SINGLE SOURCE AWARD **BID # SS-8436-20**

Subject: Purchase Motorola APX6000 Mobile Radios, and APX4500 Mobile Radios

Department: Information Technologies Division

Description of Purchase:
Recommend approval of Single Source Award to Motorola Solutions, Inc. for the purchase of (69) APX6000 mobile radios and (3) APX4500 mobile radios for JFRD. Period of service will be one year from date of award. Total requested expenditure not to exceed $327,444.34.

Funding for this award to be encumbered by account 53102.113501.564290, to be executed by purchase order(s).

Single Source Award To: Motorola Solutions, Inc.

Price Justification: See Attached

Total Award: $327,444.34 **Requisition Number:** FAIT-500093-20

Attachments: Single Source Form; Agency Memo, Vendor Letter, Vendor Quote

Certification as to Single Source: Kenneth Lathrop, Chief of Information Technologies Division/CIO

THE ABOVE PURCHASE IS RECOMMENDED FOR AWARD IN ACCORDANCE WITH CHAPTER 126.206.

ANALYST: Ruben Ola

Gregory Pease, Chief
Procurement Division

APPROVAL OF GENERAL GOVERNMENT AWARDS COMMITTEE

"ALL AWARD ACTIONS SUBJECT TO LAWFULLY APPROPRIATED FUNDS"

CHAIRMAN ***DATE***

ACTION OF AWARDING AUTHORITY

DATE: _____

APPROVED_____ **DISAPPROVED** _____

OTHER _____

SIGNATURE OF AUTHENTICATION _____

FORM GB-114, Revised 12/2007

INFORMATION TECHNOLOGIES DIVISION

CITY OF JACKSONVILLE

May 26, 2020

TO: Gregory Pease, Chief of Procurement Division

TG 5/27/20 **THRU:** Kenneth E. Lathrop, Chief of Information Technologies / CIO Kenneth E Lathrop

FROM: Tom Ossi, Technology Contract and Records Manager, ITD Tom Ossi

RE: Purchase Motorola APX6500 Mobile Radios and APX4500 Mobile Radios – Single Source Award Request

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The Information Technologies Division (ITD) requests approval of a single source award to Motorola Solutions, Inc. for the purchase of (69) Motorola APX6000 portable radios and (3) APX4500 mobile radios for JFRD.

ITD Management recommends purchasing the radio equipment from Motorola Solutions, Inc. in the amount of $327,444.34.

Funding Source: 53102.113501.564290.000000.00000000.00000.0000000

Your favorable consideration of this request is appreciated.

Attachments: Vendor Quote
Single Source form
Vendor Single Source letter

CC: Tracy Geake, Finance Manager, ITD
Robert Gray, Enterprise Technology Infrastructure Manager, ITD
Kim Laidler, Radio Communications Manager, ITD

FINANCE AND ADMINISTRATION DEPARTMENT
1020 Superior Street | Jacksonville, FL 32254 | Phone: 904.255.8499 | Fax: 904.630.8342

SINGLE SOURCE REQUEST

Pursuant to the City of Jacksonville Procurement Code § 126.206 & § 126.312, when requesting a purchase from a Supplier subject to the referenced sections, please complete this form to justify your request and submit to Procurement with applicable attachments

PROVIDE A SUMMARY OF THE SCOPE OF GOODS/SERVICES TO BE PROVIDED; IDENTIFY EACH ITEM, COMPONENT OR SERVICE BEING PROCURED (ATTACH QUOTE/PROPOSAL):

Purchase (69) Motorola APX6000 portable radios and (3) APX4500 mobile radios from Motorola Solutions Inc. for JFRD.

PROVIDE A DETAILED JUSTIFICATION AS TO WHY THE REQUESTED GOODS/SERVICES CAN ONLY BE EFFICIENTLY AND EFFECTIVELY PROCURED THROUGH THE RECOMMENDED SINGLE SOURCE PROVIDER:

The Motorola APX6000 and APX4500 two-way radio is fully compatible with the current City of Jacksonville Motorola radio network. Motorola radios is the approved/supported radio currently being used by the Jacksonville Sheriff, Fire Department, General Government Agencies, JEA,JAA,JTA, Duval County School Board PD, Neptune and Atlantic Beach PD, and UNFPD.

