




# City of Santa Fe, New Mexico

## Memorandum



**DATE:** March 14, 2023

**TO:** John Blair,  
City Manager

**VIA:** Emily Oster, Finance Department Director  
Travis Dutton-Leyda, Chief Procurement Officer  
Manuel Gonzales; ITT Director   
Manuel Gonzales (Mar 14, 2023 13:53 MDT)

**FROM:** David C. Tapia; Procurement Coordinator

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### ITEM AND ISSUE:

ITT Request for the Approval of PSRS Site Move Agreement in the Total Amount of \$194,102.00 for City of Santa Fe portion of agreed obligation due for MOA between the County of Santa Fe, The City of Santa Fe, and Motorola Solutions; Motorola; (Manuel Gonzales, mmgonzales@santafenm.gov and 1-505-955-5576 and Joseph Abeyta; jmabeyta@santafenm.gov; 1-505-955-5518)

### BACKGROUND AND SUMMARY:

On December 15, 2022 the City of Santa Fe entered into a memorandum of agreement with Santa Fe County and the Town of Edgewood. This agreement is necessary in the progression of the Public Safety Radio System site move establishing the Santa Fe Regional Emergency Communications Center. As per the agreement MOU County Clerk Recorded December 30, 2022 the City of Santa Fe is obligated to pay all cost associated with the DoIT move proposal in the amount of \$194,102.00 to Motorola.

### PROCUREMENT METHOD:

The procurement method is the NM Statewide Price Agreement (SWPA) #10-00000-20-00048 which expires on November 17, 2024.

### CONTRACT NUMBER:

The FY23 Munis contract number is 3203958.

### FUNDING SOURCE:

The funding source is:

**Fund Name/Number:** 1/2GRT/365

**Munis Org Name/Number:** ITT GRT/3653501

**Munis Object Name/Number:** Other Consulting/510340

### ACTION REQUESTED:

ITT respectfully requests your review and approval.





# CITY OF SANTA FE PROCUREMENT CHECKLIST

Contractor Name: Motorola

Procurement Title: SWPA 10-00000-20-00048 Exp: 11/17/2024

Procurement Method: State Price Agreement  Cooperative  Sole Source  Other

Exempt  Request For Proposal (RFP)  Invitation To Bid (ITB)  Contract under 60K  Contract over 60K

Department Requesting ITT Staff Name David C. Tapia

### Procurement Requirements:

A procurement file shall be maintained for all contracts, regardless of the method of procurement. The procurement file shall contain the basis on which the award is made, all submitted bids, all evaluation materials, score sheets, quotations and all other documentation related to or prepared in conjunction with evaluation, negotiation, and the award process. The procurement shall contain a written determination from the Requesting Department, signed by the purchasing officer, setting forth the reasoning for the contract award decision before submitting to the Committees.


### REQUIRED DOCUMENTS FOR APPROVAL BY PURCHASING\*

YES N/A

- Approved Procurement Checklist (by Purchasing)
- Memo addressed to City Manager (under 60K) Committees/City Council (over 60K)
- State Price Agreement
- RFP
- Evaluation Committee Report
- ITB
- Bib Tab
- Quotes (3 valid current quotes)
- Cooperative Agreement
- Sole Source Request and Determination Form
- Contractors Exempt Letter
- Purchasing Officers approval for exempt procurement
- BAR
- FIR
- Executed Contract, Agreement or Amendment
- Current Business Registration and CRS numbers on contract or agreement
- Summary of Contracts and Agreements form
- Certificate of Insurance
- All documentation presented to Committees
- Other:

David C. Tapia Procurement Coordinator 03/14/2023

Department Rep Printed Name (attesting that all information included)	Title	Date
	Contracts Supervisor	Mar 16, 2023

Purchasing Officer (attesting that all information is reviewed)	Title	Date
	ITT Director	Mar 16, 2023

ITT Representative (attesting that all information is reviewed)	Title	Date

Include all other substantive documents and records of communication that pertain to the procurement and contract.



# City of Santa Fe

## Real Estate Summary of Contracts, Agreements, Amendments & Leases

### Section to be completed by department

1. Munis Contract # 3203958

Contractor: Motorola Solutions

Description: This agreement is necessary in the progression of the Public Safety Radio System site move establishing the Santa Fe Regional Emergency Communications Center

Contract  Agreement  Lease / Rent  Amendment

Term Start Date: 03/25/2023 Term End Date: 03/24/2024

Approved by Council Date: \_\_\_\_\_

### **Contract / Lease:** Original Contract

Amendment # \_\_\_\_\_ to the Original Contract / Lease # \_\_\_\_\_

Increase/(Decrease) Amount \$ 194,102.00

Extend Termination Date to: \_\_\_\_\_

Approved by Council Date: \_\_\_\_\_

### **Amendment is for:**

2. **HISTORY of Contract, Amendments & Lease / Rent - Please Elaborate** (option: attach spreadsheet if multiple amendments)

3. **Procurement History:** SWPA: 10-00000-20-00048 Exp: 11/17/2024

Mar 16, 2023  
Purchasing Officer Review: \_\_\_\_\_ Date: \_\_\_\_\_

Comment & Exceptions: Procured via SWPA

4. **Funding Source:** ITT 1/2GRT **Org / Object:** 3653501.510340

Mar 16, 2023  
Budget Officer Approval: \_\_\_\_\_ Date: \_\_\_\_\_

Comment & Exceptions: \_\_\_\_\_

Staff Contact who completed this form: David C. Tapia Phone # 505-955-5523

Email: dctapia@santafenm.gov

### To be recorded by City Clerk:

Clerk # \_\_\_\_\_

Date of Execution: \_\_\_\_\_

ITT Director Mar 16, 2023

Manuel Gutierrez (Mar 16, 2023 13:02 MDT)

ITT Representative (attesting that all information is reviewed)

Title

Date



# CITY & COUNTY OF SANTA FE

**DISPATCH MOVE TO DOIT**

**March 2, 2023**

The design, technical, pricing, and other information ("Information") furnished with this submission is proprietary and/or trade secret information of Motorola Solutions, Inc. ("Motorola Solutions") and is submitted with the restriction that it is to be used for evaluation purposes only. To the fullest extent allowed by applicable law, the Information is not to be disclosed publicly or in any manner to anyone other than those required to evaluate the Information without the express written permission of Motorola Solutions.

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Motorola Solutions, Inc.  
8316 Corona Loop NE  
Albuquerque, NM 87113

March 2, 2023

Manuel Gonzales  
ITT Program Manager  
City of Santa Fe  
200 Lincoln Avenue  
Santa Fe NM, 87501

Subject: County and City Dispatch move to State of NM P25 Digital System

Dear Roberto Lujan:

Motorola Solutions, Inc. ("Motorola") is pleased to have the opportunity to provide the Santa Fe County and the City of Santa Fe with the services and hardware to move their entire current dispatch center over to the NM Department of Information P25 Digital Core. With SFRECC's and the CoSF's support and through collaboration between Motorola and County and City team members, the Motorola project team has taken great care to propose a solution that addresses your concerns and provides exceptional value.

Motorola's proposal is subject to the terms and conditions of the State of New Mexico Contract #10-00000-20-00048, to the enclosed Communications System & Services Agreement ("CSSA"), together with its Exhibits or a negotiated version thereof. This proposal will remain valid until March 17, 2023."

We would also be pleased to discuss any concerns you might have regarding this proposal. Any questions may be directed to Manny Barreras, Motorola Account Manager at 505-850-8194 or [Manny.Barreras@motorolasolutions.com](mailto:Manny.Barreras@motorolasolutions.com).

We thank you for the opportunity to furnish Santa Fe County and the City of Santa Fe with "best in class" solutions and we hope to strengthen our relationship by implementing this project. Our goal is to provide you with the best products and services available in the communications industry.

Sincerely,  
MOTOROLA SOLUTIONS, INC.



Carrie Hemmen  
MSSSI Vice President & Director Sales

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SECTION 1

# SYSTEM DESCRIPTION

Motorola has provided licenses for the City and County of Santa Fe to move the consoles over to the New Mexico DoIT trunking core. The thirteen consoles that are currently on the Santa Fe County's core will be reprogrammed to point to the DoIT core. Most of the existing equipment will be reused (dispatch consoles and AIS). Network equipment requires replacement to be compatible with the DoIT system.

**All existing dispatch equipment will need to be upgraded to match the version of the State core which is being upgraded to 2021.X. The upgrade to the Santa Fe equipment will be a part of a separate proposal that must be executed prior to the dispatch move can occur.**

Motorola added SRX site routers to replace the GGM 8000 site routers. The GGM core routers on the DoIT core at at capacity, so the existing GGM 8000 site routers that are at RECC will not be able to connect to the DoIT core. The new SRX routers being added to the proposal will connect to the Juniper routers at the core.

Connecting to the states core gives the City of Santa Fe additional 7/800 MHz radio coverage. Also, this connection provides for additional interoperability with other state and local entities. Motorola is not guaranteeing any coverage for the 7/800 MHz system.

There will be no new equipment added for the VHF system. Since Santa Fe County is keeping the existing VHF system up, it will connect into the system through the CCGW as it does today. Motorola does not guarantee any coverage for the VHF system.

A new Juniper control room firewall was added to the proposal to replace the Fortinet 100D firewall in the dispatch rack. The Fortinet is not supported in the new release.

The backhaul connection between the State and the Santa Fe core will be provided by Santa Fe. The state will provide the MPLS router and Santa Fe will have to work with the state to get that router programmed and installed. The primary and secondary routes back into the state core are Santa Fe's responsibility.

Motorola will move the existing AIS over to the dispatch system. This will still interface with the existing logger. No changes will be made to the existing logging recorder. If any changes are required, Santa Fe is responsible.

The NM Client will that is owned by Santa Fe will be added to the dispatch subnet after being upgraded. The NM client that will be part of the dispatch site will only have access to the Provisioning Manager (PM), per information provided by NM DoIT. The PM will allow Santa Fe to add the fleet of radios to the system as well as make any changes to radio aliases as needed, based on security partitioning put in place by the DoIT team. Any questions on the operation and/or features to be used on the NM Client terminal is determined between Santa Fe and DoIT.



## 1.1 DISPATCH CONSOLE SOLUTION COMPONENTS

The proposed components are connected together and to the rest of the ASTRO 25 system on an IP network through console site routers and switches. The console functions as an integrated component of the total radio system and fully participates in system-level features, such as end-to-end encryption and Agency Partitioning.

The console connects directly to the radio system's IP transport network without gateways or interface boxes. Audio processing, encryption, and switching intelligence for dispatch are performed within each software-based dispatch position without additional centralized electronics.

Since the network is IP-based, the system interfaces and components can be distributed physically throughout the network. Some of the available console components are identified below.

\*\*Note that the Console operators and backroom hardware are existing. No changes are proposed to the dispatch hardware.

## 1.2 RECOMMENDED MCC 7500E ORNI CONSOLE BACKHAUL REQUIREMENTS

The MCC 7500E Dispatch Console uses wired (Ethernet) or wireless broadband (e.g. 4G, Wi-Fi) based internet connectivity to establish voice communications with trunked and conventional radios when operating outside of the radio/dispatch network. To ensure proper performance of the MCC 7500E a stable internet connection is highly recommended. MCC 7500E consoles connecting from outside of the RNI must meet the recommended connectivity specifications, below:

### **Bandwidth Requirements:**

- Up to 2.1 Mbps is required to support the MCC 7500E's maximum 60 simultaneous audio stream capacity.

### **Network jitter allowed:**

- 131 ms max

### **Dropped packets allowed:**

- No more than 1% packet loss

### **Maximum delay:**

- Latency between the dispatch site where proxy server is to be installed and the core – lowest latency site link to the core (RF Site or Console Site) < 10 ms

## 1.3 DESIGN ASSUMPTIONS

Motorola has made several assumptions in preparing this proposal, which are noted below. Motorola will need to verify all assumptions or seek alternate solutions in the case of inaccurate assumptions.

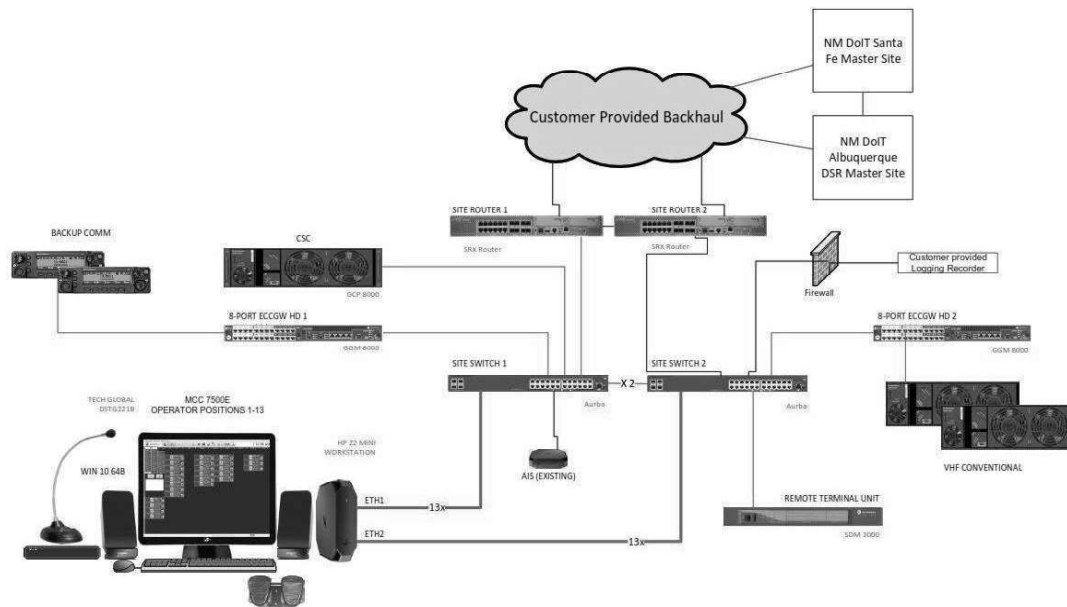
- All existing sites or equipment locations will have sufficient space available for the system described as required/specified by Motorola's R56 Guidelines for Communications Sites.
- All existing sites or equipment locations will have adequate electrical power in the proper phase and voltage and site grounding to support the requirements of the system described. The site routers provided are AC.
- There will be no changes made to the power at the dispatch center or equipment room.
- No rack was included in this proposal. It is assumed that the new networking equipment will go into the existing rack.
- There are no changes being done to the Eventide logging recorder. Any changes that need to be made to the Eventide logger is Santa Fe's responsibility. The AIS will be re-IPed to be part of the dispatch center equipment as a part of this proposal.
- No spares were included as a part of this proposal.
- All networking equipment and dispatch must be upgraded to match the NMDoIT State core before pointing the dispatch site to the State.\*\*Upgrade is a separate proposal that must be executed prior to this dispatch move\*\*
- All VHF channels will continue to operate how they currently do, through the CCGW's at the site. No changes will be made to the radios that connect to the CCGW.
- Motorola does not guarantee any coverage in the City/County of Santa Fe. No changes are being done to the VHF repeaters and no 7/800 MHz repeaters are moving over to the state system.
- Santa Fe will have to work with NMDoIT to get the MPLS router for connecting into the state.
- Santa Fe has to provide a second route to the state for the backhaul connection.
- All existing equipment is in good working condition. No new equipment (other than site routers) is being provided in this proposal.





SECTION 2

# SYSTEM DIAGRAM



SANTA FE RECC – INTEGRATION WITH NM DOIT

SECTION 3

# EQUIPMENT LIST

QTY	NOMENCLATURE	DESCRIPTION
1	SQM01SUM0323	ASTRO MASTER SITE
1	CA03517AD	ADD: CORE EXPANSION
3	UA00156AA	ADD: MCC7500 CONSOLE LICENSES (QTY 5)
1	UA00147AA	ADD: PROVISIONING MANAGER
2	UA00152AA	ADD:500 RADIO USER LICENSES
1	T8492	SITE ROUTER & FIREWALL- AC
1	CA03445AA	ADD: MISSION CRITICAL HARDENING
1	CA03448AA	ADD: STATEFUL FIREWALL
1	T8492	SITE ROUTER & FIREWALL- AC
1	CA03445AA	ADD: MISSION CRITICAL HARDENING
1	CA03448AA	ADD: STATEFUL FIREWALL
1	T8639	JUNIPER FIREWALL APPLIANCE
1	T8669	CONTROL ROOM FIREWALL OS

SECTION 4

# STATEMENT OF WORK

This Statement of Work (SOW) describes the deliverables to be furnished to Santa Fe. The tasks described herein will be performed by Motorola, its subcontractors, and Santa Fe to implement the solution described in the System Description. It describes the actual work involved in installation, identifies the installation standards to be followed, and clarifies the responsibilities for both Motorola and Santa Fe during the project implementation. Specifically, this SOW provides:

- A summary of the phases and tasks to be completed within the project lifecycle.
- A list of the deliverables associated with the project.
- A description of the responsibilities for both Motorola and Santa Fe.
- The qualifications and assumptions taken into consideration during the development of this project.

This SOW provides the most current understanding of the work required by both parties to ensure a successful project implementation. In particular, Motorola has made assumptions of the sites to be used for the new system. Should any of the sites change, a revision to the SOW and associated pricing will be required. It is understood that this SOW is a working document, and that it will be revised as needed to incorporate any changes associated with contract negotiations, Contract Design Review (CDR), and any other change orders that may occur during the execution of the project.

Motorola is proposing to move the existing City and County of Santa Fe dispatch center to the NMDOIT system, disconnecting it from the RECC ASTRO 25 Core. This move will integrate the City and County into the State system for interoperability. Existing dispatch center hardware will be re-configured for operation on the State system, and new network equipment is provided. **The existing dispatch center must be upgraded to match the ASTRO 25 version of the State system (2021.X) prior to execution of the dispatch move.** This is provided as a separate proposal.

## 4.1 ASSUMPTIONS

Motorola has based the system design on information provided by Santa Fe and an analysis of the system requirements. All assumptions have been listed below for review. Should Motorola's assumptions be deemed incorrect or not agreeable to Santa Fe, a revised proposal with the necessary changes and adjusted costs may be required. Changes to the equipment or scope of the project after contract may require a change order

- Santa Fe will supply all primary power and backup power.
- All existing resources have been installed in a manner that meets current R56 standards. Any R56 upgrades or issues are the responsibility of Santa Fe.
- Santa Fe will provide Type 1 and Type 2 surge suppression for the equipment rooms per R56 requirements.
- No Subscriber reprogramming is included in this proposal.
- The dispatch equipment is all in good working order, and has been upgraded to match the State Core at 2021.X prior to this project.

- Training is not required as part of this proposal.
- The County will provide any connectivity required between the dispatch location and the DOIT Master Site. Details of bandwidth requirements are provided in the System Description.
- Existing Logging Recorder is in good working order and will require no additional maintenance or modification at time of implementation. Any modifications are the responsibility of Santa Fe.
- The Motorola team will not mobilize until the upgrade to 2021.X is complete. Once the site is fully upgraded to the required version, the Motorola team will visit the site, and complete the required work to install, reconfigure, optimize and test the dispatch center.
- Ethernet backhaul exists as implemented by Santa Fe , and Motorola Solutions can perform link tests prior to installation commencement.

Motorola Solutions will install and configure new network equipment, and re-configure the existing dispatch equipment. The following table describes the tasks involved with installation and configuration.

Tasks	Motorola Solutions	Customer
<b>PROJECT INITIATION</b>		
<b>Contract Finalization and Team Creation</b>		
Execute contract and distribute contract documents.	X	X
Assign a Project Manager as a single point of contact.	X	X
Assign resources.	X	X
Schedule project kickoff meeting.	X	X
Deliverable: Signed contract, defined project team, and scheduled project kickoff meeting.		
<b>Project Administration</b>		
Ensure that project team members attend all meetings relevant to their role on the project.	X	X
Set up the project in the Motorola Solutions information system.	X	
Record and distribute project status meeting minutes.	X	
Maintain responsibility for third-party services contracted by Motorola Solutions.	X	
Complete assigned project tasks according to the project schedule.	X	X
Submit project milestone completion documents.	X	
Upon completion of tasks, approve project milestone completion documents.		X
Conduct all project work Monday thru Friday, 7:30 a.m. to 5:00 p.m.).	X	
Deliverable: Completed and approved project milestones throughout the project.		
<b>Project Kickoff/Design Review</b>		

Tasks	Motorola Solutions	Customer
Introduce team, review roles, and decision authority.	X	X
Present project scope and objectives.	X	
Review SOW responsibilities and project schedule.	X	X
Present preliminary cutover plan and methods to document final cutover process.	X	
Validate that Customer sites can accommodate proposed equipment.	X	X
Provide approvals required to add equipment to proposed existing sites.		X
Review safety, security, and site access procedures.	X	
Present equipment layout plans and system design drawings.	X	
Provide backhaul performance specifications and demarcation points.	X	
Provide information on existing system interfaces.		X
Provide frequency and radio information for each site.		X
Assume liability and responsibility for providing all information necessary for complete installation.		X
Assume responsibility for issues outside of Motorola Solutions' control.		X
Review and update design documents, including System Description, Statement of Work, Project Schedule, and Acceptance Test Plan, based on Design Review agreements.	X	
Provide minimum acceptable performance specifications for customer provided hardware, software, LAN, WAN and internet connectivity.	X	
Execute Change Order in accordance with all material changes to the Contract resulting from the Design Review.	X	
Deliverable: Finalized design documentation based upon "frozen" design, along with any relevant Change Order documentation.		
<b>SITE PREPARATION AND DEVELOPMENT</b>		
<b>Site Access</b>		
Provide site owners/managers with written notice to provide entry to sites identified in the project design documentation.		X
Maintain access roads in order to provide clear and stable entry to sites for heavy-duty construction vehicles, cement trucks and cranes. Ensure that sufficient space is available at the site for these vehicles to maneuver under their own power, without assistance from other equipment.		X
Obtain site licensing and permitting, including site lease/ownership, zoning, permits, regulatory approvals,		X

Tasks	Motorola Solutions	Customer
easements, power, and telco connections.		
<b>Deliverable: Access, permitting, and licensing necessary to install system equipment at each site.</b>		
<b>Site Planning</b>		
Provide necessary buildings, equipment shelters, and towers for installation of system equipment.		X
Provide the R56 requirements for space, power, grounding, HVAC, and connectivity requirements at each site.	X	
Provide adequate electrical power in proper phase and voltage at sites.		X
Provide as-built structural and foundation drawings of the structures and site locations, along with geotechnical reports, in order to facilitate a structural analysis.		X
Confirm that there is adequate utility service to support the new equipment and ancillary equipment.		X
Modify towers or other structures, or relocate sites in the system, to ensure that they are capable of supporting proposed and future antenna loads.		X
Conduct site walks to collect pertinent information (e.g. location of telco, power, structures, etc.)	X	
Ensure that each site meets the R56 standards for space, grounding, power, HVAC, and connectivity requirements.		X
Conduct one three-point ground resistance test of each site.	X	
Pay for application fees, taxes, and recurring payments for lease/ownership of property.		X
Ensure that required rack space is available for installation of the new equipment.		X
<b>Deliverable: Information and permitting requirements completed at each site.</b>		
<b>General Facility Improvements</b>		
Provide adequate HVAC, grounding, lighting, cable routing, and surge protection based upon Motorola Solutions' Standards and Guidelines for Communication Sites (R56)		X
Ensure the resolution of environmental and hazardous material issues at each site including, but not limited to, asbestos, structural integrity (tower, rooftop, water tank, etc.), and other building risks.		X
Ensure that electrical service will accommodate installation of system equipment, including isolation transformers, circuit breakers, surge protectors, and cabling.		X
Provide obstruction-free area for the cable run between the demarcation point and system equipment.		X
Provide structure penetrations (wall or roof) for transmission equipment (e.g. antennas, microwave		X

Tasks	Motorola Solutions	Customer
radios, etc.).		
Supply interior building cable trays, raceways, conduits, and wire supports.		X
Pay for usage costs of power and generator fueling, both during the construction and installation effort, and on an ongoing basis.		X
Transport removed site equipment to a location designated by Customer and within Customer's jurisdiction.		X
Deliverable: Sites meet physical requirements for equipment installation.		
<b>SYSTEM INSTALLATION</b>		
<b>Equipment Order and Manufacturing</b>		
Create equipment order and reconcile to contract.	X	
Manufacture Motorola Solutions-provided equipment necessary for system based on equipment order.	X	
Procure non-Motorola Solutions equipment necessary for the system.	X	
Deliverable: Equipment procured and ready for shipment.		
<b>Equipment Shipment and Storage</b>		
Provide secure location for solution equipment.		X
Pack and ship solution equipment to the identified, or site locations.	X	
Receive solution equipment.		X
Inventory solution equipment.	X	
Deliverable: Solution equipment received and ready for installation		
<b>General Installation</b>		
Deliver solution equipment to installation location.	X	
Coordinate receipt of and inventory solution equipment with designated contact.	X	
Install all proposed fixed equipment as outlined in the System Description based upon the agreed-upon floor plans, connecting audio, control, and radio transmission cables to connect equipment to the power panels or receptacles, and audio/control line connection points. Installation performed in accordance with R56 standards and state/local codes.	X	
Provide system interconnections that are not specifically outlined in the system design, including dedicated phone circuits, microwave links, or other types of connectivity.		X

Tasks	Motorola Solutions	Customer
Install and terminate all network cables between site routers and network demarcation points, including microwave, leased lines, and Ethernet.	X	
Ensure that Type 1 and Type 2 AC suppression is installed to protect installed equipment.		X
Connect installed equipment to the provided ground system.	X	
Perform preliminary audit of installed equipment to ensure compliance with requirements and R56 standards.	X	
Note any required changes to the installation for inclusion in the "as-built" system documentation.	X	
Remove, transport, and dispose of old equipment.		X
Deliverable: Equipment installed.		
<b>Console Installation and Configuration</b>		
Identify circuits for connection to console and a demarcation point located within 25 feet of the console interface.		X
Connect console to circuit demarcation points.	X	
Install new network equipment	X	
Develop templates for console programming.	X	
Perform console programming and re-configuration for operation on the DoIT Core.	X	
Deliverable: Console equipment installation completed.		
<b>SYSTEM OPTIMIZATION AND TESTING</b>		
<b>R56 Site Audit</b>		
Perform R56 site-installation quality-audits, verifying proper physical installation and operational configurations.	X	
Create site evaluation report to verify site meets or exceeds requirements, as defined in Motorola Solutions' R56 Standards and Guidelines for Communication Sites.	X	
Deliverable: R56 Standards and Guidelines for Communication Sites audits completed successfully.		
<b>Solution Optimization</b>		
Verify that all equipment is operating properly and that all electrical and signal levels are set accurately.	X	
Verify that all audio and data levels are at factory settings.	X	
Verify communication interfaces between devices for proper operation.	X	
Ensure that functionality meets manufacturers' specifications and complies with the final configuration	X	



Tasks	Motorola Solutions	Customer
established during design review or system staging.		
<b>Deliverable: Completion of System Optimization.</b>		
<b>Functional Acceptance Testing</b>		
Verify the operational functionality and features of the solution supplied by Motorola Solutions, as contracted.	X	
Witness the functional testing.		X
Document all issues that arise during the acceptance tests.	X	
If any major task for the system as contractually described fails during the Customer acceptance testing or beneficial use, repeat that particular task after Motorola Solutions determines that corrective action has been taken.	X	
Resolve any minor task failures before Final System Acceptance.	X	
Document the results of the acceptance tests and present for review.	X	
Review and approve final acceptance test results.		X
<b>Deliverable: Completion of functional testing and approval by Customer.</b>		
<b>PROJECT TRANSITION</b>		
<b>Finalize Documentation and System Acceptance</b>		
Provide manufacturer's installation material, part list and other related material to Customer upon project completion.	X	
Provide an electronic as-built system manual on CD or other Customer preferred electronic media. The documentation will include the following: <ul style="list-style-type: none"> <li>▪ Site Block Diagrams.</li> <li>▪ Site Floor Plans.</li> <li>▪ Site Equipment Rack Configurations.</li> <li>▪ Antenna Network Drawings for RF Sites (where applicable).</li> <li>▪ ATP Test Checklists.</li> <li>▪ Functional Acceptance Test Plan Test Sheets and Results.</li> <li>▪ Equipment Inventory List.</li> <li>▪ Console Programming Template (where applicable).</li> <li>▪ Maintenance Manuals (where applicable).</li> <li>▪ Technical Service Manuals (where applicable).</li> </ul> Drawings will be delivered in Adobe PDF format.	X	
Receive and approve documentation.		X
Execute Final Project Acceptance.	X	X
<b>Deliverable: All required documents are provided and approved. Final Project Acceptance.</b>		

SECTION 5

# PRICING SUMMARY

Motorola's pricing is based on the equipment list and services defined for the dispatch center for Santa Fe. The Statement of Work (SOW) describes the work to be performed for the installation, optimization, and testing of the system and the equipment list provides the equipment necessary for this project.

Description	Price
Equipment for the Dispatch Center -NM State Contract Pricing	\$40,810.00
System Implementation Services	\$143,264.00
Estimated Santa Fe County NM Taxes on Services (7.00%)	\$10,028.00
<b>Total Base System Contract Purchase Price</b>	<b>\$194,102.00</b>

SECTION 6

# CONTRACTUAL DOCUMENTATION

Contractual Documentation is included on the pages that follow.

## Communications System and Services Agreement

Motorola Solutions, Inc. (“Motorola”) and **City of Santa Fe, NM** (“Customer”) enter into this “Agreement,” pursuant to which Customer will purchase and Motorola will sell the System and Services, as described below. Motorola and Customer may be referred to individually as a “Party” and collectively as the “Parties.” For good and valuable consideration, the Parties agree as follows:

### Section 1 ATTACHMENTS

1.1. EXHIBITS. The Exhibits listed below are exhibits related to the System sale and implementation. These Exhibits are incorporated into and made a part of this Agreement.

Exhibit A “Payment”

Exhibit B Technical and Implementation Documents

B-1 “Pricing Summary & Equipment List” dated March 2, 2023

B-2 “Implementation Statement of Work” dated March 2, 2023

Exhibit C “System Acceptance Certificate”

1.2. ADDENDUM (ADDENDA). Customer may elect to purchase professional or subscription services in addition to the System and related services. Any such services will be governed by the terms in the main body of the Agreement and an applicable Addendum containing terms specific to such service. Such Addenda will be labeled with the name of the service being purchased.

1.3 ORDER OF PRECEDENCE. In interpreting this Agreement and resolving any ambiguities: 1) the main body of this Agreement takes precedence over the exhibits (unless otherwise specified in an exhibit), and any inconsistency between Exhibits A through D will be resolved in their listed order, and 2) The applicable service Addendum will take precedence over the main body of the Agreement and the Exhibits.

### Section 2 DEFINITIONS

Capitalized terms used in this Agreement have the following meanings:

“**Acceptance Tests**” means those tests described in the Acceptance Test Plan.

“**Addendum (Addenda)**” is the title of the document(s) containing a specific set of terms and conditions applicable to a particular service or other offering beyond the Communication System and System implementation services. The terms in the Addendum are applicable only to the specific service or offering described therein.

“**Administrative User Credentials**” means an account that has total access over the operating system, files, end user accounts and passwords at either the System level or box level. Customer’s personnel with access to the Administrative User Credentials may be referred to as the Administrative User.

“**Beneficial Use**” means when Customer first uses the System or a Subsystem for operational purposes (excluding training or testing).

“**Confidential Information**” means all information consistent with the fulfillment of this Agreement that is (i) disclosed under this Agreement in oral, written, graphic, machine recognizable, and/or sample form, being clearly designated, labeled or marked as confidential or its equivalent or (ii) obtained by examination, testing or analysis of any hardware, software or any component part thereof provided by discloser to recipient. The nature and existence of this Agreement are considered Confidential Information. Confidential Information that is disclosed orally must be identified as confidential at the time

of disclosure and confirmed by the discloser by submitting a written document to the recipient within thirty (30) days after such disclosure. The written document must contain a summary of the Confidential Information disclosed with enough specificity for identification purpose and must be labeled or marked as confidential or its equivalent.

**“Contract Price”** means the price for the System and implementation Services, excluding applicable sales or similar taxes and freight charges. Further, unless otherwise stated in Exhibit A, “Payment” or the pricing pages of the proposal, recurring fees for maintenance, or subscription services are not included in the Contract Price.

**“Deliverables”** means all written information (such as reports, specifications, designs, plans, drawings, analytics, Solution Data, or other technical or business information) that Motorola prepares for Customer in the performance of the Services and is obligated to provide to Customer under this Agreement. The Deliverables, if any, are more fully described in the Statement of Work.

**“Derivative Proprietary Materials”** means derivatives of the Proprietary Materials that Motorola may from time to time, including during the course of providing the Services, develop and/or use and/or to which Motorola provides Customer access.

**“Effective Date”** means that date upon which the last Party executes this Agreement.

**“Equipment”** means the hardware components of the Solution that Customer purchases from Motorola under this Agreement. Equipment that is part of the System is described in the Equipment List.

**“Force Majeure”** means an event, circumstance, or act that is beyond a Party’s reasonable control, such as an act of God, an act of the public enemy, an act of a government entity, strikes, other labor disturbances, supplier performance, hurricanes, earthquakes, fires, floods, epidemics, embargoes, war, riots, or any other similar cause.

**“Proprietary Materials”** means certain software tools and/or other technical materials, including, but not limited to, data, modules, components, designs, utilities, subsets, objects, program listings, models, methodologies, programs, systems, analysis frameworks, leading practices and specifications which Motorola has developed prior to, or independently from, the provision of the Services and/or which Motorola licenses from third parties.

**“Proprietary Rights”** means the patents, patent applications, inventions, copyrights, trade secrets, trademarks, trade names, mask works, know-how, and other intellectual property rights in and to the Equipment.

**“Services”** means system implementation, maintenance, support, subscription, or other professional services provided under this Agreement, which may be further described in the applicable Addendum and/or SOW.

**“Solution”** means the combination of the System(s) and Services provided by Motorola under this Agreement.

**“Solution Data”** means Customer data that is transformed, altered, processed, aggregated, correlated or operated on by Motorola, its vendors or other data sources and data that has been manipulated or retrieved using Motorola know-how to produce value-added content to data consumers, including customers or citizens which is made available to Customer with the Solution and Services.

**“Specifications”** means the functionality and performance requirements that are described in the Technical and Implementation Documents.

**“Subsystem”** means a major part of the System that performs specific functions or operations.

Subsystems are described in the Technical and Implementation Documents.

**“System”** means the Equipment, including incidental hardware and materials, Software, and design, installation and implementation services that are combined together into an integrated system; the System(s) is (are) described in the Technical and Implementation Documents.

**“System Acceptance”** means the Acceptance Tests have been successfully completed.

**“System Data”** means data created by, in connection with or in relation to Equipment or the performance of Services under this Agreement.

**“Warranty Period”** for System Hardware, or services related to system implementation means one (1) year from the date of System Acceptance or Beneficial Use, whichever occurs first. Unless otherwise stated in the applicable Addendum, Warranty Period for other Services means ninety (90) days from performance of the Service.

### **Section 3      SCOPE OF AGREEMENT AND TERM**

3.1.      **SCOPE OF WORK.** Motorola will provide, install and test the System(s), and perform its other contractual responsibilities to provide the Solution, all in accordance with this Agreement. Customer will perform its contractual responsibilities in accordance with this Agreement.

3.2.      **CHANGE ORDERS.** Either Party may request changes within the general scope of this Agreement. If a requested change causes an increase or decrease in the cost or time required to perform this Agreement, the Parties will agree to an equitable adjustment of the Contract Price or applicable subscription fees, Performance Schedule, or both, and will reflect the adjustment in a change order or Addendum. Neither Party is obligated to perform requested changes unless both Parties execute a written change order.

3.3.      **TERM.** Unless terminated in accordance with other provisions of this Agreement or extended by mutual agreement of the Parties, the term of this Agreement begins on the Effective Date and continues until the date of Final Project Acceptance or expiration of the Warranty Period, or completion of the Services, whichever occurs last. The term and the effective date of recurring Services will be set forth in the applicable Addendum.

3.4.      **ADDITIONAL EQUIPMENT.** For three (3) years after the expiration date of the Agreement, Customer may order additional Equipment, if it is then available. Each purchase order must refer to this Agreement, the expiration date of the Agreement, and must specify the pricing and delivery terms. The Parties agree that, notwithstanding expiration of the Agreement, the applicable provisions of this Agreement (except for pricing, delivery, passage of title and risk of loss to Equipment, warranty commencement, and payment terms) will govern the purchase and sale of the additional Equipment. Additional or contrary terms in the purchase order will be inapplicable, unless signed by both parties. Title and risk of loss to additional Equipment will pass at shipment, warranty will commence upon delivery, and payment is due within thirty (30) days after the invoice date. Motorola will send Customer an invoice as the additional Equipment is shipped. Alternatively, Customer may register with and place orders through Motorola Online (“MOL”), and this Agreement will be the “Underlying Agreement” for those MOL transactions rather than the MOL On-Line Terms and Conditions of Sale. MOL registration and other information may be found at <https://businessonline.motorolasolutions.com> and the MOL telephone number is (800) 814-0601.

3.5.      **RESERVED.**

3.6.      **RESERVED.**

3.7.      **SUBSTITUTIONS.** At no additional cost to Customer, Motorola may substitute any Equipment or

services to be provided by Motorola, if the substitute meets or exceeds the Specifications and is of equivalent or better quality to the Customer. Any substitution will be reflected in a change order.

3.8. RESERVED.

#### **Section 4 SERVICES**

4.1. If Customer desires and Motorola agrees to continue Services beyond the Term, Customer's issuance and Motorola's acceptance of a purchase order for Services will serve as an automatic extension of the Agreement for purposes of the continuing Services. Only the terms and conditions applicable to the performance of Services will apply to the extended Agreement.

4.2. During the Warranty Period, in addition to warranty services, Motorola will provide maintenance Services for the Equipment pursuant to the applicable maintenance and support Statements of Work. Maintenance Services and support during the Warranty Period are included in the Contract Price. Unless already included in the Contract Price, if Customer wishes to purchase 1) additional maintenance during the Warranty Period; or 2) continue or expand maintenance, installation after the Warranty Period, Motorola will provide the description of and pricing for such services in a separate proposal document. Unless otherwise agreed by the parties in writing, the terms and conditions in this Agreement applicable to maintenance, will be included in the Maintenance and Support Addendum, the applicable Statements of Work, and the proposal, (if applicable). These collective terms will govern the provision of such Services.

To obtain any such additional Services, Customer will issue a purchase order referring to this Agreement and the separate proposal document. Omission of reference to this Agreement in Customer's purchase order will not affect the applicability of this Agreement. Motorola's proposal may include a cover page entitled "Service Agreement" or "Installation Agreement", as applicable, and other attachments. These cover pages and other attachments are incorporated into this Agreement by this reference

4.3. PROFESSIONAL AND SUBSCRIPTION SERVICES. If Customer purchases professional or subscription Services as part of the Solution, additional or different terms specific to such Service will be included in the applicable Addendum and will apply to those Services. Customer may purchase additional professional or subscription services by issuing a purchase order referencing this Agreement and Motorola's proposal for such additional services.

4.4. Any information in the form of specifications, drawings, reprints, technical information or otherwise furnished to Customer in providing Services under this Agreement or Motorola data viewed, accessed, will remain Motorola's property, will be deemed proprietary, Confidential Information. This Confidential Information will be promptly returned at Motorola's request.

4.5. TOOLS. All tools, equipment, dies, gauges, models, drawings or other materials paid for or furnished by Motorola for the purpose of providing Services under this Agreement will be and remain the sole property of Motorola. Customer will safeguard all such property while it is in Customer's custody or control, be liable for any loss or damage to this property, and return it to Motorola upon request. This property will be held by Customer for Motorola's use without charge and may be removed from Customer's premises by Motorola at any time without restriction. Upon termination of the contract for any reason, Customer shall return to Motorola all equipment delivered to Customer.

4.6. COVENANT NOT TO EMPLOY. During the term of this Agreement and continuing for a period of two (2) years thereafter, Customer will not hire, engage on contract, solicit the employment of, or recommend employment to any third party of any employee of Motorola or its subcontractors without the prior written authorization of Motorola. This provision applies only to those employees of Motorola or its subcontractors who are responsible for rendering Services under this Agreement. If this provision is found to be overly broad under applicable law, it will be modified as necessary to conform to applicable law.

4.7. **CUSTOMER OBLIGATIONS.** If the applicable Statement of Work or Addendum contains assumptions that affect the Services or Deliverables, Customer will verify that they are accurate and complete. Any information that Customer provides to Motorola concerning the Services or Deliverables will be accurate and complete in all material respects. Customer will make timely decisions and obtain any required management approvals that are reasonably necessary for Motorola to perform the Services and its other duties under this Agreement. Unless the Statement of Work states the contrary, Motorola may rely upon and is not required to evaluate, confirm, reject, modify, or provide advice concerning any assumptions and Customer-provided information, decisions and approvals described in this paragraph.

4.8. **ASSUMPTIONS.** If any assumptions or conditions contained in this Agreement, applicable Addenda or Statements of Work prove to be incorrect or if Customer's obligations are not performed, Motorola's ability to perform under this Agreement may be impacted and changes to the Contract Price, subscription fees, project schedule, Deliverables, or other changes may be necessary.

4.9. **NON-PRECLUSION.** If, as a result of the Services performed under this Agreement, Motorola recommends that Customer purchase products or other services, nothing in this Agreement precludes Motorola from participating in a future competitive bidding process or otherwise offering or selling the recommended products or other services to Customer. Customer represents that this paragraph does not violate its procurement or other laws, regulations, or policies.

4.10. **PROPRIETARY MATERIALS.** Customer acknowledges that Motorola may use and/or provide Customer with access to Proprietary Materials and Derivative Proprietary Materials. The Proprietary Materials and the Derivative Proprietary Materials are the sole and exclusive property of Motorola and Motorola retains all right, title and interest in and to the Proprietary Materials and Derivative Proprietary Materials.

4.11. **ADDITIONAL SERVICES.** Any services performed by Motorola outside the scope of this Agreement at the direction of Customer will be considered to be additional Services which are subject to additional charges. Any agreement to perform additional Services will be reflected in a written and executed change order, Addendum or amendment to this Agreement.

## **Section 5 PERFORMANCE SCHEDULE**

The Parties will perform their respective responsibilities in accordance with the Performance Schedule. By executing this Agreement, Customer authorizes Motorola to proceed with contract performance.

## **Section 6 CONTRACT PRICE, PAYMENT AND INVOICING**

6.1. Customer affirms that a purchase order or notice to proceed is not required for contract performance or for subsequent years of service, if any, and that sufficient funds have been appropriated in accordance with applicable law. The Customer will pay all invoices as received from Motorola and any changes in scope will be subject to the change order process as described in this Agreement. At the time of execution of this Agreement, the Customer will provide all necessary reference information to include on invoices for payment in accordance with this Agreement.

6.2. **CONTRACT PRICE.** The Contract Price in U.S. dollars is \$194,102.00. If applicable, a pricing summary is included with the Payment schedule in Exhibit A. Motorola has priced the Services and Equipment as an integrated System. A change in Equipment quantities, or Services, may affect the overall Contract Price, including discounts if applicable. Fees for professional, and/or subscription services which are not included in the Contract Price may be listed in Exhibit A, the pricing pages of the proposal, or the applicable Addendum.

6.3. **INVOICING AND PAYMENT.** Motorola will submit invoices to Customer according to the Payment schedule in Exhibit A. Invoices will be mailed or emailed to Customer pursuant to Section 6.5,



**Invoicing and Shipping Addresses.** Except for a payment that is due on the Effective Date, Customer will make payments to Motorola within thirty (30) days after the date of each invoice. Customer will make payments when due in the form of a wire transfer, check, or cashier's check from a U.S. financial institution. Overdue invoices will bear simple interest at the maximum allowable rate. For reference, the Federal Tax Identification Number for Motorola is 36-1115800.

6.4. **FREIGHT, TITLE, AND RISK OF LOSS.** Motorola will pre-pay and add all freight charges to the invoices. Title and risk of loss to the Equipment will pass to Customer upon shipment. Motorola will pack and ship all Equipment in accordance with good commercial practices.

6.5. **INVOICING AND SHIPPING ADDRESSES.** Invoices will be sent to the Customer at the following address:

Name: Manuel Gonzales  
Address: PO Box 909, Santa Fe NM 87504  
Phone: (505) 231-1749

E-INVOICE. To receive invoices via email:

Customer Account Number: 1011658616  
Customer Accounts Payable Email: itt@santafe.gov  
Customer CC(optional) Email:

The address which is the ultimate destination where the Equipment will be delivered to Customer is:

Name: City of Santa Fe Radio Shop  
Address: 301 Montezuma 87501

The Equipment will be shipped to the Customer at the following address (insert if this information is known):

Name: (SAME AS ABOVE)

Address: \_\_\_\_\_

Phone: \_\_\_\_\_

Customer may change this information by giving written notice to Motorola.

## **Section 7 SITES AND SITE CONDITIONS**

7.1. **ACCESS TO SITES.** In addition to its responsibilities described elsewhere in this Agreement, Customer will provide a designated project manager; all necessary construction and building permits, zoning variances, licenses, and any other approvals that are necessary to develop or use the sites and mounting locations; and access to the worksites or vehicles identified in the Technical and Implementation Documents as reasonably requested by Motorola so that it may perform its duties in accordance with the Performance Schedule and Statement of Work. If the Statement of Work so indicates, Motorola may assist Customer in the local building permit process.

7.2. **SITE CONDITIONS.** Customer will ensure that all work sites it provides will be safe, secure, and in compliance with all applicable industry and OSHA standards. To the extent applicable and unless the Statement of Work states to the contrary, Customer will ensure that these work sites have adequate: physical space; air conditioning and other environmental conditions; adequate and appropriate electrical power outlets, distribution, equipment and connections; and adequate telephone or other communication lines (including modem access and adequate interfacing networking capabilities), all for the installation, use and maintenance of the System. Before installing the Equipment or Software at a work site, Motorola may inspect the work site and advise Customer of any apparent deficiencies or non-conformities with the requirements of this Section. This Agreement is predicated upon normal soil conditions as defined by the version of E.I.A. standard RS-222 in effect on the Effective Date.

7.3. **SITE ISSUES.** If a Party determines that the sites identified in the Technical and Implementation

Documents are no longer available or desired, or if subsurface, structural, adverse environmental or latent conditions at any site differ from those indicated in the Technical and Implementation Documents, the Parties will promptly investigate the conditions and will select replacement sites or adjust the installation plans and specifications as necessary. If change in sites or adjustment to the installation plans and specifications causes a change in the cost or time to perform, the Parties will equitably amend the Contract Price, Performance Schedule, or both, by a change order.

## **Section 8 TRAINING**

RESERVED.

## **Section 9 SYSTEM ACCEPTANCE**

9.1. COMMENCEMENT OF ACCEPTANCE TESTING. Motorola will provide to Customer at least ten (10) days notice before the Acceptance Tests commence. System testing will occur only in accordance with the Acceptance Test Plan.

9.2. SYSTEM ACCEPTANCE. System Acceptance will occur upon successful completion of the Acceptance Tests. Upon System Acceptance, the Parties will memorialize this event by promptly executing a System Acceptance Certificate. If the Acceptance Test Plan includes separate tests for individual Subsystems or phases of the System, acceptance of the individual Subsystem or phase will occur upon the successful completion of the Acceptance Tests for the Subsystem or phase, and the Parties will promptly execute an acceptance certificate for the Subsystem or phase. If Customer believes the System has failed the completed Acceptance Tests, Customer will provide to Motorola a written notice that includes the specific details of the failure. If Customer does not provide to Motorola a failure notice within thirty (30) days after completion of the Acceptance Tests, System Acceptance will be deemed to have occurred as of the completion of the Acceptance Tests. Minor omissions or variances in the System that do not materially impair the operation of the System as a whole will not postpone System Acceptance or Subsystem acceptance, but will be corrected according to a mutually agreed schedule.

9.3. BENEFICIAL USE. Customer acknowledges that Motorola's ability to perform its implementation and testing responsibilities may be impeded if Customer begins using the System before System Acceptance. Therefore, Customer will not commence Beneficial Use before System Acceptance without Motorola's prior written authorization, which will not be unreasonably withheld. Motorola is not responsible for System performance deficiencies that occur during unauthorized Beneficial Use. Upon commencement of Beneficial Use, Customer assumes responsibility for the use and operation of the System.

9.4. FINAL PROJECT ACCEPTANCE. Final Project Acceptance will occur after System Acceptance when all deliverables and other work have been completed. When Final Project Acceptance occurs, the parties will promptly memorialize this final event by so indicating on the System Acceptance Certificate.

## **Section 10 REPRESENTATIONS AND WARRANTIES**

10.1. SYSTEM FUNCTIONALITY. Motorola represents that the System will perform in accordance with the Specifications in all material respects. Upon System Acceptance or Beneficial Use, whichever occurs first, this System functionality representation is fulfilled. Motorola is not responsible for System performance deficiencies that are caused by ancillary equipment not furnished by Motorola which is attached to or used in connection with the System or for reasons or parties beyond Motorola's control, such as natural causes; the construction of a building that adversely affects the microwave path reliability or radio frequency (RF) coverage; the addition of frequencies at System sites that cause RF interference or intermodulation; or Customer changes to load usage or configuration outside the Specifications.

10.2. EQUIPMENT WARRANTY. During the Warranty Period, Motorola warrants that the Equipment under normal use and service will be free from material defects in materials and workmanship. If System

Acceptance is delayed beyond six (6) months after shipment of the Equipment by events or causes beyond Motorola's control, this warranty expires eighteen (18) months after the shipment of the Equipment.

**10.3. RESERVED.**

**10.4. EXCLUSIONS TO EQUIPMENT WARRANTIES.** These warranties do not apply to: (i) defects or damage resulting from: use of the Equipment in other than its normal, customary, and authorized manner; accident, liquids, neglect, or acts of God; testing, maintenance, disassembly, repair, installation, alteration, modification, or adjustment not provided or authorized in writing by Motorola; Customer's failure to comply with all applicable industry and OSHA standards; (ii) breakage of or damage to antennas unless caused directly by defects in material or workmanship; (iii) Equipment that has had the serial number removed or made illegible; (iv) batteries (because they carry their own separate limited warranty) or consumables; (v) freight costs to ship Equipment to the repair depot; (vi) scratches or other cosmetic damage to Equipment surfaces that does not affect the operation of the Equipment; and (vii) normal or customary wear and tear.

**10.5. SERVICE WARRANTY.** During the Warranty Period, Motorola warrants that the Services will be provided in a good and workmanlike manner and will conform in all material respects to the applicable Statement of Work. Services will be free of defects in materials and workmanship for a period of ninety (90) days from the date the performance of the Services are completed. Customer acknowledges that the Deliverables may contain recommendations, suggestions or advice from Motorola to Customer (collectively, "recommendations"). Motorola makes no warranties concerning those recommendations, and Customer alone accepts responsibility for choosing whether and how to implement the recommendations and the results to be realized from implementing them.

**10.6. WARRANTY CLAIMS.** To assert a warranty claim, Customer must notify Motorola in writing of the claim before the expiration of the Warranty Period. Upon receipt of this notice, Motorola will investigate the warranty claim. If this investigation confirms a valid Equipment warranty claim, Motorola will (at its option and at no additional charge to Customer) repair the defective Equipment, replace it with the same or equivalent product, or refund the price of the defective Equipment. These actions will be the full extent of Motorola's liability for the warranty claim. In the event of a valid Services warranty claim, Customer's sole remedy is to require Motorola to re-perform the non-conforming Service or to refund, on a pro-rata basis, the fees paid for the non-conforming Service. If this investigation indicates the warranty claim is not valid, then Motorola may invoice Customer for responding to the claim on a time and materials basis using Motorola's then current labor rates. Repaired or replaced product is warranted for the balance of the original applicable warranty period. All replaced products or parts will become the property of Motorola.

**10.7. ORIGINAL END USER IS COVERED.** These express limited warranties are extended by Motorola to the original user purchasing the System or Services for commercial, industrial, or governmental use only, and are not assignable or transferable.

**10.8. DISCLAIMER OF OTHER WARRANTIES.** THESE WARRANTIES ARE THE COMPLETE WARRANTIES FOR THE EQUIPMENT PROVIDED UNDER THIS AGREEMENT AND ARE GIVEN IN LIEU OF ALL OTHER WARRANTIES. MOTOROLA DISCLAIMS ALL OTHER WARRANTIES OR CONDITIONS, EXPRESS OR IMPLIED, INCLUDING THE IMPLIED WARRANTIES OF MERCHANTABILITY, NON-INFRINGEMENT, AND FITNESS FOR A PARTICULAR PURPOSE.

**Section 11 DELAYS**

**11.1. FORCE MAJEURE.** Neither Party will be liable for its non-performance or delayed performance if caused by a Force Majeure. A Party that becomes aware of a Force Majeure that will significantly delay performance will notify the other Party promptly (but in no event later than fifteen days) after it discovers the Force Majeure. If a Force Majeure occurs, the Parties will execute a change order to extend the

Performance Schedule or applicable Addenda for a time period that is reasonable under the circumstances.

11.2. PERFORMANCE SCHEDULE DELAYS CAUSED BY CUSTOMER. If Customer (including its other contractors) delays the Performance Schedule, it will make the promised payments according to the Payment schedule as if no delay occurred; and the Parties will execute a change order to extend the Performance Schedule and, if requested, compensate Motorola for all reasonable charges incurred because of the delay. Delay charges may include costs incurred by Motorola or its subcontractors for additional freight, warehousing and handling of Equipment; extension of the warranties; travel; suspending and re-mobilizing the work; additional engineering, project management, and standby time calculated at then current rates; and preparing and implementing an alternative implementation plan.

## **Section 12 DISPUTES**

The Parties will use the following procedure to address any dispute arising under this Agreement (a "Dispute").

12.1. GOVERNING LAW. This Agreement will be governed by and construed in accordance to all applicable federal and state laws and regulations, and all ordinances, rules and regulations of the City of Santa Fe. In any action, suit or legal dispute arising from this Agreement, Motorola agrees that the laws of the State of New Mexico shall govern. The parties agree that any action or suit arising from this Agreement shall be commenced in a federal or state court of competent jurisdiction in New Mexico.

12.2. NEGOTIATION. Either Party may initiate the Dispute resolution procedures by sending a notice of Dispute ("Notice of Dispute"). The Parties will attempt to resolve the Dispute promptly through good faith negotiations including 1) timely escalation of the Dispute to executives who have authority to settle the Dispute and who are at a higher level of management than the persons with direct responsibility for the matter and 2) direct communication between the executives. If the Dispute has not been resolved within ten (10) days from the Notice of Dispute, the Parties will proceed to mediation.

12.3. MEDIATION. The Parties will choose an independent mediator within thirty (30) days of a notice to mediate from either Party ("Notice of Mediation"). Neither Party may unreasonably withhold consent to the selection of a mediator. If the Parties are unable to agree upon a mediator, either Party may request that American Arbitration Association nominate a mediator. Each Party will bear its own costs of mediation, but the Parties will share the cost of the mediator equally. Each Party will participate in the mediation in good faith and will be represented at the mediation by a business executive with authority to settle the Dispute.

12.4. LITIGATION, VENUE and JURISDICTION. If a Dispute remains unresolved for sixty (60) days after receipt of the Notice of Mediation, either Party may then submit the Dispute to a court of competent jurisdiction in the state in which the System is installed. Each Party irrevocably agrees to submit to the exclusive jurisdiction of the courts in such state over any claim or matter arising under or in connection with this Agreement.

12.5. CONFIDENTIALITY. All communications pursuant to subsections 12.2 and 12.3 will be treated as compromise and settlement negotiations for purposes of applicable rules of evidence and any additional confidentiality protections provided by applicable law. The use of these Dispute resolution procedures will not be construed under the doctrines of laches, waiver or estoppel to affect adversely the rights of either Party.

## **Section 13 DEFAULT AND TERMINATION**

13.1. DEFAULT BY A PARTY. If either Party fails to perform a material obligation under this Agreement, the other Party may consider the non-performing Party to be in default (unless a Force Majeure causes the failure) and may assert a default claim by giving the non-performing Party a written

and detailed notice of default. Except for a default by Customer for failing to pay any amount when due under this Agreement which must be cured immediately, the defaulting Party will have thirty (30) days after receipt of the notice of default to either cure the default or, if the default is not curable within thirty (30) days, provide a written cure plan. The defaulting Party will begin implementing the cure plan immediately after receipt of notice by the other Party that it approves the plan. If Customer is the defaulting Party, Motorola may stop work on the project until it approves the Customer's cure plan.

13.2. **FAILURE TO CURE.** If a defaulting Party fails to cure the default as provided above in Section 13.1, unless otherwise agreed in writing, the non-defaulting Party may terminate any unfulfilled portion of this Agreement. In the event of termination for default, the defaulting Party will promptly return to the non-defaulting Party any of its Confidential Information. If Customer is the non-defaulting Party, terminates this Agreement as permitted by this Section, and completes the System through a third Party, Customer may as its exclusive remedy recover from Motorola reasonable costs incurred to complete the System to a capability not exceeding that specified in this Agreement less the unpaid portion of the Contract Price. Customer will mitigate damages and provide Motorola with detailed invoices substantiating the charges. In the event Customer elects to terminate this Agreement for any reason other than default, Customer shall pay Motorola for the conforming Equipment and/or Software delivered and all services performed.

## **Section 14 INDEMNIFICATION**

14.1. **GENERAL INDEMNITY BY Motorola.** Motorola will indemnify and hold Customer harmless from any and all liability, expense, judgment, suit, cause of action, or demand for personal injury, death, or direct damage to tangible property which may accrue against Customer to the extent it is caused by the negligence of Motorola, its subcontractors, or their employees or agents, while performing their duties under this Agreement, if Customer gives Motorola prompt, written notice of any claim or suit. Customer will cooperate with Motorola in its defense or settlement of the claim or suit. This Section sets forth the full extent of Motorola's general indemnification of Customer from liabilities that are in any way related to Motorola's performance under this Agreement.

14.2. **NEW MEXICO TORT CLAIMS ACT** Any liability incurred by the Customer in connection with this Agreement is subject to the immunities and limitations of the New Mexico Tort Claims Act, Section 41-4-1, et. seq. NMSA 1978, as amended. The Customer and its "public employees" as defined in the New Mexico Tort Claims Act, do not waive sovereign immunity, do not waive any defense and do not waive any limitation of liability pursuant to law. No provision in this Agreement modifies or waives any provision of the New Mexico Tort Claims Act. **NO EVENT SHALL MOTOROLA BE LIABLE FOR ANY INDIRECT, SPECIAL, INCIDENTAL OR CONSEQUENTIAL DAMAGES ARISING OUT OF THIS AGREEMENT OR THE USE OF THE PRODUCTS PURCHASED BY THE CITY HEREUNDER.**

14.3. **PATENT AND COPYRIGHT INFRINGEMENT.**

14.3.1. Motorola will defend at its expense any suit brought against Customer to the extent it is based on a third-party claim alleging that the Equipment manufactured by Motorola or the Motorola Software ("Motorola Product") directly infringes a United States patent or copyright ("Infringement Claim"). Motorola's duties to defend and indemnify are conditioned upon: Customer promptly notifying Motorola in writing of the Infringement Claim; Motorola having sole control of the defense of the suit and all negotiations for its settlement or compromise; and Customer providing to Motorola cooperation and, if requested by Motorola, reasonable assistance in the defense of the Infringement Claim. In addition to Motorola's obligation to defend, and subject to the same conditions, Motorola will pay all damages finally awarded against Customer by a court of competent jurisdiction for an Infringement Claim or agreed to, in writing, by Motorola in settlement of an Infringement Claim.

14.3.2 If an Infringement Claim occurs, or in Motorola's opinion is likely to occur, Motorola may at its option and expense: (a) procure for Customer the right to continue using the Motorola Product; (b) replace or modify the Motorola Product so that it becomes non-infringing while providing functionally equivalent performance; or (c) accept the return of the Motorola Product and grant Customer a credit for

the Motorola Product, less a reasonable charge for depreciation. The depreciation amount will be calculated based upon generally accepted accounting standards.

14.3.3 Motorola will have no duty to defend or indemnify for any Infringement Claim that is based upon: (a) the combination of the Motorola Product with any software, apparatus or device not furnished by Motorola; (b) the use of ancillary equipment or software not furnished by Motorola and that is attached to or used in connection with the Motorola Product; (c) Motorola Product designed or manufactured in accordance with Customer's designs, specifications, guidelines or instructions, if the alleged infringement would not have occurred without such designs, specifications, guidelines or instructions; (d) a modification of the Motorola Product by a party other than Motorola; (e) use of the Motorola Product in a manner for which the Motorola Product was not designed or that is inconsistent with the terms of this Agreement; or (f) the failure by Customer to install an enhancement release to the Motorola Software that is intended to correct the claimed infringement. In no event will Motorola's liability resulting from its indemnity obligation to Customer extend in any way to royalties payable on a per use basis or the Customer's revenues, or any royalty basis other than a reasonable royalty based upon revenue derived by Motorola from Customer from sales or license of the infringing Motorola Product.

14.3.4. This Section 14 provides Customer's sole and exclusive remedies and Motorola's entire liability in the event of an Infringement Claim. Customer has no right to recover and Motorola has no obligation to provide any other or further remedies, whether under another provision of this Agreement or any other legal theory or principle, in connection with an Infringement Claim. In addition, the rights and remedies provided in this Section 14 are subject to and limited by the restrictions set forth in Section 15.

## **Section 15      LIMITATION OF LIABILITY**

Except for personal injury or death, Motorola's total liability, whether for breach of contract, warranty, negligence, strict liability in tort, indemnification, or otherwise, will be limited to the direct damages recoverable under law, but not to exceed the price of the Equipment, or implementation and other one-time Services with respect to which losses or damages are claimed. With respect to all subscription or other ongoing Services and unless as otherwise provided under the applicable Addenda, Motorola's total liability will be limited to the direct damages recoverable under law, but not to exceed the price of twelve (12) months of Services preceding the incident giving rise to the claim. ALTHOUGH THE PARTIES ACKNOWLEDGE THE POSSIBILITY OF SUCH LOSSES OR DAMAGES, THEY AGREE THAT MOTOROLA WILL NOT BE LIABLE FOR ANY COMMERCIAL LOSS, INCONVENIENCE, LOSS OF USE, LOSS TIME, DATA, GOODWILL, REVENUES, PROFITS OR SAVINGS; OR OTHER SPECIAL, INCIDENTAL, INDIRECT, OR CONSEQUENTIAL DAMAGES IN ANY WAY RELATED TO OR ARISING FROM THIS AGREEMENT, THE SALE OR USE OF THE EQUIPMENT OR SOFTWARE, OR THE PERFORMANCE OF SERVICES BY MOTOROLA PURSUANT TO THIS AGREEMENT. This limitation of liability provision survives the expiration or termination of the Agreement and applies notwithstanding any contrary provision. No action for contract breach or otherwise relating to the transactions contemplated by this Agreement may be brought more than one (1) year after the accrual of the cause of action, except for money due upon an open account.

## **Section 16      CONFIDENTIALITY AND PROPRIETARY RIGHTS**

### **16.1.      CONFIDENTIAL INFORMATION.**

16.1.1. Each party is a disclosing party ("Discloser") and a receiving party ("Recipient") under this Agreement. All Deliverables will be deemed to be Motorola's Confidential Information. During the term of this Agreement and for a period of three (3) years from the expiration or termination of this Agreement, Recipient will (i) not disclose Confidential Information to any third party; (ii) restrict disclosure of Confidential Information to only those employees (including, but not limited to, employees of any wholly owned subsidiary, a parent company, any other wholly owned subsidiaries of the same parent company), agents or consultants who must be directly involved with the Confidential Information for the purpose and who are bound by confidentiality terms substantially similar to those in this Agreement; (iii) not copy,

reproduce, reverse engineer, decompile, or disassemble any Confidential Information; (iv) use the same degree of care as for its own information of like importance, but at least use reasonable care, in safeguarding against disclosure of Confidential Information; (v) promptly notify Discloser upon discovery of any unauthorized use or disclosure of the Confidential Information and take reasonable steps to regain possession of the Confidential Information and prevent further unauthorized actions or other breach of this Agreement; and (vi) only use the Confidential Information as needed to fulfill this Agreement.

16.1.2. Recipient is not obligated to maintain as confidential, Confidential Information that Recipient can demonstrate by documentation (i) is now available or becomes available to the public without breach of this agreement; (ii) is explicitly approved for release by written authorization of Discloser; (iii) is lawfully obtained from a third party or parties without a duty of confidentiality; (iv) is known to the Recipient prior to such disclosure; or (v) is independently developed by Recipient without the use of any of Discloser's Confidential Information or any breach of this Agreement.

16.1.3. All Confidential Information remains the property of the Discloser and will not be copied or reproduced without the express written permission of the Discloser, except for copies that are absolutely necessary in order to fulfill this Agreement. Within ten (10) days of receipt of Discloser's written request, Recipient will return all Confidential Information to Discloser along with all copies and portions thereof, or certify in writing that all such Confidential Information has been destroyed. However, Recipient may retain one (1) archival copy of the Confidential Information that it may use only in case of a dispute concerning this Agreement. No license, express or implied, in the Confidential Information is granted other than to use the Confidential Information in the manner and to the extent authorized by this Agreement. The Discloser warrants that it is authorized to disclose any Confidential Information it discloses pursuant to this Agreement.

16.2. **PRESERVATION OF MOTOROLA'S PROPRIETARY RIGHTS.** Motorola, the third party manufacturer of any Equipment own and retain all of their respective Proprietary Rights in the Equipment, and nothing in this Agreement is intended to restrict their Proprietary Rights. All intellectual property developed, originated, or prepared by Motorola in connection with providing to Customer the Equipment, or related services remain vested exclusively in Motorola, and this Agreement does not grant to Customer any shared development rights of intellectual property.

16.3 **VOLUNTARY DISCLOSURE.** Except as required to fulfill its obligations under this Agreement, Motorola will have no obligation to provide Customer with access to its Confidential Information and/or proprietary information. Under no circumstances will Motorola be required to provide any data related to cost and pricing.

16.4 **RESERVED.**

## **Section 17 GENERAL**

17.1. **TAXES.** The Contract Price does not include any excise, sales, lease, use, property, or other taxes, assessments or duties, all of which will be paid by Customer except as exempt by law. If Motorola is required to pay any of these taxes, Motorola will send an invoice to Customer and Customer will pay to Motorola the amount of the taxes (including any interest and penalties) within thirty (30) days after the date of the invoice. Customer will be solely responsible for reporting the Equipment for personal property tax purposes, and Motorola will be solely responsible for reporting taxes on its income or net worth.

17.2 **APPROPRIATIONS** The terms of this Agreement are contingent upon sufficient appropriations and authorization being made by the Customer for the performance of this Agreement. In the event the Customer, or, if applicable, the Customer Board, fails to appropriate funds for this Agreement, the Customer may terminate this Agreement (in whole or part) at any time for any reason. To exercise this right, Customer must provide to Motorola formal written notice at least thirty (30) days in advance of the

effective date of the termination. The notice must explicitly state the effective date of the termination and whether the contract termination is in whole or in part, and if in part, which part is being terminated. If Customer exercises this right to terminate for convenience, it will be liable to pay Motorola for the portion of the Contract Price attributable to the Equipment, and/or Software delivered, and all services performed, on or before the effective date of the termination; If the portion of the Contract Price and/or the recoverable costs and expenses attributable to the termination of the Agreement are not readily ascertainable, Customer will be liable to pay Motorola for the reasonable value of such Equipment, Software, services, costs and expenses.

17.3. **ASSIGNABILITY AND SUBCONTRACTING.** Except as provided herein, neither Party may assign this Agreement or any of its rights or obligations hereunder without the prior written consent of the other Party, which consent will not be unreasonably withheld. Any attempted assignment, delegation, or transfer without the necessary consent will be void. Notwithstanding the foregoing, Motorola may assign this Agreement to any of its affiliates or its right to receive payment with the prior written consent of Customer. In addition, in the event Motorola separates one or more of its businesses (each a "Separated Business"), whether by way of a sale, establishment of a joint venture, spin-off or otherwise (each a "Separation Event"), Motorola may, with the prior written consent of the other Party and at no additional cost to Motorola, assign this Agreement such that it will continue to benefit the Separated Business and its affiliates (and Motorola and its affiliates, to the extent applicable) following the Separation Event. Motorola may subcontract any of the work with the prior written consent of the Customer, but subcontracting will not relieve Motorola of its duties under this Agreement.

17.4. **WAIVER.** Failure or delay by either Party to exercise a right or power under this Agreement will not be a waiver of the right or power. For a waiver of a right or power to be effective, it must be in a writing signed by the waiving Party. An effective waiver of a right or power will not be construed as either a future or continuing waiver of that same right or power, or the waiver of any other right or power.

17.5. **SEVERABILITY.** If a court of competent jurisdiction renders any part of this Agreement invalid or unenforceable, that part will be severed and the remainder of this Agreement will continue in full force and effect.

17.6. **INDEPENDENT CONTRACTORS.** Each Party will perform its duties under this Agreement as an independent contractor. The Parties and their personnel will not be considered to be employees or agents of the other Party. Nothing in this Agreement will be interpreted as granting either Party the right or authority to make commitments of any kind for the other. This Agreement will not constitute, create, or be interpreted as a joint venture, partnership or formal business organization of any kind. The parties do not intend to create any right, title or interest in or for the benefit of any person other than the Customer and Motorola. No person shall claim any right, title or interest under this Agreement or seek to enforce this Agreement as a third party beneficiary of this Agreement.

17.7. **HEADINGS AND SECTION REFERENCES.** The section headings in this Agreement are inserted only for convenience and are not to be construed as part of this Agreement or as a limitation of the scope of the particular section to which the heading refers. This Agreement will be fairly interpreted in accordance with its terms and conditions and not for or against either Party.

17.8. **NOTICES.** Notices required under this Agreement to be given by one Party to the other must be in writing and either personally delivered or sent to the address provided by the other Party by certified mail, return receipt requested and postage prepaid (or by a recognized courier service, such as Federal



Express, UPS, or DHL), or by facsimile with correct answerback received, and will be effective upon receipt.

17.9. **COMPLIANCE WITH APPLICABLE LAWS.** Each Party will comply with all applicable federal, state, and local laws, regulations and rules concerning the performance of this Agreement or use of the System. Customer will obtain and comply with all Federal Communications Commission ("FCC") licenses and authorizations required for the installation, operation and use of the System before the scheduled installation of the Equipment. Although Motorola might assist Customer in the preparation of its FCC license applications, neither Motorola nor any of its employees is an agent or representative of Customer in FCC or other matters.

17.10 **FUTURE REGULATORY REQUIREMENTS.** The Parties acknowledge and agree that this is an evolving technological area and therefore, laws and regulations regarding Services and use of Solution may change. Changes to existing Services or the Solution required to achieve regulatory compliance may be available for an additional fee. Any required changes may also impact the price for Services.

17.11. **AUTHORITY TO EXECUTE AGREEMENT.** Each Party represents that it has obtained all necessary approvals, consents and authorizations to enter into this Agreement and to perform its duties under this Agreement; the person executing this Agreement on its behalf has the authority to do so; upon execution and delivery of this Agreement by the Parties, it is a valid and binding contract, enforceable in accordance with its terms; and the execution, delivery, and performance of this Agreement does not violate any bylaw, charter, regulation, law or any other governing authority of the Party.

17.12. **ADMINISTRATOR LEVEL ACCOUNT ACCESS.** If applicable to the type of System purchased by Customer, Motorola will provide Customer with Administrative User Credentials. Customer agrees to only grant access to the Administrative User Credentials to those personnel with the training and experience to correctly use them. Customer is responsible for protecting Administrative User Credentials from disclosure and maintaining Credential validity by, among other things, updating passwords when required. Customer may be asked to provide valid Administrative User Credentials when in contact with Motorola System support personnel. Customer understands that changes made as the Administrative User can significantly impact the performance of the System. Customer agrees that it will be solely responsible for any negative impact on the System or its users by any such changes. System issues occurring as a result of changes made using the Administrative User Credentials may impact Motorola's ability to perform Services or other obligations under the Agreement. In such cases, a revision to the appropriate provisions of the Agreement, including the Statement of Work, may be necessary. To the extent Motorola provides assistance to correct any issues caused by or arising out of the use of or failure to maintain Administrative User Credentials, Motorola will be entitled to bill Customer and Customer will pay Motorola on a time and materials basis for resolving the issue.

17.13. **SURVIVAL OF TERMS.** The following provisions will survive the expiration or termination of this Agreement for any reason: If any payment obligations exist, Sections 6.2 and 6.3 (Contract Price and Invoicing and Payment); Subsection 10.8 (Disclaimer of Implied Warranties); Section 12 (Disputes); Section 15 (Limitation of Liability); and Section 16 (Confidentiality and Proprietary Rights); and all of the General provisions in Section 17.

17.14. **ENTIRE AGREEMENT.** This Agreement, including all Exhibits, constitutes the entire agreement of the Parties regarding the subject matter of the Agreement and supersedes all previous agreements, proposals, and understandings, whether written or oral, relating to this subject matter. This Agreement

may be executed in multiple counterparts, and shall have the same legal force and effect as if the Parties had executed it as a single document. The Parties may sign in writing, or by electronic signature, including by email. An electronic signature, or a facsimile copy or computer image, such as a PDF or tiff image, of a signature, shall be treated as and shall have the same effect as an original signature. In addition, an electronic signature, a true and correct facsimile copy or computer image of this Agreement shall be treated as and shall have the same effect as an original signed copy of this document. This Agreement may be amended or modified only by a written instrument signed by authorized representatives of both Parties. The preprinted terms and conditions found on any Customer purchase or purchase order, acknowledgment or other form will not be considered an amendment or modification of this Agreement, even if a representative of each Party signs that document.

The Parties hereby enter into this Agreement as of the Effective Date.

**CITY OF SANTA FE:**

**MOTOROLA:**

*John Blair*  
John Blair (Mar 20, 2023 09:37 MDT)  
JOHN BLAIR, CITY MANAGER

  
WALTER WHATELY, AREA SALES MANAGER

DATE: Mar 20, 2023

DATE: 03/09/2023

ATTEST:

*Kristine Mihelcic*  
KRISTINE BUSTOS MIHELICIC, CITY CLERK *XIV*

CITY ATTORNEY'S OFFICE:

*Marcos Martinez*  
Marcos Martinez (Mar 7, 2023 10:37 MST)  
SENIOR ASSISTANT CITY ATTORNEY

APPROVED FOR FINANCES:

*Emily K. Oster*  
Emily K. Oster (Mar 19, 2023 23:40 MDT)  
EMILY OSTER, FINANCE DIRECTOR

Business Item/Line Item:

## PAYMENT

## Exhibit "A"

Except for a payment that is due on the Effective Date, Customer will make payments to Motorola within thirty (30) days after the date of each invoice. Customer will make payments when due in the form of a check, cashier's check, or wire transfer drawn on a U.S. financial institution. If Customer has purchased additional Professional or Subscription services, payment will be in accordance with the applicable addenda. Payment for the System purchase will be in accordance with the following milestones.

### System Purchase (excluding Subscribers, if applicable)

1. **25% of the Contract Price due upon contract execution (due upon effective date);**
2. **60% of the Contract Price due upon shipment of equipment from Staging;**
3. **10% of the Contract Price due upon installation of equipment; and**
4. **5% of the Contract Price due upon Final Acceptance. If Subscribers are purchased,**

**100% of the Subscriber Contract Price will be invoiced upon shipment (as shipped).**

Motorola shall make partial shipments of equipment and will request payment upon shipment of such equipment. In addition, Motorola shall invoice for installations completed on a site-by-site basis or when professional services are completed, when applicable. The value of the equipment shipped/services performed will be determined by the value shipped/services performed as a percentage of the total milestone value. Unless otherwise specified, contract discounts are based upon all items proposed and overall system package. For invoicing purposes only, discounts will be applied proportionately to the FNE and Subscriber equipment values to total contract price. Overdue invoices will bear simple interest at the maximum allowable rate by state law.

### For Lifecycle Support Plan and Subscription Based Services:

**Motorola will invoice Customer annually in advance of each year of the plan.**

The chart below outlines the hourly labor rates for Motorola System Integration resources to be used. The staffing requirements shall be multiplied by the appropriate rate per resource in the table below. The hourly labor rates are fully burdened. The hourly rates per resource type and level are listed in Table 1.

Levels	Resource Types			
	Project Management	System Engineering	System Technologist	Project Administration
4	\$ 290.00	\$ 300.00	\$ 280.00	\$ 200.00
3	\$ 240.00	\$ 250.00	\$ 240.00	\$ 180.00
2	\$ 220.00	\$ 220.00	\$ 220.00	\$ 170.00
1	\$ 190.00	\$ 210.00	\$ 210.00	\$ 160.00

Table 1 - Hourly Rates

These rates apply to ordinary days and times (Monday to Friday during the hours 8am to 5pm). Additional surcharges may apply to work done outside these timeframes. The minimum charge for any resource will be 4 hours. Travel expenses are not included in these rates and may be charged separately. The qualifications of each type and level of resource are defined in the tables found at

<https://www.motorolasolutions.com/content/dam/msi/secure/services/labor-rates-exhibit-160408.pdf>. All Motorola System Integration personnel assigned to this project will be classified according these levels. Project Administrative roles are varied and their specific duties and qualifications will be determined by the complexity and requirements of each project.

## EXHIBIT C

**System Acceptance Certificate**

**Customer Name:** \_\_\_\_\_

**Project Name:** \_\_\_\_\_

This System Acceptance Certificate memorializes the occurrence of System Acceptance. Motorola and Customer acknowledge that:

1. The Acceptance Tests set forth in the Acceptance Test Plan have been successfully completed.
2. The System is accepted.

Customer Representative:

Motorola Representative:

Signature: \_\_\_\_\_  
Print Name: \_\_\_\_\_  
Title: \_\_\_\_\_  
Date: \_\_\_\_\_

Signature: \_\_\_\_\_  
Print Name: \_\_\_\_\_  
Title: \_\_\_\_\_  
Date: \_\_\_\_\_

**FINAL PROJECT ACCEPTANCE:**

Motorola has provided and Customer has received all deliverables, and Motorola has performed all other work required for Final Project Acceptance.

Customer Representative:

Motorola Representative:

Signature: \_\_\_\_\_  
Print Name: \_\_\_\_\_  
Title: \_\_\_\_\_  
Date: \_\_\_\_\_

Signature: \_\_\_\_\_  
Print Name: \_\_\_\_\_  
Title: \_\_\_\_\_  
Date: \_\_\_\_\_

**MEMORANDUM OF AGREEMENT BETWEEN THE CITY OF SANTA FE, SANTA FE COUNTY, AND TOWN OF EDGEWOOD REGARDING THE REGIONAL EMERGENCY COMMUNICATIONS CENTER'S MIGRATION TO THE STATEWIDE DIGITAL TRUNKED RADIO SYSTEM (DTRS) CORES**

The City of Santa Fe (City), Santa Fe County (County), and Town of Edgewood (Town), (collectively, the Parties) enter into this Memorandum of Understanding (MOU), effective as of the date of the final signature.

**Recitals**

WHEREAS, the City and County entered into a *Joint Powers Agreement Establishing the Santa Fe Regional Emergency Communications Center*, an Agreement which became effective on November 5, 2001;

WHEREAS, the City and County entered into a *First Amended and Restated Joint Powers Agreement Concerning the Operation of the Santa Fe Regional Emergency Communications Center*, effective July 1, 2007;

WHEREAS, the City, the County, and the Town of Edgewood (Town) entered into a *Second Amended and Restated Joint Powers Agreement Concerning the Operation of the Santa Fe Regional Emergency Communication Center* (collectively, the RECC JPA), effective July 25, 2008;

WHEREAS, under the RECC JPA and contingent upon sufficient appropriations and authorizations being made by the Board of County Commissioners of the County, the "County shall provide all funds needed for the day-to-day operation of the RECC" (RECC JPA, Article IV.B.1 and V.E);

WHEREAS, under the RECC JPA, contingent upon sufficient appropriations and authorizations being made by the governing bodies of the of the City, the County and the Town for the performance of this Agreement, and subject to the right to review the cost allocations annually, the City and County agreed to "equally provide funds for needed capital expenditures" after the Town's annual contributions of the lesser of 20% or \$20,000 for capital expenditures (RECC JPA, Article IV.B.2 and V.E); and

WHEREAS, in 2019, the County and City agreed to jointly undertake the Public Safety Radio Communications System Solutions Project (2019 PSR Project), which involved capital expenditures for both the RECC and the City, as reflected in the Memorandum of Agreement Between Santa Fe County and the City of Santa Fe for the Public Safety Radio Communications System Solutions Project, including, but not limited to, purchase of a Motorola Astro 25 Core and MCC 7500E Dispatch Equipment; and

WHEREAS, the RECC continues to utilize for its day-to-day operations the Motorola Astro 25 Core and MCC 7500E Dispatch Equipment software purchased as part of the 2019 PSR Project; and

WHEREAS, due to failures of the existing system to meet its public safety needs, the City subsequently decided to participate in the New Mexico Statewide Digital Trunked Radio System (DTRS) owned and operated by the State of New Mexico Department of Information Technology (DoIT); and

WHEREAS, the City entered into a New Mexico Statewide Digital Trunked Radio System Participation Agreement (DTRS Agreement) with the DoIT on May 2, 2022; and

WHEREAS, the purpose of the DTRS Agreement is to allow the City to join a centralized public radio communications system with system redundancy and backup power to participating agencies (DTRS Agreement, Article I); and

WHEREAS, to facilitate the migration of its Public Safety Radio System to the DTRS, it was recommended that the RECC decommission its Motorola Astro 25 Core and reroute all radio communications to the DTRS core, as generally depicted in the System Diagram in Exhibit A; and

WHEREAS, as a condition of utilizing the DTRS core, it is necessary for the RECC dispatch equipment to utilize the same system software version utilized by the DTRS Core, both at the time of transition (version 2021.X ) and in the future; and

WHEREAS, to ensure future system software upgrades happen in sync with the DTRS, DOIT requires the RECC to maintain an active subscription to Motorola's System Upgrade Assurance II (SUA II) plan and Remote Security Update Service (RSUS); and

SFC CLERK RECORDED 12/30/2022

WHEREAS, the SUA II is a system capital replacement plan whereby subscribers pay for system software and associated hardware upgrades and replacements over time rather than at the time of purchase; and

WHEREAS, Motorola Solution, Inc. (Motorola), submitted a design solution proposal for the City & County of Santa Fe, Dispatch Move to DoIT on November 9, 2022 (DoIT Move Proposal, attached hereto as Exhibit B), which outlines some of the capital expenditures required for the RECC to utilize the DTSR core; and

WHEREAS, the DoIT Move Proposal does not include upgrading the system software utilized on the dispatch equipment required for RECC's use of the DTSR Core to facilitate the City's participation in the DTSR; and

WHEREAS, on November 9, 2022, Motorola also submitted a proposal entitled Advanced Plus Services/System Upgrade Agreement II [attached hereto as Exhibit C]; and

WHEREAS, the pricing for the Advanced Plus Services and SUA II offerings are based upon a contractual commitment through 2025; and

WHEREAS, the RECC Board did not recommend any capital expenditures to the City, Town, and County for Fiscal Year 2023 related to utilization of the DTRS core, and neither the County nor the Town budgeted for such capital expenditures; and

WHEREAS, in recognition of the primary importance of a functioning public safety radio system, the Parties desire to memorialize their agreement with regard to the allocation of costs associated with the two Motorola proposals necessary for the City to participate in the DTSR.

**Agreement**

1. City Responsibility for Initial Costs Necessary or Advisable for RECC to Utilize DTRS Cores. The City agrees to pay the following costs for the "re-routing" of the RECC to the DTRS cores :

- A. All costs associated with the DoIT Move Proposal in the amount of \$194,102.00, as such may be updated or replaced.

SEC CLERK RECORDED 12/30/2022

B. Fifty percent (50%) of the first year, 2022 cost totaling \$64,210.39 under the SUA II proposal total of \$128,420.78, as such may be updated or replaced. The City will transfer its contribution for first year, 2022 cost to the County prior to the date the County enters into an agreement with Motorola related to the SUA II proposal pursuant to a written request from the County. For the avoidance of doubt, the County will also be responsible for fifty percent (50%) of the first year, 2022 cost totaling \$64,210.39 under the SUA II proposal total of \$128,420.78, as such may be updated or replaced.

Unless otherwise agreed to in writing signed by the City Manager and County Manager and notwithstanding anything in the RECC JPA seemingly to the contrary, the City shall be solely responsible for contracting with Motorola for the DoIT Move Proposal.

