

Billing Address:  
 PINELLAS PARK FIRE DEPT, CITY  
 OF  
 PO BOX 1100  
 PINELLAS PARK, FL 33780  
 US

Shipping Address:  
 PINELLAS PARK FIRE DEPT, CITY  
 OF  
 11350 43RD ST N  
 CLEARWATER, FL 33762  
 US

Quote Date:10/15/2024  
 Expiration Date:12/14/2024  
 Quote Created By:  
 Karen DiMarco  
 kdimarco@emciwireless.com  
 End Customer:  
 PINELLAS PARK FIRE DEPT, CITY OF  
 Alex Bowlby  
 abowlby@pinellas-park.com  
 727-214-7852

Contract: 19860 - NASPO 00318  
 Payment Terms:30 NET

Line #	Item Number	Description	Qty	Term	List Price	Disc %	Sale Price	Ext. Sale Price
	APX™ NEXT	APX NEXT XE SINGLE BAND						
1	H45TGT9PW8AN	APX NEXT SINGLE BAND MODEL 4.5 PORTABLE	19		\$6,641.00	27.0%	\$4,847.93	\$92,110.67
1a	QA00569AP	ADD: 7/800MHZ BAND	19		\$0.00	0.0%	\$0.00	\$0.00
1b	BD00001AA	ADD: CORE BUNDLE	19		\$3,106.00	27.0%	\$2,267.38	\$43,080.22
1c	H499KC	ENH: SUBMERSIBLE (DELTA T)	19		Included	Included	Included	Included
1d	H38DA	ADD: SMARTZONE OPERATION	19		Included	Included	Included	Included
1e	Q806CH	ADD: ASTRO DIGITAL CAI OPERATION	19		Included	Included	Included	Included
1f	Q361CD	ADD: P25 9600 BAUD TRUNKING	19		Included	Included	Included	Included
1g	QA09028AA	ADD: VIQI VC RADIO OPERATION	19		Included	Included	Included	Included
1h	QA03399AK	ADD: ENHANCED DATA	19		Included	Included	Included	Included
1i	Q387CB	ADD: MULTICAST VOTING SCAN	19		Included	Included	Included	Included
1j	QA00580BA	ADD: TDMA OPERATION	19		Included	Included	Included	Included



Line #	Item Number	Description	Qty	Term	List Price	Disc %	Sale Price	Ext. Sale Price
1k	QA09001AM	ADD: WIFI CAPABILITY	19		Included	Included	Included	Included
1l	QA01767BL	ADD: P25 LINK LAYER AUTHENTICATION	19		Included	Included	Included	Included
1m	Q498BN	ENH: ASTRO 25 OTAR W/ MULTIKEY	19		Included	Included	Included	Included
1n	H797DW	ENH: DVP-XL ENCRYPTION AND ADP	19		Included	Included	Included	Included
1o	Q15AU	ADD: AES/DES-XL/DES-OFB ENCRYPTION AND ADP	19		Included	Included	Included	Included
1p	QA09113AA	ADD: BASELINE RELEASE SW	19		\$0.00	0.0%	\$0.00	\$0.00
1q	QA09016AA	ADD: LTE FOR VERIZON LTE SERVICE	19		\$0.00	0.0%	\$0.00	\$0.00
1r	QA01427AK	ALT: APX NEXT XE HOUSING GREEN	19		\$28.00	27.0%	\$20.44	\$388.36
1s	QA02006AE	ADD: APX NEXT XE M4.5 RUGGED RADIO	19		\$770.00	27.0%	\$562.10	\$10,679.90
1t	QA09030AA	ADD: MOTOROLA HOSTED RADIOCENTRAL W CPS	19		\$0.00	0.0%	\$0.00	\$0.00
1u	QA07680AA	ADD: MULTI SYSTEM OTAR	19		Included	Included	Included	Included
1v	BD00010AB	ADD: SECURITY BUNDLE	19		\$1,147.00	27.0%	\$837.31	\$15,908.89
2	LSV01S03446A	APX NEXT DMS ESSENTIAL	19	3 YEARS	\$230.76	0.0%	\$230.76	\$4,384.44
3	NNTN9217A	BATTERY PACK,BATTERY PACK,IMPRES GEN2, LIION,IP68, 4400T, UL2054 DIV 2	19		\$284.35	27.0%	\$207.58	\$3,944.02
4	LSV01S03082A	RADIOCENTRAL PROGRAMMING	19	5 YEARS	\$160.20	0.0%	\$160.20	\$3,043.80
5	SSV01S01407A	SMARTPROGRAMMING	19	1 YEAR	\$75.00	0.0%	\$75.00	\$1,425.00
6	SSV01S01406A	SMARTCONNECT	19	1 YEAR	\$75.00	0.0%	\$75.00	\$1,425.00
7	SSV01S01476A	SMARTLOCATE	19	1 YEAR	\$75.00	0.0%	\$75.00	\$1,425.00
8	SSV01S01907A	SMARTMAPPING	19	1 YEAR	\$75.00	0.0%	\$75.00	\$1,425.00
9	NNTN9199A	IMPRES 2 SUC, 3.0A, 120VAC, TYPE A PLUG, NA	19		\$169.56	27.0%	\$123.78	\$2,351.82



