



## PORT ST LUCIE POLICE DEPT

11/29/2023

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Dear Bill May,

Motorola Solutions is pleased to present PORT ST LUCIE POLICE DEPT with this quote for quality communications equipment and services. The development of this quote provided us the opportunity to evaluate your requirements and propose a solution to best fulfill your communications needs.

This information is provided to assist you in your evaluation process. Our goal is to provide PORT ST LUCIE POLICE DEPT with the best products and services available in the communications industry. Please direct any questions to Luke Tucker at [ltucker@emciwireless.com](mailto:ltucker@emciwireless.com).

We thank you for the opportunity to provide you with premier communications and look forward to your review and feedback regarding this quote.

Sincerely,

Luke Tucker

Motorola Solutions Manufacturer's Representative

Shipping Address:  
 PORT ST LUCIE POLICE DEPT  
 121 SW PORT ST LUCIE BLVD  
 BLDG C  
 PORT SAINT LUCIE, FL 34984  
 US

Quote Date:11/29/2023  
 Expiration Date:12/15/2023  
 Quote Created By:  
 Luke Tucker  
 ltucker@emciwireless.com  
  
 End Customer:  
 PORT ST LUCIE POLICE DEPT  
 Bill May  
 bmay@cityofpsl.com  
  
 Contract: 19860 - NASPO 00318

### Summary:

Any sales transaction resulting from Motorola's quote is based on and subject to the applicable Motorola Standard Terms and Conditions, notwithstanding terms and conditions on purchase orders or other Customer ordering documents. Motorola Standard Terms and Conditions are found at [www.motorolasolutions.com/product-terms](http://www.motorolasolutions.com/product-terms).

Line #	Item Number	Description	Qty	Term	List Price	Sale Price	Ext. Sale Price
	APX™ N70	APX N70					
1	H35UCT9PW8AN	APX N70 7/800 MODEL 4.5 PORTABLE	360		\$5,014.00	\$3,660.22	\$1,317,679.20
1a	QA08821AA	ALT: 7800 STUBBY 762-870MHZ	360		\$28.60	\$20.88	\$7,516.80
1b	QA08824AA	ALT: 3.0" HOLSTER	360		\$12.87	\$9.40	\$3,384.00
1c	QA09017AA	ADD: LTE WITH ACTIVE SERVICE AT&T US*	360		\$0.00	\$0.00	\$0.00
1d	QA09030AA	ADD: MOTOROLA HOSTED RADIOCENTRAL W CPS*	360		\$0.00	\$0.00	\$0.00
1e	QA01767BL	ADD: P25 LINK LAYER AUTHENTICATION	360		\$0.00	\$0.00	\$0.00
1f	QA03399AK	ADD: ENHANCED DATA	360		\$0.00	\$0.00	\$0.00
1g	H38DA	ADD: SMARTZONE OPERATION	360		\$0.00	\$0.00	\$0.00
1h	Q806CH	ADD: ASTRO DIGITAL CAI OPERATION	360		\$0.00	\$0.00	\$0.00
1i	QA00580BA	ADD: TDMA OPERATION	360		\$0.00	\$0.00	\$0.00



Any sales transaction following Motorola's quote is based on and subject to the terms and conditions of the valid and executed written contract between Customer and Motorola (the "Underlying Agreement") that authorizes Customer to purchase equipment and/or services or license software (collectively "Products"). If no Underlying Agreement exists between Motorola and Customer, then Motorola's Standard Terms of Use and Motorola's Standard Terms and Conditions of Sales and Supply shall govern the purchase of the Products.  
 Motorola Solutions, Inc.: 500 West Monroe, United States - 60661 ~ #: 36-1115800

