



**MOTOROLA SOLUTIONS**

**Rowan County, North Carolina**

# Project 25 Subscriber Units

**Bid # 2022-005 | Pricing Response**

September 29, 2021

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## Section 1

# Pricing

The contents for this volume include Motorola Solutions' detailed pricing offer for P25 subscriber radios. The price of our base offer described in the technical proposal includes a 5-year warranty on each subscriber radio.

Discount incentives are valid as stated in the pricing form that follows. Individual unit discount pricing is valid for a period of two years from contract, with an option to extend these prices for another two years.

If you have any questions concerning our pricing proposal, please contact Taylor Rawls, your local Account Manager at (704) 577-9619.

Pricing is provided on the following pages.

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APPENDIX B TABLE A.1 - BASE SUBSCRIBER EQUIPMENT

## Subscribers

## Portable Subscribers - Law Enforcement

| Item                                                                                                                                      | Model        | Unit Price | Qty | Extended Price | Discount % | Discounted Price |
|-------------------------------------------------------------------------------------------------------------------------------------------|--------------|------------|-----|----------------|------------|------------------|
| <b>Single Band 7/800 MHz Radio (Law Enforcement), P25 Phase 1 and 2, High Capacity Battery, Antenna, Battery Charger, 5-year warranty</b> |              |            |     |                |            |                  |
| AES Encryption                                                                                                                            | H98UCH9PW7BN | \$6,138.75 | 500 | \$3,069,375.00 | 35.00%     | \$1,995,093.75   |
| OTAR & Multikey Option                                                                                                                    | Q629AK       | \$475.00   | 500 | \$237,500.00   | 35.00%     | \$154,375.00     |
| Quick call II (two-tone) decode over P25                                                                                                  | Q498AY       | \$740.00   | 500 | \$370,000.00   | 35.00%     | \$240,500.00     |
| Speaker Microphone (Heavy-Duty)                                                                                                           | QA09000AA    | \$150.00   | 500 | \$75,000.00    | 35.00%     | \$48,750.00      |
| <b>Additional Features / Software Options</b>                                                                                             | PMMN4062AL   | \$88.28    | 500 | \$44,140.00    | 35.00%     | \$28,691.00      |
| Over the Air Programming (OTAP)                                                                                                           | G996AU       | \$100.00   | 500 | \$50,000.00    | 35.00%     | \$32,500.00      |
| P25 Link Layer Authentication                                                                                                             | QA02756AD    | \$100.00   | 500 | \$50,000.00    | 35.00%     | \$32,500.00      |
| Programming over Wi-Fi                                                                                                                    | QA09001AB    | \$300.00   | 500 | \$150,000.00   | 35.00%     | \$97,500.00      |
| Enhanced Data                                                                                                                             | QA03399AA    | \$150.00   | 500 | \$75,000.00    | 35.00%     | \$48,750.00      |
| <b>Portable Subscribers - Fire Service</b>                                                                                                |              |            |     |                |            |                  |
| <b>Single Band 7/800 MHz Radio (Fire Service), P25 Phase 1 and 2, High Capacity Battery, Antenna, Battery Charger, 5-year warranty</b>    |              |            |     |                |            |                  |
| Quick call II (two-tone) decode over P25                                                                                                  | H98UCH9PW7BN | \$7,163.00 | 500 | \$3,581,500.00 | 35.00%     | \$2,327,975.00   |
| Speaker Microphone (Heavy-Duty-Fire Service)                                                                                              | QA03399AA    | \$150.00   | 500 | \$75,000.00    | 35.00%     | \$48,750.00      |
| <b>Additional Features / Software Options</b>                                                                                             | PMMN4107C    | \$412.50   | 500 | \$206,250.00   | 35.00%     | \$134,062.50     |
| Over the Air Programming (OTAP)                                                                                                           | G996AU       | \$100.00   | 500 | \$50,000.00    | 35.00%     | \$32,500.00      |
| P25 Link Layer Authentication                                                                                                             | QA01767AT    | \$100.00   | 500 | \$50,000.00    | 35.00%     | \$32,500.00      |
| Programming over Wi-Fi                                                                                                                    | QA09001AB    | \$300.00   | 500 | \$150,000.00   | 35.00%     | \$97,500.00      |
| Enhanced Data                                                                                                                             | QA03399AA    | \$150.00   | 500 | \$75,000.00    | 35.00%     | \$48,750.00      |