ASSERT THAT YOU HAVE RESEARCHED THE AVAILABILITY OF THE REQUESTED GOODS/SERVICES FROM OTHER SOURCES IN APPLICABLE MARKETS AND HAVE DISCUSSED AND EVALUATED THE SAME WITH COJ'S PROCUREMENT AND EBO DIVISIONS:

See attached memorandum from vendor. Management has researched the ability to needed goods and/or services from the other vendors and confirmed that Motorola Solution Inc. is the only vendor able to provide the required services for the P25 system.

MOTOROLA SOLUTIONS

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

September 12, 2019

Ken Lathrop
City of Jacksonville ITD
214 N. Hogan Street
Jacksonville, FL 32202

Subject: Fiscal '19 - '20 FCRS APX Device Purchases

Dear Ken:

Motorola Solutions, Inc. is pleased to have the opportunity to provide the City of Jacksonville a proposal to refresh a portion of the First Coast Radio System (FCRS) devices for Public Safety and Service. As we evaluated configuration settings for these devices, we considered the features available with your 2019 public safety technology initiatives; ASTRO® 25 RELEASE 7.17, PremierOne™ CAD, and CommandCentral Aware (RTCC). APX™ Devices combined with these solutions allow the following optional system features to be utilized:

- ASTRO 25 Enhanced Data can increase inbound data efficiency up to 12 times and enable denser network traffic. Network upgrades included and 1000 device licenses.
- ASTRO 25 Outdoor GPS Location can track the location of your personnel through the integrated GPS in your APX device. Network upgrades included and 1000 device licenses.
- Location on Push-To-Talk (PTT) allows an APX™ radio to send satellite-based location to a mapping application while involved in a voice call on every PTT. Location on PTT enables dispatchers to continue to view a radio user's updated location in near real time when accurate information is needed most, during emergency calls and periods of high voice traffic, for faster emergency response. Location updates are sent over the voice channel continuously during each voice transmission, during group calls or emergency calls. Location on PTT can be sent in addition to cadence-based, distance-based, or manual location updates already being sent over the data channel. Network upgrades included and 1000 device licenses.
- Customer Programming Software Radio Management simplifies APX™ radio configuration and management, saving you time and money while ensuring your users can accomplish their mission without interruption. Included up to 1000 device licenses.
- Integrated Wi-Fi And Data Connectivity allows for updating your radio fleet software more efficiently without interrupting voice communications or waiting for idle radios. Up to 20 WiFi Networks can be provisioned in the radio so that users can seamlessly receive radio software updates at facility Wi-Fi access points or in the field via WiFi hot spots. Included for all APX6000 devices proposed.
- PremierOne CAD Automatic Resource Location (ARL) helps agencies improve response times, efficiently allocate resources and better inform first responders. PremierOne CAD's highly customizable user interface offers quick access to information via a true

location-based, Esri standard GIS map. This powerful GPS-aided resource management tool displays the location and identity of APX devices enabling a more efficient and coordinated response while further supporting officer safety. Included up to 1000 device licenses.

- CommandCentral Aware Inform Geospatial Event Mapping will be able to map Sheriff's Office APX6000 devices along with Camera locations, CAD incidents, open-source data alerts, and sensors can be visualized on the Inform mapping display. Network upgrades included and 1000 device licenses.
- Wi-Fi and Enhanced Data Flashport included for quantity 240 previously purchased Sheriff's Office APX6000 devices.
- An additional one year of factory warranty, totaling 4 years.

Therefore, in addition to the APX devices proposed, we are INCLUDING the necessary FCRS network upgrades to accommodate the above features at no additional cost for these devices. We know that our technologies work better together and we want the City of Jacksonville to be able to realize this benefit now rather than later.

In response to your inquiry concerning alternate sourcing for the APX™ digital two way radios under consideration for purchase. This product is distributed to the end user exclusively through Motorola's direct sales force. These products are not available through the Motorola dealer/reseller network.

This proposal consists of this cover letter along with the individual agency device quotes. This proposal shall remain valid through November 2019. Motorola Solutions would be pleased to address any questions the City may have regarding the proposal. Questions can be directed to your Motorola Solutions Account Executive, Michelle Poole, at (904)814-9938.

Sincerely,

Motorola Solutions, Inc.

