



BALDWIN COUNTY COMMISSION

P25 CHANNEL ADDS

JUNE 14, 2021

The design, technical, pricing, and other information ("Information") furnished with this submission is proprietary and/or trade secret information of Motorola Solutions, Inc. ("Motorola Solutions") and is submitted with the restriction that it is to be used for evaluation purposes only. To the fullest extent allowed by applicable law, the Information is not to be disclosed publicly or in any manner to anyone other than those required to evaluate the Information without the express written permission of Motorola Solutions.

MOTOROLA, MOTO, MOTOROLA SOLUTIONS, and the Stylized M Logo are trademarks or registered trademarks of Motorola Trademark Holdings, LLC and are used under license. All other trademarks are the property of their respective owners. © 2020 Motorola Solutions, Inc. All rights reserved.

June 14, 2021

Brian Peacock
Baldwin County Commission
312 Courthouse Square, #12
Bay Minette, AL 36507

Subject: 5-Channel 4-sites P25 Channel Adds

Dear Brian,

Motorola Solutions, Inc. ("Motorola Solutions") is pleased to have the opportunity to provide Baldwin County Commission with quality communications equipment and services. The Motorola Solutions 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 is for (5) 800 MHz channels to the Baldwin County, AL system. Currently, the Lillian site has five (5) 700 MHz frequencies which will be distributed to the following sites:

- Two (2) channels to Fairhope
- One (1) channel to Bay Minette
- One (1) channel to Seminole
- One (1) channel to Robertsedale

Also included in this proposal is:

- Seamless Integration including Master Licenses
- Full turn-key installation including Project Management and Engineering.
- Frequency Licensing and Coordination

This proposal consists of this cover letter and the Overview page with Equipment list and Pricing. This proposal shall remain valid for a period of 60 days from the date of this cover letter. The County may accept the proposal by delivering to Motorola Solutions a (to be provided) signed CSA which can be provided upon request. Alternatively, Motorola Solutions would be pleased to address any concerns you may have regarding the proposal. Any questions can be directed to your Motorola Solutions Account Executive, Dallas Gamble at (615) 337-5599 or your Manufactures Representative, Stephenie Shirley at (251) 421-7271.

We thank you for the opportunity to furnish the Baldwin County Commission 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.



Jared West
Area Sales Manager

SECTION 1

SYSTEM OVERVIEW

In a request from Baldwin County, AL, Motorola Solutions is providing a quote to add five (5) 800 MHz channels to the Baldwin County, AL system. Currently, the Lillian site has five (5) 700 MHz frequencies which will be distributed to the following sites:

- Two (2) channels to Fairhope
- One (1) channel to Bay Minette
- One (1) channel to Seminole
- One (1) channel to Robertsedale

Some of the 800 MHz RFDS equipment will be installed into the Lillian site to assure that the GTR 8000 ESS functions correctly. Some reprogramming of the GTR 8000 Base Radios may be necessary.

Motorola is also moving the existing conventional 700 MHz channel down to an existing antenna that is already installed on the site.

SECTION 2

DESIGN ASSUMPTIONS

- Astro 21.1 system release
- Building specifications meet or exceed Motorola's R-56 standards
- There is sufficient power to handle the new equipment
- Existing antenna and line for conventional channel
- Existing antenna and line is in good working order. If a sweep reveals otherwise, customer will need to replace.



SECTION 3

PRICING

Motorola Solutions is pleased to provide the following equipment and services to The Baldwin County Board of Commission:

Description	Pricing
Total Equipment, Repeaters, Software and Licenses	\$216,675.00
Installation Services and Frequency Coordination	\$47,557.00
Implementation Services, Project Management	\$78,813.00
System List Price Total	\$343,045.00
State of Alabama T300 Contract Equipment Discount	-\$11,018.40
Q1 Management Incentive*	-\$33,100.00
FINAL SALE PRICE	\$298,926.60
<i>*Contract Must be executed by September 30th.</i>	



SECTION 4

EQUIPMENT LIST

This section lists the equipment necessary for the proposed solution.