## Rowan County Subscriber Pricing Sheets

| Portable Subscribers - Public Service                                                                                                                            |  | Model        | Unit Price | Qty | Extended Price | Discount % | Discounted Price |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------|--|--------------|------------|-----|----------------|------------|------------------|
| Item                                                                                                                                                             |  |              |            |     |                |            |                  |
| Single Band 7/800 MHz Radio, P25 Phase 1 and 2, High Capacity Battery, Antenna, Battery Charger, 5-year warranty                                                 |  |              |            |     |                |            |                  |
|                                                                                                                                                                  |  | H92UCH9PW7AN | \$3,334.00 | 500 | \$1,667,000.00 | 35.00%     | \$1,083,550.00   |
| Speaker Microphone (Standard-Duty)                                                                                                                               |  | PMMN4062AL   | \$88.28    | 500 | \$44,140.00    | 35.00%     | \$28,691.00      |
| <b>Additional Features / Software Options</b>                                                                                                                    |  |              |            |     |                |            |                  |
| Over the Air Programming (OTAP)                                                                                                                                  |  | G996AZ       | \$100.00   | 500 | \$50,000.00    | 35.00%     | \$65.00          |
| P25 Link Layer Authentication                                                                                                                                    |  | QA01767AW    | \$100.00   | 500 | \$50,000.00    | 35.00%     | \$32,500.00      |
| Enhanced Data                                                                                                                                                    |  | QA03399AA    | \$150.00   | 500 | \$75,000.00    | 35.00%     | \$48,750.00      |
| <b>Mobile Subscribers - Law Enforcement</b>                                                                                                                      |  |              |            |     |                |            |                  |
| Item                                                                                                                                                             |  | Model        | Unit Price | Qty | Extended Price | Discount % | Discounted Price |
| (Remote Mount) Single Band 7/800 MHz Radio (Law Enforcement), P25 Phase 1 and 2, Microphone, external speaker, Antenna, 5-year warranty                          |  |              |            |     |                |            |                  |
| AES Encryption                                                                                                                                                   |  | M22URS9PW1BN | \$4,641.75 | 297 | \$1,378,599.75 | 35.00%     | \$896,089.84     |
| OTAR & Multikey Option                                                                                                                                           |  | G843AH       | \$475.00   | 297 | \$141,075.00   | 35.00%     | \$91,698.75      |
| Speaker and Microphone                                                                                                                                           |  | G298AS       | \$740.00   | 297 | \$219,780.00   | 35.00%     | \$142,857.00     |
|                                                                                                                                                                  |  | B18CR/W22BA  | \$132.00   | 297 | \$39,204.00    | 35.00%     | \$25,482.60      |
| <b>Additional Features / Software Options</b>                                                                                                                    |  |              |            |     |                |            |                  |
| Over the Air Programming (OTAP)                                                                                                                                  |  | G996AS       | \$100.00   | 297 | \$29,700.00    | 35.00%     | \$19,305.00      |
| P25 Link Layer Authentication                                                                                                                                    |  | GA01767AG    | \$100.00   | 297 | \$29,700.00    | 35.00%     | \$19,305.00      |
| Programming over Wi-Fi                                                                                                                                           |  | GA09001AA    | \$300.00   | 297 | \$89,100.00    | 35.00%     | \$57,915.00      |
| Enhanced Data                                                                                                                                                    |  | QA03399AA    | \$150.00   | 297 | \$44,550.00    | 35.00%     | \$28,957.50      |
| <b>(Remote Mount-Dual Control Head) Single Band 7/800 MHz Radio (Law Enforcement), P25 Phase 1 and 2, Microphone, external speaker, Antenna, 5-year warranty</b> |  |              |            |     |                |            |                  |
| AES Encryption                                                                                                                                                   |  | M25URS9PW1BN | \$7,133.75 | 1   | \$7,133.75     | 35.00%     | \$4,636.94       |
| OTAR & Multikey Option                                                                                                                                           |  | G843AH       | \$475.00   | 1   | \$475.00       | 35.00%     | \$308.75         |
| Speaker and Microphone                                                                                                                                           |  | G298AS       | \$740.00   | 1   | \$740.00       | 35.00%     | \$481.00         |
|                                                                                                                                                                  |  | B18CR/W22BA  | \$132.00   | 2   | \$264.00       | 35.00%     | \$171.60         |
| <b>Additional Features / Software Options</b>                                                                                                                    |  |              |            |     |                |            |                  |
| Over the Air Programming (OTAP)                                                                                                                                  |  | G996AS       | \$100.00   | 1   | \$100.00       | 35.00%     | \$65.00          |
| P25 Link Layer Authentication                                                                                                                                    |  | GA01767AG    | \$100.00   | 1   | \$100.00       | 35.00%     | \$65.00          |
| Programming over Wi-Fi                                                                                                                                           |  | GA09001AA    | \$300.00   | 1   | \$300.00       | 35.00%     | \$195.00         |
| Enhanced Data                                                                                                                                                    |  | QA03399AA    | \$150.00   | 1   | \$150.00       | 35.00%     | \$97.50          |

