



**MOTOROLA SOLUTIONS**

**Town of Palm Beach**

# **DISPATCH CONSOLES**

December 1, 2023

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USA

December 1, 2023

Town of Palm Beach  
Attention: Bob Miracle  
951 Old Okeechobee Rd suite D  
West Palm Beach, FL 33401, USA

**Subject:** TOWN OF PALM BEACH P25 DISPATCH CONSOLES PROJECT

Dear Mr. Miracle,

Motorola Solutions, Inc. ("Motorola") is pleased to have the opportunity to provide the Town of Palm Beach with quality communications equipment and services. The Motorola Solutions project team has taken great care to propose a solution that will meet your needs and provide unsurpassed value.

To best meet the functional and operational specifications of this solicitation, our solution includes a combination of hardware, software, and services. Specifically, this solution is for the MCC7500E Dispatch Consoles and provides the following:

- Four (4) DESKTOP MCC7500e dispatch console positions
- Three (3) LAPTOP MCC7500e dispatch console positions
- Necessary Backend Equipment
- Installation, Programming, Training, and Configuration of Equipment

This proposal consists of this cover letter together with its Exhibits. This proposal shall remain valid until 12/29/2023. The Town of Palm Beach may accept the proposal by delivering to Motorola a Purchase Order (PO) with reference to this proposal. This equipment provision described in the proposal, shall be governed by the terms and conditions stated in the NASPO Cooperative Purchasing Master Agreement NO. 00318. Alternatively, Motorola Solutions would be pleased to address any concerns the Town of Palm Beach may have regarding the proposal. Any questions can be directed to your Motorola Account Executive, George Nassif at (954) 605-8196 or the Manufacturer Representative, Jeff Moser at (561) 323-8968.

We thank you for the opportunity to furnish the Town of Palm Beach with "Best-in-Class" solutions and we hope to strengthen our relationship by implementing this project. We aim to provide you with the best products and services in the communications industry.

Sincerely,  
Motorola Solutions, Inc.



Danny Sanchez  
Florida Territory Vice President

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SECTION 1

# System Description

## 1.1 Overview

The Town of Palm Beach wishes to set up a Dispatch Center. The Center will be capable of operating as the Primary Dispatch as well as Remote and Fallback (remote modes).

As proposed the Dispatch center will operate the four (4) DESKTOP dispatch positions for day-to-day activities inside an RNI. In normal conditions, the Town of Palm Beach will be connected, via 2 network connections, back into the Palm Beach County's IT network, to operate on the Astro P25 network that exists today. The details of network requirements are listed below in this proposal.

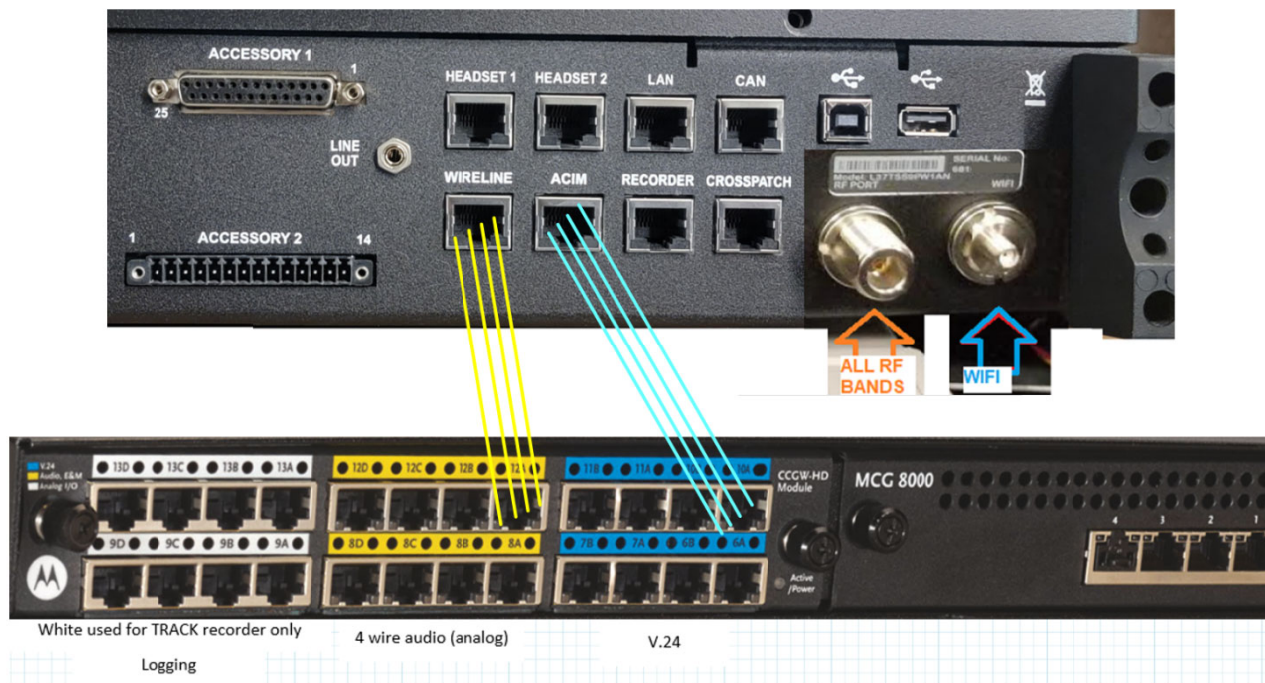
A backup/fall-back operation is configured in this quote to provide operational functionality should the Palm Beach County MASTER site go off-line. The four (4) Consolettes + DSC8000 Site controller + MCG8000 CCGW provide uninterrupted operation at each console position such that the headsets and other peripherals would still allow for operation on the Palm Beach County airwaves over TX and RX channels and talkgroups pre-programmed in the Consolettes. This is a more advanced operational situation than only using subscriber portable / mobile radios to carry out dispatch operations.

A remote operation capability is currently quoted such that the operators inside the Police Facility could relocate to the Fire-Rescue Facility, and operate Outside the RNI (ORNI), and maintain uninterrupted operations with the Palm Beach County network, operating from the Three (3) LAPTOP stations. There would be no need to physically relocate any of the equipment from the Police Facility to the Fire-Rescue Facility. This remote operation could be extended anywhere that the Town of Palm Beach could guarantee an operational VPN connection. Also, CRYPTOR hardware boxes would need to be transported in tandem with a Laptop, should HW encryption be required. The Laptop consoles deployed outside the Police Facility will reside outside of the Radio Network Infrastructure (RNI) as they will be outside of the Control Room Firewall at the Police Facility site, which is hosted via a Proxy Console Server at that site. Since Outside-RNI console deployments may involve network connectivity that is outside of Motorola's control and purview, we cannot guarantee that consoles deployed using this architecture will always meet public safety/mission-critical expectations for operation and availability. At least one operational console must be maintained at the Proxy Console Site (Police Department Dispatch Site Building) at all times, to provide "Link-Op" functionality. In the event that a Link-Op console is not available at the Proxy Console Site, then the quoted Fire Department consoles will be unable to connect to the ASTRO 25 system and will be inoperable.

The Fire-Rescue consoles in this quotation will be managed by the Town of Palm Beach Customer since they will be outside of the ASTRO 25 Radio Network Infrastructure (i.e. outside of the Control Room Firewall). Domain policies, antivirus management\*, authentication management, etc., will be the responsibility of the Customer's normal IT procedures. \*McAfee antivirus pushes from the CSMS Server to Outside RNI MCC 7500E PC's are supported by Motorola, provided that the proper McAfee client license is in place