SHIP TO	SUB SYS ID	SUB SYS	LIM	O	APC	QTY	NOMENCLATURE	DESCRIPTION	UNIT LIST (USD)	EXT LIST (USD)
CORE	LICENSE	CORE LICENSE	1	-	877	1	SQM01SUM0323	ASTRO MASTER SITE	\$ -	\$ -
CORE	LICENSE	CORE LICENSE	1	a	877	1	CA03517AC	ADD: CORE EXPANSION	\$ -	\$ -
CORE	LICENSE	CORE LICENSE	1	b	877	5	UA00161AA	ADD: P25 PHASE 2 TDMA SW BASE RADIO LIC	\$ 3,000	\$ 15,000
						0			\$ -	\$ -
LILLIAN	RFDS	COMBINER	2	-	457	1	DSPCD013V6	6 CHANNEL COMBINER KIT, STANDARD ISOLATION, 851-870 MHZ	\$ 9,366	\$ 9,366
LILLIAN	RFDS	TX FILTER	3	-	457	1	DSSPC004V2	TX POST FILTER/PMU KIT, 851-870 MHZ	\$ 1,204	\$ 1,204
						0			\$ -	\$ -
FAIRHOPE	BASE RADIO	ESS CHANNEL ADDITION	4	-	112	1	T7071	GTR 8000 EXPANDABLE SITE SUB-SYSTEM CHANNEL ADDITION UPGRADE	\$ -	\$ -
FAIRHOPE	BASE RADIO	ESS CHANNEL ADDITION	4	a	595	1	CA03678AA	ADD: ASTRO SYSTEM RELEASE 2021.1	\$ -	\$ -
FAIRHOPE	BASE RADIO	ESS CHANNEL ADDITION	4	b	112	1	CA00855AA	ADD: 700/800 MHZ	\$ 6,300	\$ 6,300
FAIRHOPE	BASE RADIO	BR	4	c	112	1	X302AE	ADD: QTY (2) GTR 8000 BASE RADIOS	\$ 11,800	\$ 11,800
FAIRHOPE	BASE RADIO	BR	4	d	595	2	X591AE	ENH: ASTRO 25 SITE REPEATER SW	\$ 18,760	\$ 37,520
FAIRHOPE	BASE RADIO	TDMA SW	4	e	595	1	CA01842AA	ADD: P25 TDMA SOFTWARE	\$ 13,000	\$ 13,000
FAIRHOPE	BASE RADIO	HARDWARE			112	2	X153AW	ADD: RACK MOUNT HARDWARE	\$ 50	\$ 100
FAIRHOPE	BASE RADIO	POWER	5	-	207	2	DS3500072	NEMA 5-20 TO IEC C15 CORD, 10 FT FOR GTR RACKS	\$ 71	\$ 142
						0			\$ -	\$ -
BAY MINETTE	BASE RADIO	ESS CHANNEL ADDITION	6	-	112	1	T7071	GTR 8000 EXPANDABLE SITE SUB-SYSTEM CHANNEL ADDITION UPGRADE	\$ -	\$ -
BAY MINETTE	BASE RADIO	ESS CHANNEL ADDITION	6	a	595	1	CA03678AA	ADD: ASTRO SYSTEM RELEASE 2021.1	\$ -	\$ -
BAY MINETTE	BASE RADIO	ESS CHANNEL ADDITION	6	b	112	1	CA00855AA	ADD: 700/800 MHZ	\$ 6,300	\$ 6,300
BAY MINETTE	BASE RADIO	BR	6	c	112	1	X301AE	ADD: QTY (1) GTR 8000 BASE RADIO	\$ 5,900	\$ 5,900
BAY MINETTE	BASE RADIO	BR	6	d	595	1	X591AE	ENH: ASTRO 25 SITE REPEATER SW	\$ 18,760	\$ 18,760
BAY MINETTE	BASE RADIO	TDMA SW	6	e	595	1	CA01842AA	ADD: P25 TDMA SOFTWARE	\$ 13,000	\$ 13,000
BAY MINETTE	BASE RADIO	HARDWARE			112	1	X153AW	ADD: RACK MOUNT HARDWARE	\$ 50	\$ 50
BAY MINETTE	BASE RADIO	POWER	7	-	207	1	DS3500072	NEMA 5-20 TO IEC C15 CORD, 10 FT FOR GTR RACKS	\$ 71	\$ 71



