MOTOROLA SOLUTIONS

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

SECTION 1

CONTRACT/MASTER AGREEMENT #06913 FOR PUBLIC SAFETY COMMUNICATION EQUIPMENT

CONTRACT/MASTER AGREEMENT #06913 FOR PUBLIC SAFETY COMMUNICATION EQUIPMENT
AUGUST 3, 2017

TABLE OF CONTENTS

Section 1

State of Washington Department of Enterprise Services (DES)   August 3, 2017
Contract/Master Agreement #06913 for Public Safety Communication Equipment   Use or disclosure of this proposal is subject
to the restrictions on the cover page.

Motorola Solutions Confidential Restricted   *Table of Contents   i*

SECTION 1

CONTRACT/MASTER AGREEMENT #06913 FOR PUBLIC SAFETY COMMUNICATION EQUIPMENT

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

Category: Radios			
Subcategory: Portable, Dual-Band			
Subcategory: Portable, Single-Band tier I			
Subcategory: Portable, Single-Band tier II			
Subcategory: Portable, Single-Band tier III			
Subcategory: Mobile, Dual-Band			
Subcategory: Mobile, Single-Band tier I			
Subcategory: Mobile, Single-Band tier II			
Subcategory: Mobile, Single-Band tier III			
Subcategory: Desktop, Dual-Band			
Subcategory: Desktop, Single-Band tier I			
Subcategory: Desktop, Single-Band tier II			
Category: Base Stations/Repeaters: Single-Band tier I			
Category: Base Station/Repeaters, Single-Band tier II			
Category: Mobile Radio Antennas			
DISCOUNTS ON PRODUCTS & SERVICES			
Motorola Solutions - NASPO ValuePoint DISCOUNT MATRIX (Revised 12/7/15)			
REFER TO MANUFACTURER REFERENCE LIST: Motorola on-Line (MOL):			
Category: Radios			**DISCOUNT %**
List price for Base Model, Additional features & options quoted and sold at same			
Excluding the state of Washington, the discounts apply to states with purchasing fees			

Contract/Master Agreement #06913 for Public Safety Communication Equipment

Use or disclosure of this proposal is subject to the restrictions on the cover page.

Motorola Solutions Confidential Restricted   *Contract/Master Agreement #06913 for Public Safety Communication Equipment*   1-1

Category: Radios			
Upon request, and at no charge, Motorola will provide contract customers a copy of the manufacturer's reference product price(s) after application of discount. A more detailed break out of pricing of the APX line of radios is captured on pages 1-5 through 1-20.			
Subcategory: Portable, Dual-Band			
APX7000 MULTI-BAND			27%
APX7000XE MULTI-BAND			27%
APX7000L MULTI-BAND			27%
APX8000 ALL-BAND			27%
STANDALONE ACCESSORIES ORDERED WITHOUT BASE UNIT			27%
Subcategory: Portable, Single-Band tier I			
APX6000			27%
APX6000Li			27%
APX6000XE			27%
APX3000			27%
XTS1500/2500/3000/4000/5000 ACCESSORIES			27%
STANDALONE ACCESSORIES ORDERED WITHOUT BASE UNIT			27%
Subcategory: Portable, Single-Band tier II			
APX4000			27%
APX4000XH			27%
APX1000			27%
STANDALONE ACCESSORIES ORDERED WITHOUT BASE UNIT			
Subcategory: Portable, Single-Band tier III			
BPR40			17%
CP185			17%
STANDALONE ACCESSORIES ORDERED WITHOUT BASE UNIT			17%
Subcategory: Mobile, Dual-Band			
APX7500			27%
APX8500 ALL-BAND			27%
STANDALONE ACCESSORIES ORDERED WITHOUT BASE UNIT			27%
Subcategory: Mobile, Single-Band tier I			
APX6500			27%
APX6500Li			27%
All XTL1500/2500/3000/4000/5000 ACCESSORIES			27%
STANDALONE ACCESSORIES ORDERED WITHOUT BASE UNIT			27%
Subcategory: Mobile, Single-Band tier II			
APX4500			27%
APX1500			27%
STANDALONE ACCESSORIES ORDERED WITHOUT BASE UNIT			27%

Contract/Master Agreement #06913 for Public Safety Communication Equipment

Use or disclosure of this proposal is subject
to the restrictions on the cover page.

Motorola Solutions Confidential Restricted   *Contract/Master Agreement #06913 for Public Safety Communication Equipment*   1-2

