

Enter Year

2013	39.50%
2013	39.50%
2014	37.50%
2015	35.00%
2016	32.00%
2017	25.00%

Cobb County Subscriber Pricing Structure Yr 1-3

Q4- Full Pricing Discount=39.5%

Subscriber Q4 Promotion Applied

Subscriber trade-in Applied

Subscriber volume discount Applied

2014- Full Discount from list = 37.5% (removing a portion of the Q4 Promotion)

Subscriber trade-in Applied

Subscriber volume discount Applied

2015- Full Discount from list = 35%

Subscriber trade-in Applied

Subscriber volume discount Applied

2016- Full Discount from list = 32%

Subscriber trade-in Applied

Subscriber volume discount Applied

2017- Georgia state contract discount

Proposal
MOTOROLA SOLUTIONS, Inc.

TO:

ATTN:

Quantity	Model Number	Description or Specification	LIST Price	Promotion	Sept 25th	35.00%	
				Promo	Promotion Extended	2015 Price	
APX7000XE FIRE OPS DUAL BAND 7-800 VHF							
27	H49TGD9PW1 N	APX7000XE DIGITAL PORTABLE RAD	\$3,836.00	\$2,397.50	\$64,732.50	\$2,493.40	\$67,321.80
27	QA00579	ADD: ENABLE DUAL BAND OPERATION	\$1,000.00	\$625.00	\$16,875.00	\$650.00	\$17,550.00
27	QA01427	ALT: IMPACT GREEN HOUSING	\$25.00	\$15.63	\$421.88	\$16.25	\$438.75
27	QA00569	ADD: 7/800MHZ PRIMARY BAND	\$0.00	\$0.00		\$0.00	
27	QA00574	ADD: VHF SECONDARY BAND	\$0.00	\$0.00		\$0.00	
27	QA00577	ADD: APX7000XE MODEL 3 OPTION	\$500.00	\$312.50	\$8,437.50	\$325.00	\$8,775.00
27	Q806	ADD: ASTRO DIGITAL CAI OPERATION	\$515.00	\$321.88	\$8,690.63	\$334.75	\$9,038.25
27	H38	ADD: SMARTZONE OPERATION	\$1,500.00	\$937.50	\$25,312.50	\$975.00	\$26,325.00
27	Q361	ADD: P25 9600 BAUD TRUNKING	\$300.00	\$187.50	\$5,062.50	\$195.00	\$5,265.00
27	QA00580	ADD: TDMA OPERATION	\$450.00	\$281.25	\$7,593.75	\$292.50	\$7,897.50
27	QA01767	ADD:LINK LAYER RADIO AUTHENTICATION	\$100.00	\$62.50	\$1,687.50	\$65.00	\$1,755.00
27	QA00782	ENH: APX GPS ACTIVATION	\$150.00	\$93.75	\$2,531.25	\$97.50	\$2,632.50
27	QA01648	ADD: ADVANCED SYSTEM KEY - HARDWARE KEY	\$5.00	\$3.13	\$84.38	\$3.25	\$87.75
27	G996	ADD: PROGRAMMING OVER P25 (OTAP)	\$100.00	\$62.50	\$1,687.50	\$65.00	\$1,755.00
27	NNTN8092A	Spare Battery: BATT IMP FM R LI ION 2300M 2350T BLK	\$142.00	\$88.75	\$2,396.25	\$92.30	\$2,492.10
27	NNTN8112A	APX7000XE Carry Case 2.75" Swivel Belt Loop 2900,2300&2150	\$62.00	\$38.75	\$1,046.25	\$40.30	\$1,088.10
27	NNTN8575AGRB	REMOTE SPEAKER MICROPHONE,IMPRES XE RSM XT	\$480.00	\$300.00	\$8,100.00	\$312.00	\$8,424.00
27	WPLN7080	APX IMPRES CG SU APX7000 US/NA/CA/LA	\$125.00	\$78.13	\$2,109.38	\$81.25	\$2,193.75
				\$0.00		\$0.00	

