

City of Santa Fe, New Mexico

memo

DATE: October 29, 2014
TO: Finance Committee
City Council
FROM: Jan M. Snyder, Assistant Fire Chief *JS*
SUBJECT: Purchase of New Emergency Radios – Motorola Solutions
VIA: Erik Litzenberg, Fire Chief *EL*
CC: Robert Rodarte, Purchasing Director

The City of Santa Fe Fire Department respectfully requests permission to purchase 20 new mobile radios and accessories from Motorola Solutions using the WSCA Standard Contract. The cost of the radios and all the necessary accessories will be \$47,779.40.

The Department has recently switched over to exclusively using an 800mhz radio platform for all paging and radio communications. During this change, a number of our current mobile radios were found to be obsolete and not capable of being programed as needed. This purchase will help upgrade our primary communications system to an acceptable level of performance.

The funds for the radios and accessories will come from the Department's Fire Property Tax, BU 22251.572800.

We are requesting your approval of this purchase and passing the consideration on to the governing body.

Please feel free to contact me with any further questions at 955-3121.

Attachments: (3) Quotes (2) from Motorola Solutions
WSCA Standard Contract
ITT Work Order (String email)



Quote Number: QU0000285967
Effective: 29 JUL 2014
Effective To: 27 SEP 2014

Bill-To:
 SANTA FE, CITY OF
 301 MONTEZUMA AVE
 SANTA FE, NM 87504
 United States

Ultimate Destination:
 SANTA FE, CITY OF
 301 MONTEZUMA AVE
 SANTA FE, NM 87504
 United States

Attention:
Name: Eduardo Catanach
Phone: 505-955-2874

Sales Contact:
Name: Manny Barreras
Email: manny.barreras@motorolasolutions.com
Phone: 505-850-8194

Contract Number: WSCA STANDARD
Freight terms: FOB Destination
Payment terms: Net 30 Due

Item	Quantity	Nomenclature	Description	List price	Your price	Extended Price
1	20	M28URS9PW1AN	XTL 1500 MOBILE 35 WATT, 764-870MHZ	\$1,600.00	\$1,256.00	\$25,120.00
1a	20	GA00249AC	ENH: SFS COMPREHENSIVE	\$265.00	\$265.00	\$5,300.00
1b	20	G967AF	ENH: ANALOG 3600 BAUD ENHANCED	\$430.00	\$337.55	\$6,751.00
1c	20	G174AA	ADD: ANTENNA 3DB LOW-PROFILE 764-870MHZ	\$43.00	\$33.76	\$675.20

Total Quote in USD **\$37,846.20**

THIS QUOTE IS BASED ON THE FOLLOWING:

1 This quotation is provided to you for information purposes only and is not intended to be an offer or a binding proposal.

If you wish to purchase the quoted products, Motorola Solutions, Inc. ("Motorola") will be pleased to provide you with our standard terms and conditions of sale (which will include the capitalized provisions below), or alternatively, receive your purchase order which will be acknowledged.

Thank you for your consideration of Motorola products.

- 2 Quotes are exclusive of all installation and programming charges (unless expressly stated) and all applicable taxes.
- 3 Purchaser will be responsible for shipping costs, which will be added to the invoice.
- 4 Prices quoted are valid for thirty(30) days from the date of this quote.
- 5 Unless otherwise stated, payment will be due within thirty days after invoice. Invoicing will occur concurrently with shipping.

MOTOROLA DISCLAIMS ALL OTHER WARRANTIES WITH RESPECT TO THE ORDERED PRODUCTS, EXPRESS OR IMPLIED INCLUDING THE IMPLIED WARRANTIES OF MERCHANTABILITY AND FITNESS FOR A PARTICULAR PURPOSE.

MOTOROLA'S TOTAL LIABILITY ARISING FROM THE ORDERED PRODUCTS WILL BE LIMITED TO THE PURCHASE PRICE OF THE PRODUCTS WITH RESPECT TO WHICH LOSSES OR DAMAGES ARE CLAIMED. IN NO EVENT WILL MOTOROLA BE LIABLE FOR INCIDENTAL OR CONSEQUENTIAL DAMAGES.



Quote Number: QU0000289644

Effective: 27 AUG 2014

Effective To: 26 SEP 2014

Bill-To:

SANTA FE, CITY OF
301 MONTEZUMA AVE
SANTA FE, NM 87504
United States

Attention:

Name: Eduardo Catanach
Phone: 505-955-2874

Sales Contact:

Name: Nick Soldano
Email: nsoldano@motorolasolutions.com
Phone: 312-614-4259

Contract Number: WSCA STANDARD

Freight terms: FOB Destination

Payment terms: Net 30 Due

Item	Quantity	Nomenclature	Description	List price	Your price	Extended Price
1	25	PMMN4051B	REMOTE SPEAKER MIC, RX-JACK	\$89.00	\$71.20	\$1,780.00
2	109	NTN9858C	BATTERY IMPRES NIMH 2100 MAH	\$110.00	\$74.80	\$8,153.20

Total Quote in USD \$9,933.20

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If you wish to purchase the quoted products, Motorola Solutions, Inc. ("Motorola") will be pleased to provide you with our standard terms and conditions of sale (which will include the capitalized provisions below), or alternatively, receive your purchase order which will be acknowledged.