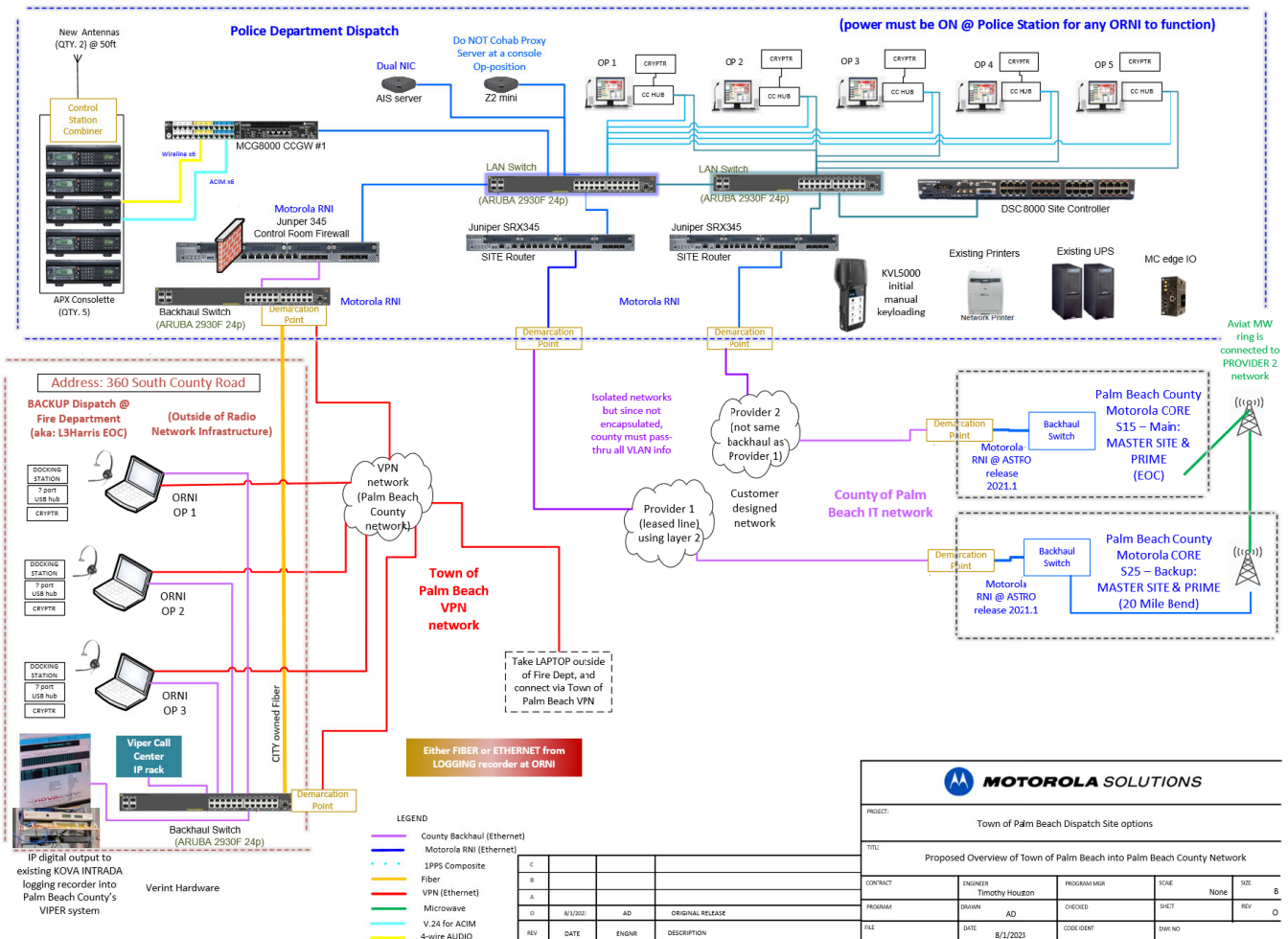
on the MCC 7500E PC's (included in this quote). It is up to the Town of Palm Beach Customer to assure there is no conflict with the antivirus management being used in the connected Palm Beach County-established network.

Connectivity of the Consolette to the MCG8000 is symbolically as shown below.





## 1.2 SYSTEM DIAGRAM



## 1.3 System design expectations and caveats

- All electrical fusing, outlets, and physical space is presumed to be adequate for installation inside the existing Police Facility telecom room, across the hall from the existing dispatch command center. The existing UPS power supplies appear to be adequate for equipment backup, but no guarantee is provided for total run-time, or battery life capacity for sustained operation on anything but the buildings existing AC load ratings. It is recommended to continue to maintain the service and preventive maintenance of the Town of Palm Beach's UPS equipment, for whichever equipment they are maintained UPS services.
- The existing Network Printers are presumed to be reused by the customer.
- The existing FIBER connectivity between the Police Facility and the Fire-Rescue Facility has not been verified nor guarantee for a specific bandwidth capability. It was from

discussions with the customer that this FIBER is owned by the Town of Palm Beach, and hence, they can utilize it for whatever purpose they require, regardless of its existing use with the existing Public Safety equipment providers. Should this condition change, the quoted design accounts for utilizing the Town of Palm Beach's own VPN network for ORNI operation, rather than relying upon the FIBER backhaul.

- A maximum of 110 foot antenna run for Console Transmitter and Receive antenna is recommended. Rooftop was not available for site walk. Installation with typical mounting is included.
- For Remote operation, it is required that electrical power to all ASTRO P25 equipment is maintained and functional at the Primary site (i.e. Police Facility), so that the Proxy Console Server can maintain communications with the ORNI laptop equipment, as well as the Consolettes to function as a fallback should the MASTER site from Palm Beach County require local site control via the DSC8000 & MCG8000 CCGW.
- While every effort is made to have product parity between a desktop and a laptop, there is a limitation on resources of only 20 talkpaths on a laptop position.
- The logging recorder technology can be defined in phases of deployment: Today's logging system is operating on a Phase 1 step: a legacy analog recording feed maintained and serviced by KOVA, using VERINT equipment and INTRADO Recording hardware. This equipment does not currently support IP Public Safety radio traffic. The Town of Palm Beach is pursuing a Phase 2 step: they are independently working with KOVA to provide a P25 IP connection service quote, for operation located at the Fire-Rescue network room, and interfaced to the existing VIPER call network for call-center traffic. The Phase 2 step will allow the KOVA logging recorder to eventually sync both the call-center phone traffic with time-stamped ASTRO P25 IP radio traffic audio. In order for this to occur, 2 things are necessary. There must be an AIS server in the Police Facility and Control Room Firewall (both of which are quoted here). Motorola and Verint will execute a license for ASTRO logging API, and Motorola would expect KOVA to include the licensing fee in their quote to the customer. This fee is not included in this proposal. Since the KOVA solution is not an approved logging solution from Motorola's list of technology partners, the API license is required for interfacing with the AIS for IP logging to the captured from the ASTRO P25 radio traffic.

## 1.4 Network requirements

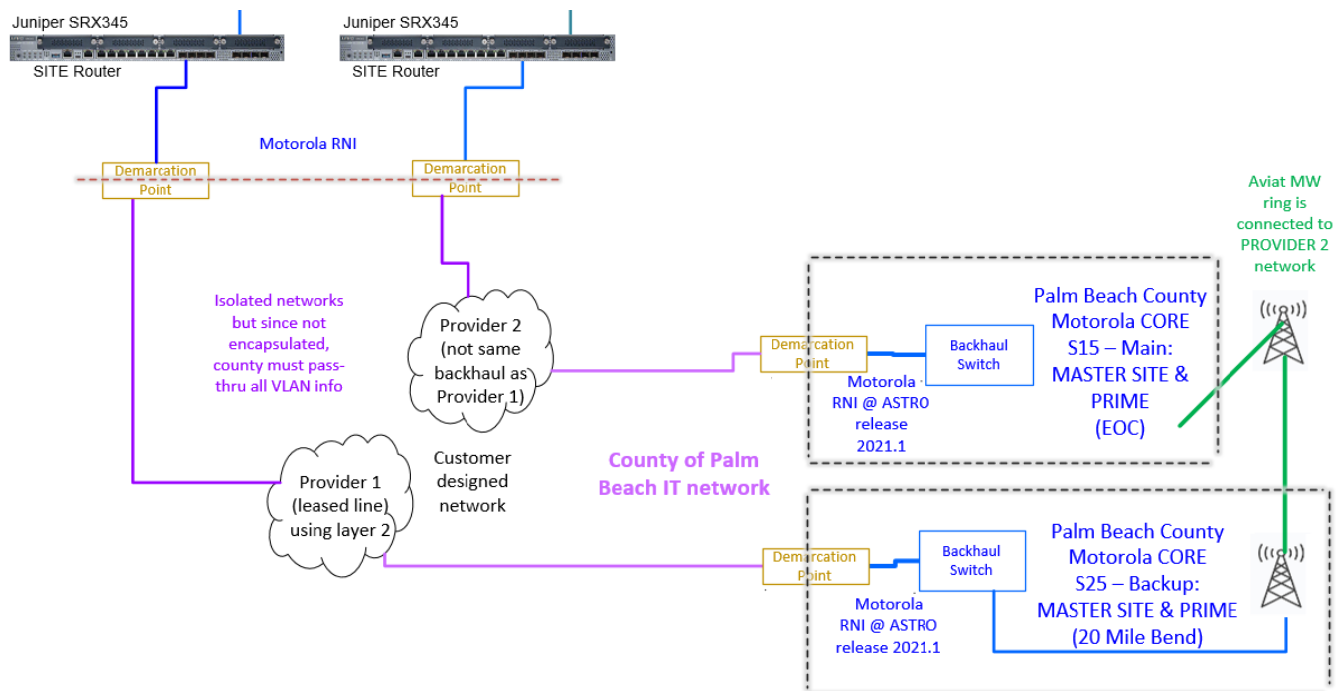
For network interfacing from Town of Palm Beach to Palm Beach County's CORE site, two (2) separate and isolated IT network connections are required. One network path will connect to the backhaul switch @ S15 (Main Master Site & Prime = EOC) and the other network path will connect to the backhaul switch @ S25 (Backup Master Site & Prime = 20 mile bend). The existing Aviat Microwave ring creates a logically connection between Primary and Backup sites for system redundancy.

