

27106

City of Long Beach

Transaction Document No. 31 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 provide to Buyer services as further described in Exhibit A in an amount not to exceed \$430,800 plus applicable tax, if any.

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.

October 26, 2020

By Jay Bunch

Officer's Title: Area Sales Manager

10/27, 2020

By Wayne Wafar

Officer's Title: SERVICES DIRECTOR

"Motorola"

CITY OF LONG BEACH

11/5, 2020

By Linda J. Jabum
City Manager

"Buyer"

**EXECUTED PURSUANT
TO SECTION 301 OF
THE CITY CHARTER**

This Transaction Document No. 31 is hereby approved as to form on October 28, 2020.

Charles Parkin, City Attorney

By [Signature]
Deputy City Attorney



MOTOROLA SOLUTIONS

CITY OF LONG BEACH

MOBILE RADIO INSTALLATION SERVICES PROPOSAL

MAY 21, 2020



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Exhibit A

May 21, 2020

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

RE: Mobile Radio Installation Services Proposal

Dear Mr. Black:

Motorola Solutions, Inc. ('Motorola') appreciates the opportunity to provide the City of Long Beach quality communications services. Motorola's customer support 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 installation of recently purchased Motorola APX 8500 Mobile Radios.

The installation services purchase under this proposal will be controlled by existing Master Purchase Agreement (MPA) Number 27106 between the City of Long Beach and Motorola. 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 this proposal dated May 20, 2020 and contract number 27106.

Any questions the City has regarding this proposal can be directed to Lauren Kirkland, Account Executive at 619-405-7100, (lauren.kirkland@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.



Jerry Burch
Area Sales Manager

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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 the services required to install recently purchased Motorola APX 8500 Mobile Radios. Some or all of the proposed services will be provided by a Motorola subcontractor(s). Work identified in this proposal as Motorola responsibility will be performed by Motorola and/or its subcontractor(s).

The high level scope of work includes the removal of existing mobile radios, control heads and antennas from radio-installed vehicles and the installation of City provided APX 8500 mobile radios, control heads and all-band antennas into vehicles. Motorola understands that not all vehicles will require removals and/or full installations. Removed equipment will be delivered to a City designated location for their storage and/or other disposition.

Per City request, Motorola will reuse the existing DC power cable, accessory cable to the control head, "O5" data cable from the control head to the radio, and the antenna coaxial cable in each vehicle where possible. Motorola will visually inspect and test existing cables to the extent possible during the installation process. Motorola has not included the cost of parts to replace incompatible, damaged, out-of-spec or missing cables.

No mobile radio hardware, software, firmware or upgrades have been included with this proposal. No radio programming, firmware upgrade services, Flash upgrading or loading of encryption keys has been included in this proposal. Motorola has not included any Engineering, System Technologist or Project Management services as part of this proposal.



SECTION 2

IMPLEMENTATION PLAN

2.1 STATEMENT OF WORK

The following table describes the project tasks responsibilities split between Motorola and City of Long Beach. Some or all of the proposed services will be provided by a Motorola subcontractor(s). Work identified in this proposal as Motorola responsibility will be performed by Motorola and/or its subcontractor(s).

Motorola's responsibilities for installation will be limited to the scope described below, however, not all activities below will necessarily be performed for each vehicle installation. Since installation services are being quoted using a daily rate, payment for services will not be contingent on a completion of a full mobile installation for each vehicle or the completion of installation of a specific number of vehicles.

Motorola is not responsible for successful operation of Long Beach mobile radios for the following reasons: Motorola will not be completing a full installation of all radios, Motorola will not be programming radios and Long Beach requires the reuse of existing cables.

Tasks	Motorola Solutions	City of Long Beach
PROJECT INITIATION		
Contract Finalization		
Execute contract and distribute contract documents.	X	X
Deliverable: Signed contract.		
Project Administration		
Coordinate and maintain installation schedule	X	X
Schedule work days with Motorola and/or its subcontractors at least 24 hours in advance. Changes in schedule or cancelled work days must be communicated at least 24 hours in advance to avoid charges for scheduled days.		X
Maintain responsibility for third-party services contracted by Motorola Solutions.	X	
Conduct all project work during 10-hour days onsite, up to five (5) days a week (weekdays only).	X	
Deliverable: Installation schedule maintained throughout the project.		
SUBSCRIBERS INSTALLATION		
Mobile Radio Installation		



