27106

City of Long Beach

Transaction Document No. 27 to Master Purchase Agreement No. 27106

Motorola Solutions, Inc. ("Motorola") and the City of Long Beach ("Buyer") enter this Transaction Document pursuant to the terms and conditions of Master Purchase Agreement No. 27106, wherein Buyer will purchase from Motorola and Motorola will sell to Buyer communications equipment and services as further described in Exhibit A in an amount not to exceed $189,348 including tax. The items in Exhibit A may be changed if necessary by mutual agreement of the parties.

IN WITNESS WHEREOF, the parties have caused this document to be duly executed with all formalities required by law as of the date last stated below.

MOTOROLA SOLUTIONS, INC.

10-4, 2018 By _____

Officer's Title MSSSI VP

10-4, 2018 By _____

Officer's Title Asst. Secretary

"Motorola"

Tom Modica
Assistant City Manager
EXECUTED PURSUANT TO SECTION 301 OF THE CITY CHARTER

CITY OF LONG BEACH

Oct 5, 2018 By _____
City Manager

"Buyer"

This Transaction Document No. 27 is hereby approved as to form on Oct. 5, 2018.

CHARLES PARKIN, City Attorney

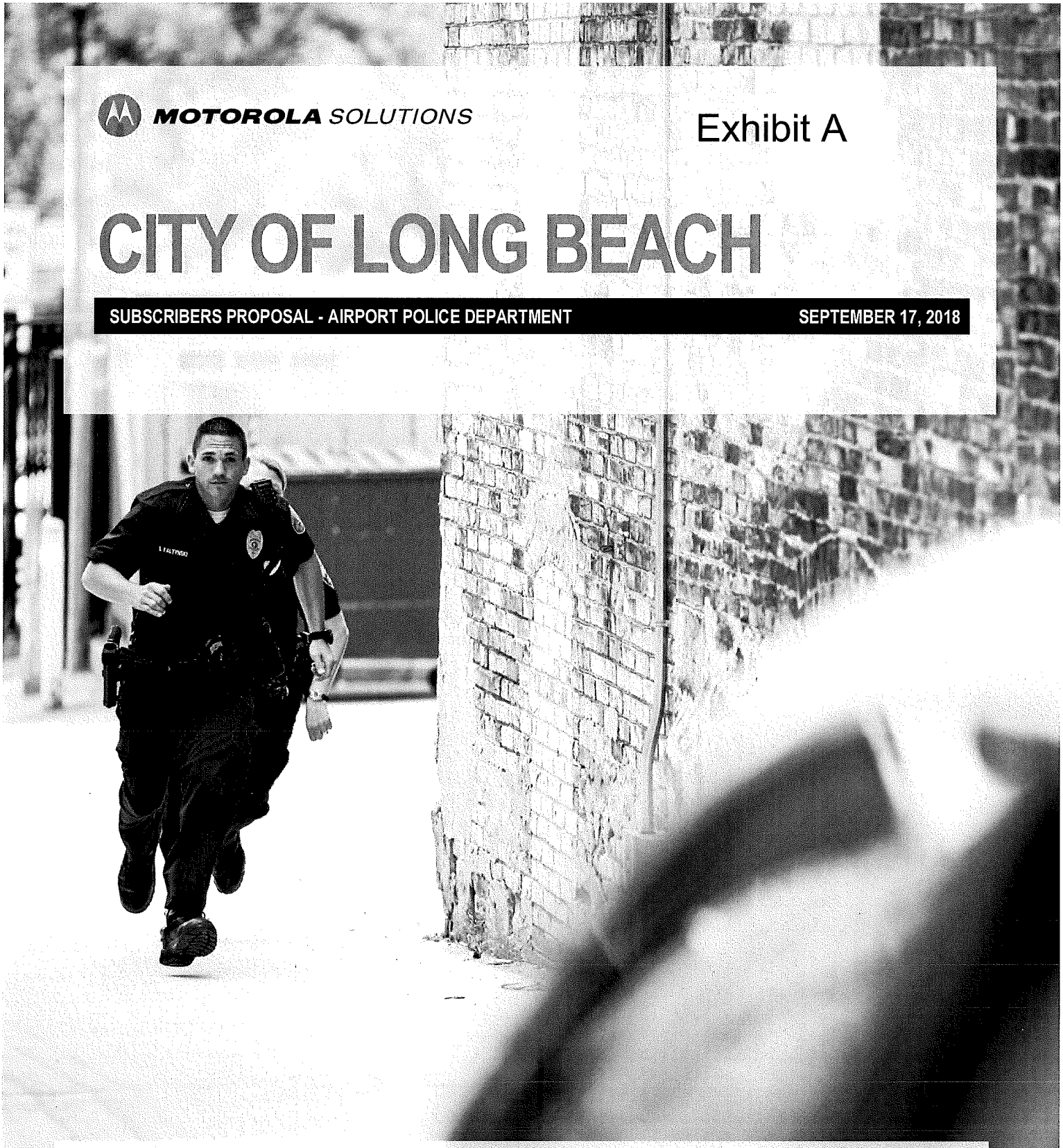
By _____
Amy R. Webber
Deputy City Attorney