Thank you for your consideration of Motorola products.

- 2 Quotes are exclusive of all installation and programming charges (unless expressly stated) and all applicable taxes.
- 3 Purchaser will be responsible for shipping costs, which will be added to the invoice.
- 4 Prices quoted are valid for thirty(30) days from the date of this quote.
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MOTOROLA DISCLAIMS ALL OTHER WARRANTIES WITH RESPECT TO THE ORDERED PRODUCTS, EXPRESS OR IMPLIED INCLUDING THE IMPLIED WARRANTIES OF MERCHANTABILITY AND FITNESS FOR A PARTICULAR PURPOSE.

MOTOROLA'S TOTAL LIABILITY ARISING FROM THE ORDERED PRODUCTS WILL BE LIMITED TO THE PURCHASE PRICE OF THE PRODUCTS WITH RESPECT TO WHICH LOSSES OR DAMAGES ARE CLAIMED. IN NO EVENT WILL MOTOROLA BE LIABLE FOR INCIDENTAL OR CONSEQUENTIAL DAMAGES.

State of Washington DEPARTMENT OF ENTERPRISE SERVICES Contracts & Legal Services Division 1500 Jefferson St. SE, P.O. Box 41017 • Olympia, Washington 98504-1017 • (360) 902-7400 http://www.des.wa.gov	CONTRACT AMENDMENT	
	Contract Number and Title: 02702, WSCA Public Safety Communications Equipment	Date Issued: August 27, 2014
	Amendment Number: 33 – Motorola Solutions	Date Effective: October 30, 2014
This Contract Amendment is issued under the provisions of the State Contract identified above. The changes authorized are within the scope of the original contract. All rights and obligations of the parties shall be subject to and governed by the terms of the original contract including any subsequent amendments, which are hereby incorporated by reference.		

Purpose of Amendment

Purpose: Reduce Washington's management fee and execute short-term contract extension (10/30/14 – 3/31/15)

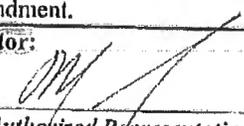
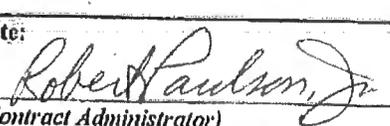
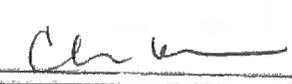
For contract sales made to contract customers located within the state of Washington the current management fee of one and a half percent (1.5%) shall be reduced to 0.74 percent (0.74%) on sales made on and after July 1, 2014. Contract sales shall continue to be reported on a quarterly basis and fees shall continue to be due within thirty (30) days of date of an invoice issued by the Department of Enterprise Services (DES). There shall be no change other state's administrative fees or in the WSCA-NASPO quarterly sales/administrative fee.

Motorola Solutions agrees to extend Contract 02702 for WSCA Public Safety Communications Equipment and Services for an additional five months (October 30, 2014 through March 31, 2015), under the existing contract terms, conditions, specifications and pricing. This short-term extension will allow additional time to complete the award of replacement contract(s) resulting from RFP 06913 for Public Safety Communication Equipment. Should any of these WSCA-NASPO replacement contracts become effective prior to March 31, 2015, this contract may run concurrently with these contracts to allow time for participating entity customers to transition to new contract(s).

Should Motorola Solutions be successful in receiving an award resulting from RFP 06913, once a Participating Addendum (PA) is executed under the terms of the new contract, all contract sales will be made to qualified purchasers under the terms of the new PA/contract and no further sales shall be made to those customers under the terms of Contract 02702.

Authorizing Signatures

This one-page contract amendment is executed by the persons signing below who warrant that they have the authority to execute this contract amendment.

For Contractor:  (Contractor Authorized Representative Signature)		For State:  (State Contract Administrator)	
9/10/14 (Date)		9-18-14 (Date)	
Contractor: Motorola Solutions, Inc. Mark Schmidl 1301 East Algonquin Road Schaumburg, IL 60196	Contract Administrator: Robert Paulson, Jr., C.P.M. Contracts Specialist	Telephone No.: (847) 867-6496	Telephone No.: (360) 407-9430
Email: mark.schmidl@motorolasolutions.com	Email: robert.paulson@des.wa.gov	Contracts & Legal Services Division Approval	
Authorizing Manager: Christine Warnock Chief Procurement Officer	Date: 9/23/14	Email: christine.warnock@des.wa.gov	Phone: (360) 407-6080
Signature: 			

PARTICIPATING ADDENDUM
WESTERN STATES CONTRACTING ALLIANCE
PUBLIC SAFETY COMMUNICATION EQUIPMENT

Motorola
Contract #02702

1. Scope: All eligible purchasers within the State of Arkansas including local public procurement units are authorized to purchase products and services under the terms and conditions of this price agreement.

All purchase orders and contracts must reference that the purchase is being made as per the terms of WSCA Contract 02702.