2. Allocation of SUA II Capital Expenditures in 2023, 2024, and 2025. The Parties acknowledge and agree that the SUA II is a capital upgrade and replacement plan, the costs of which in years 2023, 2024, and 2025 should be allocated among the Parties as a capital expense under the RECC JPA, allocated as follows:

<u>Proposal Year</u>	<u>Town</u>	<u>City</u>	<u>County</u>
2023	\$6,596.76	\$13,193.52	\$13,193.52
2024	\$6,616.15	\$13,232.30	\$13,232.30
2025	\$6,640.12	\$13,280.24	\$13,280.24

The County, as fiscal agent for the RECC, shall contract with Motorola for the SUA II plan described in Exhibit C. The Town and City shall transfer their respective shares for each year to the County within 30 days of the beginning of each fiscal year.

3. County Responsibility for Advanced Plus Services. The County shall be solely responsible for the costs of the Advanced Plus Services for years 2022, 2023, 2024, and 2025, which are labeled Maintenance & Support in the Base Offering proposal in Exhibit C. The County, as fiscal agent for the RECC, shall contract with Motorola for the Advanced Plus Services described in Exhibit C.



SEC CLERK RECORDED 12/30/2022

4. Good Faith Support and Project Coordination on DoIT Move Proposal.

A. The parties agree to cooperate with the planned re-route of the RECC to the DTSR core, as described in the DoIT Move Proposal. Additionally, the parties agree to give the RECC Director the opportunity to review and, in consultation with the City and County IT staff, to approve the scope of work with Motorola Solutions for these proposals relating to the RECC operations, the equipment and software that vendors propose to accomplish the re-route, and the Motorola project plan for the re-route, including testing and cut-over plans.

B. The City agrees:

i. to include designated County representatives and the RECC Director or his designee in all project meetings related to the DoIT Move Proposal;

ii. that the RECC Director directs, operates, and manages the RECC and therefore the Director is authorized to accept equipment installed or services provided by Motorola at the RECC.

5. Donation to County of Capital Assets Purchased by City for RECC Utilization of DTSR Cores. So as to ensure that the capital assets purchased by the City for the RECC as part of the re-route of the RECC to the DTSR core are covered by the County's insurance coverage agreements and/or policies as well as the SUA II plan subscribed to by the County (using, in part, contributions from the City and Town), the County shall capitalize and carry on its books and records for the benefit of the RECC the capital assets purchased by the City as donated capital assets. The City shall provide to the County all information necessary for the County to capitalize those assets.

6. Appropriations. The terms of this Agreement are contingent upon sufficient appropriations and authorization being made by the City for the performance of this Agreement. If sufficient appropriations and authorization are not made by the City, this Agreement, and any orders placed under it, shall terminate upon written notice being given by the City to the County as soon as reasonably possible. The City's decision as to whether sufficient appropriations are available shall be final.

SFC CLERK RECORDED 12/30/2022

7. Termination. Termination of this agreement shall not nullify obligations already incurred for performance or failure to perform prior to the date of termination.
8. Tort Claims Act. Any liability incurred by the City of Santa Fe, the County, or the Town in connection with this Agreement is subject to the immunities and limitations of the New Mexico Tort Claims Act, Section 41-4-1, et. seq. NMSA 1978, as amended. The Parties and their "public employees" as defined in the New Mexico Tort Claims Act, do not waive sovereign immunity, do not waive any defense and do not waive any limitation of liability pursuant to law. No provision in this Agreement modifies or waives any provision of the New Mexico Tort Claims Act.
9. Applicable Law. The laws of the State of New Mexico shall govern this Agreement, without giving effect to its choice of law provisions. Venue shall be proper only in a New Mexico court of competent jurisdiction in accordance with NMSA 1978, § 38-3-2.
10. Counterparts. This Agreement may be executed in one or more counterparts, each of which is an original, and all of which together constitute only one agreement between the Parties.
11. Effective Date. This Agreement shall become effective as between the City and County upon the date of last signature by the City and County. It shall become effective as to the Town upon the date of signature by the Town.
12. Amendment. This Agreement shall not be altered, changed or amended except by an instrument in writing executed by the Parties.
13. No Amendment of RECC JPA; No Effect on Future Projects. This MOA does not amend the RECC JPA. Nor does it dictate the allocation of future project costs.

[THIS SPACE LEFT BLANK INTENTIONALLY]

IN WITNESS WHEREOF, the Parties duly executed this Agreement as of the dates written below.

CITY OF SANTA FE

*AWM*

Dec 15, 2022

Alan Webber, Mayor

Date

ATTEST:

*Kristine Bustos-Mihelcic*

Dec 16, 2022

Kristine Bustos-Mihelcic, City Clerk *KB*  
GB MTG 12/14/2022

Date

APPROVED FOR FINANCE:

*Emily K. Oster*  
Emily K. Oster (Dec 15, 2022 18:25 MST)

Dec 15, 2022

Emily Oster, City Finance Director

Date

CITY ATTORNEY'S OFFICE:

*Marcos Martinez*  
Marcos Martinez (Dec 9, 2022 10:59 MST)

Senior Assistant City Attorney

Date

[County signatures on next page]

SANTA FE COUNTY

Anna T. Hamilton 12/13/22

Anna T. Hamilton, Chair Date  
Board of County Commissioners

ATTEST: Katharine E. Clark 12/22/22  
Katharine E. Clark, County Clerk Date

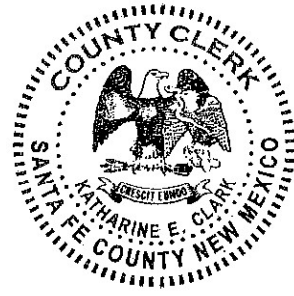


APPROVED AS TO FORM:  
Cristella Coley for 12/9/2022  
Jeff Young, County Attorney Date

FINANCE DIVISION APPROVAL  
Jessica Guerrero-Juarez for 12/30/2022  
Yvonne S. Herrera, Finance Director Date

[Town signatures on next page]

COUNTY OF SANTA FE )  
STATE OF NEW MEXICO ) ss  
MEMORANDUM OF AGREEMENT  
PAGES: 9  
I Hereby Certify That This Instrument Was Filed for  
Record On The 30TH Day Of December, 2022 at 11:00:22 AM  
And Was Duly Recorded as Instrument # 2004090  
Of The Records Of Santa Fe County  
Witness My Hand And Seal Of Office  
Katharine E. Clark  
Deputy Dusty Romero County Clerk, Santa Fe, NM



SFC CLERK RECORDED 12/30/2022

TOWN OF EDGEWOOD

---

Audrey Jaramillo, Mayor

Date

Attest:

---

, Town Clerk

Date

SFC CLERK RECORDED 12/30/2022



**EXHIBIT  
B**



# **CITY & COUNTY OF SANTA FE**

**DISPATCH MOVE TO DOIT**

**NOVEMBER 9, 2022**

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Motorola Solutions, Inc.  
8316 Corona Loop NE  
Albuquerque, NM 87113

November 9, 2022

Roberto Lujan  
Director  
Santa Fe Regional Emergency Communications Center  
35 Camino Justicia  
Santa Fe NM, 87508

Subject: County and City Dispatch move to State of NM P25 Digital System

Dear Roberto Lujan:

Motorola Solutions, Inc. ("Motorola") is pleased to have the opportunity to provide the Santa Fe County and the City of Santa Fe with the services and hardware to move their entire current dispatch center over to the NM Department of Information P25 Digital Core. With SFRECC's and the CoSF's support and through collaboration between Motorola and County and City team members, the Motorola project team has taken great care to propose a solution that addresses your concerns and provides exceptional value.

Motorola's proposal is subject to the terms and conditions of the State of New Mexico Contract #10-00000-20-00048, to the enclosed Communications System & Services Agreement ("CSSA"), together with its Exhibits or a negotiated version thereof. This proposal will remain valid until November 30, 2022."

We would also be pleased to discuss any concerns you might have regarding this proposal. Any questions may be directed to Manny Barreras, Motorola Account Manager at 505-850-8194 or [Manny.Barreras@motorolasolutions.com](mailto:Manny.Barreras@motorolasolutions.com).

We thank you for the opportunity to furnish Santa Fe County and the City of Santa Fe with "best in class" solutions and we hope to strengthen our relationship by implementing this project. Our goal is to provide you with the best products and services available in the communications industry.

Sincerely,  
MOTOROLA SOLUTIONS, INC.



Carrie Hemmen  
MSSSI Vice President & Director Sales



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SECTION 1

# SYSTEM DESCRIPTION

Motorola has provided licenses for the City and County of Santa Fe to move the consoles over to the New Mexico DoIT trunking core. The thirteen consoles that are currently on the Santa Fe County's core will be reprogrammed to point to the DoIT core. Most of the existing equipment will be reused (dispatch consoles and AIS). Network equipment requires replacement to be compatible with the DoIT system.

**All existing dispatch equipment will need to be upgraded to match the version of the State core which is being upgraded to 2021.X. The upgrade to the Santa Fe equipment will be a part of a separate proposal that must be executed prior to the dispatch move can occur.**

Motorola added SRX site routers to replace the GGM 8000 site routers. The GGM core routers on the DoIT core at at capacity, so the existing GGM 8000 site routers that are at RECC will not be able to connect to the DoIT core. The new SRX routers being added to the proposal will connect to the Juniper routers at the core.

Connecting to the states core gives the City of Santa Fe additional 7/800 MHz radio coverage. Also, this connection provides for additional interoperability with other state and local entities. Motorola is not guaranteeing any coverage for the 7/800 MHz system.

There will be no new equipment added for the VHF system. Since Santa Fe County is keeping the existing VHF system up, it will connect into the system through the CCGW as it does today. Motorola does not guarantee any coverage for the VHF system.

A new Juniper control room firewall was added to the proposal to replace the Fortinet 100D firewall in the dispatch rack. The Fortinet is not supported in the new release.

The backhaul connection between the State and the Santa Fe core will be provided by Santa Fe. The state will provide the MPLS router and Santa Fe will have to work with the state to get that router programmed and installed. The primary and secondary routes back into the state core are Santa Fe's responsibility.

Motorola will move the existing AIS over to the dispatch system. This will still interface with the existing logger. No changes will be made to the existing logging recorder. If any changes are required, Santa Fe is responsible.

The NM Client will that is owned by Santa Fe will be added to the dispatch subnet after being upgraded. The NM client that will be part of the dispatch site will only have access to the Provisioning Manager (PM), per information provided by NM DoIT. The PM will allow Santa Fe to add the fleet of radios to the system as well as make any changes to radio aliases as needed, based on security partitioning put in place by the DoIT team. Any questions on the operation and/or features to be used on the NM Client terminal is determined between Santa Fe and DoIT.



## 1.1 DISPATCH CONSOLE SOLUTION COMPONENTS

The proposed components are connected together and to the rest of the ASTRO 25 system on an IP network through console site routers and switches. The console functions as an integrated component of the total radio system and fully participates in system-level features, such as end-to-end encryption and Agency Partitioning.

The console connects directly to the radio system's IP transport network without gateways or interface boxes. Audio processing, encryption, and switching intelligence for dispatch are performed within each software-based dispatch position without additional centralized electronics.

Since the network is IP-based, the system interfaces and components can be distributed physically throughout the network. Some of the available console components are identified below.

\*\*Note that the Console operators and backroom hardware are existing. No changes are proposed to the dispatch hardware.

## 1.2 RECOMMENDED MCC 7500E ORNI CONSOLE BACKHAUL REQUIREMENTS

The MCC 7500E Dispatch Console uses wired (Ethernet) or wireless broadband (e.g. 4G, Wi-Fi) based internet connectivity to establish voice communications with trunked and conventional radios when operating outside of the radio/dispatch network. To ensure proper performance of the MCC 7500E a stable internet connection is highly recommended. MCC 7500E consoles connecting from outside of the RNI must meet the recommended connectivity specifications, below:

### **Bandwidth Requirements:**

- Up to 2.1 Mbps is required to support the MCC 7500E's maximum 60 simultaneous audio stream capacity.

### **Network jitter allowed:**

- 131 ms max

### **Dropped packets allowed:**

- No more than 1% packet loss

### **Maximum delay:**

- Latency between the dispatch site where proxy server is to be installed and the core – lowest latency site link to the core (RF Site or Console Site) < 10 ms

## 1.3 DESIGN ASSUMPTIONS

Motorola has made several assumptions in preparing this proposal, which are noted below. Motorola will need to verify all assumptions or seek alternate solutions in the case of inaccurate assumptions.

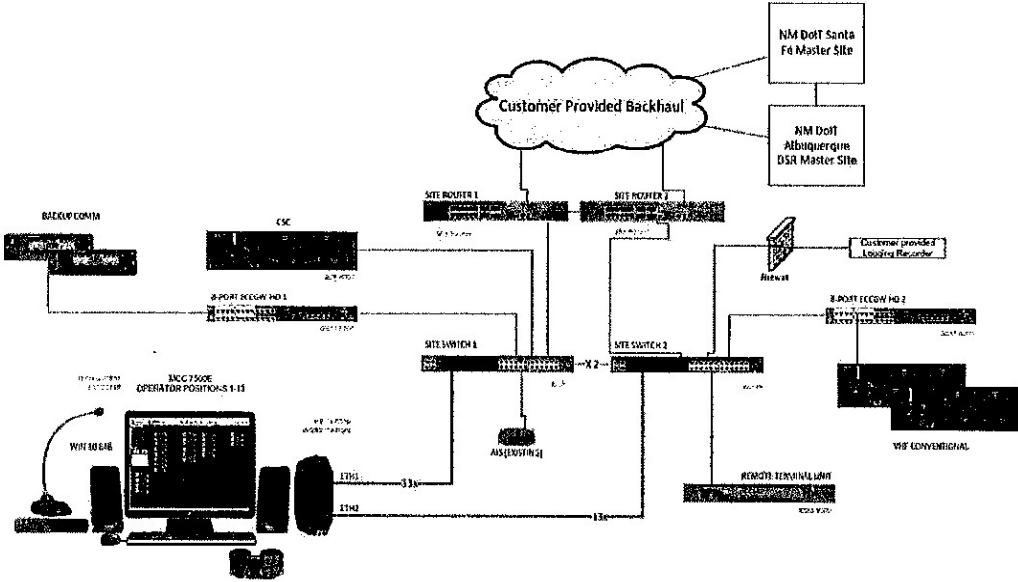


- All existing sites or equipment locations will have sufficient space available for the system described as required/specified by Motorola's R56 Guidelines for Communications Sites.
- All existing sites or equipment locations will have adequate electrical power in the proper phase and voltage and site grounding to support the requirements of the system described. The site routers provided are AC.
- There will be no changes made to the power at the dispatch center or equipment room.
- No rack was included in this proposal. It is assumed that the new networking equipment will go into the existing rack.
- There are no changes being done to the Eventide logging recorder. Any changes that need to be made to the Eventide logger is Santa Fe's responsibility. The AIS will be re-IPed to be part of the dispatch center equipment as a part of this proposal.
- No spares were included as a part of this proposal.
- All networking equipment and dispatch must be upgraded to match the NMDoIT State core before pointing the dispatch site to the State.\*\*Upgrade is a separate proposal that must be executed prior to this dispatch move\*\*
- All VHF channels will continue to operate how they currently do, through the CCGW's at the site. No changes will be made to the radios that connect to the CCGW.
- Motorola does not guarantee any coverage in the City/County of Santa Fe. No changes are being done to the VHF repeaters and no 7/800 MHz repeaters are moving over to the state system.
- Santa Fe will have to work with NMDoIT to get the MPLS router for connecting into the state.
- Santa Fe has to provide a second route to the state for the backhaul connection.
- All existing equipment is in good working condition. No new equipment (other than site routers) is being provided in this proposal.



SECTION 2

# SYSTEM DIAGRAM



SANTA FE RECC -- INTEGRATION WITH NM DOIT

SECTION 3

# EQUIPMENT LIST

QTY	NOMENCLATURE	DESCRIPTION
1	SQM01SUM0323	ASTRO MASTER SITE
1	CA03517AD	ADD: CORE EXPANSION
3	UA00156AA	ADD: MCC7500 CONSOLE LICENSES (QTY 5)
1	UA00147AA	ADD: PROVISIONING MANAGER
2	UA00152AA	ADD:500 RADIO USER LICENSES
1	T8492	SITE ROUTER & FIREWALL- AC
1	CA03445AA	ADD: MISSION CRITICAL HARDENING
1	CA03448AA	ADD: STATEFUL FIREWALL
1	T8492	SITE ROUTER & FIREWALL- AC
1	CA03445AA	ADD: MISSION CRITICAL HARDENING
1	CA03448AA	ADD: STATEFUL FIREWALL
1	T8639	JUNIPER FIREWALL APPLIANCE
1	T8669	CONTROL ROOM FIREWALL OS

SECTION 4

# STATEMENT OF WORK

This Statement of Work (SOW) describes the deliverables to be furnished to Santa Fe. The tasks described herein will be performed by Motorola, its subcontractors, and Santa Fe to implement the solution described in the System Description. It describes the actual work involved in installation, identifies the installation standards to be followed, and clarifies the responsibilities for both Motorola and Santa Fe during the project implementation. Specifically, this SOW provides:

- A summary of the phases and tasks to be completed within the project lifecycle.
- A list of the deliverables associated with the project.
- A description of the responsibilities for both Motorola and Santa Fe.
- The qualifications and assumptions taken into consideration during the development of this project.

This SOW provides the most current understanding of the work required by both parties to ensure a successful project implementation. In particular, Motorola has made assumptions of the sites to be used for the new system. Should any of the sites change, a revision to the SOW and associated pricing will be required. It is understood that this SOW is a working document, and that it will be revised as needed to incorporate any changes associated with contract negotiations, Contract Design Review (CDR), and any other change orders that may occur during the execution of the project.

Motorola is proposing to move the existing City and County of Santa Fe dispatch center to the NMDOIT system, disconnecting it from the RECC ASTRO 25 Core. This move will integrate the City and County into the State system for interoperability. Existing dispatch center hardware will be re-configured for operation on the State system, and new network equipment is provided. **The existing dispatch center must be upgraded to match the ASTRO 25 version of the State system (2021.X) prior to execution of the dispatch move.** This is provided as a separate proposal.

## 4.1 ASSUMPTIONS

Motorola has based the system design on information provided by Santa Fe and an analysis of the system requirements. All assumptions have been listed below for review. Should Motorola's assumptions be deemed incorrect or not agreeable to Santa Fe, a revised proposal with the necessary changes and adjusted costs may be required. Changes to the equipment or scope of the project after contract may require a change order

- Santa Fe will supply all primary power and backup power.
- All existing resources have been installed in a manner that meets current R56 standards. Any R56 upgrades or issues are the responsibility of Santa Fe.
- Santa Fe will provide Type 1 and Type 2 surge suppression for the equipment rooms per R56 requirements.
- No Subscriber reprogramming is included in this proposal.
- The dispatch equipment is all in good working order, and has been upgraded to match the State Core at 2021.X prior to this project.



- Training is not required as part of this proposal.
- The County will provide any connectivity required between the dispatch location and the DOIT Master Site. Details of bandwidth requirements are provided in the System Description.
- Existing Logging Recorder is in good working order and will require no additional maintenance or modification at time of implementation. Any modifications are the responsibility of Santa Fe.
- The Motorola team will not mobilize until the upgrade to 2021.X is complete. Once the site is fully upgraded to the required version, the Motorola team will visit the site, and complete the required work to install, reconfigure, optimize and test the dispatch center.
- Ethernet backhaul exists as implemented by Santa Fe , and Motorola Solutions can perform link tests prior to installation commencement.

Motorola Solutions will install and configure new network equipment, and re-configure the existing dispatch equipment. The following table describes the tasks involved with installation and configuration.

Tasks	Motorola Solutions	Customer
<b>PROJECT INITIATION</b>		
<b>Contract Finalization and Team Creation</b>		
Execute contract and distribute contract documents.	X	X
Assign a Project Manager as a single point of contact.	X	X
Assign resources.	X	X
Schedule project kickoff meeting.	X	X
Deliverable: Signed contract, defined project team, and scheduled project kickoff meeting.		
<b>Project Administration</b>		
Ensure that project team members attend all meetings relevant to their role on the project.	X	X
Set up the project in the Motorola Solutions information system.	X	
Record and distribute project status meeting minutes.	X	
Maintain responsibility for third-party services contracted by Motorola Solutions.	X	
Complete assigned project tasks according to the project schedule.	X	X
Submit project milestone completion documents.	X	
Upon completion of tasks, approve project milestone completion documents.		X
Conduct all project work Monday thru Friday, 7:30 a.m. to 5:00 p.m.).	X	
Deliverable: Completed and approved project milestones throughout the project.		
<b>Project Kickoff/Design Review</b>		



Tasks	Motorola Solutions	Customer
Introduce team, review roles, and decision authority.	X	X
Present project scope and objectives.	X	
Review SOW responsibilities and project schedule.	X	X
Present preliminary cutover plan and methods to document final cutover process.	X	
Validate that Customer sites can accommodate proposed equipment.	X	X
Provide approvals required to add equipment to proposed existing sites.		X
Review safety, security, and site access procedures.	X	
Present equipment layout plans and system design drawings.	X	
Provide backhaul performance specifications and demarcation points.	X	
Provide information on existing system interfaces.		X
Provide frequency and radio information for each site.		X
Assume liability and responsibility for providing all information necessary for complete installation.		X
Assume responsibility for issues outside of Motorola Solutions' control.		X
Review and update design documents, including System Description, Statement of Work, Project Schedule, and Acceptance Test Plan, based on Design Review agreements.	X	
Provide minimum acceptable performance specifications for customer provided hardware, software, LAN, WAN and internet connectivity.	X	
Execute Change Order in accordance with all material changes to the Contract resulting from the Design Review.	X	
Deliverable: Finalized design documentation based upon "frozen" design, along with any relevant Change Order documentation.		
<b>SITE PREPARATION AND DEVELOPMENT</b>		
<b>Site Access</b>		
Provide site owners/managers with written notice to provide entry to sites identified in the project design documentation.		X
Maintain access roads in order to provide clear and stable entry to sites for heavy-duty construction vehicles, cement trucks and cranes. Ensure that sufficient space is available at the site for these vehicles to maneuver under their own power, without assistance from other equipment.		X
Obtain site licensing and permitting, including site lease/ownership, zoning, permits, regulatory approvals,		X

Tasks	Motorola Solutions	Customer
easements, power, and telco connections.		
Deliverable: Access, permitting, and licensing necessary to install system equipment at each site.		
<b>Site Planning</b>		
Provide necessary buildings, equipment shelters, and towers for installation of system equipment.		X
Provide the R56 requirements for space, power, grounding, HVAC, and connectivity requirements at each site.	X	
Provide adequate electrical power in proper phase and voltage at sites.		X
Provide as-built structural and foundation drawings of the structures and site locations, along with geotechnical reports, in order to facilitate a structural analysis.		X
Confirm that there is adequate utility service to support the new equipment and ancillary equipment.		X
Modify towers or other structures, or relocate sites in the system, to ensure that they are capable of supporting proposed and future antenna loads.		X
Conduct site walks to collect pertinent information (e.g. location of telco, power, structures, etc.)	X	
Ensure that each site meets the R56 standards for space, grounding, power, HVAC, and connectivity requirements.		X
Conduct one three-point ground resistance test of each site.	X	
Pay for application fees, taxes, and recurring payments for lease/ownership of property.		X
Ensure that required rack space is available for installation of the new equipment.		X
Deliverable: Information and permitting requirements completed at each site.		
<b>General Facility Improvements</b>		
Provide adequate HVAC, grounding, lighting, cable routing, and surge protection based upon Motorola Solutions' Standards and Guidelines for Communication Sites (R56)		X
Ensure the resolution of environmental and hazardous material issues at each site including, but not limited to, asbestos, structural integrity (tower, rooftop, water tank, etc.), and other building risks.		X
Ensure that electrical service will accommodate installation of system equipment, including isolation transformers, circuit breakers, surge protectors, and cabling.		X
Provide obstruction-free area for the cable run between the demarcation point and system equipment.		X
Provide structure penetrations (wall or roof) for transmission equipment (e.g. antennas, microwave		X

Tasks	Motorola Solutions	Customer
radios, etc.).		
Supply interior building cable trays, raceways, conduits, and wire supports.		X
Pay for usage costs of power and generator fueling, both during the construction and installation effort, and on an ongoing basis.		X
Transport removed site equipment to a location designated by Customer and within Customer's jurisdiction.		X
Deliverable: Sites meet physical requirements for equipment installation.		
<b>SYSTEM INSTALLATION</b>		
<b>Equipment Order and Manufacturing</b>		
Create equipment order and reconcile to contract.	X	
Manufacture Motorola Solutions-provided equipment necessary for system based on equipment order.	X	
Procure non-Motorola Solutions equipment necessary for the system.	X	
Deliverable: Equipment procured and ready for shipment.		
<b>Equipment Shipment and Storage</b>		
Provide secure location for solution equipment.		X
Pack and ship solution equipment to the identified, or site locations.	X	
Receive solution equipment.		X
Inventory solution equipment.	X	
Deliverable: Solution equipment received and ready for installation.		
<b>General Installation</b>		
Deliver solution equipment to installation location.	X	
Coordinate receipt of and inventory solution equipment with designated contact.	X	
Install all proposed fixed equipment as outlined in the System Description based upon the agreed-upon floor plans, connecting audio, control, and radio transmission cables to connect equipment to the power panels or receptacles, and audio/control line connection points. Installation performed in accordance with R56 standards and state/local codes.	X	
Provide system interconnections that are not specifically outlined in the system design, including dedicated phone circuits, microwave links, or other types of connectivity.		X

Tasks	Motorola Solutions	Customer
Install and terminate all network cables between site routers and network demarcation points, including microwave, leased lines, and Ethernet.	X	
Ensure that Type 1 and Type 2 AC suppression is installed to protect installed equipment.		X
Connect installed equipment to the provided ground system.	X	
Perform preliminary audit of installed equipment to ensure compliance with requirements and R56 standards.	X	
Note any required changes to the installation for inclusion in the "as-built" system documentation.	X	
Remove, transport, and dispose of old equipment.		X
Deliverable: Equipment installed.		
<b>Console Installation and Configuration</b>		
Identify circuits for connection to console and a demarcation point located within 25 feet of the console interface.		X
Connect console to circuit demarcation points.	X	
Install new network equipment	X	
Develop templates for console programming.	X	
Perform console programming and re-configuration for operation on the DoIT Core.	X	
Deliverable: Console equipment installation completed.		
<b>SYSTEM OPTIMIZATION AND TESTING</b>		
<b>R56 Site Audit</b>		
Perform R56 site-installation quality-audits, verifying proper physical installation and operational configurations.	X	
Create site evaluation report to verify site meets or exceeds requirements, as defined in Motorola Solutions' R56 Standards and Guidelines for Communication Sites.	X	
Deliverable: R56 Standards and Guidelines for Communication Sites audits completed successfully.		
<b>Solution Optimization</b>		
Verify that all equipment is operating properly and that all electrical and signal levels are set accurately.	X	
Verify that all audio and data levels are at factory settings.	X	
Verify communication interfaces between devices for proper operation.	X	
Ensure that functionality meets manufacturers' specifications and complies with the final configuration	X	

Tasks	Motorola Solutions	Customer
established during design review or system staging.		
Deliverable: Completion of System Optimization.		
<b>Functional Acceptance Testing</b>		
Verify the operational functionality and features of the solution supplied by Motorola Solutions, as contracted.	X	
Witness the functional testing.		X
Document all issues that arise during the acceptance tests.	X	
If any major task for the system as contractually described fails during the Customer acceptance testing or beneficial use, repeat that particular task after Motorola Solutions determines that corrective action has been taken.	X	
Resolve any minor task failures before Final System Acceptance.	X	
Document the results of the acceptance tests and present for review.	X	
Review and approve final acceptance test results.		X
Deliverable: Completion of functional testing and approval by Customer.		
<b>PROJECT TRANSITION</b>		
<b>Finalize Documentation and System Acceptance</b>		
Provide manufacturer's installation material, part list and other related material to Customer upon project completion.	X	
Provide an electronic as-built system manual on CD or other Customer preferred electronic media. The documentation will include the following: <ul style="list-style-type: none"> <li>▪ Site Block Diagrams.</li> <li>▪ Site Floor Plans.</li> <li>▪ Site Equipment Rack Configurations.</li> <li>▪ Antenna Network Drawings for RF Sites (where applicable).</li> <li>▪ ATP Test Checklists.</li> <li>▪ Functional Acceptance Test Plan Test Sheets and Results.</li> <li>▪ Equipment Inventory List.</li> <li>▪ Console Programming Template (where applicable).</li> <li>▪ Maintenance Manuals (where applicable).</li> <li>▪ Technical Service Manuals (where applicable).</li> </ul> Drawings will be delivered in Adobe PDF format.	X	
Receive and approve documentation.		X
Execute Final Project Acceptance.	X	X
Deliverable: All required documents are provided and approved. Final Project Acceptance.		

SECTION 5

# PRICING SUMMARY

Motorola's pricing is based on the equipment list and services defined for the dispatch center for Santa Fe. The Statement of Work (SOW) describes the work to be performed for the installation, optimization, and testing of the system and the equipment list provides the equipment necessary for this project.

Description	Price
Equipment for the Dispatch Center -NM State Contract Pricing	\$40,810.00
System Implementation Services	\$143,264.00
Estimated Santa Fe County NM Taxes on Services (7.00%)	\$10,028.00
<b>Total Base System Contract Purchase Price</b>	<b>\$194,102.00</b>

SECTION 6

# CONTRACTUAL DOCUMENTATION

Contractual Documentation is included on the pages that follow.



EXHIBIT

C



# SANTA FE COUNTY

ADVANCED PLUS SERVICES/SUA

NOVEMBER 9, 2022

The design, technical, pricing, and other information ("Information") furnished with this submission is proprietary and/or trade secret information of Motorola Solutions, Inc. ("Motorola Solutions") and is submitted with the restriction that it is to be used for evaluation purposes only. To the fullest extent allowed by applicable law, the Information is not to be disclosed publicly or in any manner to anyone other than those required to evaluate the Information without the express written permission of Motorola Solutions.

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Motorola Solutions, Inc.  
8316 Corona Loop NE  
Albuquerque, NM 87113

November 9, 2022

Roberto Lujan  
Director  
Santa Fe Regional Emergency Communications Center  
35 Camino Justicia  
Santa Fe NM, 87508

Subject: ASTRO P25 - Advanced Plus Services and System Upgrade Agreement II (SUA II)

Dear Mr. Lujan,

Motorola Solutions, Inc. ("Motorola") is pleased to have the opportunity to provide Santa Fe County with a quality Managed Service Offering. The Motorola project team has taken great care to propose a Managed Services Solution that will provide unsurpassed value.

To best meet the functional and operational specifications of this solicitation, Motorola's solution has included a combination of Managed Services. Specifically, Motorola has proposed our Advanced Plus Services for ASTRO<sup>®</sup> 25 infrastructure, a comprehensive program to sustain the long-term performance of the City of El Paso's network. Advanced Plus Services consists of the following elements:

- Network Event Monitoring.
- Remote Technical Support.
- Network Hardware Repair.
- Remote Security Update Service (RSUS).
- On-site Infrastructure Response.
- Annual Preventive Maintenance.
- Network Updates.
- Managed Detection and Response

The System Upgrade Agreement II (SUA II) service provides public safety radio system release updates on a consistent, budgeted plan. These updates maintain reliable network operations and cybersecurity protection. In addition, SUA II keeps the Santa Fe County's ASTRO 25 network compatible with expansion elements, as well as new products or features. With SUA II, the Santa Fe County network will remain on a release that qualifies for support services.

Motorola Solutions, Inc.  
8316 Corona Loop NE  
Albuquerque, NM 87113

Motorola's proposal is subject to the terms and conditions of the State of New Mexico Contract #10-00000-20-00048, to the enclosed Communication System and Services Agreement ("CSSA"), together with its Exhibits, and to the Maintenance, Support and Lifecycle Management Addendum ("MSLMA"), or a negotiated version thereof. This proposal will remain valid until November 30, 2022."

We would also be pleased to discuss any concerns you might have regarding this proposal. Any questions may be directed to Manny Barreras, Motorola Account Manager at 505-850-8194 or [Manny.Barreras@motorolasolutions.com](mailto:Manny.Barreras@motorolasolutions.com).

We thank you for the opportunity to furnish Santa Fe County with "best in class" solutions and we hope to strengthen our relationship by implementing this project. Our goal is to provide you with the best products and services available in the communications industry.

Sincerely,  
MOTOROLA SOLUTIONS, INC.



Carrie Hemmen  
MSSSI Vice President & Director Sales

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SECTION 1

# ADVANCED PLUS SERVICES

## 1.1 OVERVIEW

Motorola Solutions is proposing our Advanced Plus Services for ASTRO® 25 infrastructure, a comprehensive program to sustain the long-term performance of the Santa Fe network. Advanced Plus Services consists of the following elements:

- Network Event Monitoring.
- Remote Technical Support.
- Network Hardware Repair.
- Remote Security Update Service (RSUS).
- On-site Infrastructure Response.
- Annual Preventive Maintenance.
- Network Updates.
- Managed Detection and Response

Together, these elements will help to avoid operational disruptions and maintain the value of the Santa Fe communications investment.

## 1.2 ADVANCED PLUS SERVICES ELEMENT DESCRIPTIONS

The following sections describe the elements proposed for the County's ASTRO 25 infrastructure.

### 1.2.1 Network Event Monitoring

Motorola Solutions will continuously monitor the County's ASTRO 25 network to detect potential issues or communications outages, maximizing network uptime. Motorola Solutions assesses each alert with advanced event detection and correlation algorithms to determine how to respond. Potential responses include remote restoration or dispatching a local field technician to resolve the incident on-site.

### 1.2.2 Remote Technical Support

Motorola Solutions' Centralized Managed Support Operations (CMSO) will provide Remote Technical Support for infrastructure issues that require specific technical expertise. Experienced technical support specialists will be available to consult with the County to help diagnose, troubleshoot, and resolve infrastructure issues. Service Desk maintenance procedures and incident resolution techniques are based on ISO 9001 and TL 9000 standards.

### 1.1.1 Network Hardware Repair

To restore the County's ASTRO 25 network components if they malfunction, Motorola Solutions will repair Motorola Solutions-provided infrastructure equipment. This includes

select third-party infrastructure equipment supplied by Motorola Solutions. Motorola Solutions will ship and return repaired equipment, and will coordinate the repair of third-party solution components.

### **1.2.3 Remote Security Update Service**

Commercial security software updates are often designed without consideration for specialized systems like radio communications networks. These updates may inadvertently disrupt ASTRO 25 network operations and functionality.

To minimize cyber risks and software conflicts, Motorola Solutions provides the Remote Security Update Service (RSUS). With this service, Motorola Solutions deploys antivirus and operating system security updates on an ASTRO 25 network in a dedicated information assurance lab to test and validate them for use with ASTRO 25 networks.

Motorola Solutions tests whether applying these security updates degrades network service. If an update degrades performance, Motorola Solutions searches for a solution or workaround to address the issue before releasing that update.

With RSUS, Motorola Solutions will remotely install tested updates on the County's ASTRO 25 network. If there are any recommended configuration changes, warnings, or workarounds, Motorola Solutions will provide detailed documentation on a secured extranet website.

### **1.2.4 On-site Infrastructure Response**

Motorola Solutions will provide repair service from trained and qualified technicians. Once dispatched, technicians will travel to the County's ASTRO 25 network location to diagnose issues and restore functionality. These technicians will run diagnostics on hardware to identify defective components, and repair or replace them as appropriate. Infrastructure Response times are based on a given issue's impact on overall system function.

Travel times and service levels are governed by local geography. Motorola Solutions will provide additional information in the Statement of Work for ASTRO 25 Advanced Plus Services and in the Customer Support Plan agreed between the County and Motorola Solutions.

### **1.2.5 Annual Preventive Maintenance**

Motorola Solutions will annually test and service network components. Qualified field technicians will perform routine hands-on examination and diagnostics of network equipment to keep them operating according to original manufacturer specifications.

### **1.2.6 Network Updates**

The Network Updates service provides public safety radio system release updates on a consistent, budgeted plan. These updates maintain reliable network operations and cybersecurity protection. In addition, Network Updates keeps the County's ASTRO 25 network compatible with expansion elements, as well as new products or features. With Network Updates, the County's network will remain on a release that qualifies for support services.



Motorola Solutions will deliver updates based on a predefined cadence of upgrade windows, with up to one update in each window. The Network Updates service includes the following:

- **Software Release Updates** - Motorola Solutions-certified software that improves network functions over previous releases. This also includes commercial operating system and application software updates.
- **Hardware Update** – When needed to support a software release update, Motorola Solutions provides new hardware. New hardware will both support the new software update, as well as maintain existing functions and features.
- **Professional Implementation Services** – Motorola Solutions will plan and implement updates at the County's site. This includes factory integration, testing, and supply chain management for new software and hardware.

With these services, the County will have access to the technology, support, and planning expertise needed for an effective upgrade.

### 1.1.2 **Managed Detection and Response**

Experienced, specialized security analysts from Motorola Solutions' Security Operations Center (SOC), using the ActiveEye Security Platform, monitor the County's ASTRO 25 radio network and Customer Enterprise Network (CEN) for cybersecurity threats. When a threat is detected, SOC analysts will investigate and coordinate with the County to mitigate threats.

The County can use the ActiveEye Security Platform to configure alerts and notifications, review security data, and perform security investigations.

## 1.3 **MOTOROLA SOLUTIONS SERVICE DELIVERY ECOSYSTEM**

Advanced Plus Services are delivered through a tailored combination of field service personnel, centralized teams, product repair depots, and MyView Portal. These service resources will collaborate to swiftly analyze network issues, accurately diagnose root causes, and efficiently resolve issues to return the network to normal operation.

Motorola Solutions services will be delivered by staff experienced in servicing mission-critical networks. Motorola Solutions uses the Information Technology Infrastructure Library (ITIL) framework to define service tasks based on industry-recognized best practices. As staff perform tasks, service incident information will be available to County administrators and personnel through MyView Portal.

Service activities and Motorola Solutions' service team are described in more detail below.

### 1.3.1 **Centralized Managed Support Operations**

The cornerstone of Motorola Solutions' support process is the Centralized Managed Support Operations (CMSO) organization. This TL 9000/ISO 9001-certified organization is staffed 24x7x365 by experienced service desk specialists, security analysts, and operations managers. The CMSO houses critical central functions, including the Service Desk.

The CMSO Service Desk will serve as a single point of contact for services. It processes service requests, service incidents, change requests, and dispatching. The Service Desk



communicates necessary information to stakeholders, bridging communications among the County, Motorola Solutions, and third-party subcontractors.

Service Desk teams record, track, and update incidents through the Motorola Solutions Customer Relationship Management (CRM) system. They document and respond to inquiries, requests, concerns, and service tickets. When an incident is initiated, the CMSO will engage with teams to resolve that incident. The CMSO will escalate to new teams when needed. Depending on the incident, the CMSO will coordinate incident resolution with local field service and authorized repair depots.

### **1.3.2 Field Service**

Motorola Solutions authorized and qualified field service technicians will perform the On-site Infrastructure Response service, repair malfunctioning hardware in the field, and conduct preventive maintenance tasks. These technicians will coordinate with the Service Desk, technical support teams, and product engineering as needed to resolve incidents.

### **1.3.3 Repair Depot**

The Motorola Solutions Repair Depot will provide the County with a central repair location. This will eliminate the need to send network equipment to multiple vendor locations for repair. Motorola Solutions tracks products sent to the Depot via a case management system throughout the repair process. This system will enable the County representatives to check repair status, from inbound shipment to return.

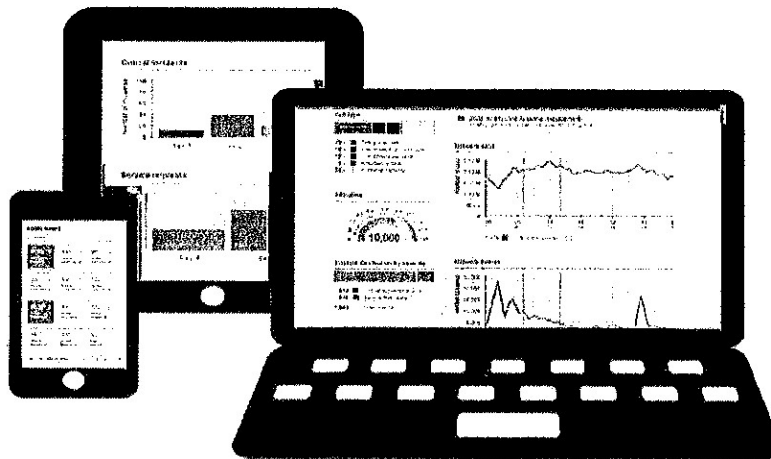
### **1.3.4 Customer Support Manager**

A Motorola Solutions Customer Support Manager (CSM) will be the County's key point of contact for the definition and administration of services. The CSM will work with the County to define service delivery details to address the Santa Fe specific priorities.

### **1.3.5 MyView Portal**

To provide the County with quick access to service details, Motorola Solutions will provide our MyView Portal online network information tool. MyView Portal provides our customers with real-time critical network and services information through an easy-to-use graphical interface.





**Figure 1-1: MyView Portal offers real-time, role-based access to critical network and services information.**

With MyView Portal, County administrators will be able to monitor system health and maintenance updates. Capabilities include:

- Viewing network and support compliance.
- Viewing incident reports.
- Updating and creating incidents.
- Checking system update status.
- Receiving pro-active notifications regarding updates.

Available 24x7x365 from any web-enabled device, the information provided by MyView will be based on your needs and user access permissions, ensuring that the information displayed is secure and pertinent to your operations.

SECTION 2

# SYSTEM UPGRADE AGREEMENT II

The System Upgrade Agreement II (SUA II) service provides public safety radio system release updates on a consistent, budgeted plan. These updates maintain reliable network operations and cybersecurity protection. In addition, SUA II keeps the Santa Fe ASTRO 25 network compatible with expansion elements, as well as new products or features. With SUA II, the Santa Fe network will remain on a release that qualifies for support services.

Motorola Solutions will deliver SUA II in two-year periods, with up to one update in each period. The SUA II service includes the following:

- **Software Release Updates** - Motorola Solutions-certified software that improves network functions over previous releases. This also includes commercial operating system and application software updates.
- **Hardware Update** – When needed to support a software release update, Motorola Solutions provides new hardware. New hardware will both support the new software update, as well as maintain existing functions and features.
- **Professional Implementation Services** – Motorola Solutions will plan and implement updates at the Santa Fe site. This includes factory integration, testing, and supply chain management for new software and hardware.

With these services, the County will have access to the technology, support, and planning expertise needed for an effective upgrade.

SECTION 3

# SECURITY UPDATE SERVICE

Commercial security software updates are often designed without consideration for specialized systems like radio communications networks. These updates may inadvertently disrupt ASTRO 25 network operations and functionality.

To minimize cyber risks and software conflicts, Motorola Solutions provides the Security Update Service (SUS). With this service, Motorola Solutions deploys antivirus and operating system security updates on an ASTRO 25 network in a dedicated information assurance lab to test and validate them for use with ASTRO 25 networks.

Motorola Solutions tests whether applying these security updates degrades network service. If an update degrades performance, Motorola Solutions searches for a solution or workaround to address the issue before releasing that update.

## 3.1 UPDATE DELIVERY

How the County ASTRO 25 receives tested updates is determined by which options are included with SUS.

### **Remote Security Update Service**

With Remote Security Update Service (RSUS), Motorola Solutions will remotely install tested updates on the County's ASTRO 25 network. If there are any recommended configuration changes, warnings, or workarounds, Motorola Solutions will provide detailed documentation on a secured extranet website.

SECTION 4

# LIFECYCLE STATEMENTS OF WORK

The following Advanced Plus, SUA II, and Security Update Services Statements of Work fully describe the offering to Santa Fe.

The optional Managed Detection & Response (MDR) Statement of Work is shown in the Appendix.



SECTION 1

# ASTRO 25 ADVANCED PLUS SERVICES STATEMENT OF WORK

## 1.1 OVERVIEW

Motorola Solutions' ASTRO® 25 Advanced Plus Services ("Advanced Plus Services") provide an integrated and comprehensive sustainment program for fixed end network infrastructure equipment located at the network core, RF sites, and dispatch sites. Advanced Plus Services do not include maintenance for mobile devices, portable devices, or network backhaul equipment.

Advanced Plus Services consist of the following elements:

- Network Event Monitoring.
- Remote Technical Support.
- Network Hardware Repair.
- Remote Security Update Service.
- On-site Infrastructure Response.
- Annual Preventive Maintenance.
- Network Updates.

Each of these elements is summarized below and expanded upon in Section 1.4. In the event of a conflict between the descriptions below and an individual subsection of Section 1.4, the individual subsection prevails.

This Statement of Work ("SOW"), including all of its subsections and attachments is an integral part of the applicable agreement ("Agreement") between Motorola Solutions, Inc. ("Motorola Solutions") and the customer ("Customer").

In order to receive the services as defined within this SOW, the Customer is required to keep the system within a standard support period as described in Motorola Solutions' Software Support Policy ("SwSP").

### Network Event Monitoring

Real-time, continuous ASTRO 25 radio communications network monitoring and event management. Using sophisticated tools for remote monitoring and event characterization, Motorola Solutions will assess events, determine the appropriate response, and initiate that response. Possible responses include remotely addressing the issue, escalation to product technical support groups, and dispatch of designated field technical resources.



### **Remote Technical Support**

Motorola Solutions will provide telephone consultation with specialists skilled at diagnosing and swiftly resolving infrastructure operational technical issues that require a high level of ASTRO 25 network experience and troubleshooting capabilities.

### **Network Hardware Repair**

Motorola Solutions will repair Motorola Solutions-manufactured infrastructure equipment and select third-party manufactured infrastructure equipment supplied by Motorola Solutions. Motorola Solutions coordinates the equipment repair logistics process.

### **Remote Security Update Service**

Motorola Solutions will pre-test third-party security updates to verify they are compatible with the ASTRO 25 network, and remotely push the updates to the Customer's network.

### **On-site Infrastructure Response**

When needed to resolve equipment malfunctions, Motorola Solutions will dispatch qualified local technicians to the Customer's location to diagnose and restore the communications network. Technicians will perform diagnostics on impacted hardware and replace defective components. The service technician's response time will be based on pre-defined incident priority levels.

### **Annual Preventive Maintenance**

Qualified field service technicians will perform regularly scheduled operational testing and alignment of infrastructure and network components to verify those components comply with the original manufacturer's specifications.

### **Network Updates**

Utilizing the ASTRO 25 System Upgrade Agreement ("SUA") service, the ASTRO 25 system is able to take advantage of new functionality and security features while extending the operational life of the system. Motorola Solutions continues to make advancements in on-premise and cloud technologies to bring value to our customers. Cloud technologies enable the delivery of additional functionality through frequent updates ensuring the latest in ASTRO 25 is available at all times.

## **1.2 MOTOROLA SOLUTIONS SERVICE DELIVERY ECOSYSTEM**

Advanced Plus Services are delivered through a tailored combination of local field service personnel, centralized teams equipped with a sophisticated service delivery platform, product repair depots, and MyView Portal. These service entities will collaborate to swiftly analyze issues, accurately diagnose root causes, and promptly resolve issues to restore the Customer's network to normal operations.

### **1.2.1 Centralized Managed Support Operations**

The cornerstone of Motorola Solutions' support process is the Centralized Managed Support Operations ("CMSO") organization, which includes the Service Desk and technical support teams. The CMSO is staffed 24x7x365 by experienced personnel, including service desk specialists, security analysts, and operations managers.

The Service Desk provides a single point of contact for all service related items, including communications between the Customer, Motorola Solutions, and third-party subcontractors. The Service Desk processes service requests, service incidents, change requests, and dispatching, and communicates with stakeholders in accordance with pre-defined response times.



All incoming transactions through the Service Desk are recorded, tracked, and updated through the Motorola Solutions Customer Relationship Management (“CRM”) system. The Service Desk also documents Customer inquiries, requests, concerns, and related tickets.

The CMSO coordinates with the field service organization that will serve the Customer locally.

## 1.2.2 Field Service

Motorola Solutions authorized and qualified field service technicians perform on-site infrastructure response, field repair, and preventive maintenance tasks. These technicians are integrated with the Service Desk and with technical support teams and product engineering as required to resolve repair and maintenance requests.

## 1.2.3 Customer Support Manager

A Motorola Solutions Customer Support Manager (“CSM”) will be the Customer’s key point of contact for defining and administering services. The CSM’s initial responsibility is to create the Customer Support Plan (“CSP”) in collaboration with the Customer.

The CSP functions as an operating document that personalizes the services described in this document. The CSP contains Customer-specific information, such as site names, site access directions, key contact persons, incident handling instructions, and escalation paths for special issues. The CSP also defines the division of responsibilities between the Customer and Motorola Solutions so response protocols are pre-defined and well understood when the need arises.

The CSP governs how the services will be performed and will be automatically integrated into this Statement of Work by this reference. The CSM and Customer will review and amend the CSP on a mutually agreed cadence so the CSP remains current and effective in governing the Advanced Plus Services.

## 1.2.4 Repair Depot

The Motorola Solutions Repair Depot provides the Customer with a central repair location, eliminating the need to send network equipment to multiple vendor locations for repair. All products sent to the Depot are tracked throughout the repair process, from inbound shipment to return, through a case management system that enables Customer representatives to see repair status.

## 1.2.5 MyView Portal

Supplementing the CSM and the Service Desk as the Customer points of contact, MyView Portal is a web-based platform that provides network maintenance and operations information. The portal is accessed from a desktop, laptop, tablet, or smartphone web browser. The information available includes:

- Network Event Monitoring: Manage incidents and view self-service reports. Observe incident details by incident priority level, and track the progress of issue resolution.
- Remote Technical Support: Manage incidents and view self-service reports. Observe incident details by incident priority level, and track the progress of issue resolution.
- Network Hardware Repair: Track return material authorizations (“RMA”) shipped to Motorola Solutions’ repair depot and eliminate the need to call for status updates. In certain countries, customers will also have the ability to create new RMA requests online.



- Remote Security Update Service: View patch history and status of recently completed security updates.
- On-site Infrastructure Response: Manage incidents and view self-service reports. Observe incident details by incident priority level, and track the progress of issue resolution.
- Annual Preventive Maintenance: View incident status and details of each annual change request for preventive maintenance, including completed checklist information for the incident.
- Network Updates: View system status overview and software update information.
- Orders and Contract Information: View available information regarding orders, service contracts, and service coverage details.

The data presented in MyView Portal is provided to support the services described in the following sections, which define the terms of any service delivery commitments associated with this data.

## 1.3 CONNECTIVITY SPECIFICATIONS

The Advanced Plus Services package requires available internet connectivity provided by the Customer. A minimum connection of 2 Mbps is necessary to enable remote monitoring and update services.

## 1.4 ADVANCED PLUS SERVICES DETAILED DESCRIPTION

Due to the interdependence between deliverables within the detailed sections, any changes to or any cancellation of any individual section may require a scope review and price revision.

### 1.4.1 Network Event Monitoring

Network Event Monitoring provides continuous real-time fault monitoring for radio communications networks. Motorola Solutions uses a defined set of tools to remotely monitor the Customer's ASTRO 25 radio network and characterize network events. When an actionable event takes place, it becomes an incident. Centralized Managed Support Operations ("CMSO") technologists acknowledge and assess these incidents, and initiate a defined response.

#### 1.4.1.1 Description of Service

With Network Event Monitoring, Motorola Solutions uses a Managed Services Suite of Tools ("MSST") to detect events 24/7 as they occur, analyze them, and escalate them to the Network Operation Center ("NOC"). Incidents will be generated automatically based on the criteria shown in Table 1-1.

**Table 1-1: Alarm Threshold Rule Options for all Event Types**

Standard Threshold	Optional Threshold
<p>An incident will be triggered if an event fulfills one of the two following criteria:</p> <ul style="list-style-type: none"> <li>▪ Event occurs 5 times in 30 minutes.</li> <li>▪ Event causes 10 minutes of continuous downtime for a monitored component.</li> </ul>	<p>An incident will be triggered if an event fulfills one of the two following criteria:</p> <ul style="list-style-type: none"> <li>▪ Event occurs 7 times in 30 minutes.</li> <li>▪ Event causes 15 minutes of continuous downtime for a monitored component.</li> </ul>

The CMSO NOC agent assigns a priority level to an incident, then initiates a response in accordance with the Customer Handling Procedure ("CHP"). Depending on the incident, Motorola Solutions'

response may include continued monitoring for further incident development, remote remediation by technical support, dispatching a field service technician, or other actions Motorola Solutions determines necessary.

To prevent duplicate incidents from being generated by the same root cause, Motorola Solutions employs an auto triage process that groups related incidents. The auto triage process therefore automatically assigns grouped incidents to a field service technician, enabling the resolution of these incidents together if the root alarm has been addressed.

Motorola Solutions uses a set of standard templates to record key information on service process, defined actions, and points of contact for the Customer's service. In the event of an incident, Motorola Solutions and the Customer can reference these templates. When information is updated, it will be organized in four categories:

- Open: – Motorola Solutions' points of contact for dispatch permissions, entitlement information, and knowledge management.
- Vendor – Escalation and contact information.
- Resolution – Incident closure information.
- Site Arrival – Site arrival and exit process information.

The Customer will be able to access information on Network Event Monitoring activities via MyView Portal, including incident management reports. Any specific remediation and action notes from Motorola Solutions' CMSO or field service technicians will be available for the Customer to review as well.

Service Configuration Portal-Lite ("SCP-Lite"), which can be accessed through MyView Portal, provides a read only view of the Customer's current service configuration, including site parameters, notification preferences, and dispatch information. If the Customer or Motorola Solutions make changes to the network, the updated information will be incorporated into SCP-Lite allowing the Customer a view of the ASTRO 25 radio network's state.

#### 1.4.1.2 Scope

Network Event Monitoring is available 24 hours a day, 7 days a week. Incidents generated by the monitoring service will be handled in accordance with Section 1.5: Priority Level Definitions and Response Times.

Network Event Monitoring is a globally provided service unless limited by data export control or other applicable local and regional regulations. Timeframes are based on the Customer's local time zone.

#### 1.4.1.3 Inclusions

Network Event Monitoring is available for the devices listed in Section 1.4.1.9: Monitored Elements.

#### 1.4.1.4 Motorola Solutions Responsibilities

- Provide a dedicated network connection necessary for monitoring the Customer's communication network. Section 1.4.1.7: Connectivity Matrix describes available connectivity options.
- If determined necessary by Motorola Solutions, provide Motorola Solutions-owned equipment at the Customer's premises for monitoring network elements. The type of equipment and location of deployment is listed in Section 1.4.1.8: Motorola Solutions Owned and Supplied Equipment.
- Verify connectivity and event monitoring prior to system acceptance or start date.



- Monitor system continuously during hours designated in the Customer Support Plan (“CSP”), and in accordance with Section 1.5: Priority Level Definitions and Response Times.
- Remotely access the Customer’s system to perform remote diagnosis as permitted by the Customer pursuant to Section 1.4.1.6: Customer Responsibilities.
- Create an incident, as necessary. Gather information to perform the following:
  - Characterize the issue.
  - Determine a plan of action.
  - Assign and track the incident to resolution.
- Provide the Customer with a link to access system configuration info, site info, system notifications, and system notes.
- Cooperate with the Customer to coordinate the transition of monitoring responsibilities between Motorola Solutions and the Customer as specified in Section 1.4.1.6: Customer Responsibilities.
- If the Customer's technician designated in the CSP is Mobile OSS (“MOSS”) enabled, the incident will be Automatically Dispatched to MOSS. Otherwise, the incident will be sent to the CMSO Service Desk.
- Maintain communication as needed with the Customer in the field until incident resolution.
- Provide available information on incident resolution to the Customer.

#### 1.4.1.5 Limitations and Exclusions

- The following activities are outside the scope of the Network Monitoring service:
  - Motorola Solutions will not monitor any elements outside of the Customer’s ASTRO 25 network, or monitor infrastructure provided by a third party, unless specifically stated. Monitored elements must be within the ASTRO 25 radio network and capable of sending alerts to the Unified Event Manager (“UEM”).
  - Additional support charges above contracted service agreement fees may apply if Motorola Solutions determines that system faults were caused by the Customer making changes to critical system parameters without written agreement from Motorola Solutions.
  - Monitoring of network transport, such as WAN ports, WAN cloud, and redundant paths, unless provided by supplemental service outside this standard scope.

#### 1.4.1.6 Customer Responsibilities

- Allow Motorola Solutions continuous remote access to enable the monitoring service.
- Provide continuous utility service to any Motorola Solutions equipment installed or used at the Customer’s premises to support delivery of the service. The Customer agrees to take reasonable due care to secure the Motorola Solutions equipment from theft or damage while on the Customer’s premises.
- Prior to contract start date, provide Motorola Solutions with pre-defined information necessary to complete a CSP, including:
  - Incident notification preferences and procedure.
  - Repair verification preference and procedure.
  - Database and escalation procedure forms.
- Submit timely changes in any information supplied to Motorola Solutions and included in the CSP to the Customer Support Manager (“CSM”).
- Notify the CMSO when the Customer performs any activity that impacts the system. Activity that impacts the system may include, but is not limited to: installing software or hardware upgrades, performing upgrades to the network, renaming elements or devices within the network, and taking down part of the system to perform maintenance.
- Send system configuration change requests to Motorola Solutions’ CSM.

- Allow Motorola Solutions' field service technician, if designated in the CSP, access to equipment, including any connectivity or monitoring equipment, if remote service is not possible.
- Allow Motorola Solutions' field service technician, if designated in the CSP, access to remove Motorola Solutions-owned monitoring equipment upon cancellation of service.
- Provide Motorola Solutions with all Customer-managed passwords required to access the Customer's system upon request, when opening a request for service support, or when needed to enable response to a technical issue.
- Pay additional support charges above the contracted service agreements that may apply if it is determined that system faults were caused by the Customer making changes to critical system parameters without written agreement from Motorola Solutions.
- In the event that Motorola Solutions agrees in writing to provide supplemental monitoring for third-party elements provided by the Customer, the Customer agrees to obtain third party consents or licenses required to enable Motorola Solutions to provide the monitoring service.
- Cooperate with Motorola Solutions and perform reasonable or necessary acts to enable Motorola Solutions to provide these services.
- Contact Motorola Solutions to coordinate transition of monitoring when the responsibility for monitoring needs to be transferred to or from Motorola Solutions, as specified in pre-defined information provided in the Customer's CSP. An example of a transfer scenario is transferring monitoring from Motorola Solutions for network monitoring after normal business hours.
  - Upon contact, the Customer must provide Motorola Solutions with customer name, site ID, status on any open incidents, priority level of any open incidents, brief descriptions of any ongoing incident, and action plan for resolving those incidents.
- Acknowledge that incidents will be handled in accordance with Section 1.5: Priority Level Definitions and Response Times.

#### 1.4.1.7 Connectivity Matrix

Request connectivity eight weeks in advance of service start date.

**Table 1-2: Available Connectivity**

System Type	Available Connectivity	Set up and Maintenance
ASTRO® 25	Internet VPN	Motorola Solutions
ASTRO® 25	Ethernet	Motorola Solutions

#### 1.4.1.8 Motorola Solutions Owned and Supplied Equipment

This table identifies equipment that Motorola Solutions will supply to support the network monitoring service for the duration of the service.

**Table 1-3: Motorola Solutions Owned and Supplied Equipment**

Equipment Type	Location Installed
Firewall/Router	Master Site
Service Delivery Management Server	Master Site for each Zone

#### 1.4.1.9 Monitored Elements

This table identifies the elements that can be monitored by the service. The specific quantities of each element to be monitored on the Customer's system will be inventoried in the CHP.

**Table 1-4: Monitored Elements**

Monitored Elements		
Active Directory	Enrichment Testing	Probe
Agent	Environmental	QUANTAR
AIS	ESX	Radio Interface
AMB	Exit Router	RDM
Application Server	Firewall	RFDS
APX Cloud Application	GAS Server	RGU
ATR	Gateway	RNG
AUC	Gateway Router	Router
Backup Server	Gateway Unit	RTU
Base Radio	GIS Server	SCOM Server
Call Processor	HSS	Short Data Router
CAM	Infrastructure (CHI CAM)	Site
Camera	Install Server	Statistical Server
CBSD	LAN Switch	Storage Networking
CCGW	Licensing Service	Switch
CEB	Link	Telephony
Channel	Load Balancer	TENSR
Client Station	Logging Recorder	Terminal Server
CommandCentral AXS dispatch console	Logging Replay Station	Time Keeper
Controller	MGEG	Training App
Conventional	Microwave	Training Database
Core	MME	TRAK
Core Router	MOSCAD Server	Trap Forwarder
Data Processing	Network Address	UCS
Database Server	Network Device	UEM
Data Warehouse Server	NTP	Virtual Machine
Device Configuration Server	OP	VMS
DIU	OSP	VPM
DNS	Packet Data Gateway	WSGU
Domain Controller	Physical Host Environmental	ZDS
DSC 8000 Site Controller	Physical Host Power and Network	Zone Controller
eNodeB	Power Distribution Unit	



## 1.4.2 Remote Technical Support

Motorola Solutions' Remote Technical Support service provides telephone consultation for technical issues that require a high level of ASTRO 25 network knowledge and troubleshooting capabilities. Remote Technical Support is delivered through the Motorola Solutions Centralized Managed Support Operations ("CMSO") organization by a staff of technical support specialists skilled in diagnosis and swift resolution of infrastructure performance and operational issues.

Motorola Solutions applies leading industry standards in recording, monitoring, escalating, and reporting for technical support calls from its contracted customers to provide the support needed to maintain mission-critical systems.

### 1.4.2.1 Description of Service

The CMSO organization's primary goal is Customer Issue Resolution ("CIR"), providing incident restoration and service request fulfillment for Motorola Solutions' currently supported infrastructure. This team of highly skilled, knowledgeable, and experienced specialists is an integral part of the support and technical issue resolution process. The CMSO supports the Customer remotely using a variety of tools, including fault diagnostics tools, simulation networks, and fault database search engines.

Calls requiring incidents or service requests will be logged in Motorola Solutions' Customer Relationship Management ("CRM") system, and Motorola Solutions will track the progress of each incident from initial capture to resolution. This helps ensure that technical issues are prioritized, updated, tracked, and escalated as necessary, until resolution. Motorola Solutions will advise and inform Customer of incident resolution progress and tasks that require further investigation and assistance from the Customer's technical resources.

The CMSO Operations Center classifies and responds to each technical support request in accordance with Section 1.5: Priority Level Definitions and Response Times.

This service requires the Customer to provide a suitably trained technical resource that delivers maintenance and support to the Customer's system, and who is familiar with the operation of that system. Motorola Solutions provides technical consultants to support the local resource in the timely closure of infrastructure, performance, and operational issues.

### 1.4.2.2 Scope

The CMSO Service Desk is available via telephone 24 hours per day, 7 days per week, and 365 days per year to receive and log requests for technical support. Remote Technical Support service is provided in accordance with Section 1.5: Priority Level Definitions and Response Times.

### 1.4.2.3 Inclusions

Remote Technical Support service will be delivered for Motorola Solutions-provided infrastructure, including integrated third-party products.

### 1.4.2.4 Motorola Solutions Responsibilities

- Maintain availability of the Motorola Solutions CMSO Service Desk via telephone (800-MSI-HELP) 24 hours per day, 7 days per week, and 365 days per year to receive, log, and classify Customer requests for support.

- Respond to incidents and technical service requests in accordance with Section 1.5: Priority Level Definitions and Response Times.
- Provide caller a plan of action outlining additional requirements, activities, or information required to achieve restoral/fulfillment.
- Maintain communication with the Customer in the field as needed until resolution of the incident.
- Coordinate technical resolutions with agreed upon third-party vendors, as needed.
- Escalate support issues to additional Motorola Solutions technical resources, as applicable.
- Determine, in its sole discretion, when an incident requires more than the Remote Technical Support services described in this SOW and notify the Customer of an alternative course of action.

#### 1.4.2.5 Limitations and Exclusions

The following activities are outside the scope of the Remote Technical Support service:

- Customer training.
- Remote Technical Support for network transport equipment or third-party products not sold by Motorola Solutions.
- Any maintenance and/or remediation required as a result of a virus or unwanted cyber intrusion.

#### 1.4.2.6 Customer Responsibilities

- Prior to contract start date, provide Motorola Solutions with pre-defined information necessary to complete Customer Support Plan (“CSP”).
- Submit timely changes in any information supplied in the CSP to the Customer Support Manager (“CSM”).
- Contact the CMSO Service Desk to engage the Remote Technical Support service when needed, providing the necessary information for proper entitlement services. This information includes, but is not limited to, the name of contact, name of Customer, system ID number, site(s) in question, and a brief description of the problem that contains pertinent information for initial issue classification.
- Maintain suitably trained technical resources familiar with the operation of the Customer’s system to provide field maintenance and technical maintenance services for the system.
- Supply suitably skilled and trained on-site presence when requested.
- Validate issue resolution in a timely manner prior to close of the incident.
- Acknowledge that incidents will be addressed in accordance with Section 1.5: Priority Level Definitions and Response Times.
- Cooperate with Motorola Solutions, and perform all acts that are reasonable or necessary to enable Motorola Solutions to provide Remote Technical Support.
- In the event that Motorola Solutions agrees in writing to provide supplemental Remote Technical Support to third-party elements provided by the Customer, the Customer agrees to obtain all third-party consents or licenses required to enable Motorola Solutions to provide the service.





## 1.4.3 Network Hardware Repair with Advanced Replacement

Motorola Solutions will provide hardware repair for Motorola Solutions and select third-party infrastructure equipment supplied by Motorola Solutions. A Motorola Solutions authorized repair depot manages and performs the repair of Motorola Solutions supplied equipment, and coordinates equipment repair logistics.

### 1.4.3.1 Description of Service

Infrastructure components are repaired at Motorola Solutions-authorized Infrastructure Depot Operations (“IDO”). At Motorola Solutions’ discretion, select third-party infrastructure may be sent to the original equipment manufacturer or third-party vendor for repair.

Network Hardware Repair is also known as Infrastructure Repair.

### 1.4.3.2 Scope

Repair authorizations are obtained by contacting the Centralized Managed Support Operations (“CMSO”) organization Service Desk, which is available 24 hours a day, 7 days a week. Repair authorizations can also be obtained by contacting the Customer Support Manager (“CSM”).

### 1.4.3.3 Inclusions

This service is available on Motorola Solutions-provided infrastructure components, including integrated third-party products. Motorola Solutions will make a commercially reasonable effort to repair Motorola Solutions manufactured infrastructure products after product cancellation. The post-cancellation support period of the product will be noted in the product’s end-of-life (“EOL”) notification.

### 1.4.3.4 Motorola Solutions Responsibilities

- Provide the Customer access to the CMSO Service Desk, operational 24 hours a day and 7 days per week, to request repair service.
- Provide repair return authorization numbers when requested by the Customer.
- Receive malfunctioning infrastructure components from the Customer and document its arrival, repair, and return.
- Conduct the following services for Motorola Solutions infrastructure:
  - Perform an operational check on infrastructure components to determine the nature of the problem.
  - Replace malfunctioning components.
  - Verify that Motorola Solutions infrastructure components are returned to applicable Motorola Solutions factory specifications.
  - Perform a box unit test on serviced infrastructure components.
  - Perform a system test on select infrastructure components.
- Conduct the following services for select third-party infrastructure:
  - When applicable, perform pre-diagnostic and repair services to confirm infrastructure component malfunctions and prevent sending infrastructure components with No Trouble Found (“NTF”) to third-party vendor for repair.
  - When applicable, ship malfunctioning infrastructure components to the original equipment manufacturer or third-party vendor for repair service.





- Track infrastructure components sent to the original equipment manufacturer or third-party vendor for service.
- When applicable, perform a post-test after repair by original equipment manufacturer or third-party vendor to confirm malfunctioning infrastructure components have been repaired and function properly in a Motorola Solutions system configuration.
- Reprogram repaired infrastructure components to original operating parameters based on software and firmware provided by the Customer, as required in Section 1.4.3.6. If the Customer's software version and configuration are not provided, shipping will be delayed. If the repair depot determines that infrastructure components are malfunctioning due to a software defect, the repair depot reserves the right to reload these components with a different but equivalent software version.
- Properly package repaired infrastructure components.
- Ship repaired infrastructure components to Customer-specified address during normal operating hours of Monday through Friday from 7:00 a.m. to 7:00 p.m. Central Standard Time ("CST"), excluding holidays. Infrastructure component will be sent using two-day air shipping unless the Customer requests otherwise. Motorola Solutions will pay for shipping unless the Customer requests shipments outside of the above mentioned standard business hours or carrier programs, such as next flight out ("NFO"). In such cases, the Customer will be responsible for paying shipping and handling charges.

#### 1.4.3.5 Limitations and Exclusions

Motorola Solutions may return infrastructure equipment that is no longer supported by Motorola Solutions, the original equipment manufacturer, or a third-party vendor without repairing or replacing it. The following items are excluded from this service:

- All Motorola Solutions infrastructure components over the post-cancellation support period.
- All third-party infrastructure components over the post-cancellation support period.
- All broadband infrastructure components over the post-cancellation support period.
- Physically damaged infrastructure components.
- Third-party equipment not shipped by Motorola Solutions.
- Consumable items including, but not limited to, batteries, connectors, cables, toner or ink cartridges, tower lighting, laptop computers, monitors, keyboards, and mouse.
- Video retrieval from digital in-car video equipment.
- RF infrastructure and backhaul components, including but not limited to, antennas, transmission lines, antenna dehydrators, microwave, line boosters, amplifiers (such as tower top amplifiers and bi-directional amplifiers), logging recorders, data talker wireless transmitters, short haul modems, combiners, multicouplers, duplexers, shelters, shelter HVAC, generators, UPS's, and test equipment.
- Racks, furniture, and cabinets.
- Non-standard configurations, customer-modified infrastructure, and certain third party infrastructure.
- Firmware or software upgrades.

#### 1.4.3.6 Customer Responsibilities

- Contact or instruct servicer to contact the Motorola Solutions CMSO organization, and request a return authorization number prior to shipping malfunctioning infrastructure components.
- Provide model description, model number, serial number, type of system, software and firmware version, symptom of problem, and address of site location for spare infrastructure components.
- Indicate if Motorola Solutions or third-party infrastructure components being sent in for service were subjected to physical damage or lightning damage.

- Follow Motorola Solutions instructions regarding including or removing firmware and software applications on infrastructure components being sent in for service.
- In the event that the Customer requires repair of equipment that is not contracted under this service at the time of request, the Customer acknowledges that charges may apply to cover shipping, labor, and parts. Motorola Solutions and the Customer will collaborate to agree on payment vehicle that most efficiently facilitates the work, commensurate with the level of urgency that is needed to complete the repair.
- Properly package and ship the malfunctioning component, at the Customer's expense. The Customer is responsible for properly packaging the malfunctioning infrastructure component to ensure it is not damaged in-transit and arrives in repairable condition.
  - Clearly print the return authorization number on the outside of the packaging.
- Maintain versions and configurations for software, applications, and firmware to be installed on repaired equipment.
- Provide Motorola Solutions with proper software and firmware information to reprogram equipment after repair, unless current software has caused this malfunction.
- Cooperate with Motorola Solutions and perform reasonable or necessary acts to enable Motorola Solutions to provide hardware repair services to the Customer.
- At the Customer's cost, obtain all third-party consents or licenses required to enable Motorola Solutions to provide the service.



### 1.4.3.7 Repair Process

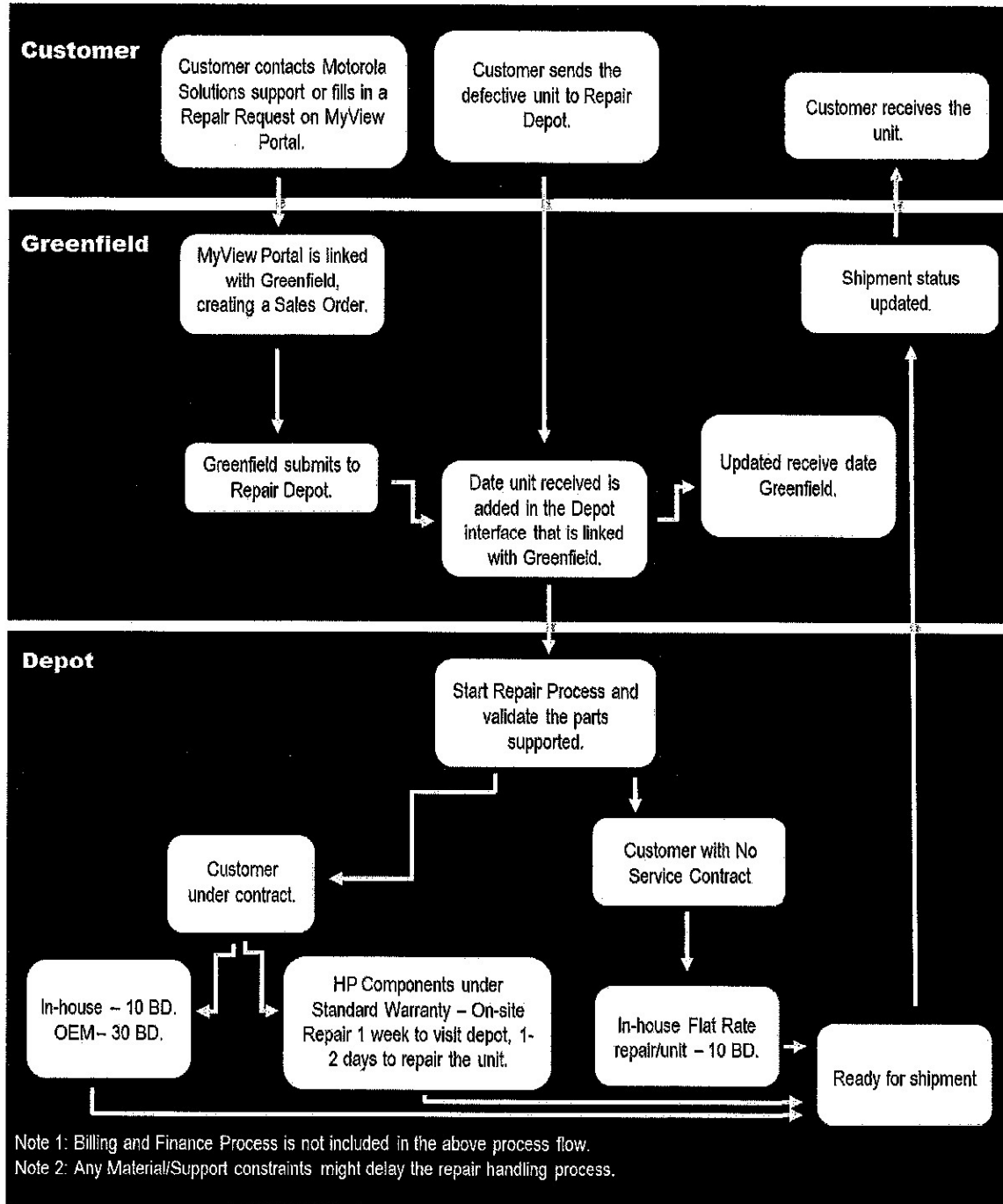


Figure 1-1: Repair Decision Process

## 1.4.4 Remote Security Update Service

Motorola Solutions' ASTRO 25 Remote Security Update Service ("RSUS") provides pretested security updates, minimizing cyber risk and software conflicts. These security updates contain operating system security patches and antivirus definitions that have been validated for compatibility with ASTRO 25 systems. Motorola Solutions will remotely deliver tested security updates to the Customer using a network connection. Reboot responsibility is determined by which options are included as part of this service.

The ASTRO 25 Security Update Service ("SUS") and Network Event Monitoring service are prerequisites for RSUS. These prerequisites are included as part of this service package.

### 1.4.4.1 Description of Service

Motorola Solutions remotely installs pretested security updates on the applicable ASTRO 25 system components. Motorola Solutions tests security updates for compatibility with ASTRO 25 in a dedicated information assurance lab.

Motorola Solutions will install compatible ASTRO 25 security updates using a remote connection. After installing tested security updates remotely, Motorola Solutions provides the Customer with a report outlining the updates made to the Customer's system. This report will inform the Customer of security update network transfers and installation.

#### 1.4.4.1.1 Remote Update Requirements

An always on, reliable connection from the Customer's network to Motorola Solutions is required to enable this service. Recommended Internet bandwidth of 20 Mbps or higher. Additional hardware (such as a secure router) may be provided to deliver the services. If the Customer is unable to install the equipment or provide a suitable Internet connection, please contact your CSM to discuss options. Please note, if an existing connection is available, this may be suitable to deliver the service.

Customer systems with slow and/or unreliable remote site links may impact our ability to deliver the service.

In some instances, Motorola Technical Notices ("MTN") must be applied to enable Motorola Solutions to remotely deploy the latest security updates. MTN installation is not part of RSUS. In the event Motorola Solutions cannot deploy security updates unless one or more MTNs are installed, Motorola Solutions will communicate this to the Customer. The Customer and their Customer Support Manager ("CSM") will determine how to apply necessary MTNs. Once necessary MTNs are applied to the Customer's system, Motorola Solutions will continue to remotely deploy security updates.

Connections to other networks, herein referred to as Customer Enterprise Network ("CEN"), are delineated by firewalls. All security updates deployed by RSUS are specific to the equipment included in the ASTRO 25 radio network with only the following exceptions: Key Management Facility ("KMF") and MCC 7500e consoles.

The Customer may request, via the CSM, that Motorola Solutions remotely updates MCC 7500e consoles and KMF in the Customer's CEN as part of RSUS, or designate Customer IT resources to install the security updates. The Customer must make the appropriate configuration changes to their firewall allowing access.



#### 1.4.4.1.2 Reboot Support

If Reboot Support is included with RSUS, Motorola Solutions provides technician support to reboot impacted Microsoft Windows servers and workstations after operating system security patches have been installed.

#### 1.4.4.2 Scope

RSUS includes pretested security updates for the software listed in Table 1-5. This table also describes the release cadence for security updates.

**Table 1-5: Update Cadence**

Software	Update Release Cadence
Antivirus Definition Files	Weekly
Microsoft Windows	Monthly
Microsoft Windows SQL Server	Quarterly
Microsoft Windows third party (Adobe Reader)	Monthly
Red Hat Linux (RHEL)	Quarterly
VMWare ESXi Hypervisor	Quarterly
McAfee Patch(es)	Quarterly
Dot Hill DAS Firmware	Quarterly
HP SPP Firmware	Quarterly

Motorola Solutions installs security updates during normal business hours. Normal business hours are defined as 8 a.m. to 5 p.m. Central Standard Time on Monday through Friday, excluding Public Holidays. The Customer may submit a formal request that Motorola Solutions personnel work outside of these hours. The Customer may need to pay additional costs for work to be completed outside of normal business hours.

Motorola Solutions will provide an Impact Timeline (“ITL”) to show installation tasks scheduled during normal business hours, including preparation work and the transfer of security updates to local storage or memory. Server and workstation reboots or zone controller rollover will be initiated at the times shared in the ITL.

Intrusive security updates require Customer coordination, may require hardware reboots and zone controller rolling (switching from one zone controller to the other) to fully implement. Systems with redundant zone controllers (L2, M2, M3) have low downtime (minutes) as the zone controllers are rolled, but systems with single zone controllers (L1, M1) will be down for longer periods. While rolling the zone controllers, the system will operate in “Site trunking” mode. The Customer will need to be aware of these operational impacts, and coordinate events with users.

#### 1.4.4.3 Inclusions

Supported ASTRO 25 core types and security update delivery methods are included in Table 1-6. This table indicates if Motorola Solutions will provide any RSUS optional services to the Customer. RSUS supports the current Motorola Solutions ASTRO 25 system release and aligns with the established Software Support Policy (SwSP).



Motorola Solutions reserves the right to determine which releases are supported as business conditions dictate. Additional charges may apply in the event of supporting older releases. Contact Motorola Solutions' assigned Customer Support Manager ("CSM") for the latest supported releases.

**Table 1-6: SUS Packages**

Service	ASTRO 25 Core Type	Included
Remote Security Update Service	L Core M Core Simplified Core	X
Remote Security Update Service with Reboot Support	L Core M Core Simplified Core	

Responsibilities for rebooting applicable hardware are detailed in Section L: This service requires connectivity from Motorola Solutions to the Customer's ASTRO 25 system. If required, procure internet connectivity before the service commences, and maintain it for the duration of the service contract.

- Refrain from making uncertified changes to the ASTRO 25 system. Consult with Motorola Solutions before making changes to the ASTRO 25 system.
- Be aware of the operational impacts of RSUS update installation, and coordinate the update process with users.
- Coordinate any maintenance or other updates that are not part of RSUS with Motorola Solutions to minimize downtime and redundant efforts.
- Motorola Technical Notices ("MTN") must be applied to enable Motorola Solutions to remotely deploy the latest security updates.

Reboot Responsibilities.

#### 1.4.4.4 Motorola Solutions Responsibilities

- If required, in order to provide the services, Motorola Solutions will send to the customer a secure router and / or a Network Management Client for installation in the ASTRO system. If the Customer is unable to install, please contact your CSM who will be able to arrange for this to be completed.
- Remotely deploy patches listed in Section 1.4.4.2: Scope on the Customer's system. Patches will be installed on the cadence described in that section.
  - As outlined in Section 1.4.4.2: Scope, coordinate and communicate with the Customer when installing updates that will require server reboots, workstation reboots, or both.
  - Install non-intrusive updates, like antivirus definitions, as released without coordination.
- In the event no security updates are released by the Original Equipment Manufacturers ("OEM") during the usual time period, Motorola Solutions will send a notice that no new security updates were deployed.

#### 1.4.4.5 Limitations and Exclusions

- Systems with non-standard configurations that have not been certified by Motorola Solutions' Systems Integration and Test ("SIT") team are specifically excluded from this service, unless otherwise agreed in writing by Motorola Solutions.
- Interim or unplanned releases outside the supported release cadence.

- Service does not include pretested intrusion detection system (“IDS”) signature updates for IDS solutions. However, select vendor IDS signature updates are made available via the secure website. The available vendors may change pursuant to Motorola Solutions' business decisions. The Customer is responsible for complying with all IDS licensing requirements and fees, if any.
- This service does not include releases for Motorola Solutions products that are not ASTRO 25 L, M, and Simplified Core radio network infrastructure equipment. The following are examples of excluded products: WAVE PTX™, Critical Connect, and VESTA® solutions.
- K Core ASTRO 25 systems are excluded.
- Motorola Solutions product updates are not included in these services.
- Shared network infrastructure firmware, such as transport and firewall firmware are not included in these services.
- This service excludes the delivery of MTNs to the customer system.
- Motorola Solutions does not represent that it will identify, fully recognize, discover, or resolve all security events or threats, system vulnerabilities, malicious codes or data, backdoors, or other system threats or incompatibilities as part of the service, or that the agreed upon cadence/time of delivery will be sufficient to identify, mitigate or prevent any cyber incident.

#### 1.4.4.6 Customer Responsibilities

- This service requires connectivity from Motorola Solutions to the Customer's ASTRO 25 system. If required, procure internet connectivity before the service commences, and maintain it for the duration of the service contract.
- Refrain from making uncertified changes to the ASTRO 25 system. Consult with Motorola Solutions before making changes to the ASTRO 25 system.
- Be aware of the operational impacts of RSUS update installation, and coordinate the update process with users.
- Coordinate any maintenance or other updates that are not part of RSUS with Motorola Solutions to minimize downtime and redundant efforts.
- Motorola Technical Notices (“MTN”) must be applied to enable Motorola Solutions to remotely deploy the latest security updates.

#### 1.4.4.7 Reboot Responsibilities

Microsoft Windows servers and workstations often need to be rebooted before security updates take full effect and mitigate vulnerabilities. Reboot responsibilities are determined by the specific RSUS package being purchased. Table I-7 contains the breakdown of responsibilities. Section 0: Motorola Solutions will provide an Impact Timeline (“ITL”) to show installation tasks scheduled during normal business hours, including preparation work and the transfer of security updates to local storage or memory. Server and workstation reboots or zone controller rollover will be initiated at the times shared in the ITL.

Intrusive security updates require Customer coordination, may require hardware reboots and zone controller rolling (switching from one zone controller to the other) to fully implement. Systems with redundant zone controllers (L2, M2, M3) have low downtime (minutes) as the zone controllers are rolled, but systems with single zone controllers (L1, M1) will be down for longer periods. While rolling the zone controllers, the system will operate in “Site trunking” mode. The Customer will need to be aware of these operational impacts, and coordinate events with users.

