



LANCASTER, CITY OF

06/22/2023



MOTOROLA SOLUTIONS

QUOTE-2209536

06/22/2023

LANCASTER, CITY OF
44933 FERN AVE
LANCASTER, CA 93534

Dear Joe Haggard,

Motorola Solutions is pleased to present LANCASTER, CITY OF 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 LANCASTER, CITY OF with the best products and services available in the communications industry. Please direct any questions to Bob Akins at bob.akins@bearcom.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,

Bob Akins

Motorola Solutions Manufacturer's Representative

Billing Address:
LANCASTER, CITY OF
44933 FERN AVE
LANCASTER, CA 93534
US

Quote Date:06/22/2023
Expiration Date:08/21/2023
Quote Created By:
Bob Akins
bob.akers@bearcom.com

End Customer:
LANCASTER, CITY OF
Joe Haggard
jhaggard@cityoflanasterca.gov
661-723-6060

Contract: 18105 - LA COUNTY, CA MA-
IS-2240228

Line #	Item Number	Description	Qty	List Price	Sale Price	Ext. Sale Price
	APX™ 8000 Series	APX8000				
1	H91TGD9PW7AN	APX 8000 ALL BAND PORTABLE MODEL 3.5	33	\$7,774.00	\$5,675.02	\$187,275.66
1a	QA09012AA	ADD: MISSION CRITICAL GEOFENCING	33	\$165.00	\$120.45	\$3,974.85
1b	Q806CB	ADD: ASTRO DIGITAL CAI OPERATION	33	\$567.00	\$413.91	\$13,659.03
1c	Q361AN	ADD: P25 9600 BAUD TRUNKING	33	\$330.00	\$240.90	\$7,949.70
1d	QA00580AA	ADD: TDMA OPERATION	33	\$495.00	\$361.35	\$11,924.55
1e	Q15AJ	ADD: AES/DES-XL/DES-OFB ENCRYPTION AND ADP	33	\$879.00	\$641.67	\$21,175.11
1f	QA03400AA	DEL: FCC NARROWBANDING MANDATE	33	\$0.00	\$0.00	\$0.00
1g	QA05508AA	DEL: DELETE VHF BAND	33	-\$800.00	-\$584.00	-\$19,272.00
1h	Q887AU	ADD: 5Y ESSENTIAL SERVICE	33	\$306.00	\$306.00	\$10,098.00
1i	QA09008AA	ADD: GROUP SERVICES	33	\$165.00	\$120.45	\$3,974.85
1j	QA09007AA	ADD: OUT OF THE BOX WIFI PROVISIONING	33	\$0.00	\$0.00	\$0.00



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Motorola Solutions, Inc.: 500 West Monroe, United States - 60661 ~ #: 36-1115800



Line #	Item Number	Description	Qty	List Price	Sale Price	Ext. Sale Price
1k	QA09001AB	ADD: WIFI CAPABILITY	33	\$330.00	\$240.90	\$7,949.70
1l	Q498AU	ENH: ASTRO 25 OTAR W/ MULTIKEY	33	\$814.00	\$594.22	\$19,609.26
1m	QA03399AA	ADD: ENHANCED DATA APX	33	\$165.00	\$120.45	\$3,974.85
1n	H38BS	ADD: SMARTZONE OPERATION	33	\$1,650.00	\$1,204.50	\$39,748.50
1o	G996AP	ADD: PROGRAMMING OVER P25 (OTAP)	33	\$110.00	\$80.30	\$2,649.90
	APX™ 8000 Series	APX8000				
2	H91TGD9PW7AN	APX 8000 ALL BAND PORTABLE MODEL 3.5	20	\$7,774.00	\$5,675.02	\$113,500.40
2a	QA09012AA	ADD: MISSION CRITICAL GEOFENCING	20	\$165.00	\$120.45	\$2,409.00
2b	Q806CB	ADD: ASTRO DIGITAL CAI OPERATION	20	\$567.00	\$413.91	\$8,278.20
2c	Q361AN	ADD: P25 9600 BAUD TRUNKING	20	\$330.00	\$240.90	\$4,818.00
2d	QA00580AA	ADD: TDMA OPERATION	20	\$495.00	\$361.35	\$7,227.00
2e	Q15AJ	ADD: AES/DES-XL/DES-OFB ENCRYPTION AND ADP	20	\$879.00	\$641.67	\$12,833.40
2f	QA03400AA	DEL: FCC NARROWBANDING MANDATE	20	\$0.00	\$0.00	\$0.00
2g	Q887AU	ADD: 5Y ESSENTIAL SERVICE	20	\$306.00	\$306.00	\$6,120.00
2h	QA09008AA	ADD: GROUP SERVICES	20	\$165.00	\$120.45	\$2,409.00
2i	QA09007AA	ADD: OUT OF THE BOX WIFI PROVISIONING	20	\$0.00	\$0.00	\$0.00
2j	QA09001AB	ADD: WIFI CAPABILITY	20	\$330.00	\$240.90	\$4,818.00
2k	Q498AU	ENH: ASTRO 25 OTAR W/ MULTIKEY	20	\$814.00	\$594.22	\$11,884.40
2l	QA03399AA	ADD: ENHANCED DATA APX	20	\$165.00	\$120.45	\$2,409.00
2m	H38BS	ADD: SMARTZONE OPERATION	20	\$1,650.00	\$1,204.50	\$24,090.00