MOTOROLA SOLUTIONS

Exhibit A

CITY OF LONG BEACH

SUBSCRIBERS PROPOSAL - AIRPORT POLICE DEPARTMENT **SEPTEMBER 17, 2018**



The design, technical, pricing, and other information ("Information") furnished with this submission is proprietary and/or trade secret information of Motorola Solutions, Inc. ("Motorola Solutions") and is submitted with the restriction that it is to be used for evaluation purposes only. To the fullest extent allowed by applicable law, the Information is not to be disclosed publicly or in any manner to anyone other than those required to evaluate the Information without the express written permission of Motorola Solutions.

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September 17, 2018

John Black
Wireless Communication Officer,
333 West Ocean Blvd
Long Beach, California 90802

RE: Subscribers Proposal

Dear Mr. Black:

Motorola Solutions, Inc. ('Motorola') appreciates the opportunity to provide the City of Long Beach quality communications equipment and services. Motorola's project team has taken great care to propose a solution to address your needs and provide exceptional value.

This proposal addresses the City of Long Beach requirement for subscriber refresh for Airport PD with introduction of the latest APX 8000 series radios, as well as a Radio Management solution as part of the new Device Management Services.

Motorola's proposal is based upon the understanding that the purchase will be controlled by existing Master Purchase Agreement (MPA) Number 27106 between the City of Long Beach and Motorola, including the Communications System Agreement (CSA) together with its Exhibits, that are exhibits to the Master Purchase Agreement. Pricing will remain valid for 90 days from the date of this proposal. The City may accept this proposal by issuing a purchase order that references the proposal and contract number 27106.

Any questions City has regarding this proposal can be directed to Tony McIntosh, Account Manager at 858-201-1639, (tony.mcintosh@motorolasolutions.com).

Our goal is to provide the City with the best products and services available in the communications industry. We thank you for the opportunity to present our proposed solution, and we hope to strengthen our relationship by implementing this project.

Sincerely,

MOTOROLA SOLUTIONS, INC.

Travis Boettcher

Vice President
West Region

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SECTION 1

PROPOSAL DESCRIPTION

1.1 OVERVIEW

Motorola Solutions is pleased to offer the City of Long Beach a proposal for equipment and services needed to refresh subscribers for Long Beach – Airport PD.

More specifically, this proposal includes the following:

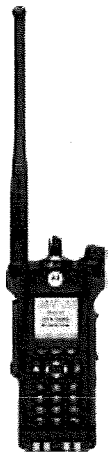
- **APX8000 Portable Subscribers** – supply of 32 APX8000 series portable and mobile subscribers for the City of Long Beach – Airport PD with the types and quantities as specified in the table below:

Long Beach Agency	Portable	Mobile
Airport	30	2

- **Initial Radio Programming** - program all supplied portables and mobile radios, based upon the programming templates (codeplugs) and fleetmaps developed by Long Beach. A "one-time only" programming will be considered.
- **Device Management Services (Advanced Package)** – 3 years service for maintenance and management of the supplied radio fleet (details of the included services are provided further in this document).