Inclusions indicates which services are included.

**Table 1-7: Reboot Responsibilities Matrix**

Remote SUS Package	Motorola Solutions Responsibilities	Customer Responsibilities
Remote Security Update Service	<ul style="list-style-type: none"> <li>▪ Provide a report to the Customer's main contact listing the servers or workstations which must be rebooted to ensure installed security updates become effective.</li> </ul>	<ul style="list-style-type: none"> <li>▪ When a security update requires a reboot, reboot servers and workstations after security updates are installed.                             <ul style="list-style-type: none"> <li>○ When remote deployment is in progress, it may be necessary for multiple reboots to be coordinated with Motorola Solutions.</li> </ul> </li> </ul>
Remote Security Update Service with Reboot Support	<ul style="list-style-type: none"> <li>▪ When a security update requires a reboot, dispatch a technician to reboot servers and workstations after security updates are installed.</li> </ul>	

#### 1.4.4.8 Disclaimer

This service tests OEM security updates. Delivering security updates for specific software depends on OEM support for that software. If an OEM removes support (e.g. end-of-life) from deployed software, Motorola Solutions may work with the OEM to reduce the impact, but may remove support for the affected software from this service without notice.

OEMs determine security update schedules, supportability, or release availability without consultation from Motorola Solutions. Motorola Solutions will obtain and test security updates when they are made available, and incorporate those security updates into the next appropriate release.

All security updates are important. This service is intended to balance the security and compatibility of tested updates with agreed upon time/cadence of delivery. Customer assumes the risk of this inherent tradeoff.

Motorola Solutions disclaims any warranty with respect to pretested database security updates, hypervisor patches, operating system software patches, intrusion detection sensor signature files, or other third-party files, express or implied. Further, Motorola Solutions disclaims any warranty concerning non-Motorola Solutions software and does not guarantee Customers' systems will be error-free or immune to security breaches as a result of these services.





## 1.4.5 On-site Infrastructure Response

Motorola Solutions' On-site Infrastructure Response service provides incident management and escalation for on-site technical service requests. The service is delivered by Motorola Solutions' Centralized Managed Support Operations ("CMSO") organization in cooperation with a local service provider.

On-site Infrastructure Response may also be referred to as On-site Support.

### 1.4.5.1 Description of Service

The Motorola Solutions CMSO Service Desk will receive the Customer's request for on-site service.

The CMSO Dispatch Operations team is responsible for opening incidents, dispatching on-site resources, monitoring issue resolution, and escalating as needed to ensure strict compliance to committed response times.

The dispatched field service technician will travel to the Customer's location to restore the system in accordance with Section 1.5: Priority Level Definitions and Response Times.

Motorola Solutions will manage incidents as described in this SOW. The CMSO Service Desk will maintain contact with the field service technician until incident closure.

### 1.4.5.2 Scope

On-site Infrastructure Response is available 24 hours a day, 7 days a week in accordance with Section 1.5: Priority Level Definitions and Response Times. Customer's Response Time Classification is designated in the Customer Support Plan.

### 1.4.5.3 Inclusions

On-site Infrastructure Response is provided for Motorola Solutions-provided infrastructure.

### 1.4.5.4 Motorola Solutions Responsibilities

- Receive service requests.
- Create an incident when service requests are received. Gather information to characterize the issue, determine a plan of action, and assign and track the incident to resolution.
- Dispatch a field service technician, as required by Motorola Solutions' standard procedures, and provide necessary incident information.
- Provide the required personnel access to relevant Customer information, as needed.
- Motorola Solutions field service technician will perform the following on-site:
  - Run diagnostics on the infrastructure component.
  - Replace defective infrastructure component, as supplied by the Customer.
  - Provide materials, tools, documentation, physical planning manuals, diagnostic and test equipment, and any other material required to perform the maintenance service.
  - If a third-party vendor is needed to restore the system, the vendor can be accompanied onto the Customer's premises.
  - If required by the Customer's repair verification in the Customer Support Plan ("CSP"), verify with the Customer that restoration is complete or system is functional. If verification by the Customer cannot be completed within 20 minutes of restoration, the incident will be closed and the field service technician will be released.



- Escalate the incident to the appropriate party upon expiration of a response time.
- Close the incident upon receiving notification from the Customer or Motorola Solutions field service technician, indicating the incident is resolved.
- Notify the Customer of incident status, as defined in the CSP and Service Configuration Portal (“SCP”):
  - Open and closed.
  - Open, assigned to the Motorola Solutions field service technician, arrival of the field service technician on-site, delayed, or closed.
- Provide incident activity reports to the Customer, if requested.

#### 1.4.5.5 Customer Responsibilities

- Contact Motorola Solutions, as necessary, to request service.
- Prior to start date, provide Motorola Solutions with the following pre-defined Customer information and preferences necessary to complete CSP:
  - Incident notification preferences and procedure.
  - Repair verification preference and procedure.
  - Database and escalation procedure forms.
- Submit timely changes in any information supplied in the CSP to the Customer Support Manager (“CSM”).
- Provide the following information when initiating a service request:
  - Assigned system ID number.
  - Problem description and site location.
  - Other pertinent information requested by Motorola Solutions to open an incident.
- Provide field service technician with access to equipment.
- Supply infrastructure spare or FRU, as applicable, in order for Motorola Solutions to restore the system.
- Maintain and store software needed to restore the system in an easily accessible location.
- Maintain and store proper system backups in an easily accessible location.
- If required by repair verification preference provided by the Customer, verify with the CMSO Service Desk and dispatch that restoration is complete or system is functional.
- Cooperate with Motorola Solutions and perform reasonable or necessary acts to enable Motorola Solutions to provide these services.
- In the event that Motorola Solutions agrees in writing to provide supplemental On-site Infrastructure Response to Customer-provided third-party elements, the Customer agrees to obtain and provide applicable third-party consents or licenses to enable Motorola Solutions to provide the service.

## 1.4.6 Annual Preventive Maintenance

Motorola Solutions personnel will perform a series of maintenance tasks to keep network equipment functioning correctly.

### 1.4.6.1 Description of Service

Annual Preventative Maintenance provides annual operational tests on the Customer's infrastructure equipment to monitor its conformance to specifications.

### 1.4.6.2 Scope

Annual Preventive Maintenance will be performed during standard business hours, unless otherwise agreed to in writing. After the service starts, if the system or Customer requirements dictate that the service must occur outside of standard business hours, an additional quotation will be provided. The Customer is responsible for any charges associated with unusual access requirements or expenses.

### 1.4.6.3 Inclusions

Annual Preventive Maintenance service will be delivered for Motorola Solutions-provided infrastructure, including integrated third-party products, per the level of service marked in Table 1-8.

**Table 1-8: Preventive Maintenance Level**

Service Level	Included
Level 1 Preventive Maintenance	X
Level 2 Preventive Maintenance	

### 1.4.6.4 Motorola Solutions Responsibilities

- Notify the Customer of any planned system downtime needed to perform this service.
- Maintain communication with the Customer as needed until completion of the Annual Preventive Maintenance.
- Determine, in its sole discretion, when an incident requires more than the Annual Preventive Maintenance services described in this SOW, and notify the Customer of an alternative course of action.
- Provide the Customer with a report in MyView Portal, or as otherwise agreed in the Customer Support Plan ("CSP"), comparing system performance with expected parameters, along with any recommended actions. Time allotment for report completion is to be mutually agreed.
- Provide trained and qualified personnel with proper security clearance required to complete Annual Preventive Maintenance services.
- Field service technician will perform the following on-site:
  - Perform the tasks defined in Section 1.4.6.7: Preventive Maintenance Tasks.
  - Perform the procedures defined in Section 1.4.6.8: Site Performance Evaluation Procedures for each site type on the system.
  - Provide diagnostic and test equipment necessary to perform the Preventive Maintenance service.
  - As applicable, use the Method of Procedure ("MOP") defined for each task.

### 1.4.6.5 Limitations and Exclusions

The following activities are outside the scope of the Annual Preventive Maintenance service.

- Preventive maintenance for third-party equipment not sold by Motorola Solutions as part of the original system.
- Network transport link performance verification.
- Verification or assessment of Information Assurance.
- Any maintenance and/or remediation required as a result of a virus or unwanted cyber intrusion.
- Tower climbs, tower mapping analysis, or tower structure analysis.

### 1.4.6.6 Customer Responsibilities

- Provide preferred schedule for Annual Preventative Maintenance to Motorola Solutions.
- Authorize and acknowledge any scheduled system downtime.
- Maintain periodic backup of databases, software applications, and firmware.
- Establish and maintain a suitable environment (heat, light, and power) for the equipment location as described in equipment specifications, and provide Motorola Solutions full, free, and safe access to the equipment so that Motorola Solutions may provide services. All sites shall be accessible by standard service vehicles.
- Submit timely changes in any information supplied in the CSP to the Customer Support Manager ("CSM").
- Provide site escorts, if required, in a timely manner.
- Provide Motorola Solutions with requirements necessary for access to secure facilities.
- In the event that Motorola Solutions agrees in writing to provide supplemental Annual Preventive Maintenance to third-party elements provided by Customer, the Customer agrees to obtain any third-party consents or licenses required to enable Motorola Solutions field service technician to access the sites to provide the service.

### 1.4.6.7 Preventive Maintenance Tasks

The Preventive Maintenance service includes the tasks listed in this section. Tasks will be performed based on the level of service noted in Section 1.4.6.3: Inclusions.

<b>MASTER SITE CHECKLIST – LEVEL 1</b>	
<b>Servers</b>	
Equipment Alarms	Check LED and/or other status indicators for fault conditions.
Capture Diagnostics	Perform recommended diagnostic tests based on server type. Capture available diagnostic logs.
Network Management ("NM") Client Applications	Review Unified Event Manager ("UEM") events and verify backhaul links are reported as operational. Review event log for persistent types. Verify all NM client applications are operating correctly.
Verify System software physical media	Perform audit of software media on site. Verify that versions, KC numbers, and types match what is deployed to Customer server.
Complete Backup	Verify backups have been completed or scheduled, and that data has been stored in accordance with the Customer's backup plan. Check that adequate storage space is available for backups.
Network Time Protocol ("NTP")	Verify operation and syncing all devices.

<b>MASTER SITE CHECKLIST – LEVEL 1</b>	
Data Collection Devices ("DCD") check (if present)	Verify data collection.
Anti-Virus	Verify anti-virus is enabled and that definition files on core security management server were updated within two weeks of current date.
<b>Routers</b>	
Equipment Alarms	Check LED and/or other status indicators for fault conditions.
Capture Diagnostics	Perform recommended diagnostic tests based on router type. Capture available diagnostic logs.
Verify Redundant Routers	Test redundancy in cooperative routers. Carry out core router switchover in coordination with Customer.
<b>Switches</b>	
Equipment Alarms	Check LED and/or other status indicators for fault conditions.
Capture Diagnostics	Perform recommended diagnostic tests based on switch type. Capture available diagnostic logs.
Verify Redundant Switches	Test redundancy in backhaul switches. Carry out core router switchover in coordination with Customer.
<b>Domain Controllers (non-Common Server Architecture)</b>	
Equipment Alarms	Check LED and/or other status indicators for fault conditions.
Capture Diagnostics	Perform recommended diagnostic tests based on server type. Capture available diagnostic logs.
Verify System software physical media	Perform audit of software media on site. Verify that versions, KC numbers, and types match what is deployed to Customer server.
<b>Firewalls</b>	
Equipment Alarms	Check LED and/or other status indicators for fault conditions.
Capture Diagnostics	Perform recommended diagnostic tests based on server type. Capture available diagnostic logs.
<b>Logging Equipment</b>	
Equipment Alarms	Check LED and/or other status indicators for fault conditions.
Capture Diagnostics	Perform recommended diagnostic tests based on server type. Capture available diagnostic logs.
Server CPU Health	Check memory, HDD, CPU, and disk space utilization.

<b>PRIME SITE CHECKLIST – LEVEL 1</b>	
<b>Software</b>	
Verify System software physical media	Perform audit of software media on site. Verify that versions, KC numbers, and types match what is deployed to Customer server.
<b>Switches</b>	
Equipment Alarms	Check LED and/or other status indicators for fault conditions.



<b>PRIME SITE CHECKLIST – LEVEL 1</b>	
Capture Diagnostics	Perform recommended diagnostic tests based on switch type. Capture available diagnostic logs.
Clean Fans and Equipment	Use antistatic vacuum to clean cooling pathways.
<b>Routers</b>	
Equipment Alarms	Check LED and/or other status indicators for fault conditions.
Capture Diagnostics	Perform recommended diagnostic tests based on router type. Capture available diagnostic logs.
Clean Fans and Equipment	Use antistatic vacuum to clean cooling pathways.
<b>Miscellaneous Equipment</b>	
Equipment Alarms	Check LED and/or other status indicators for fault conditions.
Capture Diagnostics	Perform recommended diagnostic tests based on server type. Capture available diagnostic logs.
Site Frequency Standard Check (Timing Reference Unit)	Check LEDs for proper operation.
<b>Site Controllers</b>	
Capture Diagnostics	Perform recommended diagnostic tests based on server type. Capture available diagnostic logs.
Equipment Alarms	Check LED and/or other status indicators for fault conditions.
Clean Fans and Equipment	Use antistatic vacuum to clean cooling pathways.
Site Controller Redundancy (Trunking)	Roll site controllers with no dropped audio.
<b>Comparators</b>	
Equipment Alarms	Verify no warning/alarm indicators.
Capture Diagnostics	Perform recommended diagnostic tests based on server type. Capture available diagnostic logs.
Clean Fans and Equipment	Use antistatic vacuum to clean cooling pathways.

<b>DISPATCH SITE CHECKLIST – LEVEL 1</b>	
<b>General</b>	
Inspect all Cables	Inspect all cables and connections to external interfaces are secure.
Mouse and Keyboard	Verify operation of mouse and keyboard.
Configuration File	Verify each operator position has access to required configuration files.



<b>DISPATCH SITE CHECKLIST – LEVEL 1</b>	
Console Operator Position Time	Verify console operator position time is consistent across all operator positions.
Screensaver	Verify screensaver set as Customer prefers.
Screen Performance	Verify screen operational and is not suffering from dead pixels or image burn-in that prevent user operation.
Touchscreen	Verify touchscreen operation, if present.
Cabling/Lights/Fans	Visual inspection of all equipment cabling, lights, and fans
Filters/Fans/Dust	Clean all equipment filters and fans and remove dust.
Monitor and Hard Drive	Confirm monitor and hard drive do not "sleep".
DVD/CD	Verify and clean DVD or CD drive.
Time Synchronization	Verify console time is synchronized with NTP server
Anti-Virus	Verify anti-virus is enabled and that definition files have been updated within two weeks of current date.
<b>Headset Unplugged Testing</b>	
Speakers	Test all speakers for audio quality, volume, static, drop-outs, and excess hiss when turned up.
Channel Audio in Speaker	Verify selected channel audio in select speaker only.
Footswitch Pedals	Verify both footswitch pedals operational.
Radio On-Air Light	Verify radio on-air light comes on with TX (if applicable).
<b>Headset Plugged In Testing</b>	
Radio TX and RX	Verify radio TX/RX from both headset jacks. Verify levels OK. Check volume controls for noise, static, or drop-outs.
Speaker Mute	Verify speaker mutes when muted.
Telephone Operation	Verify telephone operational through both headset jacks. Check volume controls for noise, static, or drop-outs.
Audio Switches	Verify audio switches to speaker when phone off-hook if interfaced to phones.
Radio Takeover in Headset	Verify radio-takeover in headset mic when phone is off-hook, with mic switching to radio and muting phone during push-to-talk.
<b>Other Tests</b>	
Phone Status Light	Verify phone status light comes on when phone is off-hook (if applicable).
Desk Microphone Operation	Confirm desk mic operation (if applicable).
Radio Instant Recall Recorder ("IRR") Operation	Verify radio IRR operational on Motorola Solutions dispatch (if applicable).
Telephone IRR Operation	Verify telephone IRR operational on Motorola Solutions dispatch, if on radio computer.
Recording	Verify operator position being recorded on long term logging recorder, if included in service agreement



<b>DISPATCH SITE CHECKLIST – LEVEL 1</b>	
<b>Computer Performance Testing</b>	
Computer Reboot	Reboot operator position computer.
Computer Operational	Confirm client computer is fully operational (if applicable).
<b>Audio Testing</b>	
Conventional Resources	Confirm all conventional resources are functional, with adequate audio levels and quality.
Secure Mode	Confirm any secure talkgroups are operational in secure mode.
Trunked Resources	Confirm all trunked resources on screen are functioning by placing a call in both directions, at the Customer's discretion, and at a single operator position
Backup Resources	Confirm backup resources are operational.
<b>Logging Equipment Tests</b>	
Recording - AIS Test	Verify audio logging of trunked calls.
Recording	With Customer assistance, test operator position logging on recorder.
System Alarms	Review alarm system on all logging equipment for errors.
Capture Diagnostics	Perform recommended diagnostic tests based on equipment, and capture available diagnostic logs.
Verify System software Physical media	Perform audit of software media on site. Verify that versions, KC numbers, and types match what is deployed to Customer server.
<b>Playback Station (Motorola Solutions Provided)</b>	
Capture Diagnostics	Perform recommended diagnostic tests based on equipment, and capture available diagnostic logs.
Recall Audio	Verify that radio and telephone audio can be recalled.

<b>RF SITE CHECKLIST – LEVEL 1</b>	
<b>RF PM Checklist</b>	
Equipment Alarms	Verify no warning or alarm indicators.
Clean Fans and Equipment	Use an antistatic vacuum to clean cooling pathways.
Site Frequency Standard Check	Check LEDs for proper operation.
Basic Voice Call Check	Voice test each voice path, radio to radio.
Trunking Control Channel Redundancy	Roll control channel, test, and roll back.





<b>RF SITE CHECKLIST – LEVEL 1</b>	
Trunking Site Controller Redundancy, ASTRO 25 Site Repeater only	Roll site controllers with no dropped audio.
PM Optimization Workbook (See Section 1.4.6.8 Site Performance Evaluation Procedures for GTR tests)	Complete Base Station Evaluation tests - Frequency Error, Modulation Fidelity, Forward at Set Power, Reverse at Set Power, and Gen Level Desense no TX. Update station logs.

<b>MOSCAD CHECKLIST – LEVEL 1</b>	
<b>MOSCAD Server</b>	
Equipment Alarms	Verify no warning or alarm indicators.
Check Alarm/Event History	Review MOSCAD alarm and events to find if there are chronic issues.
Windows Event Logs	Review Windows event logs. Save and clear if full.
Password Verification	Log in to site devices to verify passwords. Document changes if any found.
Verify System software Physical media	Perform audit of software media on site. Verify that versions, KC numbers, and types match what is deployed to Customer server.
<b>MOSCAD Client</b>	
Equipment Alarms	Verify no warning or alarm indicators.
Check Alarm / Event History	Review MOSCAD alarm and events to find if there are chronic issues.
Windows Event Logs	Review Windows event logs. Save and clear if full.
Password Verification	Site devices to verify passwords. Document changes if any found.
Verify System software Physical media	Perform audit of software media on site. Verify that versions, KC numbers, and types match what is deployed to Customer server.
<b>MOSCAD RTU's</b>	
Equipment Alarms	Verify no warning or alarm indicators.
Verify Connectivity	Verify connectivity
Password Verification	Site devices to verify passwords. Document changes if any found.
Check Alarm/Event History	Review MOSCAD alarms and events to find if there are chronic issues.
Verify System software Physical media	Perform audit of software media on site. Verify that versions, KC numbers, and types match what is deployed to Customer server.



<b>FACILITIES CHECKLIST – LEVEL 1</b>	
<b>Visual Inspection Exterior</b>	
Antenna Site Registration Sign	Verify that the Antenna Site Registration sign is posted.
Warning Sign - Tower	Verify that a warning sign is posted on the tower.
Warning Sign - Gate	Verify that a warning sign is posted at the compound gate entrance.
10 Rule Sign	Verify that a 10 rules sign is posted on the inside of the shelter door.
Outdoor Lighting	Verify operation of outdoor lighting and photocell.
Exterior of Building	Check exterior of building for damage and disrepair.
Fences / Gates	Check fences and gates for damage and disrepair.
Landscape / Access Road	Check landscape and access road for accessibility.
<b>Visual Inspection Interior</b>	
Electrical Surge Protectors	Check electrical surge protectors for alarms.
Emergency Lighting	Verify emergency lighting operation.
Indoor Lighting	Verify indoor lighting.
Equipment Inspection	Visually inspect that all hardware, including equipment, cables, panels, batteries, and racks, is in acceptable physical condition for normal operation.
Regulatory Compliance (License, ERP, Frequency, Deviation)	Check for site and station FCC licensing indicating regulatory compliance.
Clean Fans and Equipment	Use antistatic vacuum to clean cooling pathways.
<b>UPS</b>	
Visual inspection (condition, cabling)	Check for damage, corrosion, physical connections, dirt and dust, and error indications.
<b>Generator</b>	
Visual Inspection	Check panel housing for cracks, rust, and weathering. Check physical connections for corrosion, dirt and dust, or other abnormal conditions.
Fuel	Verify fuel levels in backup generators, document date of last fuel delivered from fuel service provider.

<b>FACILITIES CHECKLIST – LEVEL 1</b>	
Oil	Check the oil dipstick for proper level. Note condition of oil.
Verify operation (no switchover)	Verify generator running and check ease or difficulty of start. Is generator "throttling" or running smooth? Any loud unusual noise? Document any concerns or abnormal conditions.
Motorized Dampers	Check operation
<b>HVAC</b>	
Air Filter	Check air filter and recommend replacement if required.
Coils	Check coils for dirt and straightness.
Outdoor Unit	Check that outdoor unit is unobstructed.
Wiring	Check wiring for insect and rodent damage.
Cooling / Heating	Check each HVAC unit for cooling/heating.
Motorized Dampers	Check operation.
<b>TOWER CHECKLIST – LEVEL 1</b>	
<b>Structure Condition</b>	
Rust	Check structure for rust.
Cross Members	Check for damaged or missing cross members.
Safety Climb	Check safety climb for damage.
Ladder	Verify that ladder system is secured to tower.
Welds	Check for cracks or damaged welds.
Outdoor lighting/photocell	Test outdoor lighting and photocell.
Drainage Holes	Check that drainage holes are clear of debris.
Paint	Check paint condition.
<b>Tower Lighting</b>	
Lights/Markers	Verify all lights and markers are operational.
Day/Night Mode	Verify day and night mode operation.
Power Cabling	Verify that power cables are secured to tower.
<b>Antennas and Lines</b>	
Antennas	Visually inspect antennas for physical damage from ground using binoculars.
Transmission Lines	Verify that all transmission lines are secure on the tower.
<b>Grounding</b>	
Structure Grounds	Inspect grounding for damage or corrosion
<b>Guy Wires</b>	
Tower Guys	Visually inspect guy wires for fraying, loss of tension, or loss of connection.
Guy Wire Hardware	Check hardware for rust.

<b>FACILITIES CHECKLIST – LEVEL 1</b>	
<b>Concrete Condition</b>	
Tower Base	Check for chips or cracks.



### 1.4.6.8 Site Performance Evaluation Procedures

The Preventive Maintenance service includes the site performance evaluation procedures listed in this section.

<b>ASTRO 25 GTR ESS SITE PERFORMANCE</b>
<b>Antennas</b>
Transmit Antenna Data
Receive Antenna System Data
Tower Top Amplifier Data
<b>FDMA Mode</b>
Base Radio Transmitter Tests
Base Radio Receiver Tests
Base Radio Transmit RFDS Tests
Receive RFDS Tests with TTA (if applicable)
Receive RFDS Tests without TTA (if applicable)
<b>TDMA Mode</b>
Base Radio TDMA Transmitter Tests
Base Radio TDMA Receiver Tests
TDMA Transmit RFDS Tests
TDMA Receive RFDS Tests with 432 Diversity TTA
TDMA Receive RFDS Tests with 2 Independent TTA's (if applicable)
TDMA Receive RFDS Tests without TTA (if applicable)



## 1.4.7 Network Updates

### 1.4.7.1 Description of Service

The ASTRO 25 Network Updates periodically provides updates to system software and cloud platforms, with associated implementation services and hardware changes, to keep the overall ASTRO 25 system in a supportable state for maintenance, repair, overall network health, and security.

### 1.4.7.2 Scope

As system releases become available, Motorola Solutions agrees to provide the Customer with the software, hardware and implementation services required to execute up to one system infrastructure update in each eligible update window over the term of this agreement. The term of the agreement is listed in Table 1-9: Network Updates Term. The eligible update windows and their duration are illustrated in Table 1-10: Eligible Update Windows.

If needed to perform the software updates, Motorola Solutions will provide updated and/or replacement hardware for covered infrastructure components. System release updates, when executed, will provide an equivalent level of functionality as that originally purchased and deployed by the Customer. At Motorola Solutions' option, new system releases may introduce new features or enhancements that Motorola Solutions may offer for purchase. These new features, available separately for purchase, are not part of the Network Updates.

With the addition of the cloud services, Motorola Solutions agrees to provide continuous updates to the cloud core to enable the delivery of additional functionality. Cloud updates will be more frequent than the ASTRO 25 system release updates and will occur outside the defined eligible update windows in Table 1-10: Eligible Update Windows. Motorola Solutions may in its sole discretion automatically apply the cloud updates as they become available.

**Table 1-9: Network Updates Term**

<b>Duration:</b>	4 Year(s)
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**Table 1-10: Eligible Update Windows**

<b>First Eligible Update Window</b>	<b>Second Eligible Update Window</b>
<b>Duration:</b>	<b>Duration:</b>
2022-2023 Year(s)	2024-2025 Year(s)

The methodology for executing each system update is described in Section 1.4.7.4: **Error! Reference source not found.** through Section 1.4.7.7: **Error! Reference source not found.**

ASTRO 25 Network Updates pricing is based on the system configuration outlined in Section 1.4.7.11: **Error! Reference source not found.** This configuration is to be reviewed annually from the contract effective date. Any change in system configuration may require an ASTRO 25 Network Updates price adjustment.

The price quoted for ASTRO 25 Network Updates requires the Customer to choose a certified system update path in Section 1.4.7.11: **Error! Reference source not found.** Should the Customer elect an update path other than one listed in Section 1.4.7.11: **Error! Reference source not found.**, the Customer agrees that additional fees may be incurred to complete the implementation of the system

update. In this case, Motorola Solutions agrees to provide a price quotation for any additional materials and services necessary.

### 1.4.7.3 Inclusions

The ASTRO 25 Network Updates only covers the products that are outlined in this section and does not cover all products. Refer to Section 1.4.7.8: **Error! Reference source not found.** for examples of exclusions and limitations.

The ASTRO 25 Network Updates covers ASTRO 25 certified software releases for the following products provided they were present at the time of contract execution and provided as part of the ASTRO 25 certified solution:

- Servers.
- Workstations.
- Laptops.
- Firewalls.
- Routers.
- LAN switches.
- MCC 7100 Dispatch Consoles.
- MCC 7500 Dispatch Consoles.
- MCC 7500E Dispatch Consoles.
- GTR 8000 Base Stations.
- GCP 8000 Site Controllers.
- DSC 8000 Site Controllers.
- GCM 8000 Comparators.
- Motorola Solutions logging interface equipment.
- PBX switches for telephone interconnect.
- NICE and Verint IP logging solutions (if software, hardware and lifecycle purchased through Motorola Solutions).

The following hardware components, if originally provided by Motorola Solutions as part of the certified ASTRO 25 release, are eligible for full product replacement when necessary to support the system release update:

- Servers.
- Workstations.
- Laptops.
- Firewalls.
- Routers.
- LAN switches.
- PBX switches for telephone interconnect.
- CirrusNode (Edge Compute Device).
- Cirrus Cloud Firewall.
- Hub Site Router.
- Hub Site Switch.
- Command Central Hub.
- ActiveEye Remote Security Server.
- MPLS Backhaul Router (optional).



The following hardware components, if originally provided by Motorola Solutions, are eligible for board-level replacement when necessary to support the system release update. A “board-level replacement” is defined as any Field Replaceable Unit (“FRU”) for the products listed below:

- GTR 8000 Base Stations.
- GCP 8000 Site Controllers.
- GCM 8000 Comparators.
- MCC 7500 Dispatch Console Voice Processing Module.

The ASTRO 25 Network Updates apply only to system release updates within the ASTRO 25 7.x platform.

The ASTRO 25 Network Updates entitles the Customer to eligible past software versions for the purpose of downgrading product software to a compatible release version. Past versions from within the Standard Support Period will be available.

ASTRO 25 Network Updates makes available the subscriber radio software releases that are shipping from the factory during the coverage period.

#### 1.4.7.4 Update Planning and Preparation

All items listed in this section are to be completed at least 6 months prior to a scheduled update.

##### 1.4.7.4.1 Motorola Solutions Responsibilities

- Obtain and review infrastructure system audit data as needed.
- Identify the backlog accumulation of security patches and antivirus updates needed to implement a system release.
- If applicable, identify additional system hardware needed to implement a system release.
- Identify Customer provided hardware that is not covered under this agreement, or where the Customer will be responsible for implementing the system release update software.
- Identify the equipment requirements and the installation plan.
- Advise the Customer of probable impact to system users during the cloud update and the actual field update implementation.
- If applicable, advise the Customer on the network connection specifications necessary to perform the system update.
- Where necessary to maintain existing functionality and capabilities, deploy and configure any additional telecommunications equipment necessary for connectivity to the cloud based technologies.
- Assign program management support required to perform the certified system update. Prepare an overall project schedule identifying key tasks and personnel resources required from Motorola Solutions and Customer for each task and phase of the update. Conduct a review of this schedule and obtain mutual agreement of the same.
- Assign installation and engineering labor required to perform the certified system update.
- Provide access to cloud training videos, frequently asked questions, and help guide.
- Deliver release impact and change management training to the primary zone core owners, outlining the changes to their system as a result of the update path elected. This training needs to be completed at least 12 weeks prior to the scheduled update. This training will not be provided separately for user agencies who reside on a zone core owned by another entity. Unless specifically stated in this document, Motorola Solutions will provide this training only once per system.





#### 1.4.7.4.2 Customer Responsibilities

- Contact Motorola Solutions to schedule and engage the appropriate Motorola Solutions resources for a system release update and provide necessary information requested by Motorola Solutions to execute the update. Review update schedule and reach mutual agreement of the same.
- Identify hardware not purchased through Motorola Solutions that will require the system release update software.
- If applicable, provide network connectivity at the zone core site(s) for Motorola Solutions to use to download and pre-position the software that is to be installed at the zone core site(s) and pushed to remote sites from there. Motorola Solutions will provide the network connection specifications, as listed in Section 1.4.7.4.1: Motorola Solutions Responsibilities. Network connectivity must be provided at least 12 weeks prior to the scheduled update. In the event access to a network connection is unavailable, the Customer may be billed additional costs to execute the system release update.
- Assist in site walks of the system during the system audit when necessary.
- Provide a list of any FRUs and/or spare hardware to be included in the system release update when applicable. Upon reasonable request by Motorola Solutions, Customer will provide a complete serial and model number list of the equipment. The inventory count of Customer FRUs and/or spare hardware to be included as of the start of the Network Updates is included in Section 1.4.7.11: **Error! Reference source not found.**
- Acknowledge that new and optional system release features or system expansions, and their required implementation labor, are not within the scope of the Network Updates. The Customer may purchase these under a separate agreement.
- If not provided by Motorola Solutions, maintain an internet connection between the on premise radio solution and the cloud platform.
- Participate in release impact training at least 12 weeks prior to the scheduled update. This applies only to primary zone core owners. It is the zone core owner's responsibility to contact and include any user agencies that need to be trained, or to act as a training agency for those users not included.

#### 1.4.7.5 System Readiness Checkpoint

All items listed in this section are to be completed at least 30 days prior to a scheduled update.

##### 1.4.7.5.1 Motorola Solutions Responsibilities

- Perform appropriate system backups
- Work with the Customer to validate that all system maintenance is current
- Work with the Customer to validate that all available security patches and antivirus updates have been updated on the Customer's system

##### 1.4.7.5.2 Customer Responsibilities

- Validate that system maintenance is current.

#### 1.4.7.6 System Update

##### 1.4.7.6.1 Motorola Solutions Responsibilities

- Perform system infrastructure update for the system elements outlined in this SOW.



#### 1.4.7.6.2 Customer Responsibilities

- Inform system users of software update plans and scheduled system downtime.
- Cooperate with Motorola Solutions and perform all acts that are reasonable or necessary to enable Motorola Solutions to provide software update services.

#### 1.4.7.7 Update Completion

##### 1.4.7.7.1 Motorola Solutions Responsibilities

- Validate all certified system update deliverables are complete as contractually required.
- Confirm with Customer that the cloud is available for beneficial use.

##### 1.4.7.7.2 Customer Responsibilities

- Cooperate with Motorola Solutions in efforts to complete any post update punch list items as needed.

#### 1.4.7.8 Limitations and Exclusions

The parties acknowledge and agree that the ASTRO 25 Network Updates does not cover the following products:

- MCC5500 Dispatch Consoles.
- MIP5000 Dispatch Consoles.
- E911 systems.
- Custom software, Computer-aided Dispatch (“CAD”), Records Management Software.
- Data radio devices.
- Laptops, mobile computing devices not purchased through Motorola Solutions.
- Two-way radio subscriber products.
- NICE and Verint products not purchased through Motorola Solutions
- Third party logging recorders not certified by Motorola Solutions, i.e. Eventide
- Genesis products not purchased through Motorola Solutions
- Point-to-point and backhaul products, such as MPLS equipment, microwave terminals, and associated multiplex equipment.
- Items that are consumed in the normal operation of the hardware, such as but not limited accessories, microphones, speakers, keyboards, monitors, and printers.

The Customer and Motorola Solutions agree that systems that have non-standard configurations that have not been certified by Motorola Solutions Systems Integration Testing are specifically excluded from the ASTRO 25 Network Updates unless otherwise agreed in writing by Motorola Solutions and included in this SOW.

Customer acknowledges that if the system has a Special Product Feature, that it may be overwritten by the software update. Restoration of that feature is not included in the coverage of this SOW.

Support for Customer provided connectivity to the cloud platform is not covered under this agreement.

ASTRO 25 Network Updates does not cover any hardware or software purchased directly from a third party by the Customer, unless specifically included in this SOW.

The Network Updates excludes repair or maintenance of any transmission line, antenna, microwave equipment, tower or tower lighting, duplexer, combiner, or multicoupler. Motorola Solutions has no obligations for any transmission medium, such as telephone lines, computer networks, the internet or worldwide web, or for hardware malfunction caused by the transmission medium.

New subscriber radio options and features not previously purchased by the Customer are excluded from ASTRO 25 Network Updates coverage. Additionally, subscriber software installation and reprogramming are excluded from the ASTRO 25 Network Updates coverage.

ASTRO 25 Network Updates does not include repair or replacement of hardware or software that is due to defects that are not corrected by the system release, nor does it include repair or replacement of hardware defects resulting from any nonstandard, improper use or conditions; or from unauthorized installation of software; or excessive wear and tear; or accidental damage, power surges, neglect, or other force majeure events.

Any updates to hardware versions and/or replacement hardware required to support new features or those not specifically required to maintain existing functionality are not included. Platform migrations are the replacement of a product with the next generation of that product. Unless otherwise stated, platform migrations such as, but not limited to, stations, comparators, site controllers, consoles, backhaul, and network changes are not included.

Updates for equipment add-ons or expansions during the term of this ASTRO 25 Network Updates are not included in the coverage of this SOW unless otherwise agreed to in writing by Motorola Solutions.

Any implementation services that are not directly required to support the certified system update are not included. Unless otherwise stated, implementation services necessary to provide system expansions, platform migrations, and/or new features or functionality that are implemented concurrently with the certified system update are not included.

ASTRO 25 Network Updates does not cover or include deliverables included with the Security Update Service. The Network Updates does not include software support for virus attacks, applications that are not part of the ASTRO 25 system, unauthorized modifications or other misuse of the covered software.

At the time of update, Motorola Solutions will provide the latest applicable software, patches and antivirus updates when and if available, as a part of the system release update. The security patches and antivirus updates delivered as part of this update are intended to bring the system current in all respects but does not imply that the Customer is eligible for ongoing security patching. The update may include third party software such as Microsoft Windows and Server OS, Red Hat Linux, and any Motorola Solutions software service packs that may be available. Motorola Solutions will only provide patch releases that have been analyzed, pre-tested, and certified in a dedicated ASTRO 25 test lab to ensure that they are compatible and do not interfere with the ASTRO 25 network functionality.

#### 1.4.7.9 Special Provisions

The migration of capabilities from ASTRO 25 on-premise infrastructure to the cloud is not considered to be a platform migration and is therefore included in the deliverable of the Network Updates agreement. Technologies based on cloud architecture will be a part of the Motorola Solutions roadmap and may be subject to additional cloud terms and conditions.

The Network Updates does not extend to customer-provided software and hardware. Motorola Solutions makes no warrants or commitments about adapting our standard system releases to accommodate customer implemented equipment. If during the course of an update, it is determined

that customer provided software and/or hardware does not function properly, Motorola Solutions will notify the customer of the limitations. The customer owns any costs and liabilities associated with making the customer provided software and/or hardware work with the standard Motorola Solutions system release. This includes, but is not limited to, Motorola Solutions costs for the deployment of resources to implement the update once the limitations have been resolved by the customer.

Any Motorola Solutions software, including any system releases, is licensed to Customer solely in accordance with the applicable Motorola Solutions Software License Agreement. Any non-Motorola Solutions Software is licensed to Customer in accordance with the standard license, terms, and restrictions of the copyright owner unless the copyright owner has granted to Motorola Solutions the right to sublicense the Non-Motorola Solutions Software pursuant to the Software License Agreement, in which case it applies and the copyright owner will have all of Licensor's rights and protections under the Software License Agreement. Motorola Solutions makes no representations or warranties of any kind regarding non-Motorola Solutions Software. Non-Motorola Solutions Software may include Open Source Software.

ASTRO 25 Network Updates coverage and the parties' responsibilities described in this SOW will automatically terminate if Motorola Solutions no longer supports the ASTRO 25 7.x software version in the Customer's system or discontinues the ASTRO 25 Network Updates program. In either case, Motorola Solutions will refund to Customer any prepaid fees for ASTRO 25 Network Updates applicable to the terminated period.

If the Customer cancels a scheduled update within less than 12 weeks of the scheduled on site date, Motorola Solutions reserves the right to charge the Customer a cancellation fee equivalent to the cost of the pre-planning efforts completed by the Motorola Solutions Upgrade Operations Team.

The ASTRO 25 Network Updates annualized price is based on the fulfillment of the system release update in each eligible update window. If the Customer terminates, except if Motorola Solutions is the defaulting party, the Customer will be required to pay for the balance of payments owed in that eligible update window if a system release update has been taken prior to the point of termination.

#### 1.4.7.10 ASTRO 25 System Release Update Paths

The update paths for standard ASTRO 25 system releases are listed in Table 1-11: Certified Standard ASTRO 25 System Release Update Paths.

**Table 1-11: Certified Standard ASTRO 25 System Release Update Paths**

ASTRO 25 System Release	Certified Upgrade Paths
Pre-7.17.X	Update to Current Shipping Release
A7.17.X	A2020.1
A7.18	A2021.1
A2019.2	A2021.1
A2020.1	A2022.1

The update paths for high security ASTRO 25 system releases for federal deployments are described in Table 1-12: Certified High Security ASTRO 25 System Release Update Paths.

**Table 1-12: Certified High Security ASTRO 25 System Release Update Paths**

ASTRO 25 High Security System Release	Certified Upgrade Paths
A7.17.X	A2020.HS



ASTRO 25 High Security System Release	Certified Upgrade Paths
A2020.HS	A2022.HS

\* The release taxonomy for the ASTRO 25 7.x platform is expressed in the form "ASTRO 25 7.x release 20YY.Z". In this taxonomy, YY represents the year of the release, and Z represents the release count for that release year.

A20XX.HS enhances the ASTRO 25 System release with support for Public key infrastructure ("PKI") Common Access Card/Personal Identity Verification (CAC/PIV) and with Cyber Security Baseline Assurance.

- The most current system release update paths can be found in the most recent Lifecycle Services bulletin.
- The information contained herein is provided for information purposes only and is intended only to outline Motorola Solutions' presently anticipated general technology direction. The information in the roadmap is not a commitment or an obligation to deliver any product, product feature or software functionality and Motorola Solutions reserves the right to make changes to the content and timing of any product, product feature, or software release.

#### 1.4.7.11 System Pricing Configuration

This configuration is to be reviewed annually from the contract effective date. Any change in system configuration may require an ASTRO 25 Network Updates price adjustment.

**Table 1-13: System Configuration**

System Configuration	
<b>Master Site Configuration</b>	
Cloud based Master Site	0
Cloud based DSR Site	0
On-Premise Master Site	0
On-Premise DSR Site	0
<b>System Level Features</b>	
Standalone servers (Critical Connect / Smart Connect / Edge Server)	0
MOSCAD NFM RTU (typically 1 per site location)	0
MOSCAD NFM / SDM Clients	0
Network Management Clients	1
Unified Network Services (UNS) or KMF	0
Telephone Interconnect	0
<b>Security Configuration</b>	
Distinct CEN Network Segments	1
Monitored CEN Endpoints	0
AERSS Sensors	0
Firewalls	1
Intrusion Detection Sensor (IDS)	0
Centralized Event Logging (SysLog)	0

<b>System Configuration</b>	
Zone Core Protection (ZCP)	0
Radio Authentication	0
<b>RF Site Configuration</b>	
Virtual Prime Sites	0
IP Simulcast Prime Sites (include co-located/redundant)	0
RF Sites (include Simulcast sub-sites, ASR sites, HPD sites)	0
GTR 8000 Base Stations	0
<b>Dispatch Site Configuration</b>	
Dispatch Site Locations	1
MCC7500 Dispatch Consoles	13
MCC7100 Dispatch Consoles	0
AIS	1
CCGWs	2
MC EDGE Aux I/O	0
AXS Console Dispatch Site Locations	0
AXS Console PDH (Command Central Hub)	0
AXS Servers	0
<b>Third Party Elements</b>	
NICE Logging recorders (IP, Telephony, or Analog) Purchased through MSI	0
Verint Logging recorders (IP, Telephony, or Analog) Purchased through MSI	0
MACH Alert FSA Purchased through MSI	0
Genesis Applications Purchased through MSI	0



# 1.5 PRIORITY LEVEL DEFINITIONS AND RESPONSE TIMES

Table 1-14 describes the criteria Motorola Solutions uses to prioritize incidents and service requests, and lists the response times for those priority levels.

**Table 1-14: Priority Level Definitions and Response Time**

Incident Priority	Incident Definition	Initial Response Time	On-site Response Time
<b>Critical P1</b>	<p><b>Core:</b> Core server or core link failure. No redundant server or link available.</p> <p><b>Sites/Subsites:</b> Primary site down. Two RF sites or more than 10% of RF sites down, whichever is greater.</p> <p><b>Consoles:</b> More than 40% of a site's console positions down.</p> <p><b>Conventional Channels:</b> Conventional Channel Gateways (CCGW) down without redundant gateways available.</p> <p><b>Security Features:</b> Security is non-functional or degraded.</p> <p><b>Alarm Events:</b> Door, motion, intrusion, power failure, or environmental alarms triggered.</p>	<p>Response provided 24/7 until service restoration.</p> <p>Technical resource will acknowledge incident and respond within 30 minutes of CMSO logging incident.</p>	<p>Response provided 24/7 until service restoration.</p> <p>Field service technician arrival on-site within 4 hours of receiving dispatch notification.</p>
<b>High P2</b>	<p><b>Core:</b> Core server or link failures. Redundant server or link available.</p> <p><b>Consoles:</b> Between 20% and 40% of a site's console positions down.</p> <p><b>Sites/Subsites:</b> One RF site or up to 10% of RF sites down, whichever is greater.</p> <p><b>Conventional Channels:</b> Up to 50% of CCGWs down. Redundant gateways available.</p> <p><b>Network Elements:</b> Site router, site switch, or GPS server down. No redundant networking element available.</p>	<p>Response provided 24/7 until service restoration.</p> <p>Technical resource will acknowledge incident and respond within 1 hour of CMSO logging incident.</p>	<p>Response provided 24/7 until service restoration.</p> <p>Field service technician arrival on-site within 4 hours of receiving dispatch notification.</p>
<b>Medium P3</b>	<p><b>Consoles:</b> Up to 20% of a site's console positions down.</p> <p><b>Conventional Channels:</b> Single channel down. Redundant gateway available.</p> <p><b>Network Elements:</b> Site router/switch or GPS server down. Redundant networking element available.</p>	<p>Response provided during normal business hours until service restoration.</p> <p>Technical resource will acknowledge incident and respond within 4 hours of CMSO logging incident.</p>	<p>Response provided during normal business hours until service restoration.</p> <p>Field service technician arrival on-site within 8 hours of receiving dispatch notification.</p>
<b>Low P4</b>	<p><b>Service Requests:</b> Minor events and warnings in the system. Preventative and planned maintenance activities (scheduled work).</p>	<p>Response provided during normal business hours.</p> <p>Motorola Solutions will acknowledge and respond within 1 Business Day.</p>	<p>Not applicable.</p>



## Section 1

# ASTRO 25 Remote Security Update Service Statement of Work

## 1.1 Overview

Motorola Solutions' ASTRO® 25 Remote Security Update Service ("RSUS") provides pretested security updates, minimizing cyber risk and software conflicts. These security updates contain operating system security patches and antivirus definitions that have been validated for compatibility with ASTRO 25 systems. Motorola Solutions will remotely deliver tested security updates to the Customer using a network connection. Reboot responsibility is determined by which options are included as part of this service.

The ASTRO 25 Monthly Security Update Service ("SUS") is a prerequisite for RSUS. Please see the Statement of Works for: ASTRO 25 SUS Statement of Work.

This Statement of Work ("SOW"), including all of its subsections and attachments, is an integral part of the applicable agreement ("Agreement") between Motorola Solutions, Inc. ("Motorola Solutions") and the customer ("Customer").

In order to receive the services as defined within this SOW, the Customer is required to keep the system within a standard support period as described in Motorola Solutions' Software Support Policy ("SwSP").

## 1.2 Description of Service

Motorola Solutions remotely installs pretested security updates on the applicable ASTRO system components. Motorola Solutions tests security updates for compatibility with ASTRO 25 in a dedicated information assurance lab.

Motorola Solutions will install compatible ASTRO 25 security updates using a remote connection. After installing tested security updates remotely, Motorola Solutions provides the Customer with a report outlining the updates made to the Customer's system. This report will inform the Customer of security update network transfers and installation.



### 1.2.1 Remote Update Requirements

An always on, reliable connection from the Customer’s network to Motorola Solutions is required to enable this service. Recommended Internet bandwidth of 20 Mbps or higher. Additional hardware (such as a secure router) may be provided to deliver the services. If the Customer is unable to install the equipment or provide a suitable Internet connection, please contact your CSM to discuss options. Please note, if an existing connection is available, this may be suitable to deliver the service.

Customer systems with slow and/or unreliable remote site links may impact our ability to deliver the service.

In some instances, Motorola Technical Notices (“MTN”) must be applied to enable Motorola Solutions to remotely deploy the latest security updates. MTN installation is not part of RSUS. In the event Motorola Solutions cannot deploy security updates unless one or more MTNs are installed, Motorola Solutions will communicate this to the Customer. The Customer and their Customer Support Manager (“CSM”) will determine how to apply necessary MTNs. Once necessary MTNs are applied to the Customer’s system, Motorola Solutions will continue to remotely deploy security updates.

Connections to other networks, herein referred to as Customer Enterprise Network (“CEN”), are delineated by firewalls. All security updates deployed by RSUS are specific to the equipment included in the ASTRO 25 radio network with only the following exceptions: Key Management Facility (“KMF”) and MCC 7500e consoles.

The Customer may request, via the CSM, that Motorola Solutions remotely updates MCC 7500e consoles and KMF in the Customer’s CEN as part of RSUS, or designate Customer IT resources to install the security updates. The Customer must make the appropriate configuration changes to their firewall allowing access.

### 1.2.2 Reboot Support

If Reboot Support is included with RSUS, Motorola Solutions provides technician support to reboot impacted Microsoft Windows servers and workstations after operating system security patches have been installed.

## 1.3 Scope

RSUS includes pretested security updates for the software listed in Table 1-1. This table also describes the release cadence for security updates.

**Table 1-1: Update Cadence**

Software	Update Release Cadence
Antivirus Definition Files	Weekly
Microsoft Windows	Monthly
Microsoft Windows SQL Server	Quarterly
Microsoft Windows third party (i.e. Adobe Reader)	Monthly
Red Hat Linux (RHEL)	Quarterly

Software	Update Release Cadence
VMWare ESXi Hypervisor	Quarterly
McAfee Patch(es)	Quarterly
Dot Hill DAS Firmware	Quarterly
HP SPP Firmware	Quarterly

Motorola Solutions will provide an Impact Timeline (“ITL”) to show installation tasks scheduled during normal business hours, including preparation work and the transfer of security updates to local storage or memory. Server and workstation reboots or zone controller rollover will be initiated at the times shared in the ITL.

Intrusive security updates require Customer coordination, may require hardware reboots and zone controller rolling (switching from one zone controller to the other) to fully implement. Systems with redundant zone controllers (L2, M2, M3) have low downtime (minutes) as the zone controllers are rolled, but systems with single zone controllers (L1, M1) will be down for longer periods. While rolling the zone controllers, the system will operate in “Site trunking” mode. The Customer will need to be aware of these operational impacts, and coordinate events with users.

## 1.4 Inclusions

Supported ASTRO 25 core types and security update delivery methods are included in Table 1-2. This table indicates if Motorola Solutions will provide any RSUS optional services to the Customer. RSUS supports the current Motorola Solutions ASTRO 25 system release and aligns with the established Software Support Policy (SwSP).

Motorola Solutions reserves the right to determine which releases are supported as business conditions dictate. Additional charges may apply in the event of supporting older releases. Contact Motorola Solutions’ assigned CSM for the latest supported releases.

**Table 1-2: SUS Packages**

Service	ASTRO 25 Core Type	Included
Remote Security Update Service	L Core M Core Simplified Core	X
Remote Security Update Service with Reboot Support	L Core M Core Simplified Core	

Responsibilities for rebooting applicable hardware are detailed in Section 1-8 Reboot Responsibilities.

## 1.5 Motorola Solutions Responsibilities

- If required, in order to provide the services, Motorola Solutions will send to the customer a secure router and / or a Network Management Client for installation in the ASTRO system. If the Customer is unable to install, please contact your CSM who will be able to arrange for this to be completed.
- Remotely deploy patches listed in Section 1.3 Scope on the Customer's system. Patches will be installed on the cadence described in that section.
  - As outlined in Section 1.3 Scope, coordinate and communicate with the Customer when installing updates that will require server reboots, workstation reboots, or both.
  - Install non-intrusive updates, like antivirus definitions, as released without coordination.
- In the event no security updates are released by the Original Equipment Manufacturers ("OEM") during the usual time period, Motorola Solutions will send a notice that no new security updates were deployed.

## 1.6 Limitations and Exclusions

- Systems with non-standard configurations that have not been certified by Motorola Solutions' Systems Integration and Test ("SIT") team are specifically excluded from this service, unless otherwise agreed in writing by Motorola Solutions.
- Interim or unplanned releases outside the supported release cadence.
- Service does not include pretested intrusion detection system ("IDS") signature updates for IDS solutions. However, select vendor IDS signature updates are made available via the secure website. The available vendors may change pursuant to Motorola Solutions' business decisions. The Customer is responsible for complying with all IDS licensing requirements and fees, if any.
- This service does not include releases for Motorola Solutions products that are not ASTRO 25 L, M, and Simplified Core radio network infrastructure equipment. The following are examples of excluded products: WAVE PTX™, Critical Connect, and VESTA® solutions.
- K Core ASTRO 25 systems are excluded.
- Motorola Solutions product updates are not included in these services.
- Shared network infrastructure firmware, such as transport and firewall firmware are not included in these services.
- This service excludes the delivery of MTNs to the customer system.
- Motorola Solutions does not represent that it will identify, fully recognize, discover, or resolve all security events or threats, system vulnerabilities, malicious codes or data, backdoors, or other system threats or incompatibilities as part of the service, or that the agreed upon cadence/time of delivery will be sufficient to identify, mitigate or prevent any cyber incident.

## 1.7 Customer Responsibilities

- This service requires connectivity from Motorola Solutions to the Customer's ASTRO 25 system. If required, procure internet connectivity before the service commences, and maintain it for the duration of the service contract.
- Refrain from making uncertified changes to the ASTRO 25 system. Consult with Motorola Solutions before making changes to the ASTRO 25 system.
- Be aware of the operational impacts of RSUS update installation, and coordinate the update process with users.
- Coordinate any maintenance or other updates that are not part of RSUS with Motorola Solutions to minimize downtime and redundant efforts.
- Motorola Technical Notices ("MTN") must be applied to enable Motorola Solutions to remotely deploy the latest security updates.

## 1.8 Reboot Responsibilities

Microsoft Windows servers and workstations often need to be rebooted before security updates take full effect and mitigate vulnerabilities. Reboot responsibilities are determined by the specific RSUS package being purchased. Table 1-3 contains the breakdown of responsibilities. Section 1-4 indicates which services are included.

**Table 1-3: Reboot Responsibilities Matrix**

Remote SUS Package	Motorola Solutions Responsibilities	Customer Responsibilities
Remote Security Update Service	<ul style="list-style-type: none"> <li>• Provide a report to the Customer's main contact listing the servers or workstations which must be rebooted to ensure installed security updates become effective.</li> </ul>	<ul style="list-style-type: none"> <li>• When a security update requires a reboot, reboot servers and workstations after security updates are installed.                             <ul style="list-style-type: none"> <li>- When remote deployment is in progress, it may be necessary for multiple reboots to be coordinated with Motorola Solutions.</li> </ul> </li> </ul>
Remote Security Update Service with Reboot Support	<ul style="list-style-type: none"> <li>• When a security update requires a reboot, dispatch a technician to reboot servers and workstations after security updates are installed.</li> </ul>	

## 1.9 Disclaimer

This service tests OEM security updates. Delivering security updates for specific software depends on OEM support for that software. If an OEM removes support (e.g. end-of-life) from deployed software, Motorola Solutions may work with the OEM to reduce the impact, but may remove support for the affected software from this service without notice.

**Section 1**

# ASTRO 25 System Upgrade Agreement Statement of Work

## 1.1 Overview

Utilizing the ASTRO® 25 System Upgrade Agreement (“SUA”) service, the ASTRO25 system is able to take advantage of new functionality and security features while extending the operational life of the system. Motorola Solutions continues to make advancements in on-premise and cloud technologies to bring value to our customers. Cloud technologies enable the delivery of additional functionality through frequent updates ensuring the latest in ASTRO 25 is available at all times.

This Statement of Work (“SOW”), including all of its subsections and attachments is an integral part of the applicable agreement (“Agreement”) between Motorola Solutions, Inc. (“Motorola Solutions”) and the customer (“Customer”).

The Customer is required to keep the system within a standard support period as described in Motorola Solutions’ Software Support Policy (“SwSP”).

## 1.2 Description of Service

The ASTRO System Upgrade Agreement periodically provides upgrades to system software and cloud platforms, with associated implementation services and hardware changes, to keep the overall ASTRO 25 system in a supportable state for maintenance, repair, overall network health, and security.

## 1.3 Scope

As system releases become available, Motorola Solutions agrees to provide the Customer with the software, hardware and implementation services required to execute up to one system infrastructure upgrade in each eligible upgrade window over the term of this agreement. The term of the agreement is listed in Table 1-1: SUA Term. The eligible upgrade windows and their duration are illustrated in Table 1-2: Eligible Upgrade Window.

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If needed to perform the software upgrades, Motorola Solutions will provide updated and/or replacement hardware for covered infrastructure components. System release upgrades, when executed, will provide an equivalent level of functionality as that originally purchased and deployed by the Customer. At Motorola Solutions' option, new system releases may introduce new features or enhancements that Motorola Solutions may offer for purchase. These new features, available separately for purchase, are not part of the System Upgrade Agreement.

With the addition of the cloud services, Motorola Solutions agrees to provide continuous updates to the cloud core to enable the delivery of additional functionality. Cloud updates will be more frequent than the ASTRO 25 system release upgrades and will occur outside the defined eligible upgrade windows in Table 1-2: Eligible Upgrade Window. Motorola Solutions may in its sole discretion automatically apply the cloud updates as they become available.

**Table 1-1: SUA Term**

Duration
----------

4 years

**Table 1-2: Eligible Upgrade Window**

First Eligible Upgrade Window	Second Eligible Upgrade Window
Duration: 2022-2023	Duration: 2024-2025

The methodology for executing each system upgrade is described in Section 1.5: Upgrade Planning and Preparation through Section 1.8: Upgrade Completion.

ASTRO 25 SUA pricing is based on the system configuration outlined in Section 1.12: System Pricing Configuration. This configuration is to be reviewed annually from the contract effective date. Any change in system configuration may require an ASTRO 25 SUA price adjustment.

The price quoted for ASTRO 25 SUA requires the Customer to choose a certified system upgrade path in Section 1.11: ASTRO 25 System Release Upgrade Paths. Should the Customer elect an upgrade path other than one listed in Section 1.11: ASTRO 25 System Release Upgrade Paths, the Customer agrees that additional fees may be incurred to complete the implementation of the system upgrade. In this case, Motorola Solutions agrees to provide a price quotation for any additional materials and services necessary.

## 1.4 Inclusions

The ASTRO 25 SUA only covers the products that are outlined in this section and does not cover all products. Refer to Section 1.9: Limitations and Exclusions for examples of exclusions and limitations.

The ASTRO 25 SUA covers ASTRO 25 certified software releases for the following products provided they were present at the time of contract execution and provided as part of the ASTRO 25 certified solution:

- Servers.
- Workstations.

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- Laptops.
- Firewalls.
- Routers.
- LAN switches.
- MCC 7100 Dispatch Consoles.
- MCC 7500 Dispatch Consoles.
- MCC 7500E Dispatch Consoles.
- GTR 8000 Base Stations.
- GCP 8000 Site Controllers.
- DSC 8000 Site Controllers.
- GCM 8000 Comparators.
- Motorola Solutions logging interface equipment.
- PBX switches for telephone interconnect.
- NICE and Verint IP logging solutions (if software, hardware and lifecycle purchased through Motorola Solutions).

The following hardware components, if originally provided by Motorola Solutions as part of the certified ASTRO 25 release, are eligible for full product replacement when necessary to support the system release upgrade:

- Servers.
- Workstations.
- Laptops.
- Firewalls.
- Routers.
- LAN switches.
- PBX switches for telephone interconnect.
- CirrusNode (Edge Compute Device).
- Cirrus Cloud Firewall.
- Hub Site Router.
- Hub Site Switch.
- Command Central Hub
- ActiveEye Remote Security Server
- MPLS Backhaul Router (optional)

The following hardware components, if originally provided by Motorola Solutions, are eligible for board-level replacement when necessary to support the system release upgrade. A "board-level replacement" is defined as any Field Replaceable Unit ("FRU") for the products listed below:

- GTR 8000 Base Stations.
- GCP 8000 Site Controllers.
- GCM 8000 Comparators.

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- MCC 7500 Dispatch Console Voice Processing Module.

The ASTRO 25 SUA applies only to system release upgrades within the ASTRO 25 7.x platform.

The ASTRO 25 SUA entitles the Customer to eligible past software versions for the purpose of downgrading product software to a compatible release version. Past versions from within the Standard Support Period will be available.

ASTRO 25 SUA makes available the subscriber radio software releases that are shipping from the factory during the coverage period.

## 1.5 Upgrade Planning and Preparation

All items listed in this section are to be completed at least 6 months prior to a scheduled upgrade.

### 1.5.1 Motorola Solutions Responsibilities

- Obtain and review infrastructure system audit data as needed.
- Identify the backlog accumulation of security patches and antivirus upgrades needed to implement a system release. If applicable, provide a quote for the necessary labor, security patches and antivirus upgrades.
- If applicable, identify additional system hardware needed to implement a system release.
- Identify Customer provided hardware that is not covered under this agreement, or where the Customer will be responsible for implementing the system release upgrade software.
- Identify the equipment requirements and the installation plan.
- Advise the Customer of probable impact to system users during the cloud update and the actual field upgrade implementation.
- If applicable, advise the Customer on the network connection specifications necessary to perform the system upgrade.
- Where necessary to maintain existing functionality and capabilities, deploy and configure any additional telecommunications equipment necessary for connectivity to the cloud based technologies.
- Assign program management support required to perform the certified system upgrade. Prepare an overall project schedule identifying key tasks and personnel resources required from Motorola Solutions and Customer for each task and phase of the upgrade. Conduct a review of this schedule and obtain mutual agreement of the same.
- Assign installation and engineering labor required to perform the certified system upgrade.
- Provide access to cloud training videos, frequently asked questions, and help guide.
- Deliver release impact and change management training to the primary zone core owners, outlining the changes to their system as a result of the upgrade path elected. This training needs to be completed at least 12 weeks prior to the scheduled upgrade. This training will not be provided separately for user agencies who reside on a zone core owned by another entity. Unless specifically stated in this document, Motorola Solutions will provide this training only once per system.



## 1.5.2 Customer Responsibilities

- Contact Motorola Solutions to schedule and engage the appropriate Motorola Solutions resources for a system release upgrade and provide necessary information requested by Motorola Solutions to execute the upgrade. Review upgrade schedule and reach mutual agreement of the same.
- Identify hardware not purchased through Motorola Solutions that will require the system release upgrade software.
- Purchase the security patches, antivirus upgrades and the labor necessary to address any security upgrades backlog accumulation identified in Section 1.5.1: Motorola Solutions Responsibilities, if applicable. Unless otherwise agreed in writing between Motorola and Customer, the installation and implementation of accumulated backlog security patches and network updates is the responsibility of the Customer.
- If applicable, provide network connectivity at the zone core site(s) for Motorola Solutions to use to download and pre-position the software that is to be installed at the zone core site(s) and pushed to remote sites from there. Motorola Solutions will provide the network connection specifications, as listed in Section 1.5.1: Motorola Solutions Responsibilities. Network connectivity must be provided at least 12 weeks prior to the scheduled upgrade. In the event access to a network connection is unavailable, the Customer may be billed additional costs to execute the system release upgrade.
- Assist in site walks of the system during the system audit when necessary.
- Provide a list of any FRUs and/or spare hardware to be included in the system release upgrade when applicable. Upon reasonable request by Motorola Solutions, Customer will provide a complete serial and model number list of the equipment. The inventory count of Customer FRUs and/or spare hardware to be included as of the start of the SUA is included in Section 1.12: System Pricing Configuration.
- Acknowledge that new and optional system release features or system expansions, and their required implementation labor, are not within the scope of the SUA. The Customer may purchase these under a separate agreement.
- If not provided by Motorola Solutions, maintain an internet connection between the on premise radio solution and the cloud platform.
- Participate in release impact training at least 12 weeks prior to the scheduled upgrade. This applies only to primary zone core owners. It is the zone core owner's responsibility to contact and include any user agencies that need to be trained, or to act as a training agency for those users not included.

## 1.6 System Readiness Checkpoint

All items listed in this section are to be completed at least 30 days prior to a scheduled upgrade.

### 1.6.1 Motorola Solutions Responsibilities

- Perform appropriate system backups
- Work with the Customer to validate that all system maintenance is current

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- Work with the Customer to validate that all available security patches and antivirus upgrades have been upgraded on the Customer's system
  - Motorola Solutions reserves the right to charge the Customer for the security patches, antivirus updates and the labor necessary to address any security updates backlog accumulation, in the event that these are not completed by the Customer at the System Readiness Checkpoint.

## 1.6.2 Customer Responsibilities

- Validate that system maintenance is current.
- Validate that all available security patches and antivirus upgrades to the Customer's system have been completed or contract Motorola Solutions to complete in time for the System Readiness Checkpoint.

## 1.7 System Upgrade

### 1.7.1 Motorola Solutions Responsibilities

- Perform system infrastructure upgrade for the system elements outlined in this SOW.

### 1.7.2 Customer Responsibilities

- Inform system users of software upgrade plans and scheduled system downtime.
- Cooperate with Motorola Solutions and perform all acts that are reasonable or necessary to enable Motorola Solutions to provide software upgrade services.

## 1.8 Upgrade Completion

### 1.8.1 Motorola Solutions Responsibilities

- Validate all certified system upgrade deliverables are complete as contractually required.
- Confirm with Customer that the cloud is available for beneficial use.

### 1.8.2 Customer Responsibilities

- Cooperate with Motorola Solutions in efforts to complete any post upgrade punch list items as needed.

## 1.9 Limitations and Exclusions

The parties acknowledge and agree that the ASTRO 25 SUA does not cover the following products:

- MCC5500 Dispatch Consoles.
- MIP5000 Dispatch Consoles.
- E911 systems.
- Custom software, Computer-aided Dispatch ("CAD"), Records Management Software.
- Data radio devices.
- Laptops, mobile computing devices not purchased through Motorola Solutions.
- Two-way radio subscriber products.
- NICE and Verint products not purchased through Motorola Solutions
- 3rd party logging recorders not certified by Motorola Solutions, ie Eventide
- Genesis products not purchased through Motorola Solutions
- Point-to-point and backhaul products, such as MPLS equipment, microwave terminals, and associated multiplex equipment.
- Items that are consumed in the normal operation of the hardware, such as accessories, microphones, speakers, keyboards, monitors, and printers.

The Customer and Motorola Solutions agree that systems that have non-standard configurations that have not been certified by Motorola Solutions Systems Integration Testing are specifically excluded from the ASTRO 25 SUA unless otherwise agreed in writing by Motorola Solutions and included in this SOW.

Customer acknowledges that if the system has a Special Product Feature, that it may be overwritten by the software upgrade. Restoration of that feature is not included in the coverage of this SOW.

Support for Customer provided connectivity to the cloud platform is not covered under this agreement.

ASTRO 25 SUA does not cover any hardware or software purchased directly from a third party by the Customer, unless specifically included in this SOW.

The SUA excludes repair or maintenance of any transmission line, antenna, microwave equipment, tower or tower lighting, duplexer, combiner, or multicoupler. Motorola Solutions has no obligations for any transmission medium, such as telephone lines, computer networks, the internet or worldwide web, or for hardware malfunction caused by the transmission medium.

New subscriber radio options and features not previously purchased by the Customer are excluded from ASTRO 25 SUA coverage. Additionally, subscriber software installation and reprogramming are excluded from the ASTRO 25 SUA coverage.

ASTRO 25 SUA does not include repair or replacement of hardware or software that is due to defects that are not corrected by the system release, nor does it include repair or replacement of hardware defects resulting from any nonstandard, improper use or conditions; or from unauthorized installation of software; or excessive wear and tear; or accidental damage, power surges, neglect, or other force majeure events.

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Any upgrades to hardware versions and/or replacement hardware required to support new features or those not specifically required to maintain existing functionality are not included. Platform migrations are the replacement of a product with the next generation of that product. Unless otherwise stated, platform migrations such as, but not limited to, stations, comparators, site controllers, consoles, backhaul, and network changes are not included.

Upgrades for equipment add-ons or expansions during the term of this ASTRO 25 SUA are not included in the coverage of this SOW unless otherwise agreed to in writing by Motorola Solutions.

Any implementation services that are not directly required to support the certified system upgrade are not included. Unless otherwise stated, implementation services necessary to provide system expansions, platform migrations, and/or new features or functionality that are implemented concurrently with the certified system upgrade are not included.

ASTRO 25 SUA does not cover or include deliverables included with the Security Update Service. The SUA does not include software support for virus attacks, applications that are not part of the ASTRO 25 system, unauthorized modifications or other misuse of the covered software.

ASTRO 25 SUA does not cover the labor or materials associated with the backlog accumulation of security patches or antivirus updates. Additional fees may apply as outlined in Section 1.5.1: Motorola Solutions Responsibilities.

At the time of upgrade, Motorola Solutions will provide the latest applicable software, patches and antivirus updates when and if available, as a part of the system release upgrade. The security patches and antivirus updates delivered as part of this upgrade are intended to bring the system current in all respects but does not imply that the Customer is eligible for ongoing security patching. The upgrade may include 3rd party software such as Microsoft Windows and Server OS, Red Hat Linux, and any Motorola Solutions software service packs that may be available. Motorola Solutions will only provide patch releases that have been analyzed, pre-tested, and certified in a dedicated ASTRO 25 test lab to ensure that they are compatible and do not interfere with the ASTRO 25 network functionality.

## 1.10 Special Provisions

The migration of capabilities from ASTRO 25 on-premise infrastructure to the cloud is not considered to be a platform migration and is therefore included in the deliverable of the SUA agreement. Technologies based on cloud architecture will be a part of the Motorola Solutions roadmap and may be subject to additional cloud terms and conditions.

The SUA does not extend to customer-provided software and hardware. Motorola Solutions makes no warrants or commitments about adapting our standard system releases to accommodate customer implemented equipment. If during the course of an upgrade, it is determined that customer provided software and/or hardware does not function properly, Motorola Solutions will notify the customer of the limitations. The customer owns any costs and liabilities associated with making the customer provided software and/or hardware work with the standard Motorola Solutions system release. This includes, but is not limited to, Motorola Solutions costs for the deployment of resources to implement the upgrade once the limitations have been resolved by the customer.

Any Motorola Solutions software, including any system releases, is licensed to Customer solely in accordance with the applicable Motorola Solutions Software License Agreement. Any non-Motorola Solutions Software is licensed to Customer in accordance with the standard license, terms, and

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restrictions of the copyright owner unless the copyright owner has granted to Motorola Solutions the right to sublicense the Non-Motorola Solutions Software pursuant to the Software License Agreement, in which case it applies and the copyright owner will have all of Licensor's rights and protections under the Software License Agreement. Motorola Solutions makes no representations or warranties of any kind regarding non-Motorola Solutions Software. Non-Motorola Solutions Software may include Open Source Software.

ASTRO 25 SUA coverage and the parties' responsibilities described in this SOW will automatically terminate if Motorola Solutions no longer supports the ASTRO 25 7.x software version in the Customer's system or discontinues the ASTRO 25 SUA program. In either case, Motorola Solutions will refund to Customer any prepaid fees for ASTRO 25 SUA applicable to the terminated period.

If the Customer cancels a scheduled upgrade within less than 12 weeks of the scheduled on site date, Motorola Solutions reserves the right to charge the Customer a cancellation fee equivalent to the cost of the pre-planning efforts completed by the Motorola Solutions Upgrade Operations Team.

The ASTRO 25 SUA annualized price is based on the fulfillment of the system release upgrade in each eligible upgrade window. If the Customer terminates, except if Motorola Solutions is the defaulting party, the Customer will be required to pay for the balance of payments owed in that eligible upgrade window if a system release upgrade has been taken prior to the point of termination.

## 1.11 ASTRO 25 System Release Upgrade Paths

The upgrade paths for standard ASTRO 25 system releases are listed in Table 1-3: Certified Standard ASTRO 25 System Release Upgrade Paths.

**Table 1-3: Certified Standard ASTRO 25 System Release Upgrade Paths**

ASTRO 25 System Release	Certified Upgrade Paths
Pre-7.17.X	Upgrade to Current Shipping Release
A7.17.X	A2020.1
A7.18	A2021.1
A2019.2	A2021.1
A2020.1	A2022.1

The upgrade paths for high security ASTRO 25 system releases for federal deployments are described in Table 1-4: Certified High Security ASTRO 25 System Release Upgrade Paths.

**Table 1-4: Certified High Security ASTRO 25 System Release Upgrade Paths**

ASTRO 25 High Security System Release	Certified Upgrade Paths
A7.17.X	A2020.HS
A2020.HS	A2022.HS

The release taxonomy for the ASTRO 25 7.x platform is expressed in the form "ASTRO 25 7.x release 20YY,Z". In this taxonomy, YY represents the year of the release, and Z represents the release count for that release year.

A20XX.HS enhances the ASTRO 25 System release with support for Public key infrastructure (“PKI”) Common Access Card/Personal Identity Verification (CAC/PIV) and with Cyber Security Baseline Assurance.

- The most current system release upgrade paths can be found in the most recent Lifecycle Services bulletin.
- The information contained herein is provided for information purposes only and is intended only to outline Motorola Solutions’ presently anticipated general technology direction. The information in the roadmap is not a commitment or an obligation to deliver any product, product feature or software functionality and Motorola Solutions reserves the right to make changes to the content and timing of any product, product feature, or software release.

## 1.12 System Pricing Configuration

This configuration is to be reviewed annually from the contract effective date. Any change in system configuration may require an ASTRO 25 SUA price adjustment.

**Table 1-5: System Configuration**

System Configuration	
<b>Master Site Configuration</b>	
Cloud based Master Site	0
Cloud based DSR Site	0
On-Premise Master Site	0
On-Premise DSR Site	0
<b>System Level Features</b>	
Standalone servers (Critical Connect / Smart Connect / Edge Server)	0
MOSCAD NFM RTU (typically 1 per site location)	0
MOSCAD NFM / SDM Clients	0
Network Management Clients	1
Unified Network Services (UNS) or KMF	0
Telephone Interconnect	0
<b>Security Configuration</b>	
Distinct CEN Network Segments	1
Monitored CEN Endpoints	0
AERSS Sensors	0
Firewalls	1
Intrusion Detection Sensor (IDS)	0
Centralized Event Logging (SysLog)	0
Zone Core Protection (ZCP)	0

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System Configuration	
Radio Authentication	0
<b>RF Site Configuration</b>	
Virtual Prime Sites	0
IP Simulcast Prime Sites (include co-located/redundant)	0
RF Sites (include Simulcast sub-sites, ASR sites, HPD sites)	0
GTR 8000 Base Stations	0
<b>Dispatch Site Configuration</b>	
Dispatch Site Locations	1
MCC7500 Dispatch Consoles	13
MCC7100 Dispatch Consoles	0
AIS	1
CCGWs	2
MC EDGE Aux I/O	0
AXS Console Dispatch Site Locations	0
AXS Console PDH (Command Central Hub)	0
AXS Servers	0
<b>Third Party Elements</b>	
NICE Logging recorders (IP, Telephony, or Analog) Purchased through MSI	0
Verint Logging recorders (IP, Telephony, or Analog) Purchased through MSI	0
MACH Alert FSA Purchased through MSI	0
Genesis Applications Purchased through MSI	0

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Motorola Solutions Confidential Restricted

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SECTION 5

# LIFECYCLE MANAGEMENT PRICING – BASE OFFER

The table below summarizes annual pricing for four years, providing up to **two upgrades** in that four-year period, taken not more than every two years. Customer will make payments to Motorola annually in advance of each defined yearly cycle. The initial payment will be billed upon the contract effective date, and annually thereafter. The annual pricing summary is defined below. Payments are due within thirty (30) days after the date of each invoice. Customer will make payments when due in the form of a check, cashier's check, or wire transfer drawn on a U.S. financial institution and in accordance with the following payment schedule.

Lifecycle Products (NSAD)	2022	2023	2024	2025
Advanced Plus/ System Upgrade Agreement II (SUA II) (Santa Fe County & City of Santa Fe)	\$128,420.78	\$32,983.79	\$33,080.74	\$33,200.61
Maintenance & Support (Santa Fe County)	\$46,439.82	\$48,761.81	\$51,199.90	\$53,768.73
				\$427,826.35

In accordance with NM State Contract # 10-00000-20-00048, Customer and Motorola agree that this proposal represents the purchase order required for contract performance or for subsequent years of service and indicates that sufficient funds have been appropriated in accordance with applicable law for this four-year Lifecycle Products order of \$427,826.35. Customer and Motorola also agree that no further purchase orders will be required for billing of future services. The Customer will pay all invoices as received from Motorola and any changes in scope will be subject to the change order process as described in the underlying agreement. At the time of execution of this proposal, the Customer will provide all necessary reference information to include on invoices for payment in accordance with this proposal.

**Motorola: Motorola Solutions, Inc.**

**Customer: \_\_\_\_\_**

By: \_\_\_\_\_

By: \_\_\_\_\_

Name: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Title: \_\_\_\_\_

Date: \_\_\_\_\_

Date: \_\_\_\_\_

*INFLATION REVIEW. For multi-year agreements, at the end of the first year of the Agreement and each year thereafter, a CPI percentage change calculation shall be performed using the U.S. Department of Labor, Consumer Price Index, "All Items," Unadjusted Urban Areas (CPI-U). Should the annual inflation rate increase greater than 3% during the previous year, Motorola shall have the right to increase all future maintenance prices by the CPI increase amount exceeding 3%. "All Items,"*



*not seasonally adjusted shall be used as the measure of CPI for this price adjustment. The adjustment calculation will be based upon the CPI for the most recent twelve (12) month increment beginning from the most current month available as posted by the U.S. Department of Labor (<http://www.bls.gov>) immediately preceding the new maintenance year. For purposes of illustration, if in Year 5 the CPI reported an increase of 8%, Motorola may increase the Year 6 price by 5% (8%-3% base). Any pricing change would be documented in a change order executed with the Customer.*



SECTION 6

# LIFECYCLE MANAGEMENT PRICING – BASE OFFER PLUS OPTIONAL MDR IN YEAR 1

The table below summarizes annual pricing for four years, providing up to **two upgrades** in that four-year period, taken not more than every two years. Customer will make payments to Motorola annually in advance of each defined yearly cycle. The initial payment will be billed upon the contract effective date, and annually thereafter. The annual pricing summary is defined below. Payments are due within thirty (30) days after the date of each invoice. Customer will make payments when due in the form of a check, cashier's check, or wire transfer drawn on a U.S. financial institution and in accordance with the following payment schedule.

Lifecycle Products (NSAD)	2022	2023	2024	2025
Advanced Plus/ System Upgrade Agreement II (SUA II) & MDR (Santa Fe County & City of Santa Fe)	\$249,694.99	\$32,983.79	\$33,080.74	\$33,180.61
Maintenance & Support (Santa Fe County)	\$46,439.82	\$48,761.81	\$51,199.90	\$53,768.73
			TOTAL	\$549,100.39

In accordance with NM State Contract # 10-00000-20-00048, Customer and Motorola agree that this proposal represents the purchase order required for contract performance or for subsequent years of service and indicates that sufficient funds have been appropriated in accordance with applicable law for this four-year Lifecycle Products order of \$549,100.39. Customer and Motorola also agree that no further purchase orders will be required for billing of future services. The Customer will pay all invoices as received from Motorola and any changes in scope will be subject to the change order process as described in the underlying agreement. At the time of execution of this proposal, the Customer will provide all necessary reference information to include on invoices for payment in accordance with this proposal.

**Motorola: Motorola Solutions, Inc.**

**Customer:** \_\_\_\_\_

By: \_\_\_\_\_

By: \_\_\_\_\_

Name: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Title: \_\_\_\_\_

Date: \_\_\_\_\_

Date: \_\_\_\_\_

*INFLATION REVIEW. For multi-year agreements, at the end of the first year of the Agreement and each year thereafter, a CPI percentage change calculation shall be performed using the U.S.*



*Department of Labor, Consumer Price Index, "All Items," Unadjusted Urban Areas (CPI-U). Should the annual inflation rate increase greater than 3% during the previous year, Motorola shall have the right to increase all future maintenance prices by the CPI increase amount exceeding 3%. "All Items," not seasonally adjusted shall be used as the measure of CPI for this price adjustment. The adjustment calculation will be based upon the CPI for the most recent twelve (12) month increment beginning from the most current month available as posted by the U.S. Department of Labor (<http://www.bls.gov>) immediately preceding the new maintenance year. For purposes of illustration, if in Year 5 the CPI reported an increase of 8%, Motorola may increase the Year 6 price by 5% (8%-3% base). Any pricing change would be documented in a change order executed with the Customer.*



SECTION 7

# CONTRACTUAL DOCUMENTATION

Motorola's proposal is pursuant to the pricing agreed upon in the State of New Mexico Price Agreement No 10-00000-20-00048 and subject to the terms and conditions of the enclosed Stand Alone Multiyear Lifecycle Management and Maintenance Agreement, together with its Exhibits, or a negotiated version thereof. Santa Fe may accept this proposal by signing the Lifecycle Management Pricing on Page 6-1 of the proposal.

## Communications System and Services Agreement

Motorola Solutions, Inc. ("Motorola") and \_\_\_\_\_ ("Customer") enter into this "Agreement," pursuant to which Customer will purchase and Motorola will sell the System and Services, as described below. Motorola and Customer may be referred to individually as a "Party" and collectively as the "Parties." For good and valuable consideration, the Parties agree as follows:

### Section 1 ATTACHMENTS

1.1. EXHIBITS. The Exhibits listed below are exhibits related to the System sale and implementation. These Exhibits are incorporated into and made a part of this Agreement.

Exhibit A "Motorola Software License Agreement"

Exhibit B "Payment"

Exhibit C Technical and Implementation Documents

C-1 "System Description" dated \_\_\_\_\_

C-2 "Pricing Summary & Equipment List" dated \_\_\_\_\_

C-3 "Implementation Statement of Work" dated \_\_\_\_\_

C-4 "Acceptance Test Plan" or "ATP" dated \_\_\_\_\_

C-5 "Performance Schedule" dated \_\_\_\_\_

Exhibit D "System Acceptance Certificate"

1.2. ADDENDUM (ADDENDA). Customer may elect to purchase professional or subscription services in addition to the System and related services. Any such services will be governed by the terms in the main body of the Agreement and an applicable Addendum containing terms specific to such service. Such Addenda will be labeled with the name of the service being purchased.

1.3 ORDER OF PRECEDENCE. In interpreting this Agreement and resolving any ambiguities: 1) the main body of this Agreement takes precedence over the exhibits (unless otherwise specified in an exhibit), and any inconsistency between Exhibits A through D will be resolved in their listed order, and 2) The applicable service Addendum will take precedence over the main body of the Agreement and the Exhibits.

### Section 2 DEFINITIONS

Capitalized terms used in this Agreement have the following meanings:

**"Acceptance Tests"** means those tests described in the Acceptance Test Plan.

**"Addendum (Addenda)"** is the title of the document(s) containing a specific set of terms and conditions applicable to a particular service or other offering beyond the Communication System and System implementation services. The terms in the Addendum are applicable only to the specific service or offering described therein.

**"Administrative User Credentials"** means an account that has total access over the operating system, files, end user accounts and passwords at either the System level or box level. Customer's personnel with access to the Administrative User Credentials may be referred to as the Administrative User.

**"Beneficial Use"** means when Customer first uses the System or a Subsystem for operational purposes (excluding training or testing).

**"Confidential Information"** means all information consistent with the fulfillment of this Agreement that is (i) disclosed under this Agreement in oral, written, graphic, machine recognizable, and/or sample form, being clearly designated, labeled or marked as confidential or its equivalent or (ii) obtained by

examination, testing or analysis of any hardware, software or any component part thereof provided by discloser to recipient. The nature and existence of this Agreement are considered Confidential Information. Confidential Information that is disclosed orally must be identified as confidential at the time of disclosure and confirmed by the discloser by submitting a written document to the recipient within thirty (30) days after such disclosure. The written document must contain a summary of the Confidential Information disclosed with enough specificity for identification purpose and must be labeled or marked as confidential or its equivalent.

**“Contract Price”** means the price for the System and implementation Services, excluding applicable sales or similar taxes and freight charges. Further, unless otherwise stated in Exhibit B, “Payment” or the pricing pages of the proposal, recurring fees for maintenance, SUA, or subscription services are not included in the Contract Price.

**“Deliverables”** means all written information (such as reports, specifications, designs, plans, drawings, analytics, Solution Data, or other technical or business information) that Motorola prepares for Customer in the performance of the Services and is obligated to provide to Customer under this Agreement. The Deliverables, if any, are more fully described in the Statement of Work.

**“Derivative Proprietary Materials”** means derivatives of the Proprietary Materials that Motorola may from time to time, including during the course of providing the Services, develop and/or use and/or to which Motorola provides Customer access.

**“Effective Date”** means that date upon which the last Party executes this Agreement.

**“Equipment”** means the hardware components of the Solution that Customer purchases from Motorola under this Agreement. Equipment that is part of the System is described in the Equipment List.

**“Feedback”** means comments or information, in oral or written form, given to Motorola by Customer in connection with or relating to Equipment or Services, during the term of this Agreement.

**“Force Majeure”** means an event, circumstance, or act that is beyond a Party’s reasonable control, such as an act of God, an act of the public enemy, an act of a government entity, strikes, other labor disturbances, supplier performance, hurricanes, earthquakes, fires, floods, epidemics, embargoes, war, riots, or any other similar cause.

