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June 27, 2017

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

Attn: City Manager Feldman

Dear Mr. Feldman:

This letter serves as a pricing guarantee to the City of Fort Lauderdale for the APX subscriber radio migration. Motorola Solutions is offering an additional one-time special incentive above the Broward County negotiated discounts. This incentive is tied directly to the mutually agreed quantity of radios and a City issued Purchase Order received by Motorola Solutions no later than July 21, 2017. This additional one-time special incentive is specific to the City of Fort Lauderdale. Motorola will ensure that the City is getting the most favorable pricing in Broward County based on the quantity of equipment ordered and the Purchase Order received by July 21, 2017.

Sincerely,

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