MOTOROLA SOLUTIONS

MUNSTER FIRE DEPT

APX NEXT XN Dual Band

11/28/2023

MOTOROLA *SOLUTIONS*

11/28/2023

MUNSTER FIRE DEPT
1001 RIDGE RD
MUNSTER, IN 46321

RE: Motorola Quote for APX NEXT XN Dual Band
Dear Mark Hajduk,

Motorola Solutions is pleased to present MUNSTER FIRE DEPT with this quote for quality communications equipment and services. The development of this quote provided us the opportunity to evaluate your requirements and propose a solution to best fulfill your communications needs.

This information is provided to assist you in your evaluation process. Our goal is to provide MUNSTER FIRE DEPT with the best products and services available in the communications industry. Please direct any questions to Janyll Stierwalt at Janyll.Stierwalt@motorolasolutions.com.

We thank you for the opportunity to provide you with premier communications and look forward to your review and feedback regarding this quote.

Sincerely,

Janyll Stierwalt

MOTOROLA SOLUTIONS

Billing Address:
MUNSTER FIRE DEPT
1001 RIDGE RD
MUNSTER, IN 46321
US

Quote Date:11/28/2023

Expiration Date:02/26/2024

Quote Created By:
Janyll Stierwalt
Janyll.Stierwalt@
motorolasolutions.com

End Customer:
MUNSTER FIRE DEPT
Mark Hajduk
mhajduk@munster.org
219-712-6594

Line #	Item Number	Description	Qty	Term	List Price	Sale Price	Ext. Sale Price
	APX™ NEXT	APX NEXT XN SINGLE BAND					
1	H45TGU9PW8AN	APX NEXT XN; SINGLE BAND MODEL 4.5 PORTABLE	55		$12,424.96	$8,980.57	$493,931.35
1a	Q387CB	ADD: MULTICAST VOTING SCAN	55				
1b	QA09017AA	ADD: LTE WITH ACTIVE SERVICE AT&T US	55				
1c	Q629BD	ENH: AES ENCRYPTION AND ADP	55				
1d	QA09030AA	ADD: MOTOROLA HOSTED RADIOCENTRAL W CPS*	55				
1e	BD00004AA	ADD: CORE BUNDLE XN	55				
1f	Q806CH	ADD: ASTRO DIGITAL CAI OPERATION	55				
1g	QA09001AM	ADD: WIFI CAPABILITY	55				
1h	QA00570AW	ADD: VHF BAND+	55				
1i	H636AB	ADD: APX NEXT APPLICATION BUNDLE PROMO+	55				

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Line #	Item Number	Description	Qty	Term	List Price	Sale Price	Ext. Sale Price
1j	QA08852AA	ADD: LEATHER CARRY CASE XN	55				
1k	QA09028AA	ADD: VIQI VC RADIO OPERATION	55				
1l	H38DA	ADD: SMARTZONE OPERATION	55				
1m	QA03399AK	ADD: ENHANCED DATA	55				
1n	QA00580BA	ADD: TDMA OPERATION	55				
1o	QA08674AA	ADD: TRIGGER OPTION: APX NEXT XVN500 RSM-NFPA	55				
1p	QA00569AP	ADD: 7/800MHZ BAND	55				
1q	Q361CD	ADD: P25 9600 BAUD TRUNKING	55				
1r	H637AB	ADD: RADIO CENTRAL PROGRAMMING PROMO CARVE OUT+	55				
1s	QA09113AA	ADD: BASELINE RELEASE SW	55				
1t	QA01648AA	ADD: HW KEY SUPPLEMENTAL DATA	55				
2	PMMN4138A	ACCESSORY KIT,ACCESSORY KIT, XVN500 REMOTE SPEAKER MIC, HIGH IMPACT GREEN WITHOUT KNOB	50		$775.00	$565.75	$28,287.50
3	SSV01P01902A	SMARTMAPPING PROMO+	55	1 YEAR	$75.00	$71.25	$3,918.75
4	SSV01P01476A	SMARTLOCATE PROMO+	55	1 YEAR	$75.00	$71.25	$3,918.75
5	SSV01P01685B	ELIGIBLE FOR PROMO - CC AWARE STARTER+	55	1 YEAR	$0.00	$0.00	$0.00
6	SSV01P01407B	SMARTPROGRAMMING PROMO+	55	1 YEAR	$75.00	$71.25	$3,918.75
7	SSV01P01406A	SMARTCONNECT PROMO+	55	1 YEAR	$75.00	$71.25	$3,918.75