2. Changes: Changes to the terms and conditions of the contract are as follows:

In addition to any reporting required in the WSCA contract, vendor agrees to provide a quarterly report to the Arkansas Primary Contact within 30 days following the quarter being reported. Reports will include the following data:

A) Product Report – The quarterly report will include the Sold to Name (State of Arkansas agency), Bill to Name, Order Number, Invoice Number, Product Purchased, Unit Price and Extended Price.

A Procuring Agency shall determine whether all Products delivered to it meet the Contractor's published specifications. Per Section 18, of the WSCA RFP, All deliveries shall be F.O.B. destination with all transportation and handling charges paid by the contractor. Responsibility and liability for loss or damage shall remain the Contractor until the first of the following events occurs: (1) final inspection and acceptance; (2) Placing live telecommunications traffic on the system or subparts thereof; (3) The passage of thirty (30) days after FOB delivery to WSCA's designated site or warehouse, as the case may be except as to latent defects, fraud and Contractor's warranty obligations. Contractor's products and services are covered under the warranty obligations referenced in the terms and conditions of the WSCA contract.

Payments shall be submitted to the contractor at the address shown on the invoice. Payment shall be tendered to the contractor within thirty (30) days of the date of invoice. After the sixtieth (60) day from the date of the invoice unless mutually agreed to, interest shall be paid on the unpaid balance due to the contractor at the rate of one half of one percent per month in accordance with Arkansas Code Annotated §19-11-224. The procuring agency shall make a good-faith effort to pay within thirty (30) days after date of invoice.

Records relevant to Purchasing Entity transactions shall be subject to examinations by appropriate government authorities for a period of five years from the date of acceptance of the purchase order.

3. Primary Contact: The primary government contact individual for this participating addendum is as follows:

Robin Rogers
Office of State Procurement
1509 West 7th Street

Little Rock, Arkansas 72201
Telephone: 501-371-6067
Fax: 501-324-9311
e-mail: robin.rogers@dfa.state.ar.us

The primary contractor contact for this participating addendum is as follows:

4. Subcontractors: NONE

This Addendum and the Price Agreement together with its exhibits, set forth the entire agreement between the parties with respect to the subject matter of all previous communications, representations or agreements, whether oral or written, with respect to the subject matter hereof. Terms and conditions inconsistent with, contrary or in addition to the terms and conditions of this Addendum and the Price Agreement, together with its exhibits, shall not be added to or incorporated into this Addendum or the Price Agreement and its exhibits, by any subsequent purchase order or otherwise, and any such attempts to add or incorporate such terms and conditions are hereby rejected. The terms and conditions of this Addendum and the Price Agreement and its exhibits shall prevail and govern in the case of any such inconsistent or additional terms.

IN WITNESS WHEREOF, the parties have executed this Addendum as of the date of execution by both parties below.

Govt. Entity: <u>Arkansas State Procurement</u>	Contractor: <u>MOZCERLA</u>
By: <u>Robin Rogers</u>	By: <u>Marshall Wright</u>
Name: <u>Robin Rogers</u>	Name: <u>MARSHALL WRIGHT</u>
Title: <u>Interim Director</u>	Title: <u>MSST VP & Director</u>
Date: <u>3/14/08</u>	Date: <u>3/14/08</u>

Lead State: State of Washington, Keith Armstrong, Contract Consultant

Christine Warnock
Christine Warnock, Purchasing Agent

Date: 3/28/08

Motorola

MOTOROLA REPRESENTATIVE WSCA CONTRACT RADIO MODELS

Revised 10/20/06

The following Motorola radio models are representative examples of the radios available on the WSCA contract. Contract users are requested to contact Motorola for other versions & frequency bands of each series of radio model. The WSCA RFP required Manufacturer price pages for the complete line of Motorola radios available on the WSCA contract are on file with WSCA Purchasing. The representative prices listed will be higher in states that charge an administrative fee.

The various types of Motorola radios are listed by frequency band first, then by radio category:

MODEL NO.	DESCRIPTION	WSCA CONTRACT PRICE
VHF FREQUENCY BAND (136-174 MHZ):		
P25 DIGITAL TRUNKED PORTABLE RADIOS:		
H18KEF9PW6_N w/options: Q806,H38,Q361,H14,H301, NNTN4435, NTN1667	XTS5000, VHF, 6 watt, 512 channel, model 2, with charger & spare battery	\$3,735.82
H46KDC9PW5_N w/options: Q574,H301,NTN9815,NTN1667	XTS2500, VHF, 5 watt, 48 channel, model 1, with charger & spare battery	\$1,995.53
H66KDC9PW5_N w/options: Q574,H301,NTN9815,NTN1667	XTS1500, VHF, 5 watt, 16 channel, model 1, with charger & spare battery	\$1,451.40
P25 DIGITAL TRUNKED MOBILE RADIOS:		
M20KTS9PW1_N w/options: G806,G51,G361,G114,G89,G67, G79,G94,W22,B18	XTL5000, VHF, 110 watt, 512 channel, model W5, remote mount	\$4,119.68
M20KSS9PW1_N w/options: G806,G51,G361,G114,W81,G89,G67, G79,G94,W22,B18	XTL5000, VHF, 50 watt, 512 channel, model W5, remote mount	\$3,753.09
M20KSS9PW1_N w/options: G806,G51,G361,G89,G66,G79,G94, W22,B18	XTL5000, VHF, 50 watt, 512 channel, model W5, front mount	\$3,533.29
M21KTM9PW1_N w/options: G806,G51,G361,G89,G67, G442,G444,W22,B18	XTL2500, VHF, 110 watt, 255 channel, remote mount	\$3,696.56
M21KSM9PW1_N w/options: G806,G51,G361,G89,G67, G442,G444,W22,B18	XTL2500, VHF, 50 watt, 255 channel, remote mount	\$3,286.56