Customer VPN and Palm Beach County IT backhubs are the Town of Palm Beach's responsibility to bring online prior to system deployment and staging. Just as with all existing Palm Beach County systems, and other partner agencies to Palm Beach County, the IT network must be correctly configured and connected in order to maintain system performance and avoid broadcast storms. The current Palm Beach County network is only Layer 2, not MPLS Layer 3. Therefore, avoiding internal network loops is critical, and why the network topology was designed as shown above. There exists the expertise by the Palm Beach County IT network team in allocating the necessary network connections, using



Mission Critical SLA (service level agreement) reliability and availability networks, which exceed standard commercial grade network SLA. The Palm Beach County Police Headquarters recently relocated, and had to acquire similar dual paths, which were isolated, and also at the necessary SLA rating. As shown in the graphic below, it is necessary that 2 isolated and separate networks are configured from the Town of Palm Beach Police Facility Site (from the SITE ROUTERS). Motorola's IPNPO network team will be glad to work with the Town of Palm Beach in verifying the SLA provided from the County's IT network team to the Town of Palm Beach.

There are no T1 lines or T1 backhaul supported with this proposal. All networking architecture must exist on an IP based design, and is the Town of Palm Beach to coordinate the acquisition of either leased or County IT managed lines into both Police Facility (site 1) and Fire-Rescue Facility (site 2).



SECTION 2

# Statement of Work

Motorola is proposing to the Town of Palm Beach the installation and configuration of the following equipment at the specified locations.

Site Name	Major Equipment
Police Station 345 S County Road Palm Beach, FL RNI=Radio Network Interface)	<p>Four (4) DESKTOP MCC7500e dispatch console positions.</p> <p>Four (4) 22" non-touch screen monitors</p> <p>Four (4) Headsets, Microphones, foot pedals, but Ten (10) speakers</p> <p>Four (4) HW encryption CRYPTR modules</p> <p>Four (4) CC Hub for each of the desktop positions, for current feature and future expansion road mapping of the Astro P25 console solution architecture. This incorporate audio processing and USB connectivity.</p> <p>One (1) Proxy Console Server installed on a dedicated mini-computer.</p> <p>Ten (10) MCC7500e Console Licenses</p> <p>Twenty (20) UNC device licenses (x2 of a 10 pack)</p> <p>One (1) AIS server (dual NIC) for integration with P25 compatible logging equipment</p> <p>One (1) MC Edge I/O device for contact detection for door contacts, and other input/output sensing for alarm detection for controlled locations</p> <p>One (1) KVL5000 for keyloading AES and DES-OFB encryption keys and ADP encoding keys</p> <p>Four (4) APX Consolettes for backup control stations...one per desk station or accessible via laptop from outside the RNI (i.e. ORNI)</p> <p>One (1) Rack, Control Station Combiner, Antenna Lines for TX &amp; RX of the Consolettes to minimize the quantity of mounted outside roof antennas</p> <p>Two (2) outside Control Station Antennas @ 800MHZ bandwidth</p> <p>One (1) MCG8000 CCGW for interface with Consolettes so that each console position can still operate with headset, speaker, CRYPTR, while operating through the Consolette as a backup to the Master Site maintained by Palm Beach County.</p> <p>Two (2) LAN switches for network interfacing inside the RNI</p> <p>Two (2) SITE ROUTERS for network interfacing from Town of Palm Beach to Palm Beach County's CORE site @ S15 (Main Master Site &amp; Prime = EOC) and S25 (Backup Master Site &amp; Prime = 20 mile bend)</p> <p>One (1) DSC8000 Site Controller for sustained operation as a backup to the Master Site maintained by Palm Beach County.</p>

Site Name	Major Equipment
	<p>One (1) Control Room Firewall, for interfacing Town of Palm Beach VPN network into the RNI</p> <p>One (1) Backhaul Switch for interfacing both a FIBER connection between the Police Facility and the Fire-Rescue Facility, as well as interfacing the Town of Palm Beach's private VPN network, to enable ORNI operation (i.e. remote operation).</p>
<p>Palm Beach Fire-Rescue Station #1</p> <p>355 S County Rd,</p> <p>Palm Beach, FL 33480</p> <p>(ORNI=Outside the Radio Network Interface)</p>	<p>Three (3) LAPTOP MCC7500e dispatch console positions.</p> <p>Three (3) Headsets, Microphones, foot pedals</p> <p>Three (3) LAPTOP docking stations to interface with existing monitors and peripherals</p> <p>Three (3) HW encryption CRYPTR modules</p> <p>Three (3) 7-port USB Hub for each remote LAPTOP position.</p> <p>One (1) Backhaul Switch for interfacing both a FIBER connection between the Fire-Rescue Facility and the Police Facility, as well as interfacing the Town of Palm Beach's private VPN network, to enable ORNI operation (i.e. remote operation).</p>

The document delineates the general responsibilities between Motorola and the Town of Palm Beach as agreed to by contract.

## 2.1 MOTOROLA RESPONSIBILITIES

Motorola's general responsibilities include the following:

- Provide and install the equipment as detailed in the Equipment List.
- Provide and Install 2 antenna(s) for the RF system.
  - ◆ Supply and install 2 rooftop antenna mount(s) to support proposed antennas.
  - ◆ Install up to 224 linear feet of 7/8-inch transmission line.
  - ◆ Perform sweep tests on transmission lines.
  - ◆ Supply and install #2 stranded copper ground (not to exceed 2 linear feet) for grounding the antennas to the building ground.
- Schedule the implementation in agreement with the Town of Palm Beach.
- Coordinate the activities of all Motorola subcontractors under this contract.
- Administer safe work procedures for installation.
- Provide the Town of Palm Beach with the appropriate system interconnect specifications.
- Console End User Training – 1 session.

## 2.2 TOWN OF PALM BEACH RESPONSIBILITIES

The Town of Palm Beach will assume responsibility for the installation and performance of all other equipment and work necessary for completion of this project that is not provided by Motorola. General responsibilities for the Town of Palm Beach include the following:

- Obtain approval for connection to the Palm Beach County ASTRO 25 Radio System.

- Provide all buildings, equipment shelters, and towers required for system installation.
- Ensure communications sites meet space, grounding, power, and connectivity requirements for the installation of all equipment.
- Obtain all licensing, site access, or permitting required for project implementation.
- Obtain frequencies for project as required.
- Provide required system interconnections.
- Provide a dedicated delivery point, such as a warehouse, for receipt, inventory, and storage of equipment prior to delivery to the site(s).
- Coordinate the activities of all the Town of Palm Beach vendors or other contractors.
- Provide personnel to observe construction progress and testing of site equipment according to the schedule provided by Motorola.
- If required, provide any physical improvements (walls, roofing, flooring, painting, etc.) necessary to house the equipment in the existing room.
- Provide backup power (UPS / Generator) for the new equipment, and UPS sub-distribution panel(s) with breakers wired to dedicated outlets above the proposed equipment locations.
- Supply required standby generator power to support the additional proposed equipment. This power source shall be adequate to back up all radio equipment, future equipment growth, and ancillary equipment such as, but not limited to, interior lighting, tower lighting and HVAC.
- Supply required UPS Power to support the additional proposed equipment. This uninterruptible power source shall be adequate to back-up all radio equipment as well as future equipment growth.

## 2.3 ASSUMPTIONS

Motorola has made several assumptions in preparing this proposal, which are noted below. In order to provide a firm quote, Motorola will need to verify all assumptions or seek alternate solutions in the case of invalid assumptions.