**“Motorola Software”** means software that Motorola or its affiliated companies owns.

**“Non-Motorola Software”** means software that a party other than Motorola or its affiliated companies owns.

**“Open Source Software”** (also called “freeware” or “shareware”) means software with either freely obtainable source code, license for modification, or permission for free distribution.

**“Proprietary Materials”** means certain software tools and/or other technical materials, including, but not limited to, data, modules, components, designs, utilities, subsets, objects, program listings, models, methodologies, programs, systems, analysis frameworks, leading practices and specifications which Motorola has developed prior to, or independently from, the provision of the Services and/or which Motorola licenses from third parties.

**“Proprietary Rights”** means the patents, patent applications, inventions, copyrights, trade secrets, trademarks, trade names, mask works, know-how, and other intellectual property rights in and to the Equipment and Software, including those created or produced by Motorola under this Agreement and any corrections, bug fixes, enhancements, updates or modifications to or derivative works from the Software whether made by Motorola or another party.

**“Services”** means system implementation, maintenance, support, subscription, or other professional services provided under this Agreement, which may be further described in the applicable Addendum and/or SOW.

**“Software”** (i) means proprietary software in object code format, and adaptations, translations, de-compilations, disassemblies, emulations, or derivative works of such software; (ii) means any modifications, enhancements, new versions and new releases of the software provided by Motorola; and (iii) may contain one or more items of software owned by a third party supplier. The term “Software” does not include any third party software provided under separate license or third party software not licensable under the terms of this Agreement.

**“Software License Agreement”** means the Motorola Software License Agreement (Exhibit A).

**“Software Support Policy” (“SwSP”)** means the policy set forth at [https://www.motorolasolutions.com/content/dam/msi/secure/services/software\\_policy.pdf](https://www.motorolasolutions.com/content/dam/msi/secure/services/software_policy.pdf) describing the specific technical support that will be provided to Customers under the Warranty Period and during any paid maintenance support period for Motorola Software. This policy may be modified from time to time at Motorola’s discretion.

**“Solution”** means the combination of the System(s) and Services provided by Motorola under this Agreement.

**“Solution Data”** means Customer data that is transformed, altered, processed, aggregated, correlated or operated on by Motorola, its vendors or other data sources and data that has been manipulated or retrieved using Motorola know-how to produce value-added content to data consumers, including customers or citizens which is made available to Customer with the Solution and Services.

**“Specifications”** means the functionality and performance requirements that are described in the Technical and Implementation Documents.

**“SUA” or “SUA II”** means Motorola’s Software Upgrade Agreement program.

**“Subsystem”** means a major part of the System that performs specific functions or operations. Subsystems are described in the Technical and Implementation Documents.

**“System”** means the Equipment, including incidental hardware and materials, Software, and design, installation and implementation services that are combined together into an integrated system; the System(s) is (are) described in the Technical and Implementation Documents.

**“System Acceptance”** means the Acceptance Tests have been successfully completed.

**“System Data”** means data created by, in connection with or in relation to Equipment or the performance of Services under this Agreement.

**“Warranty Period”** for System Hardware, Software, or services related to system implementation means one (1) year from the date of System Acceptance or Beneficial Use, whichever occurs first. Unless otherwise stated in the applicable Addendum, Warranty Period for other Services means ninety (90) days from performance of the Service.

### **Section 3 SCOPE OF AGREEMENT AND TERM**

3.1. **SCOPE OF WORK.** Motorola will provide, install and test the System(s), and perform its other contractual responsibilities to provide the Solution, all in accordance with this Agreement. Customer will perform its contractual responsibilities in accordance with this Agreement.

3.2. **CHANGE ORDERS.** Either Party may request changes within the general scope of this Agreement. If a requested change causes an increase or decrease in the cost or time required to perform this Agreement, the Parties will agree to an equitable adjustment of the Contract Price or applicable subscription fees, Performance Schedule, or both, and will reflect the adjustment in a change order or Addendum. Neither Party is obligated to perform requested changes unless both Parties execute a written change order.

3.3. **TERM.** Unless terminated in accordance with other provisions of this Agreement or extended by mutual agreement of the Parties, the term of this Agreement begins on the Effective Date and continues until the date of Final Project Acceptance or expiration of the Warranty Period, or completion of the Services, whichever occurs last. The term and the effective date of recurring Services will be set forth in the applicable Addendum.

3.4. **ADDITIONAL EQUIPMENT OR SOFTWARE.** For three (3) years after the expiration date of the Agreement, Customer may order additional Equipment or Software, if it is then available. Each purchase order must refer to this Agreement, the expiration date of the Agreement, and must specify the pricing and delivery terms. The Parties agree that, notwithstanding expiration of the Agreement, the applicable provisions of this Agreement (except for pricing, delivery, passage of title and risk of loss to Equipment, warranty commencement, and payment terms) will govern the purchase and sale of the additional Equipment or Software. Additional or contrary terms in the purchase order will be inapplicable, unless signed by both parties. Title and risk of loss to additional Equipment will pass at shipment, warranty will commence upon delivery, and payment is due within thirty (30) days after the invoice date. Motorola will send Customer an invoice as the additional Equipment is shipped or Software is licensed. Alternatively, Customer may register with and place orders through Motorola Online ("MOL"), and this Agreement will be the "Underlying Agreement" for those MOL transactions rather than the MOL On-Line Terms and Conditions of Sale. MOL registration and other information may be found at <https://businessonline.motorolasolutions.com> and the MOL telephone number is (800) 814-0601.

3.5. **MOTOROLA SOFTWARE.** Any Motorola Software, including subsequent releases, is licensed to Customer solely in accordance with the Software License Agreement. Customer hereby accepts and agrees to abide by all of the terms and restrictions of the Software License Agreement.

3.6. **NON-MOTOROLA SOFTWARE.** Any Non-Motorola Software is licensed to Customer in accordance with the standard license, terms, and restrictions of the copyright owner on the Effective Date unless the copyright owner has granted to Motorola the right to sublicense the Non-Motorola Software pursuant to the Software License Agreement, in which case it applies and the copyright owner will have all of Licensor's rights and protections under the Software License Agreement. Motorola makes no representations or warranties of any kind regarding Non-Motorola Software. Non-Motorola Software may include Open Source Software.

3.7. **SUBSTITUTIONS.** At no additional cost to Customer, Motorola may substitute any Equipment, Software, or services to be provided by Motorola, if the substitute meets or exceeds the Specifications and is of equivalent or better quality to the Customer. Any substitution will be reflected in a change order.

3.8. **OPTIONAL EQUIPMENT OR SOFTWARE.** This paragraph applies only if a "Priced Options" exhibit is shown in Section 1, or if the parties amend this Agreement to add a Priced Options exhibit. During the term of the option as stated in the Priced Options exhibit (or if no term is stated, then for one (1) year after the Effective Date), Customer has the right and option to purchase the equipment, software, and related services that are described in the Priced Options exhibit. Customer may exercise this option by giving written notice to Seller which must designate what equipment, software, and related services Customer is selecting (including quantities, if applicable). To the extent they apply, the terms and conditions of this Agreement will govern the transaction; however, the parties acknowledge that certain provisions must be agreed upon, and they agree to negotiate those in good faith promptly after Customer delivers the option exercise notice. Examples of provisions that may need to be negotiated are: specific lists of deliverables, statements of work, acceptance test plans, delivery and implementation schedules,



payment terms, maintenance and support provisions, additions to or modifications of the Software License Agreement, hosting terms, and modifications to the acceptance and warranty provisions.

#### **Section 4 SERVICES**

4.1. If Customer desires and Motorola agrees to continue Services beyond the Term, Customer's issuance and Motorola's acceptance of a purchase order for Services will serve as an automatic extension of the Agreement for purposes of the continuing Services. Only the terms and conditions applicable to the performance of Services will apply to the extended Agreement.

4.2. During the Warranty Period, in addition to warranty services, Motorola will provide maintenance Services for the Equipment and support for the Motorola Software pursuant to the applicable maintenance and support Statements of Work. Support for the Motorola Software will be in accordance with Motorola's established Software Support Policy. Copies of the SwSP can be found at [https://www.motorolasolutions.com/content/dam/msi/secure/services/software\\_policy.pdf](https://www.motorolasolutions.com/content/dam/msi/secure/services/software_policy.pdf) and will be sent by mail, email or fax to Customer upon written request. Maintenance Services and support during the Warranty Period are included in the Contract Price. Unless already included in the Contract Price, if Customer wishes to purchase 1) additional maintenance or software support services during the Warranty Period; or 2) continue or expand maintenance, software support, installation, and/or SUA services after the Warranty Period, Motorola will provide the description of and pricing for such services in a separate proposal document. Unless otherwise agreed by the parties in writing, the terms and conditions in this Agreement applicable to maintenance, support, installation, and/or SUA Services, will be included in the Maintenance and Support Addendum, SUA Addendum, the applicable Statements of Work, and the proposal, (if applicable). These collective terms will govern the provision of such Services.

To obtain any such additional Services, Customer will issue a purchase order referring to this Agreement and the separate proposal document. Omission of reference to this Agreement in Customer's purchase order will not affect the applicability of this Agreement. Motorola's proposal may include a cover page entitled "Service Agreement" or "Installation Agreement", as applicable, and other attachments. These cover pages and other attachments are incorporated into this Agreement by this reference

4.3. **PROFESSIONAL AND SUBSCRIPTION SERVICES.** If Customer purchases professional or subscription Services as part of the Solution, additional or different terms specific to such Service will be included in the applicable Addendum and will apply to those Services. Customer may purchase additional professional or subscription services by issuing a purchase order referencing this Agreement and Motorola's proposal for such additional services.

4.4. Any information in the form of specifications, drawings, reprints, technical information or otherwise furnished to Customer in providing Services under this Agreement or Motorola data viewed, accessed, will remain Motorola's property, will be deemed proprietary, Confidential Information. This Confidential Information will be promptly returned at Motorola's request.

4.5. **TOOLS.** All tools, equipment, dies, gauges, models, drawings or other materials paid for or furnished by Motorola for the purpose of providing Services under this Agreement will be and remain the sole property of Motorola. Customer will safeguard all such property while it is in Customer's custody or control, be liable for any loss or damage to this property, and return it to Motorola upon request. This property will be held by Customer for Motorola's use without charge and may be removed from Customer's premises by Motorola at any time without restriction. Upon termination of the contract for any reason, Customer shall return to Motorola all equipment delivered to Customer.

4.6. **COVENANT NOT TO EMPLOY.** During the term of this Agreement and continuing for a period of two (2) years thereafter, Customer will not hire, engage on contract, solicit the employment of, or recommend employment to any third party of any employee of Motorola or its subcontractors without the prior written authorization of Motorola. This provision applies only to those employees of Motorola or its

subcontractors who are responsible for rendering Services under this Agreement. If this provision is found to be overly broad under applicable law, it will be modified as necessary to conform to applicable law.

4.7. **CUSTOMER OBLIGATIONS.** If the applicable Statement of Work or Addendum contains assumptions that affect the Services or Deliverables, Customer will verify that they are accurate and complete. Any information that Customer provides to Motorola concerning the Services or Deliverables will be accurate and complete in all material respects. Customer will make timely decisions and obtain any required management approvals that are reasonably necessary for Motorola to perform the Services and its other duties under this Agreement. Unless the Statement of Work states the contrary, Motorola may rely upon and is not required to evaluate, confirm, reject, modify, or provide advice concerning any assumptions and Customer-provided information, decisions and approvals described in this paragraph.

4.8. **ASSUMPTIONS.** If any assumptions or conditions contained in this Agreement, applicable Addenda or Statements of Work prove to be incorrect or if Customer's obligations are not performed, Motorola's ability to perform under this Agreement may be impacted and changes to the Contract Price, subscription fees, project schedule, Deliverables, or other changes may be necessary.

4.9. **NON-PRECLUSION.** If, as a result of the Services performed under this Agreement, Motorola recommends that Customer purchase products or other services, nothing in this Agreement precludes Motorola from participating in a future competitive bidding process or otherwise offering or selling the recommended products or other services to Customer. Customer represents that this paragraph does not violate its procurement or other laws, regulations, or policies.

4.10. **PROPRIETARY MATERIALS.** Customer acknowledges that Motorola may use and/or provide Customer with access to Proprietary Materials and Derivative Proprietary Materials. The Proprietary Materials and the Derivative Proprietary Materials are the sole and exclusive property of Motorola and Motorola retains all right, title and interest in and to the Proprietary Materials and Derivative Proprietary Materials.

4.11. **ADDITIONAL SERVICES.** Any services performed by Motorola outside the scope of this Agreement at the direction of Customer will be considered to be additional Services which are subject to additional charges. Any agreement to perform additional Services will be reflected in a written and executed change order, Addendum or amendment to this Agreement.

## **Section 5 PERFORMANCE SCHEDULE**

The Parties will perform their respective responsibilities in accordance with the Performance Schedule. By executing this Agreement, Customer authorizes Motorola to proceed with contract performance.

## **Section 6 CONTRACT PRICE, PAYMENT AND INVOICING**

6.1. Customer affirms that a purchase order or notice to proceed is not required for contract performance or for subsequent years of service, if any, and that sufficient funds have been appropriated in accordance with applicable law. The Customer will pay all invoices as received from Motorola and any changes in scope will be subject to the change order process as described in this Agreement. At the time of execution of this Agreement, the Customer will provide all necessary reference information to include on invoices for payment in accordance with this Agreement.

6.2. **CONTRACT PRICE.** The Contract Price in U.S. dollars is \$\_\_\_\_\_. If applicable, a pricing summary is included with the Payment schedule in Exhibit B. Motorola has priced the Services, Software, and Equipment as an integrated System. A change in Software or Equipment quantities, or Services, may affect the overall Contract Price, including discounts if applicable. Fees for professional, SUA, and/or subscription services which are not included in the Contract Price may be

listed in Exhibit B, the pricing pages of the proposal, or the applicable Addendum.

6.3. **INVOICING AND PAYMENT.** Motorola will submit invoices to Customer according to the Payment schedule in Exhibit B. Invoices will be mailed or emailed to Customer pursuant to Section 6.5, Invoicing and Shipping Addresses. Except for a payment that is due on the Effective Date, Customer will make payments to Motorola within thirty (30) days after the date of each invoice. Customer will make payments when due in the form of a wire transfer, check, or cashier's check from a U.S. financial institution. Overdue invoices will bear simple interest at the maximum allowable rate. For reference, the Federal Tax Identification Number for Motorola is 36-1115800.

6.4. **FREIGHT, TITLE, AND RISK OF LOSS.** Motorola will pre-pay and add all freight charges to the invoices. Title and risk of loss to the Equipment will pass to Customer upon shipment. Title to Software will not pass to Customer at any time. Motorola will pack and ship all Equipment in accordance with good commercial practices.

6.5. **INVOICING AND SHIPPING ADDRESSES.** Invoices will be sent to the Customer at the following address:

Name: \_\_\_\_\_  
Address: \_\_\_\_\_  
Phone: \_\_\_\_\_

E-INVOICE. To receive invoices via email:

Customer Account Number: \_\_\_\_\_  
Customer Accounts Payable Email: \_\_\_\_\_  
Customer CC(optional) Email: \_\_\_\_\_

The address which is the ultimate destination where the Equipment will be delivered to Customer is:

Name: \_\_\_\_\_  
Address: \_\_\_\_\_

The Equipment will be shipped to the Customer at the following address (insert if this information is known):

Name: \_\_\_\_\_  
Address: \_\_\_\_\_  
Phone: \_\_\_\_\_

Customer may change this information by giving written notice to Motorola.

## **Section 7 SITES AND SITE CONDITIONS**

7.1. **ACCESS TO SITES.** In addition to its responsibilities described elsewhere in this Agreement, Customer will provide a designated project manager; all necessary construction and building permits, zoning variances, licenses, and any other approvals that are necessary to develop or use the sites and mounting locations; and access to the worksites or vehicles identified in the Technical and Implementation Documents as reasonably requested by Motorola so that it may perform its duties in accordance with the Performance Schedule and Statement of Work. If the Statement of Work so indicates, Motorola may assist Customer in the local building permit process.

7.2. **SITE CONDITIONS.** Customer will ensure that all work sites it provides will be safe, secure, and in compliance with all applicable industry and OSHA standards. To the extent applicable and unless the Statement of Work states to the contrary, Customer will ensure that these work sites have adequate physical space; air conditioning and other environmental conditions; adequate and appropriate electrical power outlets, distribution, equipment and connections; and adequate telephone or other communication lines (including modem access and adequate interfacing networking capabilities), all for the installation, use and maintenance of the System. Before installing the Equipment or Software at a work site, Motorola

may inspect the work site and advise Customer of any apparent deficiencies or non-conformities with the requirements of this Section. This Agreement is predicated upon normal soil conditions as defined by the version of E.I.A. standard RS-222 in effect on the Effective Date.

7.3. **SITE ISSUES.** If a Party determines that the sites identified in the Technical and Implementation Documents are no longer available or desired, or if subsurface, structural, adverse environmental or latent conditions at any site differ from those indicated in the Technical and Implementation Documents, the Parties will promptly investigate the conditions and will select replacement sites or adjust the installation plans and specifications as necessary. If change in sites or adjustment to the installation plans and specifications causes a change in the cost or time to perform, the Parties will equitably amend the Contract Price, Performance Schedule, or both, by a change order.

## **Section 8 TRAINING**

Any training to be provided by Motorola to Customer will be described in the applicable Statement of Work. Customer will notify Motorola immediately if a date change for a scheduled training program is required. If Motorola incurs additional costs because Customer reschedules a training program less than thirty (30) days before its scheduled start date, Motorola may recover these additional costs.

## **Section 9 SYSTEM ACCEPTANCE**

9.1. **COMMENCEMENT OF ACCEPTANCE TESTING.** Motorola will provide to Customer at least ten (10) days notice before the Acceptance Tests commence. System testing will occur only in accordance with the Acceptance Test Plan.

9.2. **SYSTEM ACCEPTANCE.** System Acceptance will occur upon successful completion of the Acceptance Tests. Upon System Acceptance, the Parties will memorialize this event by promptly executing a System Acceptance Certificate. If the Acceptance Test Plan includes separate tests for individual Subsystems or phases of the System, acceptance of the individual Subsystem or phase will occur upon the successful completion of the Acceptance Tests for the Subsystem or phase, and the Parties will promptly execute an acceptance certificate for the Subsystem or phase. If Customer believes the System has failed the completed Acceptance Tests, Customer will provide to Motorola a written notice that includes the specific details of the failure. If Customer does not provide to Motorola a failure notice within thirty (30) days after completion of the Acceptance Tests, System Acceptance will be deemed to have occurred as of the completion of the Acceptance Tests. Minor omissions or variances in the System that do not materially impair the operation of the System as a whole will not postpone System Acceptance or Subsystem acceptance, but will be corrected according to a mutually agreed schedule.

9.3. **BENEFICIAL USE.** Customer acknowledges that Motorola's ability to perform its implementation and testing responsibilities may be impeded if Customer begins using the System before System Acceptance. Therefore, Customer will not commence Beneficial Use before System Acceptance without Motorola's prior written authorization, which will not be unreasonably withheld. Motorola is not responsible for System performance deficiencies that occur during unauthorized Beneficial Use. Upon commencement of Beneficial Use, Customer assumes responsibility for the use and operation of the System.

9.4. **FINAL PROJECT ACCEPTANCE.** Final Project Acceptance will occur after System Acceptance when all deliverables and other work have been completed. When Final Project Acceptance occurs, the parties will promptly memorialize this final event by so indicating on the System Acceptance Certificate.

## **Section 10 REPRESENTATIONS AND WARRANTIES**

10.1. **SYSTEM FUNCTIONALITY.** Motorola represents that the System will perform in accordance with the Specifications in all material respects. Upon System Acceptance or Beneficial Use, whichever occurs first, this System functionality representation is fulfilled. Motorola is not responsible for System

performance deficiencies that are caused by ancillary equipment not furnished by Motorola which is attached to or used in connection with the System or for reasons or parties beyond Motorola's control, such as natural causes; the construction of a building that adversely affects the microwave path reliability or radio frequency (RF) coverage; the addition of frequencies at System sites that cause RF interference or intermodulation; or Customer changes to load usage or configuration outside the Specifications.

10.2. **EQUIPMENT WARRANTY.** During the Warranty Period, Motorola warrants that the Equipment under normal use and service will be free from material defects in materials and workmanship. If System Acceptance is delayed beyond six (6) months after shipment of the Equipment by events or causes beyond Motorola's control, this warranty expires eighteen (18) months after the shipment of the Equipment.

10.3. **SOFTWARE WARRANTY.** Except as described in the SwSP and unless otherwise stated in the Software License Agreement, during the Warranty Period, Motorola warrants the Software in accordance with the warranty terms set forth in the Software License Agreement and the provisions of this Section that are applicable to the Software. If System Acceptance is delayed beyond six (6) months after shipment of the Motorola Software by events or causes beyond Motorola's control, this warranty expires eighteen (18) months after the shipment of the Motorola Software. **Nothing in this Warranty provision is intended to conflict or modify the Software Support Policy. In the event of an ambiguity or conflict between the Software Warranty and Software Support Policy, the Software Support Policy governs.**

10.4. **EXCLUSIONS TO EQUIPMENT AND SOFTWARE WARRANTIES.** These warranties do not apply to: (i) defects or damage resulting from: use of the Equipment or Software in other than its normal, customary, and authorized manner; accident, liquids, neglect, or acts of God; testing, maintenance, disassembly, repair, installation, alteration, modification, or adjustment not provided or authorized in writing by Motorola; Customer's failure to comply with all applicable industry and OSHA standards; (ii) breakage of or damage to antennas unless caused directly by defects in material or workmanship; (iii) Equipment that has had the serial number removed or made illegible; (iv) batteries (because they carry their own separate limited warranty) or consumables; (v) freight costs to ship Equipment to the repair depot; (vi) scratches or other cosmetic damage to Equipment surfaces that does not affect the operation of the Equipment; and (vii) normal or customary wear and tear.

10.5. **SERVICE WARRANTY.** During the Warranty Period, Motorola warrants that the Services will be provided in a good and workmanlike manner and will conform in all material respects to the applicable Statement of Work. Services will be free of defects in materials and workmanship for a period of ninety (90) days from the date the performance of the Services are completed. Customer acknowledges that the Deliverables may contain recommendations, suggestions or advice from Motorola to Customer (collectively, "recommendations"). Motorola makes no warranties concerning those recommendations, and Customer alone accepts responsibility for choosing whether and how to implement the recommendations and the results to be realized from implementing them.

10.6. **WARRANTY CLAIMS.** To assert a warranty claim, Customer must notify Motorola in writing of the claim before the expiration of the Warranty Period. Upon receipt of this notice, Motorola will investigate the warranty claim. If this investigation confirms a valid Equipment or Software warranty claim, Motorola will (at its option and at no additional charge to Customer) repair the defective Equipment or Motorola Software, replace it with the same or equivalent product, or refund the price of the defective Equipment or Motorola Software. These actions will be the full extent of Motorola's liability for the warranty claim. In the event of a valid Services warranty claim, Customer's sole remedy is to require Motorola to re-perform the non-conforming Service or to refund, on a pro-rata basis, the fees paid for the non-conforming Service. If this investigation indicates the warranty claim is not valid, then Motorola may invoice Customer for responding to the claim on a time and materials basis using Motorola's then current labor rates. Repaired or replaced product is warranted for the balance of the original applicable warranty period. All replaced products or parts will become the property of Motorola.



10.7. ORIGINAL END USER IS COVERED. These express limited warranties are extended by Motorola to the original user purchasing the System or Services for commercial, industrial, or governmental use only, and are not assignable or transferable.

10.8. DISCLAIMER OF OTHER WARRANTIES. THESE WARRANTIES ARE THE COMPLETE WARRANTIES FOR THE EQUIPMENT AND MOTOROLA SOFTWARE PROVIDED UNDER THIS AGREEMENT AND ARE GIVEN IN LIEU OF ALL OTHER WARRANTIES. MOTOROLA DISCLAIMS ALL OTHER WARRANTIES OR CONDITIONS, EXPRESS OR IMPLIED, INCLUDING THE IMPLIED WARRANTIES OF MERCHANTABILITY, NON-INFRINGEMENT, AND FITNESS FOR A PARTICULAR PURPOSE.

## **Section 11 DELAYS**

11.1. FORCE MAJEURE. Neither Party will be liable for its non-performance or delayed performance if caused by a Force Majeure. A Party that becomes aware of a Force Majeure that will significantly delay performance will notify the other Party promptly (but in no event later than fifteen days) after it discovers the Force Majeure. If a Force Majeure occurs, the Parties will execute a change order to extend the Performance Schedule or applicable Addenda for a time period that is reasonable under the circumstances.

11.2. PERFORMANCE SCHEDULE DELAYS CAUSED BY CUSTOMER. If Customer (including its other contractors) delays the Performance Schedule, it will make the promised payments according to the Payment schedule as if no delay occurred; and the Parties will execute a change order to extend the Performance Schedule and, if requested, compensate Motorola for all reasonable charges incurred because of the delay. Delay charges may include costs incurred by Motorola or its subcontractors for additional freight, warehousing and handling of Equipment; extension of the warranties; travel; suspending and re-mobilizing the work; additional engineering, project management, and standby time calculated at then current rates; and preparing and implementing an alternative implementation plan.

## **Section 12 DISPUTES**

The Parties will use the following procedure to address any dispute arising under this Agreement (a "Dispute").

12.1. GOVERNING LAW. This Agreement will be governed by and construed in accordance with the laws of the State in which the System is installed.

12.2. NEGOTIATION. Either Party may initiate the Dispute resolution procedures by sending a notice of Dispute ("Notice of Dispute"). The Parties will attempt to resolve the Dispute promptly through good faith negotiations including 1) timely escalation of the Dispute to executives who have authority to settle the Dispute and who are at a higher level of management than the persons with direct responsibility for the matter and 2) direct communication between the executives. If the Dispute has not been resolved within ten (10) days from the Notice of Dispute, the Parties will proceed to mediation.

12.3. MEDIATION. The Parties will choose an independent mediator within thirty (30) days of a notice to mediate from either Party ("Notice of Mediation"). Neither Party may unreasonably withhold consent to the selection of a mediator. If the Parties are unable to agree upon a mediator, either Party may request that American Arbitration Association nominate a mediator. Each Party will bear its own costs of mediation, but the Parties will share the cost of the mediator equally. Each Party will participate in the mediation in good faith and will be represented at the mediation by a business executive with authority to settle the Dispute.

12.4. LITIGATION, VENUE and JURISDICTION. If a Dispute remains unresolved for sixty (60) days after receipt of the Notice of Mediation, either Party may then submit the Dispute to a court of competent jurisdiction in the state in which the System is installed. Each Party irrevocably agrees to submit to the

exclusive jurisdiction of the courts in such state over any claim or matter arising under or in connection with this Agreement.

12.5. CONFIDENTIALITY. All communications pursuant to subsections 12.2 and 12.3 will be treated as compromise and settlement negotiations for purposes of applicable rules of evidence and any additional confidentiality protections provided by applicable law. The use of these Dispute resolution procedures will not be construed under the doctrines of laches, waiver or estoppel to affect adversely the rights of either Party.

## **Section 13     DEFAULT AND TERMINATION**

13.1. DEFAULT BY A PARTY. If either Party fails to perform a material obligation under this Agreement, the other Party may consider the non-performing Party to be in default (unless a Force Majeure causes the failure) and may assert a default claim by giving the non-performing Party a written and detailed notice of default. Except for a default by Customer for failing to pay any amount when due under this Agreement which must be cured immediately, the defaulting Party will have thirty (30) days after receipt of the notice of default to either cure the default or, if the default is not curable within thirty (30) days, provide a written cure plan. The defaulting Party will begin implementing the cure plan immediately after receipt of notice by the other Party that it approves the plan. If Customer is the defaulting Party, Motorola may stop work on the project until it approves the Customer's cure plan.

13.2. FAILURE TO CURE. If a defaulting Party fails to cure the default as provided above in Section 13.1, unless otherwise agreed in writing, the non-defaulting Party may terminate any unfulfilled portion of this Agreement. In the event of termination for default, the defaulting Party will promptly return to the non-defaulting Party any of its Confidential Information. If Customer is the non-defaulting Party, terminates this Agreement as permitted by this Section, and completes the System through a third Party, Customer may as its exclusive remedy recover from Motorola reasonable costs incurred to complete the System to a capability not exceeding that specified in this Agreement less the unpaid portion of the Contract Price. Customer will mitigate damages and provide Motorola with detailed invoices substantiating the charges. In the event Customer elects to terminate this Agreement for any reason other than default, Customer shall pay Motorola for the conforming Equipment and/or Software delivered and all services performed.

## **Section 14     INDEMNIFICATION**

14.1. GENERAL INDEMNITY BY Motorola. Motorola will indemnify and hold Customer harmless from any and all liability, expense, judgment, suit, cause of action, or demand for personal injury, death, or direct damage to tangible property which may accrue against Customer to the extent it is caused by the negligence of Motorola, its subcontractors, or their employees or agents, while performing their duties under this Agreement, if Customer gives Motorola prompt, written notice of any claim or suit. Customer will cooperate with Motorola in its defense or settlement of the claim or suit. This Section sets forth the full extent of Motorola's general indemnification of Customer from liabilities that are in any way related to Motorola's performance under this Agreement.

14.2. RESERVED.

14.3. PATENT AND COPYRIGHT INFRINGEMENT.

14.3.1. Motorola will defend at its expense any suit brought against Customer to the extent it is based on a third-party claim alleging that the Equipment manufactured by Motorola or the Motorola Software ("Motorola Product") directly infringes a United States patent or copyright ("Infringement Claim"). Motorola's duties to defend and indemnify are conditioned upon: Customer promptly notifying Motorola in writing of the Infringement Claim; Motorola having sole control of the defense of the suit and all negotiations for its settlement or compromise; and Customer providing to Motorola cooperation and, if requested by Motorola, reasonable assistance in the defense of the Infringement Claim. In addition to Motorola's obligation to defend, and subject to the same conditions, Motorola will pay all damages finally

awarded against Customer by a court of competent jurisdiction for an Infringement Claim or agreed to, in writing, by Motorola in settlement of an Infringement Claim.

14.3.2 If an Infringement Claim occurs, or in Motorola's opinion is likely to occur, Motorola may at its option and expense: (a) procure for Customer the right to continue using the Motorola Product; (b) replace or modify the Motorola Product so that it becomes non-infringing while providing functionally equivalent performance; or (c) accept the return of the Motorola Product and grant Customer a credit for the Motorola Product, less a reasonable charge for depreciation. The depreciation amount will be calculated based upon generally accepted accounting standards.

14.3.3 Motorola will have no duty to defend or indemnify for any Infringement Claim that is based upon: (a) the combination of the Motorola Product with any software, apparatus or device not furnished by Motorola; (b) the use of ancillary equipment or software not furnished by Motorola and that is attached to or used in connection with the Motorola Product; (c) Motorola Product designed or manufactured in accordance with Customer's designs, specifications, guidelines or instructions, if the alleged infringement would not have occurred without such designs, specifications, guidelines or instructions; (d) a modification of the Motorola Product by a party other than Motorola; (e) use of the Motorola Product in a manner for which the Motorola Product was not designed or that is inconsistent with the terms of this Agreement; or (f) the failure by Customer to install an enhancement release to the Motorola Software that is intended to correct the claimed infringement. In no event will Motorola's liability resulting from its indemnity obligation to Customer extend in any way to royalties payable on a per use basis or the Customer's revenues, or any royalty basis other than a reasonable royalty based upon revenue derived by Motorola from Customer from sales or license of the infringing Motorola Product.

14.3.4. This Section 14 provides Customer's sole and exclusive remedies and Motorola's entire liability in the event of an Infringement Claim. Customer has no right to recover and Motorola has no obligation to provide any other or further remedies, whether under another provision of this Agreement or any other legal theory or principle, in connection with an Infringement Claim. In addition, the rights and remedies provided in this Section 14 are subject to and limited by the restrictions set forth in Section 15.

## **Section 15      LIMITATION OF LIABILITY**

Except for personal injury or death, Motorola's total liability, whether for breach of contract, warranty, negligence, strict liability in tort, indemnification, or otherwise, will be limited to the direct damages recoverable under law, but not to exceed the price of the Equipment, Software, or implementation and other one-time Services with respect to which losses or damages are claimed. With respect to all subscription or other ongoing Services and unless as otherwise provided under the applicable Addenda, Motorola's total liability will be limited to the direct damages recoverable under law, but not to exceed the price of twelve (12) months of Services preceding the incident giving rise to the claim. **ALTHOUGH THE PARTIES ACKNOWLEDGE THE POSSIBILITY OF SUCH LOSSES OR DAMAGES, THEY AGREE THAT MOTOROLA WILL NOT BE LIABLE FOR ANY COMMERCIAL LOSS, INCONVENIENCE, LOSS OF USE, LOSS TIME, DATA, GOODWILL, REVENUES, PROFITS OR SAVINGS; OR OTHER SPECIAL, INCIDENTAL, INDIRECT, OR CONSEQUENTIAL DAMAGES IN ANY WAY RELATED TO OR ARISING FROM THIS AGREEMENT, THE SALE OR USE OF THE EQUIPMENT OR SOFTWARE, OR THE PERFORMANCE OF SERVICES BY MOTOROLA PURSUANT TO THIS AGREEMENT.** This limitation of liability provision survives the expiration or termination of the Agreement and applies notwithstanding any contrary provision. No action for contract breach or otherwise relating to the transactions contemplated by this Agreement may be brought more than one (1) year after the accrual of the cause of action, except for money due upon an open account.

## **Section 16      CONFIDENTIALITY AND PROPRIETARY RIGHTS**

### **16.1.      CONFIDENTIAL INFORMATION.**



16.1.1. Each party is a disclosing party ("Discloser") and a receiving party ("Recipient") under this Agreement. All Deliverables will be deemed to be Motorola's Confidential Information. During the term of this Agreement and for a period of three (3) years from the expiration or termination of this Agreement, Recipient will (i) not disclose Confidential Information to any third party; (ii) restrict disclosure of Confidential Information to only those employees (including, but not limited to, employees of any wholly owned subsidiary, a parent company, any other wholly owned subsidiaries of the same parent company), agents or consultants who must be directly involved with the Confidential Information for the purpose and who are bound by confidentiality terms substantially similar to those in this Agreement; (iii) not copy, reproduce, reverse engineer, decompile, or disassemble any Confidential Information; (iv) use the same degree of care as for its own information of like importance, but at least use reasonable care, in safeguarding against disclosure of Confidential Information; (v) promptly notify Discloser upon discovery of any unauthorized use or disclosure of the Confidential Information and take reasonable steps to regain possession of the Confidential Information and prevent further unauthorized actions or other breach of this Agreement; and (vi) only use the Confidential Information as needed to fulfill this Agreement.

16.1.2. Recipient is not obligated to maintain as confidential, Confidential Information that Recipient can demonstrate by documentation (i) is now available or becomes available to the public without breach of this agreement; (ii) is explicitly approved for release by written authorization of Discloser; (iii) is lawfully obtained from a third party or parties without a duty of confidentiality; (iv) is known to the Recipient prior to such disclosure; or (v) is independently developed by Recipient without the use of any of Discloser's Confidential Information or any breach of this Agreement.

16.1.3. All Confidential Information remains the property of the Discloser and will not be copied or reproduced without the express written permission of the Discloser, except for copies that are absolutely necessary in order to fulfill this Agreement. Within ten (10) days of receipt of Discloser's written request, Recipient will return all Confidential Information to Discloser along with all copies and portions thereof, or certify in writing that all such Confidential Information has been destroyed. However, Recipient may retain one (1) archival copy of the Confidential Information that it may use only in case of a dispute concerning this Agreement. No license, express or implied, in the Confidential Information is granted other than to use the Confidential Information in the manner and to the extent authorized by this Agreement. The Discloser warrants that it is authorized to disclose any Confidential Information it discloses pursuant to this Agreement.

16.2. PRESERVATION OF MOTOROLA'S PROPRIETARY RIGHTS. Motorola, the third party manufacturer of any Equipment, and the copyright owner of any Non-Motorola Software own and retain all of their respective Proprietary Rights in the Equipment and Software, and nothing in this Agreement is intended to restrict their Proprietary Rights. All intellectual property developed, originated, or prepared by Motorola in connection with providing to Customer the Equipment, Software, or related services remain vested exclusively in Motorola, and this Agreement does not grant to Customer any shared development rights of intellectual property. Except as explicitly provided in the Software License Agreement, Motorola does not grant to Customer, either directly or by implication, estoppel, or otherwise, any right, title or interest in Motorola's Proprietary Rights. Customer will not modify, disassemble, peel components, decompile, otherwise reverse engineer or attempt to reverse engineer, derive source code or create derivative works from, adapt, translate, merge with other software, reproduce, distribute, sublicense, sell or export the Software, or permit or encourage any third party to do so. The preceding sentence does not apply to Open Source Software which is governed by the standard license of the copyright owner.

16.3 VOLUNTARY DISCLOSURE. Except as required to fulfill its obligations under this Agreement, Motorola will have no obligation to provide Customer with access to its Confidential Information and/or proprietary information. Under no circumstances will Motorola be required to provide any data related to cost and pricing.

16.4 DATA AND FEEDBACK.

16.4.1 To the extent permitted by law, Customer owns all right, title and interest in System Data created

solely by it or its agents (hereafter, "Customer Data"), and grants to Motorola the right to use, host, cache, store, reproduce, copy, modify, combine, analyze, create derivatives from, communicate, transmit, publish, display, and distribute such Customer Data.

16.4.2 Motorola owns all right, title and interest in data resulting from System Data that is or has been transformed, altered, processed, aggregated, correlated or operated on (hereafter, "Derivative Data").

16.4.3 Any Feedback given by Customer is and will be entirely voluntary and, even if designated as confidential, will not create any confidentiality obligation for Motorola. Motorola will be free to use, reproduce, license or otherwise distribute and exploit the Feedback without any obligation to Customer. Customer acknowledges that Motorola's receipt of the Feedback does not imply or create recognition by Motorola of either the novelty or originality of any idea. The parties further agree that all fixes, modifications and improvements made to Motorola products or services conceived of or made by Motorola that are based, either in whole or in part, on the Feedback are the exclusive property of Motorola and all right, title and interest in and to such fixes, modifications or improvements to the Motorola product or service will vest solely in Motorola.

## **Section 17 GENERAL**

17.1. **TAXES.** The Contract Price does not include any excise, sales, lease, use, property, or other taxes, assessments or duties, all of which will be paid by Customer except as exempt by law. If Motorola is required to pay any of these taxes, Motorola will send an invoice to Customer and Customer will pay to Motorola the amount of the taxes (including any interest and penalties) within thirty (30) days after the date of the invoice. Customer will be solely responsible for reporting the Equipment for personal property tax purposes, and Motorola will be solely responsible for reporting taxes on its income or net worth.

17.2. **ASSIGNABILITY AND SUBCONTRACTING.** Except as provided herein, neither Party may assign this Agreement or any of its rights or obligations hereunder without the prior written consent of the other Party, which consent will not be unreasonably withheld. Any attempted assignment, delegation, or transfer without the necessary consent will be void. Notwithstanding the foregoing, Motorola may assign this Agreement to any of its affiliates or its right to receive payment without the prior consent of Customer. In addition, in the event Motorola separates one or more of its businesses (each a "Separated Business"), whether by way of a sale, establishment of a joint venture, spin-off or otherwise (each a "Separation Event"), Motorola may, without the prior written consent of the other Party and at no additional cost to Motorola, assign this Agreement such that it will continue to benefit the Separated Business and its affiliates (and Motorola and its affiliates, to the extent applicable) following the Separation Event. Motorola may subcontract any of the work, but subcontracting will not relieve Motorola of its duties under this Agreement.

17.3. **WAIVER.** Failure or delay by either Party to exercise a right or power under this Agreement will not be a waiver of the right or power. For a waiver of a right or power to be effective, it must be in a writing signed by the waiving Party. An effective waiver of a right or power will not be construed as either a future or continuing waiver of that same right or power, or the waiver of any other right or power.

17.4. **SEVERABILITY.** If a court of competent jurisdiction renders any part of this Agreement invalid or unenforceable, that part will be severed and the remainder of this Agreement will continue in full force and effect.

17.5. **INDEPENDENT CONTRACTORS.** Each Party will perform its duties under this Agreement as an independent contractor. The Parties and their personnel will not be considered to be employees or

agents of the other Party. Nothing in this Agreement will be interpreted as granting either Party the right or authority to make commitments of any kind for the other. This Agreement will not constitute, create, or be interpreted as a joint venture, partnership or formal business organization of any kind.

17.6. HEADINGS AND SECTION REFERENCES. The section headings in this Agreement are inserted only for convenience and are not to be construed as part of this Agreement or as a limitation of the scope of the particular section to which the heading refers. This Agreement will be fairly interpreted in accordance with its terms and conditions and not for or against either Party.

17.7. NOTICES. Notices required under this Agreement to be given by one Party to the other must be in writing and either personally delivered or sent to the address provided by the other Party by certified mail, return receipt requested and postage prepaid (or by a recognized courier service, such as Federal Express, UPS, or DHL), or by facsimile with correct answerback received, and will be effective upon receipt.

17.8. COMPLIANCE WITH APPLICABLE LAWS. Each Party will comply with all applicable federal, state, and local laws, regulations and rules concerning the performance of this Agreement or use of the System. Customer will obtain and comply with all Federal Communications Commission ("FCC") licenses and authorizations required for the installation, operation and use of the System before the scheduled installation of the Equipment. Although Motorola might assist Customer in the preparation of its FCC license applications, neither Motorola nor any of its employees is an agent or representative of Customer in FCC or other matters.

17.9 FUTURE REGULATORY REQUIREMENTS. The Parties acknowledge and agree that this is an evolving technological area and therefore, laws and regulations regarding Services and use of Solution may change. Changes to existing Services or the Solution required to achieve regulatory compliance may be available for an additional fee. Any required changes may also impact the price for Services.

17.10. AUTHORITY TO EXECUTE AGREEMENT. Each Party represents that it has obtained all necessary approvals, consents and authorizations to enter into this Agreement and to perform its duties under this Agreement; the person executing this Agreement on its behalf has the authority to do so; upon execution and delivery of this Agreement by the Parties, it is a valid and binding contract, enforceable in accordance with its terms; and the execution, delivery, and performance of this Agreement does not violate any bylaw, charter, regulation, law or any other governing authority of the Party.

17.11. ADMINISTRATOR LEVEL ACCOUNT ACCESS. If applicable to the type of System purchased by Customer, Motorola will provide Customer with Administrative User Credentials. Customer agrees to only grant access to the Administrative User Credentials to those personnel with the training and experience to correctly use them. Customer is responsible for protecting Administrative User Credentials from disclosure and maintaining Credential validity by, among other things, updating passwords when required. Customer may be asked to provide valid Administrative User Credentials when in contact with Motorola System support personnel. Customer understands that changes made as the Administrative User can significantly impact the performance of the System. Customer agrees that it will be solely responsible for any negative impact on the System or its users by any such changes. System issues occurring as a result of changes made using the Administrative User Credentials may impact Motorola's ability to perform Services or other obligations under the Agreement. In such cases, a revision to the appropriate provisions of the Agreement, including the Statement of Work, may be necessary. To the extent Motorola provides assistance to correct any issues caused by or arising out of the use of or failure

to maintain Administrative User Credentials, Motorola will be entitled to bill Customer and Customer will pay Motorola on a time and materials basis for resolving the issue.

17.12. SURVIVAL OF TERMS. The following provisions will survive the expiration or termination of this Agreement for any reason: Section 3.5 (Motorola Software); Section 3.6 (Non-Motorola Software); if any payment obligations exist, Sections 6.2 and 6.3 (Contract Price and Invoicing and Payment); Subsection 10.8 (Disclaimer of Implied Warranties); Section 12 (Disputes); Section 15 (Limitation of Liability); and Section 16 (Confidentiality and Proprietary Rights); and all of the General provisions in Section 17.

17.13. ENTIRE AGREEMENT. This Agreement, including all Exhibits, constitutes the entire agreement of the Parties regarding the subject matter of the Agreement and supersedes all previous agreements, proposals, and understandings, whether written or oral, relating to this subject matter. This Agreement may be executed in multiple counterparts, and shall have the same legal force and effect as if the Parties had executed it as a single document. The Parties may sign in writing, or by electronic signature, including by email. An electronic signature, or a facsimile copy or computer image, such as a PDF or tiff image, of a signature, shall be treated as and shall have the same effect as an original signature. In addition, an electronic signature, a true and correct facsimile copy or computer image of this Agreement shall be treated as and shall have the same effect as an original signed copy of this document. This Agreement may be amended or modified only by a written instrument signed by authorized representatives of both Parties. The preprinted terms and conditions found on any Customer purchase or purchase order, acknowledgment or other form will not be considered an amendment or modification of this Agreement, even if a representative of each Party signs that document.

The Parties hereby enter into this Agreement as of the Effective Date.

**Motorola Solutions, Inc.**

**Customer**

By: \_\_\_\_\_

By: \_\_\_\_\_

Name: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Title: \_\_\_\_\_

Date: \_\_\_\_\_

Date: \_\_\_\_\_

## Exhibit A

### MOTOROLA SOFTWARE LICENSE AGREEMENT

This Exhibit A Motorola Software License Agreement ("Agreement") is between Motorola Solutions, Inc., ("Motorola"), and \_\_\_\_\_ ("Licensee").

For good and valuable consideration, the parties agree as follows:

#### Section 1 DEFINITIONS

1.1 "Designated Products" means products provided by Motorola to Licensee with which or for which the Software and Documentation is licensed for use.

1.2 "Documentation" means product and software documentation that specifies technical and performance features and capabilities, and the user, operation and training manuals for the Software (including all physical or electronic media upon which such information is provided).

1.3 "Open Source Software" means software with either freely obtainable source code, license for modification, or permission for free distribution.

1.4 "Open Source Software License" means the terms or conditions under which the Open Source Software is licensed.

1.5 "Primary Agreement" means the agreement to which this exhibit is attached.

1.6 "Security Vulnerability" means a flaw or weakness in system security procedures, design, implementation, or internal controls that could be exercised (accidentally triggered or intentionally exploited) and result in a security breach such that data is compromised, manipulated or stolen or the system damaged.

1.7 "Software" (i) means proprietary software in object code format, and adaptations, translations, de-compilations, disassemblies, emulations, or derivative works of such software; (ii) means any modifications, enhancements, new versions and new releases of the software provided by Motorola; and (iii) may contain one or more items of software owned by a third party supplier. The term "Software" does not include any third party software provided under separate license or third party software not licensable under the terms of this Agreement.

#### Section 2 SCOPE

Motorola and Licensee enter into this Agreement in connection with Motorola's delivery of certain proprietary software or products containing embedded or pre-loaded proprietary software, or both. This Agreement contains the terms and conditions of the license Motorola is providing to Licensee, and Licensee's use of the proprietary software and affiliated documentation.

#### Section 3 GRANT OF LICENSE

3.1. Subject to the provisions of this Agreement and the payment of applicable license fees, Motorola grants to Licensee a personal, limited, non-transferable (except as permitted in Section 7) and non-exclusive license under Motorola's copyrights and Confidential Information (as defined in the Primary Agreement) embodied in the Software to use the Software, in object code form, and the Documentation solely in connection with Licensee's use of the Designated Products. This Agreement does not grant any rights to source code.

3.2. If the Software licensed under this Agreement contains or is derived from Open Source Software, the terms and conditions governing the use of such Open Source Software are in the Open Source Software Licenses of the copyright owner and not this Agreement. If there is a conflict between the terms and conditions of this Agreement and the terms and conditions of the Open Source Software Licenses governing Licensee's use of the Open Source Software, the terms and conditions of the license grant of the applicable Open Source Software Licenses will take precedence over the license grants in this Agreement. If requested by Licensee, Motorola will use commercially reasonable efforts to: (i) determine whether any Open Source Software is provided under this Agreement; and (ii) identify the Open Source Software (or specify where that license may be found).

3.3 TO THE EXTENT, IF ANY, THAT THERE IS A SEPARATE LICENSE AGREEMENT PACKAGED WITH, OR PROVIDED ELECTRONICALLY WITH, A PARTICULAR PRODUCT THAT BECOMES EFFECTIVE ON AN ACT OF ACCEPTANCE BY THE END USER, THEN THAT AGREEMENT SUPERSEDES THE SOFTWARE LICENSE AGREEMENT AS TO THE END USER OF EACH SUCH PRODUCT.

#### **Section 4 LIMITATIONS ON USE**

4.1. Licensee may use the Software only for Licensee's internal business purposes and only in accordance with the Documentation. Any other use of the Software is strictly prohibited. Without limiting the general nature of these restrictions, Licensee will not make the Software available for use by third parties on a "time sharing," "application service provider," or "service bureau" basis or for any other similar commercial rental or sharing arrangement.

4.2. Licensee will not, and will not allow or enable any third party to: (i) reverse engineer, disassemble, peel components, decompile, reprogram or otherwise reduce the Software or any portion to a human perceptible form or otherwise attempt to recreate the source code; (ii) modify, adapt, create derivative works of, or merge the Software; (iii) copy, reproduce, distribute, lend, or lease the Software or Documentation to any third party, grant any sublicense or other rights in the Software or Documentation to any third party, or take any action that would cause the Software or Documentation to be placed in the public domain; (iv) remove, or in any way alter or obscure, any copyright notice or other notice of Motorola's proprietary rights; (v) provide, copy, transmit, disclose, divulge or make the Software or Documentation available to, or permit the use of the Software by any third party or on any machine except as expressly authorized by this Agreement; or (vi) use, or permit the use of, the Software in a manner that would result in the production of a copy of the Software solely by activating a machine containing the Software. Licensee may make one copy of Software to be used solely for archival, back-up, or disaster recovery purposes; *provided* that Licensee may not operate that copy of the Software at the same time as the original Software is being operated. Licensee may make as many copies of the Documentation as it may reasonably require for the internal use of the Software.

4.3. Unless otherwise authorized by Motorola in writing, Licensee will not, and will not enable or allow any third party to: (i) install a licensed copy of the Software on more than one unit of a Designated Product; or (ii) copy onto or transfer Software installed in one unit of a Designated Product onto one other device. Licensee may temporarily transfer Software installed on a Designated Product to another device if the Designated Product is inoperable or malfunctioning, if Licensee provides written notice to Motorola of the temporary transfer and identifies the device on which the Software is transferred. Temporary transfer of the Software to another device must be discontinued when the original Designated Product is returned to operation and the Software must be removed from the other device. Licensee must provide prompt written notice to Motorola at the time temporary transfer is discontinued.

4.4 Licensee will maintain, during the term of this Agreement and for a period of two years thereafter, accurate records relating to this license grant to verify compliance with this Agreement. Motorola or an independent third party ("Auditor") may inspect Licensee's premises, books and records, upon reasonable prior notice to Licensee, during Licensee's normal business hours and subject to Licensee's facility and



security regulations. Motorola is responsible for the payment of all expenses and costs of the Auditor. Any information obtained by Motorola and the Auditor will be kept in strict confidence by Motorola and the Auditor and used solely for the purpose of verifying Licensee's compliance with the terms of this Agreement.

## **Section 5 OWNERSHIP AND TITLE**

Motorola, its licensors, and its suppliers retain all of their proprietary rights in any form in and to the Software and Documentation, including, but not limited to, all rights in patents, patent applications, inventions, copyrights, trademarks, trade secrets, trade names, and other proprietary rights in or relating to the Software and Documentation (including any corrections, bug fixes, enhancements, updates, modifications, adaptations, translations, de-compilations, disassemblies, emulations to or derivative works from the Software or Documentation, whether made by Motorola or another party, or any improvements that result from Motorola's processes or, provision of information services). No rights are granted to Licensee under this Agreement by implication, estoppel or otherwise, except for those rights which are expressly granted to Licensee in this Agreement. All intellectual property developed, originated, or prepared by Motorola in connection with providing the Software, Designated Products, Documentation or related services, remains vested exclusively in Motorola, and Licensee will not have any shared development or other intellectual property rights.

## **Section 6 LIMITED WARRANTY; DISCLAIMER OF WARRANTY**

6.1. Unless otherwise stated in the Primary Agreement, the commencement date and the term of the Software warranty will be a period of ninety (90) days from Motorola's shipment of the Software (the "Warranty Period"). If Licensee is not in breach of any of its obligations under this Agreement, Motorola warrants that the unmodified Software, when used properly and in accordance with the Documentation and this Agreement, will be free from a reproducible defect that eliminates the functionality or successful operation of a feature critical to the primary functionality or successful operation of the Software. Whether a defect occurs will be determined by Motorola solely with reference to the Documentation. Motorola does not warrant that Licensee's use of the Software or the Designated Products will be uninterrupted, error-free, completely free of Security Vulnerabilities, or that the Software or the Designated Products will meet Licensee's particular requirements. Motorola makes no representations or warranties with respect to any third party software included in the Software. Notwithstanding, any warranty provided by a copyright owner in its standard license terms will flow through to Licensee for third party software provided by Motorola.

6.2 Motorola's sole obligation to Licensee and Licensee's exclusive remedy under this warranty is to use reasonable efforts to remedy any material Software defect covered by this warranty. These efforts will involve either replacing the media or attempting to correct significant, demonstrable program or documentation errors or Security Vulnerabilities. If Motorola cannot correct the defect within a reasonable time, then at Motorola's option, Motorola will replace the defective Software with functionally-equivalent Software, license to Licensee substitute Software which will accomplish the same objective, or terminate the license and refund the Licensee's paid license fee.

6.3. Warranty claims are described in the Primary Agreement.

6.4. The express warranties set forth in this Section 6 are in lieu of, and Motorola disclaims, any and all other warranties (express or implied, oral or written) with respect to the Software or Documentation, including, without limitation, any and all implied warranties of condition, title, non-infringement, merchantability, or fitness for a particular purpose or use by Licensee (whether or not Motorola knows, has reason to know, has been advised, or is otherwise aware of any such purpose or use), whether arising by law, by reason of custom or usage of trade, or by course of dealing. In addition, Motorola disclaims any warranty to any person other than Licensee with respect to the Software or Documentation.

## **Section 7 TRANSFERS**

Licensee will not transfer the Software or Documentation to any third party without Motorola's prior written consent. Motorola's consent may be withheld at its discretion and may be conditioned upon transferee paying all applicable license fees and agreeing to be bound by this Agreement. If the Designated Products are Motorola's radio products and Licensee transfers ownership of the Motorola radio products to a third party, Licensee may assign its right to use the Software (other than CPS and Motorola's FLASHport® software) which is embedded in or furnished for use with the radio products and the related Documentation; *provided* that Licensee transfers all copies of the Software and Documentation to the transferee, and Licensee and the transferee sign a transfer form to be provided by Motorola upon request, obligating the transferee to be bound by this Agreement.

## **Section 8      TERM AND TERMINATION**

8.1      Licensee's right to use the Software and Documentation will begin when the Primary Agreement is signed by both parties and will continue for the life of the Designated Products with which or for which the Software and Documentation have been provided by Motorola, unless Licensee breaches this Agreement, in which case this Agreement and Licensee's right to use the Software and Documentation may be terminated immediately upon notice by Motorola.

8.2      Within thirty (30) days after termination of this Agreement, Licensee must certify in writing to Motorola that all copies of the Software have been removed or deleted from the Designated Products and that all copies of the Software and Documentation have been returned to Motorola or destroyed by Licensee and are no longer in use by Licensee.

8.3      Licensee acknowledges that Motorola made a considerable investment of resources in the development, marketing, and distribution of the Software and Documentation and that Licensee's breach of this Agreement will result in irreparable harm to Motorola for which monetary damages would be inadequate. If Licensee breaches this Agreement, Motorola may terminate this Agreement and be entitled to all available remedies at law or in equity (including immediate injunctive relief and repossession of all non-embedded Software and associated Documentation unless Licensee is a Federal agency of the United States Government).

## **Section 9      Commercial Computer Software**

9.1      *This Section 9 only applies to U.S. Government end users.* The Software, Documentation and updates are commercial items as that term is defined at 48 C.F.R. Part 2.101, consisting of "commercial computer software" and "computer software documentation" as such terms are defined in 48 C.F.R. Part 252.227-7014(a)(1) and 48 C.F.R. Part 252.227-7014(a)(5), and used in 48 C.F.R. Part 12.212 and 48 C.F.R. Part 227.7202, as applicable. Consistent with 48 C.F.R. Part 12.212, 48 C.F.R. Part 252.227-7015, 48 C.F.R. Part 227.7202-1 through 227.7202-4, 48 C.F.R. Part 52.227-19, and other relevant sections of the Code of Federal Regulations, as applicable, the Software, Documentation and Updates are distributed and licensed to U.S. Government end users: (i) only as commercial items, and (ii) with only those rights as are granted to all other end users pursuant to the terms and conditions contained herein.

9.2      If Licensee is licensing Software for end use by the United States Government or a United States Government agency, Licensee may transfer such Software license, but only if: (i) Licensee transfers all copies of such Software and Documentation to such United States Government entity or interim transferee, and (ii) Licensee has first obtained from the transferee (if applicable) and ultimate end user an enforceable end user license agreement containing restrictions substantially identical to the ones contained in this Agreement. Except as stated in the foregoing, Licensee and any transferee(s) authorized by this subsection 9.2 may not otherwise use or transfer or make available any Motorola software to any third party nor permit any party to do so.

## **Section 10     CONFIDENTIALITY**



Licensee acknowledges that the Software and Documentation contain Motorola's valuable proprietary and Confidential Information and are Motorola's trade secrets, and that the provisions in the Primary Agreement concerning Confidential Information apply.

#### **Section 11      LIMITATION OF LIABILITY**

The Limitation of Liability provision is described in the Primary Agreement.

#### **Section 12      NOTICES**

Notices are described in the Primary Agreement.

#### **Section 13      GENERAL**

13.1. **COPYRIGHT NOTICES.** The existence of a copyright notice on the Software will not be construed as an admission or presumption of publication of the Software or public disclosure of any trade secrets associated with the Software.

13.2. **COMPLIANCE WITH LAWS.** Licensee acknowledges that the Software is subject to the laws and regulations of the United States and Licensee will comply with all applicable laws and regulations, including export laws and regulations of the United States. Licensee will not, without the prior authorization of Motorola and the appropriate governmental authority of the United States, in any form export or re-export, sell or resell, ship or reship, or divert, through direct or indirect means, any item or technical data or direct or indirect products sold or otherwise furnished to any person within any territory for which the United States Government or any of its agencies at the time of the action, requires an export license or other governmental approval. Violation of this provision is a material breach of this Agreement.

13.3 **FUTURE REGULATORY REQUIREMENTS.** The Parties acknowledge and agree that this is an evolving technological area and therefore, laws and regulations regarding Services and use of Solution may change. Changes to existing Services or the Solution required to achieve regulatory compliance may be available for an additional fee. Any required changes may also impact the price for Services.

13.4. **ASSIGNMENTS AND SUBCONTRACTING.** Motorola may assign its rights or subcontract its obligations under this Agreement, or encumber or sell its rights in any Software, without prior notice to or consent of Licensee.

13.5. **GOVERNING LAW.** This Agreement is governed by the laws of the United States to the extent that they apply and otherwise by the internal substantive laws of the State to which the Software is shipped if Licensee is a sovereign government entity, or the internal substantive laws of the State of Illinois if Licensee is not a sovereign government entity. The terms of the U.N. Convention on Contracts for the International Sale of Goods do not apply. In the event that the Uniform Computer Information Transaction Act, any version of this Act, or a substantially similar law (collectively "UCITA") becomes applicable to a party's performance under this Agreement, UCITA does not govern any aspect of this Agreement or any license granted under this Agreement, or any of the parties' rights or obligations under this Agreement. The governing law will be that in effect prior to the applicability of UCITA.

13.6. **THIRD PARTY BENEFICIARIES.** This Agreement is entered into solely for the benefit of Motorola and Licensee. No third party has the right to make any claim or assert any right under this Agreement, and no third party is deemed a beneficiary of this Agreement. Notwithstanding the foregoing,

any licensor or supplier of third party software included in the Software will be a direct and intended third party beneficiary of this Agreement.

13.7. SURVIVAL. Sections 4, 5, 6.4, 7, 8, 9, 10, 11 and 13 survive the termination of this Agreement.

13.8. ORDER OF PRECEDENCE. In the event of inconsistencies between this Exhibit and the Primary Agreement, the parties agree that this Exhibit prevails, only with respect to the specific subject matter of this Exhibit, and not the Primary Agreement or any other exhibit as it applies to any other subject matter.

13.9. SECURITY. Motorola uses reasonable means in the design and writing of its own Software and the acquisition of third party Software to limit Security Vulnerabilities. While no software can be guaranteed to be free from Security Vulnerabilities, if a Security Vulnerability is discovered, Motorola will take the steps set forth in Section 6 of this Agreement.

**Exhibit B  
PAYMENT**

Except for a payment that is due on the Effective Date, Customer will make payments to Motorola within thirty (30) days after the date of each invoice. Customer will make payments when due in the form of a check, cashier's check, or wire transfer drawn on a U.S. financial institution. If Customer has purchased additional Professional or Subscription services, payment will be in accordance with the applicable addenda. Payment for the System purchase will be in accordance with the following milestones.

**System Purchase (excluding Subscribers, if applicable)**

1. 50% of the Contract Price due upon contract execution (due upon effective date);
2. 50% of the Contract Price due upon completion;

**If Subscribers are purchased, 100% of the Subscriber Contract Price will be invoiced upon shipment (as shipped).**

Motorola shall make partial shipments of equipment and will request payment upon shipment of such equipment. In addition, Motorola shall invoice for installations completed on a site-by-site basis or when professional services are completed, when applicable. The value of the equipment shipped/services performed will be determined by the value shipped/services performed as a percentage of the total milestone value. Unless otherwise specified, contract discounts are based upon all items proposed and overall system package. For invoicing purposes only, discounts will be applied proportionately to the FNE and Subscriber equipment values to total contract price. Overdue invoices will bear simple interest at the maximum allowable rate by state law.

**For Lifecycle Support Plan and Subscription Based Services:**

**Motorola will invoice Customer annually in advance of each year of the plan.**

The chart below outlines the hourly labor rates for Motorola System Integration resources to be used. The staffing requirements shall be multiplied by the appropriate rate per resource in the table below. The hourly labor rates are fully burdened. The hourly rates per resource type and level are listed in Table 1.

Levels	Resource Types			
	Project Management	System Engineering	System Technologist	Project Administration
4	\$ 290.00	\$ 300.00	\$ 280.00	\$ 200.00
3	\$ 240.00	\$ 250.00	\$ 240.00	\$ 180.00
2	\$ 220.00	\$ 220.00	\$ 220.00	\$ 170.00
1	\$ 190.00	\$ 210.00	\$ 210.00	\$ 150.00

Table 1 - Hourly Rates

These rates apply to ordinary days and times (Monday to Friday during the hours 8am to 5pm). Additional surcharges may apply to work done outside these timeframes. The minimum charge for any resource will be 4 hours. Travel expenses are not included in these rates and may be charged separately. The qualifications of each type and level of resource are defined in the tables found at

<https://www.motorolasolutions.com/content/dam/msi/secure/services/labor-rates-exhibit-160408.pdf>. All Motorola System Integration personnel assigned to this project will be classified according these levels. Project Administrative roles are varied and their specific duties and qualifications will be determined by the complexity and requirements of each project.

**EXHIBIT D**

**System Acceptance Certificate**

**Customer Name:** \_\_\_\_\_

**Project Name:** \_\_\_\_\_

This System Acceptance Certificate memorializes the occurrence of System Acceptance. Motorola and Customer acknowledge that:

1. The Acceptance Tests set forth in the Acceptance Test Plan have been successfully completed.
2. The System is accepted.

Customer Representative:

Motorola Representative:

Signature: \_\_\_\_\_  
Print Name: \_\_\_\_\_  
Title: \_\_\_\_\_  
Date: \_\_\_\_\_

Signature: \_\_\_\_\_  
Print Name: \_\_\_\_\_  
Title: \_\_\_\_\_  
Date: \_\_\_\_\_

**FINAL PROJECT ACCEPTANCE:**

Motorola has provided and Customer has received all deliverables, and Motorola has performed all other work required for Final Project Acceptance.

Customer Representative:

Motorola Representative:

Signature: \_\_\_\_\_  
Print Name: \_\_\_\_\_  
Title: \_\_\_\_\_  
Date: \_\_\_\_\_

Signature: \_\_\_\_\_  
Print Name: \_\_\_\_\_  
Title: \_\_\_\_\_  
Date: \_\_\_\_\_

## **MAINTENANCE, SUPPORT AND LIFECYCLE MANAGEMENT ADDENDUM**

This Addendum to the Communications System and Services Agreement or other previously executed Agreement currently in force, as applicable ("Primary Agreement") provides additional or different terms and conditions to govern the sale of Maintenance, Support and Lifecycle Management services. The terms in this Addendum are integral to and incorporated into the Primary Agreement signed by the Parties.

### **1. DEFINITIONS**

All capitalized terms not otherwise defined herein shall have the same meaning as defined in the Primary Agreement.

"MUA" means Microwave Upgrade Agreement (MUA).

"NUA" means Network Upgrade Agreement (NUA).

"SUA" or "SUA II" means Motorola's Software Upgrade Agreement program for Motorola's P25 radio system.

### **2. SCOPE**

Motorola will provide Maintenance and Support Services and/or Lifecycle Management as further described in the applicable Statement of Work, or attachment to Motorola's proposal for additional services.

### **3. TERMS AND CONDITIONS**

The terms of the Primary Agreement combined with the terms of this Addendum will govern the products and services offered pursuant to this Addendum. To the extent there is a conflict between the terms and conditions of the Primary Agreement and the terms and conditions of this Addendum, this Addendum takes precedence.

#### **3.1 MAINTENANCE AND SUPPORT SERVICES**

3.1.1 PURCHASE ORDER ACCEPTANCE. Purchase orders for additional, continued, or expanded maintenance and software support, during the Warranty Period or after the Warranty Period, become binding only when accepted in writing by Motorola.

3.1.2 START DATE. The "Start Date" for Maintenance and Support Services will be indicated in the proposal or a cover page entitled "Service Agreement".

3.1.3 AUTO RENEWAL. Unless the cover page or SOW specifically states a termination date or one Party notifies the other in writing of its intention to discontinue the Services, this Agreement will renew for an additional one (1) year term on every anniversary of the Start Date. At the anniversary date, Motorola may adjust the price of the Services to reflect the renewal rate.

3.1.4 TERMINATION. Written notice of intent to terminate must be provided thirty (30)

days or more prior to the anniversary date. If Motorola provides Services after the termination or expiration of this Addendum, the terms and conditions in effect at the time of termination or expiration will apply to those Services and Customer agrees to pay for those services on a time and materials basis at Motorola's then effective hourly rates.

3.1.5 EQUIPMENT DEFINITION. For maintenance and support services, Equipment will be defined to mean the hardware specified in the applicable SOW or attachments to the maintenance and support proposal.

3.1.6 ADDITIONAL HARDWARE. If Customer purchases additional hardware from Motorola that becomes part of the System, the additional hardware may be added to this Addendum and will be billed at the applicable rates after the warranty period for that additional equipment expires. Such hardware will be included in the definition of Equipment.

3.1.7 MAINTENANCE. Equipment will be maintained at levels set forth in the manufacturer's product manuals and routine procedures that are prescribed by Motorola will be followed. Motorola parts or parts of equal quality will be used for Equipment maintenance.

3.1.8 EQUIPMENT CONDITION. All Equipment must be in good working order on the Start Date or when additional equipment is added to the Addendum. Upon reasonable request by Motorola, Customer will provide a complete serial and model number list of the Equipment. Customer must promptly notify Motorola in writing when any Equipment is lost, damaged, stolen or taken out of service. Customer's obligation to pay maintenance and support fees for this Equipment will terminate at the end of the month in which Motorola receives the written notice. If Equipment cannot, in Motorola's reasonable opinion, be properly or economically maintained for any reason, Motorola may modify the scope of Services related to that Equipment; remove that Equipment from the Agreement; or increase the price to maintain that Equipment.

3.1.9 EQUIPMENT FAILURE. Customer must promptly notify Motorola of any Equipment failure. Motorola will respond to Customer's notification in a manner consistent with the level of Service purchased as indicated in this Addendum and applicable SOW.

3.1.10 INTRINSICALLY SAFE. Customer must specifically identify any Equipment that is labeled intrinsically safe for use in hazardous environments.

3.1.11 EXCLUDED SERVICES.

a) Service excludes the repair or replacement of Equipment that has become defective or damaged from use in other than the normal, customary, intended, and authorized manner; use not in compliance with applicable industry standards; excessive wear and tear; or accident, liquids, power surges, neglect, acts of God or other force majeure events.

b) Unless specifically included in this Addendum, Service excludes items that are consumed in the normal operation of the Equipment, such as batteries or magnetic tapes.; upgrading or reprogramming Equipment; accessories, belt clips, battery chargers, custom or special products, modified units, or software; and repair or maintenance of any transmission line, antenna, microwave equipment, tower or tower lighting, duplexer, combiner, or multicoupler. Motorola has no obligations for any transmission medium, such as telephone lines, computer networks, the internet or the worldwide web, or for Equipment malfunction caused by the transmission

medium.

3.1.12 TIME AND PLACE. Service will be provided at the location specified in this Addendum and/or the SOW. When Motorola performs maintenance, support, or installation at Customer's location, Customer will provide Motorola, at no charge, a non-hazardous work environment with adequate shelter, heat, light, and power and with full and free access to the Equipment. Waivers of liability from Motorola or its subcontractors will not be imposed as a site access requirement. Customer will provide all information pertaining to the hardware and software elements of any system with which the Equipment is interfacing so that Motorola may perform its Services. Unless otherwise stated in this Addendum or applicable SOW, the hours of Service will be 8:30 a.m. to 4:30 p.m., local time, excluding weekends and holidays. Unless otherwise stated in this Addendum or applicable SOW, the price for the Services exclude any charges or expenses associated with helicopter or other unusual access requirements; if these charges or expenses are reasonably incurred by Motorola in rendering the Services, Customer agrees to reimburse Motorola for those charges and expenses.

3.1.13 CUSTOMER CONTACT. Customer will provide Motorola with designated points of contact (list of names and phone numbers) that will be available twenty-four (24) hours per day, seven (7) days per week, and an escalation procedure to enable Customer's personnel to maintain contact, as needed, with Motorola.

### 3.2 LIFECYCLE MANAGEMENT SERVICES

3.2.1 The Software License Agreement included as Exhibit A to the Primary Agreement applies to any Motorola Software provided as part of the Lifecycle Management transactions.

3.2.2 The term of this Addendum is [ ] years, commencing on [ ] 201[ ]. The Lifecycle Management Price for the [ ] years of services is \$ [ ] excluding applicable sales or use taxes but including discounts as more fully set forth in the pricing pages. Because the Lifecycle Management is a subscription service as more fully described in the applicable Lifecycle Management Statement of Work, payment from Customer is due in advance and will not be in accordance with any Payment Milestone Schedule.

3.2.3 The System upgrade will be scheduled during the subscription period and will be performed when Motorola's system upgrade operation resources are available. Because there might be a significant time frame between when this Addendum is executed and when a System upgrade transaction is performed, Motorola may substitute any of the promised Equipment or Software so long as the substitute is equivalent or superior to the initially promised Equipment or Software.

3.2.4 Acceptance of a Lifecycle Management transaction occurs when the Equipment (if any) and Software are delivered and the Lifecycle Management services are fully performed; there is no Acceptance Testing with a Lifecycle Management transaction.

3.2.5 The Warranty Period for any Equipment or Motorola Software provided under a Lifecycle Management transaction will commence upon shipment and not on System

Acceptance or Beneficial Use, and is for a period of ninety (90) days rather than one (1) year. The ninety (90) day warranty for Lifecycle Management services is set forth in the Lifecycle Management Statement of Work.

3.2.6 In addition to the description of the Lifecycle Management services and exclusions provided in the Lifecycle Management Statement of Work, the following apply:

- a) Upon reasonable request by Motorola, Customer will provide a complete serial and model number list of the Equipment.
- b) Lifecycle Management services exclude the repair or replacement of Equipment that has become defective or damaged from use in other than the normal, customary, intended, and authorized manner; use not in compliance with applicable industry standards; excessive wear and tear; or accident, liquids, power surges, neglect, acts of God or other force majeure events.
- c) Unless specifically included in this Addendum or the Lifecycle Management Statement of Work, Lifecycle Management services exclude items that are consumed in the normal operation of the Equipment; accessories; and repair or maintenance of any transmission line, antenna, microwave equipment, tower or tower lighting, duplexer, combiner, or multicoupler. Motorola has no obligations for any transmission medium, such as telephone lines, computer networks, the internet or the worldwide web, or for Equipment malfunction caused by the transmission medium.
- d) Customer will provide Motorola with designated points of contact (list of names and phone numbers) that will be available during the performance of the Lifecycle Management services.

3.2.7 The Lifecycle Management annualized price is based on the fulfillment of the two year cycle. If Customer terminates this service during a two year cycle, except for Motorola's default, then Customer will be required to pay for the balance of payments owed for the two year cycle if a major system release has been implemented before the point of termination.

3.2.8 If Customer terminates this service and contractual commitment before the end of the  year term, for any reason other than Motorola's default, then the Customer will pay to Motorola a termination fee equal to the discount applied to the last three years of service payments related to the  year commitment.

#### 4. PAYMENT

4.1 Unless alternative payment terms are stated in this Agreement, Motorola will invoice Customer in advance for each payment period. All other charges will be billed monthly, and the Customer must pay each invoice in U.S. dollars within thirty (30) days of the invoice date. Customer will reimburse Motorola for all property taxes, sales and use taxes, excise taxes, and



other taxes or assessments that are levied as a result of Services rendered under this Agreement (except income, profit, and franchise taxes of Motorola) by any governmental entity.

4.2 INFLATION ADJUSTMENT. For multi-year agreements, at the end of the first year of the Agreement and each year thereafter, a CPI percentage change calculation shall be performed using the U.S. Department of Labor, Consumer Price Index, all Items, Unadjusted Urban Areas (CPI-U). Should the annual inflation rate increase greater than 3% during the previous year, Motorola shall have the right to increase all future maintenance prices by the CPI increase amount exceeding 3%. All items, not seasonally adjusted shall be used as the measure of CPI for this price adjustment. Measurement will take place once the annual average for the new year has been posted by the Bureau of Labor Statistics. For purposes of illustration, if in year 5 the CPI reported an increase of 8%, Motorola may increase the Year 6 price by 5% (8%-3% base).

5. ENTIRE AGREEMENT. This Addendum, any related attachments, and the Primary Agreement, constitutes the entire agreement of the Parties regarding the subject matter of this Addendum and supersedes all previous agreements, proposals, and understandings, whether written or oral, relating to this subject matter. This Addendum may be amended or modified only by a written instrument signed by authorized representatives of both Parties. The preprinted terms and conditions found on any Customer purchase or purchase order, acknowledgment or other form will not be considered an amendment or modification of this Addendum, even if a representative of each Party signs that document.

END

SECTION 8

# OPTIONAL MANAGED DETECTION & RESPONSE – OPTIONAL YEAR 1 (OPTIONAL MDR)

Motorola Solutions is pleased to build upon our years of ongoing support to Santa Fe County with a response that efficiently meets the needs for your ASTRO® 25 Managed Detection and Response (MDR) solution. We are a national and global leader in the cybersecurity community with our recent acquisitions of both Delta Risk and Lunarline in 2020. We have evolved into a holistic mission critical technology provider, placing Information Technology (IT), as well as cybersecurity, at the forefront of importance to protect our customers against threats to the confidentiality, integrity and availability of their operation.

## **ASTRO 25 Managed Detection and Response**

Motorola Solutions' ASTRO 25 MDR provides radio network security element monitoring by experienced, specialized security technologists with extensive experience working with ASTRO 25 mission-critical networks. For highly complex or unusual security events, Motorola Solutions' technologists have direct access to Motorola Solutions engineers for rapid resolution.

Our solution provides 24x7x365 Security Operations Center Support. This is a component of our broader proprietary SOC 2 Type 2 certified Managed Security Platform targeted to Public Safety, Critical Infrastructure, and State/Local municipalities.

## **The ActiveEye<sup>SM</sup> Platform**

In 2020, Motorola Solutions acquired Delta Risk, a leading Managed Security Services Provider (MSSP). The acquisition now allows Motorola Solutions to extend the ActiveEye platform to our customers and deliver a co-managed approach to 24/7 security monitoring operations across IT enterprise environments. The benefits of the ActiveEye platform are demonstrated below:

- Included Public Safety Threat Data Feed — Threat reports covering potential attack vectors based on dark web research. Summaries of actual attacks against public safety and state/local municipalities. Indicator data pulled from a large network of deployed public safety sensors and state/local municipality environments.
- Advanced Threat Detection & Response — Not subscribed. Consolidate SIEM data and direct threat inputs from endpoint security, network sensors, and cloud/SaaS applications. Pre-built custom playbooks to process alerts and reduce/eliminate manual analyst effort.



- Single Dashboard for Threat Visibility — Prioritize based on actual assets in the environment. Asset inventory created manually or automatically with Managed Vulnerability Assessment Service - external and authenticated scans of assets, providing a complete attack surface map.

### **Chief Information Security Officer (CISO) Benefits**

Main dashboard displays and aggregates all of the important and relevant risk information from across the organization, helping decision makers to make better-informed decisions to balance cybersecurity efforts and operational efficiencies.

Main dashboard provides key performance metrics and indicators that can inform an admin at a glance to the activity that is occurring throughout their environment.

Create ad-hoc reports and notifications based on available data and ActiveEye parameters.

Transparency into the service that Motorola Solutions is providing. The dashboard will provide the key indicators to the number of events that are handled on a daily, weekly, monthly basis and how those events are handled by the Motorola Solutions Security Operations Center (SOC).

### **Public Safety Threat Alliance**

Cyber threats to public safety agencies are increasing in scope, scale, and complexity; however, most agencies lack the cybersecurity capabilities required to mitigate risk and ensure continuity of public safety operations. To address this critical need, Motorola Solutions has established a cyber threat information sharing and analysis organization (ISAO) for public safety called The Public Safety Threat Alliance (PSTA). The PSTA is recognized by the U.S. Cybersecurity and Infrastructure Security Association (CISA), and highlights Motorola Solutions' commitment to public safety agencies and the communities they serve.

The PSTA will leverage cybersecurity risk information from across Motorola Solutions' Cybersecurity Services. This, paired with information from members and trusted partners including CISA, other ISAOs, and nonprofits dedicated to sharing cyber threat intelligence, will help generate actionable intelligence to improve members' cybersecurity posture, defense, and resilience against evolving threats to their public safety missions. Membership in the PSTA is open to all public safety agencies. While initial efforts are focused on U.S. public safety, the Alliance will include global public safety agencies in the future.

Learn more about the Public Safety Threat Alliance at: <https://motorolasolutions.com/public-safety-threat-alliance>.



SECTION 9

# SOLUTION DESCRIPTION – ASTRO MDR- OPTIONAL MDR YEAR 1- (OPTIONAL MDR)

## 9.1 SOLUTION OVERVIEW

Motorola Solutions, Inc. (Motorola Solutions) is pleased to present the proposed cybersecurity services for Santa Fe County (hereinafter referred to as “Customer”). This proposal is conditional upon the host system, installing the required infrastructure for ASTRO Managed Detection and Response (MDR).

Identifying and mitigating cyber threats requires a reliable solution that supplies the right data to cybersecurity experts. With MDR, Motorola Solutions will provide access to our ActiveEye<sup>SM</sup> Security Platform, along with 24x7 support from specialized security technologists, who will monitor your mission critical network against threat and intrusion.

The following ASTRO<sup>®</sup> 25 Managed Detection and Response features and services are included in our proposal:

- ActiveEye<sup>SM</sup> Managed Detection and Response Elements.
  - ActiveEye Security Management Platform
  - ActiveEye Remote Security Sensor (AERSS)
  - Internetworking Firewall
- Service Modules
  - Log Collection / Analytics
  - Network Detection
  - Endpoint Detection and Response – Control Room CEN
  - Vulnerability Detection

## 9.2 SERVICE DESCRIPTION

### 9.2.1 ActiveEye Security Management Platform

The ActiveEye security platform collects, manages, and analyzes security event streams from ActiveEye Remote Security Sensors installed on an ASTRO 25 network and applicable CEN systems.

Built-in analytics examine multiple real-time threat intelligence feeds, reference past events, and follow defined playbooks to automate most analyst actions. Analytics also prioritize manual investigations to more quickly address those that require remediation.



As a Security Orchestration, Automation, and Response (SOAR) platform, ActiveEye speeds up remediation, using defined or custom playbooks to automatically investigate and respond to threats. ActiveEye’s automatic investigation capabilities include looking up threat intelligence, querying past data, adding recommended action notes to cases, and bringing event details to the main investigation screen. Its automatic response capabilities include changing alert priority, closing an alert, blocklisting files, removing files from systems or isolating a host from the network.

This automated approach to threat identification and remediation enables key event data to be passed to SOC analysts more quickly. With ActiveEye, SOC analysts can shift their focus to more complex investigation and response tasks.

### ActiveEye Remote Security Sensor

Motorola Solutions deploys the AERSS as a hardware appliance. It integrates the ActiveEye platform with network elements by enabling the collection of logs, analyzing network traffic, and scanning elements for vulnerabilities. Once deployed into ASTRO 25 networks and the CEN, the sensors monitor for security events and pass security information to the ActiveEye Security Platform.

### 9.2.1.1 ActiveEye Managed Security Portal

The ActiveEye Managed Security Portal will synchronize security efforts between the Customer and Motorola Solutions. From this central point, the Customer will be able to view threat insights, event investigations, security reports, threat advisories, and status of any security cases.

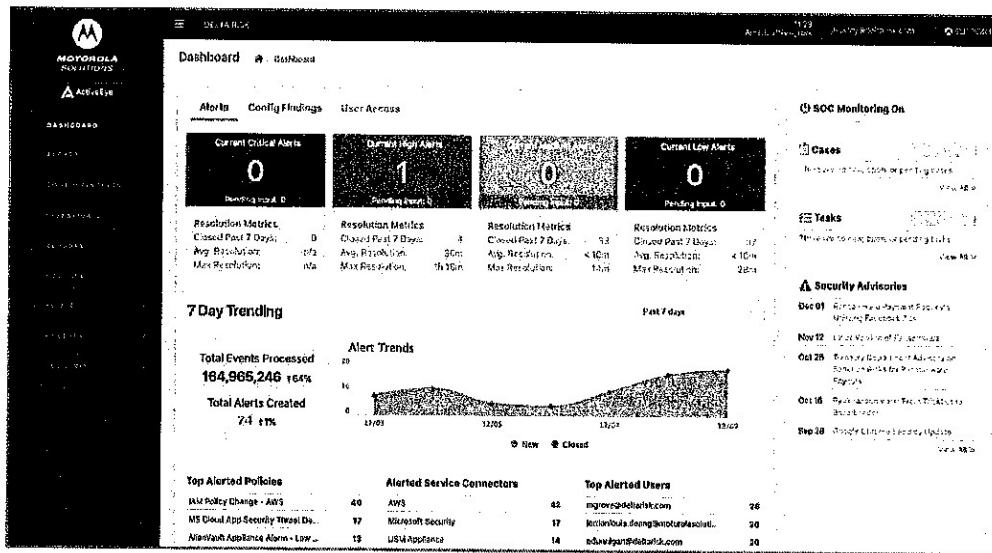


Figure 9-1: ActiveEye Interface

### Dashboard

Key information in the ActiveEye Portal is summarized on the dashboard. This dashboard provides details about open alerts, an overview of alert categories, alert processing, key performance indicators (KPI), open security cases, and recent threat advisories. Also, users

can access more in-depth information like security cases, alert details, alert trends, reports, and group communications.

### **Security Cases**

When the Customer and Motorola Solutions identify a threat, the SOC will create a security case. Through the ActiveEye Portal, the Customer can view details of current or past cases, create new cases, or respond to ongoing cases.

### **Alert Details and Trends**

Alerts can be evidence of a past, active, or developing threat. ActiveEye records relevant data for each alert, enabling users to quickly view its triggers, systems it impacts, and any actions taken to address the alert. ActiveEye Portal also provides tools for reviewing groups of alerts based on key attributes or time periods. Attribute filters enable users to toggle which alert groups ActiveEye Portal shows, helping to spot trends or threat activity. Users can also compare alert logs for specific time periods to determine if specific trends are associated with a threat or are false positives.

### **Investigations and Reporting**

ActiveEye Portal includes robust *ad hoc* reporting capabilities, which will provide important, additional information about active and historical threats. Users can share information outside of ActiveEye Portal by downloading reports in .csv or .json format.