Motorola

M21KSM9PW1_N w/options: G806,G51,G361,G89,G66, G442,G444,W22,B18	XTL2500, VHF, 50 watt, 255 channel, front mount	\$3,145.52
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M28KSS9PW1_N w/options: G788,G89	XTL1500, VHF, 50 watt, 48 channel, front mount	\$1,828.60
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P25 DIGITAL CONVENTIONAL PORTABLE RADIOS:

H18KEF9PW6_N w/options: Q806,H35,H14,H301,NNTN4435,NTN1667	XTS5000, VHF, 6 watt, 512 channel, model 2, with charger & spare battery	\$2,950.82
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H46KDC9PW5_N w/options: Q811,H301,NTN9815,NTN1667	XTS2500, VHF, 5 watt, 48 channel, model 1, with charger & spare battery	\$1,543.50
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H66KDC9PW5_N w/options: Q811,H301,NTN9815,NTN1667	XTS1500, VHF, 5 watt, 16 channel, model 1, with charger & spare battery	\$1,134.88
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P25 DIGITAL CONVENTIONAL MOBILE RADIOS:

M20KTS9PW1_N w/options: G806,G48,G114,G89,G67, G79,G94,W22,B18	XTL5000, VHF, 110 watt, 512 channel, model W5, remote mount	\$3,334.68
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M20KSS9PW1_N w/options: G806,G48,G114,W81,G89,G67, G79,G94,W22,B18	XTL5000, VHF, 50 watt, 512 channel, model W5, remote mount	\$2,968.09
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M21KTM9PW1_N w/options: G806,G48,G89,G67, G442,G444,W22,B18	XTL2500, VHF, 110 watt, 255 channel, remote mount	\$2,876.56
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M21KSM9PW1_N w/options: G806,G48,G89,G66, G442,G444,W22,B18	XTL2500, VHF, 50 watt, 255 channel, front mount	\$2,325.52
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M28KSS9PW1_N w/options: G790,G89	XTL1500, VHF, 50 watt, 48 channel, front mount	\$1,418.60
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P25 DIGITAL CONVENTIONAL BASE/REPEATER STATION RADIOS:

T5365 w/options: X530,X806_D,X580,X432	QUANTAR, VHF, 125 watt, 16 channel	\$11,759.44
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T5365 w/options: X330,X806_D,X580,X432	QUANTAR, VHF, 25 watt, 16 channel	\$10,827.74
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ANALOG CONVENTIONAL PORTABLE RADIOS:

Motorola

H67KDC9PW5_N w/options: Q833,H301,NTN9815,NTN1667	MT1500, VHF, 5 watt, 48 channel, with charger & spare battery MT1500 is factory upgradeable to P25 dig.	\$993.30
AAH79KDC9PW5_N w/options: H129,H301CE,NTN9858	PR1500, VHF, 5 watt, 32 channel, with charger & spare battery PR1500 is factory upgradeable to P25 dig.	\$913.50
AAH25KDH9AA6_N w/options: H301,HNN9008_R	HT1250, VHF, 5 watt, 128 channel, with charger & spare battery	\$711.10
AAH25KDC9AA2_N w/options: H301,HNN9008_R	HT750, VHF, 5 watt, 4 channel, with charger & spare battery	\$542.10
AAH50KDC9AA1_N w/options: NNTN4851	CP200, VHF, 5 watt, 4 channel, with charger & spare battery	\$394.40

ANALOG CONVENTIONAL MOBILE RADIOS:

AAM79KTD9PW5_N	PM1500, VHF, 110 watt, 255 channel, remote mount	\$1,260.00
AAM25KKD9AA2_N	CDM1250, VHF, 45 watt, 64 channel, front mount	\$534.24

ANALOG CONVENTIONAL BASE/REPEATER STATION RADIOS:

T5365 w/options: X530,X597_A,X580,X432	QUANTAR, VHF, 125 watt, 16 channel	\$9,834.44
T5544 w/options: X330,X597,X580,X436,X153	MTR2000, VHF, 40 watt, 32 channel	\$3,699.50

P25 MIGRATION PLAN GATEWAY SOLUTIONS:

To be determined for each application	TYPICAL MEDIUM SYSTEM, PER RFP SPECS, AS BID	\$2,488,183.78
To be determined for each application	TYPICAL SMALL SYSTEM, PER RFP SPECS, AS BID	\$1,785,195.50
To be determined for each application	TYPICAL ALTERNATE SMALL SYSTEM, AS BID FOR PHASE 1	\$244,473.89

Motorola

MOTOROLA REPRESENTATIVE WSCA CONTRACT RADIO MODELS

Revised 10/20/06

The following Motorola radio models are representative examples of the radios available on the WSCA contract. Contract users are requested to contact Motorola for other versions & frequency bands of each series of radio model. The WSCA RFP required Manufacturer price pages for the complete line of Motorola radios available on the WSCA contract are on file with WSCA Purchasing. The representative prices listed will be higher in states that charge an administrative fee.