Danny Sanchez
MSSSI Vice President
Government & Public Safety
Florida Government Markets

Prefix	#	YR	TITLE	Award Date	Amount
AD	0001	19	PRIMARY LONG DISTANCE CALLING SERVICES	08/23/2018	$45,000
AD	0002	19	BROADBAND DSL SERVICES	08/23/2018	$26,832
AD	0209	19	BACKGROUND CHECKS AND FINGERPRINTING FY19	08/24/2018	$150,000
SS	0204	19	LEGAL, RETAIL AND CLASSIFIED ADVERTISEMENTS	08/30/2018	$280,000
AD	0005	19	NORTHWEST REGIONAL DATA CENTER (NWRDC) HOSTING SERVICES FOR (FAMIS)	08/31/2018	$562,376
AD	0004	19	Artistic Award- Georgia Florida Performer, Corey Smith	09/05/2018	$20,000
SS	0216	19	PURCHASE OF ADDITIONAL EVID ELECTRONIC VOTER IDENTIFICATION DEVICES	09/06/2018	$300,235
SS	0218	19	ANNUAL SUPPORT SERVICES FOR FEDERAL APD PARKING CONTROL & REVENUE SYSTEMS	09/06/2018	$75,528
SS	0219	19	NON-WARRANTY REPAIRS FOR CATERPILLAR ENGINES	09/06/2018	$400,000
SS	0220	19	NON-WARRANTY REPAIRS FOR FREIGHTLINER, STERLING, DETROIT DIESEL AND MERCEDES BENZ ENGINES	09/06/2018	$95,000
SS	0221	19	NON-WARRANTY REPAIRS OF INTERNATIONAL TRUCK	09/06/2018	$150,000
SS	0222	19	NON-WARRANTY REPAIRS AND MAINTENANCE FOR PIERCE FIRE APPARATUS	09/06/2018	$135,000
SC	0207	19	BUSINESS CARD PRINTING RE-BID	09/11/2018	$8,000
ECS	0233	19	Management and Programming for Carvill Community Center at Carvill Park	09/12/2018	$1
AD	0008	19	CHIEF MEDICAL EXAMINER	09/13/2018	$283,000
AD	0009	19	MOBILE BROADBAND PRIORITY SERVICES GOVERNMENT TRIAL AGREEMENT	09/18/2018	$0
AD	0012	19	2018 Florida-Georgia Hall of Fame busts	09/18/2018	$16,000
AD	0014	19	FIREWORK SHOWS	09/18/2018	$150,000
SS	0017	19	Agreement with Center for Internet Security, Inc. MS-ISAC Albert Monitoring	09/19/2018	$12,180
AD	0277	19	Jacksonville Homeschoolers United	09/19/2018	$0
AD	0010	19	Jacksonville Jaguars, LLC loss of revenue	09/20/2018	$334,647
AD	0015	19	VARIOUS PERFORMERS AND ARTISTS	09/20/2018	$535,000
SS	0226	19	ANNUAL MAINTENANCE & SUPPORT FOR ESRI SOFTWARE	09/20/2018	$93,400
SS	0228	19	MANAGEMENT OF CDC ORGANIZATION DEVELOPMENT GRANTS	09/20/2018	$400,000
PSC	0236	19	PIGGYBACK PAEC RFP #16-08 FOR TRIP HAZARD PREVENTION & SIDEWALK MAINTENANCE	09/20/2018	$500,000
SC	0232	19	ICE MACHINE RENTALS AND SERVICE RE-BID	09/23/2018	$52,589
AD	0016	19	FLORIDA BLUE NETWORK HEALTH ACCESS	09/24/2018	$0
CF	0003	19	TREE INVENTORY IN CITY ROAD RIGHTS-OF-WAY-NO CHARGE	09/25/2018	$63,300
SS	0231	19	REGIONAL GOLF TOURISM MARKETING FOR NORTHEAST FLORIDA	09/25/2018	$152,378
AD	0245	19	CITY OF NEPTUNE BEACH AND THE CITY OF JACKSONVILLE FOR RIGHT OF WAY MAINTENANCE	09/25/2018	$37,205
SS	0018	19	2018 Florida-Georgia Hall of Fame Inductee and Fan Experience performer Accomodations	09/26/2018	$6,755
SS	0025	19	The Cure Violence Training and Technical Assistance (TAA) Team	09/26/2018	$7,500
SC	0205	19	PURCHASE OF SOD	09/26/2018	$20,000
SS	0239	19	FY19 MEDIA AND ADVERTISING PUBLICATIONS	09/27/2018	$100,000
SS	0242	19	Annual Support Services for Single Space Parking Meter Equipment	09/27/2018	$128,511