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	Disc %	Sale Price	Ext. Sale Price
10	PMMN4154A	XVE500 DIV 1 REMOTE SPEAKER MIC, HIGH IMPACT GREEN WITH KNOB, UL	19		\$748.00	27.0%	\$546.04	\$10,374.76
Product Services								
11	LSV00Q00202A	DEVICE PROGRAMMING	19		\$85.00	0.0%	\$85.00	\$1,615.00

**Grand Total** **\$193,581.88(USD)**

*\*Upfront costs include the cost of Hardware, Accessories and Implementation, where applicable.*

### Notes:

- + 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: \_\_\_\_\_

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

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

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

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

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 NEXT RADIO SOLUTIONS

### Overview

APX NEXT is Motorola Solutions' next-generation P25 platform purpose-built for first responders to access and act on information while maintaining focus in critical situations. Across all aspects of the radio experience—deployment, operation, maintenance, and evolution—APX NEXT brings critical advancements to usability and performance. Equipped with broadband, LTE, Wi-Fi, Bluetooth 5.0, and GPS capabilities, APX NEXT extends future-ready performance, applications, and full interoperability to the field and control room to transform accurate data into smarter action.

Key benefits of the APX NEXT include the following:

- **SmartTouch Experience** – Easier operation centered around a redefined 3.6" impact resistant touch display and shallow menu hierarchy. This cleaner and more intuitive visual layout increases the usability of the APX NEXT radio and helps users find the information they need without pause or distraction.
- **Ruggedized, Ergonomic Design** – Increased personnel safety and efficiency with an improved T-Grip ergonomic design, full-color top display, and tactile knobs for efficient use in emergency situations. Patented touch technology enables for reliable gloved use, while also making the screen immune to false actuations from water, snow, ice, or debris. The APX Next device meets the same MIL standards for ruggedization achieved by Motorola Solutions' APX platform radios.
- **Easy Fleet Management** – Easier and quicker radio provisioning, remote software updates, and streamlined management reduce downtime and support control center staff. Motorola Solutions' Device Management Services (DMS) maximize the effectiveness of APX NEXT, reducing maintenance risk, workload, and total cost of ownership. DMS brings RadioCentral (RC) programming to APX NEXT, as well, supporting faster provisioning and deployment to get devices in the hands of responders and out into the field.
- **Secure Communications** – Hardened End-to-End security allows only authorized units in the system to listen to transmissions. Real-time security provides seamless protection from the device and data in transit to the cloud and the LMR system

### Evolving with Applications Services

APX NEXT Application Services enhance device capabilities and improve user experience. These applications are subscription-based offerings for easier optimization and scaling to meet evolving needs.



## Purchase Order Checklist

Marked as PO/ Contract/ Notice to Proceed on Company Letterhead  
**(PO will not be processed without this)**

PO Number/ Contract Number

PO Date

Vendor = Motorola Solutions, Inc.

