



Takoma Park City Council Meeting – October 23, 2024

Agenda Item 6

Work Session

Single Reading Ordinance Authorizing the Purchase of 12 Marked Police Fleet Vehicles

Recommended Council Action

Review and approve the ordinance authorizing the vehicle purchase.

Context with Key Issues

In accordance with the City's practice to replace vehicles pursuant to its vehicle replacement policy, the Police Department proposes the replacement of 12 marked patrol fleet vehicles (three carried over from FY24 and nine scheduled to be purchased in FY25); #280, #304, #305, #308, #310, #312, #323, #324, #326, #328, #329, #334. All of the vehicles being replaced have either been deadlined or are recommend to be deadlined by the City's Fleet Review Committee. All of the vehicles being replaced are conventional gasoline vehicles. The proposal is to purchase 12 marked conventional gas vehicles (Ford Explorer SUV's) to replace 12 marked gas Ford Explorer SUV's, and to outfit them with emergency equipment and radios.

All purchases will be done on established rider contracts, as outlined in City Code under 7.08.070 Procurements exempt from competitive bidding. These proposals were reviewed and approved by the Fleet Review Committee in accordance with the Vehicle Replacement/Addition/Transfer Policy and schedule. Funding for this purchase is included in the FY24 budget.

The 12 vehicles being purchased will be utilized by our Patrol Services Division for high visibility patrols throughout the city.

Staff evaluated the possibility of purchasing electric vehicles; however, the City currently lacks sufficient charging infrastructure to support electric vehicle purchases for staff assigned to Patrol. Additionally, the electric vehicle that was purchased by the Police Department for evaluation and consideration for a larger EV conversion has not demonstrated that electric batteries are capable of holding a charge that would last an officer's full shift while maintaining the necessary operations, nor does the City currently have sufficient on-site charging stations, nor required off-site charging locations.

Staff also evaluated the purchase of Hybrid vehicles. There is significant backlog for acquisition of Hybrid police vehicles. We are still awaiting delivery of five Ford Hybrid pursuit-rated vehicles that were approved by the City Council for purchase and ordered in FY22.

There are several issues that have caused the delays in manufacturing the five vehicles and other Hybrid police vehicles. The first delay was due to slowdowns in production during the COVID pandemic and later due to a computer chip shortage. These delays persisted into FY23 due to a shortage of rear axles and fuel tanks, and in FY24 due to production issues specific to the components of the Hybrid battery. Ford cannot provide any date for a possible build of these five vehicles. This issue is not unique to the Takoma Park police department. Agencies in the region and nationally are experiencing the same delays.

Staff from the Police Department and Public Works reached out to numerous dealerships across the country inquiring about the availability of Hybrid patrol vehicles. No dealership had any availability of Hybrid patrol vehicles or any anticipated timeline in which they would be available. All back orders, including our order of five vehicles in FY22, will need to be satisfied before any new orders can be made. The only pursuit-rated patrol vehicles currently available to purchase with an anticipated time line for delivery are conventional gas vehicles. Gas powered Ford SUV's have turnaround for delivery after purchase of 8-12 weeks.

Several vehicles in our fleet are in desperate need of replacement. Two-thirds of our patrol vehicles are recommended to be deadlined. Many have already been taken out of service, leaving us short of spare vehicles needed. These vehicles are breaking down frequently which is causing increased maintenance costs. In addition, paint on many of the vehicles is chipping and the graphics are fading, which does not support the professional image of our police department.

The purchase and acquisition of the twelve vehicles is critical to police department operations. We are at the point where our vehicles are unsafe. Due the condition of the vehicles and the need to deadline several of them, the Police department will reach the point that we do not have enough patrol vehicles to patrol the city if new vehicles are not purchased.

We currently have sixty (60) vehicles assigned to the Police Department. Almost half of the vehicles assigned to the Police Department fleet (28) are recommend to be deadlined. Ten (10) of these vehicles, while still assigned to the police fleet, are not in service. These ten (10) vehicles are in the process of being deadlined and sold. That leaves the Police Department with fifty (50) vehicles available for operations.

