

**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 February 23, 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 \$381,701.67. 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](mailto: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:**



ALAN WEBBER, MAYOR



WALTER WHATELY, AREA SALES MANAGER

DATE: Apr 17, 2023

DATE: 03/09/2023

ATTEST:



KRISTINE BUSTOS MIHELICIC, CITY CLERK   
GB MTG 04/12/2023

**CITY ATTORNEY'S OFFICE:**

Marcos Martinez

Marcos Martinez (Mar 8, 2023 10:42 MST)

SENIOR ASSISTANT CITY ATTORNEY

**APPROVED FOR FINANCES:**

Emily K. Oster

Emily K. Oster (Apr 17, 2023 18:12 MDT)

EMILY OSTER, FINANCE DIRECTOR

Business Item/Line Item:

ADDENDUM  
CITY/MOTOROLA

17.14 INDEMNIFICATION

The Contractor shall indemnify, hold harmless and defend the City from all losses, direct damages to tangible property, claims or judgments, including payments of all attorneys' fees and costs on account of any suit, judgment, execution, claim, action or demand whatsoever to the extent the damages arise from Contractor's negligence or willful misconduct in its performance of the scope of work under this Agreement, as well as the performance of Contractor's employees, agents, representatives and subcontractors. The City agrees to provide the Contractor with prompt written notice of any claim arising under this Agreement. This section sets forth the full extent of Contractor's general indemnification of the City from liabilities that are in any way related to Motorola's performance under this Agreement.

17.15 LIMITATION OF LIABILITY

The Contractor's liability to the City for any cause whatsoever shall be limited to the purchase price paid to the Contractor for products and services that are the subject of City's claim. The foregoing limitation does not apply to the Indemnification provision, stated above, of this Agreement and this Addendum or to damages resulting from personal injury caused by the contractor's negligence. IN NO EVENT SHALL THE CONTRACTOR BE LIABLE FOR ANY INDIRECT, SPECIAL, INCIDENTAL OR CONSEQUENTIAL DAMAGES ARISING OUT OF THIS AGREEMENT FOR THE USE OF THE PRODUCTS PURCHASED BY THE CITY HEREUNDER.

17.16 SURVIVAL

The Agreement paragraphs titled Indemnification and Limitation of Liability shall survive the expiration of this Agreement.

17.17 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 shall terminate upon written notice being given by the City to the Contractor. The City's decision as to whether sufficient appropriations are available shall be accepted by the Contractor and shall be final. Nothing in this provision shall limit the rights and claims of the parties for services performed prior to termination for insufficient appropriations.

17.18 THIRD PARTY BENEFICIARIES

By entering into this Agreement, the parties do not intend to create any right, title or interest in or for the benefit of any person other than the City and the Contractor. 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.

17.19 ASSIGNMENT; SUBCONTRACTING

The Contractor shall not assign or transfer any rights, privileges, obligations or other interest under this Agreement, including any claims for money due, without the prior written consent of the City. The Contractor shall not subcontract any portion of the services to be performed under this Agreement without the prior written approval of the City.

17.20 APPLICABLE LAW; CHOICE OF LAW; VENUE

Contractor shall abide by 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, the Contractor 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. Any action or suit commenced in the courts of the State of New Mexico shall be brought in the First Judicial District Court.

**Exhibit A  
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.

- **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: \_\_\_\_\_






# City of Santa Fe, New Mexico

## Memorandum



**DATE:** March 8, 2023

**TO:** Governing Body  
Finance Committee  
Quality of Life Committee

**VIA:** John Blair, City Manager  
Emily Oster, Finance Department Director  
Travis Dutton-Leyda, Chief Procurement Officer  
Manuel Gonzales; ITT Director   
Manuel Gonzales (Mar 8, 2023 14:40 MST)

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

---

### ITEM AND ISSUE:

ITT Request for approval to purchase contract with Motorola to purchase P25 Flash Programming for Public Safety Radio System to flash existing City radios in preparation to transition to the State of New Mexico Trunked Radio System in the amount of \$381,701.67. (Manuel Gonzales, Director: mmgonzales@santafenm.gov; 505-231-1749 and Joseph Abeyta: jmabeyta@santafenm.gov, 505-955- 5518).

### BACKGROUND AND SUMMARY:

Public Safety Radio System CORE Re-Route

On March 9, 2022, the Governing Body unanimously voted in favor of an agreement with DoIT to transition from the City's current Public Safety Radio System to the State of New Mexico's PSRS. Our current Public Safety Radios need to be updated with the P25 Flash programming required to access the State of New Mexico's PSRS.

Radio Flash Programming (Motorola)

The total cost of the Radio Programming is estimated to be \$381,701.67. The City has allocated to pay the funds from funding source ORG/6203650.572800. Budget has been verified by David Tapia, ITT Procurement Coordinator.

### RECOMMENDATION:

It is the recommendation of ITT Department for the City to approve the Purchase Contract for P25 Flash Programming for City Public Safety Radios.

### 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 3203951.

**FUNDING SOURCE:**

The funding source is:

**Fund Name/Number:** Services of Other Departments/620

**Munis Org Name/Number:** ITT Infrastructure/ 6203650

**Munis Object Name/Number:** Data Processing Equipment/572800

**ACTION REQUESTED:**

ITT respectfully requests your review and approval.



# CITY OF SANTA FE PROCUREMENT CHECKLIST

Contractor Name: Motorola Solutions

Procurement Title: Statewide Price Agreement #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 March 8, 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.

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





# City of Santa Fe

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

### Section to be completed by department

1. Munis Contract # 3203951

Contractor: Motorola Solutions

Description: Flash Codes necessary for the PSRS project. Our current Public Safety Radios need to be updated with the P25 Flash programming to access State of NM PSRS

Contract  Agreement  Lease / Rent  Amendment

Term Start Date: 04/01/2023 Term End Date: 04/01/2024

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

**Contract / Lease:** Contract

Amendment # \$381,701.67 to the Original Contract / Lease # Pending Approval

Increase/(Decrease) Amount \$ \_\_\_\_\_

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:** State Wide Price Agreement 10-00000-20-00048 Exp: 11/17/2024

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

Comment & Exceptions: procured via valid/current SWPA

4. **Funding Source:** ITT Infrastructure Data Processing Equipment **Org / Object:** 6203650.572800

 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: \_\_\_\_\_

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

ITT Director Mar 16, 2023

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

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

February 23, 2023

Manuel Gonzales  
City of Santa Fe  
200 Lincoln Ave,  
Santa Fe, NM 87501

Subject: City of Santa Fe P25 Flash Upgrades

Dear Manuel Gonzales:

Motorola Solutions, Inc. (“Motorola”) is pleased to have the opportunity to provide the City of Santa Fe with the hardware to provide flashes to existing P25 Radios. With the City of Santa Fe’s support and through collaboration between Motorola 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.