1.2 APX 8000 SERIES P25 RADIOS

1.2.1 APX 8000 Portable Radio



The APX 8000 is Motorola Solutions' first all-band P25 portable radio, created specifically for mission- critical first responders who need to communicate across all frequency bands using the same device. Intuitively designed with a familiar look and feel, the compact APX 8000 is always comfortable to use, while the Adaptive Audio Engine and ultra-loud speaker bring clarity into every conversation. It is a radio with the clearest and loudest audio on the market as well as seamless Wi-Fi connectivity. With Wi-Fi access, the APX 8000 can quickly receive new codeplugs, firmware, and software features in order to redeploy the radio fleet with ease as users continue talking without interruption. The APX 8000 offers backward and forward compatibility (FDMA and TDMA) and integrated GPS for outdoor location tracking. Designed with mission-critical technology, the APX 8000 amplifies the public safety official's ability to keep the community safer than ever before.

Some of the standard features and benefits of the APX 8000 are identified below:

- **All-Band Interoperability –** The APX 8000 offers four-band multi-mode interoperability with systems in 700 MHz, 800 MHz, VHF, and UHF frequency bands. Motorola Solutions

Use or disclosure of this proposal is subject to the restrictions on the cover page.

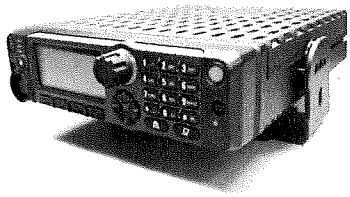
has included only the 700/800 MHz band in the APX 8000 portable radios. VHF and UHF bands can be software loaded to the radio at a future date, if desired.

- **Enhanced Efficiency and Safety through the Seamless Integration of Voice and Data Capabilities –** Incorporating P25 data connectivity in the radio enables simultaneous voice and data radio transmission. GPS Outdoor Personnel Tracking enables each radio user's location to be shared back to the radio network core where it can be uploaded through Motorola's API to your management applicaton, resulting in more efficient task assignment and enhanced radio user safety. Enhanced Data enables a greater throughput of GPS information from the radios. Mission Critical Wireless Bluetooth allows the radio to connect quickly and securely with remote speaker microphones, surveillance kits, and the LEX L11 Mission Critical LTE Handheld for remote radio control. Off-the-shelf Bluetooth audio and data accessories are also supported on all APX 8000 radios.
- **Hear and be Heard More Clearly** – First responders and other critical personnel must be able to communicate and coordinate their actions even in chaotic, high-noise environments. An adaptive audio engine and ultra-loud speaker enable the radio to automatically adjust to consistently produce the loudest and clearest audio in any environment. Adaptive dual-sided operation uses beam-forming technology to allow the radio user to speak into either side of the radio. Adaptive noise suppression adjusts the audio algorithm to cancel out the background noise as it changes in the radio user's environment. Adaptive speaker equalization automatically adjusts the 3 Watt loud speaker settings based on volume selection to optimize sound for the talker's authenticity and speech intelligibility at low or high volumes. Adaptive Windporting engages a third microphone to cancel out wind noise.
- **Comfortable Design**–This compact, rugged, and secure radio has been made with the user's comfort in mind. A flexible all-band antenna bends easily while the radio user is moving around on the job, ensuring the antenna never gets in the way of doing their job.
- **Rugged, Robust, and Reliable Design Features**–The APX 8000 portable radio is ready for unpredictable environments by incorporating the most durable features to ensure radio functionality. Water-Tight Seal protects the radio's interior from water intrusion, even if the outer housing is breached, with a shock- absorbing aluminum alloy endoskeleton. The IP 68 standard rating ensures that the APX 8000 can withstand 2 meters of water submersion for 2 hours. Drop-Resistant Dual Battery Latch protects the radio from resetting, powering off, or ejecting the battery upon impact from being dropped. Tempered Glass Display protects the radio's color display user interface from scratches, impact, and pressure.
- **Secure Communications** – The APX 8000 is designed to secure and protect voice and data information from unwanted intruders. Multiple Hardware Encryption Algorithms (ex: AES, DES, ADP with up to 128 keys) are included to ensure that sensitive information stays protected from scanners and eavesdroppers. Over-the-Air Re- Keying (OTAR) offers the ability to efficiently rekey and update encryption keys of fielded radios over time. P25 Radio Authentication ensures that only valid users can access the system and all sensitive information. Two-Factor Authentication allows users to securely log in to query databases.