Terms: Net 30 Days
Shipment FOB Destination
Delivery 3 to 5 weeks
Date 2-Sep-15
State Contract # 980-280008
Proposal # 07-0109-01

	\$7,640.63	\$156,768.75		\$163,039.50
As Configured				
List	\$7,640.63	\$156,768.75		\$163,039.50
ings OFF LIST				

Discount %

All APX 7000XE P25 Portable Radio models include the following features:

Dual Microphone
3 Programmable Side Buttons
1 Watt Rated Audio
Orange Programmable Button
Integrated GPS Hardware Capable*
16 Position Mode Rotary Select Switch
Integrated Mission Critical Wireless Bluetooth (Hardware Capable)*
Angled On/Off Volume Knob
Seamless Wideband Scan
Low Battery Alert Tone
Detachable Belt Clip for Top Display
Noise Cancellation Software
Delta-T Standard
1 Top Mounted Programmable 3 Position Toggle Switch
Li-ion 2900mAh Battery
Top Display: 1 line of text, 1 line of icons, 0 menu lines
Intelligent Lighting
Advanced Digital Privacy (ADP) Hardware/ Software Encryption ships standard w/ Single Key.
Antenna (Dependent on Frequency Band and Type)

Model 3.5 (Dual-Display) Model also includes:

Universal Carry Holder
Front Color Display: 4 lines of text, 2 lines of icon, 1 menu line
Unified Call List
Radio Profiles
Dual Speakers

Proposal

MOTOROLA SOLUTIONS, Inc.

TO:

ATTN:

ATTN:

			voice fax	Promotion	Sept. 25		
Quantity	Model Number	Description or Specification	LIST Price	Promo	Promotion Extended	2015 Price	Extended
APX6000Li 3.5 FIRE ADMIN.							
11	H98UCH9PW7AN	APX6000 LI 7/800 M3.5	\$3,004.00	\$1,877.50	\$20,652.50	\$1,952.60	\$21,478.60
11	QA02756	ADD: 3600 OR 9600 TRUNKING BAUD SINGLE SYSTEM	\$1,570.00	\$981.25	\$10,793.75	\$1,020.50	\$11,225.50
11	QA01837	ADD: TDMA OPERATION	\$450.00	\$281.25	\$3,093.75	\$292.50	\$3,217.50
11	QA01648	ADD: ADVANCED SYSTEM KEY - HARDWARE KEY	\$5.00	\$3.13	\$34.38	\$3.25	\$35.75
11	QA01837	ALT: LIION IMPRES IP67 2900MAH (NNTN7038)	\$100.00	\$62.50	\$687.50	\$65.00	\$715.00
11	QA01833	ADD: EXTREME 1-SIDED NOISE REDUCTION	\$25.00	\$15.63	\$171.88	\$16.25	\$178.75
11	QA01767	ADD: APX RADIO AUTHENTICATION	\$100.00	\$62.50	\$687.50	\$65.00	\$715.00
11	G996	ADD: PROGRAMMING OVER P25 (OTAP)	\$100.00	\$62.50	\$687.50	\$65.00	\$715.00
11	QA00782	ENH: APX GPS ACTIVATION	\$150.00	\$93.75	\$1,031.25	\$97.50	\$1,072.50
11	NNTN7038	BATT IMP STD IP67 LIION 2900M 3100T BLK	\$142.00	\$88.75	\$976.25	\$92.30	\$1,015.30
11	WPLN7080	APX IMPRES CG SU APX7000 US/NA/CA/LA	\$125.00	\$78.13	\$859.38	\$81.25	\$893.75
				\$0.00		\$0.00	

			\$4,675.63	\$39,675.63		\$41,262.65
Terms:	Net 30 Days					
Shipment FOB	Destination					
Delivery	3 to 5 weeks					
Date	2-Sep-15					
State Contract #	980-280008					
		As Configured				
		List	\$4,675.63	\$39,675.63		\$41,262.65
		wings OFF LIST	(\$4,675.63)	(\$39,675.63)		