Walter Whately  
Area Sales Manager

Billing Address:  
 SANTA FE, CITY OF  
 301 MONTEZUMA AVE  
 SANTA FE, NM 87504  
 US

 Quote Date:12/20/2022  
 Expiration  
 Date:03/16/2023  
 Quote Created By: Manny  
 Barreras  
 manny.barreras@  
 motorolasolutions.com

 End Customer:  
 SANTA FE, CITY OF  
 Joe Gallegos

Line #	Item Number	Description	Qty	List Price	Disc \$	Sale Price	Ext. Sale Price
	FLASHport Series	APX6500FLASHPORT					
1	T7697A	DIGITAL SMARTZONE	1	\$0.00	\$0.00	\$0.00	\$0.00
1a	G361AK	ENH: ASTRO P25 TRUNKING SOFTWARE	9	\$380.00	\$102.60	\$277.40	\$2,496.60
1b	GA01767AJ	ADD: P25 LINK LAYER AUTHENTICATION	9	\$127.00	\$34.29	\$92.71	\$834.39
1c	GA00580AC	ENH: UPGRADE TO TDMA	9	\$569.00	\$153.63	\$415.37	\$3,738.33
	FLASHport Series	APX6500FLASHPORT					
2	T7697A	DIGITAL SMARTZONE	1	\$0.00	\$0.00	\$0.00	\$0.00
2a	G361AK	ENH: ASTRO P25 TRUNKING SOFTWARE	10	\$380.00	\$102.60	\$277.40	\$2,774.00
2b	GA01767AJ	ADD: P25 LINK LAYER AUTHENTICATION	10	\$127.00	\$34.29	\$92.71	\$927.10
2c	GA00580AC	ENH: UPGRADE TO TDMA	10	\$569.00	\$153.63	\$415.37	\$4,153.70
	FLASHport Series	APX6500FLASHPORT					
3	T7697A	DIGITAL SMARTZONE	1	\$0.00	\$0.00	\$0.00	\$0.00
3a	GA01767AJ	ADD: P25 LINK LAYER AUTHENTICATION	52	\$127.00	\$34.29	\$92.71	\$4,820.92
3b	GA00580AC	ENH: UPGRADE TO TDMA	52	\$569.00	\$153.63	\$415.37	\$21,599.24
	FLASHport Series	APX7500FLASHPORT					
4	T7562A	DIGITAL SMARTZONE	1	\$0.00	\$0.00	\$0.00	\$0.00



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Motorola Solutions, Inc.: 500 West Monroe, United States - 60661 ~ #: 36-1115800

Line #	Item Number	Description	Qty	List Price	Disc \$	Sale Price	Ext. Sale Price
4a	G361AJ	ENH: ASTRO P25 TRUNK SOFTWARE	14	\$380.00	\$102.60	\$277.40	\$3,883.60
4b	GA01767AH	ADD: P25 LINK LAYER AUTHENTICATION	14	\$127.00	\$34.29	\$92.71	\$1,297.94
4c	GA00580AB	ENH: UPGRADE TO TDMA	14	\$569.00	\$153.63	\$415.37	\$5,815.18
	FLASHport Series	APX7500FLASHPORT					
5	T7562A	DIGITAL SMARTZONE	1	\$0.00	\$0.00	\$0.00	\$0.00
5a	G361AJ	ENH: ASTRO P25 TRUNK SOFTWARE	1	\$380.00	\$102.60	\$277.40	\$277.40
5b	GA01767AH	ADD: P25 LINK LAYER AUTHENTICATION	1	\$127.00	\$34.29	\$92.71	\$92.71
5c	GA00580AB	ENH: UPGRADE TO TDMA	1	\$569.00	\$153.63	\$415.37	\$415.37
	FLASHport Series	APX7500FLASHPORT					
6	T7562A	DIGITAL SMARTZONE	1	\$0.00	\$0.00	\$0.00	\$0.00
6a	G361AJ	ENH: ASTRO P25 TRUNK SOFTWARE	2	\$380.00	\$102.60	\$277.40	\$554.80
6b	GA01767AH	ADD: P25 LINK LAYER AUTHENTICATION	2	\$127.00	\$34.29	\$92.71	\$185.42
6c	GA00580AB	ENH: UPGRADE TO TDMA	2	\$569.00	\$153.63	\$415.37	\$830.74
	FLASHport Series	APX7500FLASHPORT					
7	T7562A	DIGITAL SMARTZONE	1	\$0.00	\$0.00	\$0.00	\$0.00
7a	GA01767AH	ADD: P25 LINK LAYER AUTHENTICATION	5	\$127.00	\$34.29	\$92.71	\$463.55
7b	GA00580AB	ENH: UPGRADE TO TDMA	5	\$569.00	\$153.63	\$415.37	\$2,076.85
	FLASHport Series	APX7500FLASHPORT					
8	T7562A	DIGITAL SMARTZONE	1	\$0.00	\$0.00	\$0.00	\$0.00
8a	GA01767AH	ADD: P25 LINK LAYER AUTHENTICATION	6	\$127.00	\$34.29	\$92.71	\$556.26
8b	GA00580AB	ENH: UPGRADE TO TDMA	6	\$569.00	\$153.63	\$415.37	\$2,492.22
	FLASHport Series	APX6500FLASHPORT					
9	T7697A	DIGITAL SMARTZONE	1	\$0.00	\$0.00	\$0.00	\$0.00



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Motorola Solutions, Inc.: 500 West Monroe, United States - 60661 ~ #: 36-1115800

Line #	Item Number	Description	Qty	List Price	Disc \$	Sale Price	Ext. Sale Price
9a	GA01767AJ	ADD: P25 LINK LAYER AUTHENTICATION	58	\$127.00	\$34.29	\$92.71	\$5,377.18
9b	GA00580AC	ENH: UPGRADE TO TDMA	58	\$569.00	\$153.63	\$415.37	\$24,091.46
	FLASHport Series	APX4000FLASHPORT					
10	T7907A	9600 OR 3600 SINGLE SYSTEM DIGITAL TRUNKING	1	\$0.00	\$0.00	\$0.00	\$0.00
10a	QA01767AV	ADD: P25 LINK LAYER AUTHENTICATION	20	\$127.00	\$34.29	\$92.71	\$1,854.20
10b	QA00580AE	ENH: TDMA OPERATION	20	\$569.00	\$153.63	\$415.37	\$8,307.40
	FLASHport Series	APX4500FLASHPORT					
11	T8012A	9600 OR 3600 SINGLE SYSTEM DIGITAL TRUNKING	1	\$0.00	\$0.00	\$0.00	\$0.00
11a	GA01767AJ	ADD: P25 LINK LAYER AUTHENTICATION	6	\$127.00	\$34.29	\$92.71	\$556.26
11b	GA00580AC	ENH: UPGRADE TO TDMA	6	\$569.00	\$153.63	\$415.37	\$2,492.22
	FLASHport Series	APX4500FLASHPORT					
12	T8012A	9600 OR 3600 SINGLE SYSTEM DIGITAL TRUNKING	1	\$0.00	\$0.00	\$0.00	\$0.00
12a	GA01767AJ	ADD: P25 LINK LAYER AUTHENTICATION	6	\$127.00	\$34.29	\$92.71	\$556.26
12b	GA00580AC	ENH: UPGRADE TO TDMA	6	\$569.00	\$153.63	\$415.37	\$2,492.22
	FLASHport Series	APX4500FLASHPORT					
13	T8012A	9600 OR 3600 SINGLE SYSTEM DIGITAL TRUNKING	1	\$0.00	\$0.00	\$0.00	\$0.00
13a	GA01767AJ	ADD: P25 LINK LAYER AUTHENTICATION	13	\$127.00	\$34.29	\$92.71	\$1,205.23
13b	GA00580AC	ENH: UPGRADE TO TDMA	13	\$569.00	\$153.63	\$415.37	\$5,399.81
	FLASHport Series	APX4500FLASHPORT					