Tasks	Motorola Solutions	City of Long Beach
Track vehicles through the installation process, keeping record of those completed, those with open items/issues and those that are yet to be installed.		X
Provide a work ticket per vehicle. Work ticket will include vehicle number, mobile serial number, VSWR reading, technician's employee number, date and description of work completed. A master list is not included.	X	
Provide adequate number of vehicles for installation on the days identified on the project installation schedule.		X
Perform mobile radio installation services on the days identified on the installation schedule.	X	
Provide new radio equipment for each vehicle installation (previously ordered from Motorola): <ul style="list-style-type: none"> APX 8500 Control Head. APX Mobile Radio. All-band Antenna. QMA crimp on connectors for antenna cables Customer will be billed for any new connectors and/or miscellaneous parts provided by Motorola used for installation. 		X
Remove (as required) and replace mobile radio: <ul style="list-style-type: none"> Replace the existing XTL control head with Long Beach provided APX "05" control head. Replace the existing XTL radio with Long Beach provided APX 8500 radio using new mounting screws. Reuse existing DC power cable. Reuse existing accessory cable to control head. Reuse existing "O5" data cable from the control head to radio. 	X	
Test Existing Antenna Coaxial Cable activities will include: <ul style="list-style-type: none"> Remove the Mini UHF connector and replace with QMA crimp on connector. (Customer will be billed for any new crimp on connectors) Measure and document the VSWR between the radio and the antenna to verify it meets the following forward and reflected power criteria: <ul style="list-style-type: none"> VHF (Forward = 45-50 Watts, Reflected < 4W) UHF (Forward = 44-49 Watts, Reflected < 4W) 7/800 (Forward = 33-38 Watts, Reflected < 3W) Identify to Long Beach any antenna cables that do not meet these specifications. 	X	
<ul style="list-style-type: none"> Provide replacement antenna cables for those that do not meet VSWR specifications, are damaged, are not compatible or are missing. 		X
Antenna Installation will include: <ul style="list-style-type: none"> Replace the existing UHF antenna with Long Beach provided all-band antenna. Reuse the existing coaxial cable between the radio and antenna. Permanently mount the antennas in the same location on the roof as the existing antenna, or as close as practical, in vehicles that already have antennas installed. If applicable, plug the old antenna hole with an appropriate rubber plug. 	X	

Tasks	Motorola Solutions	City of Long Beach
<ul style="list-style-type: none"> 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. 		
Deliver removed equipment to a City designated location within the City of Long Beach.	X	
Disposal or other disposition of removed radios, control heads and antennas.		X
Deliverable: Mobile radio installation services completed.		

2.2 ADDITIONAL CITY OF LONG BEACH RESPONSIBILITIES

Below are additional City of Long Beach responsibilities:

1. City of Long Beach is responsible to configure, manage, and control their fleetmap database.
2. City of Long Beach is responsible for creation of new templates/codeplugs.
3. City of Long Beach is responsible to program encryption keys into their radios.

2.3 ASSUMPTIONS

This proposal is contingent upon the following assumptions:

1. Per Long Beach requirement, the following parts will be reused for each installation:
 - a. DC power cable.
 - b. Accessory cable to control head.
 - c. "O5" Data cable from the control head to radio.
 - d. Coaxial cable from radio to antenna.

Note: Motorola has not included parts to replace parts that are incompatible, not in good repair or that do not meet required VSWR values. The City is responsible to provide miscellaneous parts and connectors required for installation as well as replacement parts for those that are deemed to be incompatible, not in good repair or do not meet City provided specifications. If the City does not have miscellaneous parts and connectors available at time of installation Motorola reserves the right to provide said parts and bill the City.

2. Motorola has not included services for radio programming, upgrading firmware, Flash upgrades or loading of encryption keys in this proposal.
3. No mobile radio hardware, software, firmware upgrades or Flash upgrades have been included in this proposal.
4. No subscriber training has been included in this proposal.
5. Motorola has not included any Engineering, System Technologist or Project Management services in this proposal.



SECTION 3

PROJECT SCHEDULE

Motorola, along with its subcontractor(s), will coordinate with the City to schedule installation work, at least 24 hours in advance. Schedule changes require a 24-hour notice to change or cancel without a charge for services. The quoted rate for installation services is valid for 12 months from the date of the initial purchase order for these services.



SECTION 4

WARRANTY

Motorola will provide a 12-month warranty covering the installation services provided. The warranty included with this proposal does not cover mobile radio hardware, software or programming.



SECTION 5

PRICING AND TERMS

5.1 INSTALLATION SERVICES PRICING

Description	Price (USD)
Mobile Radio Installation Services	
Daily Rate (Based on a 10-Hour Work Day Onsite)	\$2,154/person/day

The quoted rate of \$2,154/person/day for installation services is valid for 12 months from the date of the initial purchase order for these services.

5.2 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. Motorola will provide monthly invoices for the quantity of person days of mobile radio installation services performed. Invoices will include a charge for any parts provided by Motorola and its subcontractor(s).

Overdue invoices will bear simple interest at the maximum allowable rate.

SECTION 6

CONTRACTUAL TERMS

The installation services purchase under this proposal 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.).