We currently have thirty (30) marked patrol vehicles within the police department. Two-thirds of our marked vehicles (20) are recommended to be deadlined. Twenty-seven (27) of the vehicles are assigned to sworn officers and three (3) are utilized as spare vehicles. Twenty-four (24) of the vehicles are gasoline and six (6) are Hybrid.

We have twenty (20) operational unmarked vehicles. Thirteen are Hybrid and three are EV's. These vehicles are assigned to command staff (six), to our detectives (six), our parking enforcement (two), property and evidence van (one), ERT van (one), and five are spares.

The Police Department will continue working with the vehicle replacement committee to develop an infrastructure plan to allow for the full conversion of all of the City's vehicle fleet to hybrid and electric as vehicles are replaced. However, at this point the need to provide public safety services to the residents of the city outweigh the potential benefits of purchasing Hybrid patrol vehicles, as opposed to gasoline vehicles.

Council Priority

A Livable Community for All; Engaged, Responsive and Service-Oriented Government

Environmental Considerations

The proposed vehicles have conventional gasoline engines. All are being replaced with conventional gasoline engine.

Fiscal Considerations

The price of the twelve Ford Patrol SUV's, to be purchased through Hertrich Fleet Services on a Howard County Contract is \$563,496 (\$46,958 x 12). The cost to outfit the vehicles with all emergency equipment through Frontline Mobile Tech on a Howard County Contract is \$228,860 (\$21,801 x 4 for vehicles equipped with arrestee transport barriers and \$17,707 x 8 for standard-equipped vehicles). The cost of the radios, to be purchased from Motorola Solutions on a Montgomery County Contract, is \$80,511.24 (\$6,709.27 x 12). The funding of the twelve vehicles will come from the Equipment Replacement Reserve (ERR).

The total proposed purchase price for the fully-equipped vehicles will be \$872,867.24. \$903,000.00 was allocated from the ERR (\$73,000 per vehicle for FY24 x/3 and \$76,000 per vehicle x/9 for FY25) to purchase the twelve vehicles. Due the lower cost of purchasing gasoline vehicles as opposed to Hybrid vehicles, the twelve vehicles have come in under the allocated budget in the ERR, by \$30,132.76. The \$30,132.76 savings will remain in the ERR and can be used to offset increased potential costs increases as the City transitions to electric vehicles.

Racial Equity Considerations

This purchase will not disproportionately impact any particular group.

Attachments and Links

- Draft Single Reading Ordinance Authorizing the Purchase of Twelve Ford SUV patrol vehicles from Hertrich Fleet Services, with outfitting by Frontline Mobile Tech and radios from Motorola Solutions.

Introduced by:

Single Reading Ordinance

**CITY OF TAKOMA PARK, MARYLAND
ORDINANCE NO. 2024-**

AUTHORIZATION TO PURCHASE POLICE VEHICLES

WHEREAS, the Police Department plans to replace twelve marked police gasoline patrol fleet vehicles in accordance with the City's vehicle replacement policy and the review by the Fleet Review Committee; and

WHEREAS, the FY 2025 budget has funds in the Equipment Replacement Reserve Account that will be used for the purchase; and

WHEREAS, the Police Department proposes to acquire 12 police gasoline patrol vehicles from Hertrich Fleet Sales at a cost of \$563,496 and to outfit the vehicles through Frontline Mobile Tech at a cost of \$228,860. The radio's will be purchased through Motorola Solutions at a cost of \$80,511.24. The total cost for the vehicles will be \$872,867.24; and

WHEREAS, the quoted vehicle pricing is based on a Howard County contract. The outfitting pricing is based on a Howard County contract, and the quoted price for the radios is based on a Montgomery County contract.

NOW, THEREFORE, BE IT ORDAINED BY THE COUNCIL OF THE CITY OF TAKOMA PARK, MARYLAND THAT:

SECTION 1. The City Manager or his designee is authorized to enter into an agreement with Hertrich Fleet Sales for the purchase of twelve vehicles, with Frontline Mobile Tech for the outfitting, and with Motorola Solutions for the purchase of radios.