Line #	Item Number	Description	Qty	List Price	Disc \$	Sale Price	Ext. Sale Price
14	T8012A	9600 OR 3600 SINGLE SYSTEM DIGITAL TRUNKING	1	\$0.00	\$0.00	\$0.00	\$0.00
14a	GA01767AJ	ADD: P25 LINK LAYER AUTHENTICATION	52	\$127.00	\$34.29	\$92.71	\$4,820.92
14b	GA00580AC	ENH: UPGRADE TO TDMA	52	\$569.00	\$153.63	\$415.37	\$21,599.24
	FLASHport Series	APX4000FLASHPORT					
15	T7907A	9600 OR 3600 SINGLE SYSTEM DIGITAL TRUNKING	1	\$0.00	\$0.00	\$0.00	\$0.00
15a	QA01767AV	ADD: P25 LINK LAYER AUTHENTICATION	15	\$127.00	\$34.29	\$92.71	\$1,390.65
15b	QA00580AE	ENH: TDMA OPERATION	15	\$569.00	\$153.63	\$415.37	\$6,230.55
	FLASHport Series	APX6500FLASHPORT					
16	T7697A	DIGITAL SMARTZONE	1	\$0.00	\$0.00	\$0.00	\$0.00
16a	G996AY	ENH: OVER THE AIR PROVISIONING	50	\$127.00	\$34.29	\$92.71	\$4,635.50
16b	GA00580AC	ENH: UPGRADE TO TDMA	50	\$569.00	\$153.63	\$415.37	\$20,768.50
	FLASHport Series	APX8500FLASHPORT					
17	T8425A	DIGITAL SMARTZONE	1	\$0.00	\$0.00	\$0.00	\$0.00
17a	G361AJ	ENH: ASTRO P25 TRUNK SOFTWARE	9	\$380.00	\$102.60	\$277.40	\$2,496.60
17b	GA01767AH	ADD: P25 LINK LAYER AUTHENTICATION	9	\$127.00	\$34.29	\$92.71	\$834.39
17c	GA00580AB	ENH: UPGRADE TO TDMA	9	\$569.00	\$153.63	\$415.37	\$3,738.33
	FLASHport Series	APX8500FLASHPORT					
18	T8425A	DIGITAL SMARTZONE	1	\$0.00	\$0.00	\$0.00	\$0.00
18a	G361AJ	ENH: ASTRO P25 TRUNK SOFTWARE	4	\$380.00	\$102.60	\$277.40	\$1,109.60
18b	GA01767AH	ADD: P25 LINK LAYER AUTHENTICATION	4	\$127.00	\$34.29	\$92.71	\$370.84
18c	GA00580AB	ENH: UPGRADE TO TDMA	4	\$569.00	\$153.63	\$415.37	\$1,661.48
	FLASHport Series	APX8000FLASHPORT					



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Motorola Solutions, Inc.: 500 West Monroe, United States - 60661 ~ #: 36-1115800

Line #	Item Number	Description	Qty	List Price	Disc \$	Sale Price	Ext. Sale Price
19	T8553A	DIGITAL SMARTZONE	1	\$0.00	\$0.00	\$0.00	\$0.00
19a	QA00580AB	ENH: TDMA OPERATION	2	\$569.00	\$153.63	\$415.37	\$830.74
19b	QA01767AC	ADD: P25 LINK LAYER AUTHENTICATION	2	\$127.00	\$34.29	\$92.71	\$185.42
19c	QA07682AB	ADD: SMARTCONNECT	2	\$0.00	\$0.00	\$0.00	\$0.00
19d	QA09001AC	ENH: WI-FI CAPABILITY FLP	2	\$380.00	\$102.60	\$277.40	\$554.80
	FLASHport Series	APX8500FLASHPORT					
20	T8425A	DIGITAL SMARTZONE	1	\$0.00	\$0.00	\$0.00	\$0.00
20a	G361AJ	ENH: ASTRO P25 TRUNK SOFTWARE	1	\$380.00	\$102.60	\$277.40	\$277.40
20b	GA01767AH	ADD: P25 LINK LAYER AUTHENTICATION	1	\$127.00	\$34.29	\$92.71	\$92.71
20c	GA00580AB	ENH: UPGRADE TO TDMA	1	\$569.00	\$153.63	\$415.37	\$415.37
	FLASHport Series	APX4500FLASHPORT					
21	T8012A	9600 OR 3600 SINGLE SYSTEM DIGITAL TRUNKING	1	\$0.00	\$0.00	\$0.00	\$0.00
21a	GA00580AC	ENH: UPGRADE TO TDMA	8	\$569.00	\$153.63	\$415.37	\$3,322.96
	FLASHport Series	APX4000FLASHPORT					
22	T7907A	9600 OR 3600 SINGLE SYSTEM DIGITAL TRUNKING	1	\$0.00	\$0.00	\$0.00	\$0.00
22a	QA00580AE	ENH: TDMA OPERATION	160	\$569.00	\$153.63	\$415.37	\$66,459.20
	FLASHport Series	APX8000FLASHPORT					
23	T8553A	DIGITAL SMARTZONE	1	\$0.00	\$0.00	\$0.00	\$0.00
23a	QA00580AB	ENH: TDMA OPERATION	70	\$569.00	\$153.63	\$415.37	\$29,075.90
23b	QA07682AB	ADD: SMARTCONNECT	70	\$0.00	\$0.00	\$0.00	\$0.00
23c	QA09001AC	ENH: WI-FI CAPABILITY FLP	70	\$380.00	\$102.60	\$277.40	\$19,418.00
	FLASHport Series	APX8500FLASHPORT					
24	T8425A	DIGITAL SMARTZONE	1	\$0.00	\$0.00	\$0.00	\$0.00



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Motorola Solutions, Inc.: 500 West Monroe, United States - 60661 ~ #: 36-1115800

Line #	Item Number	Description	Qty	List Price	Disc \$	Sale Price	Ext. Sale Price
24a	GA01767AH	ADD: P25 LINK LAYER AUTHENTICATION	8	\$127.00	\$34.29	\$92.71	\$741.68
24b	GA00580AB	ENH: UPGRADE TO TDMA	8	\$569.00	\$153.63	\$415.37	\$3,322.96
	FLASHport Series	APX8000FLASHPORT					
25	T8553A	DIGITAL SMARTZONE	1	\$0.00	\$0.00	\$0.00	\$0.00
25a	QA00580AB	ENH: TDMA OPERATION	4	\$569.00	\$153.63	\$415.37	\$1,661.48
25b	QA01767AC	ADD: P25 LINK LAYER AUTHENTICATION	4	\$127.00	\$34.29	\$92.71	\$370.84
25c	QA07682AB	ADD: SMARTCONNECT	4	\$0.00	\$0.00	\$0.00	\$0.00
25d	QA09001AC	ENH: WI-FI CAPABILITY FLP	4	\$380.00	\$102.60	\$277.40	\$1,109.60
	FLASHport Series	APX6000FLASHPORT					
26	T7664A	DIGITAL SMARTZONE	1	\$0.00	\$0.00	\$0.00	\$0.00
26a	QA07682AB	ADD: SMARTCONNECT	85	\$0.00	\$0.00	\$0.00	\$0.00
26b	QA09001AC	ENH: WI-FI CAPABILITY FLP	85	\$380.00	\$102.60	\$277.40	\$23,579.00
26c	QA00580AE	ENH: TDMA OPERATION	85	\$569.00	\$153.63	\$415.37	\$35,306.45
	FLASHport Series	APX7000XEFLASHPORT					
27	T7553A	DIGITAL SMARTZONE	1	\$0.00	\$0.00	\$0.00	\$0.00
27a	QA00580AB	ENH: TDMA OPERATION	25	\$569.00	\$153.63	\$415.37	\$10,384.25
27b	QA01767AC	ADD: P25 LINK LAYER AUTHENTICATION	25	\$127.00	\$34.29	\$92.71	\$2,317.75
Subtotal							\$522,879.00
Total Discount Amount							\$141,177.33
<b>Grand Total</b>							<b>\$381,701.67(USD)</b>

**Notes:**

- NOTE: Please note due to supply chain issues flash dongles will not be available until 7/2023.



