



**MOTOROLA** SOLUTIONS

# CORAL GABLES POLICE DEPARTMENT

APX NEXT PORTABLE RADIOS

JUNE 20, 2025



June 20<sup>th</sup>, 2025

Chief Ed Hudak  
CORAL GABLES POLICE DEPARTMENT  
2151 Salzedo St, Coral Gables, FL 33134

Subject: APX NEXT Radio Fleet Replacement

Dear Chief Hudak:

Motorola Solutions, Inc. ("Motorola") is pleased to have the opportunity to provide the Coral Gables Police Department with quality communications equipment and services. The Motorola project team has taken great care to propose a solution that will meet your needs and provide unsurpassed value.

To best meet the functional and operational specifications of this solicitation, our solution includes a combination of hardware, software, and services. Specifically, this solution provides:

- APX NEXT Multi-band Radios & Accessories
- LTE Smart Application Services
- Radio Central Programming
- CommandCentral Aware
- Wave Dispatch Messaging Client
- Warranty with Accidental Damage

This proposal shall be governed by the terms and conditions of the NASPO-00318 Agreement. This proposal and pricing shall remain valid through July 15<sup>th</sup>, 2025. The Coral Gables Police Department can accept this proposal with a signed Lease NTP and the accompanying Municipal Lease documentation #25695, referencing the NASPO-00318 Agreement and this proposal, to show proof of funding. Motorola would be pleased to address any concerns you may have regarding the proposal. Any questions can be directed to your Motorola Account Executive, Denise Contreras at 786-459-7806 or [denise.contreras@motorolasolutions.com](mailto:denise.contreras@motorolasolutions.com).

We thank you for the opportunity to furnish the Coral Gables Police Department with "best in class" solutions and we hope to strengthen our relationship by implementing this project. Our goal is to provide you with the best products and services available in the communications industry.

Sincerely,  
Motorola Solutions, Inc.



Danny Sanchez  
Territory Vice President



**MOTOROLA**

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## TABLE OF CONTENTS

### Section 1

Executive Summary .....	1-1
-------------------------	-----

### Section 2

System Description .....	2-1
2.1 APX NEXT PORTABLE RADIO .....	2-1
2.1.1 APX NEXT Portable Radio All-Band .....	2-1
2.1.2 WM800 Wireless Remote Speaker Microphone .....	2-2
2.2 SMART Application Services .....	2-2
2.2.1 Managing and Provisioning Devices .....	2-2
2.2.2 Evolving with Updates and Upgrades .....	2-3
2.2.3 SmartProgramming Application Service .....	2-5
2.2.4 Securing Communications .....	2-5
2.2.5 SmartConnect Application Service .....	2-6
2.2.6 SmartLocate with CommandCentral Aware .....	2-7
2.2.7 SmartMapping Application Service .....	2-8
2.2.8 SmartMessaging .....	2-9
2.3 APX NEXT Device Management Services- Essential Statement of Work .....	2-10
2.3.1 Overview .....	2-10
2.3.2 Hardware Repair .....	2-10
2.3.2.1 Motorola Solutions Responsibilities .....	2-10
2.3.2.2 Customer Responsibilities .....	2-11
2.3.2.3 Limitations and Exclusions .....	2-11
2.3.2.4 Accidental Damage .....	2-12
2.3.2.5 Added Motorola Solutions Responsibilities for Accidental Damage .....	2-12
2.3.2.6 Limitations and Exclusions .....	2-13
2.3.3 Device Technical Support .....	2-13
2.3.3.1 Motorola Solutions Responsibilities .....	2-13
2.3.3.2 Customer Responsibilities .....	2-13
2.3.3.3 Limitations and Exclusions .....	2-13
2.3.4 Software Maintenance .....	2-14
2.3.4.1 Motorola Solutions Responsibilities .....	2-14
2.3.4.2 Customer Responsibilities .....	2-14
2.3.5 Customer Hub Access .....	2-14
2.3.5.1 Motorola Solutions Responsibilities .....	2-14
2.3.5.2 Customer Responsibilities .....	2-14
2.4 Pricing .....	2-16
2.4.1 APX NEXT Portable Radio Pricing .....	2-16
2.5 OPTION 1: PAYMENT TERMS For A COMPLETE CASH PURCHASE	Error! Bookmark not defined.



2.6    OPTION 2: PAYMENT TERMS For A LEASE PURCHASE with Motorola credit  
corporation .....2-17

2.7    Terms and Conditions .....2-18

SECTION 1

# EXECUTIVE SUMMARY

Motorola Solutions, Inc. (Motorola) is pleased to present Coral Gables Police Department with the following proposal. We thank you for the opportunity to work with Coral Gables Police Department on your communication needs.

This proposal includes Next Generation APX NEXT Portable Radios which leverage LTE and SmartRadio technology to improve personnel safety. This APX NEXT platform provides situational awareness through Location Tracking and Mapping of Users, sending of Messaging & Multi-Media between users and enhancing Voice Communications over LTE Cellular. Additionally, leveraging LTE for programming of radios enhances operational efficiency for the Department.

Motorola Solutions values the opportunity to serve Coral Gables Police Department by providing world class, mission critical technology solutions. If you have any questions, please contact Denise Contreras at 786-459-7806.



SECTION 2

# SYSTEM DESCRIPTION

## 2.1 APX NEXT PORTABLE RADIO

### 2.1.1 APX NEXT Portable Radio All-Band

**A MASSIVE ADVANCE IN MISSION-CRITICAL VOICE AND DATA** Your radio is your lifeline. APX NEXT is our next step in advancing it. It's designed to military standards for extreme ruggedness. The touchscreen works with or without gloves—in rain, dirt, and dust. Digital mics and high-power speakers deliver our best audio ever, while SmartConnect keeps you connected even beyond your P25 system. The result is a radio that works when you need it, without pause, distraction or doubt.