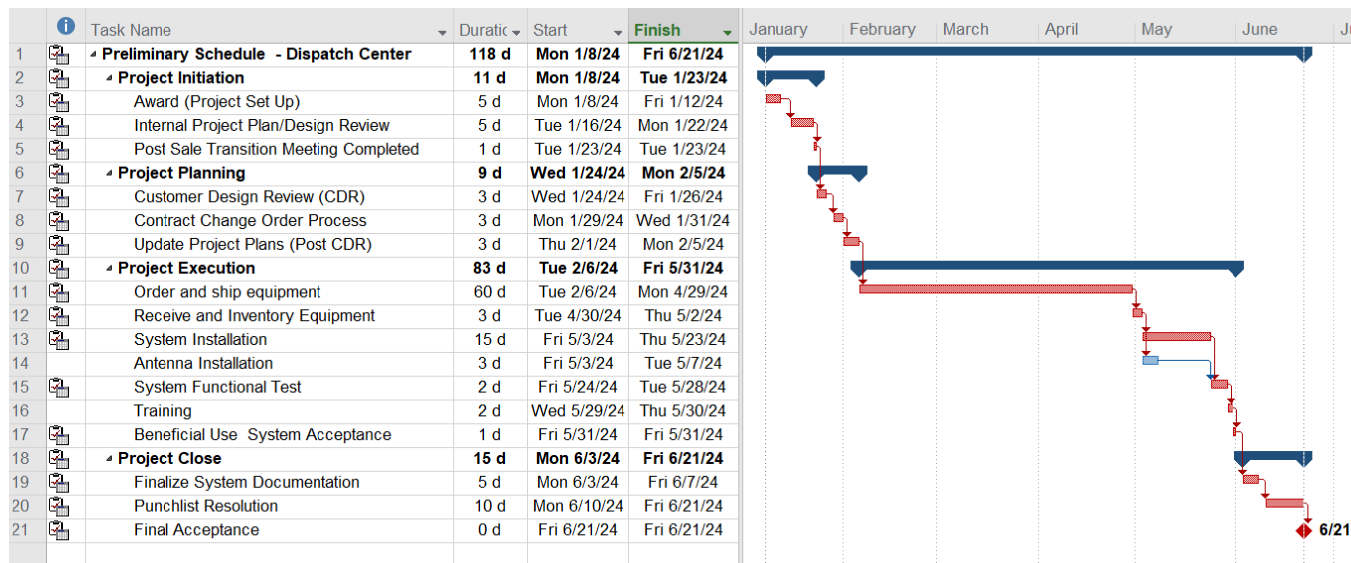
- No prevailing wage, certified payroll, mandatory union workers or mandatory minority workers are required for this work
- All work is assumed to be done during normal business hours as dictated by time zone (Monday thru Friday, 7:30 a.m. to 5:00 p.m.).
- Hazardous materials are not present at the work location. Testing and removal of hazardous materials, found during site investigations, construction or equipment installation will be the responsibility of the customer.
- All existing sites or equipment locations will have sufficient space available for the system described as required/specified by R56.
- All existing sites or equipment locations will have adequate electrical power in the proper phase and voltage, and site grounding to support the requirements of the system described.
- Any site/location upgrades or modifications are the responsibility of the Town of Palm Beach.
- Approved FCC licensing provided by the Town of Palm Beach.
- Frequencies for the system shall have .

- Approved local, State, or Federal permits as may be required for the installation and operation of the proposed equipment are the responsibility of the Town of Palm Beach.
- Any required system interconnections not specifically outlined here will be provided by the Town of Palm Beach. These may include dedicated phone circuits, microwave links, or other types of connectivity.
- No coverage guarantee is included in this proposal.

SECTION 3

# Preliminary Schedule

The following is a preliminary schedule. An updated schedule will be discussed at project kickoff.





SECTION 4

# Service/Warranty

This proposal includes one year warranty.

A lifecycle System Upgrade Agreement can be purchased separately and is required to maintain version compatibility with the Palm Beach County radio system.

## 4.1 OVERVIEW AVANCED PLUS SERVICE

Motorola Solutions offers the following under the Advanced Plus Services package for ASTRO® 25 infrastructure, a comprehensive program to sustain the long-term performance of the Town of Palm Beach's network. Advanced Plus Services consists of the following elements. **Year 2 through 5, post warranty services are priced for reference or may be purchased as an option and would require a Motorola Solutions Service Agreement.**

- Network Event Monitoring.
- Remote Technical Support.
- Network Hardware Repair or Network Hardware Repair with Advanced Replacement.
- Remote Security Update Service (RSUS).
- On-site Infrastructure Response.
- Annual Preventive Maintenance.
- Network Updates.
- Managed Detection and Response.

Together, these elements will help to avoid operational disruptions and maintain the value of the Town of Palm Beach's communications investment.

## 4.2 ADVANCED PLUS SERVICES ELEMENT DESCRIPTIONS

The following sections describe the elements proposed for the Town of Palm Beach's ASTRO 25 infrastructure.

### Network Event Monitoring

Motorola Solutions will continuously monitor the Town of Palm Beach's ASTRO 25 network to detect potential issues or communications outages, maximizing network uptime. Motorola Solutions assesses each alert with advanced event detection and correlation algorithms to determine how to respond. Potential responses include remote restoration or dispatching a local field technician to resolve the incident on-site.

## Remote Technical Support

Motorola Solutions' Centralized Managed Support Operations (CMSO) will provide Remote Technical Support for infrastructure issues that require specific technical expertise. Experienced technical support specialists will be available to consult with the Town of Palm Beach to help diagnose, troubleshoot, and resolve infrastructure issues. Service Desk maintenance procedures and incident resolution techniques are based on ISO 9001 and TL 9000 standards.

## Network Hardware Repair with Advanced Replacement

To restore the Town of Palm Beach's ASTRO 25 network components if they malfunction, Motorola Solutions will repair Motorola Solutions-provided infrastructure equipment. This includes select third-party infrastructure equipment supplied by Motorola Solutions. Motorola Solutions will ship and return repaired equipment, and will coordinate the repair of third-party solution components.

To reduce the impact of a malfunction, Motorola Solutions will exchange malfunctioning equipment with Advanced Replacement units or Field Replacement Units (FRU), as available. Motorola Solutions' repair depot will diagnose and repair malfunctioning components, and once repaired, add those to the depot's FRU inventory. Replacement components will remain in the Town of Palm Beach's ASTRO 25 network to maintain continued network functionality.

If the Town of Palm Beach prefers to maintain their existing FRU inventory rather than using Motorola Solutions' depot inventory, Motorola Solutions can provide "loaner" FRUs during the repair process.

## Remote Security Update Service

Commercial security software updates are often designed without consideration for specialized systems like radio communications networks. These updates may inadvertently disrupt ASTRO 25 network operations and functionality.

To minimize cyber risks and software conflicts, Motorola Solutions provides the Remote Security Update Service (RSUS). With this service, Motorola Solutions deploys antivirus and operating system security updates on an ASTRO 25 network in a dedicated information assurance lab to test and validate them for use with ASTRO 25 networks.

Motorola Solutions tests whether applying these security updates degrades network service. If an update degrades performance, Motorola Solutions searches for a solution or workaround to address the issue before releasing that update.

With RSUS, Motorola Solutions will remotely install tested updates on the Town of Palm Beach's ASTRO 25 network. If there are any recommended configuration changes, warnings, or workarounds, Motorola Solutions will provide detailed documentation on a secured extranet website.

## On-site Infrastructure Response

Motorola Solutions will provide repair service from trained and qualified technicians. Once dispatched, technicians will travel to the Town of Palm Beach's ASTRO 25 network location to diagnose issues and restore functionality. These technicians will run diagnostics on hardware to identify defective components, and repair or replace them as appropriate. Infrastructure Response times are based on a given issue's impact on overall system function.

Travel times and service levels are governed by local geography. Motorola Solutions will provide additional information in the Statement of Work for ASTRO 25 Advanced Plus Services and in the Customer Support Plan agreed between the Town of Palm Beach and Motorola Solutions.

## Annual Preventive Maintenance

Motorola Solutions will annually test and service network components. Qualified field technicians will perform routine hands-on examination and diagnostics of network equipment to keep them operating according to original manufacturer specifications.

## Network Updates

The Network Updates service provides public safety radio system release updates on a consistent, budgeted plan. These updates maintain reliable network operations and cybersecurity protection. In addition, Network Updates keeps the Town of Palm Beach's ASTRO 25 network compatible with expansion elements, as well as new products or features. With Network Updates, the Town of Palm Beach's network will remain on a release that qualifies for support services.

Motorola Solutions will deliver updates based on a predefined cadence of upgrade windows, with up to one update in each window. The Network Updates service includes the following:

- Software Release Updates - Motorola Solutions-certified software that improves network functions over previous releases. This also includes commercial operating system and application software updates.
- Hardware Update – When needed to support a software release update, Motorola Solutions provides new hardware. New hardware will both support the new software update, as well as maintain existing functions and features.
- Professional Implementation Services – Motorola Solutions will plan and implement updates at the Town of Palm Beach's site. This includes factory integration, testing, and supply chain management for new software and hardware.

With these services, the Town of Palm Beach will have access to the technology, support, and planning expertise needed for an effective upgrade.

## Managed Detection and Response

Experienced, specialized security analysts from Motorola Solutions' Security Operations Center (SOC), using the ActiveEye Security Platform, monitor the Town of Palm Beach's ASTRO 25 radio network and Customer Enterprise Network (CEN) for cybersecurity threats. When a threat is detected, SOC analysts will investigate and coordinate with the Town of Palm Beach to mitigate threats.

The Town of Palm Beach can use the ActiveEye Security Platform to configure alerts and notifications, review security data, and perform security investigations.

## 4.3 **MOTOROLA SOLUTIONS SERVICE DELIVERY ECOSYSTEM**

Advanced Plus Services are delivered through a tailored combination of field service personnel, centralized teams, product repair depots, and MyView Portal. These service resources will collaborate to swiftly analyze network issues, accurately diagnose root causes, and efficiently resolve issues to return the network to normal operation.

Motorola Solutions services will be delivered by staff experienced in servicing mission-critical networks. Motorola Solutions uses the Information Technology Infrastructure Library (ITIL) framework to define service tasks based on industry-recognized best practices. As staff perform tasks, service incident information will be available to the Town of Palm Beach's administrators and personnel through MyView Portal.

