEAD	83		\$717.00	\$523.41	\$43,443.03
19p	W22BA	ADD: STD PALM MICROPHONE APX	83		\$79.00	\$57.67	\$4,786.61
19q	GA01630AA	ADD: SMARTCONNECT	83		\$0.00	\$0.00	\$0.00
19r	G361AH	ENH: P25 TRUNKING SOFTWARE APX	83		\$330.00	\$240.90	\$19,994.70

Subtotal \$1,967,545.55

Estimated Tax \$211,522.15

Grand Total \$2,179,067.70(USD)



Pricing Summary

	List Price	Sale Price
Upfront Costs for Hardware, Accessories and Implementation (if applicable), plus Subscription Fee	\$2,336,715.18	\$1,737,161.55
Year 2 Subscription Fee	\$90,440.00	\$57,596.00
Year 3 Subscription Fee	\$90,440.00	\$57,596.00
Year 4 Subscription Fee	\$90,440.00	\$57,596.00
Year 5 Subscription Fee	\$90,440.00	\$57,596.00
Grand Total System Price	\$2,698,475.18	\$1,967,545.55

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: _____



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.

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.



MOTOROLA SOLUTIONS STANDARD TERMS AND CONDITIONS

Below are the Motorola Solutions, Inc. (Motorola) standard terms and conditions for the purchase of the APX NEXT radio device and use of the APX NEXT services. The APX NEXT device is subject to the Master Customer Agreement and the Equipment Purchase and Software License Addendum and the APX NEXT services are subject to the Subscription Software Addendum and Carrier FlowDowns. A new Master Customer Agreement may not be necessary if the Customer has a previously executed and currently in force a device or systems Agreement with Motorola. In such case, the terms of the Equipment Purchase and Software License Addendum, Subscription Software Addendum and Carrier FlowDowns are integral to and incorporated into that device or systems Agreement.

Device and Application Services Solution Description

- Device and Application Services Solution Description (/content/dam/msi/docs/msi-standards_terms-conditions/device_and_application_services_solution_description.pdf)

APX NEXT SOWs for US and Canada

- Device Management Services Statement of Work v1.0.2 (April 2020) (/content/dam/msi/docs/msi-standards_terms-conditions/device_management_services_statement_of_work_v1.0.2.pdf)
- SmartProgramming Statement of Work v1.0.1 (December 2019) (/content/dam/msi/docs/msi-standards_terms-conditions/smartprogramming_statement_of_work.pdf)
- SmartConnect Statement of Work v1.0.2 (April 2020) (/content/dam/msi/docs/msi-standards_terms-conditions/smartconnect_statement_of_work.pdf)
- SmartLocate Statement of Work v1.0.2 (April 2020) (/content/dam/msi/docs/msi-standards_terms-conditions/smartlocate_statement_of_work.pdf)
- SmartMapping Statement of Work v1.0.1 (April 2020) (/content/dam/msi/docs/msi-standards_terms-conditions/smartmapping_statement_of_work.pdf)
- SmartMessaging Statement of Work v1.0.1 (April 2020) (/content/dam/msi/docs/msi-standards_terms-conditions/smartmessaging_statement_of_work.pdf)
- ViQi - Virtual Partner Statement of Work v 1.0.2 - US ONLY (April 2020) (/content/dam/msi/docs/msi-standards_terms-conditions/viqi_virtual_partner_statement_of_work.pdf)

APX NEXT Contractual Terms for US

- MSI Form_Master Customer Agreement - Online form Version 10.14.21 (/content/dam/msi/docs/msi-standards_terms-conditions/msi_form_master_customer_agreement-online_form_ver-10-14-21.pdf)
- MSI Form_Equipment Purchase and Software License Addendum - Online Form Version 10.13.21 (/content/dam/msi/docs/msi-standards_terms-conditions/msi-form_equipment_purchase_software_license_addendum-online_form_ver-10-13-21.pdf)
- MSI Form_Subscription Software Addendum - Online Form Version 10.14.21 (/content/dam/msi/docs/msi-standards_terms-conditions/msi-form_subscription_software_addendum-online_form_ver-10-14-21.pdf)



Carrier FlowDowns

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- APX NEXT ATT FlowDowns for Customer Agreement - Exhibit A to SSA (/content/dam/msi/docs/msi-standards_terms-conditions/apx-next-verizon_flowdowns_customer_agreement-exhibit-a-ssa.pdf)
 - APX NEXT Verizon FlowDowns for Customer Agreement - Exhibit A to SSA (/content/dam/msi/docs/msi-standards_terms-conditions/apx-next_verizon_flowdowns_customer_agreement-exhibit-a-ssa.pdf)

APX NEXT Contractual Terms for Canada

- Canada Communications Product Agreement v2019 (April 2020) (/content/dam/msi/docs/msi-standards_terms-conditions/canada_communications_product_agreement.pdf)
- Canada Subscription Service Addendum v.4.1.19a (April 2020) (/content/dam/msi/docs/msi-standards_terms-conditions/canada_subscription_service_addendum.pdf)

Archived Contractual Terms & SOWs (/en_us/non-navigational-pages/msi-standards_terms-conditions-archive.html)

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(https://blog.motorolasolutions.com/en_us/)

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MOTOROLA SOLUTIONS



Terms of Use

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Your California Privacy Choices (https://www.motorolasolutions.com/en_us/about/privacy-policy.html#usresidents)

Welcome to Motorola Solutions

What can I help you with?

Communication Preference
(https://www.motorolasolutions.com/en_us/preference-center-form.html)

Accessibility

USA & Canada (<https://www.motorolasolutions.com/static/redirecttohome.html>)



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Welcome to Motorola Solutions
What can I help you with?