SS	0243	19	Annual all-inclusive COJ Swimming Pool Water Management	09/27/2018	$186,241
SS	0244	19	ANIMAL TRANSFER PROGRAM	09/27/2018	$105,000
AD	0247	19	Psychological Evaulations and other Related Services for the JSO	09/27/2018	$243,000
AD	0028	19	Water Street Garage Public Art Agreement	09/28/2018	$355,288
AD	0550	18	FIRST COAST NO MORE HOMELESS PETS	10/01/2018	$157,500
AD	0551	18	FIRST COAST NO MORE HOMELESS PETS	10/01/2018	$352,800
AD	0227	19	I.M. Sulzbacher Center for Homeless and State of Florida - Agency for Health Care Administration	10/01/2018	$591,738
AD	0259	19	TREE HILL URBAN WILDERNESS PRESERVE	10/01/2018	$95,000
AD	0292	19	BUSINESS ASSOCIATE AGREEMENT SHANDS JACKSONVILLE MEDICAL CENTER dba UF HEALTH	10/01/2018	$0
AD	0559	19	Temporary Fencing at Special Events	10/01/2018	$52,430
SS	0019	19	Cision Us Inc.	10/02/2018	$6,000
SS	0021	19	Realauction.com, LLC for Tax Certificate Sale and Tax Deed Application online solution	10/02/2018	$0
AD	0026	19	2019 VETERANS DAY PARADE	10/02/2018	$4,506
AD	0027	19	SHUTTLE SYSTEM FOR VETERANS DAY PARADE	10/02/2018	$17,700
AD	0253	19	CONTRACTOR SERVICES FOR LINDA-GRANT HUNTER	10/02/2018	$31,800
AD	0354	19	JAXSPORTS- GAFL18	10/03/2018	$72,000
CDB	0221	18	D/B SERVICES FOR CECIL COMMERENCE CENTER MEGA-SITE ENTRANCE ROAD-PQ-HORIZONTAL-NO CHARGE	10/04/2018	$5,557,814
XF	0544	18	PURCHASE OF 2018 FORD E450 SUPER-DUTY ANIMAL TRANSPORT UNIT (OR EQUIVALENT BRAND)	10/04/2018	$155,291
SC	0211	19	RENTAL OF TENTS, TABLES AND SPECIAL EVENT ITEMS	10/04/2018	$304,013
AD	0031	19	911 SERVICES THRU MY FLORIDA NETWORK	10/08/2018	$12,000
AD	0255	19	ANIMAL CARE AND PROTECTIVE SERVICES	10/08/2018	$401,677
SC	0457	18	MICROWAVE NETWORK EQUIPMENT	10/12/2018	$505,934
CF	0011	19	UTIP- 768 MAMIE ROAD (32205) & 9700 SAPPINGTON AVE (32208)- NO CHARGE	10/12/2018	$14,095
CF	0020	19	UTIP- 828 GRANVILLE ROAD (05) & 3347 ALTAMONT AVENUE E (08)- NO CHARGE	10/12/2018	$43,427
AD	0035	19	PUBLIC ACCESS TO COURT RECORDS (PACER)	10/12/2018	$8,000
SS	0256	19	Management and Promotion of Annual Bob Hayes Invitational Track Meet	10/12/2018	$84,875
AD	0273	19	Tina Jaeckle, Ph.D., Board Certified Expert in Traumatic Stress for Mental Health Counseling services	10/17/2018	$102,500
AD	0621	19	MCCD RECORDING OF OFFICAL DOCUMENTS WITH DUVAL COUNTY CLERK OF COURT	10/17/2018	$50,000
CF	0190	18	DUVAL CTY PRE-TRIAL DETENTION FACILITY ADA UPGRADES-REBID-PQ-VERTICAL-$50.00	10/18/2018	$2,387,610
ESC	0472	18	Appraisal GAP Financing	10/18/2018	$289,950
XF	0548	18	PURCHASE OF DELL OR HP DESKTOP COMPUTERS	10/18/2018	$135,504
JSC	0213	19	COUNTY-WIDE PARCEL MOWING-JSEB SET-ASIDE	10/18/2018	$101,251
JSC	0214	19	NUISANCE ABATEMENT SERVICES ON PRIVATE PROPERTY- JSEB SET-ASIDE	10/18/2018	$1,800,000
SS	0264	19	MAINTENANCE AND SUPPORT FOR 3M SELF-CHECK LIBRARY SYSTEM	10/18/2018	$184,938
SS	0265	19	Software Maintenance & Support for FAMIS & BPREP Software	10/18/2018	$114,863