Discount %

All APX 6000 P25 Portable Radio models include the following features:

- Dual Microphone
- 3 Programmable Side Buttons
- 0.5 Watt Rated Audio
- Orange Programmable Button
- Integrated GPS Hardware Capable*
- 16 Position Mode Rotary Select Switch
- Integrated Mission Critical Wireless Bluetooth (Hardware Capable)*
- Angled On/Off Volume Knob
- Detachable Belt Clip for Top Display Model
- Low Battery Alert Tone
- Li-ion 2150mAh Battery (PMNN4403)
- Noise Cancellation Software
- Antenna (Dependent on Frequency Band and Type)
- 1 Top Mounted Programmable 3 Position Toggle Switch
- Intelligent Lighting
- Top Display: 1 line of text, 1 line of icons, 0 menu lines
- IP67 ships standard with every radio model
- Advanced Digital Privacy (ADP) Hardware/ Software Encryption ships standard w/ Single Key

APX 6000 P25 Portable Radio Limited Keypad and Full Keypad with Dual Display Model also includes:

- Universal Carry Holder
- Radio Profiles
- Unified Call List
- Full Keypad: 4 x 3 alpha-numeric 3 programmable button, 4 way navigation, home and data buttons

* Must purchase Software to ENABLE

Proposal
MOTOROLA SOLUTIONS, Inc.

TO:

ATTN:

ATTN:			voice	Promotion	Sept 25th		
Quantity	Model Number	Description or Specification	LIST Price	Promo	Promotion Extended	2015 Price	Extended
APX6000Li 3.5 COMMAND STAFF							
27	H98UCH9PW7AN	APX6000 LI 7/800 M3.5	\$3,004.00	\$1,877.50	\$50,692.50	\$1,952.60	\$52,720.20
27	QA02756	ADD: 3600 OR 9600 TRUNKING BAUD SINGLE SYSTEM	\$1,570.00	\$981.25	\$26,493.75	\$1,020.50	\$27,553.50
27	QA01837	ADD: TDMA OPERATION	\$450.00	\$281.25	\$7,593.75	\$292.50	\$7,897.50
27	QA01648	ADD: ADVANCED SYSTEM KEY - HARDWARE KEY	\$5.00	\$3.13	\$84.38	\$3.25	\$87.75
27	QA01837	ALT: LIION IMPRES IP67 2900MAH (NNTN7038)	\$100.00	\$62.50	\$1,687.50	\$65.00	\$1,755.00
27	QA01833	ADD: EXTREME 1-SIDED NOISE REDUCTION	\$25.00	\$15.63	\$421.88	\$16.25	\$438.75
27	QA01767	ADD: APX RADIO AUTHENTICATION	\$100.00	\$62.50	\$1,687.50	\$65.00	\$1,755.00
27	G996	ADD: PROGRAMMING OVER P25 (OTAP)	\$100.00	\$62.50	\$1,687.50	\$65.00	\$1,755.00
27	QA00782	ENH: APX GPS ACTIVATION	\$150.00	\$93.75	\$2,531.25	\$97.50	\$2,632.50
27	Q629	ENH: AES ENCRYPTION	\$475.00	\$296.88	\$8,015.63	\$308.75	\$8,336.25
27	H869	ENH: MULTIKEY	\$330.00	\$206.25	\$5,568.75	\$214.50	\$5,791.50
27	NNTN7038	BATT IMP STD IP67 LIION 2900M 3100T BLK	\$142.00	\$88.75	\$2,396.25	\$92.30	\$2,492.10
27	PMLN5657B	APX6000 Carry Case 2.75" Swivel Belt Loop 2900&2150MAH	\$65.00	\$40.63	\$1,096.88	\$42.25	\$1,140.75
27	PMMN4060B	Public Safety Mic IP55 WITH 3.5MM JACK RX 24IN	\$164.00	\$102.50	\$2,767.50	\$106.60	\$2,878.20
27	PMAF4002	APX PSM 700/800MHZ ANTENNA	\$12.00	\$7.50	\$202.50	\$7.80	\$210.60
27	WPLN7080	APX IMPRES CG SU APX7000 US/NA/CA/LA	\$125.00	\$78.13	\$2,109.38	\$81.25	\$2,193.75
				\$0.00		\$0.00	
				\$4,675.63	\$115,036.88		\$119,638.35
Terms: Net 30 Days							
Shipment FOB Destination							
Delivery 3 to 5 weeks							
Date 2-Sep-15							
State Contract # 980-280008							
Proposal # 07-0109-01							
As Configured							
List				\$4,675.63	\$115,036.88		\$119,638.35
vings OFF LIST							