Category: Radios			
Subcategory: Mobile, Single-Band tier III			
CDM120 Cancelled – replacement product under review			17%
STANDALONE ACCESSORIES ORDERED WITHOUT BASE UNIT			17%
CM200d			17%
CM300d			17%
Subcategory: Desktop, Dual-Band			
APX7500 CONSOLETTE			27%
STANDALONE ACCESSORIES ORDERED WITHOUT BASE UNIT			27%
Subcategory: Desktop, Single-Band tier I			
APX6500 WITH POWER SUPPLY			27%
ACCESSORIES ORDERED WITHOUT BASE UNIT			27%
Subcategory: Desktop, Single-Band tier II			
APX4500 WITH POWER SUPPLY			27%
STANDALONE ACCESSORIES ORDERED WITHOUT BASE UNIT			27%
Category: Base Stations/Repeaters: Single-Band tier I			
GTR8000			20%
ACECSSORIES ORDERED WITHOUT BASE UNIT			20%
MLC8000			20%
GCP8000			
GCM8000			20%
GPW8000			20%
BASE STATION NETWORK MANAGEMENT AND HARDWARE			20%
BASE STATION DATA APPLICATIONS AND HARDWARE			20%
BASE STATION ENCRYPTION AND HARDWARE			20%
BASE STATION INTEROPERABILTY APPLICATIONS			20%
INFRASTRUCTURE/FIXED EQUIPMENT/OTHER			20%
Category: Base Station/Repeaters, Single-Band tier II			
GTR8000			20%
MTR3000			20%
BASE STATION NETWORK MANAGEMENT AND HARDWARE			20%
BASE STATION DATA APPLICATIONS AND HARDWARE			20%
BASE STATION ENCRYPTION AND HARDWARE			20%
BASE STATION INTEROPERABILTY APPLICATIONS			20%
BASE STATION LICENSES			20%
STANDALONE ACCESSORIES ORDERED WITHOUT BASE UNIT			20%
INFRASTRUCTURE/FIXED EQUIPMENT/OTHER			20%
Category: Mobile Radio Antennas			
MOBILE RADIO ANTENNAS			20%
Bidder offers the following services commonly available for the above product category/subcategory at the percentage discounts listed below off manufacturer's(or subcontractor's/dealer's/distributor's) list prices or at the			

Contract/Master Agreement #06913 for Public Safety Communication Equipment

Use or disclosure of this proposal is subject to the restrictions on the cover page.

Motorola Solutions Confidential Restricted   *Contract/Master Agreement #06913 for Public Safety Communication Equipment   1-3*

Category: Radios			
Services	DISCOUNT %	CHARGE PER HOUR	
Equipment configuration and system design:		$192.75 /Hour	
Technical support services:		$192.75 /Hour	
Equipment installation:		$192.75 /Hour	
Equipment repair:		$192.75 /Hour	
Training, World Wide Learning Services (WLS):	13%		
Other Services			
Service from the Start	0%		
Service from the Start Lite	0%		
Engineering Professional Services		$192.75 /Hour	
Project Management Professional Services		$192.75 /Hour	
Service Delivery Manager:		$192.75 /Hour	
Most services, such as engineering, program management, training, etc., are usually sold on a per man day basis, rather than an hourly basis, the daily rate is $1,542. per			

Contract/Master Agreement #06913 for Public Safety Communication Equipment

Use or disclosure of this proposal is subject
to the restrictions on the cover page.

Motorola Solutions Confidential Restricted   *Contract/Master Agreement #06913 for Public Safety Communication Equipment   1-4*

1.1 APX 8500

Model Number	Description	List Price	NASPO Pricing	Notes
M37TSS9PW1 N	APX8500 ALL BAND MP MOBILE	$4,770.00	$3,482.10	
G806	ENH: ASTRO DIGITAL CAI OP APEX	$515.00	$375.95	
G51	ENH: SMARTZONE OPERATION APX	$1,500.00	$1,095.00	
G361	ADD: P25 TRUNKING SOFTWARE	$300.00	$219.00	
GA00580	ADD: TDMA OPERATION	$450.00	$328.50	
W947	PACKET DATA INTERFACE	$0.00	$0.00	Ships standard
QA01749	SOFTWARE KEY	$0.00	$0.00	Ships standard
GA00229	GPS ACTIVATION	$0.00	$0.00	Ships standard
G442	ADD: O5 CONTROL HEAD	$432.00	$315.36	
G444	ADD: APX CONTROL HEAD SOFTWARE	$0.00	$0.00	
G67	ADD: REMOTE MOUNT MID POWER	$297.00	$216.81	
GA01513	ADD: ALL BAND MOBILE ANTENNA (7/8/V/U)	$95.00	$69.35	
GA00226	ADD: GPS ANTENNA	$75.00	$54.75	
G996	ENH: OVER THE AIR PROVISIONING	$100.00	$73.00	
G298	ENH: ASTRO 25 OTAR W/ MULTIKEY	$740.00	$540.20	
G843	ADD: AES ENCRYPTION APX	$475.00	$346.75	
W22	ADD: STD PALM MICROPHONE APEX	$72.00	$52.56	
B18	ADD: AUXILARY SPKR 7.5 WATT	$60.00	$43.80	
G78	ADD: 2 YR SFS LITE	$250.00	$250.00	
	TOTAL:	$10,131.00	$7,463.13	

Services	Percent Discount	Charge PER HOUR
Equipment configuration and system design		$192.75
Technical support services		$192.75

Services	Percent Discount	Charge PER HOUR
Equipment installation		$192.75
Equipment repair		$192.75
Engineering Professional Services		$192.75
Project Management Professional Services		$192.75
Service Delivery Manager		$192.75
Service from the Start		
Service from the Start Lite		
Training	13%	