#### **EFFORTLESS IS ALWAYS IN REACH**

APX NEXT is designed for effortless usability when everything is on the line. Intuitive knobs and buttons are easily distinguished by touch. A mission-critical touchscreen makes it fast and easy to operate your radio. ViQi understands a huge range of natural language voice commands, so you can operate the radio with eyes-up awareness. Every interaction is simple, fast and logical. You stay focused on what matters—your mission and your safety.

#### **BRING NEW INTELLIGENCE TO THE POINT OF ENGAGEMENT**

APX NEXT mission-critical apps bring new intelligence to the field. ViQi enables natural language database queries, rapidly giving vital information, and letting dispatchers stay focused on critical situations. And as part of our unique, end-to-end public safety ecosystem, APX NEXT data and operations are secure, and new capabilities can be seamlessly added as your needs evolve.

#### **UPDATE YOUR FLEET IN MINUTES, NOT MONTHS**

APX NEXT gives you back time: a cloud-based provisioning system prepares radios before they arrive. Remote updating keeps radios in the field, with zero touch and zero downtime. MyView Portal provides direct access to subscriptions, warranties and licenses, and a range of services helps you manage your operation. With APX NEXT, your ownership experience is streamlined, so your valuable resources stay focused and ready.



Use or disclosure of this proposal is subject to the restrictions on the cover page.

## 2.1.2 WM800 Wireless Remote Speaker Microphone

The WM800 Remote Speaker Microphone delivers the clearest and loudest audio communications in a wireless and sleek, compact package. Built to work over Bluetooth, your WM800 wireless speaker microphone leverages your APX™ or APX NEXT radio audio capabilities to strengthen the most important thread of your lifeline: ultra-clear voice communications.



## 2.2 SMART APPLICATION SERVICES

If proposed, a host of application services will enhance the APX NEXT device's capabilities in the following ways:

- Quick access to immediate, actionable intelligence via intuitive voice control.
- Better coverage through automatic switching between LMR and broadband connectivity via SmartConnect.
- Accurate location data over a broadband network for more informed decision making via SmartLocate.
- Immediate software and security updates in the field using high-speed bandwidth and extended coverage of LTE networks via SmartProgramming.
- Precise and accessible location information for field users on a modernized map interface via SmartMapping.
- Seamless and discrete multimedia communications over a broadband connection via SmartMessaging.

### 2.2.1 Managing and Provisioning Devices

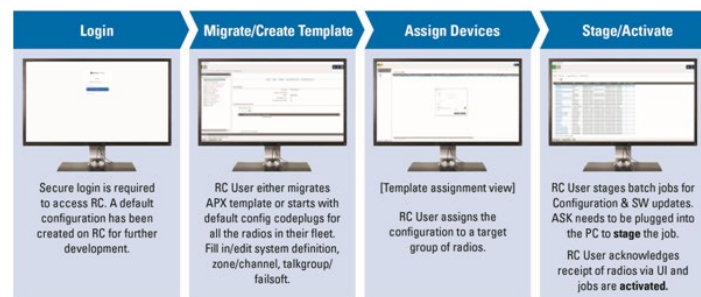
APX NEXT delivers greater awareness and faster management of radio fleets with optimized provisioning, networking, and monitoring tools that transform accurate data into smarter action. These features enable dispatchers and network managers to make more

informed operational decisions, keep radios in the field, and, above all, protect first responders' focus and safety.

Device Management Services (DMS) packages provide programming, management, and maintenance services to maximize the effectiveness of this APX NEXT solution, while reducing maintenance risk, workload, and total cost of ownership. The DMS packages are separated into tiers designed for a range of customer needs, whether the solution is self-maintained or managed by Motorola Solutions.

Using Motorola Solutions' cloud based RadioCentral (RC) programming, APX NEXT supports faster provisioning and deployment to get devices in the hands of responders and out into the field. Parameters such as talk groups, interface options, and security keys can be programmed remotely within minutes. Access to RadioCentral is provided through the Device Management Service package.

The figure below illustrates the expedited RC provisioning process of APX NEXT.



**Figure 2-11: APX NEXT Provisioning Process via RadioCentral**

The APX NEXT out-of-the-box experience is streamlined with a few simple steps. Users will power on the device and view a boot-up animation with startup. Status bar icons on the front display indicate when a connection is made, and an update download is initiated. If the APX NEXT 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. For Encryption and Authentication users, a KVL needs to be connected to the radio for those services. From power on to provisioning completion takes less than a minute.

## 2.2.2 Evolving with Updates and Upgrades

APX NEXT is a future-ready platform that will evolve alongside users through updates and upgrades, delivering expanded mission-critical capabilities while keeping personnel in the field where they are needed. To this end, APX NEXT eliminates the extended downtime and shop visits often associated with device upgrades; now, software patches can be automatically installed regardless of geographic location over a broadband connection, or, if proposed, immediately pushed to the field over LTE with Motorola Solutions' SmartProgramming service.

This streamlined process eliminates bottlenecks in the upgrade process and delivers important new features into users' hands. Firmware upgrades will also fit more seamlessly into workflows to avoid unnecessary disruptions. The figure below illustrates how feature updates are easily deployed to the entire radio fleet.