The various types of Motorola radios are listed by frequency band first, then by radio category:

MODEL NO.	DESCRIPTION	WSCA CONTRACT PRICE
UHF FREQUENCY BAND (450-470 MHZ):		
P25 DIGITAL TRUNKED PORTABLE RADIOS:		
H18SDF9PW6_N w/options: Q806,H38,Q361,H14,H301, NNTN4435, NTN1667	XTS5000, UHF, 5 watt, 512 channel, model 2, with charger & spare battery	\$3,735.82
H46SDC9PW5_N w/options: Q574,H301,NTN9815,NTN1667	XTS2500, UHF, 5 watt, 48 channel, model 1, with charger & spare battery	\$1,995.53
H66SDC9PW5_N w/options: Q574,H301,NTN9815,NTN1667	XTS1500, UHF, 5 watt, 16 channel, model 1, with charger & spare battery	\$1,451.40
P25 DIGITAL TRUNKED MOBILE RADIOS:		
M20QTS9PW1_N w/options: G806,G51,G361,G114,G89,G67, G79,G94,W22,B18	XTL5000, UHF, 100 watt, 512 channel, model W5, remote mount	\$4,119.68
M20QSS9PW1_N w/options: G806,G51,G361,G114,W81,G89,G67, G79,G94,W22,B18	XTL5000, UHF, 40 watt, 512 channel, model W5, remote mount	\$3,753.09
M20QSS9PW1_N w/options: G806,G51,G361,G89,G66,G79,G94, W22,B18	XTL5000, UHF, 40 watt, 512 channel, model W5, front mount	\$3,533.29
M21QTM9PW1_N w/options: G806,G51,G361,G89,G67, G442,G444,W22,B18	XTL2500, UHF, 100 watt, 255 channel, remote mount	\$3,696.56
M21SSM9PW1_N w/options: G806,G51,G361,G89,G67,	XTL2500, UHF, 40 watt, 255 channel, remote mount	\$3,286.56

Motorola**G442,G444,W22,B18**

M21SSM9PW1_N w/options: G806,G51,G361,G89,G66, G442,G444,W22,B18	XTL2500, UHF, 40 watt, 255 channel, front mount	\$3,145.52
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M28SSS9PW1_N w/options: G788,G89	XTL1500, UHF, 45 watt, 48 channel, front mount	\$1,828.60
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P25 DIGITAL CONVENTIONAL PORTABLE RADIOS:

H18SDF9PW6_N w/options: Q806,H35,H14,H301,NNTN4435,NTN1667	XTS5000, UHF, 5 watt, 512 channel, model 2, with charger & spare battery	\$2,950.82
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H46SDC9PW5_N w/options: Q811,H301,NTN9815,NTN1667	XTS2500, UHF, 5 watt, 48 channel, model 1, with charger & spare battery	\$1,543.50
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H66SDC9PW5_N w/options: Q811,H301,NTN9815,NTN1667	XTS1500, UHF, 5 watt, 16 channel, model 1, with charger & spare battery	\$1,134.88
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P25 DIGITAL CONVENTIONAL MOBILE RADIOS:

M20QTS9PW1_N w/options: G806,G48,G114,G89,G67, G79,G94,W22,B18	XTL5000, UHF, 100 watt, 512 channel, model W5, remote mount	\$3,334.68
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M20QSS9PW1_N w/options: G806,G48,G114,W81,G89,G67, G79,G94,W22,B18	XTL5000, UHF, 40 watt, 512 channel, model W5, remote mount	\$2,968.09
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M21QTM9PW1_N w/options: G806,G48,G89,G67, G442,G444,W22,B18	XTL2500, UHF, 100 watt, 255 channel, remote mount	\$2,876.56
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M21SSM9PW1_N w/options: G806,G48,G89,G66, G442,G444,W22,B18	XTL2500, UHF, 40 watt, 255 channel, front mount	\$2,325.52
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M28SSS9PW1_N w/options: G790,G89	XTL1500, UHF, 45 watt, 48 channel, front mount	\$1,418.60
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P25 DIGITAL CONVENTIONAL BASE/REPEATER STATION RADIOS:

T5365 w/options: X640,X806_D,X580,X432	QUANTAR, UHF, 110 watt, 16 channel	\$12,852.07
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T5365 w/options: X240,X806_D,X580,X432	QUANTAR, UHF, 25 watt, 16 channel	\$11,420.64
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Motorola**ANALOG CONVENTIONAL PORTABLE RADIOS:**