AD	0017	20	JURY SUMMONS FY20 NO CHARGE	09/23/2019	$36,000
AD	0223	20	BUSINESS CARD PRINTING	09/23/2019	$8,000
CP	0641	19	SAN PABLO RIGHT TURN LANE PROJECT- NO CHARGE	09/25/2019	$89,371
AD	0268	20	TUITION EXPENSES FOR CORRECTIONS AND POLICE TRAINING CLASSES FOR JSO	09/25/2019	$665,879
CF	0191	19	HUGUENOT MEMORIAL PARK ACCESS RD & REVETMENT REHABILITATION-PQ-HORIZONTAL $40.00	09/26/2019	$3,138,747
CF	0192	19	FLOATING DOCK AT FRIENDSHIP FOUNTAIN- PQ-HORIZONTAL OR MARINE- $40.00	09/26/2019	$429,780
ESC	0550	19	JACKSONVILLE PUBLIC LIBRARY AND THE OFFICE OF PUBLIC PARKING DIVISION CAMERA SECURITY SOLUTION AND INT	09/26/2019	$545,967
XF	0631	19	TELECOM ROOM ENCLOSURE INSTALLATION AT VARIOUS LOCATIONS	09/26/2019	$159,128
CF	0664	19	UTIP- 6133 HYRAM AVENUE (10), 3835 LANE AVENUE (10) & 6796 BRANDEMERE ROAD N (11)-NO CHARGE	09/26/2019	$48,495
CP	0013	20	ROADSIDE DITCH CLEANING AND REHABILITATION - PRE-QUALIFIED HORIZONTAL CONST. - $61.00	09/26/2019	$1,930,453
ESC	0210	20	JUVENILE JUSTICE PREVENTION & INTERVENTION PROGRAMS	09/26/2019	$567,491
XF	0226	20	AIR SHOW EVENT SHUTTLE SERVICES	09/26/2019	$50,625
SS	0250	20	FREQUENTIS PROTECT 911 SOFTWARE SUPPORT	09/26/2019	$100,919
SS	0255	20	RENEWAL OF MAINTENANCE AND TECHNICAL SUPPORT FOR STACWEB AND BOMSWEB	09/26/2019	$91,317
SS	0259	20	Single Source - Essential PLUS 24x7 Maintenance Services for Nortel PBX	09/26/2019	$133,340
SS	0261	20	NON-WARRANTY REPAIRS FOR CATERPILLAR ENGINES	09/26/2019	$400,000
SS	0262	20	NON-WARRANTY REPAIRS OF INTERNATIONAL TRUCK	09/26/2019	$150,000
SS	0263	20	NON-WARRANTY REPAIRS FOR FREIGHTLINER, STERLING, DETROIT DIESEL AND MERCEDES BENZ ENGINES	09/26/2019	$95,000
SS	0264	20	NON-WARRANTY REPAIRS AND MAINTENANCE FOR PIERCE FIRE APPARATUS	09/26/2019	$390,000
AD	0269	20	PSYCHOLOGICAL EVALUATIONS	09/26/2019	$252,000
AD	0270	20	POLYGRAPH TESTING	09/26/2019	$24,050
