



Phase II – Pilot Program (Deployment)

Phase II will require up to 35 Cameras for various locations and the Digital Evidence Management System. The City will review camera deployment methodology closer to the implementation date depending upon solution chosen. It can be assumed that several locations will receive some cameras to deploy with the number based upon FLPD requirements and/or squads/teams chosen.

- The city will provide an Internet connection, space for docking stations (if applicable) and a project manager to serve as point of contact for decisions.
- The vendor will provide all implementation, training, and support services including on-site staff needed for successful deployment, including 30 days of onsite support after deployment.
- The vendor will provide all equipment, to include servers, network equipment, wireless equipment, docking stations, etc. required for the pilot and will perform all setup and configuration activities.
- The vendor will provide 10% of total inventory as spare devices to keep in onsite inventory for replacement of malfunctioning or damaged units.
- The vendor will provide equipment, configuration and deployment for a satellite location with full capabilities. This is a substation office which is not located at the main police station
- The vendor will work with Broward County Office of Regional Communications and Technology for implementation of the CAD/RMS interface.

Summary: Motorola Solutions, Inc. (Motorola Solutions) looks forward to the City of Fort Lauderdale’s (the City) phased process for the Body Worn Camera bid. Phase I has not begun nor have any meetings occurred with the Vendors and the City of Fort Lauderdale prior to the City’s request for refreshing the pricing for Phase II. Motorola has included the below pricing and looks forward to the appropriate time to negotiate pricing for the Phase II. There are additional considerations that need to be discussed and understood to properly supply an updated pricing summary and breakout, such as how many years of storage are needed for Phase II. Phase II is an additional evaluation phase and our organization is uncertain if annual costs are even needed. If it is the City’s intent to eliminate Phase I, begin with Phase II of the Pilot, Motorola Solutions will provide radios, body cameras, Command Central Vault (cloud storage and management), the implementation and training services at no cost for up to sixty days. Once the Phase II Pilot is complete, Motorola Solutions will give the City of Fort Lauderdale all data collected. We look forward to understanding the City’s vision and plans in the near future. Please reach out to Mitch Nowak at (954)789-8817 with any questions the City may have.

FORT LAUDERDALE PRICING SUMMARY	
PRICING BASED ON QUANTITY BREAKS DISCOUNTS FOR THIS PROPOSAL ONLY	
Phase Two	
Body Worn Cameras as a Service will include:	\$313,129.00
35 Si500 Camera, two batteries per Si500, 1 charger per Si500, Command Central Vault for 5 Years for 35 Si500s, Replacement of Si500 at 60 Months	
BSO Contract Discount (25%):	(\$78,282.00)
Total:	\$234,847.00
Project Discounts Good for this Proposal Only:	
Customer Loyalty:	(\$56,723.00)
First Adopter of Si500/DEMs:	(\$56,723.00)



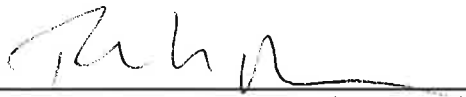
15 Si500 Devices to Be Used from Phase 1:	(\$11,985.00)
Quantity Break for Over 20 Units:	(\$142,475.00)
Phase Two Total with all Discounts:	\$201,788.00
Phase Two Yearly Pricing	
Year 1:	\$88,428.00
Year 2:	\$28,340.00
Year 3:	\$28,340.00
Year 4:	\$28,340.00
Year 5:	\$28,340.00
Phase Two Total with all Discounts:	\$201,788.00
Phase II – Pilot Program (Deployment) Detailed Breakout	
Per Camera Cost	
Si500 w/Display - BWCaaS - Incl. Extended life battery, Micro USB, BlueTooth connectivity, Charger & Carry holder.	\$ 422.00
Hardware Costs, if applicable - Accessories	\$ 440.60
	\$
2925 mAh Extended Life Battery - Second battery	22.50
Optional Accessories	
	\$
Multi Unit Charger/Data transferring (6 devices or batteries)	225.00
	\$
Shoulder Strap, Left or Right Shoulder	31.50
	\$
3.5mm Receive-only Earpiece with translucent Tube and Rubber Eartip	57.60
	\$
Mounting Kit, Pin backer (pack of 2)	9.00
	\$
Mounting Kit, Metal Pin backer (pack of 2)	9.00
	\$
Shoulder Strap Buttons, Pack of 10	5.00
	\$
Vehicular Power Charger	58.50
	\$
Travel Charger US/NA 7.5W, 100V-240V Micro USB	22.50
	\$
GCAI Cable for Si series wired connection to APX radio	34.00
Software Cost (Per License)	
This offer is for a Body Camera as a Service (BWCaaS) and software costs are included	Included
	\$
Implementation Costs	60,882.00



Training Costs	\$ 10,483.00
Annual Maintenance, Upgrades and Support Costs	
Motorola offer "As a Service" solution includes all maintenance, patches and software upgrades	\$ 3,390.00
Hardware costs for uploaded locations	N/A
Hardware Warranties	\$
Enhanced Warranty-"Service from Start (SFS) Comprehensive for 35 cameras - 1 Yr.	1,505.00
Circuit Costs (if any)	N/A
Bandwidth Costs	N/A
Provide Cloud Storage Fee Schedule for 5 years	
CommandCentral Vault/Storage - 5 Yr. Term –DEMSaaS Bundle Annual Subscription - Includ. Storage (150 GB/camera per year for Yr.1 +50 GB per camera/year at no additional cost) Manage, Judicial, Redaction Modules - Total 350 GB per camera. Qty. 35 cameras - Price per Camera shown	\$ 2,970.00

The proposed cost should include all equipment, hardware, software, professional services, installation, setup and warranties.

Submitted by:

Submitted by: 
 (signature)

Name: Robert Busch Title: Area Sales Manager, FL
 (printed)

Company: (Legal Registration): Motorola Solutions, Inc.
 Date: May 23, 2017