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Motorola Solutions, Inc.: 500 West Monroe, United States - 60661 ~ #: 36-1115800

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





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**

**Certificate Of Completion**

Envelope Id: 291958B53C2645F397CC9030E299522A  
 Subject: 10-00000-20-00048 A004  
 Source Envelope:  
 Document Pages: 1  
 Certificate Pages: 5  
 AutoNav: Enabled  
 Envelopeld Stamping: Enabled  
 Time Zone: (UTC-07:00) Mountain Time (US & Canada)

Status: Completed  
 Envelope Originator:  
 Raelynn Lujan  
 1100 S Saint Francis Dr  
 Santa Fe, NM 87502  
 Raelynn.Lujan@gsd.nm.gov  
 IP Address: 164.64.62.10

**Record Tracking**

Status: Original 2/21/2023 10:14:14 AM	Holder: Raelynn Lujan Raelynn.Lujan@gsd.nm.gov	Location: DocuSign
Security Appliance Status: Connected	Pool: StateLocal	
Storage Appliance Status: Connected	Pool: GSD	Location: DocuSign


**Signer Events**

Signer Events	Signature	Timestamp
Michael Saavedra Michael.Saavedra@gsd.nm.gov New Mexico General Services Security Level: Email, Account Authentication (None)	  Signature Adoption: Pre-selected Style Using IP Address: 67.131.78.33	Sent: 2/21/2023 10:16:08 AM Viewed: 2/21/2023 10:17:37 AM Signed: 2/21/2023 10:17:55 AM

**Electronic Record and Signature Disclosure:**  
 Accepted: 6/4/2020 11:04:51 AM  
 ID: 9cac1b3e-4279-4c8f-b2b4-c607ea9821d8

Raelynn Lujan raelynn.lujan@gsd.nm.gov New Mexico General Services Security Level: Email, Account Authentication (None)	  Signature Adoption: Pre-selected Style Using IP Address: 164.64.62.10	Sent: 2/21/2023 10:17:57 AM Viewed: 2/21/2023 10:18:25 AM Signed: 2/21/2023 10:18:31 AM
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**Electronic Record and Signature Disclosure:**  
 Accepted: 6/26/2020 4:27:38 PM  
 ID: 6aae9b5a-2aef-4297-a7b0-359c22309d31

Valerie Paulk valerie.paulk@gsd.nm.gov Signed of Behalf of State Purchasing Agent New Mexico General Services Signing Group: 35000 - State Purchasing Agent Security Level: Email, Account Authentication (None)	  Signature Adoption: Pre-selected Style Using IP Address: 164.64.62.10	Sent: 2/21/2023 10:18:33 AM Viewed: 2/21/2023 10:20:20 AM Signed: 2/21/2023 10:20:30 AM
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**Electronic Record and Signature Disclosure:**  
 Accepted: 5/29/2020 9:40:59 AM  
 ID: f12ca6d0-7cba-4de4-b58f-8180244887ff

**In Person Signer Events****Signature****Timestamp****Editor Delivery Events****Status****Timestamp****Agent Delivery Events****Status****Timestamp****Intermediary Delivery Events****Status****Timestamp**

<b>Certified Delivery Events</b>	<b>Status</b>	<b>Timestamp</b>
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<b>Carbon Copy Events</b>	<b>Status</b>	<b>Timestamp</b>
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<b>Witness Events</b>	<b>Signature</b>	<b>Timestamp</b>
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<b>Notary Events</b>	<b>Signature</b>	<b>Timestamp</b>
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<b>Envelope Summary Events</b>	<b>Status</b>	<b>Timestamps</b>
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Envelope Sent	Hashed/Encrypted	2/21/2023 10:16:08 AM
Certified Delivered	Security Checked	2/21/2023 10:20:20 AM
Signing Complete	Security Checked	2/21/2023 10:20:30 AM
Completed	Security Checked	2/21/2023 10:20:30 AM

<b>Payment Events</b>	<b>Status</b>	<b>Timestamps</b>
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<b>Electronic Record and Signature Disclosure</b>
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## **ELECTRONIC RECORD AND SIGNATURE DISCLOSURE**

### **A. ELECTRONIC RECORD AND SIGNATURE DISCLOSURE (ERSD)**

From time to time, New Mexico General Services Department (GSD), on behalf of the State of New Mexico (SONM), may be required by law to provide you with certain written notices or disclosures. Stated below are the terms and conditions for GSD's providing you such notices and disclosures electronically through the DocuSign system. Please read this information carefully. If you are able to access this information electronically and agree to **this Electronic Record and Signature Disclosure (ERSD)**, please confirm your agreement by selecting the check-box next to "I agree to use electronic records and signatures" before clicking "CONTINUE" within the DocuSign system.

## **B. Obtaining paper copies**

At any time up to twenty (20) calendar days following your use of DocuSign to electronically sign a document, you may request a paper copy of any record provided or made available electronically to you by GSD. You will have the ability to download and print documents SONM sends you through the DocuSign system during and immediately after the signing session and, if you elect to create a DocuSign account, you may access the documents for a twenty (20) calendar day period after such documents are first sent to you. Following the twenty (20) day period, if you want GSD to send you paper copies of any such documents from GSD's office, you will be charged a \$1.00 per-page fee plus postage. You may request delivery of such paper copies from GSD by following the procedure stated in Section H, below.

## **C. Withdrawing your consent**

If you decide to receive notices and disclosures from GSD electronically, you may at any time change your mind and inform GSD you want to receive required notices and disclosures only in paper format. The procedure concerning how you may inform GSD of your decision to receive future notices and disclosures in paper format as well as withdraw your consent to receive notices and disclosures electronically is stated in Section D, immediately below.

## **D. Consequences of changing your mind**

If you elect to receive required notices and disclosures only in paper format, it will slow the speed with which GSD will be able to complete certain steps in specific transactions and deliver paper copies to you. GSD will need: (1) to send the required notices or disclosures to you in paper format; and (2) wait until GSD receives your acknowledgment of your receipt of such paper notices or disclosures. Further, you will no longer be able to use the DocuSign system to receive required notices and consents electronically from SONM or to electronically sign documents generated and sent to you from SONM.



