

February 12, 2021

County of Lake  
Lake County Sheriff's Dept  
255 N. Forbes St.  
Lakeport CA, 95453  
Attn: Stephen Carter

Subject: Bid Response to Bid 21-01

Dear Mr. Carter:

Motorola Solutions, Inc. ("Motorola") is happy to provide the County of Lake CA with a proposal to provide two-way radios and services in support of the Lake County Sheriff's Department. Motorola supplies a wide range of communication products to our customers in support of public safety and our solutions are constantly being upgraded and enhanced to support additional requirements and technologies. Motorola Solutions is considered the leader in the industry for providing exceptional Communications Equipment that supports Public Safety and Mission Critical Communication equipment to our State, Local, and Federal Customers.

The bid specifications include a request for a variety of Motorola XTL5000 mobile radios. Motorola would like to formally notify the County that the XTL5000 series of radios were discontinued on October 31<sup>st</sup>, 2013 and all support for these radios has come to an end as of December 31<sup>st</sup>, 2018. We have included the customer notices issued at that time. Motorola does not recommend the implementation of used radios with no support services available to be implemented into a public safety radio platform. Since there is no more support for these radios that means that no upgrades for software and firmware in the radios is available. Radios also cannot be upgraded to provide any standard features available at the time and certainly none of the advanced features available in our current APX Series of Public Safety Radio equipment. There are no flash upgrades of any kind available for these radios.

If a compliant amount of used radios were located, their exact history and software/firmware may or may not be the same and if a problem occurs that could normally be solved with a firmware upgrade were to take place, there may be no recourse to get the radio fully operational again.

Because the implementation of these radios is not recommended for a County Sheriff's department, Motorola is supplying you with a bid response for the Motorola APX series of radios that matches the specifications listed and will provide you with many years of excellent service under factory warranty and while also providing you the ability to deploy and use advanced features such as GPS, Bluetooth, TDMA, WIFI etc.

Motorola is providing this bid response based on HGAC Co-Operative Pricing discounts which offers City and County Governments with a pre-bid discounted price for our equipment. Additionally we have included an estimate of a Motorola Credit Corporation lease proposal that would allow the County of Lake to acquire all the equipment and services needed to implement this solution without any up-front

costs. In today's environment many cities and counties have chosen this option to allow themselves to acquire and deploy the public safety communication equipment they need and pay for that equipment over a period of 3, 5, or 7 years. Interest rates these days are very low and combined with the fact that the initial payment is not due for 1 year from the signing of the lease documents makes this program a very attractive option. The included information is budgetary and reflects the rates available at the time of the request. If desired, Motorola can provide you with the most current rate quote available.

Lastly, Motorola appreciates the opportunity to respond to your communications needs and stands ready to address any questions you may have regarding our submittal. We feel a conversation based on our proposal to discuss the various options you have in more detail as well as to fully identify the most appropriate options and features is in the County's best interest. If you have any questions concerning this proposal please call or email Manufacture Representative, Jim Trevino at 408-640-9861 or email at [jtrevino@daywireless.com](mailto:jtrevino@daywireless.com)

Sincerely,



JIM TREVINO  
MANUFACTURE REPRESENTATIVE  
MOTOROLA SOLUTIONS, INC.

# PROPOSAL

## LAW ENFORCEMENT RADIO BID

### 21-01

PROPOSAL #: DWS0404-021221-001

FEBRUARY 12, 2021



### MOTOROLA SOLUTIONS PROPOSAL

Jim Trevino	408-640-9861
Motorola Manufacture Representative	<a href="mailto:jtrevino@daywireless.com">jtrevino@daywireless.com</a>
Cage Code: 78205	NAICS: 334220 DUNS: 06-937-3090 Tax ID: 36 1115800



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## PART 1. Solution Description

Motorola has chosen to specify and quote our APX8500 all band mobile radios for your application. The APX8500 can provide communication capability in the VHF band as requested as well as being upgradeable to the UHF band and 700/800Mhz regional bands if desired at a later date. The APX8500 is available in a mid-power offering and is currently the model in the portfolio that is available as a high-power unit as well. Since you requested both a mid-power (50 watt) option and a high power (100watt) option we chose this common platform for both applications. Motorola will delete the ability of operating in UHF and 7/800Mhz as part of this submittal which generates a credit back against the cost of the radios. As with most features, this capability can be flash upgraded back into the radio at a later time.