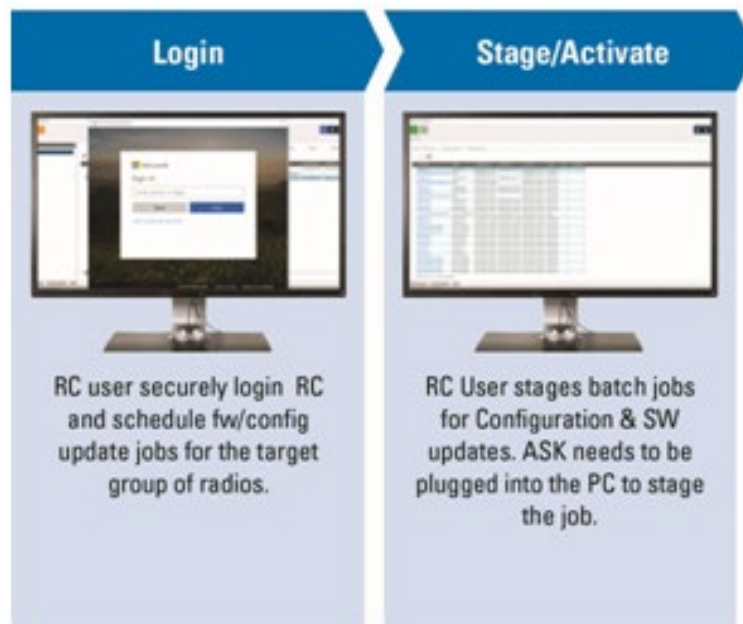


Figure 2-12: Typical Firmware and Configuration Update Process via RadioCentral

If a situation occurs where users do not have the time for an update, those updates can be delayed through a prompt until the next power cycle. This puts personnel directly in control of when updates work best for responders, especially in the chaotic environment of public safety. A snapshot of the APX NEXT device with "Install Update" prompt is shown below.



Figure 2-13: APX NEXT In-Field Update on the Device

## 2.2.3 SmartProgramming Application Service

Leveraging Device Managed Services (DMS) and RadioCentral provisioning capabilities, the SmartProgramming application allows radios to be updated anywhere within an agency's local LTE network coverage area. APX NEXT devices no longer need to be tied to a computer via USB cable, limited to WiFi network coverage, or gated by Land Mobile Radio (LMR) bandwidth. SmartProgramming allows the APX NEXT device to take advantage of LTE broadband data speeds to pull programming jobs from RadioCentral devices in minutes. The SmartProgramming Application Service is proposed as a subscription-based model to optimize budget and scale to meet evolving needs.

## 2.2.4 Securing Communications

APX NEXT uses Motorola Solutions hardened End-to-End security to protect communications and allow only authorized units in the system to listen to transmissions. End-to-End security provides seamless protection from the device and data in transit to the cloud and the LMR system.

This solution ensures each component in the system is designed and validated against ongoing threat assessments to ensure vulnerabilities are detected and remedied, while potential new vulnerabilities will be addressed with seamless security updates. This offers transparent, real-time protection and keeps critical information and infrastructure safe.

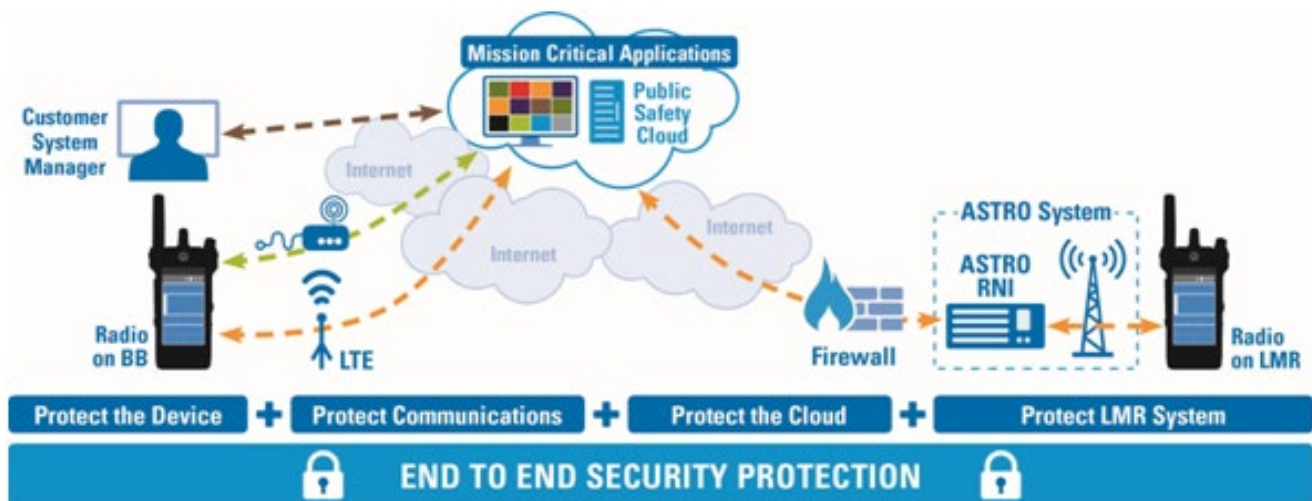


Figure 2-14: Motorola Solutions' End-to-End Security Solution

## 2.2.5 SmartConnect Application Service

First responders need to know that they are covered and supported with critical intelligence no matter where the mission takes them. Leveraging APX NEXT and supported devices, SmartConnect keeps users connected and maintains LMR features through a broadband connection. SmartConnect allows users to connect back into Radio System when outside of the Radio System coverage footprint via cellular on an LTE FirstNet connection.