Service activities and Motorola Solutions' service team are described in more detail below.

### **Centralized Managed Support Operations**

The cornerstone of Motorola Solutions' support process is the Centralized Managed Support Operations (CMSO) organization. This TL 9000/ISO 9001-certified organization is staffed 24x7x365 by experienced service desk specialists, security analysts, and operations managers. The CMSO houses critical central functions, including the Service Desk.

The CMSO Service Desk will serve as a single point of contact for services. It processes service requests, service incidents, change requests, and dispatching. The Service Desk communicates necessary information to stakeholders, bridging communications among the Town of Palm Beach, Motorola Solutions, and third-party subcontractors.

Service Desk teams record, track, and update incidents through the Motorola Solutions Customer Relationship Management (CRM) system. They document and respond to inquiries, requests, concerns, and service tickets. When an incident is initiated, the CMSO will engage with teams to resolve that incident. The CMSO will escalate to new teams when needed. Depending on the incident, the CMSO will coordinate incident resolution with local field service and authorized repair depots.

### **Field Service**

Motorola Solutions authorized and qualified field service technicians will perform the On-site Infrastructure Response service, repair malfunctioning hardware in the field, and conduct preventive maintenance tasks. These technicians will coordinate with the Service Desk, technical support teams, and product engineering as needed to resolve incidents.

### **Repair Depot**

The Motorola Solutions Repair Depot will provide the Town of Palm Beach with a central repair location. This will eliminate the need to send network equipment to multiple vendor locations for repair. Motorola Solutions tracks products sent to the Depot via a case

management system throughout the repair process. This system will enable the Town of Palm Beach's representatives to check repair status, from inbound shipment to return.

## Customer Support Manager

A Motorola Solutions Customer Support Manager (CSM) will be the Town of Palm Beach's key point of contact for the definition and administration of services. The CSM will work with the Town of Palm Beach to define service delivery details to address the Town of Palm Beach's specific priorities.

## MyView Portal

To provide the Town of Palm Beach with quick access to service details, Motorola Solutions will provide our MyView Portal online network information tool. MyView Portal provides our customers with real-time critical network and services information through an easy-to-use graphical interface.



**MyView Portal offers real-time, role-based access to critical network and services information.**

With MyView Portal, the Town of Palm Beach's administrators will be able to monitor system health and maintenance updates. Capabilities include:

- Viewing network and support compliance.
- Viewing incident reports.
- Updating and creating incidents.
- Checking system update status.
- Receiving pro-active notifications regarding updates.

Available 24x7x365 from any web-enabled device, the information provided by MyView will be based on your needs and user access permissions, ensuring that the information displayed is secure and pertinent to your operations.

SECTION 5

# Equipment List with Itemized Pricing

This section lists the equipment necessary for the proposed solution.

Motorola reserves the right to modify or change part numbers that may change periodically.

Item	Qty	Nomenclature	Description	Unit List Price	Extended List Price	Extended NASPO Price
			<b>Dispatch Consoles</b>			
1-	1	B1948	MCC 7500E DISPATCH POSITION LICENSES	\$ -	\$ -	\$ -
1a	4	UA00653AA	ADD: BASIC CONSOLE OPERATION	\$ 5,280	\$ 21,120	\$ 16,896
1b	4	UA00654AA	ADD: ASTRO 25 TRUNKING OPERATION	\$ 6,600	\$ 26,400	\$ 21,120
1c	4	UA00655AA	ADD: ADVANCED CONVENTIONAL OPERATION	\$ 3,960	\$ 15,840	\$ 12,672
1d	4	UA00657AA	ADD: TELEPHONY OPERATION	\$ 1,200	\$ 4,800	\$ 3,840
1e	4	UA00658AA	ADD: SECURE OPERATION	\$ 4,290	\$ 17,160	\$ 13,728
1f	4	UA00652AA	ADD: 160 RADIO RESOURCES LICENSE	\$ 20,820	\$ 83,280	\$ 66,624
1g	4	UA00661AA	ADD: ENHANCED IRR	\$ 3,000	\$ 12,000	\$ 9,600
1h	1	UA00254AA	ADD: PRX 7000 PROXY SW LICENSE (1-10 CONNECTIONS)	\$ 2,500	\$ 2,500	\$ 2,500
2-	1	B1949	MCC 7500E SOFTWARE DVD	\$ 250	\$ 250	\$ 200
3-	4	DSTG221B	TECH GLOBAL EVOLUTION SERIES 22INCH NON TOUCH	\$ 1,998	\$ 7,992	\$ 7,992
4-	4	B1955	COMMANDCENTRAL HUB, BASIC MODEL	\$ 2,550	\$ 10,200	\$ 10,200
5-	4	TT4270A	Z2 G9 MINI WORKSTATION NON RETURNABLE	\$ 2,500	\$ 10,000	\$ 10,000
4a	4	CA03553AA	ADD: AC LINE CORD, NORTH AMERICA	\$ 13	\$ 52	\$ 52
4b	4	CA03547AA	ADD: BRACKET, MOUNTING 2RU	\$ 30	\$ 120	\$ 120
4c	4	CA03572AA	ADD: CABLE RETENTION BRACKET	\$ 65	\$ 260	\$ 260
6-	8	B1952	SPEAKER, DESKTOP, USB	\$ 585	\$ 4,680	\$ 3,744
6a	8	CA03405AA	ADD: POWER SUPPLY WITH DC CORD	\$ 75	\$ 600	\$ 600
6b	8	CA03406AA	ADD: AC LINE CORD, NORTH AMERICA	\$ 13	\$ 104	\$ 104



Item	Qty	Nomenclature	Description	Unit List Price	Extended List Price	Extended NASPO Price
6c	8	CA03413AA	ADD: USB CABLE, TYPE A TO TYPE C, 4.5M	\$ 29	\$ 232	\$ 232
7-	4	B1951	MICROPHONE, DESKTOP, USB	\$ 545	\$ 2,180	\$ 1,744
7a	4	CA03413AA	ADD: USB CABLE, TYPE A TO TYPE C, 4.5M	\$ 29	\$ 116	\$ 116
8-	8	B1913	MCC SERIES HEADSET JACK	\$ 200	\$ 1,600	\$ 1,600
9-	4	RLN6098	HDST MODULE BASE W/PTT, 15 FT CBL	\$ 227	\$ 908	\$ 663
10-	4	RMN5150A	OVER-THE-HEAD, MONAURAL, NOISE-CANCELING HEADSET	\$ 161	\$ 644	\$ 470
11-	4	DSTWIN6328A	PROVIDES ONE DUAL PEDAL FOOTSWITCH	\$ 355	\$ 1,420	\$ 1,420
12-	4	T8742	MCAfee FOR WINDOWS CLIENT, A2019.2	\$ 165	\$ 660	\$ 660
13-	4	DSUSB31000S	STARTECH USB 3.0 TO GIGABIT ETHERNET ADAPTER	\$ 41	\$ 164	\$ 164
14-	2	DSF2B56AA	USB EXTERNAL DVD DRIVE	\$ 172	\$ 344	\$ 344
15-	1	B1948	MCC 7500E DISPATCH POSITION LICENSES	\$ -	\$ -	\$ -
15a	3	UA00653AA	ADD: BASIC CONSOLE OPERATION	\$ 5,280	\$ 15,840	\$ 12,672
15b	3	UA00654AA	ADD: ASTRO 25 TRUNKING OPERATION	\$ 6,600	\$ 19,800	\$ 15,840
15c	3	UA00655AA	ADD: ADVANCED CONVENTIONAL OPERATION	\$ 3,960	\$ 11,880	\$ 9,504
15d	3	UA00657AA	ADD: TELEPHONY OPERATION	\$ 1,200	\$ 3,600	\$ 2,880
15e	3	UA00658AA	ADD: SECURE OPERATION	\$ 4,290	\$ 12,870	\$ 10,296
15f	3	UA00652AA	ADD: 160 RADIO RESOURCES LICENSE	\$ 20,820	\$ 62,460	\$ 49,968
15g	3	UA00661AA	ADD: ENHANCED IRR	\$ 3,000	\$ 9,000	\$ 7,200
16-	1	B1949	MCC 7500E SOFTWARE DVD	\$ 250	\$ 250	\$ 200
17-	3	TT3904A	ZBOOK 15 G7 NON RETURNABLE	\$ 4,000	\$ 12,000	\$ 12,000
18-	6	B1952	SPEAKER, DESKTOP, USB	\$ 585	\$ 3,510	\$ 2,808
18a	6	CA03405AA	ADD: POWER SUPPLY WITH DC CORD	\$ 75	\$ 450	\$ 450
18b	6	CA03406AA	ADD: AC LINE CORD, NORTH AMERICA	\$ 13	\$ 78	\$ 78
18c	6	CA03413AA	ADD: USB CABLE, TYPE A TO TYPE C, 4.5M	\$ 29	\$ 174	\$ 174
19-	3	DDN2825	USB HEADSET BASE WITH PTT	\$ 337	\$ 1,011	\$ 1,011
20-	3	DDN1396	USB DUAL ACTION FOOTSWITCH W/INPUT JACK KINESIS	\$ 220	\$ 660	\$ 660
21-	3	DDN1574	USB HUB 7 PORT	\$ 49	\$ 147	\$ 147
22-	3	B1951	MICROPHONE, DESKTOP, USB	\$ 545	\$ 1,635	\$ 1,308
22a	3	CA03413AA	ADD: USB CABLE, TYPE A TO TYPE C, 4.5M	\$ 29	\$ 87	\$ 87
23-	3	RLN6098	HDST MODULE BASE W/PTT, 15 FT CBL	\$ 227	\$ 681	\$ 497