The APX radios contain a number of advanced features and capabilities including GPS, Integrated Voice and Data, Bluetooth options, and WIFI. GPS, IV&D, and Bluetooth come standard in the radios capabilities and we have included the WIFI option as part of our offering. WIFI is the mechanism of choice to deploy Radio Management through the use of the CPS programming software. This new state of the art process streamlines all programming changes to the radios after initial programming so that any changes to frequency's or coding can be done through any WIFI network. This means that every radio can be re-programmed remotely without having to touch every radio or climb into every vehicle. Additionally software upgrades, firmware upgrades, and even flash upgrades to add new features can all be done through Radio Management and a WIFI network. We have included the option in the radios to make them capable of this. If desired additional training to deploy Radio Management is highly recommended as well as acquiring the programming software and identifying a server and access points to deploy. This system of programming and upgrading radios is now the standard for Cities and Counties who maintain their own equipment or who contract out to reduce technician time dramatically. More information is available if desired.

We have also included the flash upgrade quotation along with the services needed to provide the upgrade to support the APX4000 series portable radios. These radios are current models and can be upgraded.

Lastly, a new KVL5000 encryption keyloader supporting AES encryption along with cables for both portable and mobile APX radios is included.

### 1.1. Solution Highlights:

- (13) APX8500 Mobile Radios VHF MID POWER 50-Watt, Analog, and P25 Digital Conventional Operation with 03 Handheld Control Heads, AES-256 encryption, and Multi-key capability.
- (17) APX8500 Mobile Radios VHF MID POWER 50-Watt, Analog, and P25 Digital Conventional Operation with new E5 Control Heads, AES-256 encryption, and Multi-key capability.

- (60) APX8500 Mobile Radios VHF HIGH POWER 100-Watt, Analog and P25 Digital Conventional Operation with new E5 Control Heads, AES encryption, and Multi-key capability.

(75) Flash Upgrades to existing APX4000 Portable radios to add AES-256 encryption and Multi-key capability and services to complete the upgrade on site.

- (1) KVL5000 Key-loader and programming and keyloader cables for APX portable and Mobile radios.



## PART 2. System Integration Statement of Work

System Integration for this response is limited to providing on site services to support the flash upgrade of 75 APX4000 portable radios. The radios must be made available at a common location and batteries must be provided to accommodate the flash upgrade. Upon an official notice to proceed, Motorola Solutions will require the flash code and complete model number of the radios to be upgraded to ensure a successful endeavor. The County will be responsible for providing an indoor location with proper table space and power available for laptop computers. All services will be provided on-site with all radios tested for proper operation afterwards. Motorola will flash AES-256 encryption and Multi-key capability into each radio and will test, tune, align and upgrade the firmware in each radio to our specifications.

Although a keyloader is part of the submittal along with adding AES encryption to the APX4000 radios, there is no specific mention of performing any keyloading duties or capabilities. Therefore no keyloading of radios is included in this submittal. A brief on site discussion will take place to show interested parties involved on the process of loading keys and performing keyloading duties if desired and additional training classes are available upon request.



## PART 3. Warranty Support and Sustainment Services

Included with the purchase of Motorola Solutions Two-Way Radios is a standard three-year manufacturer's limited commercial warranty to correct possible defects in materials and workmanship. Warranties will become effective upon delivery of equipment at FOB destination. Motorola can work with the County on the best mechanisms available to open cases and send radios in for repairs as needed. Additional Maintenance plans and agreements are available as well and can be discussed and presented if desired.



## PART 4. Assumptions and Responsibilities

Motorola Solutions has identified the following assumptions and responsibilities during the development of the proposal. These are based upon our understanding of your system requirements.

We have documented these assumptions and responsibilities to avoid ambiguities and ensure that we share a common understanding of all conditions and responsibilities. As part of the process leading to final system design and implementation plan, we welcome your comments and suggested changes to the identified assumptions and responsibilities.

### Solution Design Assumptions and Clarifications

Motorola Solutions has made the following design and implementation assumptions in the development of this proposal:

- Unless specifically stated otherwise herein, this proposal does not address modifications, upgrades, or repairs to any existing equipment; site civil work; tower construction; tower modifications; or other building installations or renovations that may be required to prepare the sites for equipment installation.
- Specific cybersecurity requirements have not been identified. As such, cybersecurity documentation and cybersecurity engineering support are not included with this proposal.
- The system is operating in VHF on existing frequencies in use. There is no design review or frequency study incorporated into the services. All frequencies will be provided to Motorola upon order to verify compatibility.
- Fleet mapping and system programming is not included with this proposal and is the responsibility of the County.
- A coverage acceptance test plan (CATP) is not required.
- There are no System Integration services beyond the installation of the flash upgrades to the APX4000 portable radios included with this proposal.

### County of Lake Responsibilities

The County will assume responsibility for the installation and performance of all equipment and work necessary for the completion of this project including the following;

- Obtain and provide zoning approvals, permits, and lease agreements for all the proposed sites and locations as required.
- Obtain and provide authorized frequencies.
- Provide adequate space for implementing radio upgrades.
- Provide storage for the equipment at the government installation location prior to work commencing.
- Provide power to technicians for on-site tools and equipment

## PART 5. Pricing

### 5.1. Pricing Summary

The pricing in this proposal is HGAC Discount Pricing. For the pricing to remain valid, the scope of work *cannot* be divided into separate procurements. If all proposed products are not ordered together, *proposed prices are subject to change*.