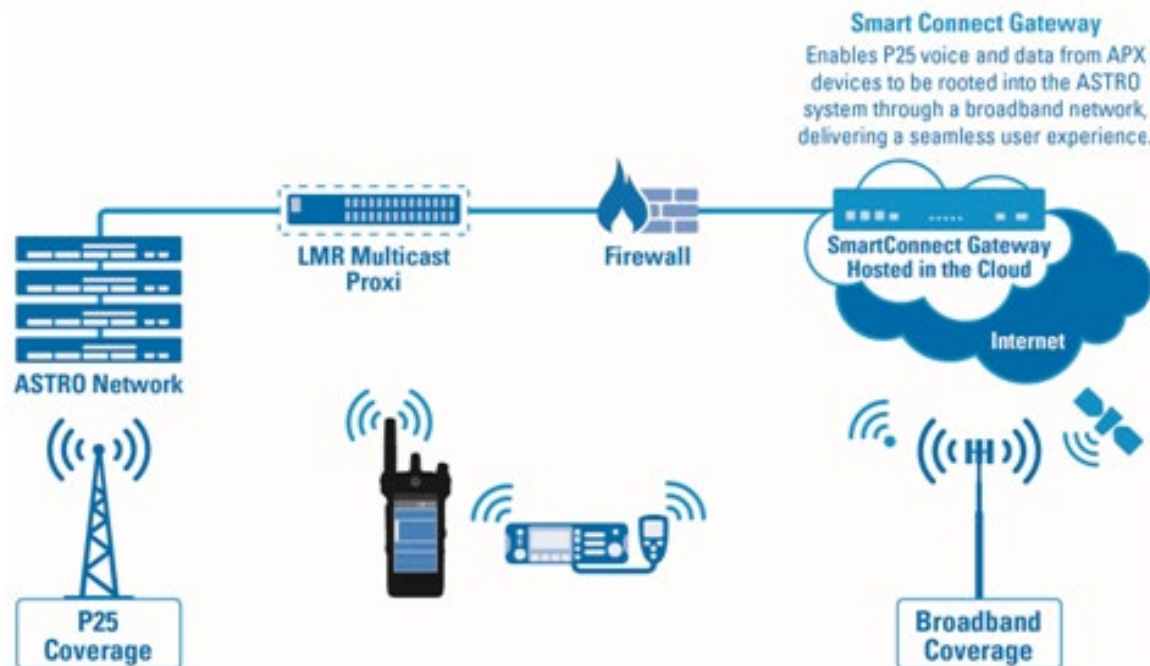


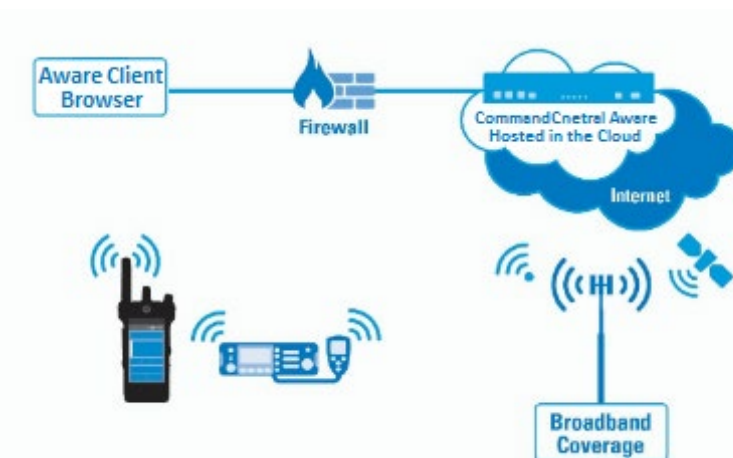
Figure 2-15: APX NEXT Network Elements of SmartConnect

## 2.2.6 SmartLocate with CommandCentral Aware

The APX NEXT SmartLocate service enables APX NEXT portables to send accurate GPS location information of field personnel over an LTE broadband network, enabling dispatchers and other users to track units to enhance officer safety through improved situational awareness. SmartLocate enhances location information accuracy using nearby cell-towers and Wi-Fi access points. This leads to more accurate APX NEXT radio unit tracking and improved location performance when a user moves indoors or enters marginal conditions (deep street canyons, forested areas).

SmartLocate is seamlessly integrated with the CommandCentral Aware application and feature location triggers such as time, distance, push-to-talk (PTT), emergency, and accelerated cadence during emergency. Dispatchers and other users are able to monitor the location of APX NEXT devices on the CommandCentral Aware client.

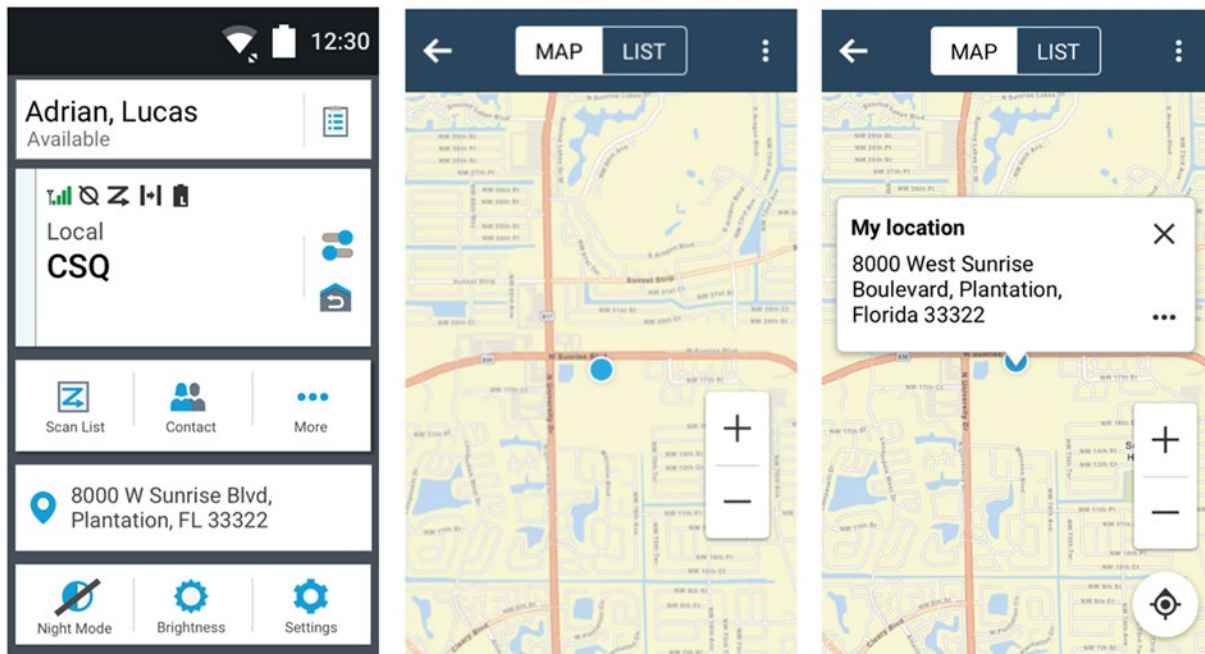
CommandCentral Aware's consolidated, map-based, operating picture enables enhanced information sharing and informed real time decision-making. Aware's cloud-based platform enables agencies to take advantage of new capabilities as they are developed, without an intrusive upgrade experience. Updates and new features are deployed every few weeks, and users automatically get new capabilities the next time they log in. Cloud deployments also reduce the operational impact of faults and outages. This frees your staff to focus on strategic initiatives, instead of time-consuming tactical efforts, and drives greater value for public safety.