1.2   APX 7500

Model Number	Description	List Price	NASPO Pricing	Notes
M30TSS9PW1 N	APX7500 DUAL BAND MID POWER	$2,736.00	$1,997.28	On April 3rd, list pricing will change to $2,845
GA00244	ADD: 7/800MHZ PRIMARY BAND	$0.00	$0.00	
GA00308	ADD: VHF MP SECONDARY BAND	$400.00	$292.00	
GA00579	ADD: ENABLE DUAL BAND OPERATION	$600.00	$438.00	
G442	ADD: O5 CONTROL HEAD	$432.00	$315.36	
G444	ADD: APX CONTROL HEAD SOFTWARE	$0.00	$0.00	
G67	ADD: REMOTE MOUNT MID POWER	$297.00	$216.81	
G806	ADD: ASTRO DIGITAL CAI OPERATION	$515.00	$375.95	
G51	ENH: SMARTZONE OPERATION APX	$1,500.00	$1,095.00	
G361	ADD: P25 TRUNKING SOFTWARE	$300.00	$219.00	
W484	ALT: ANT 3DB GAIN 762-870MHZ	$38.00	$27.74	
G792	ADD:VHF ANT WIDEBAND 136-174 MHZ	$75.00	$54.75	
G843	ADD: AES ENCRYPTION APX	$475.00	$346.75	
GA00580	ADD: TDMA OPERATION	$450.00	$328.50	
G996	ENH: OVER THE AIR PROVISIONING	$100.00	$73.00	

Contract/Master Agreement #06913 for Public Safety Communication Equipment

Use or disclosure of this proposal is subject to the restrictions on the cover page.

Motorola Solutions Confidential Restricted Safety Communication Equipment   1-6

Contract/Master Agreement #06913 for Public

Model Number	Description	List Price	NASPO Pricing	Notes
GA00229	GPS ACTIVATION	$0.00	$0.00	This now Ships Standard
GA00226	ADD: GPS ANTENNA	$75.00	$54.75	
G298	ENH: ASTRO 25 OTAR W/ MULTIKEY	$740.00	$540.20	
W947	PACKET DATA INTERFACE	$0.00	$0.00	This now Ships Standard
QA01749	SOFTWARE KEY	$0.00	$0.00	Comes Standard if no ASK key ordered
W22	ADD: STD PALM MICROPHONE APEX	$72.00	$52.56	
B18	ADD: AUXILARY SPKR 7.5 WATT	$60.00	$43.80	
G78	ADD: 3 YEAR SERVICE FROM THE START LITE	$158.00	$158.00	
	TOTAL:	$9,023.00	$6,629.45	

Services	Percent Discount	Charge PER HOUR
Equipment configuration and system design		$192.75
Technical support services		$192.75
Equipment installation		$192.75
Equipment repair		$192.75
Engineering Professional Services		$192.75
Project Management Professional Services		$192.75
Service Delivery Manager		$192.75
Service from the Start		
Service from the Start Lite		
Training	13%	

1.3   APX 7500 CONSOLETTE

Model Number	Description	List Price	NASPO Pricing	Notes
L30TSS9PW1 N	APX7500 CONSOLETTE DUAL BAND M	$4,379.00	$3,196.67	On April 3rd, pricing will change to $4,554

Contract/Master Agreement #06913 for Public Safety Communication Equipment

Use or disclosure of this proposal is subject to the restrictions on the cover page.

Model Number	Description	List Price	NASPO Pricing	Notes
QA00579	ADD: ENABLE DUAL BAND OPERATION	$1,000.00	$730.00	
GA00244	ADD: 7/800MHZ PRIMARY BAND	$0.00	$0.00	
GA00308	ADD: VHF MP SECONDARY BAND	$400.00	$292.00	
G806	ADD: ASTRO DIGITAL CAI OPERATION	$515.00	$375.95	
G51	ENH: SMARTZONE OPERATION APX	$1,500.00	$1,095.00	
G361	ADD: P25 TRUNKING SOFTWARE	$300.00	$219.00	
GA00580	ADD: TDMA OPERATION	$450.00	$328.50	
G996	ENH: OVER THE AIR PROVISIONING	$100.00	$73.00	
G843	ADD: AES ENCRYPTION APX	$475.00	$346.75	
W12	ADD: RF PREAMP	$66.00	$48.18	
L999	ADD: FULL FP W/05/KEYPAD/CLOCK/VU	$789.00	$575.97	
W382	ADD: CONTROL STATION DESK GCAI MIC	$169.00	$123.37	
CA01942	ADD: DC CORD	$55.00	$40.15	
G319	ENH: ENABLE RF MODEM	$0.00	$0.00	
G78	ADD: 3 YEAR SERVICE FROM THE START LITE	$168.00	$168.00	
QA01648	ADD: ADVANCED SYSTEM KEY - HARDWARE KEY	$5.00	$3.65	
	TOTAL:	$10,371.00	$7,616.19	

Services	Percent Discount	Charge PER HOUR
Equipment configuration and system design		$192.75
Technical support services		$192.75
Equipment installation		$192.75
Equipment repair		$192.75
Engineering Professional Services		$192.75
Project Management Professional Services		$192.75
Service Delivery Manager		$192.75
Service from the Start		

Contract/Master Agreement #06913 for Public Safety Communication Equipment

Use or disclosure of this proposal is subject
to the restrictions on the cover page.