						0			\$ -	\$ -
SEMINOLE	BASE RADIO	ESS CHANNEL ADDITION	8	-	112	1	T7071	GTR 8000 EXPANDABLE SITE SUB-SYSTEM CHANNEL ADDITION UPGRADE	\$ -	\$ -
SEMINOLE	BASE RADIO	ESS CHANNEL ADDITION	8	a	595	1	CA03678AA	ADD: ASTRO SYSTEM RELEASE 2021.1	\$ -	\$ -
SEMINOLE	BASE RADIO	ESS CHANNEL ADDITION	8	b	112	1	CA00855AA	ADD: 700/800 MHZ	\$ 6,300	\$ 6,300
SEMINOLE	BASE RADIO	BR	8	c	112	1	X301AE	ADD: QTY (1) GTR 8000 BASE RADIO	\$ 5,900	\$ 5,900
SEMINOLE	BASE RADIO	BR	8	d	595	1	X591AE	ENH: ASTRO 25 SITE REPEATER SW	\$ 18,760	\$ 18,760
SEMINOLE	BASE RADIO	TDMA SW	8	e	595	1	CA01842AA	ADD: P25 TDMA SOFTWARE	\$ 13,000	\$ 13,000
SEMINOLE	BASE RADIO	HARDWARE			112	1	X153AW	ADD: RACK MOUNT HARDWARE	\$ 50	\$ 50
SEMINOLE	BASE RADIO	POWER	9	-	207	1	DS3500072	NEMA 5-20 TO IEC C15 CORD, 10 FT FOR GTR RACKS	\$ 71	\$ 71
						0			\$ -	\$ -
ROBERTSDALE	BASE RADIO	ESS CHANNEL ADDITION	10	-	112	1	T7071	GTR 8000 EXPANDABLE SITE SUB-SYSTEM CHANNEL ADDITION UPGRADE	\$ -	\$ -
ROBERTSDALE	BASE RADIO	ESS CHANNEL ADDITION	10	a	595	1	CA03678AA	ADD: ASTRO SYSTEM RELEASE 2021.1	\$ -	\$ -
ROBERTSDALE	BASE RADIO	ESS CHANNEL ADDITION	10	b	112	1	CA00855AA	ADD: 700/800 MHZ	\$ 6,300	\$ 6,300
ROBERTSDALE	BASE RADIO	BR	10	c	112	1	X301AE	ADD: QTY (1) GTR 8000 BASE RADIO	\$ 5,900	\$ 5,900
ROBERTSDALE	BASE RADIO	BR	10	d	595	1	X591AE	ENH: ASTRO 25 SITE REPEATER SW	\$ 18,760	\$ 18,760
ROBERTSDALE	BASE RADIO	TDMA SW	10	e	595	1	CA01842AA	ADD: P25 TDMA SOFTWARE	\$ 13,000	\$ 13,000
ROBERTSDALE	BASE RADIO	HARDWARE			112	1	X153AW	ADD: RACK MOUNT HARDWARE	\$ 50	\$ 50
ROBERTSDALE	BASE RADIO	POWER	11	-	207	1	DS3500072	NEMA 5-20 TO IEC C15 CORD, 10 FT FOR GTR RACKS	\$ 71	\$ 71



