

December 1, 2023

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

TOWN OF PALM BEACH POLICE DEPARTMENT APX NEXT, TOWN OF PALM BEACH FIRE
DEPARTMENT APX NEXT XE, AND DISPATCH CONSOLES

PROPOSAL SUMMARY:

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. Below is the breakdown of the negotiated pricing and time-based incentives.

- Town of Palm Beach Police Department radios per CPQ quote, QUOTE-2325264, valued at **\$1,479,388.91**. This includes all quoted APX NEXT hardware, accessories, software, training, deployment, five (5) years of APX Smart Applications (Smart Connect, Smart Programming, Smart Locate, and Smart Mapping), five (5) years of 4G LTE cellular data plan, and five (5) years of accidental protection.
- Town of Palm Beach Fire Department radios per CPQ quote, QUOTE-2305187, valued at **\$690,369.91**. This includes all quoted APX NEXT hardware, accessories, software, training, deployment, five (5) years of APX Smart Applications (Smart Connect, Smart Programming, Smart Locate, and Smart Mapping), five (5) years of 4G LTE cellular data plan, and five (5) years of accidental protection.
- Town of Palm Beach Dispatch Consoles per proposal dated 12/01/2023 valued at **\$972,613.00**. This includes all quoted hardware, accessories, software, training, deployment, and one (1) year of maintenance.
- Town of Palm Beach's current radio fleet trade-in offer (\$50,000.00)

PRICE SUMMARY

	List Price	NASPO Contract Price
Police Radios	\$1,919,162.19	\$1,479,388.91
Fire Rescue Radios	\$906,377.35	\$690,369.91
Dispatch Consoles	\$1,071,071.59	\$972,613.00
Subtotal Price	\$3,896,611.13	\$3,142,371.82
	Radio Trade-in Incentive	-\$50,000.00
	Grand Total Sale Price	\$3,092,371.82

CONTRACT TERMS

All Pricing, Terms & Conditions per NASPO Valuepoint Contract #00318

December 1, 2023

PAYMENT MILESTONES

Payments	Amount
1. $\frac{2}{3}$ Due Upon receipt of PO, no later than Dec 22, 2023	\$2,061,581.21
2. $\frac{1}{3}$ Due Upon Final System Acceptance, No earlier than Oct 1, 2024	\$1,030,790.61
Total Payments	\$3,092,371.82

ORDERING DOCUMENTS

The Town of Palm Beach may execute this offer by issuing a Purchase Order for \$3,092,371.82.