

# **MOTOROLA SOLUTIONS**

May 15, 2017

Tiffany Bonner  
DeKalb County Police Services  
Tucker, Georgia 30084

RE: Sole Source Justification

Motorola Solutions Inc. (MSI) is the only vendor authorized to sell Motorola APX series Public Safety Radios. MSI sells these radios directly and they are not available via aftermarket sales. The APX series radios are as follows:

Portables

Mobiles

APX1000

APX4500

APX4000

APX6500

APX6000

APX7500

APX6000XE

APX7000

APX7000XE

APX8000

APX8000XE

Regards,

Livinia Miller  
Senior Account Manager  
Motorola Solutions  
404-630-8922

Proposal  
**MOTOROLA, Inc.**

TO: Dekalb E911  
ATTN: Tiffeny Bonner

678-406-7815 voice

Quantity	Model Number	Description or Specification	Price	Extended Price
94	H98UCF9PW6 BN	APX6000 700/800 MODEL 2.5 PORTABLE	\$ 2,056.60	\$ 193,320.40
94	H38	Smartzone Operation	\$ 840.00	\$ 78,960.00
94	G381	ADD. P25 TRUNKING SOFTWARE	\$ 210.00	\$ 19,740.00
94	Q805	Astro Digital CAI Operation	\$ 360.50	\$ 33,887.00
94	W869	ADD MULTI-KEY	\$ 231.00	\$ 21,714.00
94	QA00580	TDMA	\$ 315.00	\$ 29,610.00
94	H885BK	Service from Start	\$ 90.00	\$ 8,480.00
94	QA09001	Wifi	\$ 210.00	\$ 19,740.00
94	NNTN8860A	Impress Charger	\$ 112.50	\$ 10,575.00
94	PMMN4069A	RMS	\$ 82.25	\$ 7,731.50
94	QA09007	Out of Box Provisioning	\$ -	\$ -
22	NNTN7686A	APX Charger Adaptor	\$ 155.25	\$ 3,415.50
48		Stubby Antenna	\$ 21.75	\$ 1,044.00
			\$ 4,684.85	
94		Trade-In Discount ***	\$ (300.00)	\$ (28,200.00)
Unit Price			\$ 4,384.85	

\$399,997.40

Optional Pricing

93	Nylon Carrying Case	\$37.50
93	Stubby Antenna	\$21.75

Terms: Net 30 Days  
Shipment FOB Destination  
Date 15-May-17  
Proposal # 16-031703  
State Contract # 980-280008  
\*\*\* Expiration 28-Jun-17

Proposal

# MOTOROLA, Inc.

TO: Dekalb Marshall  
ATTN: Kevin Richardson

404-371-2199

voice

Qty.	Model	Description	List Price	Unit Discount Price	Extended Price
20	H98UCF9PW6 BN	APX6000 700/800 MODEL 2.5 PORTABLE	\$ 2,938.00	\$ 2,058.25	\$ 41,165.00
20	H38	Smartzone Operation	\$ 1,200.00	\$ 840.00	\$ 16,800.00
20	G361	ADD: P25 TRUNKING SOFTWARE	\$ 300.00	\$ 210.00	\$ 4,200.00
20	Q806	Astro Digital CAI Operation	\$ 515.00	\$ 360.50	\$ 7,210.00
20	W869	ADD:MULTI-KEY	\$ 330.00	\$ 231.00	\$ 4,620.00
20	QA00580	TDMA	\$ 450.00	\$ 315.00	\$ 6,300.00
20	QA09001	Wifi	\$ 300.00	\$ 210.00	\$ 4,200.00
20	QA09007	Out of Box Provisioning	\$ -	\$ -	\$ -
20	NAR6595A	1/4- WAVE 7800 GPS STUBBY	\$ 29.00	\$ 21.75	\$ 435.00
20	NNTN8860	Impress Charger	\$ 150.00	\$ 112.50	\$ 2,250.00
20	RLN6424B	ADD: RECEIVE ONLY TRANSLUCENT EARPIECE FOR RMS	\$ 80.00	\$ 60.00	\$ 1,200.00
20	HMN4104	RSM	\$ 413.00	\$ 309.75	\$ 6,195.00
20	NNTN8930	Spare Battery	\$ 155.00	\$ 116.25	\$ 2,325.00
20		Programming	\$ 100.00	\$ 100.00	\$ 2,000.00
20	H885BK	Service from Start	\$ 90.00	\$ 90.00	\$ 1,800.00
20					
		Total		\$ 5,035.00	\$ 100,700.00

Pricing includes a \$300/radio trade-in discount

Terms: Net 30 Days  
 Shipment FOB Destination  
 Date 1-Jun-17  
 Proposal # 201705152  
 State Contract # 980-280008  
 Expiration 28-Jun-17



Georgia  
Department of  
Administrative Services  
*Ensuring Efficient Performance Delivery*

<b>Statewide Contract Number</b>	SWC980-2800008	<b>NIGP Codes</b>	93972
<b>Name of Contract</b>	Two Way Radio Equipment and Accessories		
<b>Effective Date</b>	July 1, 1998	<b>Expiration Date</b>	June 30, 2017
<b>Contract Table of Contents</b>			
<b>Suppliers Awarded</b>	1	<b>Contract Information:</b>	<b>Convenience</b>
<b>Contract Information for Supplier</b>			<b>Page Number</b>
<b>Motorola Solutions Inc.</b>			2
<b>Additional Contract Information</b>			
<b>Item Schedule</b>			3
<b>Ordering Instructions</b>			4
<b>Contract Renewals/ Extensions/ Changes</b>			5
<b>DOAS Contact Information</b>			6