## 2.2.7 SmartMapping Application Service

The SmartMapping application provides precise and accessible location information for field users on APX NEXT's modernized map interface, improving situational awareness and informing response. Users can see their own location and the location/status of other officers at a glance and immediately tap to communicate with these personnel.

SmartMapping streamlines engagement by providing access to the application directly from the APX NEXT home screen to best support users wherever the mission takes them.



**Figure 2-16: SmartMapping Widget, Map View, and Location Pop-Up Display (Left to Right)**

SmartMapping also provides the following capabilities for APX NEXT users:

- Search for specific agency users to communicate with by using accessible, on-screen navigation and search tools.
- Select map layers to get a different view of an area, including Street View, Terrain, or Satellite Image.

Adapt to changing agency needs as new integrations and capabilities are introduced into the SmartMapping application.



## 2.2.8 SmartMessaging

You rely on radio for mission critical voice, but sometimes you need more than voice to be as safe and effective as possible. SmartMessaging is a multimedia communication tool designed for public safety that runs on your APX NEXT. With SmartMessaging, quickly and securely share text messages, images, videos, and voice notes with individuals or groups on other radios.

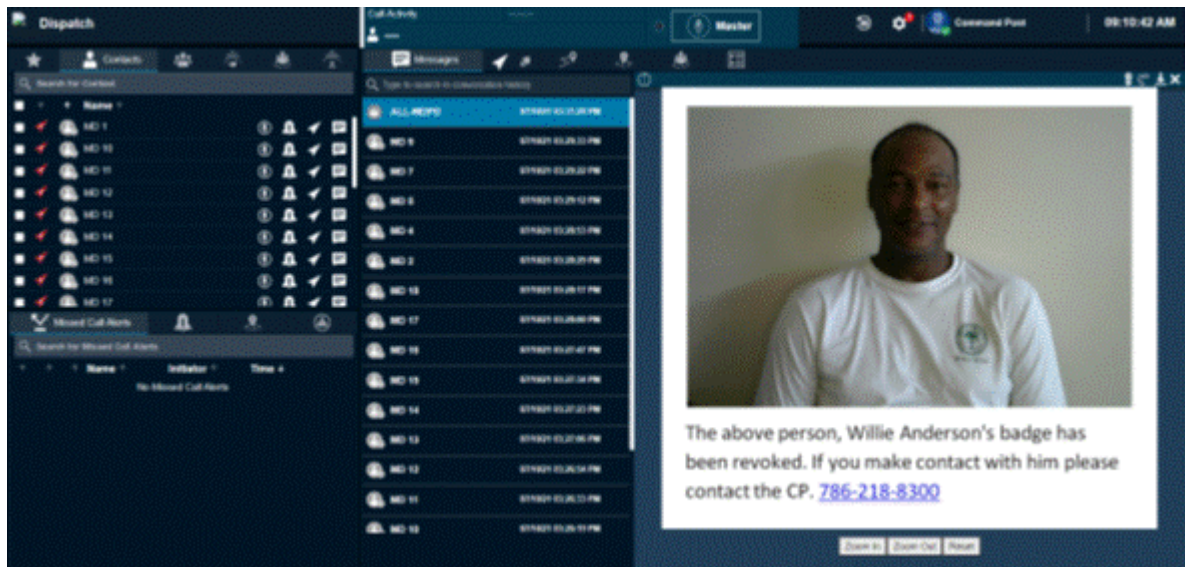


Figure 2-17: SmartMessaging Client.

Whether sending a text to stay quiet, or receiving a BOLO image from dispatch, SmartMessaging equips you for the situation with a multimedia communication toolkit, right at your fingertips.

## 2.3 APX NEXT DEVICE MANAGEMENT SERVICES- ESSENTIAL STATEMENT OF WORK

### 2.3.1 Overview

Device Management Services (“DMS”) efficiently maintains the Customer’s device fleet while helping to keep devices up-to-date and fully operational in the field.

DMS Essential services provide basic hardware and software support.

This Statement of Work (“SOW”), including all of its subsections and attachments is an integral part of the applicable agreement (“Agreement”) between Motorola Solutions, Inc. (“Motorola Solutions”) and Customer (“Customer”).

In the event of a conflict between the terms and conditions of the Agreement and the terms and conditions of this SOW, this SOW will control as to the inconsistency only. The SOW applies to the device specifically named in the Agreement.

### 2.3.2 Hardware Repair

Hardware Repair provides repair coverage for internal and external device components that do not work in accordance with published specifications. Repair services are performed at a Motorola Solutions-operated or supervised facility. The device will be repaired to bring it to compliance with its specifications, as published by Motorola Solutions at the time of delivery of the original device. For malfunctioning devices that must be replaced, Motorola Solutions will attempt to read the codeplugs from those devices. If successful, Motorola Solutions will load the codeplug to any replacement devices. If not, Motorola Solutions will load a factory codeplug, and the Customer will need to load the previous codeplug.

