



QUOTE-1832177  
 APX4000 Portable and APX4500  
 Mobile VHF Subscriber

Billing Address:  
 PANOLA COUNTY SHERIFF  
 DEPT  
 314 W WELLINGTON  
 CARTHAGE, TX 75633  
 US

Quote Date:07/28/2022  
 Expiration Date:10/26/2022  
 Quote Created By:  
 George Arnold  
 Manufacturer Representative  
 georgearnold@callmc.com  
 903-918-6639

End Customer:  
 PANOLA COUNTY SHERIFF DEPT

Line #	Item Number	Description	Qty	List Price	Sale Price	Ext. Sale Price
	APX™ 4500 Enhanced					
1	M22KSS9PW1BN	APX4500 ENHANCED VHF MOBILE	40	\$3,741.00	\$2,770.08	\$110,803.20
1a	G24AX	ENH: 3 YEAR ESSENTIAL SVC	40			
1b	G66BF	ADD: DASH MOUNT O2 APXM	40			
1c	G299AE	ADD: 1/4 WAVE ROOF TOP 150.8-162	40			
1d	GA01606AA	ADD: NO GPS/WI-FI ANTENNA NEEDED	40			
1e	Q811BU	ADD: SOFTWARE P25 CONVENTIONAL	40			
1f	B18CR	ADD: AUXILIARY SPKR 7.5 WATT APX	40			
1g	GA00804AA	ADD: APX O2 CH (GREY)	40			
1h	G444AH	ADD: APX CONTROL HEAD SOFTWARE	40			
1i	W22BA	ADD: STD PALM MICROPHONE APX	40			
1j	G193AK	ADD: ADP ONLY (NON-P25 CAP COMPLIANT) (US ONLY)	40			
	APX™ 4000 Series	APX4000				



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, the 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	Sale Price	Ext. Sale Price
2	H51KDF9PW6AN	APX 4000 VHF MHZ MODEL 2 PORTABLE	40	\$3,077.00	\$2,271.86	\$90,874.40
2a	Q667BB	ADD: ADP ONLY (NON-P25 CAP COMPLIANT) (US ONLY)	40			
2b	Q811BR	ENH: SOFTWARE P25 CONVENTIONAL	40			
2c	H885BK	ADD: 3Y ESSENTIAL SERVICE	40			
3	PMPN4174A	CHGR DESKTOP SINGLE UNIT IMPRES, US/NA	40	\$82.08	\$61.56	\$2,462.40
4	PMMN4136B	ACCESSORY KIT,XVP830 REMOTE SPEAKER MICROPHONE, NO CHANNEL KNOB	20	\$486.00	\$364.50	\$7,290.00
Product Services						
5	LSV00Q00202A	DEVICE PROGRAMMING	80	\$95.00	\$95.00	\$7,600.00
Subtotal						\$293,323.20
Total Discount Amount						\$74,293.20
<b>Grand Total</b>						<b>\$219,030.00(USD)</b>

**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.





## Purchase Order Checklist

Marked as PO/ Contract/ Notice to Proceed on Company Letterhead  
(PO will not be processed without this)

PO Number/ Contract Number

PO Date

Vendor = Motorola Solutions, Inc.

Payment (Billing) Terms/ State Contract Number

Bill-To Name on PO must be equal to the *Legal* Bill-To Name

Bill-To Address

Ship-To Address (If we are shipping to a MR location, it must be documented on PO)

Ultimate Address (If the Ship-To address is the MR location then the Ultimate Destination address must be documented on PO.)

PO Amount must be equal to or greater than Order Total

Non-Editable Format (Word/ Excel templates cannot be accepted)

Bill To Contact Name & Phone # and EMAIL for customer accounts payable dept

Ship To Contact Name & Phone #

Tax Exemption Status

Signatures (As required)

## SECTION 7

# PRICING SUMMARY

Motorola is pleased to provide the following Estimated Budgetary Pricing to Panola Co. Sheriff's Office:

Description	Price
2-Position Avtec Dispatch Console Site	\$ 114,483.30
Motorola Console APX P25 Base & Control Stations	\$ 38,996.71
Motorola GTR8000 P25 Infrastructure	\$ 34,356.00
Installation Agreement	\$ 44,285.71
FCC License Modification – Two Licenses - PCSO & PCFD	\$2,500.00
<b>Total</b>	<b>\$234,121.72</b>
<i>Optional</i> - Tower Recondition / Guy Wire Repair & Replace	\$52,000.00



# STATEMENT OF WORK

Motorola is proposing to Panola Co. SO the installation and configuration of the following equipment at the specified locations.