Motorola Solutions Confidential Restricted

Safety Communication Equipment   1-8

Contract/Master Agreement #06913 for Public

Services	Percent Discount	Charge PER HOUR
Service from the Start Lite		
Training	13%	

1.4   APX 6500

Model Number	Description	List Price	NASPO Pricing	Notes
M25URS9PW1 N	APX6500 7/800 MHZ MID POWER MOBILE	$2,344.00	$1,711.12	On April 3rd, list pricing will change to $2,438
G806	ADD: ASTRO DIGITAL CAI OPERATION	$515.00	$375.95	
G51	ENH: SMARTZONE OPERATION APX6500	$1,200.00	$876.00	
G361	ADD: P25 TRUNKING SOFTWARE	$300.00	$219.00	
G442	ADD: O5 CONTROL HEAD	$432.00	$315.36	
G444	ADD: APX CONTROL HEAD SOFTWARE	$0.00	$0.00	
G67	ADD: REMOTE MOUNT MID POWER	$297.00	$216.81	
G174	ADD: ANT 3DB LOW-PROFILE 762-870	$43.00	$31.39	
W22	ADD: STD PALM MICROPHONE APEX	$72.00	$52.56	
B18	ADD: AUXILARY SPKR 7.5 WATT	$60.00	$43.80	
G24	INT: 3 YEAR SERVICE FROM THE START LITE	$121.00	$121.00	
G843	ADD: AES ENCRYPTION APX	$475.00	$346.75	
GA00580	ADD: TDMA OPERATION	$450.00	$328.50	
G996	ENH: OVER THE AIR PROVISIONING	$100.00	$73.00	
GA00229	ADD: GPS Activation	$0.00	$0.00	This now Ships Standard
GA00226	ADD: GPS ANTENNA	$75.00	$54.75	
W947	PACKET DATA INTERFACE	$0.00	$0.00	This now Ships Standard
QA01749	SOFTWARE KEY	$0.00	$0.00	Comes Standard if no ASK key ordered
G298	ENH: ASTRO 25 OTAR W/ MULTIKEY	$740.00	$540.20	
	TOTAL:	$7,224.00	$5,306.19	

Services	Percent Discount	Charge PER HOUR
Equipment configuration and system design		$192.75
Technical support services		$192.75
Equipment installation		$192.75
Equipment repair		$192.75
Engineering Professional Services		$192.75
Project Management Professional Services		$192.75
Service Delivery Manager		$192.75
Service from the Start		
Service from the Start Lite		
Training	13%	

1.5   APX 4500

Model Number	Description	List Price	NASPO Pricing	Notes
M22URS9PW1 N	APX4500 7/800	$1,504.00	$1,097.92	On April 3rd, list pricing will change to $1,564
QA02756	ADD: 3600 OR 9600 TRUNKING BAUD SINGLE SYSTEM	$1,570.00	$1,146.10	
GA00580	ADD: TDMA OPERATION	$450.00	$328.50	
GA00804	ADD: APX O2 CONTROL HEAD (Grey)	$492.00	$359.16	
G444	ADD: APX CONTROL HEAD SOFTWARE	$0.00	$0.00	
G67	ADD: REMOTE MOUNT O2 WWM	$297.00	$216.81	
G174	ADD: ANT 3DB LOW-PROFILE 762-870	$43.00	$31.39	
W22	ADD: STD PALM MICROPHONE APEX	$72.00	$52.56	
B18	ADD: AUXILARY SPKR 7.5 WATT	$60.00	$43.80	
G24	INT: 3 YEAR SERVICE FROM THE START LITE	$131.00	$131.00	
G843	ADD: AES ENCRYPTION APX	$475.00	$346.75	
G996	ENH: OVER THE AIR PROVISIONING	$100.00	$73.00	
GA00229	ADD: GPS Activation	$0.00	$0.00	This now Ships Standard

Contract/Master Agreement #06913 for Public Safety Communication Equipment

Use or disclosure of this proposal is subject to the restrictions on the cover page.

Motorola Solutions Confidential Restricted Safety Communication Equipment   1-10

Contract/Master Agreement #06913 for Public

Model Number	Description	List Price	NASPO Pricing	Notes
GA00226	ADD: GPS ANTENNA	$75.00	$54.75	
W947	PACKET DATA INTERFACE	$0.00	$0.00	This now Ships Standard
QA01749	SOFTWARE KEY	$0.00	$0.00	Comes Standard if no ASK key ordered
W969	ADD: MULTIPLE KEY ENCRYPTION OPERATION	$330.00	$240.90	
	TOTAL:	$5,599.00	$4,122.64	

Services	Percent Discount	Charge PER HOUR
Equipment configuration and system design		$192.75
Technical support services		$192.75
Equipment installation		$192.75
Equipment repair		$192.75
Engineering Professional Services		$192.75
Project Management Professional Services		$192.75
Service Delivery Manager		$192.75
Service from the Start		
Service from the Start Lite		
Training	13%	