## Rowan County Subscriber Pricing Sheets

| Item                                                                                                                                                 | Model        | Unit Price | Qty | Extended Price | Discount % | Discounted Price |
|------------------------------------------------------------------------------------------------------------------------------------------------------|--------------|------------|-----|----------------|------------|------------------|
| <b>(Marine Mounted) Single Band 7/800 MHz Radio (Law Enforcement), P25 Phase 1 and 2, Microphone, external speaker, Antenna, 5-year warranty</b>     | M22URS9PW1BN | \$4,641.75 | 1   | \$4,641.75     | 35.00%     | \$3,017.14       |
|                                                                                                                                                      | G843AH       | \$475.00   | 1   | \$475.00       | 35.00%     | \$308.75         |
|                                                                                                                                                      | G298AS       | \$740.00   | 1   | \$740.00       | 35.00%     | \$481.00         |
|                                                                                                                                                      | B18CR/W22BA  | \$132.00   | 1   | \$132.00       | 35.00%     | \$85.80          |
|                                                                                                                                                      |              |            |     |                |            |                  |
| <b>Additional Features / Software Options</b>                                                                                                        |              |            |     |                |            |                  |
| Over the Air Programming (OTAP)                                                                                                                      | G996AS       | \$100.00   | 1   | \$100.00       | 35.00%     | \$65.00          |
| P25 Link Layer Authentication                                                                                                                        | GA01767AG    | \$100.00   | 1   | \$100.00       | 35.00%     | \$65.00          |
| Programming over Wi-Fi                                                                                                                               | GA09001AA    | \$300.00   | 1   | \$300.00       | 35.00%     | \$195.00         |
| Enhanced Data                                                                                                                                        | QA03399AA    | \$150.00   | 1   | \$150.00       | 35.00%     | \$97.50          |
|                                                                                                                                                      |              |            |     |                |            |                  |
| <b>(Motorcycle Mounted) Single Band 7/800 MHz Radio (Law Enforcement), P25 Phase 1 and 2, Microphone, external speaker, Antenna, 5-year warranty</b> | M25URS9PW1BN | \$6,373.75 | 1   | \$6,373.75     | 35.00%     | \$4,142.94       |
|                                                                                                                                                      | G843AH       | \$475.00   | 1   | \$475.00       | 35.00%     | \$308.75         |
|                                                                                                                                                      | G298AS       | \$740.00   | 1   | \$740.00       | 35.00%     | \$481.00         |
|                                                                                                                                                      | B18CR/W22BA  | \$132.00   | 1   | \$132.00       | 35.00%     | \$85.80          |
|                                                                                                                                                      |              |            |     |                |            |                  |
| <b>Additional Features / Software Options</b>                                                                                                        |              |            |     |                |            |                  |
| Over the Air Programming (OTAP)                                                                                                                      | G996AS       | \$100.00   | 1   | \$100.00       | 35.00%     | \$65.00          |
| P25 Link Layer Authentication                                                                                                                        | GA01767AG    | \$100.00   | 1   | \$100.00       | 35.00%     | \$65.00          |
| Programming over Wi-Fi                                                                                                                               | GA09001AA    | \$300.00   | 1   | \$300.00       | 35.00%     | \$195.00         |
| Enhanced Data                                                                                                                                        | QA03399AA    | \$150.00   | 1   | \$150.00       | 35.00%     | \$97.50          |
|                                                                                                                                                      |              |            |     |                |            |                  |