SECTION 2. This Ordinance shall become effective immediately.

Adopted this ____ day of _____, 2024 by roll-call vote as follows:

AYE:

NAY:

ABSTAIN:

ABSENT:



10555 Guilford Rd Suite 119 - 121
Jessup, MD 20794

We have prepared a quote for you

49951_UPFIT_MARKED_CAGE_2025_UTILITY

Quote # 003875 v1

Prepared for:
Takoma Park Police Dept

Prepared by:
Mike Cassagne



Lighting - Sirens		Price	Qty	Ext. Price
LIGHTBAR				
ENNLB-18	SO - 54" NXT LED Lightbar (ENFLB) w/ Take Downs & Alleys - Clear Lenses with RBW front and half RWA half BWA rear for full 360 scene and rear amber arrow.18 LED Inboard & 30 LED Corners - ENNLB01KCL-482 #QSF044884	\$3,414.00	1	\$3,414.00
GRILL LIGHTS				
EMPSCG1SLS 4RBW	mpower® 3" 3-Wire Light w/ Stud Mount, for use with mpower Arrow Kit and Connect-n-Go, SAE Class 1 & CA Title 13, 9-32 Vdc, Black Housing, 12 LED, Tricolor - Red/Blue/White	\$133.00	2	\$266.00
CARGO/C-PILLAR SIDE LIGHTS				
EMPSCG4STS 4J	mpower® 4" 3-Wire HD Light w/ Stud Mount, for use with mpower Arrow Kit and Connect-n-Go, SAE Class 1 & CA Title 13, 9-32 Vdc, Black Housing, 12 LED, Dual Color - Red/Blue	\$135.00	4	\$540.00
PMP2WSDDDB	SO - Dual Window Shroud Kit for 4 Inch Light w/ Stud Mount - Black	\$14.00	2	\$28.00
TAIL LIGHT SOLUTION				
ETTFUT-16	SO - Flashback Plug-In Alternating Taillight Flasher, Solid State - 2.4 f.p.s. for Ford Utility	\$81.00	1	\$81.00
bluePRINT PACKAGE TO INCLUDE SIREN AND SPEAKER				
ENGLMK013	bluePRINT Link® Micro Kit, includes Module and Vehicle Harness for Ford Super Duty F-250-F-550, 2023-2024	\$404.00	1	\$404.00
ENGSA582RS P	SO - BLUEPRINT 500 SERIES 200 W REMOTE BTTN SIREN	\$822.00	1	\$822.00
ENGND04102	bluePRINT® Remote Node with Magnetic ID	\$206.00	1	\$206.00
ENGHNK06	10 ft Harness Kit for Remote Node	\$95.00	1	\$95.00
ETSS100J5	Sound Off - 100J Series Composite Speaker w/ Universal Bail Bracket - 100 watt	\$248.00	2	\$496.00
ETSSVBK01	Sound Off - 100N/100J Series Speaker Bracket (only - no drill) for the Ford PI Utility 2020, Bumper Mount	\$32.00	2	\$64.00
ENGSYMD01	Sync Module	\$279.00	1	\$279.00
DOME LIGHT				



Lighting - Sirens		Price	Qty	Ext. Price
60CREGCS	Interior Light - 12 Diode Interior Light, Split Red/White, 6" Round Surface Mount, Includes Switches	\$163.00	1	\$163.00
LOW FREQUENCY SIREN				
ETSKLF201	LF Aftershock Siren System, includes: (2) 100 Watt Speakers, 200 Watt Amplifier & Universal Brackets	\$697.00	1	\$697.00
ETSSLFVBK07	SOS - Lower Frame Mount Bracket for the Aftershock Low Frequency Speaker for installation on Ford Utility 2020-2021, mounts 1 speaker on passenger side (only)	\$32.00	1	\$32.00
ETSSLFVBK09	SOS - Lower Frame Mount Bracket for the Aftershock Low Frequency Speaker for installation on Ford Utility 2020-2021, mounts 1 speaker on Driver side (only)	\$32.00	1	\$32.00
Subtotal:				\$7,619.00