H67SDC9PW5_N w/options: Q833,H301,NTN9815,NTN1667	MT1500, UHF, 5 watt, 48 channel, with charger & spare battery MT1500 is factory upgradeable to P25 dig.	\$993.30
AAH79SDC9PW5_N w/options: H301CE,NTN9815	PR1500, UHF, 5 watt, 32 channel, with charger & spare battery PR1500 is factory upgradeable to P25 dig.	\$948.50
AAH25SDH9AA6_N w/options: H301,HNN9008_R	HT1250, UHF, 4 watt, 128 channel, with charger & spare battery	\$743.60
AAH25SDC9AA2_N w/options: H301,HNN9008_R	HT750, UHF, 4 watt, 4 channel, with charger & spare battery	\$574.60
AAH50RDC9AA1_N w/options: NNTN4851	CP200, UHF, 4 watt, 4 channel, with charger & spare battery	\$422.40

ANALOG CONVENTIONAL MOBILE RADIOS:

AAM79QTD9PW5_N	PM1500, UHF, 110 watt, 255 channel, remote mount	\$1,330.00
AAM25SKD9PW2_N	CDM1250, UHF, 40 watt, 64 channel, front mount	\$581.76

ANALOG CONVENTIONAL BASE/REPEATER STATION RADIOS:

T5365 w/options: X640,X597_A,X580,X432	QUANTAR, UHF, 100 watt, 16 channel	\$10,927.07
T5544 w/options: X340,X597,X580,X436,X153	MTR2000, UHF, 40 watt, 32 channel	\$4,669.00

P25 MIGRATION PLAN GATEWAY SOLUTIONS:

To be determined for each application	TYPICAL MEDIUM SYSTEM, PER RFP SPECS, AS BID	\$2,488,183.78
To be determined for each application	TYPICAL SMALL SYSTEM, PER RFP SPECS, AS BID	\$1,785,195.50
To be determined for each application	TYPICAL ALTERNATE SMALL SYSTEM, AS BID FOR PHASE 1	\$244,473.89

BABCOCK, PAUL R.

From: ITT Work Order
Sent: Thursday, October 16, 2014 10:50 AM
To: BABCOCK, PAUL R.
Subject: B1/ Radio Shop: Could you get a PO for the Two Quotes Attached? This is for Fire 20 XTL-1500 ... ISSUE=33454 PROJ=1

When replying, type your text above this line.

Notification of Ticket Change

The following changes have been made to this Ticket: *Changed Business Unit to 22251 from 22208.*

Project: ITT Work Order System
Ticket: B1/ Radio Shop: Could you get a PO for the Two Quotes Attached? This is for Fire 20 XTL-1500 Motorola Radios and Parts
Ticket Number: 33454

Priority: High **Status:** Open
Date: 10/16/2014 **Time:** 10:50:29
Creation Date: 10/09/2014 **Creation Time:** 08:17:15
Created By: Eduardo Catanach

[Click here to view Ticket in Browser](#)

Description:

Entered on 10/09/2014 at 11:02:32 by Paul Campos:

REQ# 20163812 HAS BEEN KEYED INTO THE SYSTEM, HOWEVER IT IS ON BUDGET HOLD AND WILL NEED TO BE RELEASED BY CAL FOR APPROVAL, THE AMOUNTS ARE \$ 37,846.20 AND \$ 9933.20 OUT OF BU/LI 22208.572800. PAUL

Entered on 10/09/2014 at 08:17:15 by Eduardo Catanach:

Two Motorola quotes are attached.

1 for \$37,846.20 and the other is for \$9,933.20

Current Assignees: Paul Campos, Thomas J. Williams

Ticket Information:

Division: ITT **Site Location:** Radio Shop
W/O Topic: Purchase **Business Unit:** 22251
Line Item: 572800

Contact Information:

Last Name: Eduardo **First Name:** Catanach
E-Mail Address: epcatanach@santafenm.gov

Complete History:

Date	Time	User	Action
10/09/2014	8:17 AM	Eduardo Catanach	Created: Radio Shop: Could you get a PO for the Two Quotes Attached? This is for Fire 20 XTL-1500 Motorola Radios and Parts
10/09/2014	8:17 AM	Eduardo Catanach	Initial Status: Open
10/09/2014	8:17 AM	Eduardo Catanach	Initial Priority: 1
10/09/2014	8:17 AM	Eduardo Catanach	Initial Site Location: Radio Shop Initial Division: ITT Initial W/O Topic: Purchase Initial Business Unit: 22208 Initial Line Item: 572800 Initial Last Name: Eduardo Initial First Name: Catanach Initial E-Mail Address: epcatanach@santafenm.gov
10/09/2014	8:17 AM	Eduardo Catanach	Added Assignee: Paul Campos
10/09/2014	8:17 AM	Eduardo Catanach	Notification mail sent: Customer: epcatanach@santafenm.gov ; Assignee: Paul Campos
10/09/2014	8:21 AM	Eduardo Catanach	Added Attachment
10/09/2014	8:21 AM	Eduardo Catanach	Notification mail sent: Customer: epcatanach@santafenm.gov ; Assignee: Paul Campos
10/09/2014	11:02 AM	Paul Campos	Changed Title
10/09/2014	11:02 AM	Paul Campos	Appended a new Description.
10/09/2014	11:02 AM	Paul Campos	Added Assignee: Thomas J. Williams
10/09/2014	11:02 AM	Paul Campos	Notification mail sent: Customer: epcatanach@santafenm.gov ; Assignee: Paul Campos Thomas J. Williams
10/14/2014	1:39 PM	Eduardo Catanach	Added CCs: PAUL BABCOCK R.
10/14/2014	1:39 PM	Eduardo Catanach	Notification mail sent: Customer: epcatanach@santafenm.gov ; Assignee: Paul Campos Thomas J. Williams; Cc: BABCOCK@ci.santa-fe.nm.us R.@ci.santa-fe.nm.us
10/16/2014	10:50 AM	Eduardo Catanach	Changed Business Unit to 22251 from 22208