The APX 8000 comes in three different base configurations, and can be further customized to meet the needs of the City. For this proposal, Motorola has included the following model:

- APX 8000 Model 3.5 (Dual-display with full keypad).

1.2.2 APX 8500 Mobile Radio



The APX 8500 is Motorola Solutions' first all- band P25 mobile radio, created specifically for mission-critical first responders, who need to communicate across all frequency bands using the same device. It is a 4-in-1 radio that offers four RF bands and multi-mode system access. The APX 8500 enables radio users to communicate across 700 MHz, 800MHz, VHF and UHF Bands 1 and 2. Designed with mission- critical technology, the APX 8500 amplifies a radio user with the ability to keep the community safer than ever before.

With four RF bands and multi-mode system access, the APX 8500 knows no limits when it comes to interoperability. Some of its standard features and benefits are identified below:

- **All-Band Interoperability** – The APX 8500 offers four-band multi-mode interoperability with systems in 700 MHz, 800 MHz, VHF, and UHF frequency bands.
- **Multiple Control Head Options** – The APX 8500 mobile radio can be controlled by multiple control heads, with four different wired locations. There are five control heads available for the APX 8500: the O2 Rugged Control Head, O3 Handheld Control Head, O5 Standard Control Head, O7 Enhanced Control Head, and 09 Integrated Control Head. Dual control head support is offered for the O2, O5, and O7 control heads.
- **Easy to Install** – The APX 8500's Mid-Power Model has been designed to fit into any existing Motorola XTL footprint, so no further installation is necessary. The High-Power Model has been designed with a trunion design that secures the mobile while enabling it to be removed without also removing connecting cables.
- **Meet Radio Users' Needs** – The APX 8500 is compatible with the following optional advanced features and data applications: Programming over Project 25 (POP25), Text Messaging, Over the Air Rekeying (OTAR), 12 character RF ID asset tracking, Tactical OTAR Siren and Light Interface Module, and Enhanced Encryption Software Options.

1.3 DEVICE MANAGEMENT SERVICE (DMS)

We are pleased to offer City of Long Beach the Device Management Services (DMS), a recent addition to the Motorola Solutions service portfolio. The DMS begins upon shipment of the subscriber and will continue for a period of 3 years.

1.3.1 DMS – Advanced Package

Our Device Management Service - Advanced Package provides the services needed for the City to deploy and manage the City's subscriber fleet. These services will provide the City with:

- A 3-year subscription to our Radio Management (RM) Programming Tool licenses for the purchased 32 radios. Radio Management software provides a method for the

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City's staff to comprehensively manage the radio fleet and radio configurations in an efficient and effect manner. More details regarding Radio Management features are included in the following section.

- To help get the City started with the new software tool and provisioning of a large number of new subscribers, we have included the onsite deployment for the City's Radio Management hardware and software. This provides the commissioning of the new APX radios into Radio Management. This deployment and commissioning also provides a unique opportunity for customer technicians to receive on-the-job training for Radio Management in an immersion-like setting.
- The City will also be provided ongoing access to our Service Support Center technical personnel for questions regarding Radio Management and subscriber technical questions.
- Coverage for Repair services, which have been included with the 3-year Service from the Start (SFS) purchase option provided with the subscriber radios.

This service is the right fit for the City's operations environment, since the City has a staff of qualified technical resources to manage the ongoing needs of the fleet. Following the initial provisioning provided by Motorola, the City's resources will be responsible to provide ongoing fleet management duties, such as subscriber programming, codeplug and template changes, and other necessary fleet management. Questions the City may have can be asked through our support center, and, if needed, other services can be provided by Motorola on a Time & Material basis.