Item	Qty	Nomenclature	Description	Unit List Price	Extended List Price	Extended NASPO Price
24-	3	RMN5150A	OVER-THE-HEAD, MONAURAL, NOISE-CANCELING HEADSET	\$ 161	\$ 483	\$ 353
25-	3	T8742	MCAFFEE FOR WINDOWS CLIENT, A2019.2	\$ 165	\$ 495	\$ 495
26-	1	DSF2B56AA	USB EXTERNAL DVD DRIVE	\$ 172	\$ 172	\$ 172
27-	3	DSST7300U3M	STARTECH 7 PORT USB 3.0 HUB	\$ 111	\$ 333	\$ 333
28-	3	DQ3TR87AA	HP TB DOCK G2 W/ COMBO CABLE	\$ 345	\$ 1,035	\$ 1,035
29-	8	T8807A	WINDOWS SUPP FULL CONFIG, A2020.1/A2021.1	\$ -	\$ -	\$ -
30-	1	T8639	JUNIPER FIREWALL APPLIANCE	\$ 4,182	\$ 4,182	\$ 3,346
31-	2	CLN1868	2930F 24-PORT SWITCH	\$ 3,509	\$ 7,018	\$ 5,614
32-	2	CLN1866	FRU: 1M DAC CABLE	\$ 200	\$ 400	\$ 320
33-	2	CLN1868	2930F 24-PORT SWITCH	\$ 3,509	\$ 7,018	\$ 5,614
34-	2	CLN1866	FRU: 1M DAC CABLE	\$ 200	\$ 400	\$ 320
35-	1	T8492	SITE ROUTER & FIREWALL- AC	\$ 2,091	\$ 2,091	\$ 1,673
35a	1	CA03445AA	ADD: MISSION CRITICAL HARDENING	\$ 3,300	\$ 3,300	\$ 2,640
35b	1	CA03448AA	ADD: STATEFUL FIREWALL	\$ 1,000	\$ 1,000	\$ 800
36-	1	T8492	SITE ROUTER & FIREWALL- AC	\$ 2,091	\$ 2,091	\$ 1,673
36a	1	CA03445AA	ADD: MISSION CRITICAL HARDENING	\$ 3,300	\$ 3,300	\$ 2,640
36b	1	CA03448AA	ADD: STATEFUL FIREWALL	\$ 1,000	\$ 1,000	\$ 800
37-	8	DS1101990	SPD, SHIELDED RJ-45 JACK, SINGLE LINE GBE (1000MBPS) R56 COMPLIANT	\$ 154	\$ 1,232	\$ 1,232
38-	1	DSTSJADP	RACK MOUNT GROUND BAR, 19 IN FOR TSJ AND WPH SERIES DATA SPDS	\$ 110	\$ 110	\$ 110
39-	1	TRN7343	SEVEN AND A HALF FOOT RACK	\$ 495	\$ 495	\$ 396
40-	6	DDN9748	19 INCH BLACK SHELF	\$ 514	\$ 3,084	\$ 3,084
41-	1	T8343	GSERIES SOFTWARE LICENSING	\$ -	\$ -	\$ -
42-	1	T8742	MCAFFEE FOR WINDOWS CLIENT, A2019.2	\$ 165	\$ 165	\$ 165
43-	1	B1905	MCC 7500 ASTRO 25 SOFTWARE	\$ 250	\$ 250	\$ 250
44-	1	B1933	MOTOROLA VOICE PROCESSOR MODULE	\$ 11,920	\$ 11,920	\$ 11,920
44a	1	CA00288AB	ADD: MCC 7500 ARCHIVING INTERFACE SERVER SOFTWARE LICENSE	\$ 19,880	\$ 19,880	\$ 19,880
44b	1	CA01220AA	ADD: MCC 7500 / MCC 7100 OTEK OPERATION	\$ 4,422	\$ 4,422	\$ 4,422
44c	1	CA00147AF	ADD: MCC 7500 SECURE OPERATION	\$ 4,290	\$ 4,290	\$ 4,290
44d	1	CA00143AC	ADD: DES-OFB ALGORITHM	\$ 990	\$ 990	\$ 990

Item	Qty	Nomenclature	Description	Unit List Price	Extended List Price	Extended NASPO Price
44e	1	CA00182AB	ADD: AES ALGORITHM	\$ 990	\$ 990	\$ 990
44f	1	CA00245AA	ADD: ADP ALGORITHM	\$ 990	\$ 990	\$ 990
44g	1	CA00140AA	ADD: AC LINE CORD, NORTH AMERICAN	\$ -	\$ -	\$ -
45-	1	F0016A	MC IOT MAIN MODEL	\$ 1,045	\$ 1,045	\$ 836
45a	1	VA01370AA	ADD: MC-EDGE	\$ -	\$ -	\$ -
45b	1	VA00985AA	ADD: NO PIGGY_MC-EDGE	\$ -	\$ -	\$ -
45c	3	VA00989AA	ADD: 8DO EE 16DI 5-18 V / DRY	\$ 600	\$ 1,800	\$ 1,440
45d	1	VA00153AA	ADD:I/O MODULE EXTRACTOR TOOL	\$ 11	\$ 11	\$ 9
45e	1	VA00009	ADD: AC POWER SUPPLY UNIT 12V / 5A DC OUTPUT	\$ 247	\$ 247	\$ 198
45f	1	VA00155	ADD:DC POWER CABLE	\$ 55	\$ 55	\$ 44
46-	1	DSIABDIN4	PANDUIT IABDIN4 4 RACK UNIT DIN RAIL FOR EIA 19" MOUNT	\$ 392	\$ 392	\$ 392
47-	3	FHN1668	TERM BLOCK & CONN WIRED M25T68	\$ 90	\$ 270	\$ 270
48-	1	FKN0044A	MC_EDGE AUX IO MIGRATION CABLE	\$ 83	\$ 83	\$ 66
49-	1	FHN0057	DIN RAIL STOPPER	\$ 17	\$ 17	\$ 14
50-	1	SQM01SUM0333	MCG 8000 CONVENTIONAL GATEWAY	\$ 5,000	\$ 5,000	\$ 4,000
50a	1	CA03714AA	ADD: AC POWER	\$ -	\$ -	\$ -
50b	8	CA03717AA	ADD: ACIM INTERFACE	\$ 750	\$ 6,000	\$ 4,800
51-	1	T8810	STANDALONE DSC 8000 CONTROLLER	\$ -	\$ -	\$ -
51a	1	CA03863AA	ADD: ASTRO SYSTEM RELEASE 2022.1	\$ -	\$ -	\$ -
51b	1	CA03801AA	ADD: DSC 8000 CONVENTIONAL SITE CONTROLLER	\$ 5,500	\$ 5,500	\$ 5,500
51c	1	CA03832AA	ADD: NM/DISPATCH CONVENTIONAL SITE	\$ -	\$ -	\$ -
51d	1	UA00787AA	ADD: DSC 8000 CONVENTIONAL SITE CONTROLLER SW	\$ 8,000	\$ 8,000	\$ 8,000
52-	1	T8811	DSC AC POWER SUPPLY CHASSIS	\$ 1,700	\$ 1,700	\$ 1,700
52a	1	CA03533AA	ADD: DSC AC POWER CABLE - US, 12 FT	\$ -	\$ -	\$ -
52b	1	CA03800AA	ADD: SINGLE POWER SUPPLY FOR DSC	\$ 1,100	\$ 1,100	\$ 1,100
52c	1	CA03763AA	ADD: CABINET MOUNTING HARDWARE	\$ -	\$ -	\$ -
53-	1	BVN6079	PRX 7000 Proxy Application SW DVD	\$ 250	\$ 250	\$ 250
54-	1	TT4270A	Z2 G9 MINI WORKSTATION NON RETURNABLE	\$ 2,500	\$ 2,500	\$ 2,500
55-	8	SQM01SUM0292	CRYPTR	\$ 2,065	\$ 16,520	\$ 13,216
55a	8	CA03441AA	ADD:MCC7500E CRYPTR AES256	\$ 750	\$ 6,000	\$ 4,800
55b	8	CA02066AA	AC Line Cord, North America	\$ -	\$ -	\$ -