Tasks	Motorola Solutions	Customer
<b>PROJECT INITIATION</b>		
<b>Contract Finalization and Team Creation</b>		
Execute contract and distribute contract documents.	X	X
Assign a Project Manager as a single point of contact.	X	X
Assign resources.	X	X
Schedule project kickoff meeting.	X	X
Deliverable: Signed contract, defined project team, and scheduled project kickoff meeting.		
<b>Project Administration</b>		
Ensure that project team members attend all meetings relevant to their role on the project.	X	X
Set up the project in the Motorola Solutions information system.	X	
Record and distribute project status meeting minutes.	X	
Maintain responsibility for third-party services contracted by Motorola Solutions.	X	
Complete assigned project tasks according to the project schedule.	X	X
Submit project milestone completion documents.	X	
Upon completion of tasks, approve project milestone completion documents.		X
Conduct all project work Monday thru Friday, 8:00 a.m. to 5:00 p.m.	X	
Deliverable: Completed and approved project milestones throughout the project.		
<b>Project Kickoff</b>		
Introduce team, review roles, and decision authority.	X	X
Present project scope and objectives.	X	
Review SOW responsibilities and project schedule.	X	X
Schedule Design Review.	X	X



Tasks	Motorola Solutions	Customer
Deliverable: Completed project kickoff and scheduled Design Review		
<b>Design Review</b>		
Review the Customer's operational requirements.	X	X
Present the system design and operational requirements for the solution.	X	
Present equipment layout plans and system design drawings.	X	
Present installation plan.	X	
Present preliminary cutover plan and methods to document final cutover process.	X	
Present configuration and details of sites required by system design.	X	
Validate that Customer sites can accommodate proposed equipment.	X	X
Provide approvals required to add equipment to proposed existing sites.		X
Provide heat load and power requirements for new equipment.	X	
Provide information on existing system interfaces.		X
Provide frequency and radio information for each site.		X
Assume liability and responsibility for proving all information necessary for complete installation.		X
Assume responsibility for issues outside of Motorola Solutions' control.		X
Ensure that frequency availability and licensing meet project requirements and pay any licensing and frequency coordination fees that may occur. Motorola assumes the reuse of the existing frequencies for this project and will not be adding any additional frequencies.		X
Review and update design documents, including System Description, Statement of Work, Project Schedule, and Acceptance Test Plan, based on Design Review agreements.	X	
Execute Change Order in accordance with all material changes to the Contract resulting from the Design Review (if any).	X	
Deliverable: Finalized design documentation based upon "frozen" design, along with any relevant Change Order documentation.		
<b>SITE PREPARATION AND DEVELOPMENT</b>		
<b>Site Access</b>		
Provide site owners/managers with written notice to provide entry to sites identified in the project design documentation.		X
Provide necessary buildings, equipment shelters, and towers for installation of system equipment. No new towers and shelters are included in this offering		X