Pricing Summary		
(13) APX8500 with 03 Control Head	\$4910.24ea	\$63,833.12
(17) APX8500 with E5 Control Head	\$4689.78ea	\$79,726.26
(60) APX8500 with E5 Control Head (High Power)	\$5093.47ea	\$305,608.20
(75) APX4000 Flash Upgrade	\$1202.56a	\$90,192.50
(1) KVL5000 Keyloader w/cables	\$7276.42	\$7,276.42
System Integration		\$7,847.00
Equipment Total		\$546,636.50
Estimated Sales Tax at 7.25%		\$39,631.15
<b>GRAND TOTAL</b>		<b>\$586,267.64</b>

### 5.2. Performance Billing Milestones

Motorola Solutions proposes to invoice as follows;

- Equipment will be invoiced upon delivery; partial invoicing is acceptable. All equipment is billed on a Net 30 Days from date of Invoice.
- Services will be billed upon completion and signature of Installation Completion Certificate

## 5.3. Equipment List

Quantity	Nomenclature	Model Number	APC Code
13	APX8500 ALL BAND MP MOBILE	M37TSS9PW1 N	681
13	DEL: DELETE UHF BAND	GA05509	681
13	DEL: DELETE 7/800MHZ BAND	GA05507	681
13	ADD: APX CONTROL HEAD SOFTWARE	G444	656
13	ADD: APX O3 HANDHELD CH	G72	656
13	ADD: ALL BAND MOBILE ANTENNA (7/8/V/U)	GA01513	681
13	ENH: ASTRO DIGITAL CAI OP APX	G806	681
13	ENH: CONVENTIONAL OPERATION	G48	656
13	ADD: AES ENCRYPTION APX AND ADP	G843	656
13	ADD: MULTIPLE KEY ENCRYPTION OPERATION	W969	656
13	ADD: NO MICROPHONE NEEDED	G90	656
13	ADD: AUXILARY SPKR 7.5 WATT	B18	656
13	ADD: 3Y ESSENTIAL SERVICE	G78	185
13	ADD: REMOTE MOUNT MID POWER	G67	656
13	ADD: WIFI/GNSS FLEXIBLE CABLE LMR195	GA00250	681
13	ADD: WI-FI CAPABILITY	GA09001	681
17	APX8500 ALL BAND MP MOBILE	M37TSS9PW1 N	681
17	DEL: DELETE UHF BAND	GA05509	681
17	DEL: DELETE 7/800MHZ BAND	GA05507	681
17	ADD: APX CONTROL HEAD SOFTWARE	G444	656
17	ADD: APX E5 CONTROL HEAD	GA01670	656
17	ADD: ALL BAND MOBILE ANTENNA (7/8/V/U)	GA01513	681
17	ENH: ASTRO DIGITAL CAI OP APX	G806	681
17	ENH: CONVENTIONAL OPERATION	G48	656
17	ADD: AES ENCRYPTION APX AND ADP	G843	656
17	ADD: MULTIPLE KEY ENCRYPTION OPERATION	W969	656
17	ADD: PALM MICROPHONE	W22	656
17	ADD: AUXILARY SPKR 7.5 WATT	B18	656
17	ADD: 3Y ESSENTIAL SERVICE	G78	185
17	ADD: REMOTE MOUNT MID POWER	G67	656
17	ADD: WIFI/GNSS FLEXIBLE CABLE LMR195	GA00250	681
17	ADD: WI-FI CAPABILITY	GA09001	681