Console - Mounts		Price	Qty	Ext. Price
CONSOLE SET UP				
AS4.C237.502	2020 INT SUV CONSOLE W/MOUSETRAP to include console, cup holders, armrest, and motion device - Faceplates:APX6500 brickSoundOff bluePRINT	\$672.00	1	\$672.00
MAG_MIC_FL M	Magnetic Mic Single Pack	\$29.00	2	\$58.00
AS9.C125.030- 6	USB CONTAINER TRAY	\$94.00	1	\$94.00
DOCKING STATION (AS7.P054.102 EOL REPLACEMENT BELOW)				
7170-0971-02	KIT: Panasonic Toughbook 55 DUAL RF LITE Port Replication laptop vehicle docking station. Keyed alike (7160-0577-22) and LIND 120W Auto Power Adapter with Bare Wire Lead (7300-0461)	\$1,036.00	1	\$1,036.00
Subtotal:				\$1,860.00

Transport Systems		Price	Qty	Ext. Price
TP-E-SL1-US- SS	Troy - US size, Recessed Panel; Sliding window; Vertical bar crawl-thru prevention bracket	\$750.00	1	\$750.00
SAB-20-FDUV- BB	Troy - 2020 PI Utility Big-Boy partition mounting kit. Extra seat-back recline.	\$267.00	1	\$267.00



Transport Systems		Price	Qty	Ext. Price
KP-UV20-DAP-SS	Troy - 2020 PI Utility 3-pc. Kick panel w/foot pockets - Use with Big-Boy mount	\$160.00	1	\$160.00
DP-UV20-SET	Troy - 2020 PI Utility driver and passenger side door panel (SET)	\$245.00	1	\$245.00
WG-20-FDUV-SET	Troy - 2020+ PI Utility driver/passenger side window guards, welded bars, vertical design.	\$240.00	1	\$240.00
PS-20-UV-FXPL-OS-R	Troy - Plastic seat with OS belts, rear partition (square-hole), with fire compartment and AED compartment with lock and lid	\$1,792.00	1	\$1,792.00
			Subtotal:	\$3,454.00

Antennas - Radios		Price	Qty	Ext. Price
Customer provided radio, speaker, mic, and all needed wiring				
CH-CG-4-4-14	TNC on Single Cellular & GNSS	\$53.00	1	\$53.00
VEHICLE-UPFIT-SUPPLIES	AP-MF5G-CG-Q B AIRGAIN Antenna Plus MultiMax 5G EZConnect Antenna Threaded Bolt - Black - 1' Cables - 1 5G/LTE - 1 GNSS	\$119.00	1	\$119.00
			Subtotal:	\$172.00

Misc Additions		Price	Qty	Ext. Price
DECAL				
Vehicle-Upfit-Decal	Decal - Graphics and Installation to customer specs. 3M reflective with lifetime warranty	\$995.00	1	\$995.00
CARGO MOUNT WITH ELECTRONICS TRAY AND VAULT				
CP-UV20-CARGO	Troy - 2020 PI Utility tilt-up cargo mount w/gas shocks.	\$665.00	1	\$665.00
AC-20-UV-TRAY	Troy - 2020 PI Utility electronics tray bolts to CP-UV20-CARGO	\$223.00	1	\$223.00
1-HDW-25-GSSE120	Troy - PI Utility cargo mount gas shock/120 lb/17"/pair (for CP-UV-CARGO-MNT or -XL)	\$36.00	1	\$36.00
CP-GB403212-PB	Troy - 40" W x 32" L x 12" H w/PB lock, 2 DL locking handles. Carpet top.	\$1,457.00	1	\$1,457.00
			Subtotal:	\$3,376.00



Installation		Price	Qty	Ext. Price
Vehicle-Upfit-Marked	Complete Upfit - Marked Patrol Car - Labor Only Installation of all above quoted equipment and customer provided radio.	\$3,960.00	1	\$3,960.00
Vehicle-Upfit-Supplies	Misc. Material to include connectors, wire, and hardware	\$365.00	1	\$365.00
			Subtotal:	\$4,325.00