## Rowan County Subscriber Pricing Sheets

| Mobile Subscribers - Fire Service                                                                                                                      |                                               | Model        | Unit Price | Qty | Extended Price | Discount % | Discounted Price |
|--------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------|--------------|------------|-----|----------------|------------|------------------|
| <i>Item</i>                                                                                                                                            |                                               |              |            |     |                |            |                  |
| (Remote Mount) Single Band 7/800 MHz Radio (Fire Service), P25 Phase 1 and 2, Microphone, external speaker, Antenna, 5-year warranty                   | Speaker and Microphone                        | M22URS9PW1BN | \$4,625.00 | 318 | \$1,470,750.00 | 35.00%     | \$955,987.50     |
|                                                                                                                                                        | Speaker and Microphone                        | B18CR/W22BA  | \$132.00   | 318 | \$41,976.00    | 35.00%     | \$27,284.40      |
|                                                                                                                                                        | <b>Additional Features / Software Options</b> |              |            |     |                |            |                  |
| Over the Air Programming (OTAP)                                                                                                                        |                                               | G996AS       | \$100.00   | 318 | \$31,800.00    | 35.00%     | \$20,670.00      |
| P25 Link Layer Authentication (Radio Authentication)                                                                                                   |                                               | GA01767AG    | \$100.00   | 318 | \$31,800.00    | 35.00%     | \$20,670.00      |
| Programming over Wi-Fi                                                                                                                                 |                                               | GA09001AA    | \$300.00   | 318 | \$95,400.00    | 35.00%     | \$62,010.00      |
| Enhanced Data                                                                                                                                          |                                               | QA03399AA    | \$150.00   | 318 | \$47,700.00    | 35.00%     | \$31,005.00      |
|                                                                                                                                                        |                                               |              |            |     |                |            |                  |
| (Remote Mount-Dual Control Head) Single Band 7/800 MHz Radio (Fire Service), P25 Phase 1 and 2, Microphone, external speaker, Antenna, 5-year warranty | Speaker and Microphone                        | M25URS9PW1BN | \$6,554.00 | 31  | \$203,174.00   | 35.00%     | \$132,063.10     |
|                                                                                                                                                        | Speaker and Microphone                        | B18CR/W22BA  | \$147.00   | 62  | \$9,114.00     | 35.00%     | \$5,924.10       |
|                                                                                                                                                        | <b>Additional Features / Software Options</b> |              |            |     |                |            |                  |
| Over the Air Programming (OTAP)                                                                                                                        |                                               | G996AS       | \$100.00   | 31  | \$3,100.00     | 35.00%     | \$2,015.00       |
| P25 Link Layer Authentication (Radio Authentication)                                                                                                   |                                               | GA01767AG    | \$100.00   | 31  | \$3,100.00     | 35.00%     | \$2,015.00       |
| Programming over Wi-Fi                                                                                                                                 |                                               | GA09001AA    | \$300.00   | 31  | \$9,300.00     | 35.00%     | \$6,045.00       |
| Enhanced Data                                                                                                                                          |                                               | QA03399AA    | \$150.00   | 31  | \$4,650.00     | 35.00%     | \$3,022.50       |
|                                                                                                                                                        |                                               |              |            |     |                |            |                  |
| (Marine Mount) Single Band 7/800 MHz Radio (Fire Service), P25 Phase 1 and 2, Microphone, external speaker, Antenna, 5-year warranty                   | Speaker and Microphone                        | M22URS9PW1BN | \$4,625.00 | 1   | \$4,625.00     | 35.00%     | \$3,006.25       |
|                                                                                                                                                        | Speaker and Microphone                        | B18CR/W22BA  | \$132.00   | 1   | \$132.00       | 35.00%     | \$85.80          |
|                                                                                                                                                        | <b>Additional Features / Software Options</b> |              |            |     |                |            |                  |
| Over the Air Programming (OTAP)                                                                                                                        |                                               | G996AS       | \$100.00   | 1   | \$100.00       | 35.00%     | \$65.00          |
| P25 Link Layer Authentication (Radio Authentication)                                                                                                   |                                               | GA01767AG    | \$100.00   | 1   | \$100.00       | 35.00%     | \$65.00          |
| Programming over Wi-Fi                                                                                                                                 |                                               | GA09001AA    | \$300.00   | 1   | \$300.00       | 35.00%     | \$195.00         |
| Enhanced Data                                                                                                                                          |                                               | QA03399AA    | \$150.00   | 1   | \$150.00       | 35.00%     | \$97.50          |
|                                                                                                                                                        |                                               |              |            |     |                |            |                  |