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Line #	Item Number	Description	Qty	Term	List Price	Sale Price	Ext. Sale Price
8	PSV01S02944A	PROVISIONING SUPPORT	1		$0.00	$0.00	$0.00
9	LSV01S03446A	APX NEXT DMS ESSENTIAL	55	7 YEARS	$484.60	$484.60	$26,653.00
10	LSV01P03092A	RADIOCENTRAL PROGRAMMING PROMO	55	1 YEAR	$32.04	$32.04	$1,762.20
11	LSV01S03082A	RADIOCENTRAL PROGRAMMING	55	4 YEARS	$128.16	$128.16	$7,048.80
12	SSV01S01407A	SMARTPROGRAMMING	55	4 YEAR	$300.00	$285.00	$15,675.00
13	SSV01S01406A	SMARTCONNECT	55	4 YEAR	$300.00	$285.00	$15,675.00
14	SSV01S01476A	SMARTLOCATE	55	4 YEAR	$300.00	$285.00	$15,675.00
15	SSV01S01907A	SMARTMAPPING	55	4 YEAR	$300.00	$285.00	$15,675.00
16	PMPN4591A	CHGR DESKTOP MULTI UNIT IMPRES 2 6 DISPLAYS INT PS US	2		$1,799.29	$1,313.48	$2,626.96
17	PMMN4138A	ACCESSORY KIT,ACCESSORY KIT, XVN500 REMOTE SPEAKER MIC, HIGH IMPACT GREEN WITHOUT KNOB	55		$775.00	$565.75	$31,116.25
18	PMPN4604A	CHARGER,CHGR DESKTOP SINGLE UNIT IMPRES 2 EXT US	15		$207.14	$151.21	$2,268.15
19	PMNN4812A	BATTERY PACK, BATT IMPRES 2 LIION UL DIV2 IP68 3400T	20		$285.00	$208.05	$4,161.00
Grand Total							$676,230.21(USD)

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Pricing Summary

	List Price	Sale Price
Upfront Costs for Hardware, Accessories and Implementation (if applicable), plus Subscription Fee	$799,223.26	$583,635.99
Year 2 Subscription Fee	$22,069.77	$21,244.77
Year 3 Subscription Fee	$22,069.77	$21,244.77
Year 4 Subscription Fee	$22,069.77	$21,244.77
Year 5 Subscription Fee	$22,069.77	$21,244.77
Year 6 Subscription Fee	$3,807.57	$3,807.57
Year 7 Subscription Fee	$3,807.57	$3,807.57
Grand Total System Price	$895,117.48	$676,230.21

Notes:

● Additional information is required for one or more items on the quote for an order.

+ Promotional pricing for 1 year Application Service trial.

Motorola's quote (Quote Number: _____ Dated: _____) is based on and subject to the terms and conditions of the valid and executed written contract between Customer and Motorola (the "Underlying Agreement") that authorizes Customer to purchase equipment and/or services or license software (collectively "Products"). If no Underlying Agreement exists between Motorola and Customer, then the following Motorola's Standard Terms of use and Purchase Terms and Conditions govern the purchase of the Products which is found at http://www.motorolasolutions.com/product-terms.

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

Motorola Solutions, Inc.

By: _____

Name: _____

Title: _____

Date: _____

Customer

By: _____

Name: _____

Title: _____

Date: _____

MOTOROLA SOLUTIONS

- **Any associated promotions for SmartConnect, SmartProgramming, SmartMessaging, SmartMapping, SmartLocate, ViQi Virtual Partner, RadioCentral or CommandCentral Aware are valid only for orders placed on or before December 31, 2023. A new quote is required if the order is placed beyond this date.**

- 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.