Discount %

All APX 6000 P25 Portable Radio models include the following features:

- Dual Microphone
- 3 Programmable Side Buttons
- 0.5 Watt Rated Audio
- Orange Programmable Button
- Integrated GPS Hardware Capable*
- 16 Position Mode Rotary Select Switch
- Integrated Mission Critical Wireless Bluetooth (Hardware Capable)*
- Angled On/Off Volume Knob
- Detachable Belt Clip for Top Display Model
- Low Battery Alert Tone
- Li-ion 2150mAh Battery (PMNN4403)
- Noise Cancellation Software
- Antenna (Dependent on Frequency Band and Type)
- 1 Top Mounted Programmable 3 Position Toggle Switch
- Intelligent Lighting
- Top Display: 1 line of text, 1 line of icons, 0 menu lines
- IP67 ships standard with every radio model
- Advanced Digital Privacy (ADP) Hardware/ Software Encryption ships standard w/ Single Key

APX 6000 P25 Portable Radio Limited Keypad and Full Keypad with Dual Display Model also includes:

- Universal Carry Holder
- Radio Profiles
- Unified Call List
- Full Keypad: 4 x 3 alpha-numeric 3 programmable button, 4 way navigation, home and data buttons

* Must purchase Software to ENABLE

Proposal

ATTN:

Promotion	Sept 25th	35.00%
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\$0.00	\$0.00
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As Configured

List

savings OFF LIST

Discount %

Dual Microphone

3 Programmable Side Buttons

0.5 Watt Rated Audio

Orange Programmable Button

Integrated GPS Hardware Capable*

16 Position Mode Rotary Select Switch
Integrated Bluetooth Hardware Capable*

Integrated Bluetooth Hardware Capable

Angled On/Off Volume Knob

Detachable Belt Clip for Top Display Model

Low Battery Alert Tone

FM LiIon RUGGED 2300 mAh Battery (NNTN8092)

Noise Cancellation Software

Antenna (Dependent on Frequency Band and Type)

1 Top Mounted Programmable 3 Position Toggle Switch

Intelligent Lighting

Top Display: 1 line of text, 1 line of icons, 0 menu lines

ADP Privacy - ships standard with Single Key

Delta T and FM ship standard with every radio model

ASTRO Digital APX 6000XE Limited Keypad and Full Keypad with Dual Display Model also includes:

Universal Carry Holder

Radio Profiles

Unified Call List

Full Keypad: 4 x 3 alpha-numeric 3 programmable button, 4 way navigation, home and data buttons

Front Color Display: 4 lines of text, 2 lines of icon

* Must purchase Software to ENABLE

Proposal
MOTOROLA SOLUTIONS, Inc.