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Line #	Item Number	Description	Qty	List Price	Sale Price	Ext. Sale Price
2n	G996AP	ADD: PROGRAMMING OVER P25 (OTAP)	20	\$110.00	\$80.30	\$1,606.00
3	PMNN4486A	BATT IMPRES 2 LIION R IP67 3400T	53	\$188.27	\$150.60	\$7,981.80
4	NNTN8860A	CHARGER, SINGLE-UNIT, IMPRES 2, 3A, 115VAC, US/NA	53	\$186.50	\$149.18	\$7,906.54
5	PMMN4136B	XVP830 REMOTE SPEAKER MICROPHONE NO CHANNEL KNOB	53	\$486.00	\$388.75	\$20,603.75
	APX™ 8500					
6	M37TSS9PW1AN	APX8500 ALL BAND MP MOBILE	4	\$5,893.68	\$4,302.39	\$17,209.56
6a	GA09008AA	ADD: GROUP SERVICES	4	\$165.00	\$120.45	\$481.80
6b	GA09007AA	ADD: OUT OF THE BOX WIFI PROVISIONING	4	\$0.00	\$0.00	\$0.00
6c	G851AG	ADD: AES/DES-XL/DES-OFB ENCRYPT APX AND ADP	4	\$879.00	\$641.67	\$2,566.68
6d	GA00318AF	ENH: 5 YEAR ESSENTIAL SVC	4	\$480.00	\$480.00	\$1,920.00
6e	GA00250AA	ADD: WIFI/GNSS STUBBY ANTENNA LMR240	4	\$110.00	\$80.30	\$321.20
6f	G996AS	ENH: OVER THE AIR PROVISIONING	4	\$110.00	\$80.30	\$321.20
6g	GA01513AB	ADD: ALL BAND MOBILE ANTENNA (7/8/V/U)	4	\$105.00	\$76.65	\$306.60
6h	G51AT	ENH: SMARTZONE	4	\$1,650.00	\$1,204.50	\$4,818.00
6i	QA03400AA	DEL: FCC NARROWBANDING MANDATE	4	\$0.00	\$0.00	\$0.00
6j	GA05508AA	DEL: DELETE VHF BAND	4	-\$800.00	-\$584.00	-\$2,336.00
6k	GA09001AA	ADD: WI-FI CAPABILITY	4	\$330.00	\$240.90	\$963.60
6l	G298AS	ENH: ASTRO 25 OTAR W/ MULTIKEY	4	\$814.00	\$594.22	\$2,376.88
6m	B18CR	ADD: AUXILIARY SPKR 7.5 WATT APX	4	\$66.00	\$48.18	\$192.72