Item	Qty	Nomenclature	Description	Unit List Price	Extended List Price	Extended NASPO Price
55c	8	CA02934AA	ADD: OTEK	\$ 3,685	\$ 29,480	\$ 23,584
55d	8	CA02954AA	ADD: SECURE OPERATION	\$ 7,150	\$ 57,200	\$ 45,760
55e	8	CA03440AA	ADD: MCC7500E CRYPTR DES-OFB &ADP	\$ 1,800	\$ 14,400	\$ 11,520
56-	8	T8490	MCC7500 CRYPTR SOFTWARE CD UPGRADE	\$ 50	\$ 400	\$ 320
57-	1	B1952	SPEAKER, DESKTOP, USB	\$ 585	\$ 585	\$ 468
57a	1	CA03405AA	ADD: POWER SUPPLY WITH DC CORD	\$ 75	\$ 75	\$ 75
57b	1	CA03406AA	ADD: AC LINE CORD, NORTH AMERICA	\$ 13	\$ 13	\$ 13
57c	1	CA03413AA	ADD: USB CABLE, TYPE A TO TYPE C, 4.5M	\$ 29	\$ 29	\$ 29
58-	1	B1951	MICROPHONE, DESKTOP, USB	\$ 545	\$ 545	\$ 436
58a	1	CA03413AA	ADD: USB CABLE, TYPE A TO TYPE C, 4.5M	\$ 29	\$ 29	\$ 29
59-	1	B1913	MCC SERIES HEADSET JACK	\$ 200	\$ 200	\$ 200
60-	1	RLN6098	HDST MODULE BASE W/PTT, 15 FT CBL	\$ 227	\$ 227	\$ 166
61-	1	RMN5150A	OVER-THE-HEAD, MONAURAL, NOISE-CANCELING HEADSET	\$ 161	\$ 161	\$ 118
62-	1	DSTWIN6328A	PROVIDES ONE DUAL PEDAL FOOTSWITCH	\$ 355	\$ 355	\$ 355
63-	1	SQM01SUM0292	CRYPTR	\$ 2,065	\$ 2,065	\$ 1,652
63a	1	CA02934AA	ADD: OTEK	\$ 3,685	\$ 3,685	\$ 2,948
63b	1	CA02954AA	ADD: SECURE OPERATION	\$ 7,150	\$ 7,150	\$ 5,720
63c	1	CA03440AA	ADD: MCC7500E CRYPTR DES-OFB &ADP	\$ 1,800	\$ 1,800	\$ 1,440
63d	1	CA03441AA	ADD:MCC7500E CRYPTR AES256	\$ 750	\$ 750	\$ 600
64-	1	T8490	MCC7500 CRYPTR SOFTWARE CD UPGRADE	\$ 50	\$ 50	\$ 40
65-	1	B1956	COMMANDCENTRAL HUB, W/CLIENT PC	\$ 5,250	\$ 5,250	\$ 5,250
65a	1	CA03850AA	ADD: WINDOWS OS FOR MCC7500E CONSOLE	\$ 700	\$ 700	\$ 700
65b	1	CA03547AA	ADD: BRACKET, MOUNTING 2RU	\$ 30	\$ 30	\$ 30
65c	1	CA03572AA	ADD: CABLE RETENTION BRACKET	\$ 65	\$ 65	\$ 65
66-	1	L3225A	CERTIFIED KEYBOARD FOR RSD SERVERS AND WORKSTATIONS	\$ 42	\$ 42	\$ 42
67-	1	L3226A	CERTIFIED OPTICAL WHEEL MOUSE FOR RSD SERVERS AND WORKSTATIONS	\$ 30	\$ 30	\$ 30
68-	1	SQM01SUM0323	ASTRO MASTER SITE	\$ -	\$ -	\$ -
68a	1	CA03517AE	ADD: CORE EXPANSION	\$ -	\$ -	\$ -
68b	2	UA00156AA	ADD: MCC7500 CONSOLE LICENSES (QTY 5)	\$ 5,000	\$ 10,000	\$ 8,000

Item	Qty	Nomenclature	Description	Unit List Price	Extended List Price	Extended NASPO Price
68c	2	CA01316AA	ADD: UNC ADDTL DEVICE LIC (QTY 10)	\$ 1,500	\$ 3,000	\$ 2,400
69-	1	DSDS8A06C S36UN	806-869MHZ 6DB GAIN CONTROL STATIONANTENNA	\$ 2,011	\$ 2,011	\$ 2,011
70-	1	DSGKS12	STANDARD GROUND KIT FOR 1/2" CABLES, 5' LEAD W/ UNATTACHED 3/8" TWO HO	\$ 35	\$ 35	\$ 35
71-	1	DS716M50V1 2N1	CONNECTOR, 7/16 DIN MALE INTERFACE FOR EC4-50	\$ 26	\$ 26	\$ 26
72-	10	DSEC450	COAXIAL CABLE, 1/2" 50 OHM CORRUGATED COPPER WITH BLACK PE JACKET	\$ 3	\$ 33	\$ 33
73-	1	DSNM50V12	CONNECTOR, N MALE INTERFACE FOR EC4-50	\$ 28	\$ 28	\$ 28
74-	1	DSNF50V12	CONNECTOR, N FEMALE INTERFACE FOR EC4-50	\$ 28	\$ 28	\$ 28
75-	70	DSEC450	COAXIAL CABLE, 1/2" 50 OHM CORRUGATED COPPER WITH BLACK PE JACKET	\$ 3	\$ 231	\$ 231
76-	1	DSGKS12	STANDARD GROUND KIT FOR 1/2" CABLES, 5' LEAD W/ UNATTACHED 3/8" TWO HO	\$ 35	\$ 35	\$ 35
77-	1	DSHG12L	PRE-LACED HOISTING GRIP FOR 1/2" STANDARD CABLES, EACH	\$ 23	\$ 23	\$ 23
78-	4	DSBH12	BH-12 BUTTERFLY HANGER FOR 1/2 AIRCELL COAX,PKG OF 10	\$ 55	\$ 218	\$ 218
79-	4	DSWKU	WK-U, UNIVERSAL WEATHERPROOFING KIT	\$ 44	\$ 174	\$ 174
80-	1	DSGKS12	STANDARD GROUND KIT FOR 1/2" CABLES, 5' LEAD W/ UNATTACHED 3/8" TWO HO	\$ 35	\$ 35	\$ 35
81-	1	DSGKS12	STANDARD GROUND KIT FOR 1/2" CABLES, 5' LEAD W/ UNATTACHED 3/8" TWO HO	\$ 35	\$ 35	\$ 35
82-	1	DSNF50V12	CONNECTOR, N FEMALE INTERFACE FOR EC4-50	\$ 28	\$ 28	\$ 28
83-	1	DSNM50V12	CONNECTOR, N MALE INTERFACE FOR EC4-50	\$ 28	\$ 28	\$ 28
84-	1	DSISB50HNC 2MA	RF SPD, 125-1000MHZ DC BLOCK BULKHEAD MT NM ANTENNA, NF EQUIPMENT SIDE	\$ 106	\$ 106	\$ 106
85-	1	DSNF50B12X	CONNECTOR, N FEMALE INTERFACE FOR EC4-50-HF	\$ 43	\$ 43	\$ 43
86-	1	DSNM50B12 X	CONNECTOR, N MALE INTERFACE FOR EC4-50-HF	\$ 44	\$ 44	\$ 44
87-	30	DSEC450HF	COAXIAL CABLE, 1/2" HIFLEX, 50 OHM WITH BLACK PE JACKET	\$ 4	\$ 116	\$ 116
88-	1	DSNM50B12 X	CONNECTOR, N MALE INTERFACE FOR EC4-50-HF	\$ 44	\$ 44	\$ 44
89-	1	DSBCH11006	ANTENNA SYSTEM,6 CHANNEL CONTROL STATION COMBINER (PASSIVE), CSC02,764	\$ 10,118	\$ 10,118	\$ 10,118
90-	1	DSDS8A06C S36UN	806-869MHZ 6DB GAIN CONTROL STATIONANTENNA	\$ 2,011	\$ 2,011	\$ 2,011