Motorola

MOTOROLA REPRESENTATIVE WSCA CONTRACT RADIO MODELS

Revised 10/20/06

The following Motorola radio models are representative examples of the radios available on the WSCA contract. Contract users are requested to contact Motorola for other versions & frequency bands of each series of radio model. The WSCA RFP required Manufacturer price pages for the complete line of Motorola radios available on the WSCA contract are on file with WSCA Purchasing. The representative prices listed will be higher in states that charge an administrative fee.

The various types of Motorola radios are listed by frequency band first, then by radio category:

MODEL NO.	DESCRIPTION	WSCA CONTRACT PRICE
800 MHZ FREQUENCY BAND (806-870 MHZ):		
P25 DIGITAL TRUNKED PORTABLE RADIOS:		
H18UCF9PW6_N w/options: Q806,H38,Q361,H14,H301, HNN9031, NTN1667	XTS5000, 700/800 MHZ, 3 watt, 512 channel, model 2, with charger & spare battery	\$3,721.69
H46UCC9PW5_N w/options: Q574,H301,NTN9815,NTN1667	XTS2500, 700/800 MHZ, 3 watt, 48 channel, model 1, with charger & spare battery	\$1,995.53
H66UCC9PW5_N w/options: Q574,H301,NTN9815,NTN1667	XTS1500, 700/800 MHZ, 3 watt, 16 channel, model 1, with charger & spare battery	\$1,451.40
P25 DIGITAL TRUNKED MOBILE RADIOS:		
M20URS9PW1_N w/options: G806,G51,G361,G114,W81,G89,G67, G79,G94,W22,B18	XTL5000, 700/800 MHZ, 35 watt, 512 channel, model W5, remote mount	\$3,753.09
M20URS9PW1_N w/options: G806,G51,G361,G89,G66,G79,G94, W22,B18	XTL5000, 700/800 MHZ, 35 watt, 512 channel, model W5, front mount	\$3,533.29
M21URM9PW1_N w/options: G806,G51,G361,G89,G67, G442,G444,W22,B18	XTL2500, 700/800 MHZ, 35 watt, 255 channel, remote mount	\$3,286.56
M21URM9PW1_N w/options: G806,G51,G361,G89,G66, G442,G444,W22,B18	XTL2500, 700/800 MHZ, 35 watt, 255 channel, front mount	\$3,145.52

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M28URS9PW1_N w/options: G788,G89	XTL1500, 700/800 MHZ, 35 watt, 48 channel, front mount	\$1,828.60
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P25 DIGITAL CONVENTIONAL PORTABLE RADIOS:

H18UCF9PW6_N w/options: Q806,H35,H14,H301, HNN9031, NTN1667	XTS5000, 700/800 MHZ, 3 watt, 512 channel, model 2, with charger & spare battery	\$2,936.69
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H46UCF9PW6_N w/options: Q811,H301,NTN9815,NTN1667	XTS2500, 700/800 MHZ, 3 watt, 512 channel, model 2, with charger & spare battery	\$2,058.00
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H46UCC9PW5_N w/options: Q811,H301,NTN9815,NTN1667	XTS2500, 700/800 MHZ, 3 watt, 48 channel, model 1, with charger & spare battery	\$1,543.50
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H66UCC9PW5_N w/options: Q811,H301,NTN9815,NTN1667	XTS1500, 700/800 MHZ, 3 watt, 16 channel, model 1, with charger & spare battery	\$1,134.88
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P25 DIGITAL CONVENTIONAL MOBILE RADIOS:

M20URS9PW1_N w/options: G806,G48,G114,W81,G89,G67, G79,G94,W22,B18	XTL5000, 700/800 MHZ, 35 watt, 512 channel, model W5, remote mount	\$2,968.09
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M21URM9PW1_N w/options: G806,G48,G89,G66, G442,G444,W22,B18	XTL2500, 700/800 MHZ, 35 watt, 255 channel, front mount	\$2,325.52
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M28URS9PW1_N w/options: G790,G89	XTL1500, 700/800 MHZ, 35 watt, 48 channel, front mount	\$1,418.60
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P25 DIGITAL CONVENTIONAL BASE/REPEATER STATION RADIOS:

T5365 w/options: X750,X806_D,X580,X432	QUANTAR, 800 MHZ, 100 watt, 16 channel	\$13,389.53
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T5365 w/options: X250,X806_D,X580,X432	QUANTAR, 800 MHZ, 20 watt, 16 channel	\$11,337.48
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ANALOG CONVENTIONAL PORTABLE RADIOS:

H67UCC9PW5_N w/options: Q833,H301,NTN9815,NTN1667	MT1500, 800 MHZ, 3 watt, 48 channel, with charger & spare battery MT1500 is factory upgradeable to P25 dig.	\$993.30
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Motorola