TO:

ATTN:

ATTN:

			voice fax	Promotion	Sept 25th		
Quantity	Model Number	Description or Specification	LIST Price	Promo	Promotion Extended	2015 Price	Extended
APX6000LI M 2.5 POLICE PATROL							
85	H98UCF9PW6 N	APX6000 LI 7/800 M2.5	\$2,588.00	\$1,617.50	\$137,487.50	\$1,682.20	\$142,987.00
85	QA02756	ADD: 3600 OR 9600 TRUNKING BAUD SINGLE SYSTEM	\$1,570.00	\$981.25	\$83,406.25	\$1,020.50	\$86,742.50
85	QA01837	ADD: TDMA OPERATION	\$450.00	\$281.25	\$23,906.25	\$292.50	\$24,862.50
85	QA01648	ADD: ADVANCED SYSTEM KEY - HARDWARE KEY	\$5.00	\$3.13	\$265.63	\$3.25	\$276.25
85	QA01837	ALT: LIION IMPRES IP67 2900MAH (NNTN7038)	\$100.00	\$62.50	\$5,312.50	\$65.00	\$5,525.00
85	QA01833	ADD: EXTREME 1-SIDED NOISE REDUCTION	\$25.00	\$15.63	\$1,328.13	\$16.25	\$1,381.25
85	QA01767	ADD: APX RADIO AUTHENTICATION	\$100.00	\$62.50	\$5,312.50	\$65.00	\$5,525.00
85	G996	ADD: PROGRAMMING OVER P25 (OTAP)	\$100.00	\$62.50	\$5,312.50	\$65.00	\$5,525.00
85	QA00782	ENH: APX GPS ACTIVATION	\$150.00	\$93.75	\$7,968.75	\$97.50	\$8,287.50
85	NNTN7038	BATT IMP STD IP67 LIION 2900M 3100T BLK	\$142.00	\$88.75	\$7,543.75	\$92.30	\$7,845.50
85	PMLN5657B	APX6000 Carry Case 2.75" Swivel Belt Loop 2900&2150MAH	\$65.00	\$40.63	\$3,453.13	\$42.25	\$3,591.25
85	PMMN4060B	Public Safety Mic IP55 WITH 3.5MM JACK RX 24IN	\$164.00	\$102.50	\$8,712.50	\$106.60	\$9,061.00
85	PMAF4002	APX PSM 700/800MHZ ANTENNA	\$12.00	\$7.50	\$637.50	\$7.80	\$663.00
85	WPLN7080	APX IMPRES CG SU APX7000 US/NA/CA/LA	\$125.00	\$78.13	\$6,640.63	\$81.25	\$6,906.25
75	Discount	Body Camera Discount	(\$350.00)	(\$350.00)	(\$26,250.00)	(\$350.00)	(\$26,250.00)
				\$0.00		\$0.00	

Terms:	Net 30 Days		\$4,321.88	\$271,037.50		\$282,929.00
Shipment FOB	Destination					
Delivery	3 to 5 weeks					
Date	2-Sep-15					
State Contract #	980-280008					
Proposal #	07-0109-01					
		As Configured				
		List		\$271,037.50		\$282,929.00
		savings OFF LIST				

Discount %

All APX 6000 P25 Portable Radio models include the following features:

Dual Microphone
 3 Programmable Side Buttons
 0.5 Watt Rated Audio
 Orange Programmable Button
 Integrated GPS Hardware Capable*
 16 Position Mode Rotary Select Switch
 Integrated Mission Critical Wireless Bluetooth (Hardware Capable)*
 Angled On/Off Volume Knob
 Detachable Belt Clip for Top Display Model
 Low Battery Alert Tone
 Li-Ion 2150mAh Battery (PMNN4403)
 Noise Cancellation Software
 Antenna (Dependent on Frequency Band and Type)
 1 Top Mounted Programmable 3 Position Toggle Switch
 Intelligent Lighting
 Top Display: 1 line of text, 1 line of icons, 0 menu lines
 IP67 ships standard with every radio model
 Advanced Digital Privacy (ADP) Hardware/ Software Encryption ships standard w/ Single Key

APX 6000 P25 Portable Radio Limited Keypad and Full Keypad with Dual Display Model also includes:

Universal Carry Holder
 Radio Profiles
 Unified Call List
 Full Keypad: 4 x 3 alpha-numeric 3 programmable button, 4 way navigation, home and data buttons

* Must purchase Software to ENABLE

Proposal

MOTOROLA SOLUTIONS, Inc.