In addition to *ad hoc* reporting, ActiveEye Portal can provide a daily email summary and monthly report. Daily email summaries can include alert counts, security cases opened or closed, saved queries that have new data, and detailed endpoint security statistics. If needed, ActiveEye Portal can send one or more summary emails with different content for different groups. Monthly reports are available as a PDF download.

### **Security Advisories**

Security Advisories are messages initiated from the SOC that share information on active threats with the Customer's security teams. These advisories guide security teams on how to best take action against a threat and tell them where they can find further information.

### **Information Sharing**

The ActiveEye Portal includes several functions for sharing information. Automatic security alerts notify pre-defined contacts of incidents, based on incident priority. Other information sharing functions include:

- **SOC Bulletins** - Instructions from the Customer, or the SOC, that SOC analysts reference when creating security cases. These can communicate short-term situations where a security case may not be needed, such as during testing or maintenance windows.
- **Customer Notebook** - The SOC will use the Customer Notebook to document the Customer's environment and any specific network implementation details that will help the SOC investigate security cases.
- **Contact Procedures** - Escalation procedures and instructions on who to contact if an incident occurs. Contact procedures include instructions and procedures for specific security incident levels. The SOC and the Customer will jointly manage contact procedures.



## User Access

The ActiveEye Portal provides the ability to add, update, and remove user access. Every ActiveEye user can save queries, customize reports, and set up daily email summaries. Users may be given administrative access, allowing them to perform administrative tasks, such as setting up new service connectors, resetting passwords, and setting up multi-factor authentication for other users.

## 9.2.2 Internetworking Firewall

Motorola Solutions introduces a formalized and centralized Internet connection to the ASTRO 25 system using an Internetworking Firewall.

The Internetworking Firewall serves as a security barrier and demarcation point between a master site and the Internet (or a customer network leading to the Internet). The Internetworking Firewall supports traffic for various ASTRO 25 features that require access to the Internet.

## 9.2.3 Service Modules

ActiveEye delivers service capability by integrating one or more service modules. These modules provide ActiveEye analytics more information to correlate and a clearer vision of events on Santa Fe RCC's network. In addition, modules enable security teams and analysts to more easily access and compare data from these disparate systems. The following subsections describe each ActiveEye service module in detail.

### 9.2.3.1 Log Collection / Analytics

The Log Analytics function collects logs and other security information from applicable servers, workstations, switches, routers, Intrusion Detection system, and firewalls. This information is forwarded to the ActiveEye platform, which uses advanced analytics to identify signs of security incidents. If it identifies signs of a security incident, ActiveEye notifies the SOC for further analysis.

Collected events will be stored in the ActiveEye Security Management Platform to enable historical searching or threat hunting as needed. Some high volume, repetitive logs may be aggregated as noted in the documentation. The default storage time period is one year, but no longer than 90 days, following expiration or termination of the Agreement. A longer time period can be provided if subscribed, see Table 10-2: Service Modules for subscription details.

### 9.2.3.2 Network Detection

The AERSS deployed in applicable CEN systems include a Network Detection System that constantly monitors traffic passing across, into, or out of the CEN infrastructure. Network Detection analyzes traffic for signs of malicious activity in real time, and performs packet level and flow level analysis to enable communications modeling. This information is used to identify anomalous behavior that is not captured by pre-defined traffic signatures, including traffic using encrypted connections. Network Detection forwards detected suspicious activity to the SOC for further analysis.





### 9.2.3.3 Endpoint Detection and Response

If an attacker attempts to breach your existing security controls, it is critical to respond quickly. Integrating Endpoint Detection and Response (EDR) tools with the ActiveEye platform enables security analysts to respond to attacks and view threat intelligence in a single interface. Through the ActiveEye platform, analysts can isolate hosts, block files, allow files, and remove files.

The third-party license for the EDR solution shall apply to Customer's use of this service, unless the EDR solution is separately procured by the Customer. See Table 10-2: Service Modules for subscription details.

### 9.2.3.4 Vulnerability Detection

Vulnerability Detection collects vulnerability scan information for the Customer's Control Room CEN by integrating ActiveEye with leading third-party vulnerability assessment tools. This integration provides a central view of system risk.

## 9.2.4 Security Operations Center Services

The ASTRO 25 Managed Detection and Response Service includes ongoing monitoring by Motorola Solutions cybersecurity analysts at our SOC. These analysts will monitor the Customer's ActiveEye connected networks, applications, and devices for security threats on a 24x7x365 basis. The SOC team operates from secure, redundant locations in the United States, and can securely operate at remote locations if necessary. Team members complete regular training on customer data management and privacy to protect sensitive customer data. Based on their broad security experience, the SOC's analysts will recommend security device configurations, and implement playbooks to increase focus on the most critical threats.

If a threat investigation requires input from the Customer's security contacts, the SOC will create a Security Case and follow defined escalation procedures for each priority level. The ActiveEye Portal will enable the Customer's personnel to view security cases and event investigation history.

In the event of a potential incident, the SOC will use data available in ActiveEye and access the Customer's system to determine the extent of malicious activity. If needed, the SOC will add more detection policies to the Customer's service modules.

### 9.2.4.1 Advanced Threat Insights

ActiveEye Advanced Threat Insights expands the standard SOC Monitoring services provided by ActiveEye Managed Detection & Response. This service provides a more proactive, in-depth security research function to enrich Customer's understanding of their cybersecurity posture, optimize the value of existing security controls, and ultimately lower cybersecurity risk.

With the Advanced Threat Insights service, Motorola will assign a cybersecurity analyst to work with Customer and proactively lead an advanced threat hunting program to identify surface specific advanced threats and summarize evolving threat patterns of interest. The assigned analyst will use ActiveEye Managed Detection & Response and connected tools to search endpoint, network, and cloud security log data for evidence of undetected





compromises to Customer's network. Based on the relevant external threat intelligence or high risk entities (user accounts or systems) identified in ActiveEye Managed Detection & Response or by Customer, the assigned analyst will search externally across the surface, deep, and dark web for cybersecurity threats to Customer network. Potential threats include compromised corporate user accounts, corporate IP addresses connected to botnets, data for sale, and fake domains that imitate Customer's domains for typosquatting or phishing.

Each month, the assigned analyst will meet with the subscribing Customer and provide an overview of any threats detected in the previous month and discuss security strategy going forward. They will also share a summary report of completed threat hunting results and suggested mitigation of and threats discovered.

For subscribers of the Advanced Threat Insights service, Motorola disclaims any warranty and does not guarantee to be able to locate all threat intelligence on the surface, deep, or dark web. Motorola will perform an expansive search but cannot cover every forum and information source. The scope of these services do not include employee related investigative services, such as those that may target any specific employees (or other individuals) or implicate privacy rights, alleged or suspected internal conduct, or rights that may be protected or regulated by law.



SECTION 10

# STATEMENT OF WORK-ASTRO MDR- OPTIONAL YEAR 1- (OPTIONAL MDR)

## 10.1 OVERVIEW

Motorola Solutions' ASTRO 25 Managed Detection and Response provides monitoring of radio network security information by specialized cybersecurity analysts with extensive experience working with ASTRO 25 mission-critical networks.

The following sections describe the deliverables of the service, its technologies, and service obligations.

In accordance with the terms and conditions of the Agreement, this Statement of Work (SOW), including all of its subsections and attachments, defines the principal activities and responsibilities of all parties for the delivery of Motorola Solutions, Inc. (Motorola Solutions) Cybersecurity services as presented in this proposal to Santa Fe County (hereinafter referred to as "Customer").

In order to receive the services as defined within this SOW, the Customer is required to keep the system within a standard support period as described in Motorola Solutions' Software Support Policy (SwSP).

## 10.2 INCLUDED SERVICES

### 10.2.1 Site Information

The following site information is included in the scope of our proposal:

Table 10-1. Site Information

Site / Location	Quantity
Master Site - ASTRO	0
DSR - ASTRO	0
CEN (Control Room; Remote)	2
Network Management Clients	2
Dispatch Consoles	14
AIS	1



\*Owned and operated by Santa Fe Regional Emergency Communications Center, Motorola ASTRO

### Services Included

The ActiveEye service modules included in our proposal are selected in the **Subscribed** column below. The **Network Environment** column will designate the location of each module: ASTRO 25 RNI, CEN, or the Control Room CEN.

Table 10-2: Service Modules

Service Module	Features Included	Network Environment	Subscribed
ActiveEye Remote Security Sensor (AERSS)	Number of sensors: 4 (2) CEN	CEN	X
	(1) Master Site – Santa Fe County** (1) DSR – Santa Fe County**	RNI	N/A***
Log Collection / Analytics	Online Storage Period: 30 Day Storage Extended Log Storage Length: 12 Months	CEN	X
Network Detection	Up to 1 Gbps per sensor	CEN	X
Vulnerability Detection	Vulnerability Scanning Endpoints	Control Room CEN	X
Endpoint Detection and Response (EDR)	(20) EDR Total Endpoints Online Storage Period: 30 Day Storage	Control Room CEN	X

\*\*Customer is providing Santa Fe County the required AERSS to enable monitoring of Customer's CEN.

\*\*\*Santa Fe County is not eligible for ASTRO 25 Managed Detection and Response services under this proposal.

The following table lists any ancillary components included.

Table 10-3. Ancillary Components

Description	Quantity
Internetworking Firewall	1

## 10.3 DESCRIPTION OF SERVICE

Managed Detection and Response is performed by Motorola Solutions' Security Operations Center (SOC) using the ActiveEye<sup>SM</sup> security platform. The SOC's cybersecurity analysts monitor for alerts 24x7x365. If a threat is detected, analysts will investigate and initiate an appropriate Customer engagement. Customer engagements may include, but are not limited to; requesting additional information from the Customer, continuing to monitor the event for further development, or informing the Customer to enact the Customer's documented Incident Response plan.

SOC analysts rely on monitoring elements to detect signs of a potential threat impacting the Customer's ASTRO 25 network and applicable Customer Enterprise Network (CEN) systems. These elements are described below.

The Managed Detection and Response service includes the deployment and optimization of these elements into the Customer's network.

### 10.3.1 Managed Detection and Response Elements

This section and its subsections describe Managed Detection and Response elements, and their applicability for specific infrastructure.

#### 10.3.1.1 ActiveEye Security Platform

Motorola Solutions' ActiveEye<sup>SM</sup> security platform collects and analyzes security event streams from ActiveEye Remote Security Sensors (AERSS) in the Customer's ASTRO 25 network and applicable CEN systems, using security orchestration and advanced analytics to identify the most important security events from applicable systems.

The platform automates manual investigation tasks, verifies activity with external threat intelligence sources, and learns what events will require rapid response action.

The Customer will receive access to the ActiveEye platform as part of this service. ActiveEye will serve as a single interface to display system security information. Using ActiveEye, the Customer will be able to configure alerts and notifications, review security data, and perform security investigations.

Applies to included ASTRO 25 Radio Network Infrastructure (RNI), CEN, and Control Room CEN infrastructure.

#### 10.3.1.2 ActiveEye Remote Security Sensor

One or more AERSS will be deployed into the ASTRO 25 network and if applicable to CEN environments to deliver the service. These sensors monitor geo diverse sites for security events and pass security information to the ActiveEye platform.

AERSS integrate the ActiveEye platform with network elements, enabling it to collect logs from Syslog, as well as to analyze network traffic over port(s) and scan elements for vulnerabilities.

The following are the environmental requirements and specifications the Customer must provide to prepare for the AERSS deployment.

Specifications	Requirements
Rack Space	1U
Power Consumption (Max)	550 Watts (Redundant Power Supply)
Power Input	100-240V AC
Current	3.7 A – 7.4 A
Circuit Breaker	Qty. 2
Line Cord	NEMA 5-15P



Specifications	Requirements
Heat Dissipation (max)	2107 BTU/hr

Applies to included ASTRO 25 RNI, CEN, and Control Room CEN infrastructure.

### 10.3.1.3 Internetworking Firewall

The Internetworking Firewall sits between the Demilitarized Zone (DMZ) and the Internet (or customer network leading to the Internet).

The following are the environmental requirements and specifications the Customer must provide to prepare for the Internetworking Firewall deployment.

Specifications	Requirement
Rack Space	1U
Power Consumption (Max)	28.6 W (Single Power Supply)
Power Input	100-240V AC
Current	.52 A
Circuits Breaker	Qty. 1
Heat Dissipation (Max)	97.6 BTU/hr
Line Cord	NEMA 5-15P
Internet Service Bandwidth	Bandwidth throughput 10 MB High availability Internet Connection (99.99% (4-9s) or higher). Packet loss < 0.5%. Jitter <10 ms. Delay < 120 ms. RJ45 Port Speed - Auto Negotiate

## 10.3.2 Deployment Timeline and Milestones

To initiate the ASTRO 25 Managed Detection and Response service to function, Motorola Solutions and the Customer must perform deployment tasks. Service deployment is broken into the following phases, each with specific deliverables.

### Phase 1: Information Exchange

After contract execution, Motorola Solutions will schedule a service kick-off meeting with Customer and provide information-gathering documents. The kick-off meeting may be conducted either remotely or in-person, at the earliest, mutually available opportunity. Customer is to identify and ensure participation of key team members in kickoff and project initiation activities.

### Phase 2: Infrastructure Readiness

Motorola Solutions will provide detailed requirements regarding Customer infrastructure preparation actions after kick-off meeting. It is the Customer's responsibility to accomplish all agreed upon infrastructure preparations.

### **Phase 3: System Buildout and Deployment**

Motorola Solutions will build and provision tools in accordance with the requirements of this proposal and consistent with information gathered in earlier phases. Motorola Solutions will also provide detailed requirements regarding Customer deployment actions. The Customer must deploy tools, as applicable, in their environment, in accordance with provided requirements.

### **Phase 4: Monitoring Turn Up**

Motorola Solutions will verify all in-scope assets are properly forwarding logs or events. Motorola Solutions will notify Customer of any exceptions. Motorola Solutions will begin monitoring any properly connected in-scope sources after the initial tuning period.

### **Phase 5: Tuning and Customer Training**

Motorola Solutions will conduct initial tuning of the events and alarms in the service and ActiveEye training.

## **10.3.3 General Responsibilities**

### **10.3.3.1 Motorola Solutions Responsibilities**

- Provide, maintain, and when necessary, repair under warranty hardware and software required to monitor the ASTRO 25 network and applicable CEN systems Inclusive of the AERSS and all software operating on it.
  - If the Centralized Event Logging feature is not installed on the Customer's ASTRO 25 RNI, Motorola Solutions will install it as part of this service.
- Coordinate with the Customer on any system changes necessary to integrate the AERSS into the system and establish necessary connectivity.
- Provide software and licenses to the Customer necessary to remotely monitor the ASTRO 25 network and applicable CEN environments.
- Verify connectivity and monitoring is active prior to start of service.
- Coordinate with the Customer to maintain Motorola Solutions service authentication credentials.
- Maintain trained and accredited technicians.
- Monitor the Customer's ASTRO 25 network and applicable CEN systems 24/7/365 for malicious or unusual activity.
- Respond to security incidents in the Customer's system in accordance with Section 10.4.7: Priority Level Definitions and Notification Times. This may include, but is not limited to, requesting additional information from the Customer, continuing to monitor the event for further development or informing the Customer to enact the Customer's documented Incident Response plan.
- Assist the Customer with identifying devices that support logging within the ASTRO 25 network and applicable CEN systems have been configured to forward Syslog events to the AERSS.
- Provide the Customer with access to the ActiveEye Security Management platform, so the Customer can access security event and incident details.
- Customer Responsibilities
- The ASTRO 25 Managed Detection and Response service requires a connection from the Customer's ASTRO 25 network and applicable CEN systems to the Internet.

Establish connectivity with sufficient bandwidth before service commences. Internet service bandwidth requirements are as follows:

- Bandwidth throughput 10 MB.
- High availability Internet Connection (99.99% (4-9s) or higher).
- Packet loss < 0.5%.
- Jitter <10 ms.
- Delay < 120 ms.
- RJ45 Port Speed - Auto Negotiate
- Maintain an active Security Update Service (SUS) subscription, ensuring patches and antivirus definitions are applied according to the release cadence of the service.
- Allow Motorola Solutions continuous remote access to monitor the ASTRO 25 network and applicable CEN systems. This includes keeping the connection active, providing passwords, and working with Motorola Solutions to understand and maintain proper administration privileges.
- Provide continuous utility service(s) to any Motorola Solutions equipment installed or utilized at the Customer's premises to support service delivery.
- Provide Motorola Solutions with contact information necessary to complete the Customer Support Plan (CSP). Notify the assigned Customer Support Manager (CSM) in advance of any contact information changes.
- Notify Motorola Solutions if any new components are added to or removed from the environment as it may be necessary to update or incorporate in Managed Detection and Response. Changes to monitored components may result in changes to the pricing of the Managed Detection and Response service.
- As necessary, upgrade the ASTRO 25 system, on-site systems, and third party software or tools to supported releases.
- Allow Motorola Solutions' dispatched field service technicians physical access to monitoring hardware when required.
- Cooperate with Motorola Solutions and perform all acts that are required to enable Motorola Solutions to provide the services described in this SOW.
- Ensure that all monitored devices within the network are properly configured for Syslog, forwarding events to the centralized event log server.
- Configure and maintain networking infrastructure physical and logical configuration to mirror (typically via a port(s) on a switch) network traffic to the ActiveEye sensor for applicable CEN systems.
- Responding to Cybersecurity Incident Cases created by the Motorola Solutions Security Operations Center.

### 10.3.4 Service Modules

The following subsections describe the delivery of the service modules selected in 10.2

#### 10.3.4.1 Log Analytics

The AERSS deployed in the system collects logs and other security information from applicable servers, workstations, switches, routers, Network Detection, and firewalls. This information is forwarded to the ActiveEye platform, which uses advanced analytics to identify signs of security incidents. If it identifies signs of a security incident, ActiveEye notifies the SOC for further analysis.



#### **Motorola Solutions Responsibilities**

- Consult with and advise the Customer on performing necessary system configurations to direct log sources to the appropriate Remote Security Sensor.
- Configure Customer's networking infrastructure to allow AERSS to Communicate with ActiveEye as defined.
- The SOC will consult with the Customer to identify appropriate log sources for the level of threat detection desired in each environment.

#### **Customer Responsibilities**

- Configure any Customer managed devices in the CEN to forward data to ActiveEye.

Applies to included ASTRO 25 RNI, CEN, and Control Room CEN infrastructure.

### 10.3.4.2 Network Detection

Network Detection is applicable to the RNI (subject to the Customer having a Juniper IDS appliance with the appropriate IDS license(s)) and CEN.

The AERSS supports Network Detection, constantly monitoring traffic passing across, into, or out of infrastructure. Network Detection analyzes traffic for signs of malicious activity in real time, and performs packet level and flow level analysis to enable communications modeling. This information is used to identify anomalous behavior that is not captured by pre-defined traffic signatures, including traffic using encrypted connections. Network Detection forwards detected suspicious activity to the SOC for further analysis.

#### **Motorola Solutions Responsibilities**

- Work with the Customer to integrate AERSS.
- Optimize the policies and configuration to tune out noise and highlight potential threats.
- The SOC consults with the Customer to identify the appropriate deployment of Network Detection Service Components. The SOC monitor and update the security policy of each sensor to tune out unnecessary alerting and flow monitoring so that the system is optimized to detect true malicious activity.

#### **Customer Responsibilities**

- If necessary, configure Customer's networking infrastructure to allow AERSS to communicate with ActiveEye as defined.
- For Customer's owned CEN infrastructure, configure and maintain networking infrastructure physical and logical configuration to mirror (typically via a port(s) on a switch) network traffic to the ActiveEye sensor.

Applies to included ASTRO 25 RNI, CEN, and Control Room CEN infrastructure.

### 10.3.4.3 Endpoint Detection and Response

This service only applies to the Control Room CEN, whereby the ActiveEye Endpoint Detection and Response (EDR) integrates EDR tools with the ActiveEye Security Management Platform to provide additional threat intelligence, automated investigation, and orchestrated response actions to optimize protection of critical systems.



EDR integration with ActiveEye accelerates investigations by making necessary information available for analysts in a single platform where they can quickly access details of what caused an alert, its context, and its history.

The platform enables analysts to initiate response actions (i.e. isolate host, ban or block a file hash, allow list a file, and remove file) on endpoints to respond to detection of verified malicious activity within the Customer's system. Available responses are determined by the Customer's EDR tool and security policies.

#### **Motorola Solutions Responsibilities**

- Configure the EDR service and integrate with ActiveEye Service Connector(s) necessary to monitor with the CEN and interact with the EDR solution.
- Provide recommendations on endpoint security and configuration to optimize threat identification.
- The SOC consults with the Customer on the appropriate deployment of the EDR solution, and, on a regular basis, advise on what security policies should be updated to optimize threat detection.
- The SOC will consult with Customer to define a response automation plan that outlines the scenarios where the SOC should take automatic response actions on systems within the Customer environment. In cases outside the automatic response scenarios, the SOC will open Security Cases with the Customer with recommended actions and await approval before taking actions.

#### **Customer Responsibilities**

- Deploy and maintain EDR agents to required systems.
- Configure networking infrastructure to allow EDR agents to communicate with the cloud.
- Initiate response actions on endpoint solutions when not defined as automatic actions or not available as remote actions on the EDR solution.

Applies to the Control Room CEN only. The license for the EDR solution may be included with this service if not already procured by the Customer.

### 10.3.4.4 Vulnerability Detection

Vulnerability Detection is available for Control Room CEN components that can be scanned by the assessment tool integrated with the ActiveEye platform.

Vulnerability scans can be conducted as unauthenticated, authenticated, and/or agent based.

Vulnerability scans will be configured to occur on a recurring schedule that meets the customer's operational profile. Scan results will be available to the customer as they are completed.

#### **Motorola Solutions Responsibilities**

- Configure scans to match the Customer's preferences for depth, scope, and schedule.
- Verify that vulnerability scans are operating properly on the determined schedule.
- Support the Customer in troubleshooting scheduled scan issues.
- The SOC consults with the Customer on a desired attach surface management plan and then configures scan depth, scope, and schedule. The SOC will monitor and verify the scans at a determined schedule.



### **Customer Responsibilities**

- Configure networking infrastructure to allow vulnerability sensors to communicate with centralized server components.
- Perform any remediation actions required to address identified vulnerabilities.
- In the case of authenticated scans, the Customer is responsible for maintaining up to date credentials in the vulnerability scanning platform.
- Work with Motorola Solutions to configure scans to match the Customer's preferences for depth, scope, and schedule.
- Perform any remediation actions required to address identified vulnerabilities.

Applies to the CEN and Control Room CEN only.

## **10.4 SECURITY OPERATIONS CENTER MONITORING AND SUPPORT**

### **10.4.1 Scope**

Motorola Solutions delivers SOC Monitoring using one or more SOC facilities. The SOC includes any centralized hardware and software used to deliver this Service and its service modules. The SOC and its centralized hardware and software are housed within an SSAE-18 compliant data center.

Motorola Solutions' SOC is staffed with security experts who will use ActiveEye Security Management Platform to monitor elements integrated by service modules. In addition, SOC staff will take advantage of their extensive experience to investigate and triage detected threats, and to recommend responses to the Customer.

Motorola Solutions will start monitoring the ASTRO 25 Managed Detection and Response service in accordance with Motorola Solutions processes and procedures after deployment, as described in Section 10.3.2: Deployment Timeline and Milestones.

The SOC receives system-generated alerts 24x7, and provides the Customer with a toll-free telephone number and email address for support requests, available 24x7. Support requests are stored in a ticketing system for accountability and reporting. The SOC will respond to detected events in accordance with Section 10.4.7: Priority Level Definitions and Notification Times.

### **10.4.2 Ongoing Security Operations Center Service Responsibilities**

#### **Motorola Solutions Responsibilities**

If a probable security incident is detected, provide phone and email support to:

- Engage the Customer's defined Incident Response Process.
- Gather relevant information and attempt to determine the extent of compromise using existing monitoring capabilities in place as part of the ASTRO 25 MDR service.
- Analysis and support to help the Customer determine if the Customer's corrective actions are effective.
- Continuous monitoring, in parallel with analysis, to support incident response.



### Customer Responsibilities

- Provide Motorola Solutions with accurate and up-to-date information, including the name, email, landline telephone numbers, and mobile telephone numbers for all designated, authorized Customer escalation Points of Contact (PoC).
- Provide a timely response to SOC security incident tickets or investigation questions.
- Notify Motorola Solutions at least 24 hours in advance of any scheduled maintenance, network administration activity, or system administration activity that would affect Motorola Solutions' ability to perform the Managed SOC Service, as described in this SOW.

## 10.4.3 Advanced Threat Insights

Not Subscribed. Advanced Threat Insights expands the standard SOC Monitoring services provided by ActiveEye Managed Detection & Response services. Advanced Threat Insights provides a proactive, in-depth security research function to enrich Customer's understanding of their cybersecurity posture, optimize the value of existing security controls, and ultimately lower cybersecurity risk.

There are four key aspects of this service:

- **Named Senior Analyst** - A dedicated analyst will work with Customer to understand the organization's operating environment and architecture in more detail and depth. This approach enables the analyst to provide detailed recommendations for improving Customer's overall risk posture from a consistent single point of contact.
- **Proactive Threat Hunting** - The analyst will dedicate time each month (number of hours dependent on subscription) to evaluate available threat intelligence and sensor information (log analysis, EDR, NIDs, etc.) to identify areas of concern. This manual investigation can uncover previously undetected threats that exist outside of the scope of typical security alerting and provide a starting point for remediation and security recommendations to improve Customer's overall security posture. The focus of this work can be directed by Customer toward the most critical assets or those assets most at risk given the threat landscape at the time.
- **Surface, Deep, and Dark Web insights** - Risks go beyond the visible boundaries of the organization. Monitoring for key assets on the surface, deep, and dark web provides actionable insights into how the organization is being targeted and what assets are at risk, such as lost or exposed credentials and sensitive data.
- **Monthly Summary and Discussion of Findings** - The assigned analyst will present key findings for the past month, discuss new threats to consider, and suggest any additional security measures relevant to Customer's organization.

### 10.4.3.1 Motorola Responsibilities

- Assign a named cybersecurity analyst to work with Customer.
- Coordinate with Customer to collect relevant information necessary for conducting threat intelligence research.
- Review threat intelligence findings with Customer during normal U.S. business hours.
- Conduct threat hunting in line with the procured hours by Customer.
- Monitor the surface, deep, and dark web for indications Customer has been compromised, is the target of a threat actor(s), or is the target of a malicious campaign.



- The analyst will present a monthly review (up to 1 hour) to Customer to discuss findings from threat hunting, alert trend insights, dark web insights, and recommendations.

#### 10.4.3.2 Customer Responsibilities

- Engage and collaborate with the named analyst to answer questions required to complete threat hunting activities.
- Identify relevant information for threat hunting, such as key IT assets, email domains, application domains, IP ranges, or key user account names and corresponding consents, when applicable.
- Implement any recommendations and mitigating actions identified by the analyst.
- Obtain for Motorola all rights, if any, that may be necessary to conduct threat intelligence searches on the dark web.

#### 10.4.3.3 Disclaimer and Scope Limitations

Scope of services do not include employee related investigative services, such as those that may target any specific employees (or other individuals) or implicate privacy rights, alleged or suspected internal conduct, or rights that may be protected or regulated by law, e.g. information bearing on an individual's character, general reputation, personal characteristics, mode of living., etc. Motorola reserves the right to withhold from Customer any information deemed outside the scope of the engagement or otherwise subject to legal restrictions and take any other action it deems to be required by law.

Customer understands that some information shared with Customer through the Advanced Threat Insights service will, by its nature, be unverifiable, will be delivered on an as-is basis, and may or may not be correct. Customer agrees any information shared is for Customer's internal business purpose use only and shall not be further distributed by Customer.

Motorola does not represent that it will identify, fully recognize, discover, or resolve all security events or threats, system vulnerabilities, malicious codes or data, backdoors, or other system threats or incompatibilities as part of the service, or that the agreed upon cadence/time of delivery will be sufficient to identify, mitigate or prevent any cyber incident.

For subscribers of the Advanced Threat Insights service, Motorola disclaims any warranty and does not guarantee to be able to locate all threat intelligence on the surface, deep or dark web. Motorola will perform an expansive search but cannot cover every forum and information source.

### 10.4.4 Technical Support

ActiveEye Security Management Technical Support provides the Customer with a toll-free telephone number and email address for ActiveEye Security Management support requests, available Monday through Friday from 8am to 7pm CST.

#### Motorola Solutions Responsibilities

- Notify Customer of any scheduled maintenance or planned outages.
- Provide technical support, security control, and service improvements related to ActiveEye.



### **Customer Responsibilities**

- Provide sufficient information to allow Motorola Solutions technical support agents to diagnose and resolve the issue.

### **Limitations and Exclusions**

Technical support is limited to the implementation and use of the ActiveEye Security Management platform and does not include use or implementation of third-party components.

## **10.4.5 Incident Response**

An Indicator of Compromise (IoC) is an observable event that Motorola Solutions Security Analysts have determined will jeopardize the confidentiality, integrity, or availability of the system. Examples of IoC include ransomware or malicious use of PowerShell.

When an IoC is observed by the Security Analyst, Motorola Solutions and Customer will be responsible for the tasks defined in the following subsections.

### **Motorola Solutions Responsibilities**

- Upon the identification of an IoC, notify the Customer's documented contact and initiate the escalation plan.
- Take documented, Customer approved actions in an attempt to contain an IoC to the extent enabled via Motorola Solutions managed technology. Communicate to the Customer any additional potential containment actions and incident response resources that can be taken across the Customer's managed IT infrastructure.
- Perform investigation using the ActiveEye Managed Detection and Response integrated and enabled data sources in an initial attempt to determine the extent of an IoC.
- Document and share IoC and artifacts discovered during investigation. Motorola Solutions services exclude performing on-site data collection or official forensic capture activities on physical devices.

### **Customer Responsibilities**

- Maintain one named PoC to coordinate regular team discussions and organize data collection and capture across the Customer and Motorola Solutions teams.
- If determined to be required by Customer, contract an Incident Response service provider to perform procedures beyond the scope of this Agreement such as forensic data capture, additional malware removal, system recovery, ransomware payment negotiation, law enforcement engagement, insurance provider communications, identify patient zero, etc.

## **10.4.6 Event Response and Notification**

Motorola Solutions will analyze events created and/or aggregated by the Service, assess their type, and notify the Customer in accordance with the following table.



**Table 10-4: Event Handling**

Event Type	Details	Notification Requirement
False Positive or Benign	Any event(s) determined by Motorola Solutions Solutions to not likely have a negative security impact on the organization.	None
Event of Interest (EOI)	Any event(s) determined by Motorola Solutions Solutions to likely have a negative security impact on the organization.	Escalate to Customer in accordance with routine notification procedure. Escalate in accordance with urgent notification procedure when required by agreed-upon thresholds and SOC analysis. Notification procedures are included in Table 10-5: Notification Procedures.

**Notification**

Motorola Solutions will establish notification procedures with the Customer, generally categorized in accordance with the following table.

**Table 10-5: Notification Procedures**

Notification Procedure	Details
Routine Notification Procedure	The means, addresses, format, and desired content (within the capabilities of the installed technology) for Events of Interest. These can be formatted for automated processing, e.g., by ticketing systems.
Urgent Notification Procedure	Additional, optional means and addresses for notifications of Events of Interest that require urgent notification. These usually include telephone notifications.

Motorola Solutions will notify the Customer according to the escalation and contact procedures defined by the Customer and Motorola Solutions during the implementation process.

**Tuning**

Motorola Solutions will assess certain events to be environmental noise, potentially addressable configuration issues in the environment, or false positives. Motorola Solutions may recommend these be addressed by the Customer to preserve system and network resources.

Motorola Solutions will provide the Customer with the ability to temporarily suppress alerts reaching ActiveEye, enabling a co-managed approach to tuning and suppressing events or alarms. The SOC may permanently suppress particular alerts and alarms if not necessary for actionable threat detection.

**Tuning Period Exception**

The tuning period is considered to be the first 30 days after each service module has been confirmed deployed and configured and starts receiving data. During the tuning period, Motorola Solutions may make recommendations to the Customer to adjust the

configurations of their installed software so Services can be effectively delivered. Service Availability will not be applicable during the tuning period and responses or notifications may not be delivered. However, Motorola Solutions will provide responses and notifications during this period.

Motorola Solutions may continue to recommend necessary tuning changes after this period, with no impact on Service Availability.

## 10.4.7 Priority Level Definitions and Notification Times

Motorola Solutions will analyze events created and/or aggregated by the ASTRO® 25 Managed Detection and Response services, assess their type, and notify the Customer in accordance with the following table.

**Table 10-6: Priority Level Definitions and Notification Times**

Incident Priority	Incident Definition	Notification Time
Critical P1	<p>Security incidents that have caused, or are suspected to have caused significant and/or widespread damage to the functionality of Customer's ASTRO 25 system or information stored within it. Effort to recover from the incident may be significant.</p> <p>Examples:</p> <ul style="list-style-type: none"> <li>▪ Malware that is not quarantined by anti-virus.</li> <li>▪ Evidence that a monitored component has communicated with suspected malicious actors.</li> </ul>	Response provided 24 hours, 7 days a week, including US Holidays.
High P2	<p>Security incidents that have localized impact, but are viewed as having the potential to become more serious if not quickly addressed. Effort to recover from the incident may be moderate to significant.</p> <p>Examples:</p> <ul style="list-style-type: none"> <li>▪ Malware that is quarantined by antivirus.</li> <li>▪ Multiple behaviors observed in the system that are consistent with known attacker techniques.</li> </ul>	Response provided 24 hours, 7 days a week, including US Holidays.
Medium P3	<p>Security incidents that potentially indicate an attacker is performing reconnaissance or initial attempts at accessing the system. Effort to recover from the incident may be low to moderate.</p> <p>Examples:</p> <ul style="list-style-type: none"> <li>▪ Suspected unauthorized attempts to log into user accounts.</li> <li>▪ Suspected unauthorized changes to system configurations, such as firewalls or user accounts.</li> <li>▪ Observed failures of security components.</li> <li>▪ Informational events.</li> <li>▪ User account creation or deletion.</li> <li>▪ Privilege change for existing accounts.</li> </ul>	Response provided Monday through Friday 8 a.m. to 5 p.m. local time, excluding US Holidays.



Incident Priority	Incident Definition	Notification Time
Low P4	These are typically service requests from Customer.	Response provided Monday through Friday 8 a.m. to 5 p.m. local time, excluding US Holidays.

## 10.5 LIMITATIONS AND EXCLUSION

Managed Detection and Response does NOT include services to perform physical containment and/or remediation of confirmed security incidents, remote or onsite. The Customer may choose to purchase additional Incident Response professional services to assist in the creation of and/or execution of a Customer's Incident Response Plan.

Motorola Solutions' scope of services does not include responsibilities relating to recovery of data available through the products or services, or remediation or responsibilities relating to the loss of data, ransomware, or hacking.

### 10.5.1 Service Limitations

Cybersecurity services are inherently limited and will not guarantee that the Customer's system will be error-free or immune to security breaches as a result of any or all of the services described in this SOW. Motorola Solutions does not warrant or guarantee that this service will identify all cybersecurity incidents that occur in the Customer's system. Services and deliverables are limited by, among other things, the evolving and often malicious nature of cyber threats, conduct/attacks, as well as the complexity/disparity and evolving nature of Customer computer system environments, including supply chains, integrated software, services, and devices. To the extent we do offer recommendations in connection with the services, unless otherwise stated in the statement of work, our recommendations are necessarily subjective, may or may not be correct, and may be based on our assumptions relating to the relative risks, priorities, costs and benefits that we assume apply to you.

### 10.5.2 Processing of Customer Data in the United States and/or other Locations

Customer understands and agrees that data obtained, accessed, or utilized in the performance of the services may be transmitted to, accessed, monitored, and/or otherwise processed by Motorola Solutions in the United States (US) and/or other Motorola Solutions operations globally. Customer consents to and authorizes all such processing and agrees to provide, obtain, or post any necessary approvals, consents, or notices that may be necessary to comply with applicable law.

### 10.5.3 Customer and Third-Party Information

Customer understands and agrees that Motorola Solutions may obtain, use and/or create and use anonymized, aggregated and/or generalized Customer data, such as data relating to actual and potential security threats and vulnerabilities, for its lawful business purposes,





including improving its services and sharing and leveraging such information for the benefit of Customer, other customers, and other interested parties. For purposes of this engagement, so long as not specifically identifying the Customer, Customer data shall not include, and Motorola Solutions shall be free to use, share and leverage security threat intelligence and mitigation data generally, including without limitation, third party threat vectors and IP addresses, file hash information, domain names, malware signatures and information, information obtained from third party sources, indicators of compromise, and tactics, techniques, and procedures used, learned, or developed in the course of providing services.

#### **10.5.4 Third-Party Software and Service Providers, including Resale**

Motorola Solutions may use, engage, license, resell, interface with or otherwise utilize the products or services of third-party processors or sub-processors and other third-party software, hardware, or services providers (such as, for example, third-party endpoint detection and response providers). Such processors and sub-processors may engage additional sub-processors to process personal data and other Customer Data. Customer understands and agrees that the use of such third-party products and services, including as it relates to any processing or sub-processing of data, is subject to each respective third-party's own terms, licenses, EULAs, privacy statements, data processing agreements and/or other applicable terms. Such third-party providers and terms are available publicly, through performance, or upon request.

Motorola Solutions disclaims any and all responsibility for any and all loss or costs of any kind associated with security events. Motorola Solutions disclaims any responsibility for customer use or implementation of any recommendations provided in connection with the services. Implementation of recommendations does not ensure or guarantee the security of the systems and operations evaluated.



SECTION 11

# SOLUTION DESCRIPTION- PROFESSIONAL SERVICES- (OPTIONAL MDR)

Motorola Solutions ("Motorola") is pleased to present the proposed cybersecurity services for Santa Fe County (hereinafter referred to as "Customer").

The following cybersecurity services are **NOT included** in our proposal:

- Penetration Testing Service
  - Internal Penetration Testing
  - External Penetration Testing
  - Physical Penetration Testing



SECTION 12

# STATEMENT OF WORK- PROFESSIONAL SERVICES- (OPTIONAL MDR)

In accordance with the terms and conditions of the Agreement, this Statement of Work (SOW), including all of its subsections and attachments, defines the principal activities and responsibilities of all parties for the delivery of Motorola Solutions ("Motorola") Cybersecurity services as presented in this proposal to Santa Fe County (hereinafter referred to as "Customer").

The following cybersecurity services are **NOT included** in our proposal:

- Penetration Testing Service
  - Internal Penetration Testing
  - External Penetration Testing
  - Physical Penetration Testing





State of New Mexico  
General Services Department  
Purchasing Division

Statewide Price Agreement Amendment

**Awarded Vendor:**  
0000013468 (AH)  
Motorola Solutions Inc  
13096 Collections Center Dr.  
Chicago, IL 60693-0000  
  
Email: [manny.barreras@motorlasolutions.com](mailto:manny.barreras@motorlasolutions.com)  
Phone: (505) 850-8194

Number: 10-00000-20-00048

Amendment No.: Four

Term: November 18, 2020 – November 17, 2024

**Ship To:**  
All State of New Mexico agencies, commissions,  
institutions, political subdivisions and local public  
bodies allowed by law.

Procurement Specialist: Raelynn Lujan *RL*

Telephone No.: (505) 670-1561

Email: raelynn.lujan@gsd.nm.gov

**Invoice:**  
As Requested

Title: **Communication, Radio Equipment, Parts, Accessories and Related Services**

**This amendment is to be attached to the respective Price Agreement and become a part thereof.**

**Replacement for Vendor (AH) Motorola Solutions Inc Price List #197 APX1000 to APX900**

**Except as modified by this amendment, the provisions of the Price Agreement shall remain in full force and effect.**

**Accepted for the State of New Mexico**

*Valerie Paulk*

Date: *2/21/2023*

New Mexico State Purchasing Agent

× **This Amendment was signed on behalf of the State Purchasing Agent**



State of New Mexico  
General Services Department  
Purchasing Division

Statewide Price Agreement Amendment

**Awarded Vendor:**  
9 Vendors

Number: 10-00000-20-00048

Amendment No.: Three

Term: November 18, 2020 – November 17, 2024

**Ship To:**  
All State of New Mexico agencies, commissions,  
institutions, political subdivisions and local public  
bodies allowed by law.

Procurement Specialist: Raelynn Lujan *RL*

Telephone No.: (505) 670-1561

Email: raelynn.lujan@gsd.nm.gov

**Invoice:**  
As Requested

Title: **Communication, Radio Equipment, Parts, Accessories and Related Services**

**This amendment is to be attached to the respective Price Agreement and become a part thereof.**

**In accordance with Price Agreement provisions, and by mutual agreement of all parties, this Price Agreement is extended from November 18, 2022 to November 17, 2024 at the same price, terms and conditions. Vendors 0000147342 Electro-Magwave, Inc. and 0000137644 Southwest Customs LLC. have chosen not to extend.**

**Except as modified by this amendment, the provisions of the Price Agreement shall remain in full force and effect.**

**Accepted for the State of New Mexico**

*Valerie Paulk*

Date: 11/1/2022

New Mexico State Purchasing Agent

Effective November 18, 2022

**× This Amendment was signed on behalf of the State Purchasing Agent**

*JDL*



**State of New Mexico  
General Services Department  
Purchasing Division**

**Statewide Price Agreement Amendment**

**Awarded Vendor:**  
**0000135964 (AD)**  
**Enchanted Technology Solutions, LLC**  
**6615 SUJETO Rd NW**  
**Albuquerque, NM 87120-0000**

**Email: [jeffg@ets.us.com](mailto:jeffg@ets.us.com)**  
**Telephone No. [\(505\) 946-8219](tel:(505)946-8219)**

Number: **10-00000-20-00048**

Amendment No.: **Two**

Term: **April 28, 2021- November 17, 2022**

**Ship To:**  
**All State of New Mexico agencies, commissions,**  
**institutions, political subdivisions and local**  
**public bodies allowed by law.**

**Invoice:**  
**As Requested**

Procurement Specialist: **Raelynn Lujan** *RL*

Telephone No.: **505-670-1561**

Email: **raelynn.lujan@state.nm.us**

**Title: Communication, Radio Equipment, Parts, Accessories and Related Services**

**This amendment is to be attached to the respective Price Agreement and become a part thereof.**

**This amendment is issued to reflect the following effective immediately:**

**Address Change for Vendor (AD) Enchanted Technology Solutions, LLC:**

<b>From:</b>	<b>To:</b>
<b>Enchanted Technology Solutions, LLC</b>	<b>Enchanted Technology Solutions, LLC</b>
<b>PO Box 29374</b>	<b>6615 SUJETO Rd NW</b>
<b>Santa Fe, NM 87592</b>	<b>Albuquerque, NM 87120-0000</b>

**Except as modified by this amendment, the provisions of the Price Agreement shall remain in full force and effect.**

**Accepted for the State of New Mexico**

*Valerie Paulk*

Date: 1/6/2022

Mark Hayden, New Mexico State Purchasing Agent

x **This Agreement was signed on behalf of the State Purchasing Agent**

Purchasing Division: 1100 St. Francis Drive, Room 2016, Santa Fe, 87505; PO Box 6850, Santa Fe, NM 87502 (505) 827-0472

*JDL*



State of New Mexico  
General Services Department  
Purchasing Division

Statewide Price Agreement Amendment

**Awarded Vendor:**  
0000086640 (AI)  
R.T.C., Inc.  
300 E. Sunset Rd  
El Paso, TX 79922  
  
Email: [mercy@rtcinc.org](mailto:mercy@rtcinc.org)  
Telephone No. (915) 584- 6646

Number: 10-00000-20-000048

Amendment No.: One

Term: April 28, 2021 – November 17, 2022

**Ship To:**  
All State of New Mexico agencies, commissions,  
institutions, political subdivisions and local  
public bodies allowed by law.

Procurement Specialist: Raelynn Lujan *RL*

Telephone No.: (505) 670-1561

Email: raelynn.lujan@state.nm.us

**Invoice:**  
As Requested

Title: **Communications, Radio Equipment, Parts, Accessories and Related Services**

**This amendment is to be attached to the respective Price Agreement and become a part thereof.**

**This amendment is issued to reflect the following effective immediately:**

**Correction to Items Pages 54-56:**

**From: Vendor (AH)**

**To: Vendor (AI).**

**Except as modified by this amendment, the provisions of the Price Agreement shall remain in full force and effect.**

**Accepted for the State of New Mexico**

*Valerie Paulk*

Date: 5/11/2021

Mark Hayden, New Mexico State Purchasing Agent

x **This Agreement was signed on behalf of the State Purchasing Agent**

*JDZ*

**Vendor (AI)**

State of New Mexico  
General Services Department  
Purchasing Division  
ITB Statewide Price Agreement #: 10-00000-20-00048

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**BID PRICING RESPONSE FORM****I. Minimum Percentage Discount (%) off Manufacturer's Retail Price (MSRP)**

*\*Additional rows and /or pages may be added to accommodate the Bidder's list of bidding information; please number pages and rows accordingly.*

No.	Manufacturer	Product Category	APC	Item	Short Description	MSRP % Discount
1.	Motorola	Radio	007	EVX-S24	EVX-S24	25%-30%
2.	Motorola	TRBO	018	CP Portfolio	CP Portfolio	25%-30%
3.	Motorola	TRBO	019	PM/CM Portfolio	PM/CM Portfolio	25%-30%
4.	Motorola	Portable Radios	037	TRBO Radio Portfolio	TRBO Radio Portfolio	25%-30%
5.	Motorola	Mobile Stations	038	MotoTRBO	MotoTRBO	25%-30%
6.	Motorola	LTE Systems Dropship	055	LTE Switch Routers	LTE Switch Routers	10%
7.	Motorola	Portable Radios	087	TRBO Radio Portables	TRBO Radio Portables	25%-30%
8.	Motorola	Pagers/Receivers	136	Minitor Products	Minitor Products	15%
9.	Motorola	Portable Radios TRBO	158	TRBO Radio CP Portfolio	TRBO Radio CP Portfolio	25%-30%
10.	Motorola	Portable Radios APX Accessories	187	APX Portable Accessories	APX Portable Accessories	27%
11.	Motorola	Mobiles	189	Mobile Accessories	Mobile Accessories	20%
12.	Motorola	MotoTRBO	421	Application Partner Programs	Application Partner Programs	0%
13.	Motorola	MotoTRBO	422	Infrastructure	Infrastructure	10%-15%
14.	Motorola	MotoTRBO	433	MotoTRBO High Tier Repeater	MotoTRBO High Tier Repeater	15%-30%
15.	Motorola	Professional Commercial Radio	435	Capacity Max Hardware	Capacity Max Hardware	20%
16.	Motorola	Professional Commercial Radio	449	Capacity Max Software License	Capacity Max Software License	20%
17.	Motorola	Pagers/Receivers	452	Pagers	Pagers	15%
18.	Motorola	Dispatch	454	Audio Accessories	Audio Accessories	15%
19.	Motorola	Fixed Station	457	Infrastructure Antennas	Infrastructure Antennas	20%
20.	Motorola	Professional Commercial Radio	475	MotoTRBO Trunking Mobile	MotoTRBO Trunking Mobile	25%-30%
21.	Motorola	MotoTRBO	478	MotoTRBo Mid Tier Repeater	MotoTRBo Mid Tier Repeater	15%-30%
22.	Motorola	Mobiles	484	MotoTRBO	MotoTRBO	25%-30%
23.	Motorola	Dispatch	520	Wave Technology	Wave Technology	0%
24.	Motorola	MotoTRBO	521	MotoTRBO Low Tier Repeater	MotoTRBO Low Tier Repeater	15%-30%
25.	Motorola	Accessories	271	Carry Cases	Carry Cases	15%
26.	Motorola	Fixed Station	273	Analog Comparator	Analog Comparator	10%



**Vendor (AI)**

State of New Mexico  
General Services Department  
Purchasing Division

ITB Statewide Price Agreement #: 10-00000-20-00048

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27.	Motorola	Accessories	291	Mobile Dropship	Mobile Dropship	10%
28.	Motorola	Vertex	301	Vertex Parts	Vertex Parts	10%
29.	Motorola	Wave PTT	336	Wave on Cloud 3 <sup>rd</sup> Party Services - Recurring	Wave on Cloud 3 <sup>rd</sup> Party Services - Recurring	0%
30.	Motorola	Professional Commercial Radio	345	Low Tier Business Radio	Low Tier Business Radio	25%-30%
31.	Motorola	MotoTRBO	356	MotorTRBO Anywhere Gateway	MotorTRBO Anywhere Gateway	10%
32.	Motorola	MotoTRBO	346	MotorTRBO Anywhere License	MotorTRBO Anywhere License	10%
33.	Motorola	Pagers/Receivers	361	Paging	Paging	15%
34.	Motorola	Accessories	372	Speaker Microphones	Speaker Microphones	27%
35.	Motorola	Professional Commercial Radios	401	Digital Portable	Digital Portable	25%-30%
36.	Motorola	Wave PTT Wave on Cloud Product	583	Wave on Cloud 3 <sup>rd</sup> Party Hardware and Software	Wave on Cloud 3 <sup>rd</sup> Party Hardware and Software	0%
37.	Motorola	Portable Radios	626	TRBO Radio PR Portfolio	TRBO Radio PR Portfolio	25%-30%
38.	Motorola	Wave PTT	642	Wave on Cloud MSI Hardware	Wave on Cloud MSI Hardware	10%
39.	Motorola	MotoTRBO Radios	777	Portables	Portables	25%-30%
40.	Motorola	Portable Radios – Misc Accessories	785	APX Accessories	APX Accessories	27%
41.	Motorola	LTE	790	LTE LEX 11	LTE LEX 11	0%
42.	Motorola	Professional Commercial Radio	794	Professional Fixed Equipment	Professional Fixed Equipment	15%
43.	Motorola	Portable Radios	795	Misc APX Accessories	Misc APX Accessories	27%
44.	Motorola	Portable Radios	798	Misc APX Accessories	Misc APX Accessories	27%
45.	Motorola	Professional Commercial radio	807	Subscribers	Subscribers	25%-30%
46.	Motorola	Professional Commercial radio	819	VX-261	VX-261	25%-30%
47.	Motorola	Professional Commercial radio	821	Limited Display Keypad Subscriber	Limited Display Keypad Subscriber	25%-30%
48.	Motorola	Portable Radios	837	Misc APX Accessories	Misc APX Accessories	27%
49.	Motorola	Accessories	849	Other Consumer Accessories	Other Consumer Accessories	15%-27%
50.	Motorola	Professional Commercial radio	871	Full Display Keypad Subscriber	Full Display Keypad Subscriber	25%-30%
51.	Motorola	Dispatch	892	Wave Technology	Wave Technology	0%

**Vendor (AI)**

State of New Mexico  
General Services Department  
Purchasing Division

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52.	Motorola	Mobiles	922		CM200/300	25%-30%



State of New Mexico  
General Services Department

Statewide Price Agreement

**Awarded Vendor:**  
11 Awarded Vendors- See pages 6&7 for details  
  
**Email:**  
**Telephone No.:**

Price Agreement Number: 10-00000-20-00048

Payment Terms: Net 30

F.O.B.: Destination

Delivery: See pages 6&7

**Ship To:**  
All State of New Mexico agencies, commissions,  
institutions, political subdivisions and local public  
bodies allowed by law.

Procurement Specialist: Raelynn Lujan *RL*

Telephone No.: 505-827-0484

Email: raelynn.lujan@state.nm.us

**Invoice:**  
As Requested

Title: **Communications, Radio Equipment, Parts, Accessories and Related Services**

Term: **November 18, 2020 thru November 17, 2022**

**This Statewide Price Agreement is made subject to the “terms and conditions” as indicated on subsequent pages.**

**Accepted for the State of New Mexico**

*Valerie Paulk*

Date: 11/13/2020

Mark Hayden, New Mexico State Purchasing Agent

**x This Agreement was signed on behalf of the State Purchasing Agent**

*JDL*

State of New Mexico  
General Services Department  
Purchasing Division  
Statewide Price Agreement #: 10-00000-20-00048

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**Terms and Conditions**  
(Unless otherwise specified)

1. **General:** When the State Purchasing Agent or his/her designee issues a purchase document in response to the Vendor's bid, a binding contract is created.
2. **Variation in Quantity:** No variation in the quantity of any item called for by this order will be accepted unless such variation has been caused by conditions of loading, shipping, packing or allowances in manufacturing process and then only to the extent, if any, specified in this order.
3. **Assignment:**
  - a. Neither the order, nor any interest therein, nor any claim thereunder, shall be assigned or transferred by the Vendor, except as set forth in Subparagraph 3b or as expressly authorized in writing by the State Purchasing Agent or his/her designee. No such assignment or transfer shall relieve the Vendor from the obligations and liabilities under this order.
  - b. Vendor agrees that any and all claims for overcharge resulting from antitrust violations which are borne by the State as to goods, services, and materials purchased in connection with this bid are hereby assigned to the State.
4. **State Furnished Property:** State furnished property shall be returned to the State upon request in the same condition as received except for ordinary wear, tear and modifications ordered hereunder.
5. **Discounts:** Prompt payment discounts will not be considered in computing the low bid.
6. **Inspection:** Final inspection and acceptance will be made at the destination. Supplies rejected at the destination for nonconformance with specifications shall be removed at the Vendor's risk and expense, promptly after notice of rejection.
7. **Inspection of Plant:** The State Purchasing Agent or his/her designee may inspect, at any reasonable time, the part of the Contractor's, or any subcontractor's plant or place of business, which is related to the performance of this contract.
8. **Commercial Warranty:** The Vendor agrees that the supplies or services furnished under this order shall be covered by the most favorable commercial warranties the Vendor gives for such to any customer for such supplies or services. The rights and remedies provided herein shall extend to the State and are in addition to and do not limit any rights afforded to the State by any other clause of this order. **Vendor agrees not to disclaim warranties of fitness for a particular purpose of merchantability.**
9. **Taxes:** The unit price shall exclude all state taxes.
10. **Packing, Shipping and Invoicing:**
  - a. The State's purchasing document number and the Vendor's name, user's name and location shall be shown on each packing and delivery ticket, package, bill of lading and other correspondence in connection with the shipments. The user's count will be accepted by the Vendor as final and conclusive on all shipments not accompanied by a packing ticket.
  - b. The Vendor's invoice shall be submitted duly certified and shall contain the following information: order number, description of supplies or services, quantities, unit price and extended totals. Separate invoices shall be rendered for each and every complete shipment.
  - c. Invoices must be submitted to the using agency and NOT the State Purchasing Agent.
11. **Default:** The State reserves the right to cancel all or any part of this order without cost to the State, if the Vendor fails to meet the provisions of this order and, except as otherwise provided herein, to hold the Vendor liable for any excess cost occasioned by the State due to the Vendor's default. The Vendor shall not be liable for any excess costs if failure to perform the order arises out of causes beyond the control and without the fault or negligence of the Vendor, such causes include but are not restricted to, acts of God or the public enemy, acts of the State or Federal Government, fires, floods, epidemics, quarantine restrictions, strikes, freight embargoes, unusually severe weather and defaults of subcontractors due to any of the above, unless the State shall determine that the supplies or services to be furnished by

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the subcontractor were obtainable from other sources in sufficient time to permit the Vendor to meet the required delivery scheduled. The rights of the State provided in this paragraph shall not be exclusive and are in addition to any other rights now being provided by law or under this order.

12. **Non-Collusion:** In signing this bid the Vendor certifies he/she has not, either directly or indirectly, entered into action in restraint of free competitive bidding in connection with this offer submitted to the State Purchasing Agent or his/her designee.

13. **Nondiscrimination:** Vendor doing business with the State of New Mexico must be in compliance with the Federal Civil Rights Act of 1964 and Title VII of the Act (Rev. 1979) and the Americans with Disabilities Act of 1990 (Public Law 101-336).

14. **The Procurement Code:** Sections 13-1-28 through 13-1-199 NMSA 1978, imposes civil and criminal penalties for its violation. In addition the New Mexico criminal statutes impose felony penalties for bribes, gratuities and kickbacks.

15. **Items:** All bid items are to be NEW and of most current production, unless otherwise specified.

16. **Payment for Purchases:** Except as otherwise agreed to: late payment charges may be assessed against the user state agency in the amount and under the conditions set forth in Section 13-1-158 NMSA 1978.

17. **Workers' Compensation:** The Contractor agrees to comply with state laws and rules pertaining to Workers' Compensation benefits for its employees. If the Contractor fails to comply with Workers' Compensation Act and applicable rules when required to do so, this Agreement may be terminated by the contracting agency.

18. **Submission of Bid:** Bids must be submitted in a sealed envelope with the bid number and opening date clearly indicated on the bottom left hand side of the front of the envelope. Failure to label bid envelope will necessitate the premature opening of the bid in order to identify the bid number.

19. **Contractor Personnel:** Personnel proposed in the Contractor's written bid to the Procuring Agency are considered material to any work performed under this Price Agreement. Once a Purchase Order or contract has been executed, no changes of personnel will be made by the Contractor without prior written consent of the Procuring Agency. Replacement of any Contractor personnel, if approved, shall be with personnel of equal ability, experience, and qualifications. The Contractor will be responsible for any expenses incurred in familiarizing the replacement personnel to insure their being productive to the project immediately upon receiving assignments. Approval of replacement personnel shall not be unreasonably withheld. The Procuring Agency shall retain the right to request the removal of any of the Contractor's personnel at any time.

20. **Subcontracting:** The Contractor shall not subcontract any portion of the Price Agreement without the prior written approval of the Procuring Agency. No such subcontracting shall relieve the Contractor from its obligations and liabilities under this Price Agreement, nor shall any subcontracting obligate payment from the Agency.

21. **Records and Audit:** The Contractor shall maintain detailed time and expenditure records that indicate the date, time, nature, and cost of services rendered during this Price Agreement's term and effect, and retain them for a period of three (3) years from the date of final payment under this Price Agreement. The records shall be subject to inspection by the Agency, State Purchasing Division, Department of Finance and Administration, and for Information Technology contracts, State Chief Information Officer. The Agency shall have the right to audit billings, both before and after payment. Payment for services under this Price Agreement shall not foreclose the right of the Agency to recover excessive or illegal payments.

22. **Subcontracts:** The foregoing requirements for Contractor Personnel, Subcontracting, and Audit shall be inserted into all subcontracts from the prime contractor to the subcontractor.

### New Mexico Employees Health Coverage

A. If Contractor has, or grows to, six (6) or more employees who work, or who are expected to work, an average of at least 20 hours per week over a six (6) month period during the term of the contract, Contractor certifies, by signing

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this agreement, to have in place, and agrees to maintain for the term of the contract, health insurance for its New Mexico Employees and offer that health insurance to its New Mexico Employees if the expected annual value in the aggregate of any and all contracts between Contractor and the State exceeds \$250,000 dollars.

B. Contractor agrees to maintain a record of the number of its New Mexico Employees who have (a) accepted health insurance; (b) declined health insurance due to other health insurance coverage already in place; or (c) declined health insurance for other reasons. These records are subject to review and audit by a representative of the state.

C. Contractor agrees to advise all of its New Mexico Employees of the availability of State publicly financed health care coverage programs by providing each of its New Mexico Employees with, as a minimum, the following web site link to additional information: <https://bewellnm.com>.

D. For purposes of this Paragraph, the following terms have the following meanings:

- (1) "New Mexico Employee" means any resident of the State of New Mexico employed by Contractor who performs the majority of the employee's work for Contractor within the State of New Mexico, regardless of the location of Contractor's office or offices; and
- (2) "offer" means to make available, without unreasonable restriction, enrollment in one or more health coverage plans and to actively seek and encourage participation in order to achieve the goals of Executive Order 2007-049. This could include State publicly financed public health coverage programs such as *Insure New Mexico!*

## Statewide Price Agreement

### Article I – Statement of Work

Under the terms and conditions of this Price Agreement all State of New Mexico agencies, commissions, institutions, political subdivisions and local public bodies allowed by law may issue orders for items and/or services described herein. The terms and conditions of this Price Agreement shall form a part of each order issued hereunder.

The items and/or services to be ordered shall be as listed under Article IX - Price Schedule. All orders issued hereunder will bear both an order number and this Price Agreement number. It is understood that no guarantee or warranty is made or implied by the New Mexico State Purchasing Agent, his/her designee or the user that any order for any definite quantity will be issued under this Price Agreement. The Contractor is required to accept the order and furnish the items and/or services in accordance with the articles contained hereunder for the quantity of each order.

### Article II – Term

The term of this Price Agreement, for issuance of orders, shall be as indicated in the specifications.

### Article III – Specifications

Items and/or services furnished hereunder shall conform to the requirements of specifications and/or drawings applicable to items listed under Article IX-Price Schedule. Orders issued against this schedule will show the applicable Price Agreement item(s), number(s), and price(s); however they may not describe the item(s) fully.

### Article IV – Shipping and Billing Instructions

Contractor shall ship in accordance with the following instructions: Shipment shall be made only against specific orders which the user may place with the Contractor during the term; The Contractor shall enclose a packing list with each shipment listing the order number, price agreement number and the commercial parts number (if any) for each item; Delivery shall be made as indicated on page1. If vendor is unable to meet stated delivery the State Purchasing Agent or his/her designee must be notified.

### Article V – Termination

The Agency may terminate this Agreement for convenience or cause. The Contractor may only terminate this Agreement based upon the Agency's uncured, material breach of this Agreement. Contractor shall give Agency written notice of termination at least thirty (30) days prior to the intended date of termination, which notice shall (i) identify all the Agency's material breaches of this Agreement upon which the termination is based and (ii) state what the Agency must do to cure such material breaches. Contractor's notice of termination shall only be effective (i) if the Agency does not cure all material breaches within the thirty (30) day notice period or (ii) in the case of material breaches that cannot be cured within thirty (30)

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days, the Agency does not, within the thirty (30) day notice period, notify the Contractor of its intent to cure and begin with due diligence to cure the material breach. Termination of this Contract, however, shall not affect any outstanding orders. This provision is not exclusive and shall not waive other rights and remedies afforded either party in the event of breach of contract or default. In such instances the contract may be cancelled effective immediately.

**Article VI – Amendment**

This Price Agreement may be amended by mutual agreement of the New Mexico State Purchasing Agent or his/her designee and the Contractor upon written notice by either party to the other. An amendment to this Price Agreement shall not affect any outstanding orders issued prior to the effective date of the amendment as mutually agreed upon, and as published by the New Mexico State Purchasing Agent or his/her designee. Amendments affecting price adjustments and/or the extension of a price agreement expiration date are not allowed unless specifically provided in the bid and price agreement specifications.

**Article VII – Indemnity Clause**

Contractor shall indemnify and hold harmless the State, its officers and employees, against liability, claims, damages, losses or expenses arising out of bodily injury to persons or damage to properties caused by, or resulting from Contractor's, and/or its employees, own negligent act or omission while Contractor, and/or its employees, perform or fails to perform its obligations and duties under the Terms and Conditions of this agreement. This save harmless and indemnification clause is subject to the immunities, provisions, and limitations of the Tort Claims Act (Section 41-4-1, et seq., N.M.S.A. 1978 comp. and Section 57-7-1 N.M.S.A. 1878 comp. and any amendments thereto.

It is specifically agreed between the parties executing this agreement that it is not intended by any of the provisions of any part of the agreement to create in the public or any member thereof a third party beneficiary or to authorize anyone not a party to the agreement to maintain a suit(s) for wrongful death(s), bodily and/ or personal injury(s) to person(s), damage(s) to property(ies) and/or any other claim(s) whatsoever pursuant to the provisions of this agreement.

Vendor shall provide all insurance necessary to employees on the work site, including but not limited to Worker's Compensation.

**Article VIII – Issuance of Orders**

Only written signed orders are valid under this Price Agreement.

**Article IX – Packing (if applicable)**

Packing shall be in conformance with standard commercial practices.

**Article X – Price Schedule**

Prices as listed in the price schedule hereto attached are firm.

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**Awarded Vendors:**

(AA) 0000051480  
Advanced Communications and Electro  
2417 Baylor Drive SE  
Albuquerque, NM 87106  
(505) 244-3321  
lhenz@advtwoway.com

Delivery: 10 days ARO, typical  
Preference: Resident

(AB) 0000116813  
Code 3 Service, LLC  
2323 Aztec Rd NE- STE A  
Albuquerque, NM 87107  
(505) 407-2310  
Sales@code3service.com

Delivery: 1-6 Weeks or As Requested

(AC) 0000147342  
Electro-Magwave, Inc  
PO Box 2182  
Fairfax, VA 22031  
(216) 232-0244  
mike.wienke@emwaveinc.com

Delivery: UPS Surface Pre-Pay & Add-  
Free Shipping for Order Total >\$1,000.

(AD) 0000135964  
Enchanted Technology Solutions, LLC  
P.O. Box 29374  
Santa Fe, NM 87592  
(505) 946-8219  
jeffg@ets.us.com

Delivery: 4-6 Weeks or as requested

(AE) 0000010372  
Holzberg Communications, Inc.  
PO Box 322  
Totowa, NJ 07511  
(800) 654-9550  
holzberg@juno.com

Delivery: 15 Days ARO

(AF) 0000070398  
Icom America Inc  
12421 Willows Road NE  
Kirkland, Washington 98034  
(425) 450-6090  
govsales@icomamerica.com

Delivery: 30-60 days ARO  
(Large quantities: 90-120 days ARO)

(AG) 0000111558  
L3Harris Technologies, Inc.  
PO Box 419436  
Boston, MA 02241-9436  
(800) 368-3277  
PSPCIDIQCONTRACTS@L3Harris.com

Delivery: As Requested



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(AH) 0000013468  
Motorola Solutions Inc  
13096 Collections Center Dr.  
Chicago, IL 60693-0000  
(505) 850-8194  
manny.barreras@motorolasolutions.com

Delivery: FOB  
Preference: Resident

(AI) 0000086640  
R.T.C., Inc.  
300 E. Sunset Rd.  
El Paso, TX 79922  
(915) 584-6646  
mercy@rtcinc.org  
omar@rtcinc.org

Delivery: 1-8 weeks

(AJ) 0000137644  
Southwest Customs LLC  
17 HWY 82  
Alamogordo, NM 88310  
Office: (575) 488-1340  
Cell: (650) 283-4471  
collier@swcustoms.net

Delivery: As requested; at the discretion  
or purchase/end user/ requisitioner

(AK) 0000046297  
Specialty Corporation  
PO Box 23277  
Albuquerque, NM 87192  
(505) 294-6100

Delivery: same day if in stock,  
if not 2-8 weeks

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**Specifications:**

**Supplemental Terms and Conditions**

**General**

This is a Statewide Price Agreement; therefore, there is no guarantee of the minimum quantities of items or services to be purchased.

Offerors submitting bids must be authorized employees of the company they represent who can fulfill all terms and conditions of the resulting Statewide Price Agreement.

**Multiple Awards**

Pursuant to the Procurement Code, Sections 13-1-153 and 13-1- 154 the State reserves the right to issue multiple awards to obtain the items listed. Multiple awards are recommended to insure availability and timely delivery.

Awards will be made to meet the best interests of the State of New Mexico.

**Term**

The term of this agreement shall be for a two (2) year term from date of award with the option to extend every two (2) years up to a maximum of ten (10) years; by mutual agreement of all parties and approval of the New Mexico State Purchasing Agent at the same price, terms and conditions. This agreement shall not exceed ten (10) years.

Pricing in the agreement is based on a fixed percentage off the published list price. These percentages are fixed during the first two years of the agreement. Amended percentages off the published list price may be negotiated after the second year at the discretion of State Purchasing.

**Agreement Performance Monitoring**

Monitoring the performance of the awarded contractor is a key function to ensure that the contractor is performing all duties in accordance with the awarded Price Agreement. All performance or monitoring will be documented and shared with any local public body or State agency utilizing the Price Agreement. They will be made aware of and addressed any developing problems or concerns. Pursuant to the Procurement Code, Sections 13-1-161 and 13-1- 182 the State reserves the right to evaluate and monitor the performance of this Price Agreement.

**Reporting Requirements**

At the request of State Purchasing, Contractor agrees to submit reports or other documentation in accordance with the Terms and Conditions of the ITB and Statewide Price Agreement. If the Contractor fails to submit reports to NM State Purchasing Division in a timely and satisfactory manner, any such reports, documentation, or otherwise fails to satisfactorily render performance hereunder, such failure may be considered cause for termination of this Statewide Price Agreement.

**Equipment Warranty**

All items proposed by the bidder should be warranted for defects in materials and workmanship for a minimum of one (1) calendar year, or the manufacture's standard U.S. warranty period, from the date of delivery to the purchaser. If the bidder is the manufacturer of any item proposed or sells that item under its own brand label, the warranty offered to the State of New Mexico under this procurement should be as

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favorable as any warranties provided to other governmental or retail customers. The bidder should provide the authorized purchaser with any manufacturer warranty information or registration materials for items proposed or supplied as a result of this procurement.

In the event defects become evident within the manufacturer's warranty period, the vendor shall furnish replacement parts and materials at no additional cost to the State.

**Extended Warranty**

If the radio equipment is subject to an extended warranty option, it should be so noted and the price(s) of the extension(s) should be included in the Equipment and Services Schedule (ESS) Template for schedule is included in bid pricing response form.

**Out of Warranty Repair Service and Parts**

The bidder may agree to service and repair all equipment sold to authorized purchasers under the scope of this procurement for the term of the awarded Price Agreement.

Send-in maintenance coverage must be offered for all items sold if the vendor bids such a service. Such servicing and repairs may be performed on either a time and materials basis or maintenance agreement basis at the option of the purchaser for purchased equipment and should be provided throughout the life of the Price Agreement.

The bidder may include on their ESS a guaranteed maximum hourly rate for time and a price for parts for repair of their equipment that is beyond the standard warranty. All repair parts are to be available to the Agency if they choose to do their own repairs at the above repair parts prices.

The bidder should also agree to perform upgrades, updates, and/or modifications approved by the equipment's manufacturer on send-in time and material basis, fixed fee basis or make the materials required for the modification/upgrade available to the Agency for self-installation.

**Warranty on Repairs**

The bidder should guarantee all repairs, upgrades or modifications for at least 90 days from the date of repair and should perform all repairs using materials and techniques in accordance with manufacturer's specifications. The bidder may decline to perform any repair, upgrade or modification not recommended or approved by the equipment's manufacturer; however, if the bidder agrees to perform such repairs, upgrades or modifications, the repair should be guaranteed for a period of at least 90 days from the date of repair.

**Technical Support**

All contractors should make available prompt factory level technical support of all items they offer to the Agency. This support may be by means of a telephone call and/or email to the factory or a factory representative at a "district level."

This requirement may also be met by a visit from an onsite technical representative from the manufacturer. The technical support should be available during regular business working hours Monday through Friday.

**Engineering Support**

All contractors may provide pricing for engineering services including but not limited to system design, traffic routing, path analysis, microwave path budgeting, frequency planning, structural analysis, feasibility studies, terrain analysis, site development, system documentation and system trouble shooting.

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**Discontinued Items**

During the term of this Price Agreement, should the manufacturer discontinue any of the items on the ESS, the vendor shall attempt to furnish a replacement item that is equal to or better than the discontinued item. The final price of the replacement item shall be similar to the discontinued item. The using entity reserves the right to accept the replacement item. After evaluating the replacement item, the Agency reserves the right to cancel the portion of the Price Agreement and re-bid if it is deemed in the best interest of the State of New Mexico.

**Training Costs**

The bidder may include on the ESS a list of all training classes, seminars, etc. that are available for the equipment offered to the Agency in the bid. The bidder should list the price of each class, the location where each is held, whether or not they are offered online, the duration of each and the maximum number of students per class. The bidder should also indicate which, if any, might be conducted at a location in New Mexico and approximate cost for a given number of students. Video presentations in DVD and internet based streaming format are recognized as viable training programs and should be included in the offerors catalog or bid if available. The video training programs must be of the same technical level as the live classroom instruction provide by the bidder.

**Shipping**

This is a Statewide Price Agreement; therefore it can be used by all government entities in New Mexico, allowed by law. Each using entity will have its own delivery location(s). The Contractor must verify the delivery location at the time of order.

Equipment order by Department of Information Technology will be shipped to the address below.

Public Safety Communications  
State Police Complex  
4491 Cerrillos Road  
Santa Fe, NM 87505

**Scope of Procurement:**

The State of New Mexico General Services Department/State Purchasing Division, (“SPD”), is seeking fully certified resellers or manufacturers that will provide **Communications, Radio Equipment, Parts, Accessories and Related Services** to support the State’s current and future communications infrastructure.

The results of this bid will establish multiple Statewide Price Agreements.

The pricing for all Communications, Radio Equipment, Parts, Accessories and Related Services must not include New Mexico Gross Receipts Tax (NMGRT). However, the services are subject to the NMGRT and are applicable to the current rate for the period, which the services are performed.

Price shall not include State Gross Receipts or Local Option Tax. Taxes shall be added to the purchase order and invoice at current rates as a separate item to be paid by user Agency

It is preferable that the offeror maintain and guarantee accessibility to their catalog URL or direct link, for the duration of the awarded Price Agreement. It is desirable, although not required, for the awarded contractor to provide historic pricing information upon request. The awarded Contractor shall provide all quotes and invoices listing both the list price of catalog items as well as the discounted price for each item. The ability to add new Communications, Radio Equipment, Parts, Accessories and Related Services to the awarded

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Contractor's URL or direct link is to the benefit of the procuring agencies, authorized purchasing entities and the Contractor. The purpose is for the State to continue to keep up with advancing technology. All Communications, Radio Equipment, Parts, Accessories and Related Services must be commercially available at the time the award is made and when additional Communications, Radio Equipment, Parts, Accessories and Related Services are added to the catalog.

Any additions must fall within the original scope and intent of this ITB.

**Specifications:**

A. Radio Communication Equipment

Including Receivers/Pagers; Land Mobile Radios and Accessories (to include VHF, UHF, 700 and 800 MHZ analog, digital P25 phase I and Phase II capable radios in accordance with current industry standards; Base Stations, Repeaters and Accessories (to include VHF, UHF, 700 and 800 MHZ analog, digital P25 capable stations and repeaters); Communication Control Console Systems; Portable Radios and Accessories (to include VHF, UHF, 700 and 800 MHZ analog, digital P25 phase I and Phase II capable radios); Radio Trunking Control Systems, ancillary equipment and software; Radio Communications Towers and associated equipment; Mobile Data Systems (MDS); Wireless Mobility Systems including Broadband, WiFi and LTE (to include commercial and Band 14 FirstNet compatible devices); Networking including System-wide and local Interoperability Solutions; Biometric Applications.

B. Emergency Response Command and Control Equipment and Services

This Invitation to Bid (ITB) will establish a Statewide Price Agreement for state-of-the-art Emergency Response Command & Control Equipment and Systems that can be purchased by New Mexico's state agency or local public bodies. Actual operators of the equipment will be "first-on-the-scene" emergency incident response commanders who will need to control communications between various agencies, who will have diverse data access needs and networking interfaces, who may have the need to gather and transmit data from the scene.

C. Mobile Command Interoperable Communication Equipment and Services

This ITB will establish a Statewide Price Agreement for systems and equipment for voice, data and video communication interoperable for mobile command systems. Access to wide area network may be via optional satellite, optional wireless (WiFi) optional video network interfacing, optional networking (including public or private LTE systems) and gateway interfaces. The capabilities provided by these systems will establish interoperability between the incident scene, the Integrated Emergency Operations Center (IEOC) and other Incident command Systems (ICS) as applicable.

D. Implementation Services

This category was added to describe the types of services the Bidder may choose to offer in order to integrate and implement the various products offered in Categories A, B and C above, into complete systems or subsystems. These services shall in no way diminish or render void any installation, warranties, training or other related services that are a part of the products and services offered by the Bidder in the other categories. These services may include support to system design, installation integration, system or component optimization, testing, training, obtaining certifications...etc. Bidders may bid integration or implementation services for products from any or all of the Categories. It is preferable that bidders bid integration services for all products for which the bidder is submitting a bid.

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**New Mexico Administrative Reporting and Fees:** All contracts and Purchase Orders arising out of this agreement shall be deemed to include an Administrative Fee assessment at the rate of **one percent (1.00 %)** for the gross total sales and other revenues (including commissions and fees charged). This assessment shall apply to all New Mexico state agencies and local public bodies. “**Gross total sales**” means any invoiced amount less any applicable state and local taxes.

For reporting purposes: list payments received for the issued invoice during the applicable quarter by state agency, local public body and invoice number. The Quarters are as follows.

Quarter:	Period End:	Report Due:
First	September 30	October 31
Second	December 31	January 31
Third	March 31	April 30
Fourth	June 30	July 31

Even if Contractor experiences zero sales during the quarter, a report is still required. This will also apply if the contract starts partial within a Quarter. Reports and Administrative Fee shall be due no later than thirty (30) days following the end of the quarter. Only submit one payment and one report for each quarter, do not combine payments or reports.

Payment shall be made by check payable to the “State Purchasing Division”. This Price Agreement number 10-00000-20-00048 must be included on all payments and Quarterly Sales Reports.

Remit Checks to: State Purchasing Division  
 1100 St. Francis Drive, Room 2016  
 PO Box 6850  
 Santa Fe, NM 87505  
 Attn: Compliance Officer

Sample Reports can be found at:

<http://www.generalservices.state.nm.us/statepurchasing/resourcesandinformation.aspx#Vendors>

Email completed reports to: [GSD.QuarterlyUsageR@state.nm.us](mailto:GSD.QuarterlyUsageR@state.nm.us)

For questions regarding the Administrative Fees and Quarterly Sales Reports contact the Compliance Officer at (505) 827-0472.

**Method of Award:**

The New Mexico State Purchasing Division will establish a Statewide Price Agreement for **Communications, Radio Equipment, Parts, Accessories and Related Services**.

It may be impossible to list all the specific components that may be required for **Communications, Radio Equipment, Parts, Accessories and Related Services**; therefore, equipment, parts, accessories and related services may be listed in an equipment catalog or equipment and Services Schedule using an updated and working URL Link.

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Vendors are encouraged to update their equipment offered with the latest technologies applicable to the Price Agreement. The same discounts will apply to any equipment added to the price agreement.

The State of New Mexico reserves the right to obtain bids from any and all successful bidders for **Communications, Radio Equipment, Parts, Accessories and Related Services** and award the bid to a contractor or multiple contractors based on price, percentage discounts, schedule and the ability to perform satisfactorily. Awards will be made to meet the best interests of the State of New Mexico.

- I. The Bidders expecting to sell **Communications, Radio Equipment, Parts, Accessories and Related Services** by a specific manufacturer, as a result of this procurement must submit a minimum percentage **(%) discount off MSRP** for that particular manufacturer type. If no discount is being offered (but you can provide the type) for a specific product then the discount must be listed as 0%.
  1. The Bidders must provide at least one (1) or more Manufacturer Type(s)
  2. Product Category
  3. Account Product Code (APC)
  4. Item
  5. Short Description
  6. MSRP Percentage (%) Discount

\*Additional rows and /or pages may be added to accommodate the Bidder's list of bidding information; please number pages and rows accordingly.

- II. **Implementation Services, Maintenance & Support:** At a minimum, the Bidder may provide a fixed hourly or fixed daily rate for the following services, if the bidder offers these services:
  1. System Technician or Technologist
  2. Standard Shop Installation
  3. Mobile Radio Installation
  4. Radio Programming
  5. Training
  6. Post-Warranty Maintenance
  7. Support Services – Implementation
  8. Support Services – Post Implementation
  9. Project Management Services

In cases where post warranty, maintenance, and support services are quoted based on an annual, system-level pricing, the vendor shall indicate "system" and provide such pricing in the individual bids.

- III. The bidder must provide a working URL Link to their catalog(s) if the bidder maintains such a catalog.
- IV. The Bidders must be a fully certified reseller or manufacturer for the Communications, Radio Equipment, Parts, Accessories and Related Services proposed for this bid.

**\*\*\* End of Specifications \*\*\***

State of New Mexico  
General Services Department  
Purchasing Division  
Statewide Price Agreement #: 10-00000-20-00048

**Items Awarded:**

Listed in pages below



## II. Implementation Services: Software Integration, Hardware Installation and Training

No.	Service	Vendor (AA)			Vendor (AB)			Vendor (AC)			Vendor (AD)			Vendor (AE)
		MSRP % Discount	\$ Rate (indicated Hourly)	MSRP % Discount	\$ Rate (indicated Hourly)	MSRP % Discount	\$ Rate (indicated Hourly)	MSRP % Discount	\$ Rate (indicated Hourly or Daily)	MSRP % Discount	\$ Rate (indicated Hourly)	MSRP % Discount	\$ Rate (indicated Hourly or Daily)	MSRP % Discount
1	System Technician Technologist	0%	\$125.00	0%	\$125.00	No Bid	No Bid	No Bid	No Bid	0%	\$175.00	No Bid	No Bid	No Bid
2	Standard Shop Installation	0%	\$95.00	0%	\$95.00	No Bid	No Bid	No Bid	No Bid	0%	\$125.00	No Bid	No Bid	No Bid
3	Mobile Radio Installation	0%	\$105.00	0%	\$95.00	No Bid	No Bid	No Bid	No Bid	0%	\$150.00	No Bid	No Bid	No Bid
4	Radio Programming	0%	\$95.00	0%	\$55.00	No Bid	No Bid	No Bid	No Bid	0%	\$100.00	No Bid	No Bid	No Bid
5	Training	0%	\$125.00	0%	\$125.00	No Bid	No Bid	No Bid	No Bid	0%	\$200.00	No Bid	No Bid	No Bid
6	Post-Warranty Maintenance	0%	\$105.00	0%	\$125.00	No Bid	No Bid	No Bid	No Bid	0%	\$200.00	No Bid	No Bid	No Bid
7	Support Services – Implementation	0%	\$105.00	0%	\$125.00	No Bid	No Bid	No Bid	No Bid	0%	\$200.00	No Bid	No Bid	No Bid
8	Support Services – Post Implementation	0%	\$105.00	0%	\$125.00	No Bid	No Bid	No Bid	No Bid	0%	\$200.00	No Bid	No Bid	No Bid
9	Project Management Services	0%	\$125.00	0%	\$175.00	No Bid	No Bid	No Bid	No Bid	0%	\$150.00	No Bid	No Bid	No Bid

Additional Items by Vendors:	Vendor (AB)		Vendor (AD)		
	MSRP % Discount	\$ Rate (indicated Hourly or Daily)	MSRP % Discount	\$ Rate (indicated Hourly or Daily)	
10	Design Engineering	0%	\$250.00	0%	\$250.00
11	Senior System Engineer	0%	\$300.00	0%	\$300.00
12	Consulting	0%	\$200.00	0%	\$200.00
13	Staging	0%	\$500.00	0%	\$200.00
14	Travel Per-diem	0%	\$150.00	0%	\$200.00
15	Travel Mileage	0%	\$0.55	0%	\$100.00

Vendor (AF)		Vendor (AG)		Vendor (AH)		Vendor (AI)		Vendor (AJ)		Vendor (AK)	
MSRP % Discount	\$ Rate (indicate Hourly or Daily)	MSRP % Discount	\$ Rate (indicate Hourly or Daily)	MSRP % Discount	\$ Rate (indicate Hourly or Daily)	MSRP % Discount	\$ Rate (indicated Hourly)	MSRP % Discount	\$ Rate (indicate Hourly or Daily)	MSRP % Discount	\$ Rate (indicate Hourly or Daily)
	See Appendix										
30%	—	0%	Refer to cataloge	0%	\$1,805.00 Daily Rate	0%	\$95.00	n/a	\$75.00	0%	\$85.00
30%	See Appendix	0%	Refer to cataloge	0%	\$150.00 Per hour	0%	\$95.00	n/a	\$75.00	0%	\$170.00
30%	See Appendix	0%	Refer to cataloge	0%	\$180.00-\$500.00 Per hour	0%	\$95.00	n/a	\$75.00	0%	\$170.00
30%	See Appendix	0%	Refer to cataloge	0%	\$55.00-\$125.00 per hour	0%	\$95.00	100% w/purchase	\$75.00	0%	\$30.00
30%	See Appendix	0%	Refer to cataloge	0%	System	0%	\$95.00	100% w/purchase	\$75.00	0%	\$85.00
30%	See Appendix	0%	Refer to cataloge	0%	System	0%	\$95.00	100% w/purchase	\$75.00	0%	\$85.00
30%	See Appendix	0%	Refer to cataloge	0%	System	0%	\$95.00	100% w/purchase	\$75.00	0%	\$85.00
30%	See Appendix	0%	Refer to cataloge	0%	System	0%	\$95.00	n/a	\$75.00	0%	\$85.00
No Bid	See Appendix	0%	Refer to cataloge	0%	System	0%	\$95.00	n/a	\$75.00	0%	\$85.00

Vendor (AF)		MSRP % Discount		\$ Rate (indicate Hourly or Daily)	
	Additional Items by Vendors:				
10	Extended Warranty Options (as per specifications instructinos)	30%		See Appendix	

**III. Provide URL Link or Links to Communications, Radio Equipment, Parts, Accessories and Related Services Price Catalogs:**

<b>Vendor</b>	<b>Links</b>
Vendor (AA)	See Appendix _
Vendor (AB)	<a href="http://www.code3services.com/catalogs.html">www.code3services.com/catalogs.html</a>
Vendor (AC)	<a href="mailto:Sales@code3services.com">Sales@code3services.com</a> <a href="mailto:mike.wieke@emwaveinc.com">mike.wieke@emwaveinc.com</a> <a href="http://www.emwaveinc.com">www.emwaveinc.com</a> <a href="http://www.nearson.com">www.nearson.com</a> <a href="mailto:sales@emwaveinc.com">sales@emwaveinc.com</a>
Vendor (AD)	
jeffg@ets.us.com Vendor (AE)	No Bid
Vendor (AF)	<a href="http://www.icomamerica.com/clientproposal">http://www.icomamerica.com/clientproposal</a>
Vendor (AG)	<a href="https://premier.pspc.harris.com/infocenter/">https://premier.pspc.harris.com/infocenter/</a> <a href="https://www.harris.com/solution/pspc-technical-training">https://www.harris.com/solution/pspc-technical-training</a>
Vendor (AH)	<a href="http://www.motorolasolutions.com/en_xu/product-catalog-search.html">http://www.motorolasolutions.com/en_xu/product-catalog-search.html</a>
Vendor (AI)	URL Links not available. Price Catalogs are available upon request.
Vendor (AJ)	
dl=0 Vendor (AK)	<a href="https://www.dropbox.com/s/q15ochcos5cx6zo/BK%20June%202020%20Retail%20Price%20List.pdf?dl=0">https://www.dropbox.com/s/q15ochcos5cx6zo/BK%20June%202020%20Retail%20Price%20List.pdf?</a> No Bid

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## BID PRICING RESPONSE FORM

## I. Minimum Percentage Discount (%) off Manufacturer's Retail Price (MSRP)

\*Additional rows and /or pages may be added to accommodate the Bidder's list of bidding information; please number pages and rows accordingly.