ANALOG CONVENTIONAL MOBILE RADIOS:

M28URS9PW1_N w/options: XTL1500, 700/800 MHZ, 35 watt, \$1,418.60
 G790,G89 48 channel, front mount

ANALOG CONVENTIONAL BASE/REPEATER STATION RADIOS:

T5365 w/options: QUANTAR, 800 MHZ, 100 watt, 16 channel \$11,464.53
 X750,X597_A,X580,X432

T5644 w/options: MTR2000, 800 MHZ, 75 watt, 32 channel \$5,579.00
 X450,X597,X580,X436,X153

P25 MIGRATION PLAN GATEWAY SOLUTIONS:

To be determined for each application TYPICAL MEDIUM SYSTEM, PER RFP \$2,488,183.78
 SPECS, AS BID

To be determined for each application TYPICAL SMALL SYSTEM, PER RFP \$1,785,195.50
 SPECS, AS BID

To be determined for each application TYPICAL ALTERNATE SMALL SYSTEM, \$244,473.89
 AS BID FOR PHASE 1

WSCA RFP DISCOUNT MATRIX		REVISED 5/18/07	
RADIO MODEL SERIES (REFER TO MANUF. PRICE PAGES):	DISCOUNT %	CALIFORNIA, OREGON DISCOUNT %	OKLAHOMA, KANSAS DISCOUNT %
P25 DIGITAL MOBILE/DESKTOP RADIOS:			
XTL5000 MOBILE	21.5%	20.5%	21%
XTL5000 HIGH PERFORMANCE MOBILE DATA MODEMS	10%	9%	9.5%
XTL2500 MOBILE	18%	17%	17.5%
XTL1500 MOBILE	18%	17%	17.5%
P25 DIGITAL PORTABLE RADIOS:			
ASTRO XTS5000	21.5%	20.5%	21%
ASTRO XTS2500	26.5%	25.5%	26%
ASTRO XTS1500	18%	17%	17.5%
PDR3500 PORTABLE REPEATER	8.5%	7.5%	8%

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ANALOG MOBILE/DESKTOP RADIOS:				
PM1500 (P25 UPGRADEABLE)	30%	29%	29.5%	
CDM SERIES (750, 1250, 1550, 1550LS+)	28%	27%	27.5%	
CM200, CM300	15%	14%	14.5%	
PM400	15%	14%	14.5%	
ANALOG PORTABLE RADIOS:				
HT1250, HT1250LS+, HT1550XLS	35%	34%	34.5%	
HT750	35%	34%	34.5%	
EX500, EX600XLS	20%	19%	19.5%	
CP100, CP150, CP200	20%	19%	19.5%	
MT1500 (P25 UPGRADEABLE)	23%	22%	22.5%	
PR1500 (P25 UPGRADEABLE)	30%	29%	29.5%	
PR860	20%	19%	19.5%	
PR400	15%	14%	14.5%	
INFRASTRUCTURE / FIXED EQUIPMENT / OTHER:				
QUANTAR BASE/REPEATER STATIONS	23%	22%	22.5%	
MTR2000 BASE/REPEATER STATIONS	30%	29%	29.5%	
DIU-3000 DIGITAL INTERFACE UNITS	15%	14%	14.5%	
ASTRO-TAC 3000 VOTING SYSTEM	15%	14%	14.5%	
SPECTRA-TAC VOTING SYSTEM	15%	14%	14.5%	
QUANTAR VOTING RECEIVERS	15%	14%	14.5%	
GOLD ELITE CONSOLES (Gateway)	18.5%	17.5%	18%	
TRUNKED CONTROLLERS (Gateway)	18.5%	17.5%	18%	
Trident PassPort Trunking Infrastructure	18.5%	17.5%	18%	
Trident LTR Trunking Infrastructure	18.5%	17.5%	18%	
MOTBRIDGE (Gateway)	10%	9%	9.5%	
STR3000 SIMULCAST / DATA BASE STATIONS	15%	14%	14.5%	
MCC5500 / MCC7500 CONSOLES	15%	14%	14.5%	
CANOPY	15%	14%	14.5%	
PTP / POINT TO POINT WIRELESS BROADBAND NETWORK	15%	14%	14.5%	
POWERLINE MU / IN BUILDING BROADBAND DISTRIBUTION	15%	14%	14.5%	
HOTZONE DUO	15%	14%	14.5%	
RAD / MULTIPLEXERS	10%	9%	9.5%	
EWLAN INFR & ACCESS POINTS	40%	39%	39.5%	
MCC1000/2000/2500, COMMAND STAR LITE CONSOLES	10%	9%	9.5%	
MC3000 DIGITAL DESKTOP CONSOLES	10%	9%	9.5%	
MINITOR RECEIVERS	28%	27%	27.5%	
STANDALONE ACCESSORIES ORDERED WITHOUT RADIOS	20%	19%	19.5%	
Support Services	\$168.75 per hr	\$170.43 /hr	\$169.59 /hr	
Installation Services	\$168.75 per hr	\$170.43 /hr	\$169.59 /hr	
Repair Services		\$168.75/hr	\$170.43 /hr	\$169.59 /hr