## Rowan County Subscriber Pricing Sheets

| Mobile Subscribers - Public Service                                                                                     |  | Model                                   | Unit Price   | Qty | Extended Price | Discount % | Discounted Price |
|-------------------------------------------------------------------------------------------------------------------------|--|-----------------------------------------|--------------|-----|----------------|------------|------------------|
| Item                                                                                                                    |  |                                         |              |     |                |            |                  |
| Single Band 7/800 MHz Radio (Public Service), P25 Phase 1 and 2, Microphone, external speaker, Antenna, 5-year warranty |  | M36URS9PW1BN                            | \$3,666.00   | 20  | \$73,320.00    | 35.00%     | \$47,658.00      |
| Speaker and Microphone                                                                                                  |  | B18CR/W22BA                             | \$132.00     | 20  | \$2,640.00     | 35.00%     | \$1,716.00       |
| <b>Additional Features / Software Options</b>                                                                           |  |                                         |              |     |                |            |                  |
| Over the Air Programming (OTAP)                                                                                         |  | G996AS                                  | \$100.00     | 20  | \$2,000.00     | 35.00%     | \$1,300.00       |
| P25 Link Layer Authentication (Radio Authentication)                                                                    |  | GA01767AG                               | \$100.00     | 20  | \$2,000.00     | 35.00%     | \$1,300.00       |
| Enhanced Data                                                                                                           |  | QA03399AA                               | \$150.00     | 20  | \$3,000.00     | 35.00%     | \$1,950.00       |
| <b>Miscellaneous Accessories</b>                                                                                        |  |                                         |              |     |                |            |                  |
| Programming Cable                                                                                                       |  | PMKN4013C                               | \$98.23      | 36  | \$3,536.28     | 35.00%     | \$2,298.58       |
| Key Fill Device                                                                                                         |  | T8476B (Multiple Model Numbers Options) | \$7,666.60   | 3   | \$22,999.80    | 35.00%     | \$14,949.87      |
| <b>OPTIONAL Subscribers</b>                                                                                             |  |                                         |              |     |                |            |                  |
| Item                                                                                                                    |  | Model                                   | Unit Price   | Qty | Extended Price | Discount % | Discounted Price |
| APX 8000 Option                                                                                                         |  | H91TGD9PW7AN                            | \$9,375.00   | 1   | \$9,375.00     | 35.00%     | \$6,093.75       |
| APX 8500 Option                                                                                                         |  | M37TSS9PW1AN                            | \$8,950.00   | 1   | \$8,950.00     | 35.00%     | \$5,817.50       |