## **E. All notices and disclosures will be sent to you electronically**

Unless you inform GSD otherwise according to these procedures, GSD will electronically provide you through the DocuSign system all required notices, disclosures, authorizations, acknowledgements and other documents that are required to be provided or made available to you during the course of your electronic signature relationship with SONM. To reduce the possibility of inadvertent non-receipt, GSD prefers to provide all required notices and disclosures by the same method and to the same email or physical address that you furnish to GSD. Thus, you may receive the disclosures and notices electronically or in paper form. If you do not agree with this procedure, please inform GSD according to the procedures stated in Section I, below. Please also refer to Section D, immediately above, which states the consequences resulting from your declination of electronic delivery of notices and disclosures.

## **F. How to contact GSD:**

You may inform General Services Department (GSD) of any changes you select regarding State Purchasing Division's (SPD) electronic communications with you, to request paper copies of certain information from SPD, and to withdraw your prior consent to receive notices and disclosures electronically by emailing your request(s) to SPD at: [GSD.SPInfo@state.nm.us](mailto:GSD.SPInfo@state.nm.us)

## **G. To advise SPD of your new email address**

To inform SPD of a change in the email address to which SPD sends you notices and disclosures electronically, you must send an email to SPD at [GSD.SPInfo@state.nm.us](mailto:GSD.SPInfo@state.nm.us) and in the body of such request you must include your previous and new email addresses.

## **H. To request paper copies from SPD**

To request delivery of paper copies of electronic notices and disclosures that DocuSign and/or SPD have previously provided to you, you must send an email to SPD at [GSD.SPInfo@state.nm.us](mailto:GSD.SPInfo@state.nm.us) and in the body of your email request state your email address, full name, mailing address, and telephone number. SPD will charge you a \$1.00 per page copy fee plus postage.

## **I. To withdraw your consent with SPD**

To inform SPD that you no longer wish to receive notices and disclosures in electronic format you may:

(1) Decline to sign a document from within a signing session, and on the subsequent page, select the check-box indicating you wish to withdraw your consent, or you may:

(2) Send SPD an email to [GSD.SPInfo@state.nm.us](mailto:GSD.SPInfo@state.nm.us) and in the body of your request state your email address, full name, mailing address, and telephone number.

## **J. Required hardware and software**

The minimum system requirements for using the DocuSign system may change over time. The current DocuSign system requirements may be found at:

<https://support.docusign.com/guides/signer-guide-signing-system-requirements>

## **K. Acknowledging your access and consent to receive and sign documents electronically**

To confirm that you are able to electronically access the information contained in this Electronic Record and Signature Disclosure (ERSD), please confirm that you have: (1) read this ERSD, and either: (2) you are able to print on paper or electronically save this ERSD for your future reference and access; or (3) you are able to email this ERSD to an email address where you will be able to print this ERSD on paper and/or save this ERSD for your future reference and access. Further, if you consent to receiving notices and disclosures from DocuSign and/or SPD exclusively in electronic format, then select the check-box next to “I agree to use electronic records and signatures,” before you click “CONTINUE” within the DocuSign system.

By selecting the check-box next to “I agree to use electronic records and signatures,” you confirm that:

- You have read this Electronic Record and Signature Disclosure (ERSD); and
- You can print this ERSD on paper, or you can save and/ or send this ERSD to a location where you can print this ERSD, for your future reference and access; and
- Until or unless you notify SPD as stated in this ERSD, you consent to exclusively receive through electronic means all notices, disclosures, authorizations, acknowledgements, and other documents that are required to be provided or made available to you by SPD during the course of your electronic signature relationship with SPD.



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*

**Certificate Of Completion**

Envelope Id: 8A5085773232490DBC27732C2DF46116  
 Subject: 10-00000-20-00048 A003 Communication Radio  
 Source Envelope:  
 Document Pages: 1  
 Certificate Pages: 5  
 AutoNav: Enabled  
 Envelope Stamping: Enabled  
 Time Zone: (UTC-07:00) Mountain Time (US & Canada)

Status: Completed  
 Envelope Originator:  
 Raelynn Lujan  
 1100 S Saint Francis Dr  
 Santa Fe, NM 87502  
 Raelynn.Lujan@gsd.nm.gov  
 IP Address: 98.60.119.245


**Record Tracking**

Status: Original 11/1/2022 8:54:28 AM	Holder: Raelynn Lujan Raelynn.Lujan@gsd.nm.gov	Location: DocuSign
Security Appliance Status: Connected	Pool: StateLocal	
Storage Appliance Status: Connected	Pool: GSD	Location: DocuSign

**Signer Events**

Signer Events	Signature	Timestamp
Travis Dutton- Leyda Travis.Dutton-Leyda@gsd.nm.gov IT & Construction Bureau Chief New Mexico General Services, State Purchasing Division Security Level: Email, Account Authentication (None) <b>Electronic Record and Signature Disclosure:</b> Not Offered via DocuSign	  Signature Adoption: Pre-selected Style Using IP Address: 164.64.62.10	Sent: 11/1/2022 8:57:01 AM Viewed: 11/1/2022 10:04:24 AM Signed: 11/1/2022 10:38:59 AM

Raelynn Lujan raelynn.lujan@gsd.nm.gov New Mexico General Services Security Level: Email, Account Authentication (None) <b>Electronic Record and Signature Disclosure:</b> Accepted: 6/26/2020 4:27:38 PM ID: 6aae9b5a-2aef-4297-a7b0-359c22309d31	  Signature Adoption: Pre-selected Style Using IP Address: 98.60.119.245	Sent: 11/1/2022 10:39:01 AM Viewed: 11/1/2022 10:41:36 AM Signed: 11/1/2022 10:41:43 AM
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Valerie Paulk valerie.paulk@gsd.nm.gov Signed of Behalf of State Purchasing Agent New Mexico General Services Signing Group: 35000 - State Purchasing Agent Security Level: Email, Account Authentication (None) <b>Electronic Record and Signature Disclosure:</b> Accepted: 5/29/2020 9:40:59 AM ID: f12ca6d0-7cba-4de4-b58f-8180244887ff	  Signature Adoption: Pre-selected Style Using IP Address: 164.64.62.10	Sent: 11/1/2022 10:41:44 AM Viewed: 11/1/2022 10:51:32 AM Signed: 11/1/2022 10:51:52 AM
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**In Person Signer Events****Signature****Timestamp****Editor Delivery Events****Status****Timestamp****Agent Delivery Events****Status****Timestamp****Intermediary Delivery Events****Status****Timestamp**

<b>Certified Delivery Events</b>	<b>Status</b>	<b>Timestamp</b>
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<b>Carbon Copy Events</b>	<b>Status</b>	<b>Timestamp</b>
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<b>Witness Events</b>	<b>Signature</b>	<b>Timestamp</b>
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<b>Notary Events</b>	<b>Signature</b>	<b>Timestamp</b>
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<b>Envelope Summary Events</b>	<b>Status</b>	<b>Timestamps</b>
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Envelope Sent	Hashed/Encrypted	11/1/2022 8:57:01 AM
Certified Delivered	Security Checked	11/1/2022 10:51:32 AM
Signing Complete	Security Checked	11/1/2022 10:51:52 AM
Completed	Security Checked	11/1/2022 10:51:52 AM

<b>Payment Events</b>	<b>Status</b>	<b>Timestamps</b>
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<b>Electronic Record and Signature Disclosure</b>
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## **ELECTRONIC RECORD AND SIGNATURE DISCLOSURE**

### **A. ELECTRONIC RECORD AND SIGNATURE DISCLOSURE (ERSD)**

From time to time, New Mexico General Services Department (GSD), on behalf of the State of New Mexico (SONM), may be required by law to provide you with certain written notices or disclosures. Stated below are the terms and conditions for GSD's providing you such notices and disclosures electronically through the DocuSign system. Please read this information carefully. If you are able to access this information electronically and agree to **this Electronic Record and Signature Disclosure (ERSD)**, please confirm your agreement by selecting the check-box next to "I agree to use electronic records and signatures" before clicking "CONTINUE" within the DocuSign system.