TO:

ATTN:

voice
fax

Quantity	Model Number	Description or Specification	LIST Price	Promotion		Sept 25th	
				Promo	Extended	2015 Price	Extended

APX6500 Remote Mount

113	M25URS9PW1 N	APX6500 7/800 MHZ MID POWER MOBILE	\$2,194.00	\$1,371.25	\$154,951.25	\$1,426.10	\$161,149.30
113	QA02756	ENH: 9600 OR 3600 SINGLE SYSTEM DIG	\$1,570.00	\$981.25	\$110,881.25	\$1,020.50	\$115,316.50
113	QA01648	ADD: ADVANCED SYSTEM KEY - HARDWARE KEY	\$5.00	\$3.13	\$353.13	\$3.25	\$367.25
113	GA00580	ADD: TDMA OPERATION	\$450.00	\$281.25	\$31,781.25	\$292.50	\$33,052.50
113	G442	ADD: O5 CONTROL HEAD	\$432.00	\$270.00	\$30,510.00	\$280.80	\$31,730.40
113	G444	ADD: APX CONTROL HEAD SOFTWARE	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
113	G67	ADD: REMOTE MOUNT O5 MID POWER	\$297.00	\$185.63	\$20,975.63	\$193.05	\$21,814.65
113	G174	ADD: ANT 3DB LOW-PROFILE 762-870	\$43.00	\$26.88	\$3,036.88	\$27.95	\$3,158.35
113	W22	ADD: PALM MICROPHONE	\$72.00	\$45.00	\$5,085.00	\$46.80	\$5,288.40
113	B18	ADD: AUXILIARY SPKR 7.5 WATT	\$60.00	\$37.50	\$4,237.50	\$39.00	\$4,407.00
113	G996	ENH: OVER THE AIR PROVISIONING	\$100.00	\$62.50	\$7,062.50	\$65.00	\$7,345.00
113	GA00229	ADD: GPS ACTIVATION	\$150.00	\$93.75	\$10,593.75	\$97.50	\$11,017.50
113	G170	ADD: GPS ANTENNA	\$75.00	\$46.88	\$5,296.88	\$48.75	\$5,508.75
113	GA01767	ADD: APX6500 RADIO AUTHENTICATE	\$100.00	\$62.50	\$7,062.50	\$65.00	\$7,345.00
0	INSTALLATION		\$260.00	\$162.50	\$0.00	\$0.00	\$0.00
					\$391,827.50	\$3,606.20	\$407,500.60

Terms: Net 30 Days
 Shipment FOB Destination
 Delivery 3 to 5 weeks
 Date 2-Sep-15
 State Contract # 980-280008
 Proposal # 07-0109-01

As Configured

List

Savings OFF LIST

Discount %

\$407,500.60

Proposal
MOTOROLA SOLUTIONS, Inc.

TO:

ATTN:

voice
fax

Quantity	Model Number	Description or Specification	LIST Price	Promotion		Sept 25th	
				Promo	Extended	Promo	Extended