- A. Radio Communication Equipment
- B. Emergency Response Command and Control Equipment and Services
- C. Mobile Command Interoperable Communication Equipment and Services
- D. Implementation Services

No.	Manufacturer	Product Category	APC	Item	Short Description	MSRP % Discount:
1	Microsemi	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	5%
2	9dot NEW	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	2%
3	Access Technologies	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	0%
4	ACTi	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	2%
5	Adtran	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	5%
6	Advanced Communications	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	3%
7	Advanced Tower Services	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	2%
8	Advantec/ACT	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	5%
9	Airspan	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	2%
10	AirSpan Networks	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	2%
11	Alber	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	5%
12	AlertSense	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	0%
13	Alvarion	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	5%
14	Alvarion	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	2%
15	Amphenol	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	5%
16	Andrew	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	5%
17	Andrew Commscope	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	5%
18	Anritsu	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	5%
19	Aranet	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	2%
20	Asentria	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	5%
21	Asset Management	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	0%
22	Astron	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	5%
23	Aviat	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	5%
24	Axell Wireless	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	0%
25	Axis Communications	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	2%
26	Baicells	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	2%
27	BDA Bi Directional Amp	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	5%
28	Bendix King / Relm	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	8%

## Vendor (AA)

29	Bird	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	5%
30	Brickcom	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	2%
31	BridgeWave Communications	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	2%
32	Broken Arrow Electric	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	0%
33	Brother	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	5%
34	CalAmp	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	2%
35	Cambium Networks	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	5%
36	CBNL	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	2%
37	Cel-Fi by Nextivity	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	2%
38	Cellular Specialties	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	5%
39	Ceragon	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	5%
40	Cisco Systems	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	0%
41	Citel	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	2%
42	Cobham	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	5%
43	Codan Communications	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	5%
44	Code 3	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	5%
45	CommScope	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	2%
46	Crane Services of NM	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	0%
47	DAS Distributed Antenna Ssystems	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	5%
48	David Clark	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	5%
49	DDB Unlimited	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	2%
50	Dell	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	2%
51	DigiKey	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	0%
52	Dragonwave	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	5%
53	DuraComm	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	2%
54	DVL	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	5%
55	EF Johnson	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	8%
56	EMR Corp.	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	5%
57	EnviroBuilding	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	5%
58	Ericsson	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	2%
59	Exalt Communications	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	2%
60	Extralink	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	2%
61	Extreme	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	5%
62	Extreme Networks	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	2%
63	Extricom	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	2%
64	FCC	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	0%
65	Federal Signal	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	5%
66	Fiplex Communications	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	2%
67	FireCom	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	5%
68	Firetide	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	2%

69	Fontech	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	2%
70	Freedom	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	5%
71	FreeWave	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	2%
72	G Wave	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	5%
73	Gaitronics	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	5%
74	Gamber Johnson	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	5%
75	Gamma Electronics	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	2%
76	Garmin	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	2%
77	Generac	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	5%
78	General Dynamics	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	5%
79	General Electric	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	2%
80	Generators and UPS	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	0%
81	GeoTechnical	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	0%
82	Gefac	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	5%
83	grounding	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	0%
84	G-Wave	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	5%
85	Havis	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	5%
86	HVAC	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	0%
87	ICOM	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	5%
88	ICT	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	2%
89	Installation	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	0%
90	Integra Enclosures	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	2%
91	Interference	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	0%
92	Iridium	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	5%
93	Itelite	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	0%
94	ITS	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	0%
95	JPS	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	5%
96	Juniper Networks	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	2%
97	Kenwood EF Johnson	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	15%
98	KP Performance Antennas NEW	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	2%
99	L3 Mobile Vision	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	5%
100	L3Harris	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	15%
101	Laird	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	5%
102	LTE	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	2%
103	MARS Antennas	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	2%
104	Maxrad / PC Tel	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	5%
105	MCM Technology	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	0%
106	Megger	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	5%
107	Mercury Networks	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	2%
108	Microwave Networks	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	5%

109	Midland	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	2%
110	MikroTik	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	2%
111	Mimosa	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	2%
112	Mobile Mark	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	5%
113	Mor-Co	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	2%
114	Motorola Solutions, Inc.	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	12%
115	MP Antenna	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	2%
116	MTI Wireless Edge	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	2%
117	NEC	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	3%
118	netElastic Systems NEW	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	2%
119	NetworkFleet	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	5%
120	NEWMAR	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	5%
121	Nokia	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	5%
122	Nomadix	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	2%
123	Novi Security	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	2%
124	On Site Repair	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	0%
125	Otto	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	5%
126	Paessler	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	2%
127	Panasonic	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	5%
128	PC Tel	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	5%
129	PCTEL	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	2%
130	Pepro	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	0%
131	Polyphaser	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	5%
132	Power Products	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	5%
133	Preventative Maintenance	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	0%
134	Primus	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	5%
135	PRO Tower	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	5%
136	Programming	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	0%
137	Project Management	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	0%
138	Proxim	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	5%
139	Pulse Larsen	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	5%
140	Pyramid	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	5%
141	Radio Rental Services	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	0%
142	Radio Waves Inc	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	2%
143	Radiowaves	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	5%
144	Radwin	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	5%
145	Raetheon	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	5%
146	Redline Communications	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	2%
147	RFS	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	5%
148	Ridgeline Engineering	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	0%

149	Rohn	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	5%
150	Ruckus	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	5%
151	Sabre	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	5%
152	Samsung	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	2%
153	Santa Cruz	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	5%
154	Service Maintenance	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	0%
155	Setcom	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	5%
156	shelter	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	0%
157	SLAE MICROELETTRONICA	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	2%
158	Siklu	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	2%
159	Sinclair	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	5%
160	Site Pro Valmont	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	5%
161	Site Survey	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	0%
162	SkyPilot by Trilliant	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	2%
163	SmartPTT	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	5%
164	SOLiD	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	2%
165	Solis Energy	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	2%
166	SPINNER Group	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	2%
167	Sti-Co	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	5%
168	Tait	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	5%
169	Talley	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	5%
170	Teldio	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	5%
171	Telewave	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	5%
172	Telex	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	5%
173	Tessco	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	5%
174	ThermoBond	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	5%
175	Times Microwave	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	5%
176	Tower Analysis	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	0%
177	Tower Inspection	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	0%
178	Tower Shelter	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	0%
179	Towers	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	0%
180	Transtector	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	2%
181	TruckVault	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	5%
182	Trylon	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	2%
183	TX/RX	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	5%
184	Tycon Systems NEW	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	2%
185	Ubiquiti	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	5%
186	Video Solutions	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	2%
187	Videotec	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	2%
188	Vumii	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	2%



**Vendor (AA)**

189	WavelIP	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	2%
190	Westell	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	5%
191	Whelen	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	5%
192	Wilson Electronics	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	5%
193	Wincomm	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	2%
194	WinnCloud	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	2%
195	Winncom Technologies	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	2%
196	Xirrus by Cambium	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	2%
197	Zetron	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	5%
198	Tariff Charges from Vendor	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	passthrough h - no

**Vendor (AA)**

State of New Mexico  
 General Services Department  
 Purchasing Division  
 ITB Statewide Price Agreement #: 10-00000-20-00048  
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III. Provide URL Link or Links to Communications, Radio Equipment, Parts, Accessories and Related Services Price Catalogs:

<b>No.</b>	<b>Manufacturer</b>	<b>URL Link</b>
1	Microsemi	<a href="http://www.wincom.com">www.wincom.com</a>
2	9dot NEW	<a href="http://www.wincom.com">www.wincom.com</a>
3	Access Technologies	<a href="http://www.atisw.com">www.atisw.com</a>
4	ACTi	<a href="http://www.wincom.com">www.wincom.com</a>
5	Adtran	<a href="https://www.adtran.com/">https://www.adtran.com/</a>
6	Advanced Communications	<a href="https://www.advtwoway.com/">https://www.advtwoway.com/</a>
7	Advanced Tower Services	<a href="https://www.advtower.com">https://www.advtower.com</a>
8	Advantec/ACT	<a href="https://advantec.com/">https://advantec.com/</a>
9	Airspan	<a href="http://www.wincom.com">www.wincom.com</a>
10	AirSpan Networks	<a href="http://www.airspan.com">www.airspan.com</a>
11	Alber	<a href="https://alpinepowersystems.com/">https://alpinepowersystems.com/</a>
12	AlertSense	<a href="https://www.konexus.com/alertsense/">https://www.konexus.com/alertsense/</a>
13	Alvarion	<a href="http://www.alvarion.com/">http://www.alvarion.com/</a>
14	Alvarion	<a href="http://www.wincom.com">www.wincom.com</a>
15	Amphenol	<a href="https://www.amphenol.com/">https://www.amphenol.com/</a>
16	Andrew	<a href="http://www.wincom.com">www.wincom.com</a>
17	Andrew Commscope	<a href="https://www.commscope.com/">https://www.commscope.com/</a>
18	Anritsu	<a href="https://www.anritsu.com/en-us/">https://www.anritsu.com/en-us/</a>
19	Aranet	<a href="http://www.wincom.com">www.wincom.com</a>
20	Asentria	<a href="https://www.asentria.com/">https://www.asentria.com/</a>
21	Asset Management	<a href="http://www.advtwoway.com">www.advtwoway.com</a>
22	Astron	<a href="https://www.astroncorp.com/">https://www.astroncorp.com/</a>
23	Aviat	<a href="https://aviatnetworks.com/">https://aviatnetworks.com/</a>
24	Axell Wireless	<a href="http://www.axellwireless.com">www.axellwireless.com</a>
25	Axis Communications	<a href="http://www.wincom.com">www.wincom.com</a>
26	Baicells	<a href="http://www.wincom.com">www.wincom.com</a>
27	BDA Bi Directional Amp	<a href="http://www.advtwoway.com">www.advtwoway.com</a>
28	Bendix King / ReIm	<a href="https://www.bendixking.com/">https://www.bendixking.com/</a>
29	Bird	<a href="https://birdf.com/">https://birdf.com/</a>
30	Brickcom	<a href="http://www.wincom.com">www.wincom.com</a>
31	BridgeWave Communications	<a href="http://www.wincom.com">www.wincom.com</a>

32	Broken Arrow Electric	no website
33	Brother	<a href="https://www.brother-usa.com/">https://www.brother-usa.com/</a>
34	CalAmp	<a href="https://www.calamp.com/">https://www.calamp.com/</a>
35	Cambium Networks	<a href="https://www.cambiumnetworks.com/">https://www.cambiumnetworks.com/</a>
36	CBNL	<a href="http://www.winncom.com">www.winncom.com</a>
37	Cel-Fi by Nextivity	<a href="http://www.winncom.com">www.winncom.com</a>
38	Cellular Specialties	<a href="https://www.westell.com/">https://www.westell.com/</a>
39	Ceragon	<a href="https://www.ceragon.com/">https://www.ceragon.com/</a>
40	Cisco Systems	<a href="http://www.winncom.com">www.winncom.com</a>
41	Citel	<a href="http://www.winncom.com">www.winncom.com</a>
42	Cobham	<a href="https://cobhamwireless.com/">https://cobhamwireless.com/</a>
43	Codan Communications	<a href="https://codancomms.com/">https://codancomms.com/</a>
44	Code 3	<a href="https://www.code3esq.com/">https://www.code3esq.com/</a>
45	CommScope	<a href="https://www.commscope.com/">https://www.commscope.com/</a>
46	Crane Services of NIM	<a href="http://www.craneserviceinc.com">www.craneserviceinc.com</a>
47	DAS Distributed Antenna Ssystems	<a href="http://www.advtwoway.com">www.advtwoway.com</a>
48	David Clark	<a href="https://www.davidclarkcompany.com/">https://www.davidclarkcompany.com/</a>
49	DDB Unlimited	<a href="http://www.winncom.com">www.winncom.com</a>
50	Dell	<a href="http://www.dell.com">www.dell.com</a>
51	DigiKey	<a href="http://www.digikey.com">www.digikey.com</a>
52	Dragonwave	<a href="https://www.dragonwavex.com/">https://www.dragonwavex.com/</a>
53	DuraComm	<a href="http://www.winncom.com">www.winncom.com</a>
54	DVL	<a href="http://www.dvlhet.com">www.dvlhet.com</a>
55	EF Johnson	<a href="http://www.efjohnson.com">www.efjohnson.com</a>
56	EMR Corp.	<a href="http://www.emrcorp.com/">http://www.emrcorp.com/</a>
57	EnviroBuilding	<a href="http://www.envirobuildings.com">www.envirobuildings.com</a>
58	Ericsson	<a href="http://www.winncom.com">www.winncom.com</a>
59	Exalt Communications	<a href="http://www.winncom.com">www.winncom.com</a>
60	Exalink	<a href="http://www.winncom.com">www.winncom.com</a>
61	Extreme	<a href="https://www.extremenetworks.com/">https://www.extremenetworks.com/</a>
62	Extreme Networks	<a href="http://www.winncom.com">www.winncom.com</a>
63	Extricom	<a href="http://www.winncom.com">www.winncom.com</a>
64	FCC	<a href="http://www.advtwoway.com">www.advtwoway.com</a>
65	Federal Signal	<a href="https://www.fedsig.com/">https://www.fedsig.com/</a>
66	Fiplex Communications	<a href="http://www.winncom.com">www.winncom.com</a>
67	FireCom	<a href="https://www.firecom.com/">https://www.firecom.com/</a>
68	Firetide	<a href="http://www.winncom.com">www.winncom.com</a>
69	Fontech	<a href="http://www.winncom.com">www.winncom.com</a>
70	Freedom	<a href="http://freedomcte.com">http://freedomcte.com</a>
71	FreeWave	<a href="http://www.winncom.com">www.winncom.com</a>

## Vendor (AA)

72	G Wave	<a href="https://gwaverf.com/">https://gwaverf.com/</a>
73	Gaitronics	<a href="https://www.hubbell.com/gai-tronics">https://www.hubbell.com/gai-tronics</a>
74	Gamber Johnson	<a href="https://www.gamberjohnson.com/">https://www.gamberjohnson.com/</a>
75	Gamma Electronics	<a href="http://www.winncom.com">www.winncom.com</a>
76	Garmin	<a href="http://www.garmin.com">www.garmin.com</a>
77	Generac	<a href="http://www.generac.com">www.generac.com</a>
78	General Dynamics	<a href="https://www.gd.com/">https://www.gd.com/</a>
79	General Electric	<a href="http://www.ge.com">www.ge.com</a>
80	Generators and UPS	no website
81	Geo Technical	<a href="http://www.advtowoway.com">www.advtowoway.com</a>
82	Getac	<a href="https://www.getac.com/">https://www.getac.com/</a>
83	grounding	no website
84	G-Wave	<a href="https://gwaverf.com/">https://gwaverf.com/</a>
85	Havis	<a href="https://www.havis.com/">https://www.havis.com/</a>
86	HVAC	<a href="http://www.advtowoway.com">www.advtowoway.com</a>
87	ICOM	<a href="http://www.icomamerica.com">http://www.icomamerica.com</a>
88	ICT	<a href="http://www.winncom.com">www.winncom.com</a>
89	Installation	<a href="http://www.advtowoway.com">www.advtowoway.com</a>
90	Integra Enclosures	<a href="http://www.winncom.com">www.winncom.com</a>
91	Interference	<a href="http://www.advtowoway.com">www.advtowoway.com</a>
92	Iridium	<a href="https://www.iridium.com/">https://www.iridium.com/</a>
93	Itelite	<a href="http://www.winncom.com">www.winncom.com</a>
94	ITS	<a href="http://www.itstowers.com/">http://www.itstowers.com/</a>
95	JPS	<a href="https://www.ipsinterop.com/">https://www.ipsinterop.com/</a>
96	Juniper Networks	<a href="https://www.juniper.net/us/en/">https://www.juniper.net/us/en/</a>
97	Kenwood EF Johnson	<a href="https://www.kenwood.com/usa/com">https://www.kenwood.com/usa/com</a>
98	KP Performance Antennas NEW	<a href="http://www.winncom.com">www.winncom.com</a>
99	L3 Mobile Vision	<a href="https://www.mobile-vision.com/">https://www.mobile-vision.com/</a>
100	L3Harris	<a href="https://www.l3harris.com/">https://www.l3harris.com/</a>
101	Laird	<a href="https://www.lairdtech.com/">https://www.lairdtech.com/</a>
102	LTE	<a href="http://www.advtowoway.com">www.advtowoway.com</a>
103	MARS Antennas	<a href="http://www.winncom.com">www.winncom.com</a>
104	Maxrad / PC Tel	<a href="https://www.pctel.com/">https://www.pctel.com/</a>
105	MCM Technology	<a href="http://www.mcmtechnology.com">www.mcmtechnology.com</a>
106	Megger	<a href="https://megger.com/">https://megger.com/</a>
107	Mercury Networks	<a href="http://www.winncom.com">www.winncom.com</a>
108	Microwave Networks	<a href="https://www.microwavenetworks.com/">https://www.microwavenetworks.com/</a>
109	Midland	<a href="https://midlandusa.com/">https://midlandusa.com/</a>
110	MikroTik	<a href="http://www.winncom.com">www.winncom.com</a>
111	Mimosa	<a href="http://www.winncom.com">www.winncom.com</a>

## Vendor (AA)

112	Mobile Mark	<a href="https://www.mobilemark.com/">https://www.mobilemark.com/</a>
113	Mor-Co	<a href="https://www.morcobattery.com/">https://www.morcobattery.com/</a>
114	Motorola Solutions, Inc.	<a href="https://www.motorolasolutions.com">https://www.motorolasolutions.com</a>
115	MP Antenna	<a href="http://www.winncom.com">www.winncom.com</a>
116	MTI Wireless Edge	<a href="http://www.winncom.com">www.winncom.com</a>
117	NEC	<a href="http://www.nec.com">www.nec.com</a>
118	netElastic Systems NEW	<a href="http://www.winncom.com">www.winncom.com</a>
119	NetworkFleet	<a href="https://www.networkfleet.com">https://www.networkfleet.com</a>
120	NEWMAR	<a href="https://www.newmarpower.com/">https://www.newmarpower.com/</a>
121	Nokia	<a href="https://www.nokia.com/">https://www.nokia.com/</a>
122	Nomadix	<a href="http://www.winncom.com">www.winncom.com</a>
123	Novi Security	<a href="http://www.winncom.com">www.winncom.com</a>
124	On Site Repair	<a href="http://www.advtwoway.com">www.advtwoway.com</a>
125	Otto	<a href="https://www.ottoexcellence.com/">https://www.ottoexcellence.com/</a>
126	Paessler	<a href="http://www.winncom.com">www.winncom.com</a>
127	Panasonic	<a href="https://na.panasonic.com/">https://na.panasonic.com/</a>
128	PC Tel	<a href="https://www.pctel.com/">https://www.pctel.com/</a>
129	PCTEL	<a href="http://www.winncom.com">www.winncom.com</a>
130	Pepero	<a href="http://www.advtwoway.com">www.advtwoway.com</a>
131	Polyphaser	<a href="https://www.polyphaser.com/">https://www.polyphaser.com/</a>
132	Power Products	<a href="https://www.powerproducts.com/">https://www.powerproducts.com/</a>
133	Preventative Maintenance	<a href="http://www.advtwoway.com">www.advtwoway.com</a>
134	Primus	<a href="https://www.primuselectronics.com/">https://www.primuselectronics.com/</a>
135	PRO Tower	<a href="http://www.protowermfg.com">www.protowermfg.com</a>
136	Programming	<a href="http://www.advtwoway.com">www.advtwoway.com</a>
137	Project Management	<a href="http://www.advtwoway.com">www.advtwoway.com</a>
138	Proxim	<a href="https://www.proxim.com/">https://www.proxim.com/</a>
139	Pulse Larsen	<a href="https://www.pulseelectronics.com/">https://www.pulseelectronics.com/</a>
140	Pyramid	<a href="http://www.pyramidcomm.com/">http://www.pyramidcomm.com/</a>
141	Radio Rental Services	<a href="http://www.advtwoway.com">www.advtwoway.com</a>
142	Radio Waves Inc	<a href="http://www.winncom.com">www.winncom.com</a>
143	Radiowaves	<a href="https://www.radiowaves.com/">https://www.radiowaves.com/</a>
144	Radwin	<a href="https://www.radwin.com/">https://www.radwin.com/</a>
145	Raetheon	<a href="https://www.raytheon.com/">https://www.raytheon.com/</a>
146	Redline Communications	<a href="http://www.winncom.com">www.winncom.com</a>
147	RFS	<a href="https://www.rfsworld.com/">https://www.rfsworld.com/</a>
148	Ridgeline Engineering	<a href="http://www.rdgline.com">www.rdgline.com</a>
149	Rohn	<a href="https://www.rohnnet.com/">https://www.rohnnet.com/</a>
150	Ruckus	<a href="https://www.ruckussecurity.com/">https://www.ruckussecurity.com/</a>
151	Sabre	<a href="http://www.sabreindustries.com">www.sabreindustries.com</a>

## Vendor (AA)

152	Samsung	<a href="http://www.winncom.com">www.winncom.com</a>
153	Santa Cruz	<a href="https://santacruzgunlocks.com/">https://santacruzgunlocks.com/</a>
154	Service Maintenance	<a href="http://www.advtwoway.com">www.advtwoway.com</a>
155	Setcom	<a href="https://setcomcorp.com/">https://setcomcorp.com/</a>
156	shelter	no website
157	SIAE MICROELETTRONICA	<a href="http://www.winncom.com">www.winncom.com</a>
158	Siklu	<a href="http://www.winncom.com">www.winncom.com</a>
159	Sinclair	<a href="http://www.sinclairtechnologies.com/">http://www.sinclairtechnologies.com/</a>
160	Site Pro Valmont	<a href="http://www.valmontstructures.com">www.valmontstructures.com</a>
161	Site Survey	<a href="http://www.advtwoway.com">www.advtwoway.com</a>
162	SkyPilot by Trilliant	<a href="http://www.winncom.com">www.winncom.com</a>
163	SmartPTT	<a href="https://smartptt.com/">https://smartptt.com/</a>
164	SOLiD	<a href="http://www.winncom.com">www.winncom.com</a>
165	Solis Energy	<a href="http://www.winncom.com">www.winncom.com</a>
166	SPINNER Group	<a href="http://www.winncom.com">www.winncom.com</a>
167	Sti-Co	<a href="https://sti-co.com/">https://sti-co.com/</a>
168	Tait	<a href="http://www.taitradio.com">www.taitradio.com</a>
169	Talley	<a href="https://www.talleycom.com/">https://www.talleycom.com/</a>
170	Teldio	<a href="https://www.teldio.com/">https://www.teldio.com/</a>
171	Telewave	<a href="https://www.telewave.com/">https://www.telewave.com/</a>
172	Telex	<a href="https://telex.com/">https://telex.com/</a>
173	Tessco	<a href="https://www.tessco.com/">https://www.tessco.com/</a>
174	ThermoBond	<a href="http://www.thermobond.com">www.thermobond.com</a>
175	Times Microwave	<a href="https://www.timesmicrowave.com/">https://www.timesmicrowave.com/</a>
176	Tower Analysis	<a href="http://www.advtwoway.com">www.advtwoway.com</a>
177	Tower Inspection	<a href="http://www.advtwoway.com">www.advtwoway.com</a>
178	Tower Shelter	<a href="http://www.advtwoway.com">www.advtwoway.com</a>
179	Towers	<a href="http://www.advtower.com">www.advtower.com</a>
180	Transtector	<a href="http://www.winncom.com">www.winncom.com</a>
181	TruckVault	<a href="https://truckvault.com/">https://truckvault.com/</a>
182	Trylon	<a href="http://www.winncom.com">www.winncom.com</a>
183	TX/RX	<a href="https://txrx.com/">https://txrx.com/</a>
184	Tycon Systems NEW	<a href="http://www.winncom.com">www.winncom.com</a>
185	Ubiquiti	<a href="https://www.ui.com/">https://www.ui.com/</a>
186	Video Solutions	<a href="http://www.advtwoway.com">www.advtwoway.com</a>
187	Videotec	<a href="http://www.winncom.com">www.winncom.com</a>
188	Vumii	<a href="http://www.winncom.com">www.winncom.com</a>
189	WaveIP	<a href="http://www.winncom.com">www.winncom.com</a>
190	Westell	<a href="https://www.westell.com/">https://www.westell.com/</a>
191	Whelen	<a href="https://www.whelen.com/">https://www.whelen.com/</a>

Vendor (AA)

192	Wilson Electronics	<a href="https://www.wilsonelectronics.com/">https://www.wilsonelectronics.com/</a>
193	Wincomm	<a href="http://www.wincomm.com">www.wincomm.com</a>
194	WinnCloud	<a href="http://www.wincomm.com">www.wincomm.com</a>
195	Wincom Technologies	<a href="http://www.wincomm.com">www.wincomm.com</a>
196	Xirus by Cambium	<a href="http://www.wincomm.com">www.wincomm.com</a>
197	Zetron	<a href="https://www.zetron.com/">https://www.zetron.com/</a>

**Code 3  
Services,  
LLC**

State of New Mexico  
General Services Department  
Purchasing Division  
ITB Statewide Price Agreement #: 10-00000-20-00048

**BID PRICING RESPONSE FORM**

**I. Minimum Percentage Discount (%) off Manufacturer's Retail Price (MSRP)**

*\*Additional rows and /or pages may be added to accommodate the Bidder's list of bidding information; please number pages and rows accordingly.*

No.	Manufacturer	Product Category	APC	Item	Short Description	MSRP % Discount
1.	KENWOOD	LMR Radio	N/A	CURRENT CATALOG	KENWOOD LMR RADIOS AND ACCESSORIES	25%
2.	BK TECHNOLOGIES	LMR Radio	N/A	Current Catalog	BK Radios & Accessories	30%
3.	Harris	LMR Radio	N/A	Current Catalog	Harris Radios and Accessories	25%
4.	Harris Software	LMR Software	N/A	Current Catalog	Harris Software	10%
5.	Unication USA	LMR Radio	N/A	Current Catalog	Unication Fire Pagers and Accessories	10%
6.	Pyramid	LMR Radio	N/A	Current Catalog	Pyramid Vehicle Repeaters	25%
7.	Tait	LMR Radio	N/A	Current Catalog	Tait Radios and Accessories	20%
8.	Motorola	LMR Radio	N/A	Current Catalog	Motorola Radios and Accessories	10%
9.	Zetron	LMR Radio	N/A	Current Catalog	Zetron Radio Consoles, Paging, and Accessories	15%
10.	MindShare	LMR Radio	N/A	Current Catalog	MindShare Dispatch Console and Accessories	10%
11.	Codan	LMR Radio	N/A	Current Catalog	LMR Repeaters	15%
12.	DTRS Airtime	LMR Radio	DTRS	Current Catalog	Monthly Radio System Airtime	0%
13.	OTTO	Accessories	N/A	Current Catalog	Radio Accessories	20%
14.	Icom America	LMR Radio	N/A	Current Catalog	Icom LMR Radio & Accessories	25%
15.	Impact	Accessories	N/A	Current Catalog	Radio Accessories	15%
16.	JPS Interop	LMR Radio	N/A	Current Catalog	Interop Gateways and Voters	5%
17.	Other	LMR Radio	N/A	Current Catalog	Other LMR Radio Not Listed	5%
18.	Sinclair	LMR Radio	N/A	Current Catalog	Radio Antenna and Filtering	15%
19.	CommScope	Accessories	N/A	Current Catalog	Coax, Connectors, & Accessories	15%
20.	Laird	Accessories	N/A	Current Catalog	Antennas and Accessories	20%
21.	Pulse / Larsen	Accessories	N/A	Current Catalog	Antennas and Accessories	20%
22.	RF Industries	Accessories	N/A	Current Catalog	Connectors, Coax, & Accessories	20%
23.	Tram Browning	Accessories	N/A	Current Catalog	Antennas, Coax, & Accessories	20%
24.	Sti-Co	Antenna	N/A	Current Catalog	Antennas, Coax & Accessories	10%
25.	Telex	LMR Radio	N/A	Current Catalog	Dispatch Console, Tone Remote	10%
26.	Power Products	Accessories	N/A	Current Catalog	Batteries, Chargers, & Accessories	15%
27.	David Clark	Accessories	N/A	Current Catalog	Radio Headsets and Accessories	10%
28.	Hytera	LMR Radio	N/A	Current Catalog	Radios & Accessories	25%
29.	Mimosa	LMR Network	N/A	Current Catalog	LMR Radio Network & Accessories	10%
30.	Repair Depot	LMR Radio	N/A	Current Catalog	Depot Factory Repair Service LMR	0%



Vendor (AC)

PG 1

Electro-Magwave, Inc



State of New Mexico - Communications, radio equipment, parts, accessories and related services  
 Event 10-00000-20-00048 MSRP/ Discount Price List - Confidential Effective September 30, 2020  
 Phone: 216-453-1160 Ext.8329  
 Cell Direct: 216-242-0244  
 Fax: 815-904-6052

E/M Wave, Inc.  
 6111 Carey Drive, Unit 1 Valley View, OH 44125  
 Mike Wienke - Business Development Manager  
 mike.wienke@emwaveinc.com

Model	Description	MSRP	State of New Mexico Price	State of New Mexico Discount
<b>NMO Cables - Mounts</b>				
EM-BSA001	Antenna Adapter, NMO to Type N Jack, 0 to 3000 MHz	\$23.10	\$11.55	50.00%
EMBKT-016SS	Mounting Bracket, Right Angle, Mirror and Pole Mount, 5/8" Hole, Stainless Steel	\$18.00	\$9.00	50.00%
EMBKT-019SS	Mounting Bracket, Right Angle, Mirror and Pole Mount, 3/4" Hole, Stainless Steel	\$19.00	\$9.50	50.00%
EM-M11001	NMO 3/4" Hole Mount Only, No Cable	\$10.00	\$5.00	50.00%
EM-M11001-058	NMO Mount, 17' RG58/U cable, 30-1000 MHz, no connector	\$19.00	\$9.50	50.00%
EM-M11001-058-35	NMO Mount, 35' RG58/U cable, 30-1000 MHz, no connector	\$36.00	\$18.00	50.00%
EM-M11001-195	NMO Mount, 17' RF195 low loss cable, 30-1000 MHz, no connector	\$27.00	\$13.50	50.00%
EM-M11001-195-35	NMO Mount, 35' RF195 low loss cable, 30-1000 MHz, no connector	\$48.00	\$24.00	50.00%
EM-MAG-058	Magnet Mount Base, NMO, Black w/17' RG58/U cable attached, no connector	\$39.00	\$19.50	50.00%
EM-MAG-195	Magnet Mount Base, NMO, Black w/17' Low Loss 195 cable attached, no connector	\$49.00	\$24.50	50.00%
EM-MAG-058-HD	Heavy Duty Magnet Mount Base, NMO, Black w/17' RG58/U cable attached, no connector (50 lbs pull strength)	\$49.00	\$24.50	50.00%
EM-MAG-195-HD	Heavy Duty Magnet Mount Base, NMO, Black w/17' Low Loss 195 cable attached, no connector (50 lbs pull)	\$59.00	\$29.50	50.00%
EM-MTR11001	NMO Thick Roof Mount Only	\$18.00	\$9.00	50.00%
EM-MTR11001-058	NMO Thick Roof Mount w/17' RG58/U cable attached, no connector	\$23.00	\$11.50	50.00%
EM-MTR11001-195	NMO Thick Roof Mount w/17' 195 low loss cable attached, no connector	\$33.00	\$16.50	50.00%
<b>Connectors</b>				
EMMP-058	Mini-UHF male plug connector for RG-58 and 195 type cable	\$2.30	\$1.15	50.00%
EMPL259-CRIMP	PL-259 connector solder center pin, crimp sleeve for RG-58 and 195 type cable	\$2.80	\$1.40	50.00%
EMBP-058	BNC male plug connector for RG-58 and 195 type cable	\$2.80	\$1.40	50.00%
EMNP-058	N Plug (male) connector-nickel plated body, goldplated center pin, crimp/solder for RG-58 and 195 type cable	\$5.00	\$2.50	50.00%
EMSP-058	SMA male plug connector for RG-58 and 195 type cable	\$5.00	\$2.50	50.00%
EMTP-058	TNC male plug connector for RG-58 and 195 type cable	\$2.80	\$1.40	50.00%
<b>Mobile VHF/UHF e/m-Flex® Antennas</b>				
EMFLX-M10001	VHF/UHF Broad Band quarter-wave roof mount antenna, e/m-Flex® Poly spring 108-520 MHz (tunable range)	\$51.00	\$25.50	50.00%
EMFLX-M10003	UHF 3dB gain roof mount antenna, e/m-Flex® Poly spring 420-470 MHz (tunable range)	\$56.50	\$28.25	50.00%
EMFLX-M10003-GPI	UHF 2dB gain roof mount antenna, e/m-Flex® spring 380-520 MHz (tunable range) Ground Plane Independent	\$60.00	\$30.00	50.00%
EMFLX-M10004	VHF 3dB gain roof mount antenna, e/m-Flex® Poly spring 132-174 MHz (tunable range)	\$62.00	\$31.00	50.00%
EMFLX-M10004-GPI	VHF 2dB gain roof mount antenna, e/m-Flex® Poly spring 132-174 MHz (tunable range) Ground Plane Independent	\$67.50	\$33.75	50.00%
EMFLX-M10007	UHF 5dB gain roof mount antenna, e/m-Flex® Poly spring 420-470 MHz (tunable range)	\$85.50	\$32.75	50.00%

## Vendor (AC)

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EMFLX-M10007-GPI	UHF 3dB gain roof mount antenna, elm-Flex® spring 440-480 MHz Ground Plane Independent	\$70.00	\$35.00	50.00%
EMFLX-M10013	UHF 3dB gain roof mount antenna, elm-Flex® Poly spring 470-520 MHz (tunable range)	\$62.00	\$31.00	50.00%
EMFLX-M10014	VHF 3dB gain roof mount antenna, elm-Flex® Poly spring 144-174 MHz (tunable range)	\$62.00	\$31.00	50.00%
EMFLX-M10014-GPI	VHF 2dB gain roof mount antenna, elm-Flex® Poly spring 144-174 MHz (tunable range) Ground Plane Independent	\$67.50	\$33.75	50.00%
EMFLX-M10008-WB	VHF Wide Band quarter-wave roof mount antenna, elm-Flex® Poly spring 144-174 MHz, No Tuning Required	\$89.00	\$44.50	50.00%

**Mobile VHF/UHF S.S. Spring Antennas**

EM-M10001	VHF/UHF Broad Band quarter-wave roof mount antenna w/S.S. spring 108-520 MHz (tunable range)	\$51.00	\$25.50	50.00%
EM-M10003	UHF 3dB gain roof mount antenna w/S.S. spring 420-470 MHz (tunable range)	\$56.50	\$28.25	50.00%
EM-M10003-GPI	UHF 2dB gain roof mount antenna w/S.S. spring 380-520 MHz (tunable range) Ground Plane Independent	\$60.00	\$30.00	50.00%
EM-M10004	VHF 3dB gain roof mount antenna w/S.S. spring 132-174 MHz (tunable range)	\$62.00	\$31.00	50.00%
EM-M10004-GPI	VHF 2dB gain roof mount antenna w/S.S. spring 132-174 MHz (tunable range) Ground Plane Independent	\$67.50	\$33.75	50.00%
EM-M10007	UHF 5dB gain roof mount antenna w/S.S. spring 420-470 MHz (tunable range)	\$65.50	\$32.75	50.00%
EM-M10007-GPI	UHF 3dB gain roof mount antenna, w/S.S. spring 440-480 MHz Ground Plane Independent	\$70.00	\$35.00	50.00%
EM-M10014	VHF 3dB gain roof mount antenna w/S.S. spring 144-174 MHz (tunable range)	\$62.00	\$31.00	50.00%
EM-M10014-GPI	VHF 2dB gain roof mount antenna w/S.S. spring 144-174 MHz (tunable range) Ground Plane Independent	\$67.50	\$33.75	50.00%

**Mobile VHF/UHF No Spring Antennas**

EM-M10001-LS	VHF/UHF Broad Band quarter-wave roof mount antenna, No Spring 108-520 MHz (tunable range)	\$35.00	\$17.50	50.00%
EM-M10003-LS	UHF 3dB gain roof mount antenna, No Spring 420-470 MHz (tunable range)	\$35.00	\$17.50	50.00%
EM-M10003-GPI-LS	UHF 2dB gain roof mount antenna, No Spring 380-520 MHz (tunable range) Ground Plane Independent	\$36.00	\$18.00	50.00%
EM-M10004-LS	VHF 3dB gain roof mount antenna, No Spring 132-174 MHz (tunable range)	\$43.00	\$21.50	50.00%
EM-M10004-GPI-LS	VHF 2dB gain roof mount antenna, No Spring 132-174 MHz (tunable range) Ground Plane Independent	\$46.00	\$23.00	50.00%
EM-M10014-LS	VHF 3dB gain roof mount antenna, No Spring 144-174 MHz (tunable range)	\$36.00	\$18.00	50.00%
EM-M10014-GPI-LS	VHF 2dB gain roof mount antenna, No Spring 144-174 MHz (tunable range) Ground Plane Independent	\$39.00	\$19.50	50.00%
EM-M10007-LS	UHF 5dB gain roof mount antenna, No Spring 420-470 MHz (tunable range)	\$48.00	\$24.00	50.00%

**Mobile 700/800/900 MHz**

EM-M11003	Roof mount antenna, 3dB gain, 764-869 MHz	\$39.90	\$19.95	50.00%
EM-M11004	Roof mount antenna, 3dB gain, 890-960 MHz	\$39.90	\$19.95	50.00%
EM-M11009	Quarter-wave roof mount antenna, 746-960 MHz	\$29.00	\$14.50	50.00%
EM-M11008	Roof mount antenna, 3dB gain, 806-894 MHz	\$39.90	\$19.95	50.00%
EM-M11014	Roof mount antenna, 6dB gain, Collinear, 890-960 MHz	\$51.50	\$25.75	50.00%

**Mobile Multi-Band Antennas**

EM-M20007	LTE Poly Pro flexible antenna for NMO applications, 698-960 MHz/1710-2700 MHz	\$54.00	\$27.00	50.00%
EM-M22001	LMR Poly Pro, Dual Band low profile flexible antenna for NMO applications, UHF 450-520 MHz/746-960 MHz	\$64.00	\$32.00	50.00%

**Mobile/Fixed GPS Antennas and Combination Mounts**

EM-MG11006-SP	NMO/GPS Combo Mount; NMO RG58/U-no connector, GPS RG174 w/SMA plug connector	\$110.00	\$55.00	50.00%
EM-MG11006-SP-195	NMO/GPS Combo Mount; NMO 195 type low loss-no connector, GPS RG174 w/SMA plug connector	\$125.00	\$62.50	50.00%
EM-MG11022-SP	NMO/GPS/GLONASS Combo Mount; NMO RG58/U-no connector, GPS/GLONASS RG174 w/SMA plug connector	\$110.00	\$55.00	50.00%
EM-MG11022-SP-195	NMO/GPS/GLONASS Combo Mount; NMO 195 type low loss-no connector, GPS, GLONASS RG174 w/SMA plug	\$125.00	\$62.50	50.00%

EM-MG13004-SP	GPS/GLONASS magnet mount antenna, 16.5' Cable, SMA Plug connector	\$25.00	\$12.50	50.00%
EM-AG13007-SP-174	GPS/GLONASS (L1) SMA Plug (male), 9.8 ft. RG-174/U	\$40.00	\$20.00	50.00%
EM-AG13007-NJ	GPS/GLONASS (L1) N Type Jack (female)	\$40.00	\$20.00	50.00%
EM-AG13007-NP	GPS/GLONASS (L1) N Type Plug (male)	\$38.00	\$19.00	50.00%

**Mobile WiFi Combination Antennas**

EM-M51001	NMO/WiFi Combo Mount, NMO RG58/U w/QMA, WiFi 2.4/5.x GHz LL195 w/QMA	\$130.00	\$65.00	50.00%
EM-MG51002-SP	NMO/WiFi/GPS/GLONASS Combo Mount, NMO RG58/U w/QMA, WiFi 2.4/5.x GHz LL195 w/QMA, GPS RG174/U	\$145.00	\$72.50	50.00%

**"X"-Nuts**

EM-MX0152	"X"-Nut™ quarter-wave VHF 152-162 MHz	\$18.50	\$9.25	50.00%
EM-MX0162 (*)	"X"-Nut™ quarter-wave VHF 162-174 MHz	\$18.50	\$9.25	50.00%
EM-MX0450	"X"-Nut™ quarter-wave UHF 450-520 MHz	\$18.50	\$9.25	50.00%
EM-MX0746	"X"-Nut™ quarter-wave 746-894 MHz	\$18.50	\$9.25	50.00%
EM-MX0890 (*)	"X"-Nut™ quarter-wave 890-960 MHz	\$18.50	\$9.25	50.00%
EM-MX0108-FT	"X"-Nut™ 108-960 MHz - Field Tunable	\$20.50	\$10.25	50.00%

**\*Available until Depleted****Base Station and Fixed Station Antennas**

EMA11015	Low Profile ISM Band, 902-928 MHz, 5/8" Bulkhead Panel Mount, N Jack, Black	\$60.00	\$30.00	50.00%
EMA11015-SP	Mobile Fixed Station Antenna 902-928 MHz ISM Band, SMA Plug, Black	\$60.00	\$30.00	50.00%
EM-A11016	Low Profile ISM Band, 902-928 MHz, 5/8" Bulkhead Panel Mount, N Jack, White	\$60.00	\$30.00	50.00%
EMA11016-SP	Mobile Fixed Station Antenna 902-928 MHz ISM Band, SMA Plug, White	\$60.00	\$30.00	50.00%
EM-A20003-SP	Fixed station BB/multiband 698-960 & 1710-2700 MHz, 24" RG174/U LL cable, SMA plug, (Black)	\$50.00	\$25.00	50.00%
EM-A20004-SP	Fixed station BB/multiband 698-960 & 1710-2700 MHz, 24" RG174/U LL cable, SMA plug, (White)	\$50.00	\$25.00	50.00%
EM-A40001	Mobile/Fixed Station, BB/Multiband 746-960 MHz / 1710-2700 MHz (Black)	\$50.00	\$25.00	50.00%
EM-A40002	Mobile/Fixed Station, BB/Multiband 746-960 MHz / 1710-2700 MHz (White)	\$50.00	\$25.00	50.00%
EM-B40004-NJ	Multi-Band iDAS Indoor Ceiling Mount Antenna, 698-960/ 1710-2700 MHz	\$39.00	\$19.50	50.00%
EM-B40005-NJ	Multi-Band iDAS Indoor Ceiling Mount Antenna, 698-960/ 1710-2700 MHz, PIM Rated	\$51.00	\$25.50	50.00%
EM-B42001-NJ	Wide Band iDAS Indoor Ceiling Mount Antenna 698-6000 MHz	\$47.00	\$23.50	50.00%
EM-B42002-NJ	Wide Band iDAS Indoor Ceiling Mount Antenna, PIM Rated 698-6000 MHz	\$59.00	\$29.50	50.00%
EM-B11410	Yagi Antenna, 10 dBi, 7 Element, 450-470 MHz, N Jack Connector, Black	\$155.00	\$77.50	50.00%
EM-B11809	Yagi Antenna, 9.5dBi, 6 Element, 760-870 MHz, N Jack Connector, Black	\$94.00	\$47.00	50.00%
EM-B11909	Yagi Antenna, 9.5dBi, 6 Element, 890-960 MHz, N Jack Connector, Black	\$94.00	\$47.00	50.00%
EM-BFG11905-NJ	Base Station, 900 MHz, Fiberglass, Omnidirectional, 5 dBi, 902-928 MHz, N Jack Connector	\$112.00	\$56.00	50.00%
EM-BFG11905-NP	Base Station, 900 MHz, Fiberglass, Omnidirectional, 5 dBi, 902-928 MHz, N Plug Connector	\$50.00	\$25.00	50.00%
EM-BFG40006-NJ	Base Station, 4G/LTE Fiberglass, Omnidirectional, 2dBi, 698-960/1710-2500 MHz, N Jack Connector	\$250.00	\$125.00	50.00%
EM-BGT13005-TJ	Timing Antenna, GPS/GLNSS (L1), 3/4 inch NPT Mount, TNC Jack Connector, Gray	\$98.00	\$49.00	50.00%
EM-BGT13006-TJ	Timing Antenna and Mount Kit, GPS/GLNSS (L1), 3/4 inch NPT Mount, TNC Jack Connector, Gray, Steel Mounting	\$149.00	\$74.50	50.00%
EMBKT-BSA100	Base Station Ground Plane Kit, NMO to N Type, 108-520 MHz	\$42.45	\$21.23	50.00%
EMBKT-BSA800	Base Station Ground Plane Kit, NMO to N Type, 800-900 MHz	\$40.00	\$20.00	50.00%
EMBKT-IDAS40004	Bracket, Twist Lock Type for Mounting EM-B40004 & EM-B40005 iDAS Series Antennas	\$9.00	\$4.50	50.00%

**Duplexed Antenna Kits**



## Vendor (AC)

PG 3

EM-MBD41000-NJ	Duplexer, N-Jack connectors (108-180/ 380-870 MHz)	\$105.00	\$52.50	50.00%
EM-MBD41002	VHF/UHF dual band antenna system, VHF tunable 108-174 MHz; UHF tunable 380-870 MHz, Multiband Duplexer	\$222.00	\$111.00	50.00%
EM-MBD41003	VHF/UHF dual band antenna system, VHF tunable 108-174 MHz; UHF tunable 380-870 MHz, Multiband Duplexer,	\$284.00	\$142.00	50.00%
EM-MBD41004	VHF/UHF Tri-band antenna system, VHF tunable 108-174 MHz; UHF 450-520 MHz, 746-960 MHz Multiband	\$370.00	\$185.00	50.00%
EM-MBD41005	VHF/UHF Tri-band antenna system, VHF tunable 108-174 MHz; UHF 450-520 MHz, 746-960 MHz Multiband	\$294.00	\$147.00	50.00%
EM-MBD41006	VHF/UHF Tri-Band Antenna System, 108-174/450-512/746-870 MHz, Multiband Duplexer, WiFi 2.4/5.x GHz	\$325.00	\$162.50	50.00%
EM-MBD41007	VHF/UHF Tri-Band Antenna System, 108-174/450-512/746-870 MHz, Multiband Duplexer, WiFi 2.4/5.x GHz,	\$415.00	\$207.50	50.00%

**Portable Antennas**

EM-P90007-BP	Molded Flexible Unity Gain portable antenna, Telescopic, Adj. Field Tune, 118-174 MHz, BNC Connector	\$34.60	\$17.30	50.00%
EM-P90009-BP	Molded Flexible 1/4 wave portable antenna, 2 dBi Gain, 0 & 90 deg. RA, 450-470 MHz, BNC Connector	\$27.00	\$13.50	50.00%
EM-P90011-BP	Molded Flexible 1/4 wave portable antenna, 2 dBi Gain, 0 & 90 deg. RA, 150-160 MHz, BNC Connector	\$26.75	\$13.38	50.00%
EM-P90013-148-SF	Molded Flexible Unity Gain portable antenna, Helical, 148-162 MHz, SF Connector for Motorola APX Series	\$15.00	\$7.50	50.00%
EM-P90013-162-MD	Molded Flexible Unity Gain portable antenna, Helical, 162-174 MHz, MD Connector for Harris Series	\$15.00	\$7.50	50.00%
EM-P90013-162-SF	Molded Flexible Unity Gain portable antenna, Helical, 162-174 MHz, SF Connector for Motorola APX Series	\$15.00	\$7.50	50.00%
EM-P90013-162-SFK	Molded Flexible Unity Gain portable antenna, Helical, 162-174 MHz, SFK Connector for Kenwood & EF Johnson	\$15.00	\$7.50	50.00%
EM-P90013-162-SM	Molded Flexible Unity Gain portable antenna, Helical, 162-174 MHz, SM Connector for ReIm Wireless BK Series	\$15.00	\$7.50	50.00%
EM-P90016-SF	Molded flexible 1/4 wave portable antenna, SF connector 380-520 MHz for Motorola XTS and APX series	\$29.90	\$14.95	50.00%
EM-P90016-SFK	Molded flexible 1/4 wave portable antenna, SFK connector 380-520 MHz for Kenwood and EF Johnson Series	\$29.90	\$14.95	50.00%
EM-P90110-MD	Molded flexible 1/2 wave portable antenna, MD connector 698-870 MHz for Harris 7100 and 7300 series	\$29.90	\$14.95	50.00%
EM-P90110-SF	Molded flexible 1/2 wave portable antenna, SF connector 698-870 MHz for Motorola XTS and APX series	\$29.90	\$14.95	50.00%
EM-P90110-SFK	Molded flexible 1/2 wave portable antenna, SFK connector 698-870 MHz for Kenwood and EF Johnson Series	\$29.90	\$14.95	50.00%
EM-P90111-MD	Molded flexible 1/4 wave portable antenna, MD connector 698-870 MHz for Harris 7100 and 7300 series	\$15.90	\$7.95	50.00%
EM-P90111-SF	Molded flexible 1/4 wave portable antenna, SF connector 698-870 MHz for Motorola XTS and APX series	\$15.90	\$7.95	50.00%
EM-P90111-SFK	Molded flexible 1/4 wave portable antenna, SFK connector 698-870 MHz for Kenwood and EF Johnson Series	\$15.90	\$7.95	50.00%
EM-P90220-MD	Molded flexible 1/2 wave portable antenna, MD conn. 890-960 MHz for Harris P5300 series	\$29.90	\$14.95	50.00%
EM-P90403-SP	Portable Antenna, 5 dBi Gain, 0 & 90 deg. Articulating, 2400-2500 MHz, SMA Connector	\$24.00	\$12.00	50.00%
EM-P90918-SF	Molded flexible 1/4 wave portable antenna, SF connector, Unity Gain, Broad Band VHF, 150-174 MHz, for Motorola	\$42.00	\$21.00	50.00%
EM-P90918-SFK	Molded flexible 1/4 wave portable antenna, SFK connector, Unity Gain, Broad Band VHF, 150-174 MHz for KW and	\$42.00	\$21.00	50.00%
EM-P90918-SM	Molded flexible 1/4 wave portable antenna, SM connector, Unity Gain, Broad Band VHF, 150-174 MHz, for ReIm	\$42.00	\$21.00	50.00%
EM-P91201-SF	Molded flexible 1/4 wave portable antenna, SF connector 380-520/698-870 MHz for Motorola XTS and APX series	\$29.90	\$14.95	50.00%
EM-P92202-SM	Portable, LTE Multi-Band, 698-960 / 1710-2700 MHz, 0 & 90 Degree Articulating, SMA Male (SM)	\$25.00	\$12.50	50.00%
EM-P92401-SF	All Band VHF/UHF/700/800/900 MHz Portable Antenna 136-174/380-512/763-940 MHz Motorola™ APX™ Series	\$70.00	\$35.00	50.00%

**Replacement Parts**

EM2A-08RP	Whip 30" Blk Chrome, for EM-M10001 & EMFLX-M10001	\$18.00	\$9.00	50.00%
EM2A-11RP	Whip 55" Tapered Blk Chrome, for EM-M10004, EM-M10004-GPI, EMFLX-M10004, EMFLX-M10004-GPI	\$20.00	\$10.00	50.00%
EM2A-15RP	Whip 40" Tapered Open Coil, UHF 5dB Gain for EM-M10007 & EMFLX-M10007	\$24.00	\$12.00	50.00%
EM2A-16RP	Whip 46" Tapered Blk Chrome, for EM-M10014, EM-M10014-GPI, EMFLX-M10014, EMFLX-M10014-GPI	\$20.00	\$10.00	50.00%
EM2A-17RP	Whip 15" Blk Chrome, for EM-M10003 & EMFLX-M10003	\$16.00	\$8.00	50.00%
EM2A-152RP	Whip assy. "X"-Nut™ model EM-MX0152	\$10.00	\$5.00	50.00%
EM2A-450RP	Whip assy. "X"-Nut™ model EM-MX0450	\$10.00	\$5.00	50.00%
EM2A-746RP	Whip assy. "X"-Nut™ model EM-MX0746	\$10.00	\$5.00	50.00%
EM2A-890RP	Whip assy. "X"-Nut™ model EM-MX0890	\$10.00	\$5.00	50.00%

EM2A-108-FTRP	Whip assy. "X"-Nut™ model EM-MX0108-FT	\$12.00	\$6.00	50.00%
EM3A-01RP	S.S. Spring, Blk Chrome for EM-M10001, EM-M10003, EM-M10003-GPI & EM-M10004	\$30.00	\$15.00	50.00%
EM3A-02RP	S.S. Spring, Blk Chrome for EM-M10007	\$30.00	\$15.00	50.00%
FMP1 X3A-01RP	e/m-Flex® Poly Spring for FMP1 X-M10001, FMP1 X-M10003, M10003-GPI & FMP1 X-M10004	\$30.00	\$15.00	50.00%
EMFLX3A-02RP	e/m-Flex® Poly Spring for EMFLX-M10007	\$30.00	\$15.00	50.00%
EM6A-01RP	Base EM-M & EMFLX-M10001; EM-M11003,11004,11005,11008; EM-MX All Models	\$18.00	\$9.00	50.00%
EM6A-04RP	Base Coil for VHF models EM-M10004 & EMFLX-M10004, EM-M10014 & EMFLX-M10014	\$25.00	\$12.50	50.00%
EM6A-05RP	Base Coil for UHF models EM-M10003, EMFLX-M10003, EM-M10007 & EMFLX-M10007	\$25.00	\$12.50	50.00%
EM6A-06RP	Base Coil for UHF models EM & EMFLX-M10003-GPIs, EM & EMFLX-M10007 GPIs	\$30.00	\$15.00	50.00%
EM6A-07RP	Base Coil for VHF models EM & EMFLX-M10004-GPIs, EM & EMFLX-M10014-GPIs	\$32.50	\$16.25	50.00%
EM6A-11RP	Base Coil for VHF model EMFLX-M10008-WB, 144-174 MHz	\$56.00	\$28.00	50.00%
EM9-02RP	Base O-Rings - (25 pack) fits all EM6A type bases	\$25.00	\$12.50	50.00%
EM9-11RP	Gasket/Dust Pad for NMO/GPS Combination Mount Models	\$10.00	\$5.00	50.00%

**Vendor (AD)**

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**BID PRICING RESPONSE FORM****I. Minimum Percentage Discount (%) off Manufacturer's Retail Price (MSRP)**

*\*Additional rows and /or pages may be added to accommodate the Bidder's list of bidding information; please number pages and rows accordingly.*

No.	Manufacturer	Product Category	APC	Item	Short Description	MSRP % Discount
1.	Sierra Wireless	Wireless Mobility Systems	N/A	Current Catalog	Sierra Wireless LTE/FirstNet/WiFi Router/Gateway Hardware and Hardware Accessories	5%
2.	Sierra Wireless	Wireless Mobility Systems	N/A	Current Catalog	Sierra Wireless LTE/FirstNet/WiFi Router/Gateway Antennas	10%
3.	Sierra Wireless	Wireless Mobility Systems	N/A	Current Catalog	Sierra Wireless Software and Services	0%
4.	Cradlepoint	Wireless Mobility Systems	N/A	Current Catalog	Cradlepoint LTE/FirstNet/WiFi Router/Gateway Hardware and Hardware Accessories	5%
5.	Cradlepoint	Wireless Mobility Systems	N/A	Current Catalog	Cradlepoint Software and Services	0%
6.	Peplink	Wireless Mobility Systems	N/A	Current Catalog	Peplink Router LTE/FirstNet/WiFi Gateway Hardware and Hardware Accessories	5%
7.	Peplink	Wireless Mobility Systems	N/A	Current Catalog	Peplink Software and Services	0%
8.	Panasonic	Wireless Mobility Systems	N/A	Current Catalog	LTE/FirstNet/WiFi Rugged Tablets, Laptops, Cameras and Handheld Computers	10%
9.	Panasonic	Wireless Mobility Systems	N/A	Current Catalog	Accessories for LTE/FirstNet/WiFi Rugged Tablets, Laptops, and Handheld Computers	10%
10.	Panasonic	Wireless Mobility Systems	N/A	Current Catalog	Warranties, Software and Services	0%
11.	Nextivity	Wireless Mobility Systems	N/A	Current Catalog	Cel-Fi Cellular/4G/LTE/FirstNet/WiFi Smart Signal Boosters & Accessories	5%
12.	L-TRON	LMR Accessories	N/A	Current Catalog	LMR/LTE/WiFi Accessory	10%
13.	Leonardo/ELSAG	LMR Accessories	N/A	Current Catalog	LMR/LTE/WiFi Hardware and Accessories	10%
14.	Other	Wireless Mobility Systems	N/A	Others not listed	Other LMR Radio/LTE Accessories.	5%
15.	Brother	LMR Accessories	N/A	Current Catalog	LMR/LTE/WiFi Printer, Mounts and Accessories	5%
16.	Gamber Johnson	LMR Accessories	N/A	Current Catalog	LMR/LTE/WiFi Mounts, Docks, and Accessories	30%
17.	Havis	LMR Accessories	N/A	Current Catalog	LMR/LTE/WiFi Mounts, Docks, and Accessories	20%
18.	Airgain	Wireless Mobility Systems	N/A	Current Catalog	Airgain LMR/4G/LTE/5G/WiFi/GPS Antennas and Accessories	10%
19.	Panorama	Wireless Mobility Systems	N/A	Current Catalog	Airgain LMR/4G/LTE/5G/WiFi/GPS Antennas and Accessories	10%
20.	Weboost	Wireless Mobility Systems	N/A	Current Catalog	Cellular//4G/LTE/FirstNet/5G/WiFi Signal Boosters & Accessories	5%
21.	Startech.com	LMR Accessories	N/A	Current Catalog	LMR/LTE/WiFi Cable Accessories	15%
22.	Belkin	LMR Accessories	N/A	Current Catalog	LMR/LTE/WiFi Cable Accessories	20%

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23.	LEM Solutions	LMR Accessories	N/A	Current Catalog	LMR/LTE/WiFi Mounts and Accessories	5%
24.	AXON	LMR Accessories	N/A	Current Catalog	LMR/LTE/WiFi Mounts and Accessories	5%
25.	Lind Electronics	LMR Accessories	N/A	Current Catalog	LMR/LTE/WiFi Power Accessories	5%
26.						
27.						
28.						
29.						
30.						



Vendor (AE)

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**BID PRICING RESPONSE FORM**

**I. Minimum Percentage Discount (%) off Manufacturer's Retail Price (MSRP)**

*\*Additional rows and /or pages may be added to accommodate the Bidder's list of bidding information; please number pages and rows accordingly.*

No.	Manufacturer	Product Category	APC	Item	Short Description	MSRP % Discount
1.	Motorola	Radio Pts./Access		Parts/Access	2-Way Radio/Parts/Access	26
2.	Jessco	Communic.		Access	Wireless Comms. Products	5
3.	PCTel	Radio Access		Antennas	Mobile/Base/Port. Antennas	5
4.	Harris/GE	Radio Parts		Radio Pts./Access	Parts 2-Way radios	3
5.	Patrol PC	Comms.		MDT	Mobile Data Systems	3
6.	Allied Comm.	Parts		Components	Parts/Access	3
7.	Digikey	Parts		Components	IC, Resistor, Cap., Xistors	3
8.	Midland Radio	Radio Equip		2-Way Radio	2-Way radios/Access	3
9.	Alcatel	Radio Equip		Microwave	MW Radios/Access	5
10.	NiK. Elect.	Parts		Components	IC/Resistors/Caps/Xistors	3
11.	Icon	Radio Equip		2-Way Radio	2-Way radios & Access	11
12.	Eltek	Radio Equip		Rectifier	Diodes/Connectors	5
13.	Proxim	Radio Equip		Wireless LAN	Wireless Equip/Access	5
14.	Infosat	Radio Equip		Comms.	Remote Comm. Satellite	5
15.	CommScope/Andrew	Comms.		Cable	Cable/Connectors	5
16.	Tait	Radio Equip		2-Way radio	Radio Access/Parts	5
17.	Cartronics	Comms.		Consoles	Base Stn. Consoles	3
18.	Getac	Comms.		MDT	Mob. Data Systems	1
19.	Panasaxia	Comms.		CCTV	Camera/Monitors/Recorders	1
20.	Rohn Prod.			Towers	Towers/Poles	3
21.	Surecall			Cellular	Cell. Repeater/Amplifier	3
22.	GPS Network			GPS Repeater	GPS Repeater/amp/lf.	3
23.	Microhard Sys.			Ethernet Radio	Ethernet radios/Access	3
24.	Bird Elect.			Test Equip.	Wireless Elements	3
25.	Belden			Cable	Cable/Connectors	1
26.	Klein Tools	Tools		Hand Tools	Shop Tools	3
27.	Amphenol	Parts		Connectors	PL259, BNC, TNC, Mini-UHF	3
28.	RFS/Celwave	Comms.		Antenna	Ant. cable, site equip.	3
29.	Times MW	Comms.		Cable	Cable/Connectors	3
30.	EMR Corp.	Radio Equip		Site Equip.	Combiner/multicoupler	3



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**BID PRICING RESPONSE FORM**

**I. Minimum Percentage Discount (%) off Manufacturer's Retail Price (MSRP)**

*\*Additional rows and /or pages may be added to accommodate the Bidder's list of bidding information; please number pages and rows accordingly.*

No.	Manufacturer	Product Category	APC	Item	Short Description	MSRP % Discount
31.	Fluke	Comm.		Test Equip	Test meters	3
32.	GE/MDS	Radio Equip.		MW Radio	MW Data Systems	3
33.	Laird	Access.		Antennas	mobile base portable	5
34.	Sony	Comm.		Cameras	CCV Cameras/Monitors	3
35.	Pace	Tools		Solder/Brazing	Solder Guns/Tips	3
36.	Polypases	Access.		Lightning Arrest	Lightning Protection	5
37.	RAD	Comm.		Telecom	Telecom Access. Soln.	3
38.	Raytheon/IS	Comm.		Hardware	Interoperability & ROI	3
39.	RF Indust.	Parts		Connectors	PL259, N, TNC, Pin, UHF	5
40.	Aston	Radio Equip		Power Supply	Power Supply Conv. Converters	3
41.	Sierra Wireless	Comm.		Modems	Modems	3
42.	Sti-Co	Comm.		Antennas	Disguise Antennas	3
43.	Telewave	Radio Equip		Antennas	Ant. combiners, filters	3
44.	Tripp Lite	Comm.		Power Supply	Power Sup, Converter, Inverters	3
45.	Weller	Radio Equip		Solder	Solder/desolder stn.	3
46.	Xcelite	Tools		Hand tools	Shop Tools	3
47.	Fed. Signal	Comm.		Light Bars	Light Bar Assy. / Strips	3
48.	Whelch			Light Bars	Light Bar Assy. / Strips	3
49.	Garmin			GPS	GPS Receivers/Mapping	3
50.	Lind Elect.	Access.		Adapters	DC-DC Adapters	1
51.	Spectracomm	Comm.		Net Clock	Timing solns.	1
52.	Otto	Access.		Spkr. Mic	Spkr. Mic, Surveillance	5
53.	Power Products	Access.		Batteries	Batteries, Chargers	5
54.	TXRX Syst.	Radio Equip		Combiners	Combiners/Multi-Component	3
55.	Pinarise	Access.		Mounts	Pedestals/Mounts/Hdwr.	1
56.	Larsen Ant.	Radio Equip		Antennas	Mob, Port., Base Ant.	5
57.	RAM Mounts	Access.		Mounts	Pedestal mounts, hdwr.	1
58.	Maxxonics			Headsets	Headsets, Surv. Kits	3
59.	D. Clark			Headsets	Pub. Safety headsets	1
60.	Holzberg	Radio Equip		2-Way Radio	Radios, Antennas, Misc	5

HOLZBERG COMMUNICATIONS, INC  
P.O. BOX 322  
TOTOWA, NJ 07511  
1-800-634-8553



Vendor (AF)

BID PRICING RESPONSE FORM

I. Minimum Percentage Discount (%) off Manufacturer's Retail Price (MSRP)

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No.	Manufacturer	Product Category	Product Group	APC	Item	Short Description	MSRP % Discount
1	Icom	A, B	Landmobile	F1000 RC	F1000 RC	136-74MHz, 16 CH, no display, analog portable with rapid charger	-30%
2	Icom	A, B	Landmobile	F1000S RC	F1000S RC	136-74MHz, 128CH, LCD, 4-kev analog portable with rapid charger	-30%
3	Icom	A, B	Landmobile	F1000T RC	F1000T RC	136-74MHz, 128CH, LCD, full DTMF keypad analog portable with rapid charger	-30%
4	Icom	A, B	Landmobile	F1100	F1100	136-74MHz IDAS portable with 16 channels and no display with rapid charger	-30%
5	Icom	A, B	Landmobile	F1100DS	F1100DS	136-74MHz IDAS portable with 128 channels, display and limited keypad	-30%
6	Icom	A, B	Landmobile	F1100DT	F1100DT	136-74MHz IDAS portable with 128 channels, display and full DTMF keypad	-30%
7	Icom	A, B	Landmobile	F2000H RC	F2000H RC	450-512MHz, 16 CH, no display, analog portable with rapid charger	-30%
8	Icom	A, B	Landmobile	F2000L RC	F2000L RC	400-470MHz, 16 CH, no display, analog portable with rapid charger	-30%
9	Icom	A, B	Landmobile	F2000SH RC	F2000SH RC	450-512MHz, 128 CH, LCD, 4-kev analog portable with rapid charger	-30%
10	Icom	A, B	Landmobile	F2000SL RC	F2000SL RC	400-470MHz, 128 CH, LCD, 4-kev analog portable with rapid charger	-30%
11	Icom	A, B	Landmobile	F2000TH RC	F2000TH RC	450-512MHz, 128CH, LCD, full DTMF keypad analog portable with rapid charger	-30%
12	Icom	A, B	Landmobile	F2000TL RC	F2000TL RC	400-470MHz, 128CH, LCD, full DTMF keypad analog portable with rapid charger	-30%
13	Icom	A, B	Landmobile	F2100H RC	F2100H RC	450-512MHz IDAS portable with 16 channels and no display	-30%
14	Icom	A, B	Landmobile	F2100DL RC	F2100DL RC	400-470MHz IDAS portable (SW) with 16 channels + rapid charger and no display	-30%
15	Icom	A, B	Landmobile	F2100DS 26	F2100DS 26	450-512MHz IDAS portable with 128 channels, display and limited keypad	-30%
16	Icom	A, B	Landmobile	F2100DSL RC	F2100DSL RC	400-470MHz IDAS portable with 128 channels, display, limited keypad and rapid charger	-30%
17	Icom	A, B	Landmobile	F2100DT 31	F2100DT 31	400-470MHz IDAS portable with 128 channels, LCD, full DTMF keypad	-30%
18	Icom	A, B	Landmobile	F2100DT 36	F2100DT 36	450-512MHz IDAS portable with 128 channels, LCD, full DTMF keypad	-30%
19	Icom	A, B	Landmobile	F2821D 23	F2821D 23	400-470MHz analog mobile, upgradeable to P25	-30%
20	Icom	A, B	Landmobile	F3001 03 RC	F3001 03 RC	136-74MHz radio with 1900mAh Li-ion battery & rapid charger (BC-193)	-30%
21	Icom	A, B	Landmobile	F3161S 36	F3161S 36	136-74MHz analog only radio, no DTMF keypad	-30%
22	Icom	A, B	Landmobile	F3201 DFX 14	F3201 DFX 14	136-74MHz ATX intrinsically safe IDAS portable	-30%
23	Icom	A, B	Landmobile	F3210D 01	F3210D 01	136-74MHz IDAS 16 channel MultiTrunk portable with rapid charger (BC193)	-30%
24	Icom	A, B	Landmobile	F3230DS 13	F3230DS 13	136-74MHz IDAS 128 channel MultiTrunk portable with display. Charger (BC-160) included.	-30%
25	Icom	A, B	Landmobile	F3261DT 35 RR	F3261DT 35 RR	Railroad specific version: 136-74MHz 512 channel, IDAS waterproof portable radio with a DTMF keypad and GPS. Special railroad firmware installed.	-30%
26	Icom	A, B	Landmobile	F3261DT NI	F3261DT NI	136-74MHz nonincendive rated waterproof IDAS radio, full DTMF keypad	-30%
27	Icom	A, B	Landmobile	F3360DS 11	F3360DS 11	136-74MHz waterproof IDAS radio with GPS, 512CH, 4-kev	-30%
28	Icom	A, B	Landmobile	F3400D 21	F3400D 21	136-74MHz IDAS portable with 32 channels and no display. Purchase antenna and charger separately.	-30%
29	Icom	A, B	Landmobile	F3400DS 11	F3400DS 11	136-74MHz IDAS portable with 1024 channels and a color display. Purchase antenna and charger separately.	-30%
30	Icom	A, B	Landmobile	F3400DT 01	F3400DT 01	136-74MHz IDAS portable with 1024 channels, a color display, and full DTMF keypad. Purchase antenna and charger	-30%
31	Icom	A, B	Landmobile	F4001 43 RC	F4001 43 RC	400-470MHz radio with 1900mAh Li-ion battery & rapid charger (BC-193)	-30%
32	Icom	A, B	Landmobile	F4001 43 RC	F4001 43 RC	450-512MHz radio with 1900mAh Li-ion battery & rapid charger (BC-193)	-30%
33	Icom	A, B	Landmobile	F4210D 01	F4210D 01	400-470MHz IDAS 16 channel MultiTrunk portable with rapid charger (BC193)	-30%
34	Icom	A, B	Landmobile	F4210D 21	F4210D 21	450-512MHz IDAS 16 channel MultiTrunk portable with rapid charger (BC193)	-30%
35	Icom	A, B	Landmobile	F4230DS 13	F4230DS 13	400-470MHz IDAS 128 channel MultiTrunk portable with display. Charger (BC-160) included.	-30%
36	Icom	A, B	Landmobile	F4230DS 32	F4230DS 32	450-512MHz IDAS 128 channel MultiTrunk portable with display. Charger (BC-160) included.	-30%
37	Icom	A, B	Landmobile	F4261DS 65	F4261DS 65	400-470MHz waterproof IDAS radio with GPS, no DTMF keypad	-30%
38	Icom	A, B	Landmobile	F4261DS 90	F4261DS 90	450-512MHz waterproof IDAS radio with GPS, no DTMF keypad	-30%
39	Icom	A, B	Landmobile	F4261DT 55	F4261DT 55	400-470MHz waterproof IDAS radio with GPS, full DTMF keypad	-30%
40	Icom	A, B	Landmobile	F4261DT 85	F4261DT 85	450-512MHz waterproof IDAS radio with GPS, full DTMF keypad	-30%
41	Icom	A, B	Landmobile	F4261DT NI-L	F4261DT NI-L	400-470MHz nonincendive rated waterproof IDAS radio, full DTMF keypad	-30%
42	Icom	A, B	Landmobile	F4261DT NI-2	F4261DT NI-2	450-512MHz nonincendive rated waterproof IDAS radio, full DTMF keypad	-30%
43	Icom	A, B	Landmobile	F4360DS 12	F4360DS 12	400-470MHz waterproof IDAS radio with GPS, 512CH, 4-kev	-30%
44	Icom	A, B	Landmobile	F4400DS 11	F4400DS 11	380-470MHz IDAS portable with 1024 channels, and a color display. Purchase antenna and charger separately.	-30%
45	Icom	A, B	Landmobile	F4400DS 41	F4400DS 41	450-512MHz IDAS portable with 1024 channels and a color display. Purchase antenna and charger separately.	-30%
46	Icom	A, B	Landmobile	F4400DT 01	F4400DT 01	380-470MHz IDAS portable with 1024 channels, a color display, and full DTMF keypad. Purchase antenna and charger	-30%
47	Icom	A, B	Landmobile	F4400DT 31	F4400DT 31	450-512MHz IDAS portable with 1024 channels, a color display, and full DTMF keypad. Purchase antenna and charger	-30%
48	Icom	A, B	Landmobile	F5011 51	F5011 51	136-74MHz mobile	-30%
49	Icom	A, B	Landmobile	F5021 51	F5021 51	136-74MHz mobile	-30%
50	Icom	A, B	Landmobile	F5061	F5061	136-74MHz analog mobile	-30%
51	Icom	A, B	Landmobile	F5061D	F5061D	136-74MHz IDAS mobile	-30%
52	Icom	A, B	Landmobile	F5061D RR	F5061D RR	136-74MHz IDAS radio, RR firmware installed, HM-148T included	-30%
53	Icom	A, B	Landmobile	F5121D	F5121D	136-74MHz IDAS mobile	-30%
54	Icom	A, B	Landmobile	F5122DD 12	F5122DD 12	136-74MHz, 9.6k/4.8kbps, 25W, RS232 + ethernet	-30%
55	Icom	A, B	Landmobile	F5220D	F5220D	136-74MHz IDAS mobile	-30%
56	Icom	A, B	Landmobile	F52D	F52D	136-74MHz compact, IDAS, waterproof portable with 512 channels. Purchase antenna and charger separately.	-30%
57	Icom	A, B	Landmobile	F52DUL	F52DUL	136-74MHz intrinsically safe, IDAS waterproof portable with 512 channels. Purchase antenna and charger separately.	-30%
58	Icom	A, B	Landmobile	F5360D 01	F5360D 01	136-74MHz, 50W, GPS, 512CH, type-C trunking	-30%
59	Icom	A, B	Landmobile	F5400D 01	F5400D 01	136-74MHz IDAS mobile with color display	-30%
60	Icom	A, B	Landmobile	F5400DS 11	F5400DS 11	136-74MHz IDAS mobile with numerical display	-30%
61	Icom	A, B	Landmobile	F6011 51	F6011 51	400-470MHz mobile	-30%
62	Icom	A, B	Landmobile	F6011 52	F6011 52	450-512MHz mobile	-30%
63	Icom	A, B	Landmobile	F6021 51	F6021 51	400-470MHz mobile	-30%
64	Icom	A, B	Landmobile	F6021 52	F6021 52	450-512MHz mobile	-30%
65	Icom	A, B	Landmobile	F6061D 61	F6061D 61	400-470MHz IDAS mobile	-30%
66	Icom	A, B	Landmobile	F6061D 66	F6061D 66	450-512MHz IDAS mobile	-30%
67	Icom	A, B	Landmobile	F6121D 67	F6121D 67	400-470MHz IDAS mobile	-30%
68	Icom	A, B	Landmobile	F6121D 68	F6121D 68	450-512MHz IDAS mobile	-30%
69	Icom	A, B	Landmobile	F6122DD 12	F6122DD 12	400-470MHz, 9.6k/4.8kbps, 25W, RS232 + ethernet	-30%
70	Icom	A, B	Landmobile	F6220D 11	F6220D 11	400-470MHz IDAS mobile	-30%
71	Icom	A, B	Landmobile	F6220D 22	F6220D 22	450-512MHz IDAS mobile	-30%
72	Icom	A, B	Landmobile	F62D 11	F62D 11	400-470MHz compact IDAS waterproof portable with 512 channels. Purchase antenna and charger separately.	-30%
73	Icom	A, B	Landmobile	F62D 21	F62D 21	450-512MHz compact IDAS waterproof portable with 512 channels. Purchase antenna and charger separately.	-30%
74	Icom	A, B	Landmobile	F62DUL 11	F62DUL 11	400-470MHz intrinsically safe, compact IDAS waterproof portable with 512 channels. Purchase antenna and charger	-30%
75	Icom	A, B	Landmobile	F62DUL 21	F62DUL 21	450-512MHz intrinsically safe, compact IDAS waterproof portable with 512 channels. Purchase antenna and charger	-30%
76	Icom	A, B	Landmobile	F6360D 01	F6360D 01	400-470MHz, 45W, GPS, 512CH, type-C trunking	-30%
77	Icom	A, B	Landmobile	F6400D 01	F6400D 01	380-470MHz IDAS mobile with color display	-30%
78	Icom	A, B	Landmobile	F6400D 21	F6400D 21	450-512MHz IDAS mobile with color display	-30%
79	Icom	A, B	Landmobile	F6400DS 11	F6400DS 11	380-470MHz IDAS mobile with numeric display	-30%
80	Icom	A, B	Landmobile	F7010S	F7010S	136-74MHz P25 conventional portable without a full keypad. Purchase antenna and charger separately.	-30%
81	Icom	A, B	Landmobile	F7010T	F7010T	136-74MHz P25 conventional portable with full DTMF keypad. Purchase antenna and charger separately.	-30%
82	Icom	A, B	Landmobile	F7020S 11	F7020S 11	380-470MHz P25 conventional portable without a full keypad. Purchase antenna and charger separately.	-30%
83	Icom	A, B	Landmobile	F7020S 31	F7020S 31	450-512MHz P25 conventional portable without a full keypad. Purchase antenna and charger separately.	-30%
84	Icom	A, B	Landmobile	F7020T 21	F7020T 21	380-470MHz P25 conventional portable with full DTMF keypad. Purchase antenna and charger separately.	-30%
85	Icom	A, B	Landmobile	F7020T 41	F7020T 41	450-512MHz P25 conventional portable with full DTMF keypad. Purchase antenna and charger separately.	-30%
86	Icom	A, B	Landmobile	F7040S	F7040S	7.800MHz P25 conventional portable with partial keypad.	-30%
87	Icom	A, B	Landmobile	F7040T	F7040T	7.800MHz P25 conventional portable with full DTMF keypad.	-30%
88	Icom	A, B	Landmobile	F7510	F7510	136-74MHz P25 conventional mobile with color display	-30%
89	Icom	A, B	Landmobile	F7520 11	F7520 11	380-470MHz P25 conventional mobile with color display	-30%
90	Icom	A, B	Landmobile	F7520 21	F7520 21	450-512MHz P25 conventional mobile with color display	-30%
91	Icom	A, B	Landmobile - System	CY5002	CY5002	450-512MHz P25 conventional mobile with power supply	-30%
92	Icom	A, B	Landmobile	F80DS 31	F80DS 31	380-450MHz P25 radio with, PPS AES installed, no DTMF keypad	-30%
93	Icom	A, B	Landmobile	F8101 33	F8101 33	HF 125W transceiver with ALE (automatic link establishment)	-30%
94	Icom	A, B	Landmobile	F9011B 01	F9011B 01	136-74MHz P25 conventional portable, 6W, 512 CH, basic model, no display or keypad	-30%
95	Icom	A, B	Landmobile	F9011B 21	F9011B 21	136-74MHz P25 Conventional portable, 6W, 512 CH, basic model, no display or keypad	-30%
96	Icom	A, B	Landmobile	F9011S 25	F9011S 25	136-74MHz P25 Conventional portable, 6W, 512 CH, display, simple keypad	-30%
97	Icom	A, B	Landmobile	F9011T 30	F9011T 30	136-74MHz P25 Conventional portable, 6W, 512 CH, display, full DTMF keypad	-30%
98	Icom	A, B	Landmobile	F9021B 82	F9021B 82	450-512MHz P25 Conventional portable, 5W, 512 CH, basic model, no display or keypad	-30%
99	Icom	A, B	Landmobile	F9021B 91	F9021B 91	380-470MHz P25 Conventional portable, 5W, 512 CH, basic model, no display or keypad	-30%
100	Icom	A, B	Landmobile	F9021S 85	F9021S 85	450-512MHz P25 Conventional, 5W, 512 CH, display, simple keypad	-30%
101	Icom	A, B	Landmobile	F9021S 95	F9021S 95	380-470MHz P25 Conventional portable, 5W, 512 CH, display, simple keypad	-30%
102	Icom	A, B	Landmobile	F9021T 30	F9021T 30	450-512MHz P25 Trunking portable, 5W, 512 CH, display, full DTMF keypad	-30%
103	Icom	A, B	Landmobile	F9511HT 21	F9511HT 21	136-74MHz 110W P25 Conventional mobile with full keypad. No external speaker included - must be ordered separately	-30%
104	Icom	A, B	Landmobile	F9511S 01	F9511S 01	136-74MHz P25 conventional 50W mobile	-30%
105	Icom	A, B	Landmobile	F9511T 25	F9511T 25	136-74MHz P25 Conventional 50W mobile with keypad	-30%
106	Icom	A, B	Landmobile	F9521S 41	F9521S 41	400-470MHz 45W P25 Conventional mobile, no keypad	-30%
107	Icom	A, B	Landmobile	F9521T 25	F9521T 25	400-470MHz mobile with full keypad	-30%
108	Icom	A, B	Landmobile	F9521T 45	F9521T 45	400-470MHz P25 Conventional 45W mobile, full keypad	-30%
109	Icom	A, B	Landmobile - System	CY5000	CY5000	136-74MHz IDAS analog-digital repeater with power supply	-30%
110	Icom	A, B	Landmobile - System	CY6001	CY6001	400-470MHz IDAS analog-digital repeater with power supply	-30%
111	Icom	A, B	Landmobile - System	CY6002	CY6002	450-512MHz IDAS analog-digital repeater with power supply	-30%
112	Icom	A, B	Landmobile - System	FR5000 01 2CH KIT	FR5000 01 2CH KIT	136-74MHz 2 channel conventional system (2 repeaters, 2 external power supplies)	-30%
113	Icom	A, B	Landmobile - System	FR5000 01 UR KIT	FR5000 01 UR KIT	136-74MHz 2 channel analog-digital repeater (FR5000 + URFR5000 installed)	-30%
114	Icom	A, B	Landmobile - System	FR5000 14	FR5000 14	136-74MHz analog-digital IDAS repeater (power supply not included)	-30%



Vendor (AF)