| APX 8500 Dual Control Option                                                                                            |  | M37TSS9PW1AN                            | \$9,682.00   | 1   | \$9,682.00     | 35.00%     | \$6,293.30       |
| APX NEXT Option                                                                                                         |  | H55TGT9PW8AN                            | \$11,098.63  | 1   | \$11,098.63    | 35.00%     | \$7,214.11       |
| APX NEXT XE Option                                                                                                      |  | H55TGT9PW8AN                            | \$12,209.90  | 1   | \$12,209.90    | 35.00%     | \$7,936.44       |
| APX 4000 Option                                                                                                         |  | H51UCH9PW7AN                            | \$4,906.25   | 1   | \$4,906.25     | 35.00%     | \$3,189.06       |
| <b>Services and Installation</b>                                                                                        |  |                                         |              |     |                |            |                  |
| Item                                                                                                                    |  |                                         | Unit Price   | Qty | Extended Price | Discount % | Discounted Price |
| Programming and Installation Total Subscribers                                                                          |  | N/A                                     | \$747,950.50 | 1   | \$747,950.50   | 0.00%      | \$747,950.50     |
| Programming and Installation (OPTIONAL Subscribers)                                                                     |  | N/A                                     | \$841.13     | 2   | \$1,682.25     | 35.00%     | \$1,093.46       |
| System Infrastructure Enhanced Data for 6 Sites (System Option)                                                         |  | N/A                                     | \$4,160.00   | 6   | \$24,960.00    | 35.00%     | \$16,224.00      |

## Rowan County Subscriber Pricing Sheets

| Item                                                                    | Unit Price | Qty | Extended Price         | Discount % | Discounted Price        |
|-------------------------------------------------------------------------|------------|-----|------------------------|------------|-------------------------|
| <b>TOTAL SUBSCRIBER EQUIPMENT PRICE</b>                                 |            |     | <b>\$13,751,103.58</b> |            | <b>\$9,200,000.00</b>   |
| <b>One-time discount for total Service and Installation as proposed</b> |            |     |                        |            | <b>(\$500,000.00)</b>   |
| <b>Discount Incentive if Order placed by 12/17</b>                      |            |     |                        |            | <b>(\$300,000.00)</b>   |
| <b>Discount Incentive if Shipped by 12/17</b>                           |            |     |                        |            | <b>(\$300,000.00)</b>   |
| <b>Volume Discount qty &gt; 2000 Subscribers</b>                        |            |     |                        |            | <b>(\$1,500,000.00)</b> |
| <b>Discount Incentive for Trade-in</b>                                  |            |     |                        |            | <b>(\$500,000.00)</b>   |
| <b>TOTAL SUBSCRIBER EQUIPMENT PRICE WITH DISCOUNTS</b>                  |            |     |                        |            | <b>\$6,100,000.00</b>   |
|                                                                         |            |     |                        |            |                         |
| <b>TOTAL SUBSCRIBER (ADDITIONAL FEATURES AND OPTIONS)</b>               |            |     | <b>\$1,279,460.00</b>  |            | <b>\$799,214.00</b>     |
| <b>TOTAL (OPTIONAL SUBSCRIBERS)</b>                                     |            |     | <b>\$57,904.03</b>     |            | <b>\$37,637.62</b>      |