49951_UPFIT_MARKED_CAGE_2025_UTILITY



Prepared by:
Frontline Mobile Tech
 Mike Cassagne
 240-280-8964
 Fax 2403604538
 mcassagne@frontlinemobiletech.com

Bill to:
Takoma Park Police Dept
 7500 Maple Ave
 Takoma Park, MD 20912
 Donna Drew
 (301) 891-7209
 donnad@takomaparkmd.gov

Ship to:
Takoma Park Police Dept
 7500 Maple Ave
 Takoma Park, MD 20912
 Michelle Holmes
 (301) 891-7102
 michelleh@takomaparkmd.gov


Quote Information:
Quote #: 003875
 Version: 1
 Delivery Date: 10/07/2024
 Expiration Date: 11/02/2024

Quote Summary

Description	Amount
Lighting - Sirens	\$7,619.00
Console - Mounts	\$1,860.00
Transport Systems	\$3,454.00
Antennas - Radios	\$172.00
Misc Additions	\$3,376.00
Installation	\$4,325.00
Subtotal:	\$20,806.00
Shipping:	\$995.00
Total:	\$21,801.00

Taxes, shipping, handling and other fees may apply. We reserve the right to cancel orders arising from pricing or other errors.

Frontline Mobile Tech

Signature: 
 Name: Mike Cassagne
 Title: Sales Manager
 Date: 10/07/2024

Takoma Park Police Dept

Signature: _____
 Name: Michelle Holmes
 Date: _____



10555 Guilford Rd Suite 119 - 121
Jessup, MD 20794

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49951_UPFIT_MARKED_NOCAGE_2025_UTILITY

Quote # 003886 v1

Prepared for:
Takoma Park Police Dept

Prepared by:
Mike Cassagne



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Subtotal:				\$1,860.00

Antennas - Radios		Price	Qty	Ext. Price
Customer provided radio, speaker, mic, and all needed wiring				
CH-CG-4-4-14	TNC on Single Cellular & GNSS	\$53.00	1	\$53.00



Antennas - Radios		Price	Qty	Ext. Price
VEHICLE-UPFIT-SUPPLIES	AP-MF5G-CG-Q B AIRGAIN Antenna Plus MultiMax 5G EZConnect Antenna Threaded Bolt - Black - 1' Cables - 1 5G/LTE - 1 GNSS	\$119.00	1	\$119.00
			Subtotal:	\$172.00

Misc Additions		Price	Qty	Ext. Price
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CARGO MOUNT WITH ELECTRONICS TRAY AND VAULT				
CP-UV20-CARGO	Troy - 2020 PI Utility tilt-up cargo mount w/gas shocks.	\$665.00	1	\$665.00
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1-HDW-25-GSSE120	Troy - PI Utility cargo mount gas shock/120 lb/17"/pair (for CP-UV-CARGO-MNT or -XL)	\$36.00	1	\$36.00
CP-GB403212-PB	Troy - 40" W x 32" L x 12" H w/PB lock, 2 DL locking handles. Carpet top.	\$1,457.00	1	\$1,457.00
			Subtotal:	\$3,376.00

Installation		Price	Qty	Ext. Price
Vehicle-Upfit-Marked	Complete Upfit - Marked Patrol Car - Labor Only	\$3,520.00	1	\$3,520.00
	Installation of all above quoted equipment and customer provided radio.			
Vehicle-Upfit-Supplies	Misc. Material to include connectors, wire, and hardware	\$365.00	1	\$365.00
			Subtotal:	\$3,885.00



49951_UPFIT_MARKED_NOCAGE_2025_UTILITY



Prepared by:
Frontline Mobile Tech
 Mike Cassagne
 240-280-8964
 Fax 2403604538
 mcassagne@frontlinemobiletech.com

Bill to:
Takoma Park Police Dept
 7500 Maple Ave
 Takoma Park, MD 20912
 Donna Drew
 (301) 891-7209
 donnad@takomaparkmd.gov