AD	0272	20	MEMORANDUM OF UNDERSTANDING WITH DUVAL COUNTY SCHOOL BOARD FOR USE OF ONEVIEW	09/26/2019	$0
AD	0642	19	CITY OF JACKSONVILL AND CITY OF NEPTUNE BEACH MAINTENANCE AGREEMENT RES.97-1143-A	09/30/2019	$38,321
AD	0273	20	PSYCHOLOGICAL TRAINING AND EVALUATIONS	09/30/2019	$4,800
SS	0156	19	GLOBAL MUSIC RIGHTS LICENSE AGREEMENT	10/01/2019	$6,000
CF	0667	19	UTIP-8162 MISTY MEADOWS COURT N (32210), 7156 PETER DRIVE (10) & 5831 HARRIS AVENUE (11)- NO CHARGE	10/04/2019	$24,036
CF	0668	19	LRP-2120 YULEE STREET (32209) - NO CHARGE	10/04/2019	$23,912
ESC	0593	19	CITY COUNCIL CHAMBERS AUDIO and VIDEO UPGRADE RE-BID	10/10/2019	$415,778
ECS	0258	19	PROGRAMMING/OPERATIONS/MANAGEMENT OF BLUE CYPRESS PARK	10/15/2019	$0
CP	0170	19	FIRE STATION #20 WATER INTRUSION CORRECTIONS & INDOOR QUALITY IMPROVEMENTS-$35.00	10/17/2019	$446,000
ESC	0200	19	COMMUNITY SERVICES MANAGEMENT AND PROGRAMMING FOR RUSSELL B COOK JR COMMUNITY CENTER	10/17/2019	$0
SC	0659	19	MASONRY SAND NO CHARGE	10/21/2019	$27,500
CDB	0153	19	DESIGN BUILD SERVICES FOR MARINE PROJECTS- ANNUAL CONTRACT- PQ-MARINE- NO CHARGE	10/24/2019	$6,000,000
SS	0584	19	SouthMorr Partnership Limited	10/31/2019	$8,000
CP	0634	19	ROGERO ROAD ROUNDABOUT IMPROVEMENTS-PQ-HORIZONTAL-$25.00	11/07/2019	$1,285,624
ESC	0568	19	PURCHASE OR LEASE OF CITY OF JACKSONVILLE PROPERTY - PRIMARY PARCEL: 074384-0000 and OPTIONAL PARCEL: 1	11/14/2019	$0
CP	0636	19	WILLOW BRANCH (PHASE II) CANAL REHABILITATION-REBID-PQ-HORIZONTAL-$25.00	11/14/2019	$831,115
CDB	0620	19	D/B SERVICES RFP FOR FIRE STATION NO. 63-PQ-VERTICAL- NO CHARGE	11/21/2019	$3,277,000
CP	0635	19	DEERWOOD PARK BLVD ROADWAY AND BRIDGE IMPROVEMENTS-PQ-HORIZONTAL-$25.00	11/21/2019	$2,961,565
CDB	0652	19	DB SRVS RFQ FOR COMMERCIAL STANDBY ELECTRICAL PWR GENERATION SYSTEM AND ELECTRICAL POWER DIST NETV	12/05/2019	$3,599,813
JCF	0599	19	ELLIS ROAD SIDEWALK IMPROVEMENT- JSEB SET-ASIDE-$25.00	12/12/2019	$255,207