APX4500 911 CONTROL STATION

6	M22URS9PW1AN	APX4500 7800MHZ	\$1,354.00	\$846.25	\$5,077.50	\$880.10	\$5,280.60
6	QA02756	ENH: 9600 OR 3600 SINGLE SYSTEM DIG	\$1,570.00	\$981.25	\$5,887.50	\$1,020.50	\$6,123.00
6	QA01648	ADD: ADVANCED SYSTEM KEY - HARDWARE KEY	\$5.00	\$3.13	\$18.75	\$3.25	\$19.50
6	GA00580	ADD: TDMA OPERATION	\$450.00	\$281.25	\$1,687.50	\$292.50	\$1,755.00
6	GA00804	ADD: APX 02 CONTROL HEAD	\$492.00	\$307.50	\$1,845.00	\$319.80	\$1,918.80
6	G444	ADD: APX CONTROL HEAD SOFTWARE	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
6	G66	ADD: DASH MOUNT	\$125.00	\$78.13	\$468.75	\$81.25	\$487.50
6	G89	ADD: NO ANTENNA NEEDED	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
6	W382	ADD: CONTROL STATION DESK MIC	\$169.00	\$105.63	\$633.75	\$109.85	\$659.10
6	G91	ADD: CONTROL STATION POWER SUPPLY	\$269.00	\$168.13	\$1,008.75	\$174.85	\$1,049.10
6	W665	ADD: CONTROL STATION OPERATION	\$70.00	\$43.75	\$262.50	\$45.50	\$273.00
6	G843	ADD: AES ENCRYPTION APX	\$475.00	\$296.88	\$1,781.25	\$308.75	\$1,852.50
6	W969	ADD: MULTIPLE KEY ENCRYPTION OPERATION	\$330.00	\$206.25	\$1,237.50	\$214.50	\$1,287.00
6	G996	ENH: OVER THE AIR PROVISIONING POP25	\$100.00	\$62.50	\$375.00	\$65.00	\$390.00
6	GA01767	ADD: APX6500 RADIO AUTHENTICATE	\$100.00	\$62.50	\$375.00	\$65.00	\$390.00
0	INSTALLATION		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
					\$20,658.75	\$0.00	\$21,485.10

Terms: Net 30 Days
 Shipment FOB Destination
 Delivery 3 to 5 weeks
 Date 2-Sep-15
 State Contract # 980-280008
 Proposal # 07-0109-01

As Configured

List

Savings OFF LIST

Discount %

\$21,485.10

Proposal

MOTOROLA SOLUTIONS, Inc.

TO:

ATTN:

voice
fax

Promotion

Promotion

Sept 25th

Quantity	Model Number	Description or Specification	LIST Price	Promotion		Sept 25th		Extended
				Promo	Extended	Promo	Extended	

APX1500 Dash Mount

5	M36URS9PW1 N	APX1500 7/800 MHZ MID POWER MOBILE	\$1,354.00	\$846.25	\$4,231.25	\$880.10	\$4,400.50
5	GA01339	ENH: SW P25 TRUNKING	\$1,070.00	\$668.75	\$3,343.75	\$695.50	\$3,477.50
5	QA01648	ADD: ADVANCED SYSTEM KEY - HARDWARE KEY	\$5.00	\$3.13	\$15.63	\$3.25	\$16.25
5	GA00580	ADD: TDMA OPERATION	\$450.00	\$281.25	\$1,406.25	\$292.50	\$1,462.50
5	GA00804	ADD: APX O2 CONTROL HEAD	\$492.00	\$307.50	\$1,537.50	\$319.80	\$1,599.00
5	G444	ADD: APX CONTROL HEAD SOFTWARE	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
5	G91	ADD: CONTROL STATION POWER SUPPLY	\$269.00	\$168.13	\$840.63	\$174.85	\$874.25
5	W665	ADD: CONTROL STATION OPERATION	\$70.00	\$43.75	\$218.75	\$45.50	\$227.50
5	W382	CONTROL STATION MICROPHONE	\$169.00	\$105.63	\$528.13	\$109.85	\$549.25
5	G89	ADD: NO RF ANTENNA NEEDED	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
5	G66	ADD: DASH MOUNT	\$125.00	\$78.13	\$390.63	\$81.25	\$406.25
5	G996	ENH: OVER THE AIR PROVISIONING POP25	\$100.00	\$62.50	\$312.50	\$65.00	\$325.00
5	GA01767	ADD: APX6500 RADIO AUTHENTICATE	\$100.00	\$62.50	\$312.50	\$65.00	\$325.00

Terms:
 Shipment FOB
 Delivery
 Date
 State Contract #
 Proposal #

Net 30 Days
 Destination
 3 to 5 weeks
 2-Sep-15
 980-280008
 07-0109-01

As Configured

List

Savings OFF LIST

Discount %

\$13,663.00

\$13,137.50

\$13,137.50

\$13,663.00

Proposal
MOTOROLA SOLUTIONS, Inc.