1.6   APX 1500

Model Number	Description	List Price	NASPO Pricing	Notes
M36URS9PW1 N	APX1500 7/800	$1,504.00	$1,097.92	On April 3rd, list pricing will change to $1,564
GA01339	ENH: SW P25 TRUNKING	$1,070.00	$781.10	
GA00580	ADD: TDMA OPERATION	$450.00	$328.50	
GA00804	ADD: APX O2 CONTROL HEAD (Grey)	$492.00	$359.16	
G444	ADD: APX CONTROL HEAD SOFTWARE	$0.00	$0.00	
G66	ADD: DASH MOUNT	$125.00	$91.25	APX 1500 is only available in Dash Mount configuration

Contract/Master Agreement #06913 for Public Safety Communication Equipment

Use or disclosure of this proposal is subject
to the restrictions on the cover page.

Motorola Solutions Confidential Restricted Safety Communication Equipment   1-11

Contract/Master Agreement #06913 for Public

Model Number	Description	List Price	NASPO Pricing	Notes
G174	ADD: ANT 3DB LOW-PROFILE 762-870	$43.00	$31.39	
W22	ADD: STD PALM MICROPHONE APEX	$72.00	$52.56	
B18	ADD: AUXILARY SPKR 7.5 WATT	$60.00	$43.80	
G51	ENH: SMARTZONE OPERATION APX6500	$1,200.00	$876.00	
G806	ADD: ASTRO DIGITAL CAI OPERATION	$515.00	$375.95	
G24	INT: 3 YEAR SERVICE FROM THE START LITE	$121.00	$121.00	
G996	ENH: OVER THE AIR PROVISIONING	$100.00	$73.00	
GA00229	ADD: GPS Activation	$0.00	$0.00	This now Ships Standard
GA00226	ADD: GPS ANTENNA	$75.00	$54.75	
W947	PACKET DATA INTERFACE	$0.00	$0.00	This now Ships Standard
QA01749	SOFTWARE KEY	$0.00	$0.00	Comes Standard if no ASK key ordered
	Total:	$5,827.00	$4,286.38	
				Extra Notes:
				APX 1500 does not support any hardware encryption
				APX 1500 also does not support OTAR w/ Multikey

Services	Percent Discount	Charge PER HOUR
Equipment configuration and system design		$192.75
Technical support services		$192.75
Equipment installation		$192.75
Equipment repair		$192.75
Engineering Professional Services		$192.75
Project Management Professional Services		$192.75
Service Delivery Manager		$192.75
Service from the Start		
Service from the Start Lite		
Training	13%	

Contract/Master Agreement #06913 for Public Safety Communication Equipment

1.7 APX 8000

Model Number	Description	List Price	NASPO Pricing	Notes
H91TGD9PW7 N	APX 8000 ALL BAND PORTABLE MODEL 3.5	$6,109.00	$4,459.57	On April 3rd, list pricing will change to $6,292
Q806	ADD: ASTRO DIGITAL CAI OPERATION	$515.00	$375.95	
H38	ADD: SMARTZONE OPERATION	$1,500.00	$1,095.00	
QA00580	ADD: TDMA OPERATION	$450.00	$328.50	
Q361	ADD: P25 9600 BAUD TRUNKING	$300.00	$219.00	
Q58	ADD: 3 YEAR SERVICE FROM THE START LITE	$110.00	$110.00	
Q629	ENH: AES ENCRYPTION	$475.00	$346.75	
QA01749	SOFTWARE KEY	$0.00	$0.00	
Q947	PACKET DATA INTERFACE	$0.00	$0.00	
QA00782	GPS ACTIVATION	$0.00	$0.00	
G996	ADD: PROGRAMMING OVER P25 (OTAP)	$100.00	$73.00	
Q498	ENH: ASTRO 25 OTAR W/ MULTIKEY	$740.00	$540.20	
QA09001	ADD: WIFI CAPABILITY	$300.00	$219.00	
QA09007	ADD: OUT OF THE BOX WIFI PROVISIONING	$0.00	$0.00	
PMNN4486	BATT IMPRES 2 LIION R IP68 3400T	$142.00	$103.66	
NNTN8860A	CHARGER, SINGLE-UNIT, IMPRES 2, 3A, 115VAC, US/NA	$150.00	$109.50	
PMLN5409	APX 7000 3" REPLACEMENT SWIVEL BELT LOOP	$12.00	$8.76	
PMMN4099A	AUDIO ACCESSORY-REMOTE SPEAKER MICROPHONE,IMPRES WINDPORTING RSM, IP55	$132.00	$96.36	
	TOTAL:	$11,035.00	$8,085.25	

Services	Percent Discount	Charge PER HOUR
Equipment configuration and system design		$192.75
Technical support services		$192.75
Equipment installation		$192.75

Contract/Master Agreement #06913 for Public Safety Communication Equipment

Use or disclosure of this proposal is subject to the restrictions on the cover page.