## **B. Obtaining paper copies**

At any time up to twenty (20) calendar days following your use of DocuSign to electronically sign a document, you may request a paper copy of any record provided or made available electronically to you by GSD. You will have the ability to download and print documents SONM sends you through the DocuSign system during and immediately after the signing session and, if you elect to create a DocuSign account, you may access the documents for a twenty (20) calendar day period after such documents are first sent to you. Following the twenty (20) day period, if you want GSD to send you paper copies of any such documents from GSD's office, you will be charged a \$1.00 per-page fee plus postage. You may request delivery of such paper copies from GSD by following the procedure stated in Section H, below.

## **C. Withdrawing your consent**

If you decide to receive notices and disclosures from GSD electronically, you may at any time change your mind and inform GSD you want to receive required notices and disclosures only in paper format. The procedure concerning how you may inform GSD of your decision to receive future notices and disclosures in paper format as well as withdraw your consent to receive notices and disclosures electronically is stated in Section D, immediately below.

## **D. Consequences of changing your mind**

If you elect to receive required notices and disclosures only in paper format, it will slow the speed with which GSD will be able to complete certain steps in specific transactions and deliver paper copies to you. GSD will need: (1) to send the required notices or disclosures to you in paper format; and (2) wait until GSD receives your acknowledgment of your receipt of such paper notices or disclosures. Further, you will no longer be able to use the DocuSign system to receive required notices and consents electronically from SONM or to electronically sign documents generated and sent to you from SONM.

## **E. All notices and disclosures will be sent to you electronically**

Unless you inform GSD otherwise according to these procedures, GSD will electronically provide you through the DocuSign system all required notices, disclosures, authorizations, acknowledgements and other documents that are required to be provided or made available to you during the course of your electronic signature relationship with SONM. To reduce the possibility of inadvertent non-receipt, GSD prefers to provide all required notices and disclosures by the same method and to the same email or physical address that you furnish to GSD. Thus, you may receive the disclosures and notices electronically or in paper form. If you do not agree with this procedure, please inform GSD according to the procedures stated in Section I, below. Please also refer to Section D, immediately above, which states the consequences resulting from your declination of electronic delivery of notices and disclosures.

## **F. How to contact GSD:**

You may inform General Services Department (GSD) of any changes you select regarding State Purchasing Division's (SPD) electronic communications with you, to request paper copies of certain information from SPD, and to withdraw your prior consent to receive notices and disclosures electronically by emailing your request(s) to SPD at: [GSD.SPInfo@state.nm.us](mailto:GSD.SPInfo@state.nm.us)

## **G. To advise SPD of your new email address**

To inform SPD of a change in the email address to which SPD sends you notices and disclosures electronically, you must send an email to SPD at [GSD.SPInfo@state.nm.us](mailto:GSD.SPInfo@state.nm.us) and in the body of such request you must include your previous and new email addresses.

## **H. To request paper copies from SPD**

To request delivery of paper copies of electronic notices and disclosures that DocuSign and/or SPD have previously provided to you, you must send an email to SPD at [GSD.SPInfo@state.nm.us](mailto:GSD.SPInfo@state.nm.us) and in the body of your email request state your email address, full name, mailing address, and telephone number. SPD will charge you a \$1.00 per page copy fee plus postage.

## **I. To withdraw your consent with SPD**

To inform SPD that you no longer wish to receive notices and disclosures in electronic format you may:

(1) Decline to sign a document from within a signing session, and on the subsequent page, select the check-box indicating you wish to withdraw your consent, or you may:

(2) Send SPD an email to [GSD.SPInfo@state.nm.us](mailto:GSD.SPInfo@state.nm.us) and in the body of your request state your email address, full name, mailing address, and telephone number.

## **J. Required hardware and software**

The minimum system requirements for using the DocuSign system may change over time. The current DocuSign system requirements may be found at:

<https://support.docusign.com/guides/signer-guide-signing-system-requirements>

## **K. Acknowledging your access and consent to receive and sign documents electronically**

To confirm that you are able to electronically access the information contained in this Electronic Record and Signature Disclosure (ERSD), please confirm that you have: (1) read this ERSD, and either: (2) you are able to print on paper or electronically save this ERSD for your future reference and access; or (3) you are able to email this ERSD to an email address where you will be able to print this ERSD on paper and/or save this ERSD for your future reference and access. Further, if you consent to receiving notices and disclosures from DocuSign and/or SPD exclusively in electronic format, then select the check-box next to “I agree to use electronic records and signatures,” before you click “CONTINUE” within the DocuSign system.

By selecting the check-box next to “I agree to use electronic records and signatures,” you confirm that:

- You have read this Electronic Record and Signature Disclosure (ERSD); and
- You can print this ERSD on paper, or you can save and/ or send this ERSD to a location where you can print this ERSD, for your future reference and access; and
- Until or unless you notify SPD as stated in this ERSD, you consent to exclusively receive through electronic means all notices, disclosures, authorizations, acknowledgements, and other documents that are required to be provided or made available to you by SPD during the course of your electronic signature relationship with SPD.





**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.**

Procurement Specialist: **Raelynn Lujan** *RL*

Telephone No.: **505-670-1561**

Email: **raelynn.lujan@state.nm.us**

**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.**

**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*

**Certificate Of Completion**

Envelope Id: 9792953AD4C540E78C6038472C8533A1  
 Subject: Please DocuSign: SPD SPA  
 Source Envelope:  
 Document Pages: 1  
 Certificate Pages: 5  
 AutoNav: Enabled  
 Envelopeld Stamping: Enabled  
 Time Zone: (UTC-07:00) Mountain Time (US & Canada)


Status: Completed  
 Envelope Originator:  
 Raelynn Lujan  
 13 Bataan Blvd  
 Santa Fe, NM 87508  
 Raelynn.Lujan@state.nm.us  
 IP Address: 76.18.69.157


**Record Tracking**

Status: Original 1/6/2022 1:41:02 PM	Holder: Raelynn Lujan Raelynn.Lujan@state.nm.us	Location: DocuSign
Security Appliance Status: Connected	Pool: StateLocal	
Storage Appliance Status: Connected	Pool: GSD	Location: DocuSign

**Signer Events**

Signer Events	Signature	Timestamp
Travis Dutton- Leyda Travis.Dutton-Leyda@state.nm.us IT & Construction Bureau Chief New Mexico General Services, State Purchasing Division Security Level: Email, Account Authentication (None) <b>Electronic Record and Signature Disclosure:</b> Not Offered via DocuSign	  Signature Adoption: Pre-selected Style Using IP Address: 73.127.219.222	Sent: 1/6/2022 1:44:45 PM Viewed: 1/6/2022 1:53:57 PM Signed: 1/6/2022 1:54:14 PM