TO:

ATTN:

voice
fax

Quantity	Model Number	Description or Specification	LIST Price	Promotion		Sept. 25th	
				Promo	Extended	2015 Price	Extended

APX7500 CONSOLETT & MCD5000 DESK SET

3	L30URS9PW1AN	APX7500 SINGLE BAND 7800MHZ	\$4,379.00	\$2,736.88	\$8,210.63	\$2,846.35	\$8,539.05
3	GA0024	ADD: 7800MHZ PRIMARY BAND	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
3	G806	ADD: ASTRO DIGITAL CAI OPERATION	\$515.00	\$321.88	\$965.63	\$334.75	\$1,004.25
3	G361	ADD: P25 TRUNKING SOFTWARE	\$300.00	\$187.50	\$562.50	\$195.00	\$585.00
3	G51	ENH: SMARTZONE OPERATION APX	\$1,500.00	\$937.50	\$2,812.50	\$975.00	\$2,925.00
3	QA01648	ADD: ADVANCED SYSTEM KEY HARDWARE KEY	\$5.00	\$3.13	\$9.38	\$3.25	\$9.75
3	GA01767	ADD: APX6500 RADIO AUTHENTICATE	\$100.00	\$62.50	\$187.50	\$65.00	\$195.00
3	G996	ENH: OVER THE AIR PROVISIONING	\$100.00	\$62.50	\$187.50	\$65.00	\$195.00
3	GA00580	ADD: TDMA OPERATION	\$450.00	\$281.25	\$843.75	\$292.50	\$877.50
3	G843	ADD: AES ENCRYPTION APX	\$475.00	\$296.88	\$890.63	\$308.75	\$926.25
3	W989	ADD: MULTIPLE KEY ENCRYPTION OPERATION	\$330.00	\$206.25	\$618.75	\$214.50	\$643.50
3	GA01767	APX MOBILE RADIO AUTHENTICATION	\$100.00	\$62.50	\$187.50	\$65.00	\$195.00
3	L99	ADD: FULL FP WITH 05 HEAD	\$789.00	\$493.13	\$1,479.38	\$512.85	\$1,538.55
3	GA01767	ADD: APX6500 RADIO AUTHENTICATE	\$100.00	\$62.50	\$187.50	\$65.00	\$195.00
0			\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
0		MCD5000 DIGITAL DESK SET	\$740.00	\$462.50	\$0.00	\$481.00	\$0.00
12	F2380	MCD5000 DESKSET	\$1,500.00	\$937.50	\$11,250.00	\$975.00	\$11,700.00
12	FHN7469	MCD5000 DESKSET POWER SUPPLY WITH USA CORD	\$100.00	\$62.50	\$750.00	\$65.00	\$780.00
12	FHN7394	MCD5000 DESKSET WALL MOUNT KIT	\$12.00	\$7.50	\$90.00	\$7.80	\$93.60
1	FVN5847	MCD5000 DESKSET SYTEM CONFIG TOOL	\$250.00	\$156.25	\$156.25	\$162.50	\$162.50
1	Installation	Install, manged switched, programming and config	\$13,230.00		\$13,230.00	\$13,230.00	\$13,230.00
					\$42,619.38		\$43,794.95

Terms:
 Net 30 Days
 Shipment FOB Destination
 Delivery 3 to 5 weeks
 Date 2-Sep-15
 State Contract # 980-280008
 Proposal # 07-0109-01

As Configured
 List
 Savings OFF LIS

Discount %

Discount %



EQUIPMENT / INSTALLATION PROPOSAL

John Jouanet
1290 Field Parkway
Marietta, GA 30066
770-427-8181
FAX 770-427-3069



MOTOROLA
SOLUTIONS
Premier Service Partner



CUSTOMER City of Smyrna

PROJECT Labor

Contact Capt. Joe Bennett

Phone

Date September 3, 2015

[illegible]

LABOR

HOURS	DESCRIPTION	RATE	TOTAL
		LABOR TOTAL	
		JOB TOTAL	

COMMENTS

[illegible]