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QUOTE-2432282
APX NEXT XN Dual Band

APX NEXT RADIO SOLUTIONS

Overview

APX NEXT is Motorola Solutions' next-generation P25 platform purpose-built for first responders to access and act on information while maintaining focus in critical situations. Across all aspects of the radio experience—deployment, operation, maintenance, and evolution—APX NEXT brings critical advancements to usability and performance. Equipped with broadband, LTE, Wi-Fi, Bluetooth 5.0, and GPS capabilities, APX NEXT extends future-ready performance, applications, and full interoperability to the field and control room to transform accurate data into smarter action.

Key benefits of the APX NEXT include the following:
- **SmartTouch Experience** – Easier operation centered around a redefined 3.6" impact resistant touch display and shallow menu hierarchy. This cleaner and more intuitive visual layout increases the usability of the APX NEXT radio and helps users find the information they need without pause or distraction.
- **Ruggedized, Ergonomic Design** – Increased personnel safety and efficiency with an improved T-Grip ergonomic design, full-color top display, and tactile knobs for efficient use in emergency situations. Patented touch technology enables for reliable gloved use, while also making the screen immune to false actuations from water, snow, ice, or debris. The APX Next device meets the same MIL standards for ruggedization achieved by Motorola Solutions' APX platform radios.
- **Easy Fleet Management** – Easier and quicker radio provisioning, remote software updates, and streamlined management reduce downtime and support control center staff. Motorola Solutions' Device Management Services (DMS) maximize the effectiveness of APX NEXT, reducing maintenance risk, workload, and total cost of ownership. DMS brings RadioCentral (RC) programming to APX NEXT, as well, supporting faster provisioning and deployment to get devices in the hands of responders and out into the field.
- **Secure Communications** – Hardened End-to-End security allows only authorized units in the system to listen to transmissions. Real-time security provides seamless protection from the device and data in transit to the cloud and the LMR system

Evolving with Applications Services

APX NEXT Application Services enhance device capabilities and improve user experience. These applications are subscription-based offerings for easier optimization and scaling to meet evolving needs.

SmartConnect

First responders need to know that they are covered and supported with critical intelligence no matter where the mission takes them. The SmartConnect application keeps users connected and maintains critical LMR features through a broadband connection by extending Land Mobile Radio (LMR) networks for voice and data coverage outside normal LMR service areas. By seamlessly switching between P25 LMR and LTE cellular networks, SmartConnect extends reliable PTT communications as radio users roam onto supported broadband networks. Authentication, status, talkgroups, and encryption are all preserved automatically, without interruptions or resets to ensure that end users continue to have access to the critical features they need in emergency situations.

SmartLocate

The SmartLocate application provides dispatchers with accurate location data over a broadband network, enabling better tracking of field personnel and improved situational awareness. By using the broadband

network and CommandCentral Aware integration, SmartLocate can quickly send GPS coordinate updates and location information from the field to dispatchers to create a more effective operating picture of any situation. This gives dispatchers a greater ability to manage incidents and efficiently dispatch available units with confidence that resources are allocated where necessary. Access to CommandCentral Aware is not included with a SmartLocate subscription.

SmartProgramming

Leveraging DMS and RadioCentral provisioning capabilities, the SmartProgramming application allows APX NEXT radios to be updated anywhere within an agency's local LTE network coverage area. APX NEXT devices no longer need to be tied to a computer via USB cable, limited to WiFi network coverage, or gated by Land Mobile Radio (LMR) bandwidth. SmartProgramming allows the APX NEXT device to take advantage of LTE broadband data speeds to pull programming jobs from RadioCentral devices in minutes.

SmartMapping

The SmartMapping application provides precise and accessible location information for field users on APX NEXT's modernized map interface, improving situational awareness and informing response. Users can see their own location and the location/status of other officers at a glance and immediately tap to communicate with these personnel. SmartMapping streamlines engagement by providing access to the application directly from the APX NEXT radio's home screen to best support users wherever the mission takes them.