Line #	Item Number	Description	Qty	Term	List Price	Sale Price	Ext. Sale Price
1j	H637AB	ADD: RADIO CENTRAL PROGRAMMING PROMO CARVE OUT+	360		-\$32.04	-\$32.04	-\$11,534.40
1k	H636AA	ADD: APX N70 APPLICATION BUNDLE PROMO+	360		-\$300.00	-\$300.00	-\$108,000.00
1l	BD00001AA	ADD: CORE BUNDLE	360		\$3,106.00	\$2,267.38	\$816,256.80
1m	H499KC	ENH: SUBMERSIBLE (DELTA T)	360		\$0.00	\$0.00	\$0.00
1n	Q361CD	ADD: P25 9600 BAUD TRUNKING	360		\$0.00	\$0.00	\$0.00
1o	QA09001AM	ADD: WIFI CAPABILITY	360		\$0.00	\$0.00	\$0.00
1p	Q387CB	ADD: MULTICAST VOTING SCAN	360		\$0.00	\$0.00	\$0.00
1q	QA09028AA	ADD: VIQI VC RADIO OPERATION	360		\$0.00	\$0.00	\$0.00
1r	BD00010AA	ADD: SECURITY BUNDLE	360		\$1,023.00	\$746.79	\$268,844.40
1s	H797DW	ENH: DVP-XL ENCRYPTION AND ADP	360		\$0.00	\$0.00	\$0.00
1t	Q15AK	ADD: AES/DES-XL/DES-OFB ENCRYPTION AND ADP	360		\$0.00	\$0.00	\$0.00
1u	Q498BN	ENH: ASTRO 25 OTAR W/ MULTIKEY	360		\$0.00	\$0.00	\$0.00
1v	BD00037AA	ADD: AUDIO BUNDLE	360		\$268.00	\$195.64	\$70,430.40
1w	QA09006AA	ADD: ADAPTIVE NOISE SUPPRESSION	360		\$0.00	\$0.00	\$0.00
1x	QA01833AH	ADD: EXTREME 1-SIDED NOISE REDUCTION	360		\$0.00	\$0.00	\$0.00
1y	QA08676AA	ADD: ADAPTIVE SPEAKER VOLUME	360		\$0.00	\$0.00	\$0.00
2	LSV01S03061A	APX N70 DMS ESSENTIAL W ACC DMG	360	5 YEARS	\$664.80	\$664.80	\$239,328.00
3	SSV01P01685B	ELIGIBLE FOR PROMO - CC AWARE STARTER+	360	1 YEAR	\$0.00	\$0.00	\$0.00



Line #	Item Number	Description	Qty	Term	List Price	Sale Price	Ext. Sale Price
4	SSV01P01407B	SMARTPROGRAMMING PROMO+	360	1 YEAR	\$75.00	\$75.00	\$27,000.00
5	SSV01P01406A	SMARTCONNECT PROMO+	360	1 YEAR	\$75.00	\$75.00	\$27,000.00
6	SSV01P01476A	SMARTLOCATE PROMO+	360	1 YEAR	\$75.00	\$75.00	\$27,000.00
7	SSV01P01902A	SMARTMAPPING PROMO+	360	1 YEAR	\$75.00	\$75.00	\$27,000.00
8	LSV01P03092A	RADIOCENTRAL PROGRAMMING PROMO	360	1 YEAR	\$32.04	\$32.04	\$11,534.40
9	LSV01S03082A	RADIOCENTRAL PROGRAMMING	360	4 YEARS	\$128.16	\$128.16	\$46,137.60
	APX™ 6500 / Enh Series	ENHANCEDAPX6500					
10	M25URS9PW1BN	APX6500 ENHANCED 7/800 MHZ MOBILE	35		\$3,383.12	\$2,469.68	\$86,438.80
10a	G831AD	ADD: SPKR 15W WATER RESISTANT	35		\$66.00	\$48.18	\$1,686.30
10b	G996AS	ENH: OVER THE AIR PROVISIONING	35		\$110.00	\$80.30	\$2,810.50
10c	GA00235AA	ADD: NO GPS ANTENNA NEEDED APX	35		\$0.00	\$0.00	\$0.00
10d	GA01579AB	ADD: BLUETOOTH/WIFI GLASSMOUNT 2.4/5GHZ	35		\$77.00	\$56.21	\$1,967.35
10e	G51AU	ENH: SMARTZONE OPERATION APX6500	35		\$1,320.00	\$963.60	\$33,726.00
10f	G67DT	ADD: REMOTE MOUNT E5 APXM	35		\$327.00	\$238.71	\$8,354.85
10g	GA09001AA	ADD: WI-FI CAPABILITY	35		\$330.00	\$240.90	\$8,431.50
10h	G618AC	ADD: REMOTE MOUNT CABLE 10 FT APX	35		\$11.00	\$8.03	\$281.05
10i	G444AH	ADD: APX CONTROL HEAD SOFTWARE	35		\$0.00	\$0.00	\$0.00
10j	G806BL	ENH: ASTRO DIGITAL CAI OP APX	35		\$567.00	\$413.91	\$14,486.85