60	APX8500 ALL BAND HP MOBILE	M37TXS9PW1 N	681
60	DEL: DELETE UHF BAND	GA05509	681
60	DEL: DELETE 7/800MHZ BAND	GA05507	681
60	ADD: APX CONTROL HEAD SOFTWARE	G444	656
60	ADD: APX E5 CONTROL HEAD	GA01670	656
60	ADD: ALL BAND MOBILE ANTENNA (7/8/V/U)	GA01513	681
60	ENH: ASTRO DIGITAL CAI OP APX	G806	681
60	ENH: CONVENTIONAL OPERATION	G48	656
60	ADD: AES ENCRYPTION APX AND ADP	G843	656
60	ADD: MULTIPLE KEY ENCRYPTION OPERATION	W969	656
60	ADD: PALM MICROPHONE	W22	656
60	ADD: AUXILARY SPKR 7.5 WATT	B18	656
60	ADD: 3Y ESSENTIAL SERVICE	G78	185
60	ADD: WIFI/GNSS FLEXIBLE CABLE LMR195	GA00250	681
60	ADD: WI-FI CAPABILITY	GA09001	681
1	ANALOG CONVENTIONAL	T7904	
75	ENH: ANALOG CONV. TO DIGITAL CONV	QA03215AA	
75	ENH: MULTIKEY	H869CC	
1	APX UCM UPGRADE CD	T7936A	
75	ADD: AES ENCRYPTION SOFTWARE	CA00182AR	
1	APX PORTABLE REFRESH	T7757	
75	ADD: APX PORTABLE SOFTWARE REFRESH	QA02912	
1	KVL5000	T8476B	
1	AES	CA00182AW	
1	ADD: ASTRO 25 MODE	CA03358AA	
1	STARTECH.COM 5IN MICRO USB TO USB	DQUUSBOTG	
1	ADD: NORTH AMERICA MICRO USB CHARGER	CA03467AA	
1	ADD: ADP PRIVACY	CA00243AJ	
1	ADD: ADD: DVI-XL ENCRYPTION SOFTWARE	C793BM	
1	ADD: DVP-XL ENCRYPTION SOFTWARE	X769AD	
1	ADD: DES/DES-XL/DES-OFB ENCRYPTION	X423AG	
1	CABLE KEYLOADING ADAPTER CGAI	HKN6182B	
1	RS232 Portable cable for RA, Tactical OTAR APX	WPLN6904A	
1	4000/6000/7000/8000		
1	MOBILE	TKN8531	

## 5.4. Lease Options



**Date:** February 15, 2021

**To:** County of Lake Sheriff's Dept  
Attn: Stephen Carter  
255 N. Forbes St  
Lakeport, CA 95453

**Re:** Communications System Financing Proposal

**Motorola Solutions, Inc. is pleased to submit the following proposal for the financing of your Motorola communications equipment in accordance with the terms and conditions outlined below:**

**Transaction Type:** Municipal Lease Purchase Agreement (Tax-exempt)

**Lessor:** Motorola Solutions, Inc. (or its Assignee)

**Lessee:** County of Lake Sheriff's Dept

**Total Transaction Value:** \$ 586,268.00

**Down Payment:** \$ 0.00

**Balance to Finance:** \$ 586,268.00

**Equipment:** Mobile Radios for Sheriff's Department to support Public Safety within the County (As per the Motorola Solutions equipment proposal.)

**Title:** Title to the equipment will vest with the Lessee.

**Insurance:** Lessee will be responsible to insure the equipment as outlined in the lease contract.

**Taxes:** Personal property, sales, leasing, use, stamp, or other taxes are for the account of the Lessee.

	Option 1	Option 2	Option 3
<i>Lease Term</i>	3 Years	5 Years	7 Years
<i>Payment Type</i>	Annually Arrears	Annually Arrears	Annually Arrears
<i>Lease Rate</i>	2.95%	2.99%	3.19%
<i>Lease Factor</i>	0.353464	0.218550	0.161943
<i>Payment</i>	\$207,224.63	\$128,128.87	\$94,942.00
<i>Payment Commencement</i>	First payment due one year after contract execution	First payment due one year after contract execution	First payment due one year after contract execution

**Expiration:** The above lease rates and factors are valid for all leases commenced by 3/17/2021. After this date the rate will be reset to reflect current market conditions.

**Program Highlights:** Terms up to seven years can be structured for Municipal Lease Purchase Agreement (Tax-exempt).

One hundred percent (100%) of a project's acquisition cost can be financed.

Payment frequency can be matched to meet your cash flow and budget requirements.

No pre-payment penalties.

Future equipment upgrades can easily be accommodated via add-on lease schedules, restructuring already existing deals, etc.

**Qualifications:** Receipt of a properly executed documentation package.  
Lessee qualifies as a political subdivision or agency of the State as defined in the Internal Revenue Code of 1986. The interest portion of the Lease Payments shall be excludable from the Lessor's gross income pursuant to Section 103 of the Internal Revenue Code.

Receipt of a copy of the last 2 year's audited financial statements and current year's budget from the Lessee.

This proposal should not be construed as a commitment to finance. It is subject to final credit approval.

**Documentation:** Municipal Equipment Lease Purchase Agreement  
Opinion of Counsel  
Schedule A/Equipment List



Schedule B/Amortization Schedule  
8038G  
UCC-1  
Certificate of Incumbency  
Statement of Essential Use/Source of Funds  
Evidence of Insurance or Statement of Self Insurance  
Resolution from governing body authorizing the execution of the Lease  
Delivery & Acceptance Certificate

Please feel free to contact me if there are any questions, or if an alternate structuring is required.

Regards,  
Jim Trevino  
Senior Account Manager  
+1 (408) 640-9861



## PART 6. Proposed Equipment Information