Raelynn Lujan raelynn.lujan@state.nm.us New Mexico General Services Security Level: Email, Account Authentication (None) <b>Electronic Record and Signature Disclosure:</b> Accepted: 6/26/2020 4:27:38 PM ID: 6aae9b5a-2aef-4297-a7b0-359c22309d31	  Signature Adoption: Pre-selected Style Using IP Address: 76.18.69.157	Sent: 1/6/2022 1:54:15 PM Viewed: 1/6/2022 2:26:48 PM Signed: 1/6/2022 2:26:52 PM
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Valerie Paulk valerie.paulk@state.nm.us Signed of Behalf of State Purchasing Agent New Mexico General Services Signing Group: 35000 - State Purchasing Agent Security Level: Email, Account Authentication (None) <b>Electronic Record and Signature Disclosure:</b> Accepted: 5/29/2020 9:40:59 AM ID: f12ca6d0-7cba-4de4-b58f-8180244887ff	  Signature Adoption: Pre-selected Style Using IP Address: 75.161.45.20 Signed using mobile	Sent: 1/6/2022 2:26:54 PM Viewed: 1/6/2022 2:27:31 PM Signed: 1/6/2022 2:27:47 PM
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**In Person Signer Events****Signature****Timestamp****Editor Delivery Events****Status****Timestamp****Agent Delivery Events****Status****Timestamp****Intermediary Delivery Events****Status****Timestamp**

<b>Certified Delivery Events</b>	<b>Status</b>	<b>Timestamp</b>
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<b>Carbon Copy Events</b>	<b>Status</b>	<b>Timestamp</b>
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<b>Witness Events</b>	<b>Signature</b>	<b>Timestamp</b>
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<b>Notary Events</b>	<b>Signature</b>	<b>Timestamp</b>
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<b>Envelope Summary Events</b>	<b>Status</b>	<b>Timestamps</b>
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Envelope Sent	Hashed/Encrypted	1/6/2022 1:44:45 PM
Certified Delivered	Security Checked	1/6/2022 2:27:31 PM
Signing Complete	Security Checked	1/6/2022 2:27:47 PM
Completed	Security Checked	1/6/2022 2:27:47 PM

<b>Payment Events</b>	<b>Status</b>	<b>Timestamps</b>
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<b>Electronic Record and Signature Disclosure</b>
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## **ELECTRONIC RECORD AND SIGNATURE DISCLOSURE**

### **A. ELECTRONIC RECORD AND SIGNATURE DISCLOSURE (ERSD)**

From time to time, New Mexico General Services Department (GSD), on behalf of the State of New Mexico (SONM), may be required by law to provide you with certain written notices or disclosures. Stated below are the terms and conditions for GSD's providing you such notices and disclosures electronically through the DocuSign system. Please read this information carefully. If you are able to access this information electronically and agree to **this Electronic Record and Signature Disclosure (ERSD)**, please confirm your agreement by selecting the check-box next to "I agree to use electronic records and signatures" before clicking "CONTINUE" within the DocuSign system.

## **B. Obtaining paper copies**

At any time up to twenty (20) calendar days following your use of DocuSign to electronically sign a document, you may request a paper copy of any record provided or made available electronically to you by GSD. You will have the ability to download and print documents SONM sends you through the DocuSign system during and immediately after the signing session and, if you elect to create a DocuSign account, you may access the documents for a twenty (20) calendar day period after such documents are first sent to you. Following the twenty (20) day period, if you want GSD to send you paper copies of any such documents from GSD's office, you will be charged a \$1.00 per-page fee plus postage. You may request delivery of such paper copies from GSD by following the procedure stated in Section H, below.

## **C. Withdrawing your consent**

If you decide to receive notices and disclosures from GSD electronically, you may at any time change your mind and inform GSD you want to receive required notices and disclosures only in paper format. The procedure concerning how you may inform GSD of your decision to receive future notices and disclosures in paper format as well as withdraw your consent to receive notices and disclosures electronically is stated in Section D, immediately below.

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## **E. All notices and disclosures will be sent to you electronically**

Unless you inform GSD otherwise according to these procedures, GSD will electronically provide you through the DocuSign system all required notices, disclosures, authorizations, acknowledgements and other documents that are required to be provided or made available to you during the course of your electronic signature relationship with SONM. To reduce the possibility of inadvertent non-receipt, GSD prefers to provide all required notices and disclosures by the same method and to the same email or physical address that you furnish to GSD. Thus, you may receive the disclosures and notices electronically or in paper form. If you do not agree with this procedure, please inform GSD according to the procedures stated in Section I, below. Please also refer to Section D, immediately above, which states the consequences resulting from your declination of electronic delivery of notices and disclosures.

## **F. How to contact GSD:**

You may inform General Services Department (GSD) of any changes you select regarding State Purchasing Division's (SPD) electronic communications with you, to request paper copies of certain information from SPD, and to withdraw your prior consent to receive notices and disclosures electronically by emailing your request(s) to SPD at: [GSD.SPInfo@state.nm.us](mailto:GSD.SPInfo@state.nm.us)

## **G. To advise SPD of your new email address**

To inform SPD of a change in the email address to which SPD sends you notices and disclosures electronically, you must send an email to SPD at [GSD.SPInfo@state.nm.us](mailto:GSD.SPInfo@state.nm.us) and in the body of such request you must include your previous and new email addresses.

## **H. To request paper copies from SPD**

To request delivery of paper copies of electronic notices and disclosures that DocuSign and/or SPD have previously provided to you, you must send an email to SPD at [GSD.SPInfo@state.nm.us](mailto:GSD.SPInfo@state.nm.us) and in the body of your email request state your email address, full name, mailing address, and telephone number. SPD will charge you a \$1.00 per page copy fee plus postage.

## **I. To withdraw your consent with SPD**

To inform SPD that you no longer wish to receive notices and disclosures in electronic format you may:

(1) Decline to sign a document from within a signing session, and on the subsequent page, select the check-box indicating you wish to withdraw your consent, or you may:

(2) Send SPD an email to [GSD.SPInfo@state.nm.us](mailto:GSD.SPInfo@state.nm.us) and in the body of your request state your email address, full name, mailing address, and telephone number.

## **J. Required hardware and software**

The minimum system requirements for using the DocuSign system may change over time. The current DocuSign system requirements may be found at:

<https://support.docusign.com/guides/signer-guide-signing-system-requirements>

## **K. Acknowledging your access and consent to receive and sign documents electronically**

To confirm that you are able to electronically access the information contained in this Electronic Record and Signature Disclosure (ERSD), please confirm that you have: (1) read this ERSD, and either: (2) you are able to print on paper or electronically save this ERSD for your future reference and access; or (3) you are able to email this ERSD to an email address where you will be able to print this ERSD on paper and/or save this ERSD for your future reference and access. Further, if you consent to receiving notices and disclosures from DocuSign and/or SPD exclusively in electronic format, then select the check-box next to “I agree to use electronic records and signatures,” before you click “CONTINUE” within the DocuSign system.

By selecting the check-box next to “I agree to use electronic records and signatures,” you confirm that:

- You have read this Electronic Record and Signature Disclosure (ERSD); and
- You can print this ERSD on paper, or you can save and/ or send this ERSD to a location where you can print this ERSD, for your future reference and access; and
- Until or unless you notify SPD as stated in this ERSD, you consent to exclusively receive through electronic means all notices, disclosures, authorizations, acknowledgements, and other documents that are required to be provided or made available to you by SPD during the course of your electronic signature relationship with SPD.