Tasks	Motorola Solutions	Customer
Ensure that each site meets the R56 standards for space, grounding, power, HVAC, and connectivity requirements.		X
Provide adequate electrical power in proper phase and voltage at sites and adequate utility service to support the new equipment and ancillary equipment.		X
Prepare and submit Electromagnetic Energy (EME) plans for the site (as licensee) to demonstrate compliance with FCC RF Exposure Guidelines.		X
Ensure that required rack space is available for installation of the new equipment.		X
Deliverable: Information and permitting requirements completed at each site		
<b>General Facility Improvements</b>		
Provide adequate HVAC, grounding, lighting, cable routing, and surge protection based upon Motorola Solutions' Standards and Guidelines for Communication Sites (R56)		X
Ensure the resolution of environmental and hazardous material issues at each site including, but not limited to, asbestos, structural integrity (tower, rooftop, water tank, etc.), and other building risks.		X
Ensure that electrical service will accommodate installation of system equipment, including isolation transformers, circuit breakers, surge protectors, and cabling.		X
Provide obstruction-free area for the cable run between the demarcation point and system equipment.		X
Supply interior building cable trays, raceways, conduits, and wire supports.		X
Provide one-time mobilization of installation crews.	X	
Transport removed site equipment to a location designated by Customer and within Customer's jurisdiction.	X	
Deliverable: Sites meet physical requirements for equipment installation		
<b>SYSTEM INSTALLATION</b>		
<b>Equipment Order and Manufacturing</b>		
Create equipment order and reconcile to contract.	X	
Manufacture Motorola Solutions-provided equipment necessary for system based on equipment order.	X	
Procure non-Motorola Solutions equipment necessary for the system.	X	
Deliverable: Equipment procured and ready for shipment		
<b>Equipment Shipment and Storage</b>		
Provide secure location for solution equipment.		X
Pack and ship solution equipment to field	X	
Receive solution equipment.		X

Tasks	Motorola Solutions	Customer
Inventory solution equipment and provide storage before delivery to sites.	X	
Deliverable: Solution equipment received and ready for installation		
<b>General Installation</b>		
Deliver solution equipment to installation location.	X	
Coordinate receipt of and inventory solution equipment with designated contact.	X	
Install all proposed fixed equipment as outlined in the System Description based upon the agreed-upon floor plans, connecting audio, control, and radio transmission cables to connect equipment to the power panels or receptacles, and audio/control line connection points. Installation performed in accordance with R56 standards and state/local codes.	X	
Provide system interconnections that are not specifically outlined in the system design, including dedicated phone circuits, microwave links, or other types of connectivity.		X
Install and terminate all network cables between site routers and network demarcation points, including microwave, leased lines, and Ethernet.	X	
Ensure that Type 1 and Type 2 AC suppression is installed to protect installed equipment.		X
Connect installed equipment to the provided ground system.	X	
Label equipment, racks, and cables.	X	
Perform preliminary audit of installed equipment to ensure compliance with requirements and R56 standards.	X	
Note any required changes to the installation for inclusion in the "as-built" system documentation.	X	
Deliverable: Equipment installed		
<b>Antenna and Transmission Line Installation</b>		
Install antennas, including supplying and installing new side arm mounts	X	
Install transmission lines required for system.	X	
Provide and install attachment hardware for supporting transmission lines on antenna support structure.	X	
Supply and install a ground bus bar at the bottom of each antenna support structure.	X	
Deliverable: Antenna and Transmission Lines Installed		
<b>AVTEC Console Installation and Configuration</b>		
Identify circuits for connection to console and a demarcation point located within 25 feet of the console interface.	X	
Connect console to circuit demarcation points.	X	



Tasks	Motorola Solutions	Customer
Install consoles and the proposed peripheral equipment as described above in Section 1.2, at Courthouse location, in accordance with R56 standards and state/local codes.	X	
Perform console programming and configuration.	X	
Deliverable: AVTEC Console equipment installation completed		
<b>Solution Optimization</b>		
Verify that all equipment is operating properly, and that all electrical and signal levels are set accurately.	X	
Verify that all audio and data levels are at factory settings.	X	
Verify communication interfaces between devices for proper operation.	X	
Ensure that functionality meets manufacturers' specifications and complies with the final configuration established during design review or system staging.	X	
Deliverable: Completion of System Optimization		
<b>Functional Acceptance Testing</b>		
Verify the operational functionality and features of the solution supplied by Motorola Solutions, as contracted.	X	
Witness the functional testing.	X	X
Document all issues that arise during the acceptance tests.	X	
Resolve any minor task failures before Final System Acceptance.	X	
Document the results of the acceptance tests and present for review.	X	
Review and approve final acceptance test results.		X
Resolve any minor task failures before Final System Acceptance.	X	
Deliverable: Completion of functional testing and approval by Customer.		
<b>PROJECT TRANSITION</b>		
<b>Training</b>		
Provide two seats of on-line Scout Administrator Training.	X	
Deliverable: Training coursework delivered.		
<b>Cutover</b>		
Finalize Cutover Plan.	X	X
Calibrate and tune existing mobile and portable radios to ensure good working order.	X	
Provide Motorola Solutions with user radio information for input into the system database and activation, as required.		X