Finally, should the City of Long Beach desire classroom training for Radio Management, it is also entitled to seats in regularly scheduled Radio Management Workshops (RDS 2017) at our Plantation, FL facility. Participants will receive user and admin training so they can begin provisioning and programming their APX radio fleet with confidence. Three seats are provided for every 500 radios subscribed to DMS up to a maximum of twelve seats.

1.3.2 Radio Management

Motorola Solutions' Radio Management solution is unique to our APX subscriber radios and ASTRO 25 infrastructure, comprehensively managing radio configurations and dramatically increasing productivity, allowing radio users to remain in the field while reducing Total Cost of Ownership.

Key Radio Management Features include:

- Easily searchable Radio Inventory database
- Multi-unit programming for deployment efficiency
- Wireless programming for broad fleet update support
- Centralized Radio Configuration and Codeplug Management
- Automated Radio Updates of Codeplugs, Firmware and Software Flash Versions
- Batch Programming of APX Radios over a Motorola ASTRO25 P25 System

Radio Management (RM) allows the City to streamline the radio programming process, reduces initial programming time, optimizes routine programming maintenance and aids in software updates on a regular basis.

Using Radio Management (RM), APX Radios are assigned a codeplug template that can be unique or shared among a large group of radio users. Changes to these templates can then be performed via RM either individually or scheduled as part of a batch job by a radio technician. Radio Management will track if the radios have been successfully programmed, providing a clear view of the entire radio fleet and each radio's codeplug history.

Radio Management can also be used to manage the Software Flash Versions, or enabled feature sets, as well as the firmware of each APX Subscriber. These updates can be performed on an individual or group basis using the RM server to manage the process.

Radio Management is agnostic to how the APX radio is connected to the RM system and is able to use multiple methods to communicate with the subscriber. Regardless to how the APX radio is updated the RM server will provide a report to the radio technician of current programming status of each radio. With this in mind, radios can be connected via a cable, using the ASTRO 25 OTAP feature on the network, or over WIFI.

Motorola's OTAP offers users many unique enhancements over standard OTAP processes, such as Differential Write, which minimizes data usage by only processing changes to codeplugs; Batch Programming, which allows batches of radios to be set up as a job; firmware updates via Over the Air Software Updates (this feature requires an Integrated Data enabled ASTRO 25 trunked system with Release 7.17 software or newer); and Alias updates to an entire fleet.

Finally, the Wi-Fi option on the City's APX new radios allows you to provision up to 20 agency-secured Wi-Fi SSID networks so users can seamlessly access them at the facility or in the field via Wi-Fi hotspots from devices like the VML 750 LTE vehicle modem. With Wi-Fi, the City's future IV&D capability can be used for other data applications such as GPS without concern of burdening the network. The Wi-Fi feature on the APX 8000 also allows users to receive software updates while talking, so unlike OTAP, the data session doesn't have to wait until the radio's higher priority "voice usage" is idle. This option dramatically improves the speed of codeplug & feature updates and makes over-the-air firmware updates a new possibility.

The resultant operational efficiencies translate into costs savings by significantly reducing the time customer personnel need to spend on administrative task such as codeplug and firmware updates, and the complete history of each subscriber unit is instantly available.

SECTION 2

EQUIPMENT LIST

Below are the equipment lists for the solutions provided in this proposal.

2.1 APX8000 PORTABLE SUBSCRIBERS

AGENCY	TYPE	QTY	NOMENCLATURE	DESCRIPTION
LB Airport	APX8000	30	H91TGD9PW7 N	APX 8000 ALL BAND PORTABLE MODEL 3.5
LB Airport	APX8000	30	Q806	ADD: ASTRO DIGITAL CAI OPERATION
LB Airport	APX8000	30	H38	ADD: SMARTZONE OPERATION
LB Airport	APX8000	30	Q361	ADD: P25 9600 BAUD TRUNKING
LB Airport	APX8000	30	QA00580	ADD: TDMA OPERATION
LB Airport	APX8000	30	G996	ADD: PROGRAMMING OVER P25 (OTAP)
LB Airport	APX8000	30	Q498	ENH: ASTRO 25 OTAR W/ MULTIKEY
LB Airport	APX8000	30	QA09001	ADD: WIFI CAPABILITY
LB Airport	APX8000	30	QA09007	ADD: OUT OF THE BOX WIFI PROVISIONING
LB Airport	APX8000	30	Q15	ENH: AES/DES,DES-XL,DES-OFB
LB Airport	APX8000	30	Q58	ADD: 3Y ESSENTIAL SERVICE
LB Airport	APX8000	30	H301	DEL: DELETE BELT CLIP/BASIC CARRY H
LB Airport	APX8000	30	PMMN4099B	IP68 REMOTE SPEAKER MICROPHONE,3.5M
LB Airport	APX8000	30	NNTN8860A	CHARGER, SINGLE-UNIT, IMPRES 2, 3A,
LB Airport	APX8000	30	PMNN4486	BATT IMPRES 2 LIION R IP68 3400T
LB Airport	APX8000	30	PMLN6712A	CARRY ACCESSORY-CASE,APX CLAMSHELL