Ship to:
Takoma Park Police Dept
 7500 Maple Ave
 Takoma Park, MD 20912
 Michelle Holmes
 (301) 891-7102
 michelleh@takomaparkmd.gov


Quote Information:
Quote #: 003886
 Version: 1
 Delivery Date: 10/07/2024
 Expiration Date: 11/06/2024

Quote Summary

Description	Amount
Lighting - Sirens	\$7,619.00
Console - Mounts	\$1,860.00
Antennas - Radios	\$172.00
Misc Additions	\$3,376.00
Installation	\$3,885.00
Subtotal:	\$16,912.00
Shipping:	\$795.00
Total:	\$17,707.00

Taxes, shipping, handling and other fees may apply. We reserve the right to cancel orders arising from pricing or other errors.

Frontline Mobile Tech

Signature: 
 Name: Mike Cassagne
 Title: Sales Manager
 Date: 10/07/2024

Takoma Park Police Dept

Signature: _____
 Name: Michelle Holmes
 Date: _____

HERTRICH FLEET SERVICES, INC

1427 Bay Road Milford, DE 19963

Ford - Chevrolet - Dodge - Jeep
Lincoln - Honda - Buick - GMC - Toyota - Nissan

(800) 698-9825

(302) 422-3300

Fax: (302) 839-0555

September 18, 2024

Michelle Holmes
Supervisor, Admin Services
Takoma Park, MD 20912

I am pleased to provide a quote for 2025 Ford Police Interceptor Utilities, priced per the Howard County
Contract #4400004546

Vehicle	2025 Ford Police Interceptor Utility – AWD PEP 500A	
YZ/9W	Oxford White & Black Interior – Cloth Front & Vinyl Rear Seats	
99B/44U	3.3L V-6 Gas & 10 Speed Modular Automatic Transmission	
55F	Remote Keyless Entry – 4 FOBs & 4 Keys	N/C
153	Front Tag Bracket	N/C
43D	Courtesy Lamp Disable	N/C
51T	Spot Lamp LED DR	\$420
60A	Wiring Frill/Lamp/Siren/Spkrs	N/C
66A	Front Headlamp Solution • Wiring Grill/Lamps/Siren/Speakers	\$900
17A	Aux Climate Control	\$610
17T	Red/White Cargo Lamp	N/C
18D	Global Lock/Unlock	N/C
19V	Rear Camera On Demand	\$230
86T	Rear Taillamp Housing	N/C
76D	Deflector Plate	\$340
	MSRP \$50,960	
	Howard County Invoice price	\$48,963
	HCC	(505)
	Disc	(1,500)
	Total Per Vehicle	\$46,958

Please contact me with any questions, changes or to place an order. I like forward to hearing from you.

Respectfully submitted,
John Worrall

Quote Date:10/02/2024
 Expiration Date:12/31/2024
 Quote Created By:
 rohit radhakrishnan
 rohit.r@motorolasolutions.com

End Customer:
 TAKOMA PARK POLICE DEPT, CITY OF
 Cynthia Williams
 cynthiaw@takomaparkmd.gov
 (301)891-7140