Tasks	Motorola Solutions	Customer
Provide programming of user radios and related services (i.e., template building, re-tuning, testing, and installations), as needed, during cutover period.		X
Conduct cutover meetings with relevant personnel to address both how to mitigate technical and communication problem impacts to the users during cutover and during the general operation of the system.	X	
Notify the personnel affected by the cutover of the date and time planned for cutover.		X
Provide ongoing communication with users regarding the project and schedule.	X	X
Cut over users and ensure that user radios are operating on system.		X
Resolve punch list items, documented during the Acceptance Testing phase, in order to meet all the criteria for final system acceptance.	X	
Assist Motorola Solutions with resolution of identified punch list items by providing support, such as access to the sites, equipment and system, and approval of the resolved punch list items.		X
Deliverable: Migration to new system completed, and punch list items resolved		
<b>Finalize Documentation and System Acceptance</b>		
Provide manufacturer's installation material, part list and other related material to Customer upon project completion.	X	
Provide an electronic as-built system manual.	X	
Receive and approve documentation.		X
Execute Final Project Acceptance.	X	X
Deliverable: All required documents are provided and approved. Final Project Acceptance.		



# AVTEC SCOUTCARE

Avtec products include a 12-month warranty. The warranty covers hardware repairs, software defect fixes, and includes the ScoutCare program of Software Maintenance, Business hours remote support, 24x7 emergency support, and Technical Training. After the warranty period, Customer may renew ScoutCare and as an additional add-on ScoutCare HW.

ScoutCare covers software maintenance, support services, and training. ScoutCare HW is a separate maintenance plan that provides no cost repairs on Avtec equipment and is only available if the software maintenance plan is purchased.

## **Software Maintenance**

ScoutCare includes ongoing software updates to maintain and improve console solution. These updates maintain Scout compatibility with hardware and software, protect against cybersecurity threats, add features, fix bugs, and improve diagnostics and redundancy mechanisms to proactively target potential future issues.

## **Hardware Maintenance**

ScoutCare hardware maintenance provides repair and replacement for Avtec hardware products and accessories. Malfunctioning equipment will be repaired at the factory and then returned. Urgent repairs qualify for loaned Advanced Replacement components, sent with expedited shipping before malfunctioning components are processed for repair to avoid disruption from a failed component. Once the malfunctioning component is repaired, it will replace the Advanced Replacement component.

## **Remote Support**

Remote Support addresses unexpected issues, providing telephone and remote support to promptly restore solution functionality. Support engineers will be available to help troubleshoot issues and answer configuration questions during normal business hours and provide 24/7 support to help resolve Critical Priority issues.

These support engineers are backed by a professional services team of software development and quality control engineers, to ensure that complex issues are escalated and receive careful analysis. Avtec continuously provides these teams with the latest radio systems, virtualized test environments, and training to ensure they are prepared to rapidly deliver effective support.





Helping Governments Across the Country Buy

PO Box 22777 • 3555 Timmons Ln. • Houston, Texas 77227-2777 • 1-800-926-0234

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CONTRACT PRICING VERIFICATION

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TO:  
Jennifer Stacy

FROM:  
Joshua Cadoree

END USER:  
Panola County Sherriff

DATE:  
08 25 2022

PHONE NUMBER:  
281-652-1775

832-681-2557

RE:  
Price Verification

REFERENCE:  
Panola County Quote

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We have reviewed the pricing provided through HGACBuy Contract RA05-21. Our review verifies that the pricing provided is in compliance with the contract.

Once a purchase document is executed for this order, please **send a completed compilation of all required documents for HGAC processing.**

Please advise if we can assist further in this matter.

\*\*\*\*\*This is not an Order Confirmation\*\*\*\*\*