2.2 APX8500 MOBILE SUBSCRIBERS

AGENCY	TYPE	QTY	NOMENCLATURE	DESCRIPTION
LB Airport	APX8500	2	M37TSS9PW1 N	APX8500 ALL BAND MP MOBILE
LB Airport	APX8500	2	G806	ENH: ASTRO DIGITAL CAI OP APX
LB Airport	APX8500	2	G51	ENH: SMARTZONE OPERATION APX
LB Airport	APX8500	2	G361	ENH: P25 TRUNKING SOFTWARE APX
LB Airport	APX8500	2	GA00580	ADD: TDMA OPERATION APX
LB Airport	APX8500	2	G442	ADD: O5 CONTROL HEAD
LB Airport	APX8500	2	G444	ADD: APX CONTROL HEAD SOFTWARE
LB Airport	APX8500	2	G67	ADD: REMOTE MOUNT MP
LB Airport	APX8500	2	G851	ADD: AES/DES-XL/DES-OFB ENCRYPTION

AGENCY	TYPE	QTY	NOMENCLATURE	DESCRIPTION
LB Airport	APX8500	2	GA09001	ADD: WI-FI CAPABILITY
LB Airport	APX8500	2	GA09007	ADD: OUT OF THE BOX WI-FI PROVISIO
LB Airport	APX8500	2	GA01513	ADD: ALL BAND MOBILE ANTENNA
LB Airport	APX8500	2	GA00250	ADD: WIFI/GNSS FLEXIBLE CABLE LMR19
LB Airport	APX8500	2	W20	KPM GCAI (CYRILLIC)
LB Airport	APX8500	2	B18	ADD: AUXILARY SPEAKER MOTORCYCLE
LB Airport	APX8500	2	G996	ENH: OVER THE AIR PROVISIONING
LB Airport	APX8500	2	G298	ENH: ASTRO 25 OTAR W/ MULTIKEY
LB Airport	APX8500	2	GA01517	DEL: NO J600 ADAPTER CABLE NEEDED
LB Airport	APX8500	2	G78	ADD: 3Y ESSENTIAL SERVICE

SECTION 3

IMPLEMENTATION PLAN

3.1 STATEMENT OF WORK

The following table describes the project tasks responsibilities split between Motorola and City of Long Beach:

Tasks	Motorola Solutions	City of Long Beach
PROJECT INITIATION		
Contract Finalization and Team Creation		
Execute contract and distribute contract documents.	X	X
Assign a Project Manager as a single point of contact.	X	X
Assign resources.	X	X
Schedule project kickoff meeting.	X	X
Deliverable: Signed contract, defined project team, and scheduled project kickoff meeting.		
Project Administration		
Ensure that project team members attend all meetings relevant to their role on the project.	X	X
Record and distribute project status meeting minutes.	X	
Maintain responsibility for third-party services contracted by Motorola Solutions.	X	
Complete assigned project tasks according to the project schedule.	X	X
Conduct all project work Monday thru Friday, 8:00 a.m. to 5:00 p.m.).	X	
Deliverable: Completed and approved project milestones throughout the project.		
Project Kickoff		
Introduce team, review roles, and decision authority.	X	X
Present project scope and objectives.	X	
Review SOW responsibilities and project schedule.	X	X
Deliverable: Completed project kickoff and scheduled Design Review.		
SUBSCRIBERS INSTALLATION		
Equipment Order and Manufacturing		
Create equipment order and reconcile to contract.	X	