Motorola Solutions will load factory available firmware to any replacement devices, which may not match the Customer’s firmware version.

#### 2.3.2.1 Motorola Solutions Responsibilities

- Repair or replace malfunctioning device, as determined by Motorola Solutions.
- Complete repair or replacement with a turnaround time of five business days in-house, provided the device is delivered to the repair center by 9:00 a.m. (local repair center time). Turnaround time represents the time a product spends in the repair process, and does not include time in transit to and from the Customer’s site. Business days do not include US holidays or weekends.
- If applicable, apply periodically-released device updates, in accordance with an Engineering Change Notice.
- Provide two-way air shipping when a supported Motorola Solutions electronic system, such as Customer Hub, is used to initiate a repair. A shipping label will be generated via the electronic system.



### 2.3.2.2 Customer Responsibilities

- For non-contiguous renewals, Customer must provide a complete list, preferably in electronic format, of all hardware serial numbers to be covered under the Agreement to Motorola Solutions.
- Initiate device repairs, as needed.
  - When initiating a repair via a supported Motorola Solutions electronic system, label each package correctly with the shipping label and Return Material Authorization ("RMA") number generated by the electronic system.
  - When initiating a repair via paper Return Material Form ("RMF"), the RMF must be completed for each device, included in the package with the device, and shipped to the Motorola Solutions depot specified on the RMF.
- Remove any data or other information from the device that the Customer wishes to destroy or retain prior to sending the device for repair.
- If a malfunctioning device must be replaced and the Customer has loaded information for that device to Motorola Solutions' cloud environment, the Customer will need to remove the information for the malfunctioning device and add information for the replacement device to the applicable cloud environment.

### 2.3.2.3 Limitations and Exclusions

- The Customer will incur additional charges at the prevailing rates for any activities that are not included or are specifically excluded from this service scope, as described below. Motorola Solutions will notify the Customer and provide a quotation of any incremental charges related to such exclusions prior to completing the repair and said repair will be subject to Customer's acceptance of the quotation.
- Replacement of consumable parts or accessories, as defined by product, including but not limited to batteries, cables, and carrying cases.
- Repair of problems caused by: - Natural or manmade disasters, including but not limited to internal or external damage resulting from fire, theft, and floods.
- Third-party software, accessories, or peripherals not approved in writing by Motorola Solutions for use with the device.
- Using the device outside of the product's operational and environmental specifications, including improper handling, carelessness, or reckless use.
- Unauthorized alterations or attempted repair, or repair by a third party.
- Non-remedial work, including but not limited to administration and operator procedures, reprogramming, and operator or user training.
- Problem determination and/or work performed to repair or resolve issues with non-covered products. For example, any hardware or software products not specifically listed on the service order form are excluded from service.
- File backup or restoration.
- Completion and test of incomplete application programming or system integration if not performed by Motorola Solutions and specifically listed as covered.



- Accidental damage, chemical or liquid damage, or other damage caused outside of normal device operating specifications, except if optional Accidental Damage Coverage was purchased.
- Cosmetic imperfections that do not affect the functionality of the device.
- Software support for unauthorized modifications or other misuse of the device software is not covered.

Motorola Solutions is not obligated to provide support for any device that has been subject to the following:

- Repaired, tampered with, altered or modified (including the unauthorized installation of any software) — except by Motorola Solutions authorized service personnel.
- Subjected to unusual physical or electrical stress, abuse, or forces or exposure beyond normal use within the specified operational and environmental parameters set forth in the applicable product specification.
- If the Customer fails to comply with the obligations contained in the Agreement, the applicable software license agreement, and Motorola Solutions terms and conditions of service.

### 2.3.2.4 Accidental Damage

An add-on to Hardware Repair, Accidental Damage provides repair coverage for internal and external device components damaged due to accidents or that do not work in accordance with published specifications. Repair services are performed at a Motorola Solutions-operated or supervised facility. Accidental Damage coverage must be purchased together with, or within 90 days of, a qualifying Motorola Solutions hardware purchase. This offer reduces unexpected expenses relating to the repair of the device.

Accidental Damage coverage includes all Hardware Repair services, and expands coverage to include Accidental Damage. Examples of items included under Accidental Damage Coverage are:

- Electrical repair for components that are not working in accordance with published specifications.
- Electrical repair for failures caused by accidental water damage.
- Electrical repair for accidental internal damage.
- Replacement of accidentally cracked or broken housings.
- Replacement of accidentally cracked or broken displays.
- Replacement of accidentally cracked or broken or missing keypads/buttons.

For malfunctioning devices that must be replaced, Motorola Solutions will attempt to read the codeplugs from those devices. If successful, Motorola Solutions will load the codeplug to any replacement devices. If not, Motorola Solutions will load a factory codeplug, and the Customer will need to load the previous codeplug.

Motorola Solutions will load factory available firmware to any replacement devices, which may not match the Customer's firmware version. The Customer may need to downgrade the firmware on the replacement device.

### 2.3.2.5 Added Motorola Solutions Responsibilities for Accidental Damage

- Repair or replace accidentally damaged device, as determined by Motorola Solutions.

### 2.3.2.6 Limitations and Exclusions

In addition to applicable Limitations and Exclusions for Hardware Repair, Accidental Damage limits or excludes the following:

- There is a limit of one device repair per device/per contract year with Accidental Damage coverage. This exclusion does not apply to repairs to malfunctioning components. Motorola Solutions will repair malfunctioning components covered by the standard Hardware Repair service as needed.
- Where ongoing “accidental damage” is deemed by Motorola Solutions to be excessive, systemic or the result of device mishandling, the Customer may be subject to an additional charge. Should the accidental damage continue unabated, the Customer will incur repair charges at Motorola Solutions’ discretion and prevailing charges for devices deemed by Motorola Solutions to have been damaged through improper handling, carelessness, or reckless use.
- Accidental Damage is quoted on a per-unit basis, is prepaid, non-cancellable, and non-refundable for the purchased service term.

