

Motorola Solutions, Inc.
8000 W Sunrise Blvd.
Plantation, FL 33322
USA

Telephone: +1 954-789-8817
Fax: +1 847-761-1919

August 7, 2017

City of Fort Lauderdale
100 North Andrews Avenue
Fort Lauderdale, FL 33301

City Manager Feldman,

This letter serves as an offer letter to Fort Lauderdale (the City). This offer is for the migration to Motorola Solution's APX radio subscribers for the City's public safety personal. Fort Lauderdale and Motorola Solutions will utilize the current Broward County P25 Contract executed on June 7, 2017. Article 5 Section 5.6 of the contract allows the City of Fort Lauderdale to procure equipment and services. Motorola Solutions values the partnership it shares with Fort Lauderdale and our team looks forward to further enabling Fort Lauderdale's first responders with the latest technology.

The terms of this agreement are as follows:

- The onetime special incentives are based on the mutually agreed type of equipment on Attachment A, services on Attachment B and the pricing summary.
- The City must approve this purchase. Execute and issue all documents for this proposal in the full amount by August 25, 2017.

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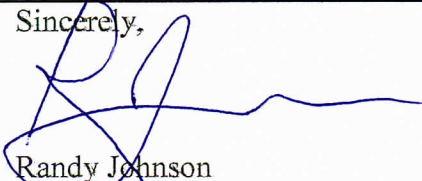
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City of Fort Lauderdale Radio Subscriber Technology Upgrade Pricing Summary

40% Discount off of list price applied to Radios and 29% Discount off of list price applied to Accessories (Standard Discounts 25% Radio and 23% on Accessories) (Detailed Equipment List Attachment A & Detailed SOW Attachment B)

DEPARTMENTS/QUANTITY	EXTENDED LIST PRICE	EXTENDED STANDARD DISCOUNT PRICE	EXTENDED BROWARD COUNTY DISCOUNT PRICE
POLICE DEPARTMENT	\$ 7,042,024.50	\$ 5,317,850.41	\$ 4,332,422.36
744 PORTABLE RADIOS, 67 MOBILE RADIOS, ACCESSORIES AND RADIO MANAGEMENT			
Attachment A is detailed Equipment List			
FIRE DEPARTMENT	\$ 3,465,078.00	\$ 2,620,588.52	\$ 2,150,408.66
350 PORTABLE RADIOS, 70 MOBILE RADIOS, ACCESSORIES AND RADIO MANAGEMENT			
Attachment A is detailed Equipment List			
CONSOLETTES	\$ 324,100.75	\$ 269,378.71	\$ 240,700.42
19 CONSOLETTTE RADIOS, 9 REMOTE DESKSETS, ANTENNA, LINE, COMBINERS AND SERVICES			
Attachment B is detailed Statement of Work			
Training	3 People		\$ 4,482.00
Attachment A is detailed			
SUBTOTAL	\$ 10,831,203.25	\$ 8,207,817.64	\$ 6,728,013.44
<i>One Time Special Incentive Valid with Issued Purchase Order by August 25, 2017 and shipment and invoicing in Q4 of 2017</i>			
Broward County 3 Year Warranty Discount:			(\$120,316.00)
Group Services Discount (Radio Alias Updates, Talk Group Text Messaging, Radio Firmware Updates):			(\$112,910.00)
Enhanced Data (12x Faster GPS Polling)			(\$111,200.00)
CITY Radio Total:			\$ 6,383,587.44

Sincerely,



Randy Johnson
 Territory Vice President
 North America Government Sales – East Region
 Motorola Solutions, Inc.