

December 5, 2023

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

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

Dear Mr. Mealy,

Motorola Solutions, Inc. ("Motorola") is pleased to have the opportunity to provide the Town of Palm Beach with quality communications equipment and services. Below is the Town of Palm Beach P25 Dispatch Consoles professional services project breakdown.

Please remember that this is quoted as a project, and not as a la carte services. After this project, you will have P25 consoles that are fully integrated with the Palm Beach County P25 system and bear no additional cost from the Town's perspective.

The NASPO pre-negotiated rate for professional services is \$240 per staff hour, which equates to \$38,400.00 per staff month. Beyond staffing, there are a multitude of project costs associated with travel and highly specialized tasks. To complete this project on schedule we will have multiple resources working simultaneously.

This is a highly complex project that requires specialized knowledge and carries many risks to properly integrate and for that reason, we have quoted the Town 8.67 staff months of professional services. Please refer to the table below for the specific details.

	QUOTED PRICE	STAFF MONTH
PROJECT MANAGEMENT	\$103,554.00	2.70
ENGINEERING	\$86,295.00	2.25
INSTALLATION	\$143,172.00	3.73
	<b>\$333,021.00</b>	<b>8.67</b>

The products and services described herein shall be delivered under the terms and conditions of the NASPO Valuepoint 00318 contract.

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