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Line #	Item Number	Description	Qty	List Price	Sale Price	Ext. Sale Price
6n	G444AH	ADD: APX CONTROL HEAD SOFTWARE	4	\$0.00	\$0.00	\$0.00
6o	G67EH	ADD: REMOTE MOUNT E5 MP	4	\$327.00	\$238.71	\$954.84
6p	QA03399AA	ADD: ENHANCED DATA APX	4	\$165.00	\$120.45	\$481.80
6q	GA01517AA	DEL: NO J600 ADAPTER CABLE NEEDED	4	\$0.00	\$0.00	\$0.00
6r	G806BL	ENH: ASTRO DIGITAL CAI OP APX	4	\$567.00	\$413.91	\$1,655.64
6s	GA01670AA	ADD: APX E5 CONTROL HEAD	4	\$717.00	\$523.41	\$2,093.64
6t	W22BA	ADD: STD PALM MICROPHONE APX	4	\$79.00	\$57.67	\$230.68
6u	G361AH	ENH: P25 TRUNKING SOFTWARE APX	4	\$330.00	\$240.90	\$963.60
6v	GA09012AA	ADD: MISSION CRITICAL GEOFENCE	4	\$165.00	\$120.45	\$481.80
6w	GA00580AA	ADD: TDMA OPERATION	4	\$495.00	\$361.35	\$1,445.40
6x	GA00179AB	ADD: NO REMOTE CABLE NEEDED APX	4	\$0.00	\$0.00	\$0.00
APX™ 8500						
7	M37TSS9PW1AN	APX8500 ALL BAND MP MOBILE	6	\$5,893.68	\$4,302.39	\$25,814.34
7a	GA09008AA	ADD: GROUP SERVICES	6	\$165.00	\$120.45	\$722.70
7b	GA09007AA	ADD: OUT OF THE BOX WIFI PROVISIONING	6	\$0.00	\$0.00	\$0.00
7c	G851AG	ADD: AES/DES-XL/DES-OFB ENCRYPT APX AND ADP	6	\$879.00	\$641.67	\$3,850.02
7d	GA00318AF	ENH: 5 YEAR ESSENTIAL SVC	6	\$480.00	\$480.00	\$2,880.00
7e	GA00250AA	ADD: WIFI/GNSS STUBBY ANTENNA LMR240	6	\$110.00	\$80.30	\$481.80
7f	G996AS	ENH: OVER THE AIR PROVISIONING	6	\$110.00	\$80.30	\$481.80
7g	GA00580AA	ADD: TDMA OPERATION	6	\$495.00	\$361.35	\$2,168.10



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Motorola Solutions, Inc.: 500 West Monroe, United States - 60661 - #: 36-1115800

Line #	Item Number	Description	Qty	List Price	Sale Price	Ext. Sale Price
7h	GA01513AB	ADD: ALL BAND MOBILE ANTENNA (7/8/V/U)	6	\$105.00	\$76.65	\$459.90
7i	G51AT	ENH:SMARTZONE	6	\$1,650.00	\$1,204.50	\$7,227.00
7j	QA03400AA	DEL: FCC NARROWBANDING MANDATE	6	\$0.00	\$0.00	\$0.00
7k	GA00179AB	ADD: NO REMOTE CABLE NEEDED APX	6	\$0.00	\$0.00	\$0.00
7l	GA09001AA	ADD: WI-FI CAPABILITY	6	\$330.00	\$240.90	\$1,445.40
7m	G298AS	ENH: ASTRO 25 OTAR W/ MULTIKEY	6	\$814.00	\$594.22	\$3,565.32
7n	B18CR	ADD: AUXILIARY SPKR 7.5 WATT APX	6	\$66.00	\$48.18	\$289.08
7o	G444AH	ADD: APX CONTROL HEAD SOFTWARE	6	\$0.00	\$0.00	\$0.00
7p	G67EH	ADD: REMOTE MOUNT E5 MP	6	\$327.00	\$238.71	\$1,432.26
7q	QA03399AA	ADD: ENHANCED DATA APX	6	\$165.00	\$120.45	\$722.70
7r	GA01517AA	DEL: NO J600 ADAPTER CABLE NEEDED	6	\$0.00	\$0.00	\$0.00
7s	G806BL	ENH: ASTRO DIGITAL CAI OP APX	6	\$567.00	\$413.91	\$2,483.46
7t	GA01670AA	ADD: APX E5 CONTROL HEAD	6	\$717.00	\$523.41	\$3,140.46
7u	W22BA	ADD: STD PALM MICROPHONE APX	6	\$79.00	\$57.67	\$346.02
7v	G361AH	ENH: P25 TRUNKING SOFTWARE APX	6	\$330.00	\$240.90	\$1,445.40
7w	GA09012AA	ADD: MISSION CRITICAL GEOFENCE	6	\$165.00	\$120.45	\$722.70

Subtotal \$650,714.55

Estimated Tax \$25,065.05

Grand Total \$675,779.60(USD)



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Notes:





Purchase Order Checklist

Marked as PO/ Contract/ Notice to Proceed on Company Letterhead
(PO will not be processed without this)

PO Number/ Contract Number

PO Date

Vendor = Motorola Solutions, Inc.

Payment (Billing) Terms/ State Contract Number

Bill-To Name on PO must be equal to the Legal Bill-To Name

Bill-To Address

Ship-To Address (If we are shipping to a MR location, it must be documented on PO)

Ultimate Address (If the Ship-To address is the MR location then the Ultimate Destination address must be documented on PO)

PO Amount must be equal to or greater than Order Total

Non-Editable Format (Word/ Excel templates cannot be accepted)

Bill To Contact Name & Phone # and EMAIL for customer accounts payable dept

Ship To Contact Name & Phone #

Tax Exemption Status

Signatures (As required)