Motorola Solutions Confidential Restricted
Safety Communication Equipment   1-13

Contract/Master Agreement #06913 for Public

Services	Percent Discount	Charge PER HOUR
Equipment repair		$192.75
Engineering Professional Services		$192.75
Project Management Professional Services		$192.75
Service Delivery Manager		$192.75
Service from the Start		
Service from the Start Lite		
Training	13%	

1.8 APX 7000

Model Number	Description	List Price	NASPO Pricing	Notes
H97TGD9PW1 N	APX7000 DIGITAL PORTABLE RADIO	$3,359.00	$2,452.07	On April 3rd, list pricing will change to $3,460
QA00569	ADD: 7/800MHZ PRIMARY BAND	$0.00	$0.00	
QA00577	ADD: LARGE COLOR DISPLAY AND FULL KEYPAD	$500.00	$365.00	
QA00574	ADD: VHF SECONDARY BAND	$0.00	$0.00	
QA00579	ADD: ENABLE DUAL BAND OPERATION	$1,000.00	$730.00	
Q806	ADD: ASTRO DIGITAL CAI OPERATION	$515.00	$375.95	
H38	ADD: SMARTZONE OPERATION	$1,500.00	$1,095.00	
QA00580	ADD: TDMA OPERATION	$450.00	$328.50	
Q361	ADD: P25 9600 BAUD TRUNKING	$300.00	$219.00	
Q629	ENH: AES ENCRYPTION	$475.00	$346.75	
QA01749	SOFTWARE KEY	$0.00	$0.00	Comes Standard if no ASK key ordered
G996	ADD: PROGRAMMING OVER P25 (OTAP)	$100.00	$73.00	
Q947	PACKET DATA INTERFACE	$0.00	$0.00	This now comes standard
QA00782	GPS ACTIVATION	$0.00	$0.00	This now comes standard
Q498	ENH: ASTRO 25 OTAR W/ MULTIKEY	$740.00	$540.20	

Contract/Master Agreement #06913 for Public Safety Communication Equipment

Use or disclosure of this proposal is subject to the restrictions on the cover page.

Motorola Solutions Confidential Restricted Safety Communication Equipment 1-14

Contract/Master Agreement #06913 for Public

Model Number	Description	List Price	NASPO Pricing	Notes
NNTN8860A	CHARGER, SINGLE-UNIT, IMPRES 2, 3A, 115VAC, US/NA	$150.00	$109.50	NNTN7080A is now obsolete. We have moved to IMPRES 2 technology, this is a new SUC that utilizes that technology
PMMN4062	APX7000 IMPRES RSM, NOISE CANC. EMERGENCY BUTTON 3.5MM JACK IP54	$118.00	$86.14	
NNTN8921	BATT IMPRES 2 LIION TIA4950 R IP68 4500T	$177.00	$129.21	NNTN7038 is now obsolete. We have moved to IMPRES 2 technology, this is a new battery that utilizes that technology
PMLN5323C	LEATHER CASE 3 FIX BL 2500MAH	$67.00	$48.91	Replaces PMLN5323B
Q58	ADD: 3 YEAR SERVICE FROM THE START LITE	$102.00	$102.00	
	TOTAL:	$9,553.00	$7,001.23	

Services	Percent Discount	Charge PER HOUR
Equipment configuration and system design		$192.75
Technical support services		$192.75
Equipment installation		$192.75
Equipment repair		$192.75
Engineering Professional Services		$192.75
Project Management Professional Services		$192.75
Service Delivery Manager		$192.75
Service from the Start		
Service from the Start Lite		
Training	13%	

1.9   APX 6000

Model Number	Description	List Price	NASPO Pricing	Notes
H98UCH9PW7 N	APX6000 7/800 MODEL 3.5 PORTABLE	$3,354.00	$2,448.42	On April 3rd, list pricing will change to $3,455

Contract/Master Agreement #06913 for Public Safety Communication Equipment

Use or disclosure of this proposal is subject to the restrictions on the cover page.

Motorola Solutions Confidential Restricted Safety Communication Equipment   1-15

Contract/Master Agreement #06913 for Public

State of Washington Department of Enterprise Services (DES)
August 3, 2017

Model Number	Description	List Price	NASPO Pricing	Notes
H38	ADD: SMARTZONE OPERATION	$1,500.00	$1,095.00	
Q806	ADD: ASTRO DIGITAL CAI OPERATION	$515.00	$375.95	
Q361	ADD: P25 9600 BAUD TRUNKING	$300.00	$219.00	
Q629	ENH: AES ENCRYPTION	$475.00	$346.75	
NNTN8921	BATT IMPRES 2 LIION TIA4950 R IP68 4500T	$177.00	$129.21	NNTN7037 is now obsolete. We have moved to IMPRES 2 technology, this is a new battery that utilizes that technology
H885BK	ADD: 3 YEAR SERVICE FROM THE START LITE	$84.00	$84.00	
G996	ADD: PROGRAMMING OVER P25 (OTAP)	$100.00	$73.00	
Q947	PACKET DATA INTERFACE	$0.00	$0.00	This now comes standard
QA00782	GPS ACTIVATION	$0.00	$0.00	This now comes standard
Q498	ENH: ASTRO 25 OTAR W/ MULTIKEY	$740.00	$540.20	
QA00580	ADD: TDMA OPERATION	$450.00	$328.50	
QA01749	SOFTWARE KEY	$0.00	$0.00	Comes Standard if no ASK key ordered
NNTN8860A	CHARGER, SINGLE-UNIT, IMPRES 2, 3A, 115VAC, US/NA	$150.00	$109.50	NNTN7080A is now obsolete. We have moved to IMPRES 2 technology, this is a new SUC that utilizes that technology
PMMN4062	APX7000 IMPRES RSM, NOISE CANC. EMERGENCY BUTTON 3.5MM JACK IP54	$118.00	$86.14	
PMLN5323C	LEATHER CASE 3 FIX BL 2500MAH	$67.00	$48.91	Replaces PMLN5323B
	TOTAL:	$8,030.00	$5,884.58	