Tasks	Motorola Solutions	City of Long Beach
Manufacture Motorola Solutions-provided equipment necessary for system based on equipment order.	X	
Deliverable: Equipment procured and ready for shipment.		
Equipment Shipment and Storage		
Provide secure location for solution equipment.		X
Pack and ship solution equipment to the identified, or site locations.	X	
Receive solution equipment.		X
Inventory solution equipment.	X	
Deliverable: Solution equipment received and ready for installation		
Develop Console and User Radio Fleetmap		
Review and determine modifications to existing fleetmap.		X
Designate user group representatives for the user groups, to make timely decisions on their behalf.		X
Develop templates.		X
Review and approve fleetmap templates.		X
Program the approved templates into a radio-programming template tool.		X
Program approved templates into console.		X
Deliverable: Fleetmap plan completed and approved by Customer.		
Mobile Radio Installation and Programming		
Develop and approve prototypes for each type of mobile installation.		X
Program the mobile radios identified in the equipment list in accordance with the programming templates, client software, and fleetmap. A "one-time only" programming is included in the project pricing.	X	
Provide adequate number of vehicles for installations according to the project/installation schedule.		X
Install all the mobiles in the vehicles, as identified in the equipment list, and according to the installation schedule.		X
Permanently mount the antennas on each vehicle according to the approved prototype, appropriate for the vehicle type. Install the antennas close to the same location as the existing antennas, where practical, in vehicles that already have antennas installed. If applicable, plug the old antenna hole with an appropriate rubber plug.		X
Install the antennas on the roof, where practical, on the new antenna installations. If mobile antenna cannot be installed on the roof, determine an alternative location.		X
Remove the existing mobiles from the vehicle at the time of		X

Tasks	Motorola Solutions	City of Long Beach
installation of the new radios		
Deliverable: Mobile radios installed and accepted		
Portable Radio Programming and Distribution		
Program test portable radios with each template version and activate them on the system.	X	
Program the portable radios identified in the equipment list in accordance with the programming templates, client software, and fleetmap. A "one-time only" programming is included in the project pricing.	X	
Deliver portable radios to an authorized Customer representative and inventory upon receipt.	X	
Acknowledge receipt of portable radios and accessories and verify proper operation of a sampling of delivered portable radios.		X
Distribute portable radios to end users.		X
Deliverable: Portable radios accepted and distributed.		
Install Radio Management (RM) Software		
Motorola Solutions will be responsible for the installation of Radio Management Software.	X	
Provide customer specification of hardware, software and network requirements for installation.	X	
Provide IT network requirements as outlined by Motorola Solutions.		X
Provide RM Client hardware per specifications from Motorola Solutions.		X
Deliverable: Fixed Network Equipment installation completed and ready for optimization.		
SYSTEM OPTIMIZATION AND TESTING		
Solution Optimization (RM)		
Verify that all equipment is operating properly.	X	
Verify communication interfaces between devices for proper operation.	X	
Ensure that functionality meets manufacturers' specifications and complies with the final configuration.	X	
Deliverable: Completion of System Optimization.		
Functional Acceptance Testing (RM)		
Verify the operational functionality and features of the solution supplied by Motorola Solutions, as contracted.	X	
Witness the functional testing.		X
Document all issues that arise during the acceptance tests.	X	
Resolve any minor task failures before Final System	X	

Tasks	Motorola Solutions	City of Long Beach
Acceptance.		
Document the results of the acceptance tests and present for review.	X	
Review and approve final acceptance test results.		X
Deliverable: Completion of functional testing and approval by Customer.		
PROJECT TRANSITION		
Transition to Warranty		
Review the items necessary for transitioning the project to warranty support and service.	X	X
Motorola Solutions to provide device management services during years as outlined in the contract.	X	
Provide a Customer Support Plan detailing the warranty support associated with the contract equipment.	X	
Deliverable: Service information delivered and approved by Customer		
Finalize Documentation and System Acceptance		
Provide manufacturer's installation material, part list and other related material to Customer upon project completion.	X	
Provide an electronic as-built system manual on CD or other Customer preferred electronic media. The documentation will include the following: - System and Installation Drawings. - Functional Acceptance Test Plan Test Sheets and Results. - Equipment Inventory List. - Maintenance Manuals (where applicable). - Technical Service Manuals (where applicable). Drawings will be delivered in Adobe PDF format.	X	
Receive and approve documentation.		X
Execute Final Project Acceptance.	X	X
Deliverable: All required documents are provided and approved. Final Project Acceptance.		