Line #	Item Number	Description	Qty	List Price	Disc %	Sale Price	Ext. Sale Price
	APX™ 6500 / Enh Series	ENHANCEDAPX6500					
1	M25URS9PW1BN	APX6500 ENHANCED 7/800 MHZ MOBILE	12	\$3,383.12	40.0%	\$2,029.87	\$24,358.44
1a	GA09008AA	ADD: GROUP SERVICES	12	\$165.00	40.0%	\$99.00	\$1,188.00
1b	GA09007AA	ADD: OUT OF THE BOX WIFI PROVISIONING	12	\$0.00	0.0%	\$0.00	\$0.00
1c	G851AG	ADD: AES/DES-XL/DES-OFB ENCRYP APX AND ADP	12	\$879.00	40.0%	\$527.40	\$6,328.80
1d	G996AS	ENH: OVER THE AIR PROVISIONING	12	\$110.00	40.0%	\$66.00	\$792.00
1e	GA00250AA	ADD: GNSS/BT-WIFI THRU MNT ANT, 17FT LOW LOSS PFP-100A/240, QMA	12	\$110.00	40.0%	\$66.00	\$792.00
1f	G683AG	ADD: ONE TOUCH/STATUS MSG	12	\$138.00	40.0%	\$82.80	\$993.60
1g	GA00580AA	ADD: TDMA OPERATION	12	\$495.00	40.0%	\$297.00	\$3,564.00
1h	G51AU	ENH: SMARTZONE OPERATION APX6500	12	\$1,320.00	40.0%	\$792.00	\$9,504.00
1i	G67DT	ADD: REMOTE MOUNT E5 APXM	12	\$327.00	40.0%	\$196.20	\$2,354.40
1j	GA01620AA	ADD: MULTI SYSTEM OTAR	12	\$165.00	40.0%	\$99.00	\$1,188.00
1k	G78AT	ENH: 3 YEAR ESSENTIAL SVC	12	\$288.00	0.0%	\$288.00	\$3,456.00
1l	GA09000AA	ADD: DIGITAL TONE SIGNALING	12	\$165.00	40.0%	\$99.00	\$1,188.00



Any sales transaction following Motorola's quote is based on and subject to the terms and conditions of the valid and executed written contract between Customer and Motorola (the "Underlying Agreement") that authorizes Customer to purchase equipment and/or services or license software (collectively "Products"). If no Underlying Agreement exists between Motorola and Customer, then Motorola's Standard Terms of Use and Motorola's Standard Terms and Conditions of Sales and Supply shall govern the purchase of the Products.
 Motorola Solutions, Inc.: 500 West Monroe, United States - 60661 ~ #: 36-1115800

Line #	Item Number	Description	Qty	List Price	Disc %	Sale Price	Ext. Sale Price
1m	GA09001AA	ADD: WI-FI CAPABILITY	12	\$330.00	40.0%	\$198.00	\$2,376.00
1n	G298AS	ENH: ASTRO 25 OTAR W/ MULTIKEY	12	\$814.00	40.0%	\$488.40	\$5,860.80
1o	B18CR	ADD: AUXILIARY SPKR 7.5 WATT APX	12	\$66.00	40.0%	\$39.60	\$475.20
1p	GA01771AB	ENH: ENHANCEMENT LEVEL 2	12	\$220.00	40.0%	\$132.00	\$1,584.00
1q	G444AH	ADD: APX CONTROL HEAD SOFTWARE	12	\$0.00	0.0%	\$0.00	\$0.00
1r	QA03399AA	ADD: ENHANCED DATA APX	12	\$165.00	40.0%	\$99.00	\$1,188.00
1s	G806BL	ENH: ASTRO DIGITAL CAI OP APX	12	\$567.00	40.0%	\$340.20	\$4,082.40
1t	GA01767AG	ADD: RADIO AUTHENTICATION	12	\$110.00	40.0%	\$66.00	\$792.00
1u	GA01670AA	ADD: APX E5 CONTROL HEAD	12	\$717.00	40.0%	\$430.20	\$5,162.40
1v	W22BA	ADD: STD PALM MICROPHONE APX	12	\$79.00	40.0%	\$47.40	\$568.80
1w	QA09113AB	ADD: BASELINE RELEASE SW	12	\$0.00	0.0%	\$0.00	\$0.00
1x	G174AD	ADD: ANT 3DB LOW- PROFILE 762-870	12	\$47.00	40.0%	\$28.20	\$338.40
1y	G361AH	ENH: P25 TRUNKING SOFTWARE APX	12	\$330.00	40.0%	\$198.00	\$2,376.00

Grand Total
\$80,511.24(USD)
Notes:

- Unless otherwise noted, this quote excludes sales tax or other applicable taxes (such as Goods and Services Tax, sales tax, Value Added Tax and other taxes of a similar nature). Any tax the customer is subject to will be added to invoices.