Services	Percent Discount	Charge PER HOUR
Equipment configuration and system design		$192.75
Technical support services		$192.75
Equipment installation		$192.75
Equipment repair		$192.75
Engineering Professional Services		$192.75

Contract/Master Agreement #06913 for Public Safety Communication Equipment

Use or disclosure of this proposal is subject to the restrictions on the cover page.

Motorola Solutions Confidential Restricted Safety Communication Equipment 1-16

Contract/Master Agreement #06913 for Public

Services	Percent Discount	Charge PER HOUR
Project Management Professional Services		$192.75
Service Delivery Manager		$192.75
Service from the Start		
Service from the Start Lite		
Training	13%	

1.10   APX 4000

Model Number	Description	List Price	NASPO Pricing	Notes
H51UCH9PW7 N	APX 4000 7/800 MHZ MODEL 3 PORTABLE	$2,322.00	$1,695.06	On April 3rd, list pricing will change to $2,392
QA02756	ENH: 3600 OR 9600 TRUNKING BAUD SIN	$1,570.00	$1,146.10	
Q629	ENH: AES ENCRYPTION	$475.00	$346.75	
NNTN8128BR	BATT IMP STD LI ION 1900M 2000T	$102.00	$74.46	Replaces NNTN7037
H885BK	ADD: 3 YEAR SERVICE FROM THE START LITE	$84.00	$84.00	
G996	ADD: PROGRAMMING OVER P25 (OTAP)	$100.00	$73.00	
Q947	PACKET DATA INTERFACE	$0.00	$0.00	This now comes standard
QA00782	GPS ACTIVATION	$0.00	$0.00	This now comes standard
QA00580	ADD: TDMA OPERATION	$450.00	$328.50	
QA01749	SOFTWARE KEY	$0.00	$0.00	Comes Standard if no ASK key ordered
WPLN4232A	CHARGER, SINGLE-UNIT, IMPRES, 1.25A, 115VAC, US/NA	$69.25	$50.55	Replaces NNTN7080A
PMMN4062	APX7000 IMPRES RSM, NOISE CANC. EMERGENCY BUTTON 3.5MM JACK IP54	$118.00	$86.14	
PMLN5323C	LEATHER CASE 3 FIX BL 2500MAH	$67.00	$48.91	Replaces PMLN5323B
	Total:	$5,357.25	$3,933.47	

Contract/Master Agreement #06913 for Public Safety Communication Equipment

Use or disclosure of this proposal is subject
to the restrictions on the cover page.

Motorola Solutions Confidential Restricted Safety Communication Equipment   1-17

Contract/Master Agreement #06913 for Public

Services	Percent Discount	Charge PER HOUR
Equipment configuration and system design		$192.75
Technical support services		$192.75
Equipment installation		$192.75
Equipment repair		$192.75
Engineering Professional Services		$192.75
Project Management Professional Services		$192.75
Service Delivery Manager		$192.75
Service from the Start		
Service from the Start Lite		
Training	13%	

1.11 APX 1000

Model Number	Description	List Price	NASPO Pricing	Notes
H84UCH9PW7 N	APX 1000 7/800 MHZ MODEL 3 PORTABLE	$1,750.00	$1,277.50	On April 3rd, list pricing will change to $1,850
QA04096	ENH: P25 TRUNKING	$1,070.00	$781.10	
QA01749	SOFTWARE KEY	$0.00	$0.00	Comes Standard if no ASK key ordered
Q947	PACKET DATA INTERFACE	$0.00	$0.00	This now comes standard
G996	ADD: PROGRAMMING OVER P25 (OTAP)	$100.00	$73.00	
QA00580	ADD: TDMA OPERATION	$450.00	$328.50	
QA00782	GPS ACTIVATION	$0.00	$0.00	This now comes standard
QA04146	ALT: IMPRES LI-ION 2700MAH	$100.00	$73.00	
H885BK	ADD: 3 YEAR SERVICE FROM THE START LITE	$84.00	$84.00	
WPLN4232A	CHARGER, SINGLE-UNIT, IMPRES, 1.25A, 115VAC	$69.30	$50.59	
PMMN4065A	MICROPHONE, IMPRES, RSM, IP57	$106.70	$77.89	
PMLN6085A	APX2000/4000 ONE-KNOB, SWIVEL, LEATHER CARRY CASE	$60.00	$43.80	
	Total:	$3,790.00	$2,789.38	

Contract/Master Agreement #06913 for Public Safety Communication Equipment

Use or disclosure of this proposal is subject to the restrictions on the cover page.