No.	Manufacturer	Product Category	Product Group	APC	Item	Short Description	MSRP % Discount
115	Icom	A, B	Landmobile - Systems	FR5200H 51	FR5200H 51	136-174MHz 50W analog, IDAS repeater 100% duty cycle	-30%
116	Icom	A, B	Landmobile - Systems	FR5300	FR5300	136-174 MHz analog/digital 50W, IDAS Simulcast repeater	-30%
117	Icom	A, B	Landmobile - Systems	FR6000 01 2CH KIT	FR6000 01 2CH KIT	400-470MHz 2 channel conventional system (2 repeaters, 2 external power supplies)	-30%
118	Icom	A, B	Landmobile - Systems	FR6000 01 UR KIT	FR6000 01 UR KIT	400-470MHz, 2 channel analog/digital repeater (FR6000-URFR6000 installed)	-30%
119	Icom	A, B	Landmobile - Systems	FR6000 14	FR6000 14	400-470MHz analog/digital IDAS repeater (power supply not included)	-30%
120	Icom	A, B	Landmobile - Systems	FR6000 19	FR6000 19	450-512MHz analog/digital IDAS repeater (power supply not included)	-30%
121	Icom	A, B	Landmobile - Systems	FR6200H 51	FR6200H 51	400-470MHz 50W analog, IDAS repeater 100% duty cycle	-30%
122	Icom	A, B	Landmobile - Systems	FR6200H 61	FR6200H 61	450-512MHz 50W analog, IDAS repeater 100% duty cycle	-30%
123	Icom	A, B	Landmobile - Systems	FR6300H	FR6300H	450-512MHz analog/digital, 50W, IDAS repeater	-30%
124	Icom	A, B	Landmobile - Systems	FR6300L	FR6300L	400-470MHz analog/digital, 50W, IDAS repeater	-30%
125	Icom	A, B	Landmobile - Systems	FR9010 11	FR9010 11	146-174MHz 110W P25 repeater	-30%
126	Icom	A, B	Landmobile - Systems	FR9020 11	FR9020 11	440-475MHz 100W P25 repeater	-30%
127	Icom	A, B	Landmobile - Systems	IAS X-BAND 50	IAS X-BAND 50	VHF FM & UHF FM cross band repeater	-30%
128	Icom	A, B	Landmobile - Systems	IAS X-BAND 50 AIR U	IAS X-BAND 50 AIR U	Airband AM & UHF FM cross band repeater	-30%
129	Icom	A, B	Landmobile - Systems	IAS X-BAND 50 AIR V	IAS X-BAND 50 AIR V	Airband AM & VHF FM cross band repeater	-30%
130	Icom	A, B	Landmobile - Systems	IAS X-BAND 50 UU	IAS X-BAND 50 UU	UHF FM & UHF FM cross band repeater	-30%
131	Icom	A, B	Landmobile - Systems	IAS X-BAND 50 VV	IAS X-BAND 50 VV	VHF FM & VHF FM cross band repeater	-30%
132	Icom-RF Technology	A, B	Landmobile - Systems	RFT 136-174	RFT 136-174	100W analog 136-174MHz repeater with a power supply (P25 upgradeable)	-30%
133	Icom-RF Technology	A, B	Landmobile - Systems	RFT 440-490	RFT 440-490	100W analog 440-490MHz repeater with a power supply (P25 upgradeable)	-30%
134	Icom-RF Technology	A, B	Landmobile - Systems	RFT P25 136-174	RFT P25 136-174	2-120W P25 analog 136-174MHz repeater with a power supply	-30%
135	Icom-RF Technology	A, B	Landmobile - Systems	RFT P25 400-430	RFT P25 400-430	100W P25 analog 400-430MHz repeater with a power supply	-30%
136	Icom-RF Technology	A, B	Landmobile - Systems	RFT P25 485-520	RFT P25 485-520	100W P25 analog 485-520MHz repeater with a power supply	-30%
137	Icom	A, B	Landmobile - Systems	URFR5000 63	URFR5000 63	136-174MHz analog/digital repeater channel module	-30%
138	Icom	A, B	Landmobile - Systems	URFR5300	URFR5300	136-174MHz analog/digital IDAS repeater channel module	-30%
139	Icom	A, B	Landmobile - Systems	URFR6000 63	URFR6000 63	400-470MHz repeater module	-30%
140	Icom	A, B	Landmobile - Systems	URFR6300H	URFR6300H	450-512MHz Repeater module	-30%
141	Icom	A, B	Landmobile - Systems	URFR6300L	URFR6300L	400-470MHz Repeater module	-30%
142	Icom	A, B, C	Network	IP1000C 100	IP1000C 100	Manages up to 100 radios in a network	-25%
143	Icom	A, B, C	Network	IP100FS	IP100FS	IP based PC-dispatcher	-25%
144	Icom	A, B, C	Network	IP100H	IP100H	IP license-free radio for wireless networks	-25%
145	Icom	A, B, C	Network	IP501H	IP501H	Portable LTE radio with SIM card installed. Monthly airtime fee will apply with activated SIM.	-25%
146	Icom	A, B, C	Network	IP501M	IP501M	Mobile LTE radio with SIM card installed. Monthly airtime fee will apply with activated SIM.	-25%
147	Icom	A, B, C	Network	SAT100	SAT100	Satellite PTT radio using the Iridium satellite network	-25%
148	Icom	A, B, C	Network	SAT100M	SAT100M	Mobile satellite PTT radio with a multi-functional speaker microphone and antenna unit	-25%
149	Icom	A, B, C	Network	VEPG4	VEPG4	RoIP gateway that bridges land mobile radio systems. Deactivated SIM included. Airtime fees apply when SIM activated.	-25%
150	Icom	B	Amateur	7610	7610	100W HF/50MHz amateur radio base station	-15%
151	Icom	B	Amateur	2300H 05	2300H 05	65W, 2m (144-148MHz) mobile	-15%
152	Icom	B	Amateur	2730A 05	2730A 05	VHF/UHF dual band transceiver	-15%
153	Icom	B	Amateur	7100 02	7100 02	HF/6m 2m 70cm mobile transceiver	-15%
154	Icom	B	Amateur	718 62	718 62	100W HF transceiver with AF DSP	-15%
155	Icom	B	Amateur	7300 02	7300 02	HF/6m transceiver with an FT-8SP and internal ATU	-15%
156	Icom	B	Amateur	7700 12	7700 12	200W HF - 6m transceiver with single receiver	-15%
157	Icom	B	Amateur	7851 02	7851 02	200W HF - 6m transceiver with 2 independent receivers, internal power supply and antenna tuner (ATU)	-15%
158	Icom	B	Amateur	9700 12	9700 12	VHF/UHF transceiver	-15%
159	Icom	B	Amateur	ID4100A	ID4100A	VHF/UHF dual band D-STAR mobile	-15%
160	Icom	B	Amateur	ID5100A DELUXE	ID5100A DELUXE	Dual band, 2m/70cm (144-148/420-450MHz), D-Star mobile radio with MB-A2 remote mounting bracket included	-15%
161	Icom	B	Amateur	R30 16	R30 16	Blocked receiver handheld w/dual receive & dual band recording	-15%
162	Icom	B	Amateur	R6 SPORT	R6 SPORT	Scanning receiver. Blocked version for consumer purchase. No supplied battery or charger. Requires 2 AA batteries.	-15%
163	Icom	B	Amateur	R6E	R6E	Unblocked receiver for Federal Export Only. No supplied battery or charger. Requires 2 AA batteries.	-15%
164	Icom	B	Amateur	R8600 02	R8600 02	Blocked super wideband 10 kHz to 3 GHz communication receiver	-15%
165	Icom	B	Amateur	R9500 02	R9500 02	Blocked version for consumer purchase	-15%
166	Icom	B	Amateur	V86 12	V86 12	2m 70cm VHF handheld	-15%
167	Icom	A, B	Avionics	A120	A120	Airband mobile with 200 channels with open VFO, 8.33/25kHz	-30%
168	Icom	A, B	Avionics	A120B	A120B	A120 with 120V power supply and cabinet for base station	-30%
169	Icom	A, B	Avionics	A16	A16	Communications only airband handheld with full DTMF keypad	-30%
170	Icom	A, B	Avionics	A16B	A16B	Communications only airband handheld with Bluetooth and full DTMF keypad	-30%
171	Icom	A, B	Avionics	A220	A220	Panel mount aviation radio	-30%
172	Icom	A, B	Avionics	A220B	A220B	Radio plus PS80 power supply for base station option (radio not installed into power supply)	-30%
173	Icom	A, B	Avionics	A220M	A220M	Radio with MB-53 for mobile mount	-30%
174	Icom	A, B	Avionics	A220T	A220T	TSO approved panel mount aviation radio	-30%
175	Icom	A, B	Avionics	A25C	A25C	Communications only aviation handheld 6W with lithium battery and rapid charger	-30%
176	Icom	A, B	Avionics	A25C SPORT	A25C SPORT	Communications only aviation handheld 6W and AA battery pack	-30%
177	Icom	A, B	Avionics	A25M	A25M	Communications plus navigation aviation handheld 6W	-30%
178	Icom	A, B	Marine	GM1600	GM1600	GMDSS VHF handheld for survival crafts, radio plus BP-234 lithium battery	-30%
179	Icom	A, B	Marine	GM1600 21K	GM1600 21K	GMDSS VHF handheld for survival crafts, includes lithium battery/charger plus the BP-234 battery. Surface shipping only.	-30%
180	Icom	A, B	Marine	GM600	GM600	VHF GMDSS fixed mount	-30%
181	Icom	A, B	Marine	M25 BLUE	M25 BLUE	5W floating marine VHF handheld in marine blue	-30%
182	Icom	A, B	Marine	M25 GRAY	M25 GRAY	5W floating marine VHF handheld in metallic gray	-30%
183	Icom	A, B	Marine	M25 WHITE	M25 WHITE	5W floating marine VHF handheld in pearl white	-30%
184	Icom	A, B	Marine	M330 11	M330 11	Black marine compact VHF fixed mount	-30%
185	Icom	A, B	Marine	M330 21	M330 21	White marine compact VHF fixed mount	-30%
186	Icom	A, B	Marine	M330G 31	M330G 31	Black marine compact VHF fixed mount with built-in GPS receiver and supplied GPS antenna	-30%
187	Icom	A, B	Marine	M330G 41	M330G 41	Super white marine compact VHF fixed mount with built-in GPS receiver and supplied GPS antenna	-30%
188	Icom	A, B	Marine	M37	M37	6W marine VHF floating handheld with battery, charger included	-30%
189	Icom	A, B	Marine	M400BB	M400BB	Black box marine VHF fixed mount with black Command Mic	-30%
190	Icom	A, B	Marine	M400BB SW	M400BB SW	Black box marine VHF fixed mount with white Command Mic	-30%
191	Icom	A, B	Marine	M424G 22	M424G 22	Super white fixed mount	-30%
192	Icom	A, B	Marine	M424G BLACK	M424G BLACK	Black fixed mount	-30%
193	Icom	A, B	Marine	M506 01	M506 01	Class D DSC marine VHF radio	-30%
194	Icom	A, B	Marine	M506 11	M506 11	Class D DSC marine VHF radio with NMEA2000	-30%
195	Icom	A, B	Marine	M506 21	M506 21	Class D DSC marine VHF radio with NMEA2000 and AIS receiver	-30%
196	Icom	A, B	Marine	M506 31	M506 31	Class D DSC marine VHF radio with rear mic and NME-A2000	-30%
197	Icom	A, B	Marine	M506 41	M506 41	Class D DSC marine VHF radio with rear mic, NMEA2000 and AIS receiver	-30%
198	Icom	A, B	Marine	M605 11	M605 11	VHF fixed mount with color display and rear mic connector	-30%
199	Icom	A, B	Marine	M605 21	M605 21	VHF fixed mount with AIS, color display, and rear mic connector	-30%
200	Icom	A, B	Marine	M73	M73	6W IPX8 submersible handheld	-30%
201	Icom	A, B	Marine	M73 PLUS	M73 PLUS	6W IPX8 submersible handheld with built-in active noise cancelling and voice recording	-30%
202	Icom	A, B	Marine	M803	M803	150W advanced SSB with Class E DSC MF/HF certification	-30%
203	Icom	A, B	Marine	M85	M85	Marine VHF 5W handheld, 100 land mobile programmable channels (2W)	-30%
204	Icom	A, B	Marine	M85UL	M85UL	Intrinsically safe marine VHF 5W handheld with 100 LM programmable channels	-30%
205	Icom	A, B	Marine	M93D	M93D	5 Watt VHF handheld with built-in GPS and Class D DSC	-30%
206	Icom	A, B	Marine	MAS10TR	MAS10TR	AIS transponder with GPS navigation function, and NMEA2000 connectivity.	-30%
207	Icom	A, B	Marine	MR1010R2	MR1010R2	Marine radar, 4W, color LCD	-30%
208	Icom	A, B or C	Accessories	3310004800	3310004800	IP100H antenna	-30%
209	Icom	A, B or C	Accessories	3310005140	3310005140	LTE Antenna	-30%
210	Icom	A, B or C	Accessories	A200 TRAY	A200 TRAY	Mounting tray for A200/A210/A220	-30%
211	Icom	A, B or C	Accessories	AD100	AD100	Adapter cup to install in the BC119N or BC121N for the F50/60 & M88 radios	-30%
212	Icom	A, B or C	Accessories	AD101	AD101	Adapter cup for the BC119N or BC121N for the BP210N & BP211 batteries	-30%
213	Icom	A, B or C	Accessories	AD106	AD106	Adapter cup for the BC119N/BC121N for the radios with the BP232NH battery	-30%
214	Icom	A, B or C	Accessories	AD109	AD109	Adapter cup fits the BC119N/BC121N and charges the BP224 (M90/GM1600)	-30%
215	Icom	A, B or C	Accessories	AD110	AD110	Adapter cup to install in the BC119N or BC121N for the BP253 or BP254 batteries	-30%
216	Icom	A, B or C	Accessories	AD118	AD118	1.4m ACC adapter to use with Hirose plug accessories	-30%
217	Icom	A, B or C	Accessories	AD120	AD120	Adapter cup that fits into the BC197 02/03 for the BP264 NiMH battery	-30%
218	Icom	A, B or C	Accessories	AD121	AD121	Adapter cup that fits into the BC197 12/13 for the BP265 1.4m battery	-30%
219	Icom	A, B or C	Accessories	AD122	AD122	Adapter cup that fits into the BC197 22/23 for the BP232NH batteries	-30%
220	Icom	A, B or C	Accessories	AD123 02	AD123 02	Adapter cup for BC119N for M24	-30%
221	Icom	A, B or C	Accessories	AD129	AD129	Adapter cup for BC197 gang charger for M73	-30%
222	Icom	A, B or C	Accessories	AD130	AD130	Adapter cup that fits into the BC214 for the F1000/D series	-30%
223	Icom	A, B or C	Accessories	AD135	AD135	3.5mm earphone jack adapter that plugs into a 14-pin connector	-30%
224	Icom	A, B or C	Accessories	AD55NS	AD55NS	10x240V power supply for the R8600 with a US plug	-30%
225	Icom	A, B or C	Accessories	AD925MA	AD925MA	Antenna connector adapter to connect a BNC-type antenna	-30%
226	Icom	A, B or C	Accessories	AD94 11	AD94 11	Adapter cup for the BC119N or BC121N for the BP209N/BP210N batteries	-30%
227	Icom	A, B or C	Accessories	AD98FSC	AD98FSC	Antenna connector adapter for "F" to "BNC" conversion	-30%
228	Icom	A, B or C	Accessories	AH2B	AH2B	Antenna element base	-30%
229	Icom	A, B or C	Accessories	AH4	AH4	Automatic antenna tuner (long wire/AH2B)	-30%
230	Icom	A, B or C	Accessories	AH40	AH40	Antenna (4.9ft) for in-vehicle and in-building use	-30%
231	Icom	A, B or C	Accessories	AH710	AH710	Folded dipole antenna with an SO-239 connector. Covers 1.9 to 30MHz band. Length is approx 80.3ft.	-30%
232	Icom	A, B or C	Accessories	AH740	AH740	Relay-driven compact automatic tuning antenna 2.5MHz-29.999MHz	-30%
233	Icom	A, B or C	Accessories	AH8000	AH8000	Discant antenna wideband RX TX 100-3000MHz	-30%
234	Icom-PCtel	A, B or C	Accessories	ANTENNA 1	ANTENNA 1	118-940MHz 1/4 wave antenna, unity gain, field tunable	-30%
235	Icom-PCtel	A, B or C	Accessories	ANTENNA 2	ANTENNA 2	144-174MHz 3dB gain mountable antenna, CHIR, 50" high	-30%

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No.	Manufacturer	Product Category	Product Group	APC	Item	Short Description	MSRP % Discount	
236	Icom	PCTel	A, B or C	Accessories	ANTENNA 3	ANTENNA 3	450-470MHz, 5dB gain mountable antenna, CHR, 40" high	-30%
237	Icom	PCTel	A, B or C	Accessories	ANTENNA 4	ANTENNA 4	152-162MHz, unity gain antenna, NMO compatible, 21.6"; Factory tuned to 157MHz	-30%
238	Icom	Accessories	A, B or C	Accessories	AP95M	AP95M	Wireless LAN access point	-30%
239	Icom	Accessories	A, B or C	Accessories	AT130	AT130	Auto antenna tuner M710/IC-78	-30%
240	Icom	Accessories	A, B or C	Accessories	AT140	AT140	HF automatic antenna tuner	-30%
241	Icom	Accessories	A, B or C	Accessories	AT141	AT141	Export HC automatic antenna tuner - special order	-30%
242	Icom	AW Enterprises	A, B or C	Accessories	AW F70 AREA 51	AW F70 AREA 51	Water repellent case with a swivel belt clip for the F70-80	-30%
243	Icom	AW Enterprises	A, B or C	Accessories	AW STUD/SWIVEL KIT	AW STUD/SWIVEL KIT	Metal stud that slides on like a belt clip and it's capped with a strong metal swivel belt clip	-30%
244	Icom	AW Enterprises	A, B or C	Accessories	AW SWIVEL	AW SWIVEL	Swivel clip used with the AW Stud/Swivel Kit.	-30%
245	Icom	Pulse Electronics	A, B or C	Accessories	B ANT	B ANT	Base station antenna 118.8-126.8MHz with 50kaps, 4" cable for Avionic mobile units	-30%
246	Icom	Accessories	A, B or C	Accessories	BC119NS 11	BC119NS 11	Rapid charger with AD110 installed for F70-80/9011/9021 radios; 100-240V with US style plug	-30%
247	Icom	Accessories	A, B or C	Accessories	BC121MS	BC121MS	6.2Amp Charger Kit BC121M - AD110 x 6. Requires BC157S AC adapter.	-30%
248	Icom	Accessories	A, B or C	Accessories	BC123SA	BC123SA	AC adapter for rapid chargers; 100-240V with US style plug	-30%
249	Icom	Accessories	A, B or C	Accessories	BC123SE	BC123SE	AC adapter for rapid chargers; 100-240V with Euro style plug	-30%
250	Icom	Accessories	A, B or C	Accessories	BC145SA 31	BC145SA 31	AC adapter for BC119N; 100-240V with US style plug	-30%
251	Icom	Accessories	A, B or C	Accessories	BC146 01	BC146 01	Drop-in trickle charger base for the F11.21.3G/4G/30G/40G series. Requires BC147 AC adapter.	-30%
252	Icom	Accessories	A, B or C	Accessories	BC147SA	BC147SA	AC adapter for trickle chargers; 100-240V with a US style plug	-30%
253	Icom	Accessories	A, B or C	Accessories	BC147SE 15	BC147SE 15	AC adapter for trickle chargers; 230V with a Euro style plug	-30%
254	Icom	Accessories	A, B or C	Accessories	BC152N 11	BC152N 11	F50/F60/M88 desktop trickle charger (requires BC-147)	-30%
255	Icom	Accessories	A, B or C	Accessories	BC157S	BC157S	AC adapter for gang chargers; 100-240V with US style plug	-30%
256	Icom	Accessories	A, B or C	Accessories	BC157SE	BC157SE	AC adapter for gang chargers; 100-240V with Euro style plug	-30%
257	Icom	Accessories	A, B or C	Accessories	BC160	BC160	Rapid charger for radios with the BP230/231/232 battery; 100-240V with a US style plug	-30%
258	Icom	Accessories	A, B or C	Accessories	BC160E	BC160E	Rapid charger for radios with the BP230/231/232 battery; 100-240V with a Euro style plug	-30%
259	Icom	Accessories	A, B or C	Accessories	BC162 01	BC162 01	Rapid charger for M34/M36. Includes BC123SA with US plug	-30%
260	Icom	Accessories	A, B or C	Accessories	BC167SA	BC167SA	Wall trickle charger; 100-240V with US style plug	-30%
261	Icom	Accessories	A, B or C	Accessories	BC167SD	BC167SD	Wall trickle charger; 100-240V with Euro style plug	-30%
262	Icom	Accessories	A, B or C	Accessories	BC173 01	BC173 01	Desktop trickle charger (M34/M36/GM1600/BP224) requires BC-147S	-30%
263	Icom	Accessories	A, B or C	Accessories	BC190 01	BC190 01	Sensing rapid charger for F50/60 radios; 100-240V with a US style plug	-30%
264	Icom	Accessories	A, B or C	Accessories	BC190 02	BC190 02	Sensing rapid charger for F50/60 radios; 100-240V with a Euro style plug	-30%
265	Icom	Accessories	A, B or C	Accessories	BC193	BC193	Rapid charger for radios with BP265 Li-ion battery; 100-240V with US style plug	-30%
266	Icom	Accessories	A, B or C	Accessories	BC193E	BC193E	Rapid charger for radios with BP265 Li-ion battery; 100-240V with Euro style plug	-30%
267	Icom	Accessories	A, B or C	Accessories	BC197 02	BC197 02	Six unit charger for radios with the BP264 NiMH battery (includes AC adapter and cups installed); 100-240V with US style	-30%
268	Icom	Accessories	A, B or C	Accessories	BC197 03	BC197 03	Six unit charger for radios with the BP264 NiMH battery (includes AC adapter and cups installed); 100-240V with Euro style	-30%
269	Icom	Accessories	A, B or C	Accessories	BC197 12	BC197 12	110-240V six unit charger for radios with the BP265 Li-ion battery (includes AC adapter with US plug and cups installed)	-30%
270	Icom	Accessories	A, B or C	Accessories	BC197 13	BC197 13	220V six unit charger for radios with the BP265 Li-ion battery (includes AC adapter and cups installed)	-30%
271	Icom	Accessories	A, B or C	Accessories	BC197 22	BC197 22	Six unit charger for radios with the BP232N/H Li-ion battery (includes AC adapter and cups installed); 100-240V with US style	-30%
272	Icom	Accessories	A, B or C	Accessories	BC197 23	BC197 23	Six unit charger for radios with the BP232N/H Li-ion battery (includes AC adapter and cups installed); 100-240V with Euro style	-30%
273	Icom	Accessories	A, B or C	Accessories	BC197 32	BC197 32	Six unit charger for radios with the BP245N Li-ion battery (includes AC adapter and cups installed); 100-240V with US style	-30%
274	Icom	Accessories	A, B or C	Accessories	BC197 37	BC197 37	6.2Amp Charger Kit BC197 - BC157S - AD128 x 6 for F50/F60/M88	-30%
275	Icom	Accessories	A, B or C	Accessories	BC1998S 13	BC1998S 13	Wall charger for the M24; 100-240V with a Euro style plug	-30%
276	Icom	Accessories	A, B or C	Accessories	BC200IP2	BC200IP2	Rapid charger (includes BC-123SA AC adapter with US plug)	-30%
277	Icom	Accessories	A, B or C	Accessories	BC207S	BC207S	12V, 3.5A AC adapter for VEPG3/IP1000C	-30%
278	Icom	Accessories	A, B or C	Accessories	BC210	BC210	Rapid charger for the BP-245N includes AC adapter with US plug	-30%
279	Icom	Accessories	A, B or C	Accessories	BC211	BC211	Rapid rate 6-unit charger - IP1001H	-30%
280	Icom	Accessories	A, B or C	Accessories	BC211E	BC211E	Rapid rate 6-unit charger for BP271/BP272 with European plug	-30%
281	Icom	Accessories	A, B or C	Accessories	BC212EX	BC212EX	Rapid charger (includes BC213SA) for F3201DEX/4201DEX	-30%
282	Icom	Accessories	A, B or C	Accessories	BC213	BC213	Rapid charger with a US plug for radios with the BP279/BP280 battery (BC-123SA or BC242 included)	-30%
283	Icom	Accessories	A, B or C	Accessories	BC213NAC	BC213NAC	Rapid charger cup for radios with the BP279 battery (BC-123S not included)	-30%
284	Icom	Accessories	A, B or C	Accessories	BC214	BC214	Six bank charger with US plug AC adapter and cups installed	-30%
285	Icom	Accessories	A, B or C	Accessories	BC214 14	BC214 14	Charger for the M93D. Includes the BC157.	-30%
286	Icom	Accessories	A, B or C	Accessories	BC214E	BC214E	Six gang charger (includes AC adapter with US plug)	-30%
287	Icom	Accessories	A, B or C	Accessories	BC214E1	BC214E1	Six gang charger (includes AC adapter with Euro plug)	-30%
288	Icom	Accessories	A, B or C	Accessories	BC214E	BC214E	Six unit charger for BP279/BP280 radios (includes AC adapter with Euro plug and cups installed)	-30%
289	Icom	Accessories	A, B or C	Accessories	BC214NSAT	BC214NSAT	Six unit charger for SAT100	-30%
290	Icom	Accessories	A, B or C	Accessories	BC217SA	BC217SA	USB charger; 100-240V with a US style plug	-30%
291	Icom	Accessories	A, B or C	Accessories	BC218	BC218	Car charger with bluetooth (requires CP22 or CP23L)	-30%
292	Icom	Accessories	A, B or C	Accessories	BC218 CCK	BC218 CCK	Car charger kit includes 1 each: BC218, CP23L, MRA7, MBF1, HM215 & SP35	-30%
293	Icom	Accessories	A, B or C	Accessories	BC219E	BC219E	Rapid charger for radios with the BP283/BP288/BP290/BP294 batteries; 100-240V with a Euro style plug	-30%
294	Icom	Accessories	A, B or C	Accessories	BC219N	BC219N	Rapid charger for F52D/F62D; 100-240V with a US style plug	-30%
295	Icom	Accessories	A, B or C	Accessories	BC220	BC220	Rapid charger for the M93D	-30%
296	Icom	Accessories	A, B or C	Accessories	BC223	BC223	Rapid charger for R30; 100-240V with a US style plug	-30%
297	Icom	Accessories	A, B or C	Accessories	BC224	BC224	Rapid charger with BC123SA	-30%
298	Icom	Accessories	A, B or C	Accessories	BC224E	BC224E	Rapid charger with BC123SE (Euro plug)	-30%
299	Icom	Accessories	A, B or C	Accessories	BC225	BC225	Smart rapid charger; 100-240V with a US style plug	-30%
300	Icom	Accessories	A, B or C	Accessories	BC226	BC226	Connectable rapid charger (connect up to 6) and requires the BC228 AC adapter	-30%
301	Icom	Accessories	A, B or C	Accessories	BC227	BC227	Rapid charger that goes into trickle mode at a 80% charge (US Plug)	-30%
302	Icom	Accessories	A, B or C	Accessories	BC228	BC228	AC adapter for BC226	-30%
303	Icom	Accessories	A, B or C	Accessories	BC235	BC235	Desktop trickle charger (requires BC217SA)	-30%
304	Icom	Accessories	A, B or C	Accessories	BC240	BC240	Rapid charger for the V86	-30%
305	Icom	Accessories	A, B or C	Accessories	BC241	BC241	Rapid charger with multi-plug AC adapter for SAT100	-30%
306	Icom	Accessories	A, B or C	Accessories	BC247	BC247	Charger cradle for SAT100 for in-vehicle and in-building use	-30%
307	Icom	Accessories	A, B or C	Accessories	BP208N	BP208N	Battery case that holds 6 AA alkaline batteries.	-30%
308	Icom	Accessories	A, B or C	Accessories	BP210N	BP210N	NiMH 7.2V 1650mAh battery.	-30%
309	Icom	Accessories	A, B or C	Accessories	BP224	BP224	7.2V 750mAh NiCd battery - GM1600/M32/M2A/M90	-30%
310	Icom	Accessories	A, B or C	Accessories	BP226	BP226	Battery case holds 5 AA alkaline batteries for the F50/F60 & M88	-30%
311	Icom	Accessories	A, B or C	Accessories	BP227	BP227	Li-ion 7.2V 1950mAh (typical capacity), 1850mAh (minimum value); waterproof	-30%
312	Icom	Accessories	A, B or C	Accessories	BP232H	BP232H	Li-ion 7.4V 2300mAh (typical capacity), 2250mAh (minimum value)	-30%
313	Icom	Accessories	A, B or C	Accessories	BP232UL	BP232UL	Li-ion 7.4V 2300mAh (typical capacity), 2250mAh (minimum value) for the nonconductive approved radios	-30%
314	Icom	Accessories	A, B or C	Accessories	BP232WP	BP232WP	Li-ion 7.4V 2300mAh (typical capacity), 2250mAh (minimum value) IP67 waterproof battery	-30%
315	Icom	Accessories	A, B or C	Accessories	BP234	BP234	9.0V 3300mAh lithium battery pack GM1600. FedEx ground shipping only. No shipments to HI or AK.	-30%
316	Icom	Accessories	A, B or C	Accessories	BP237	BP237	Battery case that holds 6 AA alkaline batteries.	-30%
317	Icom	Accessories	A, B or C	Accessories	BP240	BP240	Battery case that holds 6 AAA alkaline batteries (1W output power)	-30%
318	Icom	Accessories	A, B or C	Accessories	BP245H	BP245H	7.4V 2000mAh Li-ion battery for M72/M73	-30%
319	Icom	Accessories	A, B or C	Accessories	BP251	BP251	Alkaline case for M34/M36 (5 x AAA)	-30%
320	Icom	Accessories	A, B or C	Accessories	BP252	BP252	7.4V 980mAh Li-ion battery (M36/M34/GM1600)	-30%
321	Icom	Accessories	A, B or C	Accessories	BP253	BP253	Li-ion 7.2V 1650mAh (typical capacity), 1570mAh (minimum value)	-30%
322	Icom	Accessories	A, B or C	Accessories	BP254	BP254	Li-ion 7.2V 3040mAh (typical capacity), 2900mAh (minimum value) for P25 portables	-30%
323	Icom	Accessories	A, B or C	Accessories	BP261	BP261	Battery case that holds 6 AA alkaline batteries	-30%
324	Icom	Accessories	A, B or C	Accessories	BP263	BP263	Battery case that holds 6 AA alkaline batteries	-30%
325	Icom	Accessories	A, B or C	Accessories	BP264	BP264	NiMH 7.2V 1400mAh	-30%
326	Icom	Accessories	A, B or C	Accessories	BP265	BP265	Li-ion 7.4V 1900mAh	-30%
327	Icom	Accessories	A, B or C	Accessories	BP266	BP266	Li-ion 1500mAh battery for the M24	-30%
328	Icom	Accessories	A, B or C	Accessories	BP271	BP271	Li-ion 7.4V 1200mAh (typical capacity), 1150mAh (minimum value)	-30%
329	Icom	Accessories	A, B or C	Accessories	BP272	BP272	Li-ion 7.4V 2000mAh (typical capacity), 1880mAh (minimum value)	-30%
330	Icom	Accessories	A, B or C	Accessories	BP273	BP273	Battery case that holds 3 AA alkaline batteries	-30%
331	Icom	Accessories	A, B or C	Accessories	BP275	BP275	7.4V 1500mAh Li-ion battery for M92D	-30%
332	Icom	Accessories	A, B or C	Accessories	BP277EX	BP277EX	Li-ion 7.4V 1900mAh (typical capacity), 1800mAh (minimum value) blue battery	-30%
333	Icom	Accessories	A, B or C	Accessories	BP279	BP279	Li-ion 7.2V 1485mAh battery	-30%
334	Icom	Accessories	A, B or C	Accessories	BP280	BP280	Li-ion 7.2V 2280mAh battery	-30%
335	Icom	Accessories	A, B or C	Accessories	BP282	BP282	1500mAh Li-ion battery for the M25	-30%
336	Icom	Accessories	A, B or C	Accessories	BP283	BP283	Li-ion 7.4V 2010mAh (typical capacity), 1910mAh (minimum value)	-30%
337	Icom	Accessories	A, B or C	Accessories	BP284	BP284	Li-ion 7.4V 3210mAh (typical capacity), 3070mAh (minimum value)	-30%
338	Icom	Accessories	A, B or C	Accessories	BP285	BP285	Li-ion 7.2V 1570mAh (typical), 1485mAh (minimum) battery for M93D	-30%
339	Icom	Accessories	A, B or C	Accessories	BP287	BP287	2800mAh li-ion 7.2V battery	-30%
340	Icom	Accessories	A, B or C	Accessories	BP288	BP288	2350mAh li-ion 7.2V battery; IP57	-30%
341	Icom	Accessories	A, B or C	Accessories	BP289	BP289	Battery case 6 x AA; IP54	-30%
342	Icom	Accessories	A, B or C	Accessories	BP290	BP290	2010mAh li-ion battery	-30%
343	Icom	Accessories	A, B or C	Accessories	BP291	BP291	Battery case 5 x AA	-30%
344	Icom	Accessories	A, B or C	Accessories	BP292IS	BP292IS	2010mAh li-ion intrinsically safe battery	-30%
345	Icom	Accessories	A, B or C	Accessories	BP293	BP293	Battery case 6 x AA	-30%
346	Icom	Accessories	A, B or C	Accessories	BP294	BP294	3150mAh li-ion battery for the F52D/F62D/M85	-30%
347	Icom	Accessories	A, B or C	Accessories	BP296	BP296	3.6V 2350mAh Li-ion battery (M37)	-30%
348	Icom	Accessories	A, B or C	Accessories	BP297	BP297	Alkaline case for M37 (3 x AAA)	-30%
349	Icom	Accessories	A, B or C	Accessories	BP298	BP298	2250mAh Li-ion battery for the V86	-30%
350	Icom	Accessories	A, B or C	Accessories</				

Vendor (AF)

No.	Manufacturer	Product Category	Product Group	APC	Item	Short Description	MSRP % Discount
355	Icom	A, B or C	Accessories	CFR5000MT	CFR5000MT	Multi-site (conventional & trunking) IP repeater link card (requires UC-FR5000 or UCFR5300 board)	-30%
357	Icom	A, B or C	Accessories	CFR5300SC	CFR5300SC	Single-site IP Repeater link card (requires UC-FR5300)	-30%
358	Icom	A, B or C	Accessories	CFUR8100	CFUR8100	Cooling fan unit	-30%
359	Icom	A, B or C	Accessories	CP12L	CP12L	Cigarette lighter cable with noise filter and right angle connector	-30%
360	Icom	A, B or C	Accessories	CP20	CP20	Cigarette lighter cable with noise filter and DC-DC converter. Charges the BC167 with a 12V/24V cigarette lighter socket.	-30%
361	Icom	A, B or C	Accessories	CP22	CP22	Cigarette lighter cable with DC-DC converter for use with the BC179 for the A14/S. 12-24V DC input available.	-30%
362	Icom	A, B or C	Accessories	CP23L	CP23L	12V cigarette lighter cable for use with rapid chargers	-30%
363	Icom	A, B or C	Accessories	CP24	CP24	Cigarette lighter cable that charges the charger in a vehicle	-30%
364	Icom	A, B or C	Accessories	CS2300H	CS2300H	Cloning software for 2300H	-30%
365	Icom	A, B or C	Accessories	CS7100	CS7100	Programming software for 7100	-30%
366	Icom	A, B or C	Accessories	CS9100	CS9100	Cloning software for 9100	-30%
367	Icom	A, B or C	Accessories	CSA120	CSA120	Programming software A120	-30%
368	Icom	A, B or C	Accessories	CSA14	CSA14	Programming software for the A14/A14S	-30%
369	Icom	A, B or C	Accessories	CSA220	CSA220	Programming software A220	-30%
370	Icom	A, B or C	Accessories	CSA24	CSA24	A24 Cloning Software	-30%
371	Icom	A, B or C	Accessories	CSA25	CSA25	A25 programming software	-30%
372	Icom	A, B or C	Accessories	CSF11	CSF11	F11/F21 Program Sflwre	-30%
373	Icom	A, B or C	Accessories	CSF14	CSF14	F14/F24 Program Sflwre w/ MDC	-30%
374	Icom	A, B or C	Accessories	CSF2000	CSF2000	Programming software for the F1000/2000 series	-30%
375	Icom	A, B or C	Accessories	CSF2100D	CSF2100D	Programming software for the F1100D/2100D	-30%
376	Icom	A, B or C	Accessories	CSF3001	CSF3001	F3001/F4001 programming software	-30%
377	Icom	A, B or C	Accessories	CSF3011	CSF3011	F3011/F4011 software	-30%
378	Icom	A, B or C	Accessories	CSF3021-F5021-F5011	CSF3021-F5021-F5011	F3021-F5021-F5011 series programming software	-30%
379	Icom	A, B or C	Accessories	CSF3101D-F5121D	CSF3101D-F5121D	F3101D-F5121D series programming software	-30%
380	Icom	A, B or C	Accessories	CSF3161-F5061	CSF3161-F5061	Software to program the F3161/4161 & F5061/6061 radios	-30%
381	Icom	A, B or C	Accessories	CSF3210D	CSF3210D	Programming software for F3210D/4210D, F3230D/4230D & F5220D/6220D	-30%
382	Icom	A, B or C	Accessories	CSF3360D-F5360D	CSF3360D-F5360D	Programming software for the F3360D & F5360D series	-30%
383	Icom	A, B or C	Accessories	CSF3400D	CSF3400D	Programming software for the F3400D/F5400D series	-30%
384	Icom	A, B or C	Accessories	CSF5122DD	CSF5122DD	F5122DD/6122DD programming software	-30%
385	Icom	A, B or C	Accessories	CSF52D	CSF52D	F52D/F62D programming software	-30%
386	Icom	A, B or C	Accessories	CSF70-F1700	CSF70-F1700	Cloning Software F70/F80/F1701/F1821/F2721/F2821	-30%
387	Icom	A, B or C	Accessories	CSF7510	CSF7510	Programming software for the F7010 & F7510 P25 radios	-30%
388	Icom	A, B or C	Accessories	CSF8101	CSF8101	Programming software. Use a generic USB "A" to "B" cable to program radio.	-30%
389	Icom	A, B or C	Accessories	CSF9010-F9510	CSF9010-F9510	F9011-F9511 programming software	-30%
390	Icom	A, B or C	Accessories	CSFR5000	CSFR5000	FR5000/6000 programming software	-30%
391	Icom	A, B or C	Accessories	CSFR9010	CSFR9010	Programming software for the FR9010/9020	-30%
392	Icom	A, B or C	Accessories	CSGM1600	CSGM1600	GM1600 programming software	-30%
393	Icom	A, B or C	Accessories	CSIP501H	CSIP501H	IP501H programming software	-30%
394	Icom	A, B or C	Accessories	CSKL D2	CSKL D2	Encryption key loader software for F3400/F5400 series	-30%
395	Icom	A, B or C	Accessories	CSM24	CSM24	M24 programming software	-30%
396	Icom	A, B or C	Accessories	CSM25	CSM25	M25 programming software (requires OPC478UC+ OPC1655)	-30%
397	Icom	A, B or C	Accessories	CSM330	CSM330	M330 programming software	-30%
398	Icom	A, B or C	Accessories	CSM400BB	CSM400BB	M400BB programming software. Requires OPC478UC + OPC-980 cables.	-30%
399	Icom	A, B or C	Accessories	CSM506	CSM506	M506 programming software. Requires OPC478UC + OPC-980 cables.	-30%
400	Icom	A, B or C	Accessories	CSM604A	CSM604A	M604A programming software	-30%
401	Icom	A, B or C	Accessories	CSM605	CSM605	Programming software for the M605. Includes MMSI reset dongle. Requires OPC2382 + OPC478UC for programming.	-30%
402	Icom	A, B or C	Accessories	CSM72	CSM72	M72 Programming Software	-30%
403	Icom	A, B or C	Accessories	CSM73	CSM73	Programming software for the M73	-30%
404	Icom	A, B or C	Accessories	CSM802	CSM802	M802 Program Software	-30%
405	Icom	A, B or C	Accessories	CSM85	CSM85	M85 programming software	-30%
406	Icom	A, B or C	Accessories	CSM92D/M424	CSM92D/M424	Programming software for M92D & M424	-30%
407	Icom	A, B or C	Accessories	CSOT1PM1	CSOT1PM1	Over-the-air programming (OTAP) manager software	-30%
408	Icom	A, B or C	Accessories	CSOT1PM2	CSOT1PM2	P25 over-the-air programming (OTAP) manager software; support only/ conventional mode	-30%
409	Icom	A, B or C	Accessories	CSR30	CSR30	Programming software for R30	-30%
410	Icom	A, B or C	Accessories	CSR6	CSR6	Programming software for R6	-30%
411	Icom	A, B or C	Accessories	CSR8600	CSR8600	R8600 programming software	-30%
412	Icom	A, B or C	Accessories	CSRMK4	CSRMK4	Programming software for the RMK4	-30%
413	Icom	A, B or C	Accessories	CS170	CS170	170A software	-30%
414	Icom	A, B or C	Accessories	CSV80	CSV80	V80 software	-30%
415	Icom	A, B or C	Accessories	CT23 01	CT23 01	PT1 microphone adapter to use SM-26 or HM-52 with a PC. Requires BC-1478	-30%
416	Icom	A, B or C	Accessories	CT24	CT24	Digital voice converter (supplied with RC1810 and works with VEPG3)	-30%
417	Icom	A, B or C	Accessories	HH15B	HH15B	Earphone with 2.5mm plug to use with HH4/63MC	-30%
418	Icom	A, B or C	Accessories	FM80	FM80	Spin full size speaker mic for F3003 series. IS approved to work with F30G IS radios.	-30%
419	Icom	A, B or C	Accessories	EX2785J01	EX2785J01	P25 activation software for F7080 & F1721/2721 radios	-30%
420	Icom	A, B or C	Accessories	EX2785J03	EX2785J03	AES activation upgrade	-30%
421	Icom	A, B or C	Accessories	F121 MMB	F121 MMB	Mounting bracket F121/F221/F5011/F5021 series	-30%
422	Icom	A, B or C	Accessories	F1721 MMB	F1721 MMB	Mounting bracket for F1721/F1821, F2721/2821, F9011S/T	-30%
423	Icom	A, B or C	Accessories	F5061 IGN SENSE CABLE	F5061 IGN SENSE CABLE	96" cable with 3A fuse	-30%
424	Icom	A, B or C	Accessories	F5061 MMB	F5061 MMB	Mounting bracket included with the F5061/F6061	-30%
425	Icom	A, B or C	Accessories	FAB02AR	FAB02AR	Standard antenna for Aviation handheld radios	-30%
426	Icom	A, B or C	Accessories	FAS100U	FAS100U	7.800MHz antenna	-30%
427	Icom	A, B or C	Accessories	FAS102U	FAS102U	Antenna for SAT100	-30%
428	Icom	A, B or C	Accessories	FAS24V	FAS24V	136-150MHz antenna for the F50-V handhelds (Blue ring)	-30%
429	Icom	A, B or C	Accessories	FAS270C	FAS270C	Wideband RX antenna (SMA)	-30%
430	Icom	A, B or C	Accessories	FAS27U	FAS27U	400-470MHz antenna for the F60-V (green ring)	-30%
431	Icom	A, B or C	Accessories	FAS56U	FAS56U	450-520MHz antenna for F60-V (red ring)	-30%
432	Icom	A, B or C	Accessories	FAS57US	FAS57US	450-490MHz stubby antenna for F60-V portable radios (red ring)	-30%
433	Icom	A, B or C	Accessories	FAS58U	FAS58U	400-470MHz antenna - standard on the F9021	-30%
434	Icom	A, B or C	Accessories	FAS59V	FAS59V	150-174MHz standard antenna for the F50 & M88 (red ring)	-30%
435	Icom	A, B or C	Accessories	FAS61V	FAS61V	Standard antenna for GM1600	-30%
436	Icom	A, B or C	Accessories	FAS62VS	FAS62VS	150-162MHz stubby antenna for F50-V (Red ring)	-30%
437	Icom	A, B or C	Accessories	FAS63VS	FAS63VS	162-174MHz stubby antenna for F50-V (green ring)	-30%
438	Icom	A, B or C	Accessories	FAS64V	FAS64V	Standard antenna for the M72/M73 (4 1/73" or 11 5/8")	-30%
439	Icom	A, B or C	Accessories	FAS65V	FAS65V	148-160 MHz flexible antenna - standard on F9011	-30%
440	Icom	A, B or C	Accessories	FAS67VC	FAS67VC	136-174MHz cut antenna - F3400-F7010-F9011	-30%
441	Icom	A, B or C	Accessories	FAS74U	FAS74U	490-520MHz antenna for F60-V (blue ring)	-30%
442	Icom	A, B or C	Accessories	FAS76LC	FAS76LC	380-520MHz cut antenna for F4400/F9021	-30%
443	Icom	A, B or C	Accessories	FAS81U	FAS81U	380-430MHz antenna for F4400	-30%
444	Icom	A, B or C	Accessories	FAS81US	FAS81US	400-450MHz stubby antenna for F4400	-30%
445	Icom	A, B or C	Accessories	FAS81V	FAS81V	136-150MHz antenna for F3400/F7010/F9011	-30%
446	Icom	A, B or C	Accessories	FAS81VS	FAS81VS	136-150MHz stubby antenna for F3400	-30%
447	Icom	A, B or C	Accessories	FAS82U	FAS82U	430-480MHz antenna for F4400	-30%
448	Icom	A, B or C	Accessories	FAS82US	FAS82US	450-490MHz stubby antenna for F4400	-30%
449	Icom	A, B or C	Accessories	FAS82V	FAS82V	148-162MHz antenna	-30%
450	Icom	A, B or C	Accessories	FAS82VS	FAS82VS	148-162MHz stubby antenna	-30%
451	Icom	A, B or C	Accessories	FAS83U	FAS83U	470-520MHz antenna for F4400	-30%
452	Icom	A, B or C	Accessories	FAS83V	FAS83V	160-174MHz antenna for F3400	-30%
453	Icom	A, B or C	Accessories	FAS83VS	FAS83VS	160-174MHz stubby antenna for F3400	-30%
454	Icom	A, B or C	Accessories	FAS25U	FAS25U	400-430MHz antenna for LM portables	-30%
455	Icom	A, B or C	Accessories	FAS25V	FAS25V	136-150MHz antenna for LM portables	-30%
456	Icom	A, B or C	Accessories	FAS26US	FAS26US	400-450MHz stubby antenna for LM portables	-30%
457	Icom	A, B or C	Accessories	FAS26VS	FAS26VS	136-144MHz stubby antenna for LM portables	-30%
458	Icom	A, B or C	Accessories	FAS27VS	FAS27VS	142-150MHz stubby antenna for LM portables	-30%
459	Icom	A, B or C	Accessories	FAS28V	FAS28V	142-162MHz antenna for LM portables	-30%
460	Icom	A, B or C	Accessories	FAS29V	FAS29V	160-174MHz antenna for LM portables	-30%
461	Icom	A, B or C	Accessories	FAS35V	FAS35V	146-174MHz standard antenna for LM portables	-30%
462	Icom	A, B or C	Accessories	FAS36VS	FAS36VS	150-160MHz stubby antenna for LM portables	-30%
463	Icom	A, B or C	Accessories	FAS37U	FAS37U	430-470MHz standard antenna for LM radios (red ring)	-30%
464	Icom	A, B or C	Accessories	FAS37VS	FAS37VS	160-174MHz stubby antenna for LM portables	-30%
465	Icom	A, B or C	Accessories	FAS38V	FAS38V	Standard antenna M24/M34/M36/M85	-30%
466	Icom	A, B or C	Accessories	FAS39V	FAS39V	Standard antenna M25/M37/M93D/M92D	-30%
467	Icom	A, B or C	Accessories	FAS611UC	FAS611UC	380-520MHz cut antenna for the specific frequency desired	-30%
468	Icom	A, B or C	Accessories	FAS61VC	FAS61VC	136-174MHz cut antenna for the specific frequency desired	-30%
469	Icom	A, B or C	Accessories	FAS62V	FAS62V	150-160MHz high gain antenna for LM portables (10")	-30%
470	Icom	A, B or C	Accessories	FAS63V	FAS63V	155-165MHz high gain antenna for LM portables (9.5")	-30%
471	Icom	A, B or C	Accessories	FAS72U	FAS72U	470-512MHz antenna for LM portables	-30%
472	Icom	A, B or C	Accessories	FAS73US	FAS73US	450-470MHz stubby antenna for LM portable radios	-30%
473	Icom-Galtronics	A, B or C	Accessories	GAL 06026	GAL 06026	136-174MHz short helical broadband antenna for F9011	-30%
474	Icom	A, B or C	Accessories	HMI26B	HMI26B	Standard black front mount mic for M304	-30%
475	Icom	A, B or C	Accessories	HMI26RB	HMI26RB	Standard black rear mount mic for M504/M604	-30%
476	Icom	A, B or C	Accessories	HMI28	HMI28	Earphone-microphone with 2-pin straight connector	-30%

Vendor (AF)

No.	Manufacturer	Product Category	Product Group	APC	Item	Short Description	MSRP % Discount
477	Icom	A, B or C	Accessories	HM128L	HM128L	Earphone mic with 2-pin right angle connector	-30%
478	Icom	A, B or C	Accessories	HM131	HM131	Speaker microphone with earphone jack and clip (straight 2-pin, both stereo plug)	-30%
479	Icom	A, B or C	Accessories	HM131SC	HM131SC	Lightweight speaker microphone with earphone jack (9-pin)	-30%
480	Icom	A, B or C	Accessories	HM133V	HM133V	Standard partial function remote microphone (squeeze only) 2300H/V8000	-30%
481	Icom	A, B or C	Accessories	HM135	HM135	Hand microphone, water resistant, remote function for M802	-30%
482	Icom	A, B or C	Accessories	HM138	HM138	Waterproof 3-pin marine style speaker mic (IS approved for F50 F60 M88 F70 F80)	-30%
483	Icom	A, B or C	Accessories	HM148G	HM148G	Self grounding microphone for mobile radios	-30%
484	Icom	A, B or C	Accessories	HM148T	HM148T	DMTF mobile microphone	-30%
485	Icom	A, B or C	Accessories	HM151	HM151	Remote control microphone (7000/7100)	-30%
486	Icom	A, B or C	Accessories	HM152	HM152	Standard microphone for low/mid range mobile radios	-30%
487	Icom	A, B or C	Accessories	HM152T	HM152T	DTMF modular microphone for LM mobile radios	-30%
488	Icom	A, B or C	Accessories	HM153A	HM153A	Cover dual microphone with earphone combination (right angle 2-pin screw down connector)	-30%
489	Icom	A, B or C	Accessories	HM153S	HM153S	Microphone with 2.5mm earphone combination (right angle 2-pin connector)	-30%
490	Icom	A, B or C	Accessories	HM154	HM154	Simple microphone for Amateur mobile radios (EJ45)	-30%
491	Icom	A, B or C	Accessories	HM158A	HM158A	Compact speaker microphone with revolving clip and earphone jack (right angle 2-pin screw down connector, stereo mic/mono speaker)	-30%
492	Icom	A, B or C	Accessories	HM159A	HM159A	Large speaker microphone with earphone jack and metal alligator clip (right angle 2-pin screw down connector, stereo mic/mono speaker)	-30%
493	Icom	A, B or C	Accessories	HM159SC LG	HM159SC LG	Large speaker microphone with earphone jack and metal alligator clip (9-pin, stereo mic/mono speaker)	-30%
494	Icom	A, B or C	Accessories	HM163MC	HM163MC	Lapel mic with 2.5mm earphone jack	-30%
495	Icom	A, B or C	Accessories	HM164B	HM164B	Standard black hand mic M200/M304/M412	-30%
496	Icom	A, B or C	Accessories	HM165	HM165	Waterproof speaker mic for M41 M36/M37D	-30%
497	Icom	A, B or C	Accessories	HM166A	HM166A	Earphone microphone with 2-pin right angle connector	-30%
498	Icom	A, B or C	Accessories	HM166S	HM166S	Earphone microphone with two pin right angle connector	-30%
499	Icom	A, B or C	Accessories	HM167	HM167	Lightweight IPX8 waterproof speaker mic M73/GM1600/M92/M72	-30%
500	Icom	A, B or C	Accessories	HM168L WP	HM168L WP	Waterproof speaker microphone	-30%
501	Icom	A, B or C	Accessories	HM169	HM169	Waterproof speaker mic (9-pin)	-30%
502	Icom	A, B or C	Accessories	HM169 IS	HM169 IS	Intrinsically safe waterproof speaker mic (9-pin)	-30%
503	Icom	A, B or C	Accessories	HM176	HM176	Microphone for the A220/A210/A200/PS80	-30%
504	Icom	A, B or C	Accessories	HM180	HM180	Microphone for M710/M700PRO	-30%
505	Icom	A, B or C	Accessories	HM183L S	HM183L S	Waterproof compact speaker microphone (2-pin connector)	-30%
506	Icom	A, B or C	Accessories	HM184H	HM184H	14-pin loud waterproof speaker mic (no accessory jack)	-30%
507	Icom	A, B or C	Accessories	HM184IS	HM184IS	14-pin intrinsically safe approved waterproof speaker mic (no accessory jack)	-30%
508	Icom	A, B or C	Accessories	HM186L S	HM186L S	Compact speaker microphone with earphone jack (2 pin connector)	-30%
509	Icom	A, B or C	Accessories	HM192	HM192	Remote control microphone for F8101 (requires separation cable)	-30%
510	Icom	A, B or C	Accessories	HM193	HM193	Hand microphone for the F8101	-30%
511	Icom	A, B or C	Accessories	HM195B	HM195B	CommandMic IV with yellow backlit LCD in black	-30%
512	Icom	A, B or C	Accessories	HM195GB	HM195GB	CommandMic IV with white backlit LCD in black	-30%
513	Icom	A, B or C	Accessories	HM195GW	HM195GW	CommandMic IV with white backlit LCD in super white	-30%
514	Icom	A, B or C	Accessories	HM195SW	HM195SW	Command Mic IV with yellow backlit LCD in super white	-30%
515	Icom	A, B or C	Accessories	HM196B	HM196B	Standard hand microphone for M424 and works with the M424G	-30%
516	Icom	A, B or C	Accessories	HM196SW	HM196SW	Standard hand microphone for M424 and works with the M424G	-30%
517	Icom	A, B or C	Accessories	HM198	HM198	Hand microphone for 7100	-30%
518	Icom	A, B or C	Accessories	HM202	HM202	Compact IPX7 waterproof speaker mic M73/M72	-30%
519	Icom	A, B or C	Accessories	HM203EX	HM203EX	Blue speaker microphone for F3201DEX/4201DEX	-30%
520	Icom	A, B or C	Accessories	HM205B	HM205B	Speaker microphone M424G/M506	-30%
521	Icom	A, B or C	Accessories	HM205RB	HM205RB	Speaker microphone for M506 rear connector & M605	-30%
522	Icom	A, B or C	Accessories	HM207	HM207	Control hand microphone (ID5100)	-30%
523	Icom	A, B or C	Accessories	HM207S	HM207S	DTMF standard mic ID4100	-30%
524	Icom	A, B or C	Accessories	HM213	HM213	Waterproof floating speaker mic for M25	-30%
525	Icom	A, B or C	Accessories	HM214H	HM214H	Hand microphone for GM800 & M803	-30%
526	Icom	A, B or C	Accessories	HM215	HM215	Speaker microphone for the IC-218 car charger	-30%
527	Icom	A, B or C	Accessories	HM216	HM216	Standard microphone for A120	-30%
528	Icom	A, B or C	Accessories	HM217	HM217	Microphone with built-in speaker and front panel includes up/down buttons and two programmable buttons (P1/P2)	-30%
529	Icom	A, B or C	Accessories	HM218	HM218	Secondary remote control microphone, COMMANDMIC, for the F5400D/F6400D. Requires RMK5 + OPC2373 or OPC2374.	-30%
530	Icom	A, B or C	Accessories	HM219	HM219	Hand microphone 7300/7610	-30%
531	Icom	A, B or C	Accessories	HM220	HM220	Heavy duty microphone (IP54) for the F5400 series	-30%
532	Icom	A, B or C	Accessories	HM220T	HM220T	Heavy duty microphone with DTMF keypad (IP54) for the F5400 series	-30%
533	Icom	A, B or C	Accessories	HM221	HM221	Microphone (IP55) for the F5400 series	-30%
534	Icom	A, B or C	Accessories	HM221T	HM221T	Microphone with DTMF keypad (IP55) for the F5400 series	-30%
535	Icom	A, B or C	Accessories	HM222	HM222	IPX8 waterproof speaker microphone w/ 3.5mm accessory jack (14-pin connector)	-30%
536	Icom	A, B or C	Accessories	HM228	HM228	Compact IPX7 speaker mic for M73D	-30%
537	Icom	A, B or C	Accessories	HM230HB	HM230HB	CommandMic with 104-key (IP55) for IP501M	-30%
538	Icom	A, B or C	Accessories	HM231	HM231	Waterproof speaker microphone (A25)	-30%
539	Icom	A, B or C	Accessories	HM232	HM232	Hand microphone for ID4100	-30%
540	Icom	A, B or C	Accessories	HM233GP	HM233GP	GPS microphone IP67	-30%
541	Icom	A, B or C	Accessories	HM234	HM234	Aviation speaker mic (2-pin right angle connector)	-30%
542	Icom	A, B or C	Accessories	HM235B	HM235B	Black microphone for M330	-30%
543	Icom	A, B or C	Accessories	HM235W	HM235W	White microphone for M330	-30%
544	Icom	A, B or C	Accessories	HM236	HM236	Compact waterproof speaker microphone	-30%
545	Icom	A, B or C	Accessories	HM240	HM240	Waterproof aviation speaker mic (2-pin)	-30%
546	Icom	A, B or C	Accessories	HM241	HM241	Mobile microphone with emergency button for IP501M (IP54)	-30%
547	Icom	A, B or C	Accessories	HM75L S	HM75L S	Remote control speaker microphone with transmit indicator and earphone jack (right angle 2-pin, both stereo plug)	-30%
548	Icom	A, B or C	Accessories	HM4-9000	HM4-9000	Speaker microphone for the FR9010/9020 repeaters	-30%
549	Icom-Impact Radio Accessories	A, B or C	Accessories	HM4-HD716WP	HM4-HD716WP	Large waterproof, high gain speaker microphone with 3.5mm accessory jack (14-pin connector)	-30%
550	Icom-Impact Radio Accessories	A, B or C	Accessories	HM4-HD717WP	HM4-HD717WP	Large waterproof speaker microphone with 3.5mm accessory jack (right angle 2-pin screw down connector)	-30%
551	Icom	A, B or C	Accessories	HS102	HS102	Over the head headset with earphone. Allows for full-duplex operation and requires the OPC-2359.	-30%
552	Icom	A, B or C	Accessories	HS94	HS94	Earpiece headset, use with VS/OPC2004/OPC2006/OPC1392	-30%
553	Icom	A, B or C	Accessories	HS94L WP	HS94L WP	Earhook headset with boom microphone with 2-pin screw down connector for hands-free operation.	-30%
554	Icom	A, B or C	Accessories	HS95	HS95	Headset with boom mic, use with VS/OPC2004/OPC2006/OPC1392	-30%
555	Icom	A, B or C	Accessories	HS95L WP	HS95L WP	Behind-the-ear type with boom microphone with 2-pin screw down connector	-30%
556	Icom	A, B or C	Accessories	HS97	HS97	Earphone with throat mic headset, use with VS/OPC2004/OPC2006/OPC1392	-30%
557	Icom-SSAP Metal Fabricators	A, B or C	Accessories	IABC1019	IABC1019	Heavy duty vehicular charger	-30%
558	Icom-SSAP Metal Fabricators	A, B or C	Accessories	IA-BC1171	IA-BC1171	Heavy duty vehicular charger for the F3161/F4161 series	-30%
559	Icom	A, B or C	Accessories	IA-DH1095	IA-DH1095	Remote mounting kit for the F9511/F9521 dual head kit. Dual head, external speaker, speaker microphone, and separation cables are required.	-30%
560	Icom-Prime Radio Products	A, B or C	Accessories	IAHM600	IAHM600	Heavy duty Bluetooth speaker microphone with loud audio, water dust resistant & 40+ hours of talk time (charger included)	-30%
561	Icom-Schippers & Crew	A, B or C	Accessories	IAJB1001	IAJB1001	Extension cable junction box for RMK5 or RMK7 that allows installer to connect 2 OPC2367s together for 52B of cable	-30%
562	Icom-Late Technology	A, B or C	Accessories	IAOPC054	IAOPC054	Cable to wire the F5400/F6400 to an external speaker	-30%
563	Icom-Lessco	A, B or C	Accessories	IAOPC1003	IAOPC1003	USB to micro-USB 3H cable	-30%
564	Icom	A, B or C	Accessories	IAOPC1075	IAOPC1075	F7500 mobile adapter cable to use with Motorola KVL3000/4000/5000 keyloaders. Requires the OPC1534 cable and a RJ45 female-to-female adapter	-30%
565	Icom	A, B or C	Accessories	IAOPC1076	IAOPC1076	F7500 mobile adapter cable to use with the KVL125 keyloader. Requires the OPC-AKVL1 cable and a RJ45 female-to-female adapter.	-30%
566	Icom-Innovative Circuit	A, B or C	Accessories	IAPS12	IAPS12	Power supply with cover for control station (120VAC, 20A)	-30%
567	Icom-Innovative Circuit	A, B or C	Accessories	IAPS12E	IAPS12E	Power supply with cover for control station (220VAC, 12A) for low and mid power only	-30%
568	Icom-Kirmuss & Associates	A, B or C	Accessories	IAS ANTRLY-0	IAS ANTRLY-0	1RU dual antenna switch for FR9010/9020	-30%
569	Icom-Kirmuss & Associates	A, B or C	Accessories	IAS ANTRLY-S	IAS ANTRLY-S	1RU single antenna switch for FR9010/9020	-30%
570	Icom-Kirmuss & Associates	A, B or C	Accessories	IAS BC-RHADP1R	IAS BC-RHADP1R	106-240V charger adapter for use with the IAS OPC-RHUSB	-30%
571	Icom-Kirmuss & Associates	A, B or C	Accessories	IAS BC-RHCHG1	IAS BC-RHCHG1	106-240V single unit charger for Redhawk mic	-30%
572	Icom-Kirmuss & Associates	A, B or C	Accessories	IAS BC-RHCHG12	IAS BC-RHCHG12	106-240V 12 unit charger for the Redhawk mix	-30%
573	Icom-Kirmuss & Associates	A, B or C	Accessories	IAS BP4RHATT1	IAS BP4RHATT1	3.8V 1200mAh battery for Redhawk mic	-30%
574	Icom-Kirmuss & Associates	A, B or C	Accessories	IAS CP4RHLP	IAS CP4RHLP	12-24V cigarette lighter plug requiring 2 USB cables	-30%
575	Icom	A, B or C	Accessories	IAS CROSSBAND CONTROL	IAS CROSSBAND CONTROL	Analog gateway that provides an easy migration path from analog to digital technology	-30%
576	Icom-Kirmuss & Associates	A, B or C	Accessories	IAS CS-RHSW	IAS CS-RHSW	Utility software to upload stored tracks, optional PC programming, online demos. One per customer needed.	-30%
577	Icom-Kirmuss & Associates	A, B or C	Accessories	IAS OPC-RH14	IAS OPC-RH14	RedHawk 14-pin cable connects GPS mic to radio (works in analog, P25 digital and IDAS)	-30%
578	Icom-Kirmuss & Associates	A, B or C	Accessories	IAS OPC-RH1D	IAS OPC-RH1D	RedHawk cable connects GPS mic to P25 mobile radios (works in both analog and P25 digital). May require AFO mod on radio.	-30%
579	Icom-Kirmuss & Associates	A, B or C	Accessories	IAS OPC-RH19	IAS OPC-RH19	RedHawk 9-pin cable connects GPS mic to radio (works in analog only)	-30%
580	Icom-Kirmuss & Associates	A, B or C	Accessories	IAS OPC-RHUSB	IAS OPC-RHUSB	USB cable to connect mic with PC or charger adapter. One comes with each microphone.	-30%
581	Icom-Kirmuss & Associates	A, B or C	Accessories	IAS REDHAWK	IAS REDHAWK	Speaker microphone with GPS receiver. LCD display shows basic orientation of all members within a group. Battery & USB cable included. Cable that hooks from microphone to radio is required.	-30%
582	Icom	A, B or C	Accessories	IASANTSW1	IASANTSW1	Single antenna switch for base station operation	-30%
583	Icom	A, B or C	Accessories	IASANTSW2	IASANTSW2	Dual antenna switch for base station operation	-30%
584	Icom-TIPILEX	A, B or C	Accessories	IASDP1001	IASDP1001	DC distribution panel 12/24VDC with remote power control and SNMP. It can manage up to 12 loads.	-30%
585	Icom-TIPILEX	A, B or C	Accessories	IASDUP1001	IASDUP1001	136-148 G cavity 50W internal duplexer, 3MHz TX-RX separation	-30%
586	Icom-TIPILEX	A, B or C	Accessories	IASDUP1002	IASDUP1002	148-160 G cavity 50W internal duplexer, 3MHz TX-RX separation	-30%
587	Icom-TIPILEX	A, B or C	Accessories	IASDUP1003	IASDUP1003	160-174 G cavity 50W internal duplexer, 3MHz TX-RX separation	-30%
588	Icom-TIPILEX	A, B or C	Accessories	IASDUP1004	IASDUP1004	136-148 G cavity 50W internal duplexer, 3MHz TX-RX separation	-30%
589	Icom-Amphenol Procom	A, B or C	Accessories	IASDUP1005	IASDUP1005	148-160 G cavity 50W internal duplexer, 3MHz TX-RX separation	-30%
590	Icom-TIPILEX	A, B or C	Accessories	IASDUP1006	IASDUP1006	160-174 G cavity 50W internal duplexer, 3MHz TX-RX separation	-30%
591	Icom-TIPILEX	A, B or C	Accessories	IASDUP1007	IASDUP1007	136-148 G cavity 50W internal duplexer, 10MHz TX-RX separation	-30%

Vendor (AF)

No.	Manufacturer	Product Category	Product Group	APC	Item	Short Description	MSRP % Discount	
592	Icom	PIPEX	A, B or C	Accessories	IASDUP1008	IASDUP1008	148-160 6 cavity 50W internal duplexer, 10MHz TX-RX separation	-30%
593	Icom	PIPEX	A, B or C	Accessories	IASDUP1009	IASDUP1009	160-174 6 cavity 50W internal duplexer, 10MHz TX-RX separation	-30%
594	Icom	MP	A, B or C	Accessories	IASDUP1010	IASDUP1010	144-190MHz 6 cavity 100W duplexer with 3MHz minimum TX-RX separation	-30%
595	Icom	elevenave	A, B or C	Accessories	IASDUP1012	IASDUP1012	144-174MHz 6 cavity, 350W duplexer, 400Hz TX-RX separation; 32" tall	-30%
596	Icom	Amphenol Procom	A, B or C	Accessories	IASDUP1015	IASDUP1015	152-175MHz 50W internal duplexer (6-8MHz minimum separation)	-30%
597	Icom	PIPEX	A, B or C	Accessories	IASDUP1035	IASDUP1035	400-512 4 cavity 100W duplexer, 3MHz TX-RX separation	-30%
598	Icom	Procom A/S	A, B or C	Accessories	IASDUP1036	IASDUP1036	400-440 6 cavity 50W internal duplexer, 3MHz TX-RX separation	-30%
599	Icom	Procom A/S	A, B or C	Accessories	IASDUP1037	IASDUP1037	440-470 6 cavity 50W internal duplexer, 3MHz TX-RX separation	-30%
600	Icom	PIPEX	A, B or C	Accessories	IASDUP1038	IASDUP1038	470-490 6 cavity 50W internal duplexer, 3MHz TX-RX separation	-30%
601	Icom	PIPEX	A, B or C	Accessories	IASDUP1039	IASDUP1039	490-512 6 cavity 50W internal duplexer, 3MHz TX-RX separation	-30%
602	Icom	PIPEX	A, B or C	Accessories	IASDUP1040	IASDUP1040	400-440 6 cavity 50W internal duplexer, 10MHz TX-RX separation	-30%
603	Icom	PIPEX	A, B or C	Accessories	IASDUP1041	IASDUP1041	440-470 6 cavity 50W internal duplexer, 10MHz TX-RX separation	-30%
604	Icom	PIPEX	A, B or C	Accessories	IASDUP1042	IASDUP1042	470-490 6 cavity 50W internal duplexer, 10MHz TX-RX separation	-30%
605	Icom	PIPEX	A, B or C	Accessories	IASDUP1043	IASDUP1043	490-512 6 cavity 50W internal duplexer, 10MHz TX-RX separation	-30%
606	Icom	EMR	A, B or C	Accessories	IASDUP1044	IASDUP1044	440-512 6 cavity 100W duplexer with 3MHz minimum TX-RX separation	-30%
607	Icom		A, B or C	Accessories	IASDUP50CY	IASDUP50CY	CY5000.6000 internal duplexer assembly kit including RF jumpers and screws	-30%
608	Icom		A, B or C	Accessories	IASDUP50FR	IASDUP50FR	FR5000.6000 internal duplexer assembly kit including RF jumpers, mounting bracket and screws	-30%
609	Icom	RF Technology	A, B or C	Accessories	IASE2PA506	IASE2PA506	440-470MHz 100W 2RU power amplifier; 19" rack mountable; requires 13.8V power supply	-30%
610	Icom	RF Technology	A, B or C	Accessories	IASE2PA507	IASE2PA507	470-490MHz 100W 2RU power amplifier; 19" rack mountable; requires 13.8V power supply	-30%
611	Icom	RF Technology	A, B or C	Accessories	IASE2PA511	IASE2PA511	470-490MHz 100W 2RU additional power amplifier (fits next to IASE2PA507 in chassis)	-30%
612	Icom	Innovative Circuit	A, B or C	Accessories	IASIV300	IASIV300	Site inverter 300W 12-24VDC; 1RU 19" rack mountable	-30%
613	Icom	THALES	A, B or C	Accessories	IASKF7P	IASKF7P	System Owner Master Key (SOMK); USB Dongle and CS-7500/ASK "P25 Advanced System Key (ASK) Manager Application" Note: Available only to P25 trunking system owners and requires the completion of the "P25 System Key Request Form" by the P25 Trunking System Owner	-30%
614	Icom	THALES	A, B or C	Accessories	IASKF7S	IASKF7S	Accessory Advanced System Key (AASK) USB dongle required for programming P25 trunking parameters. Note: shipped unprogrammed; requires P25 trunking system owner to program	-30%
615	Icom	ASAP Metal Fabricators	A, B or C	Accessories	IASMNT1005	IASMNT1005	Internal universal accessory mounting plate - use to mount duplexers pro-selectors into FR5000/FR6000	-30%
616	Icom	Walker Component Group	A, B or C	Accessories	IASMNT1028	IASMNT1028	28x19, 16U desktop 2-post rack; 350lb weight capacity	-30%
617	Icom	ASAP Metal Fabricators	A, B or C	Accessories	IASMNT1030	IASMNT1030	30" (17RU) locking indoor cabinet	-30%
618	Icom	Radar	A, B or C	Accessories	IASMNT1042	IASMNT1042	42x19 welded steel 2-post rack; 24U, 1,500lb weight capacity	-30%
619	Icom	ASAP Metal Fabricators	A, B or C	Accessories	IASMNT1046	IASMNT1046	46" (26RU) locking indoor cabinet	-30%
620	Icom	ASAP Metal Fabricators	A, B or C	Accessories	IASMNT1060	IASMNT1060	60" (34RU) locking indoor cabinet	-30%
621	Icom	Walker Component Group	A, B or C	Accessories	IASMNT1063	IASMNT1063	63x19 welded steel 2-post rack; 63U, 1,500lb weight capacity	-30%
622	Icom	Radar	A, B or C	Accessories	IASMNT1070	IASMNT1070	70x19 welded steel 2-post rack; 40U, 1,500lb weight capacity	-30%
623	Icom	Innovative Circuit	A, B or C	Accessories	IASMNT1100	IASMNT1100	20A power supply rack-mount kit; holds 1 or 2 power supplies	-30%
624	Icom	Innovative Circuit	A, B or C	Accessories	IASMNT1102	IASMNT1102	19" 2RU rack mount tray for 20A power supply; holds up to 2 units	-30%
625	Icom	Lesaco	A, B or C	Accessories	IASMNT1105	IASMNT1105	Battery charger rackmount kit holds 1 to 2 chargers	-30%
626	Icom	Crescent Technologies	A, B or C	Accessories	IASPA510	IASPA510	144-154MHz 100W out, 2-5W in, 4RU power amplifier; 19" rack mountable	-30%
627	Icom	Crescent Technologies	A, B or C	Accessories	IASPA520	IASPA520	152-162MHz 100W out, 2-5W in, 4RU power amplifier; 19" rack mountable	-30%
628	Icom	PIPEX	A, B or C	Accessories	IASPR1002	IASPR1002	150-174MHz 4 cavity pro-selector assembly kit required with FR5000	-30%
629	Icom	PIPEX	A, B or C	Accessories	IASPR1010	IASPR1010	400-440MHz 4 cavity pro-selector assembly kit required with FR6000	-30%
630	Icom	PIPEX	A, B or C	Accessories	IASPR1011	IASPR1011	440-470MHz 4 cavity pro-selector assembly kit required with FR6000	-30%
631	Icom	ASAP Metal Fabricators	A, B or C	Accessories	IASPR50FR	IASPR50FR	FR5000.6000 internal pro-selector assembly kit including RF jumpers, mounting bracket and screws	-30%
632	Icom	Innovative Circuit	A, B or C	Accessories	IASPS1022	IASPS1022	12v/30A power supply/battery charger - 1RU rack mountable with IASMNT1105	-30%
633	Icom	Innovative Circuit	A, B or C	Accessories	IASPS1220	IASPS1220	20A power supply, 13.8VDC; requires mount for use in rack (IASMNT1102)	-30%
634	Icom	Innovative Circuit	A, B or C	Accessories	ICT CS120-20A/IC06	ICT CS120-20A/IC06	110V power supply & cabinet for control station use on P25 radios	-30%
635	Icom	Innovative Circuit	A, B or C	Accessories	ICT CS120-20AG/IC04	ICT CS120-20AG/IC04	110V power supply and cabinet for control station use for F5011/5021/F5121/F5220	-30%
636	Icom	Innovative Circuit	A, B or C	Accessories	ICT CS120-20AG/IC09	ICT CS120-20AG/IC09	110V power supply and cabinet for control station use for F5061/6061	-30%
637	Icom	Innovative Circuit	A, B or C	Accessories	ICT CS120-30A/IC08	ICT CS120-30A/IC08	110V power supply and cabinet for control station use for F9511HT	-30%
638	Icom	Innovative Circuit	A, B or C	Accessories	ICT IC04 220V	ICT IC04 220V	220V power supply and cabinet for control station use for F5011/5021	-30%
639	Icom	Innovative Circuit	A, B or C	Accessories	ICT IC06 220V	ICT IC06 220V	220V power supply & cabinet for control station use on P25 radios	-30%
640	Icom	Innovative Circuit	A, B or C	Accessories	ICT IC09 220V	ICT IC09 220V	220V power supply and cabinet for control station use for F5061/6061	-30%
641	Icom	Innovative Circuit	A, B or C	Accessories	ICT IC011	ICT IC011	120V power supply and cabinet for base station use for A120	-30%
642	Icom	Innovative Circuit	A, B or C	Accessories	ICT IC011 220V	ICT IC011 220V	220V power supply and cabinet for control station use for A120	-30%
643	Icom	Impact Radio Accessories	A, B or C	Accessories	IMPACT HD3-43	IMPACT HD3-43	Heavy duty speaker mic w/3.5mm accessory jack (2-pin screw down connector)	-30%
644	Icom	Impact Radio Accessories	A, B or C	Accessories	IMPACT HD3-45	IMPACT HD3-45	Heavy duty use speaker mic with 3.5mm accessory jack (2-pin)	-30%
645	Icom	Impact Radio Accessories	A, B or C	Accessories	IMPACT HD3-16	IMPACT HD3-16	Lightweight heavy duty use speaker mic with 3.5mm accessory jack (14-pin connector)	-30%
646	Icom		A, B or C	Accessories	ISL-3	ISL-3	P25 trunking upgrade for the P9011/9511 series radios	-30%
647	Icom		A, B or C	Accessories	ISL-AK25K	ISL-AK25K	Add 25kHz into the radio	-30%
648	Icom		A, B or C	Accessories	ISL-AKAES	ISL-AKAES	AES activation code for F3400/F3400 series	-30%
649	Icom		A, B or C	Accessories	ISL-AKSITM	ISL-AKSITM	Add front panel programming tactical group functions	-30%
650	Icom		A, B or C	Accessories	ISL-4CHX	ISL-4CHX	Memory channel expansion (4000 CH)	-30%
651	Icom		A, B or C	Accessories	ISL-425AES	ISL-425AES	AES activation key enables AES in radio (requires UT134 or UT125 PIPS-2)	-30%
652	Icom		A, B or C	Accessories	ISL-425DS	ISL-425DS	P25 packet data service (GPS/text) license	-30%
653	Icom		A, B or C	Accessories	ISL-425FP	ISL-425FP	Front panel programming	-30%
654	Icom		A, B or C	Accessories	ISL-425P2	ISL-425P2	P25 Phase 2 trunking license (Phase 1 license required)	-30%
655	Icom		A, B or C	Accessories	ISL-425TR	ISL-425TR	P25 Phase 1 trunking license	-30%
656	Icom		A, B or C	Accessories	ISL-425VS	ISL-425VS	P25 conventional voting scan license	-30%
657	Icom		A, B or C	Accessories	ISL-425W	ISL-425W	Enable 25kHz in the F7010/F7510 radios	-30%
658	Icom		A, B or C	Accessories	ISL-4GMTR	ISL-4GMTR	Type D trunking license for single and multi-site trunking	-30%
659	Icom		A, B or C	Accessories	UK2CMA	UK2CMA	Dual COMMANDMIC adapter	-30%
660	Icom		A, B or C	Accessories	K220A	K220A	Asiatron mobile antenna with a magnetic mount	-30%
661	Icom		A, B or C	Accessories	K220C	K220C	Asiatron mobile antenna with a roof-top hole mount	-30%
662	Icom	Kirmuss & Associates	A, B or C	Accessories	KA KVI.125	KA KVI.125	KVI unit powered by 9volt battery	-30%
663	Icom	Klein Electronics	A, B or C	Accessories	KLEIN DOUBLE AGENT-88	KLEIN DOUBLE AGENT-88	2-Wire Kit D-Ring Earloop for F50/F60	-30%
664	Icom	aird Technologies	A, B or C	Accessories	LAIRD EXH 160 MXI	LAIRD EXH 160 MXI	155-160MHz antenna	-30%
665	Icom	Pulse Electronics	A, B or C	Accessories	LARSEN SPHL10160C	LARSEN SPHL10160C	151-163MHz helical 1/2 wave antenna center tuned to 157MHz	-30%
666	Icom		A, B or C	Accessories	LC159	LC159	Leather carrying case for the A6/A24	-30%
667	Icom		A, B or C	Accessories	LC189	LC189	R30 carrying case	-30%
668	Icom	A.W. Enterprises	A, B or C	Accessories	LCF1000S	LCF1000S	Leather carrying case with a swivel for F1000/2000/D non display radios	-30%
669	Icom	A.W. Enterprises	A, B or C	Accessories	LCF1000SS	LCF1000SS	Leather carrying case with a swivel belt loop and cutout for the display for the F1000S/2000S	-30%
670	Icom	A.W. Enterprises	A, B or C	Accessories	LCF1000TX	LCF1000TX	Leather case for the F1000T/2000T with a full keypad cutout with a swivel belt clip	-30%
671	Icom	A.W. Enterprises	A, B or C	Accessories	LCF1034SW	LCF1034SW	Leather case with swivel belt loop and D-ring; no display cutout for the F3400D	-30%
672	Icom	A.W. Enterprises	A, B or C	Accessories	LCF1035SW	LCF1035SW	Leather case with swivel belt loop and D-ring; display cutout for the F3400DS & F7010S	-30%
673	Icom	A.W. Enterprises	A, B or C	Accessories	LCF1036SW	LCF1036SW	Leather case with swivel belt loop and D-ring; display & full keypad cutout for the F3400DT & F7010T	-30%
674	Icom	A.W. Enterprises	A, B or C	Accessories	LCF1052S	LCF1052S	Leather case with swivel belt loop and D-ring for the F52D	-30%
675	Icom	A.W. Enterprises	A, B or C	Accessories	LCF14 SWIVEL	LCF14 SWIVEL	Leather carrying case with a swivel F14.24 & F3011/4011 radios	-30%
676	Icom	Dee Electronics	A, B or C	Accessories	LCF21 CLIP	LCF21 CLIP	Leather carrying case with a clip F11/21 radios	-30%
677	Icom	A.W. Enterprises	A, B or C	Accessories	LCF3060 SWIVEL	LCF3060 SWIVEL	Leather carrying case with a swivel for the F3001/4001 & F3101D/4101D radios	-30%
678	Icom	A.W. Enterprises	A, B or C	Accessories	LCF3021S SWIVEL	LCF3021S SWIVEL	Leather carrying case with a metal swivel clip and cutout for the display	-30%
679	Icom	A.W. Enterprises	A, B or C	Accessories	LCF3061S SWIVEL	LCF3061S SWIVEL	Leather case for the F3161/4161 with a swivel clip	-30%
680	Icom	A.W. Enterprises	A, B or C	Accessories	LCF3061T SWIVEL	LCF3061T SWIVEL	Leather case for the F3161/4161 with a full keypad cutout with a swivel belt clip	-30%
681	Icom	A.W. Enterprises	A, B or C	Accessories	LCF3261S SWIVEL	LCF3261S SWIVEL	Leather carrying case with a swivel clip and cutout for the display for F3261	-30%
682	Icom	A.W. Enterprises	A, B or C	Accessories	LCF3261T SWIVEL	LCF3261T SWIVEL	Leather carrying case with a swivel clip and cutout for the DTMF keypad for F3261 series	-30%
683	Icom	Dee Electronics	A, B or C	Accessories	LCF70 CLIP	LCF70 CLIP	Leather case with a metal clip and DTMF keypad cutout for the F70-80 series radios.	-30%
684	Icom	Dee Electronics	A, B or C	Accessories	LCF70S LOOP	LCF70S LOOP	Leather case with a belt loop for the F70-80 series radios. Case is not IS approved with any of our IS radios.	-30%
685	Icom	A.W. Enterprises	A, B or C	Accessories	LCF9011S SWIVEL	LCF9011S SWIVEL	Leather carrying case with a swivel clip for the F9011/9021 radios without a full keypad	-30%
686	Icom	A.W. Enterprises	A, B or C	Accessories	LCF9011T SWIVEL	LCF9011T SWIVEL	Leather carrying case with a swivel clip for the F9011/9021T radios with a full keypad cutout	-30%
687	Icom		A, B or C	Accessories	M422 MMB	M422 MMB	Black mounting bracket for M412/M422	-30%
688	Icom		A, B or C	Accessories	M422SW MMB	M422SW MMB	Mounting bracket super white M412/M422	-30%
689	Icom		A, B or C	Accessories	M504B MMB	M504B MMB	Black mounting bracket for M504/M502	-30%
690	Icom		A, B or C	Accessories	M504G MMB	M504G MMB	Gray mounting bracket for M504/M502	-30%
691	Icom		A, B or C	Accessories	M602 MMB	M602 MMB	Black Mounting Bracket M602.01	-30%
692	Icom		A, B or C	Accessories	M802 CHEA	M802 CHEA	An adaptor that allows 2 control cables to be hooked together for long distance between the head and the radio	-30%
693	Icom		A, B or C	Accessories	M802 MMB	M802 MMB	Mounting Bracket M802	-30%
694	Icom	ASAP Metal Fabricators	A, B or C	Accessories	MB VP3	MB VP3	Rack mounting shelf for VEPG3/1P1000C	-30%
695	Icom		A, B or C	Accessories	MB103	MB103	Alligator belt clip	-30%
696	Icom		A, B or C	Accessories	MB103Y	MB103Y	Yellow alligator belt clip for the GM1600	-30%
697	Icom		A, B or C	Accessories	MB109	MB109	Belt clip for the M34/M36/M02D	-30%
698	Icom		A, B or C	Accessories	MB115	MB115	Standard belt clip for F9011 series	-30%
699	Icom		A, B or C	Accessories	MB118	MB118	Mounting bracket for the IC-2700	-30%
700	Icom		A, B or C	Accessories	MB121	MB121	Carrying handle for 7610	-30%
701	Icom		A, B or C	Accessories	MB123	MB123	Carrying handle for 7390/9100/7410	-30%
702	Icom		A, B or C	Accessories				

Vendor (AF)