MOTOROLA SOLUTIONS

JFRD APX

	MODEL #	DESCRIPTION	UNIT LIST	EXT LIST	DISCOUNT	UNIT DISC PRICE	QTY	EXT DISC PRICE
Portable	H98UCF9PW6BN	APX6000 700/800 MODEL 2.5 PORTABLE	$ 3,026.00	$ 208,794.00	27.0%	$ 2,208.98	69	$ 152,419.62
Portable	QA02006	ENH: APX6000XE RUGGED RADIO	$ 800.00	$ 55,200.00	27.0%	$ 584.00	69	$ 40,296.00
Portable	Q361	ADD: P25 9600 BAUD TRUNKING	$ 300.00	$ 20,700.00	27.0%	$ 219.00	69	$ 15,111.00
Portable	H38	ADD: SMARTZONE OPERATION	$ 1,200.00	$ 82,800.00	27.0%	$ 876.00	69	$ 60,444.00
Portable	Q806	ADD: ASTRO DIGITAL CAI OPERATION	$ 515.00	$ 35,535.00	27.0%	$ 375.95	69	$ 25,940.55
Portable	H64	ALT: PUBLIC SAFETY YELLOW HOUSING	$ 25.00	$ 1,725.00	27.0%	$ 18.25	69	$ 1,259.25
Portable	HLN6875A	3" PLASTIC BELT CLIP ATTACHMENT	$ 13.00	$ 897.00	27.0%	$ 9.49	69	$ 654.81
Portable	QA07739AB	ALT: TIA4950 BATT IMPRES 2 LIION 4600MAH DELTA T (PMNN4573A)	$ 75.00	$ 5,175.00	27.0%	$ 54.75	69	$ 3,777.75
Portable	H885BK	ADD: 3 YEAR SERVICE FROM THE START LITE	$ 110.00	$ 7,590.00	0.0%	$ 110.00	69	$ 7,590.00
Portable	QA03399	ADD: ENHANCED DATA	$ 150.00	$ 10,350.00	27.0%	$ 109.50	69	$ 7,555.50
Portable	QA09001	ADD: WIFI CAPABILITY	$ 300.00	$ 20,700.00	27.0%	$ 219.00	69	$ 15,111.00
Portable	QA09007	ADD: OUT OF THE BOX WIFI PROVISIONING	$ -	$ -	27.0%	$ -	69	$ -
Accessory	PMMN4106CBLK	AUDIO ACCESSORY-REMOTE SPEAKER MICROPHONE,AUDIO ACCES	$ 616.00	$ 42,504.00	27.0%	$ 449.68	69	$ 31,027.92
Accessory	NNTN8860A	CHARGER, SINGLE-UNIT, IMPRES 2, 3A, 115VAC, US/NA	$ 165.00	$ 11,385.00	27.0%	$ 120.45	69	$ 8,311.05
Accessory	NNTN7624C	IMPRES Vehicular Charger	$ 472.00	$ 32,568.00	27.0%	$ 344.56	69	$ 23,774.64
Accessory	PMNN4573A	BATT IMPRES 2 LIION TIA4950 R IP68 4600T	$ 199.00	$ 13,731.00	27.0%	$ 145.27	69	$ 10,023.63
				$ 549,654.00			Subtotal	$ 403,296.72
						Shipment of All items as Proposed In 2020		$ (83,091.73)
						JFRD APX6000XE Sale Price		$ 320,204.99
						Per unit cost with 3 year warranty pricing included		$ 4,640.65

	MODEL #	DESCRIPTION	UNIT LIST	EXT LIST	DISCOUNT	UNIT DISC PRICE	QTY	EXT DISC PRICE
Mobile	M22URS9PW1 N	APX4500 7/800	$ 1,564.00	$ 4,692.00	27.0%	$ 1,141.72	3	$ 3,425.16
Mobile	QA02756	ADD: 3600 OR 9600 TRUNKING BAUD SINGLE SYSTEM	$1,570.00	$ 4,710.00	27.0%	$ 1,146.10	3	$ 3,438.30
Mobile	GA00804	ADD: APX O2 CONTROL HEAD	$ 492.00	$ 1,476.00	27.0%	$ 359.16	3	$ 1,077.48
Mobile	G444	ADD: APX CONTROL HEAD SOFTWARE	$ -	$ -	27.0%	$ -	3	$ -
Mobile	G66	ADD: DASH MOUNT	$ 125.00	$ 375.00	27.0%	$ 91.25	3	$ 273.75
Mobile	W22	ADD: PALM MICROPHONE	$ 72.00	$ 216.00	27.0%	$ 52.56	3	$ 157.68
Mobile	W432	ADD: AUXILARY SPKR 13W (3.2OHM)	$ 71.50	$ 214.50	27.0%	$ 52.20	3	$ 156.59
Mobile	GA00235	ADD: NO GPS ANTENNA NEEDED	$ -	$ -	27.0%	$ -	3	$ -
Mobile	G89	ADD: NO RF ANTENNA NEEDED	$ -	$ -	27.0%	$ -	3	$ -
Mobile	G24	ADD: 3Y ESSENTIAL SERVICE	$ 131.00	$ 393.00	0.0%	$ 131.00	3	$ 393.00
				$ 12,076.50			Subtotal	$ 8,921.96
						Contract / Shipment of All items as Proposed in 2020		$ (1,682.61)
						JFRD APX4500 Sale Price		$ 7,239.35
						Per unit cost with 3 year warranty pricing included		$ 2,413.12
						Total Sale Price		$ 327,444.33

Equipment discounts applied per Public Safety Communication Equipment, Phase 1: Radios, Antennas and Repeaters
43190000-18-NASPO-ACS-1

Order and factory shipment acceptance must occur prior to November 30th of 2020 to receive incentive offer.

6/22/2020
Prepared by: Michelle Poole
904-814-9938