Motorola Solutions Confidential Restricted Safety Communication Equipment 1-18

Contract/Master Agreement #06913 for Public

Model Number	Description	List Price	NASPO Pricing	Notes
				Extra Notes:
				APX 1000 does not support any hardware encryption

Services	Percent Discount	Charge PER HOUR
Equipment configuration and system design		$192.75
Technical support services		$192.75
Equipment installation		$192.75
Equipment repair		$192.75
Engineering Professional Services		$192.75
Project Management Professional Services		$192.75
Service Delivery Manager		$192.75
Service from the Start		
Service from the Start Lite		
Training	13%	

1.12   ACCESSORIES

Model Number	Description	List Price	NASPO Pricing
	Remote Speaker Microphones (RSM)		
NNTN8575A	AUDIO ACCESSORY-REMOTE SPEAKER MICROPHONE,IMPRES XE RSM XT CABLE GREEN	$480.00	$350.40
PMMN4106A	REMOTE SPEAKER MIC, HIGH IMPACT GREEN	$550.00	$401.50
NMN6271	IMPRES XP RSM FOR APX W/ DUAL MIC NOISE SUPPRESSION	$325.00	$237.25
NMN6274	IMPRES XP RSM FOR APX W/ DUAL MIC NOISE SUPPRESSION, 3.5MM THRD JACK	$368.50	$269.01
HMN4104B	IMPRES RSM DSPLY W JACK, W CHNL	$412.50	$301.13
HMN4103B	IMPRES RSM DSPLY W JACK, NO CHNL	$345.00	$251.85

Contract/Master Agreement #06913 for Public Safety Communication Equipment

Use or disclosure of this proposal is subject to the restrictions on the cover page.

Motorola Solutions Confidential Restricted Safety Communication Equipment   1-19

Contract/Master Agreement #06913 for Public

Model Number	Description	List Price	NASPO Pricing
HMN4101B	IMPRES RSM NO DSPLY W JACK, NO CHNL	$330.00	$240.90
PMMN4083	IMPRES RSM DELTA-T	$125.00	$91.25
PMMN4084	PLUS RSM NC IP54 THRD 3.5MM JACK RX	$95.00	$69.35
PMMN4099	AUDIO ACCESSORY-REMOTE SPEAKER MICROPHONE,IMPRES WINDPORTING RSM, IP55	$132.00	$96.36
PMMN4062	ASSY,ACCESSORY,MICROPHONE,PLUS RSM	$117.70	$85.92
PMMN4065	MICROPHONE,IMPRES RSM, IP57	$106.70	$77.89
PMMN4069	IMPRES RSM, 3.5MM JACK, IP55	$121.00	$88.33
PMMN4061B	PSM IP55 WITH 3.5MM JACK RX 30IN	$164.00	$119.72
PMMN4060B	PSM IP55 WITH 3.5MM JACK RX 24IN	$180.40	$131.69
PMMN4059	PSM IP55 WITH 3.5MM JACK RX 18IN	$164.00	$119.72
	Carry Solutions		
PMLN5331A	APX BASIC CARRY HOLDER	$29.00	$21.17
PMLN6102A	APX7000XE UNIVERSAL CARRY HOLDER	$29.00	$21.17
PMLN5709A	APX6000 UNIVERSAL CARRY HOLDER	$29.00	$21.17
PMLN5880A	APX6000XE UNIV C HOLDER	$29.00	$21.17
PMLN5323C	LEATHER CASE 3 FIX BL 2500MAH	$67.00	$48.91
PMLN5326C	LEATHER CASE 3 FIX BL 4200MAH	$69.00	$50.37
PMLN5329C	LEATHER CASE 3 FIX BL 2100MAH	$69.00	$50.37
PMLN5324C	LEATHER CASE 2.75 SWL BL 2500MAH	$65.00	$47.45
PMLN5327C	LEATHER CASE 2.75 SWL BL 4200MAH	$67.00	$48.91
PMLN5330C	LEATHER CASE 2.75 SWL BL 2100MAH	$67.00	$48.91
PMLN5560B	APX FLIP CARRY CASE	$75.00	$54.75
PMLN6802A	ACCESSORY KIT,MOLDED NYLON CARRY CASE W/SWIVEL	$50.00	$36.50
NNTN8112A	ASSEMBLY,ACCESSORY,APX7000XE CC 3 FIX BL 2900/2300/2150MAH LIION	$62.00	$45.26
NNTN8114A	ASSEMBLY,ACCESSORY,APX7000XE CC 3 FIX BL 4100 & 4200MAH LIION	$62.00	$45.26
NNTN8116A	ASSEMBLY,ACCESSORY,APX7000XE CC 3 FIX BL 2000/2100MAH NIMH	$62.00	$45.26

Contract/Master Agreement #06913 for Public Safety Communication Equipment

Use or disclosure of this proposal is subject to the restrictions on the cover page.

Motorola Solutions Confidential Restricted Safety Communication Equipment 1-21

Contract/Master Agreement #06913 for Public