Item	Qty	Nomenclature	Description	Unit List Price	Extended List Price	Extended NASPO Price
91-	1	DSGKS12	STANDARD GROUND KIT FOR 1/2" CABLES, 5' LEAD W/ UNATTACHED 3/8" TWO HO	\$ 35	\$ 35	\$ 35
92-	1	DS716M50V1 2N1	CONNECTOR, 7/16 DIN MALE INTERFACE FOR EC4-50	\$ 26	\$ 26	\$ 26
93-	10	DSEC450	COAXIAL CABLE, 1/2" 50 OHM CORRUGATED COPPER WITH BLACK PE JACKET	\$ 3	\$ 33	\$ 33
94-	1	DSNM50V12	CONNECTOR, N MALE INTERFACE FOR EC4-50	\$ 28	\$ 28	\$ 28
95-	1	DSNF50V12	CONNECTOR, N FEMALE INTERFACE FOR EC4-50	\$ 28	\$ 28	\$ 28
96-	70	DSEC450	COAXIAL CABLE, 1/2" 50 OHM CORRUGATED COPPER WITH BLACK PE JACKET	\$ 3	\$ 231	\$ 231
97-	1	DSGKS12	STANDARD GROUND KIT FOR 1/2" CABLES, 5' LEAD W/ UNATTACHED 3/8" TWO HO	\$ 35	\$ 35	\$ 35
98-	1	DSHG12L	PRE-LACED HOISTING GRIP FOR 1/2" STANDARD CABLES, EACH	\$ 23	\$ 23	\$ 23
99-	4	DSBH12	BH-12 BUTTERFLY HANGER FOR 1/2 AIRCELL COAX,PKG OF 10	\$ 55	\$ 218	\$ 218
100-	4	DSWKU	WK-U, UNIVERSAL WEATHERPROOFING KIT	\$ 44	\$ 174	\$ 174
101-	1	DSGKS12	STANDARD GROUND KIT FOR 1/2" CABLES, 5' LEAD W/ UNATTACHED 3/8" TWO HO	\$ 35	\$ 35	\$ 35
102-	1	DSGKS12	STANDARD GROUND KIT FOR 1/2" CABLES, 5' LEAD W/ UNATTACHED 3/8" TWO HO	\$ 35	\$ 35	\$ 35
103-	1	DSNF50V12	CONNECTOR, N FEMALE INTERFACE FOR EC4-50	\$ 28	\$ 28	\$ 28
104-	1	DSNM50V12	CONNECTOR, N MALE INTERFACE FOR EC4-50	\$ 28	\$ 28	\$ 28
105-	1	DS1090501W A	RF SPD, 700-1000MHZ BROADBAND 15 VDC PASS NM ANT, NF EQUIP PIP, ASIG	\$ 182	\$ 182	\$ 182
106-	1	DSNF50B12X	CONNECTOR, N FEMALE INTERFACE FOR EC4-50-HF	\$ 43	\$ 43	\$ 43
107-	1	DSNM50B12 X	CONNECTOR, N MALE INTERFACE FOR EC4-50-HF	\$ 44	\$ 44	\$ 44
108-	30	DSEC450HF	COAXIAL CABLE, 1/2" HIFLEX, 50 OHM WITH BLACK PE JACKET	\$ 4	\$ 116	\$ 116
109-	1	DSNM50B12 X	CONNECTOR, N MALE INTERFACE FOR EC4-50-HF	\$ 44	\$ 44	\$ 44
			<b>Subtotal</b>			<b>\$ 569,949</b>
			<b>KVL 5000</b>			
1	1	T8476B	T8476B	\$ 6,900	\$ 6,900	\$ 5,037
1a	1	CA00182AW	ADD: AES ENCRYPTION SOFTWARE	\$ -	\$ -	\$ -
1b	1	CA03467AA	ADD: NORTH AMERICA MICRO USB CHARGER 100/240V	\$ -	\$ -	\$ -



Item	Qty	Nomenclature	Description	Unit List Price	Extended List Price	Extended NASPO Price
1c	1	CA03358AA	ADD: ASTRO 25 MODE	\$ -	\$ -	\$ -
1d	1	X423AG	ADD: DES/DES-XL/DES-OFB ENCRYPTION	\$ 825	\$ 825	\$ 602
			<b>Subtotal</b>			<b>\$ 5,639</b>
			<b>APX™ Consolette</b>			
1	4	L37TSS9PW 1 N	ALL BAND CONSOLETTTE	\$ 9,933	\$ 39,732	\$ 29,004
1a	4	G90	ADD: NO MICROPHONE NEEDED APX	\$ -	\$ -	\$ -
1b	4	QA01648	ADD: HW KEY SUPPLEMENTAL DATA	\$ 6	\$ 24	\$ 18
1c	4	G851	ADD: AES/DES-XL/DES-OFB ENCRYP APX AND ADP	\$ 879	\$ 3,516	\$ 2,567
1d	4	G996	ENH: OVER THE AIR PROVISIONING	\$ 110	\$ 440	\$ 321
1e	4	GA00580	ADD: TDMA OPERATION	\$ 495	\$ 1,980	\$ 1,445
1f	4	CA01598	ADD: AC LINE CORD US	\$ -	\$ -	\$ -
1g	4	G51	ENH:SMARTZONE	\$ 1,650	\$ 6,600	\$ 4,818
1h	4	GA05508	DEL: DELETE VHF BAND	\$ (800)	\$ (3,200)	\$ (2,336)
1i	4	GA05509	DEL: DELETE UHF BAND	\$ (800)	\$ (3,200)	\$ (2,336)
1j	4	G78	ADD: 3Y ESSENTIAL SERVICE	\$ 288	\$ 1,152	\$ 1,152
1k	4	L999	ADD: FULL FP W/E5/KEYPAD/CLOCK/VU	\$ 868	\$ 3,472	\$ 2,535
1l	4	G298	ENH: ASTRO 25 OTAR W/ MULTIKEY	\$ 814	\$ 3,256	\$ 2,377
1m	4	G806	ENH: ASTRO DIGITAL CAI OP APX	\$ 567	\$ 2,268	\$ 1,656
1n	4	G361	ENH: P25 TRUNKING SOFTWARE APX	\$ 330	\$ 1,320	\$ 964
1o	4	GA00469	ENH:EXTENDED DISPATCH APX CONSOLETT	\$ 550	\$ 2,200	\$ 1,606
2	4	HKN6233C	APX CONSOLETTTE RACK MOUNT KIT	\$ 200	\$ 800	\$ 584
			<b>Subtotal</b>			<b>\$ 44,374</b>
			<b>TOTAL EQUIPMENT</b>			<b>\$ 619,963</b>

SECTION 6

# Pricing Summary

## 6.1 PRICING

Motorola is pleased to provide the following equipment and services to the Town of Palm Beach.

### 6.1.1 Equipment and Professional Services

Description	Price (\$)
<b>Equipment</b>	
Infrastructure	\$569,949
Consolettes	\$44,374
KVL	\$5,639
<b>Subtotal</b>	<b>\$619,962</b>
<b>Additional Discount</b>	<b>-\$62,030</b>
<b>Total Equipment</b>	<b>\$557,932</b>
<b>Professional Services</b>	
Project Management	\$103,554
Engineering	\$86,295
Installation	\$143,172
Training	\$12,334
Year 1 Maintenance services above standard warranty	\$69,326
<b>Total Professional Services</b>	<b>\$414,681</b>
<b>GRAND TOTAL</b>	<b>\$972,613</b>

This pricing is subject to the terms and conditions of the NASPO Contract and is valid until December 29, 2023.

### 6.1.2 Post Warranty Services

	Year 2	Year 3	Year 4	Year 5	Total years 2 to 5
<b>Maintenace Services</b>	\$60,802	\$63,842	\$67,035	\$70,385	<b>\$262,065</b>
<b>Lifecycle Services</b>	\$29,695	\$30,501	\$31,338	\$32,209	<b>\$123,743</b>
<b>Total</b>	<b>\$90,498</b>	<b>\$94,343</b>	<b>\$98,374</b>	<b>\$102,594</b>	<b>\$385,808</b>

This pricing is subject to the terms and conditions of the Motorola Solutions Service Agreement and is valid for until December 29, 2023.

## 6.2 PAYMENT MILESTONES

Except for a payment that is due on the Effective Date, Customer will make payments to Motorola within thirty (30) days after the date of each invoice. Customer will make payments when due in the form of a check, cashier's check, or wire transfer drawn on a U.S. financial institution. If Customer has purchased additional Professional or Subscription services, payment will be in accordance with the applicable addenda. Payment for the System purchase will be in accordance with the following milestones.

### **System Purchase (excluding Subscribers, if applicable)**

- 1. 25% of the System Price due upon contract execution (due upon effective date);**
- 2. 60% of the System Price due upon shipment of equipment from Staging;**
- 3. 10% of the System Price due upon installation of equipment; and**
- 4. 5% of the System Price due upon Final Acceptance.**

**If Subscribers are purchased, 100% of the Subscriber Contract Price will be invoiced upon shipment (as shipped).**

Motorola reserves the right to make partial shipments of equipment and to invoice upon shipment of such equipment. In addition, Motorola reserves the right to invoice for installations completed on a site-by-site basis, when applicable. The value of the equipment shipped/services performed will be determined by the value shipped/services performed as a percentage of the total milestone value. Unless otherwise specified, contract discounts are based upon all items proposed and overall system package. For invoicing purposes only, discounts will be applied proportionately to the FNE and Subscriber equipment values to total contract price.

**For Lifecycle Support Plan and Subscription Based Services:  
Motorola will invoice Customer annually in advance of each year of the plan.**