No.	Manufacturer	Product Category	Product Group	APC	Item	Short Description	MSRP % Discount
710	Icom	A, B or C	Accessories	MB23	MB23	Carry handle and mounting hardware for the IC-718/7707/8211H/R8500/R75	-30%
711	Icom	A, B or C	Accessories	MB2730B	MB2730B	Base station mount (MBF4 + MBA4)	-30%
712	Icom	A, B or C	Accessories	MB2730R	MB2730R	Remote head kit w/mobile bracket (MBF4 + MBA5)	-30%
713	Icom	A, B or C	Accessories	MB2730R1	MB2730R1	Glass mount remote head kit w/mobile bracket (MBF1+MBF4+MBA5)	-30%
714	Icom	A, B or C	Accessories	MB28H	MB28H	Universal mounting bracket for small Amateur mobiles. Radio Width 141mm (5.5") screw spacing 50mm (2.0") One radio mounting hole fixed. one adjustable. 27.28/228H/229H/2350H/2710H/2720H/2200H/2071H/208H	-30%
715	Icom	A, B or C	Accessories	MB53	MB53	Mobile mounting bracket that includes HM176 microphone, SP35 external speaker, MBA-3 rear panel adapter, and harness for A200/A210/A220	-30%
716	Icom	A, B or C	Accessories	MB62	MB62	Main Unit mounting bracket for the 706 Series, 703 Series, 7000 & 7100	-30%
717	Icom	A, B or C	Accessories	MB69	MB69	Flush mount kit for mounting controller or speaker to a panel M200/M412/M302/M402/M45/M304/M422	-30%
718	Icom	A, B or C	Accessories	MB74N	MB74N	Alligator Clip for BP209 & BP210 (non N version batteries)	-30%
719	Icom	A, B or C	Accessories	MB75	MB75	Flush mount kit for mounting controller or speaker to a panel for M506/M605/M802/M504/M604/MA506TR/M502/M602	-30%
720	Icom	A, B or C	Accessories	MB86	MB86	Swivel belt clip that screws into back of radio.	-30%
721	Icom	A, B or C	Accessories	MB92	MB92	Dust cover M304-402 series	-30%
722	Icom	A, B or C	Accessories	MB93	MB93	Swivel belt clip	-30%
723	Icom	A, B or C	Accessories	MB94	MB94	Alligator belt clip	-30%
724	Icom	A, B or C	Accessories	MB94EX	MB94EX	Blue alligator belt clip for F3201/DEX/4201/DEX	-30%
725	Icom	A, B or C	Accessories	MB94R	MB94R	Alligator belt clip with long clip that angles the antenna/top of radio off the body	-30%
726	Icom	A, B or C	Accessories	MB96N	MB96N	Swivel belt hanger to use with standard belt clip	-30%
727	Icom	A, B or C	Accessories	MB98	MB98	Standard belt clip for the F30-60 & M88	-30%
728	Icom	A, B or C	Accessories	MB99A	MB99A	Wall mounting bracket VEP3/IGP100C	-30%
729	Icom	A, B or C	Accessories	MBA1	MBA1	Controller bracket for 7100	-30%
730	Icom	A, B or C	Accessories	MBA2	MBA2	Remote head mounting bracket for the ID3100A	-30%
731	Icom	A, B or C	Accessories	MBA3	MBA3	Rear panel adapter with a card edge connector for the A220	-30%
732	Icom	A, B or C	Accessories	MBA4	MBA4	Bracket to attach the controller to the main unit	-30%
733	Icom	A, B or C	Accessories	MBA5	MBA5	Bracket to attach the controller to the MBF-1	-30%
734	Icom	A, B or C	Accessories	MBA7	MBA7	Bracket adapter for the IC-218	-30%
735	Icom	A, B or C	Accessories	MBA8	MBA8	Controller bracket for ID4100A	-30%
736	Icom	A, B or C	Accessories	MBB3	MBB3	Standard belt clip	-30%
737	Icom	A, B or C	Accessories	MBB5	MBB5	Belt clip for SAT100	-30%
738	Icom	A, B or C	Accessories	MBF1	MBF1	Remote head mount. Adhesive pad and adjustable pivot points holds it securely. Requires MBA5, MBA7 or MBA8.	-30%
739	Icom	A, B or C	Accessories	MBF4	MBF4	Mounting bracket for the ID3100	-30%
740	Icom	A, B or C	Accessories	MBF5	MBF5	Flash mount kit for M330 series	-30%
741	Icom	A, B or C	Accessories	MN100	MN100	Antenna matcher. Matches the transceiver to a dipole antenna. Covers all HF bands from 1.5 to 30MHz. Two 8m antenna wires come standard.	-30%
742	Icom	A, B or C	Accessories	MN100L	MN100L	Antenna matcher. Matches the transceiver to a long wire antenna. Covers all HF bands from 1.5 to 30mhz. One 15m antenna comes standard.	-30%
743	Icom/PCTEL	A, B or C	Accessories	MOUNT 1	MOUNT 1	NMO Permanent Mount, 17H RG58 cable, PL259 connector	-30%
744	Icom/PCTEL	A, B or C	Accessories	MOUNT 2	MOUNT 2	Trunk Lid Mount/HD, BRKT, 45 DEG CBL, 58A,U PL259	-30%
745	Icom/PCTEL	A, B or C	Accessories	MOUNT 3	MOUNT 3	Black Magnetic Mount - 3 1/4" diameter, 12H RG58 cable w/PL259 connector	-30%
746	Icom/OEM PC World	A, B or C	Accessories	MSD CARD	MSD CARD	32Kb micro SD card	-30%
747	Icom	A, B or C	Accessories	MXG5000S	MXG5000S	GPS receiver	-30%
748	Icom/A.W. Enterprises	A, B or C	Accessories	NC100H	NC100H	Nylon case with a clip for the IP100H/IP901H	-30%
749	Icom/A.W. Enterprises	A, B or C	Accessories	NCA25	NCA25	Nylon case for the A25	-30%
750	Icom/A.W. Enterprises	A, B or C	Accessories	NCF1000C	NCF1000C	Nylon carrying case with a clip for the F1000/2000/D non display radios	-30%
751	Icom/A.W. Enterprises	A, B or C	Accessories	NCF1000SC	NCF1000SC	Nylon carrying case with a clip and cutout for the display F1000S/2000S	-30%
752	Icom/A.W. Enterprises	A, B or C	Accessories	NCF1000TC	NCF1000TC	Nylon carrying case with a clip and cutout for the display and keypad F1000T/2000T	-30%
753	Icom/A.W. Enterprises	A, B or C	Accessories	NCF1034C	NCF1034C	Nylon case with metal clip without display cutout for the F3400D	-30%
754	Icom/A.W. Enterprises	A, B or C	Accessories	NCF1035C	NCF1035C	Nylon case with metal clip with display cutout. F3400D/F7010S	-30%
755	Icom/A.W. Enterprises	A, B or C	Accessories	NCF1036C	NCF1036C	Nylon case with metal clip with full keypad cutout. F3400D/F7010T	-30%
756	Icom/A.W. Enterprises	A, B or C	Accessories	NCF1052C	NCF1052C	Nylon case for the F320 with a clip	-30%
757	Icom/Bee Electronics	A, B or C	Accessories	NCF211 LOOP	NCF211 LOOP	Nylon carrying case with a loop F1121 radios	-30%
758	Icom/A.W. Enterprises	A, B or C	Accessories	NCF3000 CLIP	NCF3000 CLIP	Nylon carrying case with a clip for the F3001/4001 & F3101D/4101D radios	-30%
759	Icom/A.W. Enterprises	A, B or C	Accessories	NCF3021S CLIP	NCF3021S CLIP	Nylon carrying case with a clip and cutout for the display	-30%
760	Icom/A.W. Enterprises	A, B or C	Accessories	NCF3061S LOOP	NCF3061S LOOP	Nylon case with a loop for the F3161S/4161S radios without a DTMF cutout	-30%
761	Icom/Bee Electronics	A, B or C	Accessories	NCF3061T LOOP	NCF3061T LOOP	Nylon carrying case with a loop for the F3161T/4161T radios with a full keypad	-30%
762	Icom/A.W. Enterprises	A, B or C	Accessories	NCF30G LOOP	NCF30G LOOP	Nylon carrying case with a loop for the F30G/40G & M36 radios	-30%
763	Icom/A.W. Enterprises	A, B or C	Accessories	NCF3261S CLIP	NCF3261S CLIP	Nylon carrying case with a clip and cutout for the display for F3261 series	-30%
764	Icom/A.W. Enterprises	A, B or C	Accessories	NCF3261T CLIP	NCF3261T CLIP	Nylon carrying case with a clip and cutout for the DTMF keypad for F3261 series	-30%
765	Icom/A.W. Enterprises	A, B or C	Accessories	NCF9011T CLIP	NCF9011T CLIP	Nylon carrying case with a clip for the F9011T/9021T radios with a full keypad	-30%
766	Icom/Holsterausdotcom	A, B or C	Accessories	OPCI	OPCI	Nylon check neck	-30%
767	Icom	A, B or C	Accessories	OPCI025D	OPCI025D	12V DC power cord with 6-pin connector for HF radios (718/706/MK2/G756/PRO2)	-30%
768	Icom	A, B or C	Accessories	OPCI060	OPCI060	6.1m/20ft connection cable to use with the HM126R/BR/HM205RB/HM157 (mounting hardware req.)	-30%
769	Icom	A, B or C	Accessories	OPCI106	OPCI106	Separation cable between controller and main unit (1.64ft) for M802	-30%
770	Icom	A, B or C	Accessories	OPCI107A	OPCI107A	M802 Main Unit DC PC	-30%
771	Icom	A, B or C	Accessories	OPCI122U	OPCI122U	PC to mobile radio programming cloning cable with USB connector.	-30%
772	Icom	A, B or C	Accessories	OPCI132	OPCI132	DC power cable (9.8ft) with 2-pin T connector.	-30%
773	Icom	A, B or C	Accessories	OPCI147N	OPCI147N	Shielded control cable to connect the M802 to the AT140 (10m)	-30%
774	Icom	A, B or C	Accessories	OPCI156	OPCI156	Remote head extension cable (3.5m)	-30%
775	Icom	A, B or C	Accessories	OPCI174	OPCI174	M602/M604 DC power cord	-30%
776	Icom	A, B or C	Accessories	OPCI392	OPCI392	Headset adapter to use with HS94-95-97 for the M73/M72/GM1600/M90	-30%
777	Icom	A, B or C	Accessories	OPCI457	OPCI457	DC power cord with 4-pin connector and 30A fuse for 7000/7200/7410/7600/9100	-30%
778	Icom	A, B or C	Accessories	OPCI465	OPCI465	32.8ft shielded control cable from AT140 to M803	-30%
779	Icom	A, B or C	Accessories	OPCI529R	OPCI529R	Data cable (8S232 to 3.5mm)	-30%
780	Icom	A, B or C	Accessories	OPCI532	OPCI532	Radio to radio cloning cable between P25 mobile radios	-30%
781	Icom	A, B or C	Accessories	OPCI533	OPCI533	Radio to radio cloning cable between F1721/2721/D series mobiles & F7080/D portable radios	-30%
782	Icom/Otto Engineering	A, B or C	Accessories	OPCI534	OPCI534	Key Loader cable for P25 radio to KVL3000/4000. For portables: requires OFCA-1871, RJ45 female to RJ45 female & 8920001690. For mobiles: requires RJ45 female to RJ45 female & 8920001690.	-30%
783	Icom	A, B or C	Accessories	OPCI536	OPCI536	Radio to radio cloning cable between F7080/D portable radios	-30%
784	Icom	A, B or C	Accessories	OPCI540	OPCI540	6.1m/20ft connection cable to use with the COMMANDMIC III/IV (mounting hardware required)	-30%
785	Icom	A, B or C	Accessories	OPCI541	OPCI541	6.1m/20ft extension cable to use with the COMMANDMIC III/IV with the OPCL540. Up to 2 OPC-541 can be connected.	-30%
786	Icom	A, B or C	Accessories	OPCI655	OPCI655	Closing cable adapter for M25/M36/M93D	-30%
787	Icom	A, B or C	Accessories	OPCI862	OPCI862	USB programming cloning cable for radios with 14-pin connector	-30%
788	Icom	A, B or C	Accessories	OPCI870	OPCI870	Radio to radio cloning cable between two 14-pin connector portable radios	-30%
789	Icom	A, B or C	Accessories	OPCI871	OPCI871	Radio to radio cloning cable between 14-pin connector portable & mobile radio; used in conjunction with the OPCL534 for encryption key loading on the F7010 portable series	-30%
790	Icom	A, B or C	Accessories	OPCI939	OPCI939	D-Sub 15-pin ACC cable. Connects with a PC, external speaker, external channel control, ignition sense line or vehicle horn	-30%
791	Icom	A, B or C	Accessories	OPCI962	OPCI962	DC power cord for F9511HT	-30%
792	Icom	A, B or C	Accessories	OPC2004	OPC2004	Adapter plug to use the HS94-95-97 for the F3001/4001/3101D/4101D & V80	-30%
793	Icom	A, B or C	Accessories	OPC2064A	OPC2064A	VOX conversion cable to use the HS-07 for the F1000/D products	-30%
794	Icom	A, B or C	Accessories	OPC2064S	OPC2064S	Adapter plug with VOX and no PTT to use with the HS94-95-97	-30%
795	Icom	A, B or C	Accessories	OPC2078	OPC2078	D-Sub 25-pin ACC cable. Connects with a PC, external speaker, external channel control, ignition sense line or vehicle horn	-30%
796	Icom	A, B or C	Accessories	OPC2091	OPC2091	Closing cable adapter for M24	-30%
797	Icom	A, B or C	Accessories	OPC2144	OPC2144	Right angle plug adapter cable to plug old straight pin connector headsets into (required to use with OPC478 when programming radios)	-30%
798	Icom	A, B or C	Accessories	OPC2218LU	OPC2218LU	Cloning/data cable with USB connector for ID51A/ID31A/5100A/7100	-30%
799	Icom	A, B or C	Accessories	OPC2253	OPC2253	3.5m (11ft) separation cable	-30%
800	Icom	A, B or C	Accessories	OPC2254	OPC2254	5m (16ft) separation cable	-30%
801	Icom	A, B or C	Accessories	OPC2273	OPC2273	5m audio connection cable between the VEPG3 and the M604A (Waterproof 8-pin connector).	-30%
802	Icom	A, B or C	Accessories	OPC2275	OPC2275	3m audio connection cable between the VEPG3 and the F5061/D series or A120 (RJ-45 modular plug connector with speaker)	-30%
803	Icom	A, B or C	Accessories	OPC2276	OPC2276	5m audio connection cable between the VEPG3 and the HM152/SM26 (Modular jack connector with speaker jack)	-30%
804	Icom	A, B or C	Accessories	OPC2308	OPC2308	GPS/external modem connection cable	-30%
805	Icom	A, B or C	Accessories	OPC2309	OPC2309	Antenna tuner control cable for AT140/AH740 for F8101 (10M or 32.8)	-30%
806	Icom	A, B or C	Accessories	OPC2321	OPC2321	Control cable adapter to 4 pin type for AH740	-30%
807	Icom	A, B or C	Accessories	OPC2328	OPC2328	Adapter plug with PTT to use with the HS94-95-97	-30%
808	Icom	A, B or C	Accessories	OPC2338	OPC2338	14-pin programming cable plus transparent data transfer	-30%
809	Icom	A, B or C	Accessories	OPC2344	OPC2344	Modular connector programming cable plus Type-C/NXDN transparent data transfer for F3360D/4360D	-30%
810	Icom	A, B or C	Accessories	OPC2350LU	OPC2350LU	Smart phone data cable	-30%
811	Icom	A, B or C	Accessories	OPC2359	OPC2359	PTT switch cable	-30%
812	Icom	A, B or C	Accessories	OPC2361	OPC2361	DC power cord with 25A fuse for 718/78/7300	-30%
813	Icom	A, B or C	Accessories	OPC2362	OPC2362	Handheld to mobile zone copy cable (14-pin to 10-pin DIM)	-30%
814	Icom	A, B or C	Accessories	OPC2363	OPC2363	10-pin DIM programming cable	-30%
815	Icom	A, B or C	Accessories	OPC2364	OPC2364	1.9m/6.2ft separation cable for RMK5/RMK7	-30%
816	Icom	A, B or C	Accessories	OPC2365	OPC2365	3m/9.8ft separation cable for RMK5/RMK7	-30%
817	Icom	A, B or C	Accessories	OPC2366	OPC2366	5m/16.4ft separation cable for RMK5/RMK7	-30%
818	Icom	A, B or C	Accessories	OPC2367	OPC2367	8m/26.2ft separation cable for RMK5/RMK7	-30%
819	Icom	A, B or C	Accessories	OPC2373	OPC2373	1.9m/6.2ft separation cable for HM218	-30%
820	Icom	A, B or C	Accessories	OPC2374	OPC2374	8m/26.2ft separation cable for HM218	-30%
821	Icom	A, B or C	Accessories	OPC2377	OPC2377	32.8ft extension cable for RC-M600	-30%
822	Icom/Pilot Communications	A, B or C	Accessories	OPC2379	OPC2379	Headset adapter cable for A25	-30%
823	Icom	A, B or C	Accessories	OPC2382	OPC2382	Conversion cable to program M605 (links OPC478UC to M605)	-30%

Vendor (AF)

No.	Manufacturer	Product Category	Product Group	APC	Item	Short Description	MSRP % Discount
824	Icom	A, B or C	Accessories	OPC2383	OPC2383	32.8ft separation cable for RC-M600	-30%
825	Icom	A, B or C	Accessories	OPC2384	OPC2384	12-pin to 8-pin conversion cable to connect HM195 to M605 (1 cable required per HM195)	-30%
826	Icom	A, B or C	Accessories	OPC2389	OPC2389	Cable connecting serial device w/S232	-30%
827	Icom	A, B or C	Accessories	OPC2390	OPC2390	Cable connecting VEPG4 to FR5000/6000	-30%
828	Icom	A, B or C	Accessories	OPC2401	OPC2401	Headset adapter with screw down connector (A16)	-30%
829	Icom	A, B or C	Accessories	OPC2407	OPC2407	D-SUB 25pin connector for the IP501M	-30%
830	Icom	A, B or C	Accessories	OPC2412	OPC2412	Connection cable between VEPG4 & SAT100	-30%
831	Icom	A, B or C	Accessories	OPC2422	OPC2422	5M extension cable between the SAT100 and AH40.	-30%
832	Icom	A, B or C	Accessories	OPC2541	OPC2541	Power supply cable; 10-14W DC required for high power output	-30%
833	Icom	A, B or C	Accessories	OPC344	OPC344	A110/A120 power cord	-30%
834	Icom	A, B or C	Accessories	OPC340	OPC340	Microphone extension cable (R-45 M/F) (16.4ft)	-30%
835	Icom	A, B or C	Accessories	OPC478UC	OPC478UC	USB programming cable (2-pin connectors handhelds)	-30%
836	Icom	A, B or C	Accessories	OPC510	OPC510	AC power cable for the 7800/7700	-30%
837	Icom	A, B or C	Accessories	OPC515L	OPC515L	DC power cable for single unit rapid chargers	-30%
838	Icom	A, B or C	Accessories	OPC566	OPC566	Cable to connect the AT130 to the M710 (30 ft.)	-30%
839	Icom	A, B or C	Accessories	OPC568	OPC568	M710/M700PRO Power Cord	-30%
840	Icom	A, B or C	Accessories	OPC589	OPC589	Microphone adapter cable (8 pin to R-45)	-30%
841	Icom	A, B or C	Accessories	OPC592	OPC592	Programming cloning cable for PC to radio (must use with OPC-478UC)	-30%
842	Icom	A, B or C	Accessories	OPC599	OPC599	Cable adapter converts 13-pin ACC connector to 7-pin & 8-pin ACC connector	-30%
843	Icom	A, B or C	Accessories	OPC607	OPC607	3m/9.8ft separation cable for remote mounting kits	-30%
844	Icom	A, B or C	Accessories	OPC608	OPC608	8m/26.2ft separation cable for remote mounting kits	-30%
845	Icom	A, B or C	Accessories	OPC609	OPC609	1.5m/4.9ft separation cable for remote mounting kits	-30%
846	Icom	A, B or C	Accessories	OPC617	OPC617	Accessory cable for external terminal connection	-30%
847	Icom	A, B or C	Accessories	OPC647	OPC647	Microphone extension cable 8.2ft	-30%
848	Icom	A, B or C	Accessories	OPC656	OPC656	DC power cable for gang charger	-30%
849	Icom	A, B or C	Accessories	OPC726	OPC726	5m/16.4ft separation cable for remote mounting kits	-30%
850	Icom	A, B or C	Accessories	OPC871A	OPC871A	Headset adapter A120/A110	-30%
851	Icom	A, B or C	Accessories	OPC891A	OPC891A	M504/M422 power cord	-30%
852	Icom-Midland Radio	A, B or C	Accessories	OPC-0000	OPC-0000	Programming cable for the FR9010/9020 repeaters	-30%
853	Icom	A, B or C	Accessories	OPC922	OPC922	Cloning cable adapter for M72/M73/M92D	-30%
854	Icom	A, B or C	Accessories	OPC966U	OPC966U	USB programming cloning cable for radios with 9-pin connector	-30%
855	Icom	A, B or C	Accessories	OPC980	OPC980	Cloning cable adapter for M42/M504/M604	-30%
856	Icom	A, B or C	Accessories	OPC999	OPC999	20ft extension cable to connect COMMANDMIC II or HM-205RB to the OPC1000 and radio. Connect up to two HM205RB with M506 or one with M605.	-30%
857	Icom	A, B or C	Accessories	OPC-4AKVL1	OPC-4AKVL1	Interface Cable with RJ45 Connector between P25 mobiles & KA KVL125	-30%
858	Icom	A, B or C	Accessories	OPC-4AKVL14	OPC-4AKVL14	Interface Cable with 14 Pin Connector between P25 portable & KA KVL125	-30%
859	Icom-Otto Engineering	A, B or C	Accessories	OTTO V110822	OTTO V110822	2-Wire palm mic kit (earphone cable and mic/ptt cable) with 9-pin connector	-30%
860	Icom-Otto Engineering	A, B or C	Accessories	OTTO V112CD137	OTTO V112CD137	Throat Mic Sys w/tube ear piece and body PTT with 9 pin connector for F30G/40G	-30%
861	Icom-Otto Engineering	A, B or C	Accessories	OTTO V410399	OTTO V410399	Skull Mic System w/earcup and 80mm body PTT for F30G/40G and M88	-30%
862	Icom-Otto Engineering	A, B or C	Accessories	OTTO V410514	OTTO V410514	Lightweight single speaker w/in-line ptt, padded headband (9-pin connector)	-30%
863	Icom-Otto Engineering	A, B or C	Accessories	OTTO V4E32CC5	OTTO V4E32CC5	Explorer lightweight headset with flexible earloop w/boom mic (2-pin right angle connector)	-30%
864	Icom-Flot Communications	A, B or C	Accessories	PA OPC499	PA OPC499	Headset adapter	-30%
865	Icom	A, B or C	Accessories	PS310 01	PS310 01	24V DC-DC converter	-30%
866	Icom	A, B or C	Accessories	PS310 02	PS310 02	12V DC-DC converter	-30%
867	Icom	A, B or C	Accessories	PS80	PS80	Power supply that includes the HM-176 & MBA-3 for A220/A210/A200	-30%
868	Icom-Flot Communications	A, B or C	Accessories	PTT SW	PTT SW	Axionic PTT switch. Plugs into your headset.	-30%
869	Icom-Powerwerks	A, B or C	Accessories	PW LF-1	PW LF-1	Noise filter to use with the F5061D with the UT-1A100 already installed.	-30%
870	Icom	A, B or C	Accessories	RC28	RC28	Remote control USB encoder	-30%
871	Icom	A, B or C	Accessories	RCFS10	RCFS10	Remote Communicator software + CT-24 (digital voice converter unit + each IDAS system requires 1 CT-24)	-30%
872	Icom	A, B or C	Accessories	RCM600	RCM600	Command head for M605. Comes with OPC-2383 & HM-205RB	-30%
873	Icom	A, B or C	Accessories	RMK2	RMK2	P1721/1821 bracket & face plate for remote mounting. Separation cable not included	-30%
874	Icom	A, B or C	Accessories	RMK3 01	RMK3 01	F5061/6061 bracket & face plate for remote mounting. Separation cable not included	-30%
875	Icom	A, B or C	Accessories	RMK4 01	RMK4 01	Dual head and separation kit for F5011HT. Requires external speaker and cable.	-30%
876	Icom	A, B or C	Accessories	RMK5	RMK5	Bracket & face plate for remote mounting for the F5400D/F6400D. Separation cable not included.	-30%
877	Icom	A, B or C	Accessories	RMK6	RMK6	Remote mount kit for the F8101. Separation cable sold separately.	-30%
878	Icom	A, B or C	Accessories	RMK7	RMK7	Dual head and separation kit for the F5400D/F6400D. Separation cables & microphone not included.	-30%
879	Icom	A, B or C	Accessories	RR FIRMWARE UPGRADE	RR FIRMWARE UPGRADE	Add 3.1 RR firmware to your IDAS radio	-30%
880	Icom	A, B or C	Accessories	RSAP3	RSAP3	Access point management software	-30%
881	Icom	A, B or C	Accessories	RS-BA1 V2	RS-BA1 V2	IP remote control software for amateur radios	-30%
882	Icom	A, B or C	Accessories	RSBC225	RSBC225	Battery management software for the BA-283/284/BA290. Can connect up to 30 BC-225 chargers to it.	-30%
883	Icom	A, B or C	Accessories	RSMG3R1	RSMG3R1	Remote system manager software for IDAS MultiTrunk	-30%
884	Icom	A, B or C	Accessories	RSRS500	RSRS500	Remote control software RS500	-30%
885	Icom	A, B or C	Accessories	RSR8600	RSR8600	Remote control software	-30%
886	Icom-XT & T Mobility	A, B or C	Accessories	SIM CARD	SIM CARD	SIM card for U.S. LTE networks	-30%
887	Icom	A, B or C	Accessories	SM26	SM26	Desktop microphone with monitor switch for mobile radios	-30%
888	Icom	A, B or C	Accessories	SM28	SM28	Desktop microphone for IP501M	-30%
889	Icom	A, B or C	Accessories	SM29	SM29	Desktop microphone for F5400 series	-30%
890	Icom	A, B or C	Accessories	SM30	SM30	Compact desktop microphone with low cut function	-30%
891	Icom	A, B or C	Accessories	SM50	SM50	Desktop unidirectional microphone with up/down switches and low cut function	-30%
892	Icom	A, B or C	Accessories	SP23	SP23	External speaker with 4 audio filters, headphone jack (5W)	-30%
893	Icom	A, B or C	Accessories	SP24	SP24	External speaker (4x3") for marine fixed mount radios (7W)	-30%
894	Icom	A, B or C	Accessories	SP26	SP26	Tube earphone with 2.5mm plug to use with HM-163MC/HM-153LS	-30%
895	Icom	A, B or C	Accessories	SP27	SP27	Acoustic tube earphone with a clip (3.5mm)	-30%
896	Icom	A, B or C	Accessories	SP28	SP28	Earhook type earphone with 2.5mm plug to use with HM-163MC/HM-153LS	-30%
897	Icom	A, B or C	Accessories	SP29	SP29	Earhook type earphone with 3.5mm plug	-30%
898	Icom	A, B or C	Accessories	SP30	SP30	20W large external speaker	-30%
899	Icom	A, B or C	Accessories	SP32	SP32	Tube adapter for use with the H1415B	-30%
900	Icom	A, B or C	Accessories	SP33	SP33	Base station speaker (40hm)	-30%
901	Icom	A, B or C	Accessories	SP34	SP34	Base station high quality speaker with internal audio filters	-30%
902	Icom	A, B or C	Accessories	SP35	SP35	5W external speaker with 3.5mm speaker jack and 2m cable	-30%
903	Icom	A, B or C	Accessories	SP37	SP37	40W huller/speaker for fixed mounts	-30%
904	Icom	A, B or C	Accessories	SP38	SP38	3W external speaker for HF radios	-30%
905	Icom	A, B or C	Accessories	SP39AD	SP39AD	External speaker with TSV-2A power supply for the R8600	-30%
906	Icom	A, B or C	Accessories	SP40	SP40	Earphone with 3.5mm plug	-30%
907	Icom	A, B or C	Accessories	SP41	SP41	5W external speaker for HF radios	-30%
908	Icom-Impact Radio Accessories	A, B or C	Accessories	SP-A11	SP-A11	Single pin listen only w/QD acoustic tube (9" 3.5mm L-shape)	-30%
909	Icom-W & W Manufacturing	A, B or C	Accessories	SPRING CLIP L	SPRING CLIP L	Long spring clip insert length 3.5 inches	-30%
910	Icom-StromStod	A, B or C	Accessories	SS BC61	SS BC61	Mobile rapid charger with cigarette adapter for the F3161 & F3261 series	-30%
911	Icom-StromStod	A, B or C	Accessories	SS BC62	SS BC62	Mobile rapid charger with cigarette adapter for the F3400 & F7010 series	-30%
912	Icom	A, B or C	Accessories	UCFR5000 01	UCFR5000 01	Trunking Network controller board (1 per repeater)	-30%
913	Icom	A, B or C	Accessories	UCFB5300	UCFB5300	Trunking Network controller board (1 per repeater)	-30%
914	Icom	A, B or C	Accessories	UT109 02	UT109 02	Non-rolling voice scrambler. Up to 32 codes available. Not compatible with radios using the UT-110.	-30%
915	Icom	A, B or C	Accessories	UT109R 21	UT109R 21	Non-rolling voice scrambler. Up to 32 codes available. Not compatible with radios using the UT-110.	-30%
916	Icom	A, B or C	Accessories	UT110 02	UT110 02	Rolling voice scrambler. Up to 1020 (255 codes x 4 groups) codes available.	-30%
917	Icom	A, B or C	Accessories	UT110R 21	UT110R 21	Rolling voice scrambler. Up to 1020 (255 codes x 4 groups) codes available. Works only in analog mode.	-30%
918	Icom	A, B or C	Accessories	UT112	UT112	Digital voice scrambling unit -32 Codes	-30%
919	Icom	A, B or C	Accessories	UT120 01	UT120 01	P25 upgrade board for F7080 handhelds	-30%
920	Icom	A, B or C	Accessories	UT120 02	UT120 02	P25 Hardware Upgrade Board - Mobiles	-30%
921	Icom	A, B or C	Accessories	UT124 01	UT124 01	Man down unit	-30%
922	Icom	A, B or C	Accessories	UT125 01	UT125 01	AES/DES encryption board with OTAR compliance for F9011/F9511 series	-30%
923	Icom	A, B or C	Accessories	UT125 F1P5	UT125 F1P5	F1P5 14x2 AES encryption board with OTAR compliance for F9011/F9511 series	-30%
924	Icom	A, B or C	Accessories	UT125 F1P5-2	UT125 F1P5-2	F1P5 14x2 encryption board, requires a P25A5 license key to activate AES	-30%
925	Icom	A, B or C	Accessories	UT126H 03	UT126H 03	6.25kHz digital module for old P1.L versions of the F3161/4161 or F5061/6061 radios	-30%
926	Icom	A, B or C	Accessories	UT128	UT128	DES encryption for F9011/F9511 radios	-30%
927	Icom	A, B or C	Accessories	UT133	UT133	Bluetooth unit	-30%
928	Icom	A, B or C	Accessories	UT134	UT134	AES/DES encryption board, requires ISL code to activate AES	-30%
929	Icom	A, B or C	Accessories	UT137	UT137	Bluetooth unit	-30%
930	Icom-Schippers & Crew	A, B or C	Accessories	UT-1A100	UT-1A100	Audio amp board for F5061D with RR firmware installed (factory install ONLY; use with F5061D)	-30%
931	Icom	A, B or C	Accessories	UX231	UX231	AIS receive board for M506	-30%
932	Icom	A, B or C	Accessories	UX241	UX241	GPS antenna	-30%
933	Icom	A, B or C	Accessories	UX248	UX248	GPS unit	-30%
934	Icom	A, B or C	Accessories	UX251	UX251	AIS receiver unit for the M605	-30%
935	Icom	A, B or C	Accessories	UX252	UX252	Analog TCG output for the MR1010RH	-30%
936	Icom	A, B or C	Accessories	VESP1	VESP1	LTE speakerphone unit	-30%
937	Icom	A, B or C	Accessories	VS1L	VS1L	VOX/PTT case with 2-pin right angle connector. Must use with HS94/HS95/HS97	-30%
938	Icom	A, B or C	Accessories	VS1MC	VS1MC	VOX/PTT case with 14-pin connector. Must use with HS94/HS95/HS97	-30%
939	Icom	A, B or C	Accessories	VS1SC	VS1SC	VOX/PTT case with 9-pin connector. Must use with HS94/HS95/HS97	-30%
940	Icom	A, B or C	Accessories	VN3	VN3	Compact clipable PTT Bluetooth with earphone via 3.5mm jack for all-day operation	-30%
941	Icom	A, B or C	Accessories	VS4LA	VS4LA	PTT switch cable to communicate using the HS94/95/97	-30%
942	Icom	A, B or C	Accessories	VN4MC	VN4MC	Cable with heavy duty PTT switch with 14-pin connector. Use with HS94/HS95/HS97.	-30%
943	Icom	A, B or C	Accessories	VN5MC	VN5MC	VOX/PTT switch cable to use with headset (HS94/95/97)	-30%

Vendor (AF)

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**II. Implementation Services: Software Integration, Hardware Installation and Training**

No.	Service	MSRP % Discount	Retail	\$ Rate <i>(indicate Hourly or</i>	UOM
<b>1.</b>	<b>System Technician Technologist</b>	30% off retail			
	QENG-PH	Engineering support - per hour	\$ 285.70	\$ 200.00	Hourly
	QFS-ID	OnSite Technical/Field Support 1st Day	\$ 7,856.75	\$ 5,500.00	Daily
	QFS-AD	OnSite Technical/Field Support Additional Days	\$ 4,571.20	\$ 3,200.00	Daily
<b>2.</b>	<b>Standard Shop Installation</b>	30% off retail			
	CONTROL STATION ASSEMBLE	Install mobile into power supply and cabinet to make control station (no charge courtesy service)	\$ -	\$ -	Each
	ENGRAVE	Engrave radio	\$ 42.86	\$ 30.00	Each
	IATUN1001	Icom to tune your system products	\$ 80.35	\$ 56.25	Each
	INSTALLATION AVIONICS	Install radio into power supply	\$ 80.35	\$ 56.25	Each
	INSTALLATION MARINE	Install a component into an Marine mobile or portable	\$ 42.86	\$ 30.00	Each
	INSTALL-IAS	Install a component into a repeater or an item into a cabinet	\$ 80.35	\$ 56.25	Each
	INSTALL-MF	Install a component into an LM mobile or portable	\$ 42.86	\$ 30.00	Each
	SERVICE/SALE BUILD-UP IAS	Systems support - per hour	\$ 171.42	\$ 120.00	Hourly
<b>3.</b>	<b>Mobile Radio Installation</b>	30% off retail			
	DEALER FIELD INSTALL	Dealer Mobile Installation Charge (underdash)	\$ 357.13	\$ 250.00	Each
	DEALER HOURLY RATE	Authorized Dealer Support	\$ 257.13	\$ 180.00	Hourly
<b>4.</b>	<b>Radio Programming</b>	30% off retail			
	PROG-IAS	Icom to program your system products	\$ 80.35	\$ 56.25	Each
	PROGLM6789	Icom to program your radio or IAS product	\$ 62.75	\$ 43.93	Each
	PROG-MF	Icom to program your land mobile mainframe with provided icf file or 1	\$ 42.86	\$ 30.00	Each
<b>5.</b>	<b>Training</b>	30% off retail			
	QTT-OS1D	On-Site Technical Training 1st Day, Up to 6 People	\$ 7,856.75	\$ 5,500.00	Daily
	QTT-OSAD	On-Site Technical Training Additional Days, Up to 6 People	\$ 4,571.20	\$ 3,200.00	Daily
	QTT-OSPH	Technical training from their desk	\$ 249.99	\$ 175.00	Hourly
<b>6.</b>	<b>Post-Warranty Maintenance</b>	30% off retail for labor; 23% off retail for parts			
	REPAIR LABOR	Icom Service Center Repair Labor for Icom mainframes/accessories.	\$ 131.99	\$ 92.40	Hourly
	REPAIR PARTS	Any required parts or components may be charged separately.	<i>Multiple</i>	<i>Multiple</i>	Each
<b>7.</b>	<b>Support Services – Implementation</b>	30% off retail			
	QFS-PH	Field/design support	\$ 249.99	\$ 175.00	Hourly
<b>8.</b>	<b>Support Services – Post Implementation</b>	30% off retail			
	QFS-PH	Field/design support	\$ 249.99	\$ 175.00	Hourly
<b>9.</b>	<b>Project Management Services</b>	<b>NO BID</b>			
<b>10.</b>	<b>Extended Warranty Options (as per specification instructions)</b>	30% off retail			
	EXTWARR211	1 year extended warranty for a total 3 years for low tier mainframes	\$ 26.78	\$ 18.75	Each
	EXTWARR212	2 year extended warranty for a total 4 years for low tier mainframes	\$ 48.21	\$ 33.75	Each
	EXTWARR213	3 year extended warranty for a total 5 years for low tier mainframes	\$ 69.64	\$ 48.75	Each
	EXTWARR611	1 year extended warranty for mid tier mainframes	\$ 42.86	\$ 30.00	Each
	EXTWARR612	2 year extended warranty for mid tier mainframes	\$ 75.00	\$ 52.50	Each
	EXTWARR613	3 year extended warranty for mid tier mainframes	\$ 117.85	\$ 82.50	Each
	EXTWARR811	1 year extended warranty for P25 mainframes	\$ 92.85	\$ 65.00	Each
	EXTWARR812	2 year extended warranty for P25 mainframes	\$ 132.85	\$ 93.00	Each
	EXTWARR813	3 year extended warranty for P25 mainframes	\$ 185.71	\$ 130.00	Each
	EXTWARR912	1 year extended warranty for Landmobile HF mainframes	\$ 133.92	\$ 93.75	Each
	EXTWARR913	2 year extended warranty for Landmobile HF mainframes	\$ 171.42	\$ 120.00	Each
	EXTWARR914	3 year extended warranty for Landmobile HF mainframes	\$ 262.49	\$ 183.75	Each
	EXTWARRPT1	1 year extended warranty, a total 3 years for repeaters	\$ 192.85	\$ 135.00	Each
	EXTWARRPT2	2 year extended warranty, a total 4 years for repeaters	\$ 348.20	\$ 243.75	Each
	EXTWARRPT3	3 year extended warranty, a total 5 years for repeaters	\$ 503.55	\$ 352.50	Each



**BID PRICING RESPONSE FORM**

**I. Minimum Percentage Discount (%) off Manufacturer’s Retail Price (MSRP)**

No.	Manufacturer	Product Category	APC	Item	Short Description	MSRP % Discount
1.	L3Harris	Equipment			Equipment listed in the catalog with equipment codes C, N, NB, S, and P.	26%
2.	L3Harris	Software			Software listed in the catalog with equipment code L.	26%
3.	L3Harris	Licenses			Licenses listed in the catalog with equipment code LD.	26%
4.	L3Harris	Services			<i>Please refer to table in Section II.</i>	
5.	L3Harris	Standard Vendor Equipment			Equipment listed in the catalog with equipment codes V, VC, and 77.	10%
6.	L3Harris	Non-Standard Vendor Equipment			Equipment listed in the catalog with other equipment codes not listed above.	0%
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**BID PRICING RESPONSE FORM****I. Minimum Percentage Discount (%) off Manufacturer's Retail Price (MSRP)**

*\*Additional rows and /or pages may be added to accommodate the Bidder's list of bidding information; please number pages and rows accordingly.*

No.	Manufacturer	Product Category	Product Code (APC)	Item	Short Description	MSRP %
1	Motorola	HW_MAINTENANCE	3	Field Services	SITE MAINTENANCE	0.00%
2	Motorola	HW_MAINTENANCE	6	Infrastructure Tech Support	ASTRO Dispatch	0.00%
3	Motorola	XTS_XTL_OTHER	15	PC_SPECIAL APPLICATIONS	DATA SOFTWARE-FIREGROUND	20.00%
4	Motorola	ASTRO_SYSTEMS_CONSOLES	28	DATA SYSTEM DISC	DATA CARROT APC	10.00%
5	Motorola	ASTRO_SYSTEMS_CONSOLES	29	DATA SYSTEM DISC	DATA MARGIN ADJUSTMENT	10.00%
6	Motorola	ASTRO_SUA	42	Astro SW Maint	Astro SUA Upgrade Operations	0.00%
7	Motorola	ASTRO_SUA	43	Astro SW Maint	ASTRO SUA Field Services	0.00%
8	Motorola	ASTRO_SYSTEMS_DROPSHIP	76	Cambium Backhaul Equipment	WIRELESS VALLEY SERVICES	0.00%
9	Motorola	EMERGING_SOLUTIONS	85	PD_AandC PRODUCTS	SCADA	10.00%
10	Motorola	ASTRO_SI	100	SI SITE DESIGN	HSD	0.00%
11	Motorola	ASTRO_SI	101	SI PASSTHROUGH_ET&S	350W VHF GTR	0.00%
12	Motorola	ASTRO_SYSTEMS_INFRA	104	PREPAID FREIGHT	PREPAID FREIGHT	0.00%
13	Motorola	APX_PORTABLE	108	APX7000	APX7000L	27.00%
14	Motorola	ASTRO_SYSTEMS_INFRA	112	G-Series HW	G-SERIES HW	18.00%
15	Motorola	ASTRO_SYSTEMS_INFRA	112	G-Series HW	G-SERIES HW	18.00%
16	Motorola	A&E_OTHER_ACCY	115	TWO WAY TRADITIONAL (Elgin DC)	COMMPORT	10.00%
17	Motorola	ASTRO_SYSTEMS_INFRA	117	FSA SW	FSA SW	10.00%
18	Motorola	ASTRO_SI	127	SI PASSTHROUGH_ET&S	SI OUTSOURCING	0.00%
19	Motorola	ASTRO_SI	128	SI INSOURCING	SI INSOURCING	0.00%
20	Motorola	A&E_OTHER_ACCY	129	TWO WAY DROPSHIP ACCY	MISC DROPSHIP	27.00%
21	Motorola	ASTRO_SYSTEMS_DROPSHIP	131	MW Backhaul & Channel Banks & Freq Std	Microwave	10.00%
22	Motorola	ASTRO_SYSTEMS_DROPSHIP	135	FREIGHT DROPSHIP	FREIGHT DROPSHIP	0.00%
23	Motorola	ASTRO_SYSTEMS_INFRA	137	Encryption Products Astro	KMF	5.00%
24	Motorola	APX_PORTABLE	142	AMP Single Band	AMP Single Band	20.00%
25	Motorola	ASTRO_SYSTEMS_INFRA	147	IP Transport HW	IP TRANSPORT HW	10.00%
26	Motorola	ASTRO_SYSTEMS_DROPSHIP	152	PT_OUTSOURCED STATION ACCESS	PT TRUNKED INTERCON MBX	5.00%
27	Motorola	EMERGING_SOLUTIONS	160	PD_IRRIGATION	Emerging Solutions DS	10.00%
28	Motorola	ASTRO_SYSTEMS_DROPSHIP	183	AFTERMARKET SITE EQUIPMENT	Distributed Antenna Systems	10.00%
29	Motorola	HW_MAINTENANCE	185	Devices Essential	Astro Device Essential	0.00%
30	Motorola	HW_MAINTENANCE	185	Devices Essential	Astro Device Essential	0.00%
31	Motorola	A&E_OTHER_ACCY	187	TWO WAY DROPSHIP ACCY	PORTABLE ACCESSORIES DROPSHIP	27.00%
32	Motorola	A&E_OTHER_ACCY	189	TWO WAY DROPSHIP ACCY	MOBILE ACCESSORIES	19.00%
33	Motorola	ASTRO_SYSTEMS_INFRA	200	D - Infrastructure	DELIVERY	0.00%
34	Motorola	XTS_XTL_OTHER	201	KVL	KVL II	10.00%
35	Motorola	ASTRO_SYSTEMS_CONSOLES	202	CONTROL CENTERS	MCD 5000 Deskset	20.00%

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36	Motorola	HW_MAINTENANCE	206	Demand and Local Device Repair	Local Device Repair	0.00%
37	Motorola	ASTRO_SYSTEMS_DROPSHIP	207	Site Equipment	Site Equipment	10.00%
38	Motorola	ASTRO_SI	208	SI PROJECT MANAGEMENT LABOR	SI PROJECT MANAGEMENT LABOR	0.00%
39	Motorola	HW_MAINTENANCE	209	System Installation Services	System Installation	0.00%
40	Motorola	ASTRO_SYSTEMS_INFRA	212	Encryption Products Astro	PKI Solution	0.00%
41	Motorola	HW_MAINTENANCE	219	G&PS DEVICE & ASSET MANAGEMENT	ASSET & CONFIGURATION MGMT	0.00%
42	Motorola	ASTRO_SYSTEMS_INFRA	225	QUANTAR_QUANTRO ANAL	QTAR QTAR RCVR 6809 TRNK	0.00%
43	Motorola	ASTRO_SYSTEMS_CONSOLES	229	Console Accessories	Logging and Furniture	15.00%
44	Motorola	HW_MAINTENANCE	231	Infrastructure Tech Support	3rd Party Case Support	0.00%
45	Motorola	ASTRO_SYSTEMS_INFRA	243	D - Infrastructure	QUANTAR QUANTRO ASTRO RP	0.00%
46	Motorola	ASTRO_SYSTEMS_CONSOLES	244	CONTROL CENTERS	MCC 7500e	10.00%
47	Motorola	HW_MAINTENANCE	261	REPLACEMENT PARTS 2-WAY	SERVICE AIDS SHOP SUPPLIES	5.00%
48	Motorola	ASTRO_SYSTEMS_DROPSHIP	262	Towers	TOWERS	10.00%
49	Motorola	A&E_OTHER_ACCY	271	TWO WAY TRADITIONAL (Elgin DC)	CARRY CASES	20.00%
50	Motorola	HW_MAINTENANCE	272	REPLACEMENT PARTS 2-WAY	RNSG INFRA MANUFACTURED	0.00%
51	Motorola	ASTRO_SYSTEMS_INFRA	273	Comparators Legacy	DIGITAC COMPARATOR	0.00%
52	Motorola	ASTRO_SYSTEMS_INFRA	274	Encryption Products Astro	OEM CryptR Micro	0.00%
53	Motorola	XTS_XTL_OTHER	276	Millennium Mobile	XTL5000 CONSOLETTTE	0.00%
54	Motorola	ASTRO_SYSTEMS_INFRA	277	SmartX	SMARTX	0.00%
55	Motorola	ASTRO_SYSTEMS_INFRA	280	DATA BASE STATION SMARTZONE	SMARTZONE CONTROLLER	0.00%
56	Motorola	ASTRO_SYSTEMS_INFRA	281	DATA BASE STATION SMARTZONE	SMARTZONE MANAGER	0.00%
57	Motorola	ASTRO_SYSTEMS_DROPSHIP	282	Cambium Backhaul Equipment	HF-SSB BUY-IN PRODUCTS	10.00%
58	Motorola	ASTRO_SI	285	Astro SI Training	Infrastructure Training	0.00%
59	Motorola	ASTRO_SI	286	Astro SI Training	SI CUSTOMER TRAINING	0.00%
60	Motorola	XTS_XTL_OTHER	287	PC_SPECIAL APPLICATIONS	PAC-RTVRS	0.00%
61	Motorola	ASTRO_SYSTEMS_INFRA	288	PT_RISK	ALTERNATIVE CHANNEL ENGR SERVI	0.00%
62	Motorola	HW_MAINTENANCE	290	Local Operational Support Services	WARRANTY WRAP	0.00%
63	Motorola	A&E_OTHER_ACCY	291	TWO WAY DROPSHIP ACCY	MOBILE DROPSHIP	20.00%
64	Motorola	HW_MAINTENANCE	293	Demand and Local Device Repair	Device Diagnostics	0.00%
65	Motorola	APX_PORTABLE	305	APX4000XH	APX4000XH	27.00%
66	Motorola	ASTRO_SI	306	SI SITE DESIGN	SI SITE DESIGN	0.00%
67	Motorola	ASTRO_SI	308	SI SYSTEMS RISK	SYSTEMS INTEGRATION SYSTEM DIS	0.00%
68	Motorola	ASTRO_SI	309	SI SYSTEMS RISK	SYSTEMS INTEGRATION STANDARDIZ	0.00%
69	Motorola	ASTRO_SYSTEMS_INFRA	316	Infrastructure Pricing Adjustments	INFRASTRUCTURE SYSTEM DISC APC	0.00%
70	Motorola	ASTRO_SYSTEMS_INFRA	318	Infrastructure Pricing Adjustments	INFRASTRUCTURE MARGIN ADJ	0.00%
71	Motorola	XTS_XTL_OTHER	326	COSMO PT_ASTRO XTS	ASTRO XTS3000 TRUNKED	0.00%
72	Motorola	ASTRO_SYSTEMS_CONSOLES	328	CONTROL CENTERS	CENTRACM II ELECT SP	25.00%
73	Motorola	ASTRO_SYSTEMS_DROPSHIP	329	Buildings & Sites on Wheels	MSI Std Bldg	10.00%
74	Motorola	ASTRO_SUBS_SOFTWARE	332	PC_SOFTWARE SALES	CONV FLASHPORT SUBSCR	27.00%
75	Motorola	ASTRO_MANAGED_SERVICES	348	Astro System Premier	Astro System Premier	0.00%
76	Motorola	ASTRO_SYSTEMS_DROPSHIP	351	Site Equipment	RF Antenna and TX Line	10.00%

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77	Motorola	ASTRO_SYSTEMS_CONSOLES	354	MotoConsole Product	MotoConsole Product	15.00%
78	Motorola	Field_Response_Reporting	357	Gridstone	Gridstone MSI Software Licenses	0.00%
79	Motorola	ASTRO_SYSTEMS_INFRA	358	IP Transport SW	IP TRANSPORT SW	10.00%
80	Motorola	ASTRO_MANAGED_SERVICES	359	MotoConsole Support Svcs	MotoConsole Support Svcs	0.00%
81	Motorola	HW_MAINTENANCE	362	REPLACEMENT PARTS 2-WAY	RPG LOW MID HIGH SRCD	0.00%
82	Motorola	HW_MAINTENANCE	371	REPLACEMENT PARTS 2-WAY	RADIO SUBSCRIPTION SOFTW	0.00%
83	Motorola			TWO WAY TRADITIONAL (Elgin DC)		27.00%
		A&E_OTHER_ACCY	372		SPEAKER MICROPHONES	
84	Motorola	HW_MAINTENANCE	373	Astro System Advanced	Astro System Advanced	0.00%
85	Motorola	XTS_XTL_OTHER	374	PC_ASTRO SPECTRA MOBILE	ASTRO CONSOLETTTE	0.00%
86	Motorola	ASTRO_SYSTEMS_INFRA	377	Site Controllers Legacy	MTC CONTROLLERS	0.00%
87	Motorola	ASTRO_SYSTEMS_INFRA	381	D - Infrastructure	WNG RNC SW	15.00%
88	Motorola	ASTRO_SYSTEMS_INFRA	382	NFM SW	NFM SW	10.00%
89	Motorola	HW_MAINTENANCE	386	Demand and Local Device Repair	Repair Bank	0.00%
90	Motorola	ASTRO_SI	387	Consoles SI	Consoles SI	0.00%
91	Motorola	HW_MAINTENANCE	390	Field Services	System Management	0.00%
92	Motorola	HW_MAINTENANCE	393	Field Services	Contract Administration	0.00%
93	Motorola	HW_MAINTENANCE	395	Devices Essential	ASTRO Device Comprehensive	0.00%
94	Motorola	ASTRO_SYSTEMS_INFRA	405	K Core	K Core	15.00%
95	Motorola	APX_PORTABLE	411	VX P949	VX P949	25.00%
96	Motorola	A&E_OTHER_ACCY	414	TWO WAY TRADITIONAL	VISAR ACCY	0.00%
97	Motorola	ASTRO_SYSTEMS_DROPSHIP	415	TEST EQUIPMENT	Test Equipment	10.00%
98	Motorola	ASTRO_SYSTEMS_DROPSHIP	417	AFTERMARKET SITE EQUIPMENT	RESALE FIXED ACCESS AFTMKT	10.00%
99	Motorola	ASTRO_SYSTEMS_INFRA	424	Master Site Astro HW	MASTER SITE ASTRO HW	15.00%
100	Motorola	ASTRO_SYSTEMS_INFRA	425	L Core	L Core	15.00%
101	Motorola	APX_PORTABLE	426	APX4000_APX2000	APX4000 APX2000	27.00%
102	Motorola	ASTRO_SI	427	SI PASSTHROUGH_ET&S	SI PASSTHROUGH ET S	0.00%
103	Motorola	ASTRO_SUBS_SOFTWARE	430	PC_SOFTWARE SALES	FLASHPORT SFTWR UPGRADE	27.00%
104	Motorola				Astro Device Management Essential	0.00%
		HW_MAINTENANCE	431	Devices Advanced		
105	Motorola	ASTRO_SI	441	SI SITE DESIGN	SPECIAL SERVICE	0.00%
106	Motorola	ASTRO_SYSTEMS_CONSOLES	443	CONTROL CENTERS	MCC 7500	15.00%
107	Motorola	ASTRO_SYSTEMS_INFRA	448	QUANTAR_QUANTRO ANAL	ANALOG QUANTAR	0.00%
108	Motorola	A&E_BATTERIES	453	REPL BATTERIES	CGISS BATTERIES	27.00%
109	Motorola	HW_MAINTENANCE	454	REPLACEMENT PARTS 2-WAY	RNSG INFRA SOURCED	0.00%
110	Motorola	HW_MAINTENANCE	456	REPLACEMENT PARTS 2-WAY	RPG LOW MID HIGH MANU	0.00%
111	Motorola	ASTRO_SYSTEMS_DROPSHIP	457	AFTERMARKET SITE EQUIPMENT	RF Conditioning & Distribution	10.00%
112	Motorola	HW_MAINTENANCE	458	Devices Essential	ASTRO Device Repair	0.00%
113	Motorola	HW_MAINTENANCE	461	Devices Installation Services	Device Installation	0.00%
114	Motorola	APX_MOBILE	466	APX1500	APX1500	27.00%
115	Motorola	ASTRO_SYSTEMS_INFRA	469	NFM HW	NFM HW	15.00%
116	Motorola	APX_PORTABLE	470	SoldierMac	SOLDIER MAC	27.00%
117	Motorola	APX_MOBILE	471	APX4500_APX2500	APX4500 APX2500	27.00%
118	Motorola	ASTRO_SYSTEMS_INFRA	474	MTR3000	MTR2000 CONV INDIRECT	0.00%
119	Motorola				SCHAUMBURG DC ACCESSORIES	20.00%
		A&E_OTHER_ACCY	476	TWO WAY TRADITIONAL		
120	Motorola	APX_PORTABLE	481	APX 6000 Mackinaw	APX 6000 MACKINAW	27.00%

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121	Motorola	ASTRO_SYSTEMS_INFRA	482	PDR 8000	PDR 8000	15.00%
122	Motorola	ASTRO_SYSTEMS_DROPSHIP	490	DROPSHIP Standardization_System Discount	DROPSHIP SYSTEM DISCOUNT APC	10.00%
123	Motorola	ASTRO_SYSTEMS_INFRA	495	Astro 25 Data Solutions	PDG HARDWARE	15.00%
124	Motorola	ASTRO_SYSTEMS_DROPSHIP	501	Cambium Backhaul Equipment	MICOM-2000	10.00%
125	Motorola	A&E_OTHER_ACCY	505	TWO WAY DROPSHIP ACCY	CALLBOX	5.00%
126	Motorola	ASTRO_SYSTEMS_INFRA	509	QUANTAR_QUANTRO DIG	ASTRO QUANTAR	0.00%
127	Motorola	ASTRO_SYSTEMS_INFRA	512	MTR3000	MTR3000	0.00%
128	Motorola	ASTRO_SYSTEMS_DROPSHIP	515	Services Led Dropship	Services Led Dropship	10.00%
129	Motorola	ASTRO_SYSTEMS_INFRA	524	MOTOBIDGE	MOTOBIDGE	15.00%
130	Motorola	ASTRO_SYSTEMS_INFRA	525	Comparators Legacy	ASTROTAC COMPARATOR	0.00%
131	Motorola	XTS_XTL_OTHER	526	PC_ASTRO SPECTRA MOBILE	ASTRO SPECTRA PLUS	0.00%
132	Motorola	APX_MOBILE	527	APX 6500 Mobile	APX 6500 MOBILE	27.00%
133	Motorola	APX_PORTABLE	536	APX Covert Portable	APX Covert Portable	27.00%
134	Motorola	ASTRO_SYSTEMS_INFRA	537	QUANTAR_QUANTRO DIG	QTAR SZ ASTRO INTELLIRPT	0.00%
135	Motorola	APX_PORTABLE	562	APX7000XE	APX7000XE APXFIRE	27.00%
136	Motorola	XTS_XTL_OTHER	571	Astro Subs Dropship	Astro Subs Dropship	0.00%
137	Motorola	A&E_OTHER_ACCY	577	TWO WAY TRADITIONAL	WARIS ACCESSORIES	0.00%
138	Motorola	APX_PORTABLE	579	APX8000	APX8000	27.00%
139	Motorola	APX_PORTABLE	581	APX8000XE	APX8000XE	27.00%
140	Motorola	ASTRO_SYSTEMS_INFRA	593	MTR3000	MTR2000 TRNK DIRECT	0.00%
141	Motorola	ASTRO_SYSTEMS_INFRA	595	G-Series SW	G-SERIES SW	18.00%
142	Motorola	ASTRO_SUA	613	Consoles SW Maintenance	Consoles SW Maintenance	0.00%
143	Motorola	HW_MAINTENANCE	614	Consoles HW Maintenance	Consoles HW Maintenance	0.00%
144	Motorola	A&E_OTHER_ACCY	619	TWO WAY TRADITIONAL (Elgin DC)	900 DIGITAL ACCESSORIES	27.00%
145	Motorola	ASTRO_SYSTEMS_INFRA	643	Comparators Legacy	MODEMS	15.00%
146	Motorola	A&E_OTHER_ACCY	644	TWO WAY TRADITIONAL (Elgin DC)	CHARGERS/RECONDITIONERS	19.00%
147	Motorola	HW_MAINTENANCE	646	Sonoma Hardware Support	Sonoma Hardware Support	0.00%
148	Motorola	ASTRO_SYSTEMS_INFRA	647	D - Infrastructure	TRUNKED TERMINALS SOFTWA	10.00%
149	Motorola	APX_MOBILE	652	APX6500 Basic product	APX6500 Basic	27.00%
150	Motorola	A&E_OTHER_ACCY	653	MISC ACCY	MISC	0.00%
151	Motorola	APX_PORTABLE	655	APX7000	APX7000	27.00%
152	Motorola	APX_MOBILE	656	APX7500	APX7500	27.00%
153	Motorola	XTS_XTL_OTHER	671	PT_DSKTP PHASEOUT	SUBSCRIBER MARGIN ADJUSTMENT	0.00%
154	Motorola	APX_PORTABLE	673	APX8000H	APX8000H	27.00%
155	Motorola	ASTRO_SYSTEMS_INFRA	675	D-Series Base Radio HW	D-Series Base Radio HW	0.00%
156	Motorola	HW_MAINTENANCE	676	HW Maintenance Video	Video Advanced	0.00%
157	Motorola	ASTRO_SYSTEMS_INFRA	677	D-Series Site Controller HW	D-Series Site Controller HW	0.00%
158	Motorola	XTS_XTL_OTHER	678	PT_LTS2000 TRUNKED	LTS2000 TRNK	0.00%
159	Motorola	ASTRO_SYSTEMS_INFRA	680	D-Series SW	D-Series SW	0.00%
160	Motorola	APX_MOBILE	681	APX8500	APX8500	27.00%
161	Motorola	ASTRO_SYSTEMS_INFRA	704	AME	AME	10.00%
162	Motorola	A&E_OTHER_ACCY	706	TWO WAY TRADITIONAL (Elgin DC)	MOBILE CONSOLE ACCESSORIES	20.00%
163	Motorola	ASTRO_SYSTEMS_DROPSHIP	708	Computers & Monitors	Computers & Monitors	10.00%
164	Motorola	ASTRO_SYSTEMS_INFRA	729	INFRASTRUCTURE UPGRADE	CONV FLASHPORT INFRA	20.00%

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5.00%

165	Motorola	ASTRO_SYSTEMS_CONSOLES	735	Avtec Product	Avtec Product	5.00%
166	Motorola	ASTRO_SUA	738	Avtec Scoutcare	Avtec Scoutcare	0.00%
167	Motorola	ASTRO_SUA	739	Astro SW Maint	ASTRO SUA Completed Contract	0.00%
168	Motorola	ASTRO_SYSTEMS_CONSOLES	740	Outsourced Consoles	MIP 5000	10.00%
169	Motorola	ASTRO_SUA	741	Astro SW Maint	ASTRO SUA Upgrade Operations Completed Contract	0.00%
170	Motorola	A&E_OTHER_ACCY	742	TWO WAY TRADITIONAL (Elgin DC)	PORTABLE AUDIO ACCESSORIES	20.00%
171	Motorola	ASTRO_SYSTEMS_INFRA	743	QUANTAR_QUANTRO DIG	ASTRO RECEIVERS	15.00%
172	Motorola	HW_MAINTENANCE	744	REPLACEMENT PARTS 2-WAY	MISC SUBSCRIBER INFRASTRUCTURE	0.00%
173	Motorola	ASTRO_SUA	745	Astro SW Maint	ASTRO SUA Field Services Completed Contract	0.00%
174	Motorola	HW_MAINTENANCE	746	Services (Non-SI) Training	SUA TRAINING Completed Contract	0.00%
175	Motorola	HW_MAINTENANCE	753	Devices Tech Support	Devices Tech Support	0.00%
176	Motorola	ASTRO_SYSTEMS_CONSOLES	754	Outsourced Consoles	Console Peripherals	10.00%
177	Motorola	APX_PORTABLE	755	APX6000 Basic	APX6000 BASIC	27.00%
178	Motorola	APX_PORTABLE	756	APX6000XE	APX6000XE	27.00%
179	Motorola	APX_MOBILE	757	APX4500 Li	APX4500 Li	27.00%
180	Motorola	APX_MOBILE	761	APX7500	APX 7500 CONSOLETTTE	27.00%
181	Motorola	HW_MAINTENANCE	769	Field Services	Preventive Maintenance	0.00%
182	Motorola	ASTRO_SUA	771	Devices and Accessories SMA	Devices and Accessories SMA	0.00%
183	Motorola	HW_MAINTENANCE	772	Infrastructure Tech Support	Astro Infrastructure Tech Support	0.00%
184	Motorola	XTS_XTL_OTHER	775	MANTARAY EXPRESS LOW TIER MOBILE	XTL1500 7 800	0.00%
185	Motorola	A&E_OTHER_ACCY	785	TWO WAY TRADITIONAL (Elgin DC)	CHARGERS RECONDITIONERS	20.00%
186	Motorola	ASTRO_SYSTEMS_INFRA	786	D - Infrastructure	AIR TIME ACCUMULATOR	0.00%
187	Motorola	A&E_OTHER_ACCY	795	TWO WAY TRADITIONAL (Elgin DC)	GP P110 ACCESSORIES	20.00%
188	Motorola	A&E_OTHER_ACCY	796	TWO WAY TRADITIONAL	VISAR ACCESSORIES MT PL	0.00%
189	Motorola	A&E_BATTERIES	798	REPL BATTERIES	ABC BATTERY PROGRAM	0.00%
190	Motorola	ASTRO_SYSTEMS_DROPSHIP	800	Cambium Backhaul Equipment	WIRELESS VALLEY MAINTENANCE	10.00%
191	Motorola	HW_MAINTENANCE	813	Devices Essential	Accessories SFS Comprehensive	0.00%
192	Motorola	HW_MAINTENANCE	814	Security Services	Astro CyberSecurity	0.00%
193	Motorola	HW_MAINTENANCE	816	Devices Essential	Accessories Essential	0.00%
194	Motorola	ASTRO_SUA	823	Astro SW Maint	Astro SUA & SMA	0.00%
195	Motorola	ASTRO_SYSTEMS_INFRA	824	SUA POC	SUA POC	0.00%
196	Motorola	ASTRO_POC	833	G&PS Astro SI POC OLD	SI SITE CONSTRUCTION	0.00%
197	Motorola	APX_PORTABLE	837	APX1000	APX1000	27.00%
198	Motorola	ASTRO_SYSTEMS_DROPSHIP	856	Buildings & Sites on Wheels	MOTOROLA ALTERNATIVE BUILDING	10.00%
199	Motorola	EMERGING_SOLUTIONS	870	PD_IRRIGATION	IRRIGATION PRODUCTS	10.00%
200	Motorola	ASTRO_SI	872	SI ET&S Vendors	SI ET&S VENDORS	0.00%
201	Motorola	ASTRO_SI	874	SI Third Party Vendors	SI THIRD PARTY VENDORS	0.00%
202	Motorola	ASTRO_SYSTEMS_INFRA	877	Master Site Astro SW	MASTER SITE ASTRO SW	18.50%
203	Motorola	ASTRO_SYSTEMS_DROPSHIP	881	Cambium Backhaul Equipment	POWERLINE LV	10.00%
204	Motorola	HW_MAINTENANCE	882	Field Services	On-site Field Services	0.00%

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205	Motorola	HW_MAINTENANCE	900	Infrastructure Repair Services	T&M System Repair	0.00%
206	Motorola	A&E_OTHER_ACCY	903	BUSINESS LIGHT ACCY	RBR ACCY	0.00%
207	Motorola	ASTRO_SYSTEMS_DROPSHIP	904	Cambium Backhaul Equipment	Point to Multipoint	10.00%
208	Motorola	ASTRO_SYSTEMS_DROPSHIP	906	MW Backhaul & Channel Banks & Freq Std	Time and Frequency Systems	10.00%
209	Motorola	ASTRO_SYSTEMS_DROPSHIP	908	Cambium Backhaul Equipment	DROPSHIP LICENSE POINT TO POIN	10.00%
210	Motorola	HW_MAINTENANCE	929	Infrastructure Repair Services	ASTRO Repair	0.00%
211	Motorola	HW_MAINTENANCE	943	Services (Non-SI) Training	Training	0.00%
212	Motorola	ASTRO_SYSTEMS_DROPSHIP	947	Cambium Backhaul Equipment	RAD	10.00%
213	Motorola	HW_MAINTENANCE	948	Infrastructure Repair Services	Local System Repair	0.00%
214	Motorola	ASTRO_SYSTEMS_DROPSHIP	963	Cambium Backhaul Equipment	TUT	10.00%
215	Motorola	HW_MAINTENANCE	964	PCR System Essential & Advanced	PCR System Essential	0.00%
216	Motorola	ASTRO_SYSTEMS_INFRA	967	D - Infrastructure	PRIV SYS INTLNOC RELEASE	0.00%
217	Motorola	HW_MAINTENANCE	969	Security Services	Astro SUS Patching	0.00%
218	Motorola	HW_MAINTENANCE	972	PERFORMANCE SERVICES	ASTRO Network Performance	0.00%
219	Motorola	HW_MAINTENANCE	978	Demand and Local Device Repair	T&M Device Repair	0.00%
220	Motorola	ASTRO_SYSTEMS_DROPSHIP	980	Computers & Monitors	Third Party Astro Data Applications	0.00%
221	Motorola	HW_MAINTENANCE	984	Infrastructure Tech Support	Software Installs	0.00%
222	Motorola	HW_MAINTENANCE	986	REPLACEMENT PARTS 2-WAY	LEGACY SUBSCRIBER	0.00%
223	Motorola	HW_MAINTENANCE	988	Infrastructure Repair Services	Non-MSI Serviceable Item	0.00%

**Vendor (AH)**

State of New Mexico  
General Services Department  
Purchasing Division  
ITB Statewide Price Agreement #: 10-00000-20-00048

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**BID PRICING RESPONSE FORM****I. Minimum Percentage Discount (%) off Manufacturer's Retail Price (MSRP)**

*\*Additional rows and /or pages may be added to accommodate the Bidder's list of bidding information; please number pages and rows accordingly.*

No.	Manufacturer	Product Category	APC	Item	Short Description	MSRP % Discount
1.	Motorola	Radio	007	EVX-S24	EVX-S24	25%-30%
2.	Motorola	TRBO	018	CP Portfolio	CP Portfolio	25%-30%
3.	Motorola	TRBO	019	PM/CM Portfolio	PM/CM Portfolio	25%-30%
4.	Motorola	Portable Radios	037	TRBO Radio Portfolio	TRBO Radio Portfolio	25%-30%
5.	Motorola	Mobile Stations	038	MotoTRBO	MotoTRBO	25%-30%
6.	Motorola	LTE Systems Dropship	055	LTE Switch Routers	LTE Switch Routers	10%
7.	Motorola	Portable Radios	087	TRBO Radio Portables	TRBO Radio Portables	25%-30%
8.	Motorola	Pagers/Receivers	136	Minitor Products	Minitor Products	15%
9.	Motorola	Portable Radios TRBO	158	TRBO Radio CP Portfolio	TRBO Radio CP Portfolio	25%-30%
10.	Motorola	Portable Radios APX Accessories	187	APX Portable Accessories	APX Portable Accessories	27%
11.	Motorola	Mobiles	189	Mobile Accessories	Mobile Accessories	20%
12.	Motorola	MotoTRBO	421	Application Partner Programs	Application Partner Programs	0%
13.	Motorola	MotoTRBO	422	Infrastructure	Infrastructure	10%-15%
14.	Motorola	MotoTRBO	433	MotoTRBO High Tier Repeater	MotoTRBO High Tier Repeater	15%-30%
15.	Motorola	Professional Commercial Radio	435	Capacity Max Hardware	Capacity Max Hardware	20%
16.	Motorola	Professional Commercial Radio	449	Capacity Max Software License	Capacity Max Software License	20%
17.	Motorola	Pagers/Receivers	452	Pagers	Pagers	15%
18.	Motorola	Dispatch	454	Audio Accessories	Audio Accessories	15%
19.	Motorola	Fixed Station	457	Infrastructure Antennas	Infrastructure Antennas	20%
20.	Motorola	Professional Commercial Radio	475	MotoTRBO Trunking Mobile	MotoTRBO Trunking Mobile	25%-30%
21.	Motorola	MotoTRBO	478	MotoTRBo Mid Tier Repeater	MotoTRBo Mid Tier Repeater	15%-30%
22.	Motorola	Mobiles	484	MotoTRBO	MotoTRBO	25%-30%
23.	Motorola	Dispatch	520	Wave Technology	Wave Technology	0%
24.	Motorola	MotoTRBO	521	MotoTRBO Low Tier Repeater	MotoTRBO Low Tier Repeater	15%-30%
25.	Motorola	Accessories	271	Carry Cases	Carry Cases	15%
26.	Motorola	Fixed Station	273	Analog Comparator	Analog Comparator	10%



**Vendor (AH)**

State of New Mexico  
General Services Department  
Purchasing Division

ITB Statewide Price Agreement #: 10-00000-20-00048

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27.	Motorola	Accessories	291	Mobile Dropship	Mobile Dropship	10%
28.	Motorola	Vertex	301	Vertex Parts	Vertex Parts	10%
29.	Motorola	Wave PTT	336	Wave on Cloud 3 <sup>rd</sup> Party Services - Recurring	Wave on Cloud 3 <sup>rd</sup> Party Services - Recurring	0%
30.	Motorola	Professional Commercial Radio	345	Low Tier Business Radio	Low Tier Business Radio	25%-30%
31.	Motorola	MotoTRBO	356	MotorTRBO Anywhere Gateway	MotorTRBO Anywhere Gateway	10%
32.	Motorola	MotoTRBO	346	MotorTRBO Anywhere License	MotorTRBO Anywhere License	10%
33.	Motorola	Pagers/Receivers	361	Paging	Paging	15%
34.	Motorola	Accessories	372	Speaker Microphones	Speaker Microphones	27%
35.	Motorola	Professional Commercial Radios	401	Digital Portable	Digital Portable	25%-30%
36.	Motorola	Wave PTT Wave on Cloud Product	583	Wave on Cloud 3 <sup>rd</sup> Party Hardware and Software	Wave on Cloud 3 <sup>rd</sup> Party Hardware and Software	0%
37.	Motorola	Portable Radios	626	TRBO Radio PR Portfolio	TRBO Radio PR Portfolio	25%-30%
38.	Motorola	Wave PTT	642	Wave on Cloud MSI Hardware	Wave on Cloud MSI Hardware	10%
39.	Motorola	MotoTRBO Radios	777	Portables	Portables	25%-30%
40.	Motorola	Portable Radios – Misc Accessories	785	APX Accessories	APX Accessories	27%
41.	Motorola	LTE	790	LTE LEX 11	LTE LEX 11	0%
42.	Motorola	Professional Commercial Radio	794	Professional Fixed Equipment	Professional Fixed Equipment	15%
43.	Motorola	Portable Radios	795	Misc APX Accessories	Misc APX Accessories	27%
44.	Motorola	Portable Radios	798	Misc APX Accessories	Misc APX Accessories	27%
45.	Motorola	Professional Commercial radio	807	Subscribers	Subscribers	25%-30%
46.	Motorola	Professional Commercial radio	819	VX-261	VX-261	25%-30%
47.	Motorola	Professional Commercial radio	821	Limited Display Keypad Subscriber	Limited Display Keypad Subscriber	25%-30%
48.	Motorola	Portable Radios	837	Misc APX Accessories	Misc APX Accessories	27%
49.	Motorola	Accessories	849	Other Consumer Accessories	Other Consumer Accessories	15%-27%
50.	Motorola	Professional Commercial radio	871	Full Display Keypad Subscriber	Full Display Keypad Subscriber	25%-30%
51.	Motorola	Dispatch	892	Wave Technology	Wave Technology	0%

**Vendor (AH)**

State of New Mexico  
General Services Department  
Purchasing Division

ITB Statewide Price Agreement #: 10-00000-20-00048

52.	Motorola	Mobiles	922		CM200/300	25%-30%

**Vendor (AJ)**

State of New Mexico  
 General Services Department  
 Purchasing Division  
 ITB Statewide Price Agreement #: 10-00000-20-00048

**BID PRICING RESPONSE FORM**

**I. Minimum Percentage Discount (%) off Manufacturer's Retail Price (MSRP)**

*\*Additional rows and /or pages may be added to accommodate the Bidder's list of bidding information; please number pages and rows accordingly.*

No.	Manufacturer	Product Category	APC	Item	Short Description	MSRP % Discount
1.	BK TECHNOLOGIES	LMR RADIO		CURRENT CATALOG	KNG2 PORTABLE (RADIO ONLY)	40%
2.	BK TECHNOLOGIES	LMR RADIO		CURRENT CATALOG	KNG MOBILES (RADIO ONLY)	35%
3.	BK TECHNOLOGIES	LMR RADIO		CURRENT CATALOG	KNG SERIES ACCESSORIES	35%
4.	BK TECHNOLOGIES	LMR RADIO		CURRENT CATALOG	BKR SERIES PORTABLE (RADIO ONLY)	30%
5.	BK TECHNOLOGIES	LMR RADIO		CURRENT CATALOG	BKR SERIES ACCESSORIES	30%
6.	BK TECHNOLOGIES	LMR RADIO		CURRENT CATALOG	BKR SERIES FEATURE UPGRADES	50%
7.	BK TECHNOLOGIES	LMR RADIO		CURRENT CATALOG	RAW/LEGACY/REPLACEMENT PARTS	10%
8.	BK TECHNOLOGIES	LMR RADIO		CURRENT CATALOG	ALL OTHER ITEMS	25%
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**Vendor (AK)**

State of New Mexico  
 General Services Department  
 Purchasing Division  
 ITB Statewide Price Agreement #: 10-00000-20-00048

**BID PRICING RESPONSE FORM**

**I. Minimum Percentage Discount (%) off Manufacturer's Retail Price (MSRP)**

*\*Additional rows and /or pages may be added to accommodate the Bidder's list of bidding information; please number pages and rows accordingly.*

No.	Manufacturer	Product Category	APC	Item	Short Description	MSRP % Discount
1.	JVCKendwood	Land Mobile Radios			Land Mobile Radios	30
2.	JVCKendwood	Land Mobile Radios			Radio Accessories	30
3.	JVCKendwood	Repeater & Accessories.			Repeater, Accessories & Systems	20
4.	EFJohnson	Repeater & Accessories.			Repeater, Accessories & Systems	20
5.	EFJohnson	Land Mobile Radios			Land Mobile Radios	20
6.	Zetron					10
7.	Telex					10
8.	Pyramid Comm.					10
9.	Talley Comm.					10
10.	Generic				VHF, UHF, 800 Antenna Kits	0
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# CERTIFICATE OF LIABILITY INSURANCE

DATE(MM/DD/YYYY)  
03/09/2023

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

**IMPORTANT:** If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

<b>PRODUCER</b> Aon Risk Services Central, Inc. Chicago IL Office 200 East Randolph Chicago IL 60601 USA	<b>CONTACT NAME:</b> PHONE (A/C, No, Ext): (866) 283-7122      FAX (A/C, No.): (800) 363-0105															
	<b>E-MAIL ADDRESS:</b>															
<b>INSURED</b> Motorola Solutions, Inc. Attn Stephanie Lampi 500 West Monroe Chicago IL 60661 USA		<table border="1"> <thead> <tr> <th>INSURER(S) AFFORDING COVERAGE</th> <th>NAIC #</th> </tr> </thead> <tbody> <tr> <td>INSURER A: Gemini Insurance Company</td> <td>10833</td> </tr> <tr> <td>INSURER B: Lexington Insurance Company</td> <td>19437</td> </tr> <tr> <td>INSURER C: Liberty Mutual Fire Ins Co</td> <td>23035</td> </tr> <tr> <td>INSURER D: Liberty Insurance Corporation</td> <td>42404</td> </tr> <tr> <td>INSURER E:</td> <td></td> </tr> <tr> <td>INSURER F:</td> <td></td> </tr> </tbody> </table>	INSURER(S) AFFORDING COVERAGE	NAIC #	INSURER A: Gemini Insurance Company	10833	INSURER B: Lexington Insurance Company	19437	INSURER C: Liberty Mutual Fire Ins Co	23035	INSURER D: Liberty Insurance Corporation	42404	INSURER E:		INSURER F:	
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INSURER D: Liberty Insurance Corporation	42404															
INSURER E:																
INSURER F:																

**COVERAGES**      **CERTIFICATE NUMBER:** 570098245653      **REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS. **Limits shown are as requested**

INSR LTR	TYPE OF INSURANCE	ADDITIONAL INSURED	SUBROGATED	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS	
C	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR  GEN'L AGGREGATE LIMIT APPLIES PER: <input checked="" type="checkbox"/> POLICY <input type="checkbox"/> PROJECT <input type="checkbox"/> LOC OTHER:			TB2641005169072	07/01/2022	07/01/2023	EACH OCCURRENCE	\$1,000,000
							DAMAGE TO RENTED PREMISES (Ea occurrence)	\$250,000
							MED EXP (Any one person)	\$10,000
							PERSONAL & ADV INJURY	\$1,000,000
							GENERAL AGGREGATE	\$2,000,000
							PRODUCTS - COMP/OP AGG	\$2,000,000
C	<input checked="" type="checkbox"/> AUTOMOBILE LIABILITY  <input checked="" type="checkbox"/> ANY AUTO <input type="checkbox"/> OWNED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> HIRED AUTOS ONLY <input type="checkbox"/> NON-OWNED AUTOS ONLY			AS2-641-005169-012	07/01/2022	07/01/2023	COMBINED SINGLE LIMIT (Ea accident)	\$1,000,000
							BODILY INJURY (Per person)	
							BODILY INJURY (Per accident)	
							PROPERTY DAMAGE (Per accident)	
A	<input type="checkbox"/> UMBRELLA LIAB <input checked="" type="checkbox"/> OCCUR <input checked="" type="checkbox"/> EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE <input type="checkbox"/> DED <input type="checkbox"/> RETENTION			CEX0960371603	07/01/2022	07/01/2023	EACH OCCURRENCE	\$1,000,000
							AGGREGATE	\$1,000,000
D	<b>WORKERS COMPENSATION AND EMPLOYERS' LIABILITY</b> ANY PROPRIETOR / PARTNER / EXECUTIVE OFFICER/MEMBER (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N <input checked="" type="checkbox"/> N	N/A	wa764D005169082 All Other States wc7641005169092 WI	07/01/2022	07/01/2023	<input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTHER	
D					07/01/2022	07/01/2023	E.L. EACH ACCIDENT	\$1,000,000
							E.L. DISEASE-EA EMPLOYEE	\$1,000,000
							E.L. DISEASE-POLICY LIMIT	\$1,000,000
B	E&O - Miscellaneous Professional-Primary			013404599 Professional/Cyber/E&O SIR applies per policy terms & conditions	07/01/2022	07/01/2023	Each Claim Aggregate	\$1,000,000 \$1,000,000

**DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)**  
 RE: Services Agreement-Purchase Order.

<b>CERTIFICATE HOLDER</b>  The City of Santa Fe PO Box 909 Santa Fe NM 87504 USA	<b>CANCELLATION</b>  SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.  AUTHORIZED REPRESENTATIVE  <i>Aon Risk Services Central, Inc.</i>
--	--

Holder Identifier :

570098245653

Certificate No :





## City of Santa Fe

Treasury Department  
200 Lincoln Ave.  
Santa Fe, New Mexico 87504-0909  
505-955-6551

## BUSINESS REGISTRATION

**Business Name:** MOTOROLA SOLUTIONS INC  
DBA: MOTOROLA SOLUTIONS INC

**Business Location:** 7237 CHURCH RANCH BLVD 406  
WESTMINSTER, CO 80021

**Owner:** MOTOROLA SOLUTIONS INC

**License Number:** 112920

**Issued Date:** March 09, 2023

**Expiration Date:** March 09, 2024

**License Type:** Business License - Renewable

**Classification:** Business Registration - Standard

**Fees Paid:** \$35.00

MOTOROLA SOLUTIONS INC  
7237 CHURCH RANCH BLVD 406  
WESTMINSTER, CO 80021

THIS IS NOT A CONSTRUCTION PERMIT OR SIGN PERMIT.  
APPROPRIATE PERMITS MUST BE OBTAINED FROM THE CITY  
OF SANTA FE BUILDING PERMIT DIVISION PRIOR TO  
COMMENCEMENT OF ANY CONSTRUCTION OR THE  
INSTALLATION OF ANY EXTERIOR SIGN.

THIS REGISTRATION/LICENSE IS NOT TRANSFERABLE TO  
OTHER BUSINESSES OR PREMISES.

**TO BE POSTED IN A CONSPICUOUS PLACE**












# 23-0122 Motorola Solutions ITT

Final Audit Report

2023-03-20

Created:	2023-03-17
By:	Xavier Vigil (xivigil@ci.santa-fe.nm.us)
Status:	Signed
Transaction ID:	CBJCHBCAABAAB8_dbtMEUtb-e80ongmETvTExd2dHT-X

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-  Document emailed to ekoster@santafenm.gov for signature  
2023-03-17 - 8:16:06 PM GMT
-  Email viewed by ekoster@santafenm.gov  
2023-03-20 - 4:06:54 AM GMT- IP address: 174.205.6.44
-  Signer ekoster@santafenm.gov entered name at signing as Emily K. Oster  
2023-03-20 - 5:40:52 AM GMT- IP address: 73.42.116.51
-  Document e-signed by Emily K. Oster (ekoster@santafenm.gov)  
Signature Date: 2023-03-20 - 5:40:54 AM GMT - Time Source: server- IP address: 73.42.116.51
-  Document emailed to jwblair@santafenm.gov for signature  
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-  Signer jwblair@santafenm.gov entered name at signing as John Blair  
2023-03-20 - 3:37:37 PM GMT- IP address: 73.98.88.146
-  Document e-signed by John Blair (jwblair@santafenm.gov)  
Signature Date: 2023-03-20 - 3:37:39 PM GMT - Time Source: server- IP address: 73.98.88.146
-  Document emailed to Kristine Mihelcic (kmmihelcic@santafenm.gov) for signature  
2023-03-20 - 3:37:44 PM GMT
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2023-03-20 - 5:24:39 PM GMT- IP address: 104.47.65.254

 Document e-signed by Kristine Mihelcic (kmmihelcic@santafenm.gov)

Signature Date: 2023-03-20 - 5:24:47 PM GMT - Time Source: server- IP address: 63.232.20.2

 Agreement completed.

2023-03-20 - 5:24:47 PM GMT

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