3.2 ASSUMPTIONS

This proposal is contingent upon the following assumptions:

1. Motorola has included initial radio programming in this proposal. It is based on a "one-time only" programming approach.
2. Removal of existing mobile radios and installation of the newly supplied mobile radios will be provided by City of Long Beach.
3. No subscriber training has been included in this proposal.
4. City of Long Beach is responsible to configure, manage, and control their fleetmap database.
5. City of Long Beach is responsible for creation of new templates/codeplugs.
6. City of Long Beach is responsible to program encryption keys into the new radios.
7. It has been assumed that most of the radio programming will be done through Wi-Fi. City of Long Beach is required to provide secured Wi-Fi hotspot with appropriate network access required for this activity.
8. City of Long Beach personnel will distribute the portable radios to end users.
9. Motorola has included Radio Management servers in this proposal. It has been assumed that the two servers will be installed in existing racks at the master site.
10. City of Long Beach to ensure sufficient space and power is available for the RM servers.
11. Motorola will not provide any hardware for the RM clients, but will install the RM Client software on any desktops/laptops provided by City of Long Beach that meet the minimum client computer specifications.
12. Commissioning of available APX radios into Radio Management will also be provided for a 4-day period. City of Long Beach will take over the commissioning of the remaining radios into RM.
13. As part of the Advanced DMS package, Motorola will provide training for Radio Management in an immersion-like setting at our Plantation, FL facility. City of Long Beach will be responsible to cover all travel expenses for their personnel.
14. Motorola has included the required PM and Engineering services in this proposal. No System Technologist services are included.
15. No system upgrade or expansion is included in this proposal. No new features will be provided for the system.
16. There is no capacity study included in this proposal. City of Long Beach is responsible for making sure there is sufficient capacity in the system.
17. Motorola has assumed that there are sufficient user licenses on the system to provision the additional new users.
18. All these assumptions and statement of work are valid if the Airport PD radios are purchased as part of the overall Subscribers purchase by City of Long Beach.

SECTION 4

PRICING AND TERMS

4.1 PRICING

Description	Price (USD)
Subscriber Equipment	
APX8000 Series Radio Equipment	$369,012
Special Volume Discount for City of Long Beach	*-$201,122*
Subscriber Equipment Total	**$167,890**
Estimated 10.25% Tax on Equipment	$17,209
Subscribers Total (after Tax)	**$185,099**

Description	Price (USD)
Project Services	
Radio Programming Services	$985
Project Services Total	**$985**
Device Management Services	
Device Management Services - 3 Years	$3,264
Device Management Services Total	**$3,264**
Services Total (after Discounts)	**$4,249**

Grand Project Total	**$189,348**

Note: The above pricing is valid only if the Airport PD radios are purchased as part of the overall Subscribers purchase by City of Long Beach.

4.2 PAYMENT TERMS

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. Payment will be in accordance with the following milestones:

1. The Subscriber Equipment will be invoiced upon shipment.
2. The Device Management and Project Services Totals will be invoiced upon the completion of the subscriber programming by Motorola.

Motorola may make partial shipments of Equipment and will request payment upon shipment of such Equipment based upon its discounted price. Overdue invoices will bear simple interest at the maximum allowable rate.

4.3 CONTRACTUAL TERMS

This proposal is based upon the understanding that the purchase will be controlled by the existing Master Purchase Agreement (MPA) Number 27106 between the City of Long Beach and Motorola Solutions, Inc. (formerly, Motorola, Inc.), including the Communications System Agreement (CSA) together with its Exhibits, that are exhibits to the Master Purchase Agreement.