## 2.3.3 Device Technical Support

Motorola Solutions’ Device Technical Support service provides telephone consultation for device and accessory issues. Support is delivered through the Motorola Solutions Centralized Managed Support Operations (“CMSO”) organization by a staff of technical support specialists.

For Device Technical Support, Motorola Solutions will respond to calls within two (2) hours during the support days. Support hours are 7 a.m. to 7 p.m. CST Monday through Friday, excluding US holidays. In addition, Customers may contact the Call Management Center (800-MSI-HELP) at any time (24 hours a day, seven days a week) and a Motorola Solutions representative will log a technical request in Motorola Solutions Case Management System on the Customer’s behalf.

### 2.3.3.1 Motorola Solutions Responsibilities

- Provide technical support for devices, assessing and troubleshooting reported issues.
- Receive and log Customer support requests, and assign a technical representative to respond to a Customer incident per the defined timeframes.

### 2.3.3.2 Customer Responsibilities

- Use the provided methods to contact Motorola Solutions technical support.
- Provide sufficient information to allow Motorola Solutions technical support agents to diagnose and resolve Customer issues.
- Provide contact information for field service technicians in the event that Motorola Solutions has to follow up.

### 2.3.3.3 Limitations and Exclusions

- Device support does not include Land Mobile Radio (“LMR”) network, Wi-Fi, and LTE network troubleshooting.

## 2.3.4 Software Maintenance

Motorola Solutions is continually developing new features and functionality for our portfolio of public-safety-grade radios. By purchasing software maintenance, the Customer can take advantage of these firmware releases and future-proof their communications investment.

### 2.3.4.1 Motorola Solutions Responsibilities

- Test all firmware releases to minimize software defects.
- Announce new firmware releases and post release notes in a timely manner via Customer Hub.
- Provide firmware updates. Motorola Solutions makes no guarantees as to the frequency or timing of firmware updates.
- Provide upgrade capability through supported Programming Tools.
- Provide programming and service tools and technical support through the firmware support window.
- Provide documentation via Customer Hub with each release detailing new features, bug fixes, and any known issues.

### 2.3.4.2 Customer Responsibilities

- Periodically check Customer Hub for firmware update announcements.
- Keep the radio fleet updated with firmware versions within the support window.

## 2.3.5 Customer Hub Access

Customer Hub is the single location to track the status of subscriptions and service contracts, including start and end dates. This portal includes order, RMA, and technical support ticket status, as well as a consolidated download site for software and documentation.

Outside of pre-announced maintenance periods, Customer Hub will be available on a best effort 24/7 basis. Motorola Solutions cannot guarantee the availability of Internet networks outside of our control.

### 2.3.5.1 Motorola Solutions Responsibilities

- Provide a web accessible, secure portal to view the Customer's data.
- Provide the Customer with login credentials for the site.
- Provide end-user training for the site.
- Provide technical support to answer end user questions between the hours of 8 a.m. to 5 p.m. CST Monday through Friday, excluding US holidays.
- Keep the site updated with the latest Customer information.

### 2.3.5.2 Customer Responsibilities

- Provide Motorola Solutions with contact information for administrative users.

- Administer user access.
- Provide Internet access for users to access the site.
- Attend available Customer Hub training.
- Protect login information against unauthorized use.
- Provide Motorola Solutions with updated equipment information, as needed.



## 2.4 PRICING

### 2.4.1 APX NEXT Portable Radio Pricing

The below equipment lists include the APX NEXT Portable Radio Hardware, Accessories, 7 years of SmartServices & 7 years of Warranty.