Line #	Item Number	Description	Qty	Term	List Price	Sale Price	Ext. Sale Price
10k	GA01670AA	ADD: APX E5 CONTROL HEAD	35		\$717.00	\$523.41	\$18,319.35
10l	W22BA	ADD: STD PALM MICROPHONE APX	35		\$79.00	\$57.67	\$2,018.45
10m	G174AD	ADD: ANT 3DB LOW-PROFILE 762-870	35		\$47.00	\$34.31	\$1,200.85
10n	G361AH	ENH: P25 TRUNKING SOFTWARE APX	35		\$330.00	\$240.90	\$8,431.50
10o	GA00255AF	ADD: 5Y ESSENTIAL ACCIDENTAL DAMAGE	35		\$670.00	\$670.00	\$23,450.00
10p	GA09007AA	ADD: OUT OF THE BOX WIFI PROVISIONING	35		\$0.00	\$0.00	\$0.00
10q	G193AK	ADD: ADP ONLY (NON-P25 CAP COMPLIANT) (US ONLY)	35		\$0.00	\$0.00	\$0.00
11	PMMN4142A	XVP730 REMOTE SPEAKER MICROPHONE NO CHANNEL KNOB, FOR APX N RADIOS	360		\$486.00	\$354.78	\$127,720.80
12	PMNN4816A	BATT IMPRES 2 LIION IP68 3200T	360		\$225.50	\$164.62	\$59,263.20
13	PMPN4604A	CHARGER,CHGR DESKTOP SINGLE UNIT IMPRES 2 EXT US	360		\$207.14	\$151.21	\$54,435.60
Product Services							
14	LSV00Q00202A	DEVICE PROGRAMMING	1		\$39,294.00	\$39,294.00	\$39,294.00

**Grand Total**

Sub Total	\$3,261,894.15
<b>Radio Trade-In and Volume Purchase by 12/15/23</b>	\$219,500.00
<b>Grand Total</b>	<b>\$3,042,394.15</b>

**Notes:**

- Additional information is required for one or more items on the quote for an order.
- + Promotional pricing for 1 year Application Service trial.

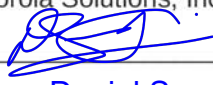


Motorola's quote (Quote Number: \_\_\_\_\_ Dated: \_\_\_\_\_ ) is based on and subject to the terms and conditions of the valid and executed written contract between Customer and Motorola (the "Underlying Agreement") that authorizes Customer to purchase equipment and/or services or license software (collectively "Products"). If no Underlying Agreement exists between Motorola and Customer, then the following Motorola's Standard Terms of use and Purchase Terms and Conditions govern the purchase of the Products which is found at <http://www.motorolasolutions.com/product-terms>.

The Parties hereby enter into this Agreement as of the Effective Date.

Motorola Solutions, Inc.

Customer

By:  \_\_\_\_\_

By: \_\_\_\_\_

Name: Daniel Sanchez

Name: \_\_\_\_\_

Title: Territory Vice President

Title: \_\_\_\_\_

Date: 12/4/2023

Date: \_\_\_\_\_

- **Any associated promotions for SmartConnect, SmartProgramming, SmartMessaging, SmartMapping, SmartLocate, ViQi Virtual Partner, RadioCentral or CommandCentral Aware are valid only for orders placed on or before December 31, 2023. A new quote is required if the order is placed beyond this date.**
- Unless otherwise noted, this quote excludes sales tax or other applicable taxes (such as Goods and Services Tax, sales tax, Value Added Tax and other taxes of a similar nature). Any tax the customer is subject to will be added to invoices.



## APX N70 PORTABLE RADIO SOLUTION DESCRIPTION

### OVERVIEW

The APX N70 offers affordable, next generation communications for without compromising P25 interoperability or voice and data quality. It offers a durable design with “pick-up-and-go” functionality, optimizing ease-of-use and focused communications in almost all environments.