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](mailto: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

Page-1

**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

Page-2

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)**

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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*

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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 \*\*\***

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**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)	
1	System Technician Technologist	0%	\$125.00	0%	\$125.00	No Bid	No Bid	0%	\$175.00	No Bid	No Bid	No Bid	No Bid	
2	Standard Shop Installation	0%	\$95.00	0%	\$95.00	No Bid	No Bid	0%	\$125.00	No Bid	No Bid	No Bid	No Bid	
3	Mobile Radio Installation	0%	\$105.00	0%	\$95.00	No Bid	No Bid	0%	\$150.00	No Bid	No Bid	No Bid	No Bid	
4	Radio Programming	0%	\$95.00	0%	\$55.00	No Bid	No Bid	0%	\$100.00	No Bid	No Bid	No Bid	No Bid	
5	Training	0%	\$125.00	0%	\$125.00	No Bid	No Bid	0%	\$200.00	No Bid	No Bid	No Bid	No Bid	
6	Post-Warranty Maintenance	0%	\$105.00	0%	\$125.00	No Bid	No Bid	0%	\$200.00	No Bid	No Bid	No Bid	No Bid	
7	Support Services – Implementation	0%	\$105.00	0%	\$125.00	No Bid	No Bid	0%	\$200.00	No Bid	No Bid	No Bid	No Bid	
8	Support Services – Post Implementation	0%	\$105.00	0%	\$125.00	No Bid	No Bid	0%	\$200.00	No Bid	No Bid	No Bid	No Bid	
9	Project Management Services	0%	\$125.00	0%	\$175.00	No Bid	No Bid	0%	\$150.00	No Bid	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 / ReIm	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	wireless, radios, parts, service	5%
30	Brickcom	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	wireless, radios, parts, service	2%
31	BridgeWave Communications	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	wireless, radios, parts, service	2%
32	Broken Arrow Electric	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	wireless, radios, parts, service	0%
33	Brother	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	wireless, radios, parts, service	5%
34	CalAmp	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	wireless, radios, parts, service	2%
35	Cambium Networks	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	wireless, radios, parts, service	5%
36	CBNL	ABCD	Not Applicable	wireless, radios, parts, service	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	wireless, radios, parts, service	2%
38	Cellular Specialties	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	wireless, radios, parts, service	5%
39	Ceragon	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	wireless, radios, parts, service	5%
40	Cisco Systems	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	wireless, radios, parts, service	0%
41	Citel	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	wireless, radios, parts, service	2%
42	Cobham	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	wireless, radios, parts, service	5%
43	Codan Communications	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	wireless, radios, parts, service	5%
44	Code 3	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	wireless, radios, parts, service	5%
45	CommScope	ABCD	Not Applicable	wireless, radios, parts, service	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	wireless, radios, parts, service	0%
47	DAS Distributed Antenna Ssystems	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	wireless, radios, parts, service	5%
48	David Clark	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	wireless, radios, parts, service	5%
49	DDB Unlimited	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	wireless, radios, parts, service	2%
50	Dell	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	wireless, radios, parts, service	2%
51	DigiKey	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	wireless, radios, parts, service	0%
52	Dragonwave	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	wireless, radios, parts, service	5%
53	DuraComm	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	wireless, radios, parts, service	2%
54	DVL	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	wireless, radios, parts, service	5%
55	EF Johnson	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	wireless, radios, parts, service	8%
56	EMR Corp.	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	wireless, radios, parts, service	5%
57	EnviroBuilding	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	wireless, radios, parts, service	5%
58	Ericsson	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	wireless, radios, parts, service	2%
59	Exalt Communications	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	wireless, radios, parts, service	2%
60	Extralink	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	wireless, radios, parts, service	2%
61	Extreme	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	wireless, radios, parts, service	5%
62	Extreme Networks	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	wireless, radios, parts, service	2%
63	Extricom	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	wireless, radios, parts, service	2%
64	FCC	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	wireless, radios, parts, service	0%
65	Federal Signal	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	wireless, radios, parts, service	5%
66	Fiplex Communications	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	wireless, radios, parts, service	2%
67	FireCom	ABCD	Not Applicable	wireless, radios, parts, service	wireless, radios, parts, service	wireless, radios, parts, service	5%
68	Firetide	ABCD	Not Applicable	wireless, radios, parts, service	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

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:

No.	Manufacturer	URL Link
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.advtoway.com">www.advtoway.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.advtoway.com">www.advtoway.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.advtoway.com">www.advtoway.com</a>
90	Integra Enclosures	<a href="http://www.winncom.com">www.winncom.com</a>
91	Interference	<a href="http://www.advtoway.com">www.advtoway.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.advtoway.com">www.advtoway.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)

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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	\$28.75	\$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-SF	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-F	\$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%

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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%
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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.	Matsuda	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	Connct.		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	Connct.		Cameras	CCV Cameras/Monitors	3
35.	Pace	Tools		Solder/Brazing	Solder Guns/Tips	3
36.	Polypases	Access.		Lightning Arrest	Lightning Protection	5
37.	RAD	Connct.		Telecom	Telecom Access Soln.	3
38.	Raytheon/IS	Connct.		Hardware	Interoperability & ROI	3
39.	RF Indust.	Parts		Connectors	PL259, N, TNC, Pin, UHF	5
40.	Aston	Radio Equip		Power Supply	Power Supply Conv. Devices	3
41.	Sierra Wireless	Connct.		Modems	Modems	3
42.	Sti-Co	Connct.		Antennas	Disguise Antennas	3
43.	Telewave	Radio Equip		Antennas	Ant. combiners, filters	3
44.	Tripp Lite	Connct.		Power Supply	Power Sup, Converters, Inverters	3
45.	Weller	Radio Equip		Solder	Solder/desolder stn.	3
46.	Xcelite	Tools		Hand Tools	Shop Tools	3
47.	Fed. Signal	Connct.		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	Connct.		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-Connector	3
55.	Pinarise	Access.		Mounts	pedestals/ Mounts, Hdw.	1
56.	Larsen Ant.	Radio Equip		Antennas	mob, port., Base Ant.	5
57.	RAM Mounts	Access.		Mounts	pedestal mounts, hw.	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



Vendor (AF)

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.

Table with columns: No., Manufacturer, Product Category, Product Group, APC, Item, Short Description, MSRP % Discount. Rows list various Icom mobile radio models such as F1000 RC, F1000S RC, F1000T RC, etc., with their respective specifications and discount percentages.



Vendor (AF)

Table with 7 columns: No., Manufacturer, Product Category, Product Group, APC, Item, Short Description, MSRP % Discount. Rows include various Icom products such as repeaters, mobile radios, and accessories.











Vendor (AF)

Table with columns: No., Manufacturer, Product Category, Product Group, APC, Item, Short Description, MSRP % Discount. It lists various Icom accessories like cables, adapters, and antennas with their corresponding part numbers and descriptions.

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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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165	Motorola	ASTRO_SYSTEMS_CONSOLES	735	Avtec Product	Avtec Product	
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%

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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%



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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%

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52.	Motorola	Mobiles	922		CM200/300	25%-30%

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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.	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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**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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