APX NEXT MULTI-BAND PORTABLE RADIO (P25) AND ACCESSORIES SUBJECT TO THE TERMS AND CONDITIONS OF NASPO #00318 COOPERATIVE PURCHASING MASTER AGREEMENT									
Part Number	Description	Term	Qty	Unit List	Ext. List Price	Discount %	Unit Sale	Ext. Sale Price	REFER TO NASPO Price List Row #
H55GT9PW8AN	APX NEXT Multi-Band Portable Radio (includes battery, antenna and standard carry holster) Radio Features include: P25 Trunking Phase 1 (FDMA) / Phase 2 (TDMA) VIQI Voice Control		304	\$8,241.00	\$2,505,264.00	27%	\$6,015.93	\$1,828,842.72	73
H38	SMARTZONE		304	\$1,650.00	\$501,600.00	27%	\$1,204.50	\$366,168.00	74
Q806	ASTRO DIGITAL		304	\$567.00	\$172,368.00	27%	\$413.91	\$125,828.64	75
Q629	AES		304	\$523.00	\$158,992.00	27%	\$381.79	\$116,064.16	76
Q361	P25 TRUNKING		304	\$330.00	\$100,320.00	27%	\$240.90	\$73,233.60	77
BD00010AB	SECURITY BUNDLE: Radio Authentication P25 Over-the-Air Rekeying (OTAR) Multikey		304	\$1,147.00	\$348,688.00	27%	\$837.31	\$254,542.24	264
LSV01S03447A	APX NEXT DMS ESSENTIAL W ACC DMG.	7 Years	304	\$947.27	\$287,970.08	0%	\$947.27	\$287,970.08	80
LSV01S03082A	RADIOCENTRAL PROGRAMMING	7 Years	304	\$307.23	\$93,397.92	27%	\$224.28	\$68,181.12	264
SSV01S01407A	SMARTPROGRAMMING	7 Years	304	\$719.18	\$218,630.72	27%	\$525.00	\$159,600.00	264
SSV01S01406A	SMARTCONNECT	7 Years	304	\$719.18	\$218,630.72	27%	\$525.00	\$159,600.00	264
SSV01S01476A	SMARTLOCATE	7 Years	304	\$719.18	\$218,630.72	27%	\$525.00	\$159,600.00	264
SSV01S01907A	SMARTMAPPING	7 Years	304	\$719.18	\$218,630.72	27%	\$525.00	\$159,600.00	264
SSV01S01906A	SMARTMESSAGING	7 Years	304	\$719.18	\$218,630.72	27%	\$525.00	\$159,600.00	264
SSV00S04179A	AWARE STANDARD	7 Years	1	\$100,636.99	\$100,636.99	27%	\$73,465.00	\$73,465.00	264
SSV00S02078A	WAVE MESSAGING DISPATCH	7 Years	1	\$51,780.82	\$51,780.82	27%	\$37,800.00	\$37,800.00	264
NNTN9199A	IMPRES 2 SUC, 3.0A, 120VAC, TYPE A PLUG, NA.		191	\$169.56	\$32,385.96	27%	\$123.78	\$23,641.98	264
NNTN9216A	BATTERY PACK,IMPRES GEN2, LIION,IP68, 4400T.		304	\$248.05	\$75,407.20	27%	\$181.08	\$55,048.32	264
NNTN9115A	CHARGER, MULTI-UNIT, IMPRES G2, 6-DISP, US/NA/CA/LA PLUG, ACC-CHARGER.		12	\$1,420.20	\$17,042.40	27%	\$1,036.75	\$12,441.00	264
PMMN4158B	WM800 WIRELESS RSM WITH BATTERY		304	\$563.00	\$171,152.00	27%	\$410.99	\$124,940.96	264
PMPN4653A	CHGR DESKTOP DUAL UNIT EXT PS NA		304	\$73.00	\$22,192.00	27%	\$53.29	\$16,200.16	264
PMMN4846A	BATTERY PACK,BATT LIION UL DIV2 IP68 2150T		304	\$79.00	\$24,016.00	27%	\$57.67	\$17,531.68	264
PMPN4688A	CHGR VEHICULAR ADAPTER IMPRES 2 BATT BASE KIT		264	\$270.00	\$71,280.00	27%	\$197.10	\$52,034.40	264
AN000296A01	ANTENNA, STUBBY, 65MM (760-870 MHZ)		10	\$32.40	\$324.00	27%	\$23.65	\$236.50	264
AN000297A01	ANTENNA, WHIP, ALL BAND		40	\$118.80	\$4,752.00	27%	\$86.72	\$3,468.80	264
LSV01Q00387A	2-HOUR INITIAL "TRAIN-THE-TRAINER" RADIO USER TRAINING (10 PEOPLE MAXIMUM)		2	\$320.00	\$640.00	0%	\$320.00	\$640.00	254
MSRP								\$5,833,362.97	
NASPO Contract Discount								-\$1,497,083.61	
Project Total including 7 Years of Services and Warranty								\$4,336,279.36	
INCENTIVE Discount								-\$271,166.17	
Total*								\$4,065,113.19	

**\*Price Validity – Pricing is valid until July 15<sup>th</sup>, 2025**

Year	Total Cost
Year 1 Purchase Total (Equipment and 1-Yr of Subscription Services and Warranty)	\$2,980,470.73
Year 2-7 (Subscriptions Services and Warranty)	\$1,084,642.46
Project Grand Total over 7-Years	\$4,065,113.19

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Years 2 Through 7- Yearly Subscription Services and Warranty								
Subscription Services and Warranty	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Total
Radio Central Programming	Included *	\$9,740.16	\$9,740.16	\$9,740.16	\$9,740.16	\$9,740.16	\$9,740.16	\$58,440.96
LTE Smart Application Services	Included *	\$114,000	\$114,000	\$114,000	\$114,000	\$114,000	\$114,000	\$684,000.00
CC AWARE Standard	Included *	\$10,495	\$10,495	\$10,495	\$10,495	\$10,495	\$10,495	\$62,970.00
WAVE Messaging Dispatch Client	Included *	\$5,400	\$5,400	\$5,400	\$5,400	\$5,400	\$5,400	\$32,400.00
Warranty	Included *	\$41,138.58	\$41,138.58	\$41,138.58	\$41,138.58	\$41,138.58	\$41,138.58	\$246,831.50
Total	Included *	\$180,773.74	\$180,773.74	\$180,773.74	\$180,773.74	\$180,773.74	\$180,773.74	\$1,084,642.46

\*Included in the \$2,980,470.73 Year 1 Purchase Total (Equipment and 1-Yr of Subscription Services and Warranty).

## 2.5 PAYMENT TERMS FOR A LEASE PURCHASE WITH MOTOROLA CREDIT CORPORATION

For the system purchase financed through Motorola, please refer to the payment schedule included in the Equipment Lease-Purchase Agreement.

For Lifecycle Support Plan and Subscription Based Services:

Motorola will invoice Coral Gables Police Department annually in advance of each year of the plan.

The table below provided for reference purposes only, details the payment schedule for the Coral Gables Police Department.

Down payment: **\$1,200,000** (Included in Lease Amount)

Total Lease Amount (with 1 Year of Subscriptions services and warranty): **\$2,980,470.73**

Payment Term: **6 Years**

The yearly payment amounts shown below are based on the accompanying Municipal Lease documentation #25695.

Description	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7
Subscription Services and Warranty	Included in Lease	\$180,773.74	\$180,773.74	\$180,773.74	\$180,773.74	\$180,773.74	\$180,773.74
Lease Payment	Included in Lease	\$347,649.04	\$347,649.04	\$347,649.04	\$347,649.04	\$347,649.04	\$347,649.04
Total Annual Payment	Deferred	\$528,422.78	\$528,422.78	\$528,422.78	\$528,422.78	\$528,422.78	\$528,422.78

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## 2.6 TERMS AND CONDITIONS

This proposal shall be governed by the terms and conditions of the NASPO-00318 Agreement.