#### DURABLE AND EASY TO USE

The APX N70 enhances operations with a full color transfective glass display with touch technology for easy operation with gloves on. The touchscreen includes a high velocity user interface with large touch targets, shallow menu hierarchy, home screen information at a glance, and access to integrated apps. Additionally, the N70 offers extended battery life, a shorter antenna, and Bluetooth compatibility with audio accessories, promoting efficient communications between first responders.

#### Mission-Critical Audio

For first responders in mission-critical situations, the APX N70 offers high dynamic range microphones and an adaptive sound engine that minimizes background noise and promotes clarity, amplifying intelligible voice communication between first responders.

#### ESSENTIAL AND SECURE P25 COMMUNICATIONS

The APX N70 is certified compliant with P25 standards and supports digital and analog trunking, FDMA and TDMA, and Integrated Voice and Data. P25 communications over the N70 are safe and secure—it offers software and hardware encryption, single- and multi key encryption, and P25 Authentication, protecting communications during daily operations.

#### Reliable Connectivity

Using the APX N70 lets first responders stay connected across disparate networks. It can be equipped with LTE, Wi-Fi®, Bluetooth®, and GPS features, bringing future-ready applications, services, and best-in-class connectivity to everyday users. APX N70 radios support 7/800 MHz frequency bands across radio systems with minimal intervention by the radio user.

## Managing and Provisioning Devices

APN N70 provides users greater awareness and faster radio management through Customer Programming Software (“CPS”), Radio Management (“RM”), or the Radio Central programming. These tools transform accurate data into smarter action by enabling dispatchers and network managers to keep radios in the field, make informed operational decisions, and, above all, protect first responders' focus and safety.

#### Customer Programming Service





CPS is a proprietary, Windows-based application used to configure APX subscriber radios in offline situations. The CPS application offers drag-and-drop, clone-wizard, and basic import/export functions that allow for the addition of new software and feature enhancements. APX N radios can be programmed one-at-a-time on a local PC, via secure USB port connection, with TLS-PSK based encryption. Once loaded, subscriber radios are read, and edited, and codeplugs and templates can be saved and duplicated to program other fleet radios.

### Radio Management

Batch Programming is available through the RM software for simultaneous programming and upgrading throughout the radio fleet. With Batch Programming, up to 16 radios can be programmed at once over a Wi-Fi connection. This reduces programming time and ensures that the radio fleet is always up-to-date and ready-to-use in the field.

### Device Management Services

Device Management Services (“DMS”) packages provide programming, management, and maintenance services to maximize the effectiveness of this APX N70 solution, while reducing maintenance risk, workload, and total cost of ownership. DMS tackles a range of customer needs, whether the solution is self-maintained or managed by Motorola Solutions.

Using Motorola Solutions’ cloud-based Radio Central Programming, APX N70 supports faster provisioning and deployment to get devices in the hands of first responders and out into the field. Parameters such as talk groups, interface options, and security keys can be programmed remotely within minutes. The DMS package provides access to batch programming with Radio Central Programming or one-at-a-time basic programming with Customer Programming Service, described below.

### Radio Central

Radio Central Programming streamlines the APX N70 out-of-the-box experience with a few simple steps. Users will power on the device and view a boot-up animation. Status bar icons on the front display indicate when a connection is made and an update download is initiated. If the APN N70 device is being started for the first time, a “peek-in” device management notification will indicate that the default configuration is detected. When the update download is complete, the device reboots and installs the update. When the install is complete, the device goes back to the full home screen and notifies the user that the update is complete. From power on to provisioning, the process takes less than a minute. For Encryption and Authentication users, a KVL needs to be connected to the radio to use those services.

APX N70 also features Touchless Key Provisioning (“TKP”), leveraging Radio Central and Key Management Facility to add encryption keys remotely. This streamlined, one-time process reduces the time and effort spent enabling encryption. TKP delivers the initial encryption keys to APN N70 radios. Users can provision encryption on one radio or on batches of radios, further speeding up the encryption process for radio fleets.

The figure below illustrates APX N70’s faster provisioning process.