Payment (Billing) Terms/ State Contract Number

Bill-To Name on PO must be equal to the *Legal* Bill-To Name

Bill-To Address

Ship-To Address (If we are shipping to a MR location, it must be documented on PO)

Ultimate Address (If the Ship-To address is the MR location then the Ultimate Destination address must be documented on PO )

PO Amount must be equal to or greater than Order Total

Non-Editable Format (Word/ Excel templates cannot be accepted)

Bill To Contact Name & Phone # and EMAIL for customer accounts payable dept

Ship To Contact Name & Phone #

Tax Exemption Status

Signatures (As required)



CITY HALL - P.O.Box 1100  
PINELLAS PARK, FL 33780-1100

**Please Respond To:**

James W. Denhardt  
City Attorney  
Law Offices of James W. Denhardt  
2700 First Avenue North  
St. Petersburg, Florida 33713  
(727) 327-3400 - Telephone  
(727) 323-0888 - Facsimile

November 4, 2024

Dr. Debra Rose  
Fire Administration Services Director  
City of Pinellas Park  
P. O. Box 1100  
Pinellas Park, Florida 33780-1100

**RE: City Document #24-287**  
**Motorola Services Purchase Agreement for PPF D Radios**

Dear Dr. Rose:

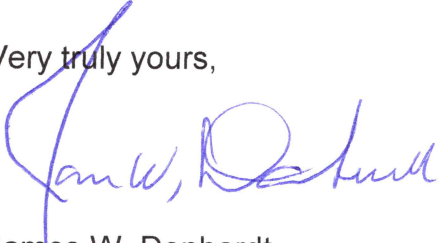
Our office has received and reviewed the above-referenced Purchase Agreement with Motorola Services for radios for the Pinellas Park Fire Department, and the accompanying Terms and Conditions referenced on page 3 of the Agreement. As the purchase price for this Agreement is in excess of \$35,000, such Agreement will need to be approved by City Council, and would typically require a competitive procurement. However, you have advised us that this Agreement is akin to a "sole source" agreement, as Motorola is the exclusive provider for radios and other similar equipment for the Pinellas Park Fire Department.

You also have advised us that this Agreement is being "piggybacked" on another contract, specifically Contract No. 19860-NASPO 00318 (National Association of State Procurement Officials), with such Contract being referenced on page 1 of the Agreement. Additionally, you indicated that this Agreement has been forwarded to the City's Purchasing Department, which authorized execution of the same.

Ms. Megan Montesino  
August 21, 2024  
Page 2

Based on the foregoing, our office would approve of the Agreement with Motorola Solutions as to form and correctness.

Very truly yours,



James W. Denhardt  
City Attorney

cc: Bart Diebold, City Manager  
Jennifer Carfagno, MMC, City Clerk  
Dan Hubbard, Asst. City Manager  
Chief Brett Schlatterer  
Deputy Chief Alex Bowlby

JWD/dh

24-287.20241104.LDR.Motorola Services Purchase Agmt for PPF.D.wpd



Debra Rose &lt;drose@pinellas-park.com&gt;

---

**Re: For Purchasing Review: APX NEXT radio quote updated for 1 year of SMART SERVICES**

1 message

---

**Rosanna Hany** <Rhany@pinellas-park.com>  
To: Debra Rose <DRose@pinellas-park.com>

Wed, Oct 30, 2024 at 10:28 AM

This looks good and you can proceed.

Thank you,

Rosanna Hany  
Purchasing Director  
City of Pinellas Park  
727-369-5713

On Wed, Oct 30, 2024 at 8:10 AM Debra Rose <DRose@pinellas-park.com> wrote:

Good morning Rosanna,  
Attached please find a new quote for Motorola radios to be purchased this fiscal year. I want to make sure that it meets with Purchasing approval and then will send to the Attorney for review prior to placing on the Council agenda.  
Thank you again!  
Debra

Debra A. Rose  
Administrative Services Director  
Pinellas Park Fire Department  
[11350 43rd Street North](#)  
[Clearwater, FL 33762](#)  
Tel. 727-369-5801  
Fax 727-369-5785