



Account Manager: Clay Casand
6800 River Place Blvd, Austin TX 78739

Date: date 1-23-18
Quote #: 1-23-18b
HQAC RACS-18

Prepared For: Matthew Lora Phone Number: Email: Agency: City of Round Rock Police Dept Customer #:	Ship to Address:	Bill to Address:
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Qty	Description	Model	List Price	Contract Price	Extended
	APX 8000 ALL BAND PORTABLE MODEL 3.8				
38	APX 8000 ALL BAND PORTABLE MODEL 3.8	H91TGD6PW7 N	\$6,282	4,467.32	169,758.16
38	ADD: ASTRO DIGITAL CAI OPERATION	Q806	\$515.00	365.65	13,894.70
38	ADD: SMARTZONE OPERATION	H38	\$1,500.00	1,065.00	40,470.00
38	ADD: P25 9600 BAUD TRUNKING	Q381	\$300.00	213.00	8,094.00
38	ADD: TDMA OPERATION	QA00580	\$450.00	319.50	12,141.00
38	ADD: 5 YEAR SERVICE FROM THE START LITE	Q887	\$213.00	151.33	5,749.74
38	ADD: ADVANCED SYSTEM KEY - HARDWARE KEY	QA01848	\$5.00	3.55	134.90
38	ADD: PROGRAMMING OVER P25 (OTAP)	G898	\$100.00	71.00	2,698.00
38	ADD: GROUP SERVICES	QA09008	\$150.00	106.50	4,047.00
38	ADD: P25 LINK LAYER AUTHENTICATION	QA01767	\$100.00	71.00	2,698.00
38	DEL: DELETE UHF BAND	QA05609	(\$300.00)	-668.00	-21,894.00
38	RADIO MANAGEMENT SOFTWARE	T7914	\$100.00	71.00	2,698.00
38	RM DELIVERY OPTION - EMAIL Catherine Roberts	UA00048AA	\$0.00	0.00	0.00
38	PROMO	PROMO	(\$300.00)	-300.00	-11,408.00
38	ENCRYPTION				
38	ENH: MULTKEY	H889	\$330.00	234.30	8,903.40
38	ENH: AES/DES,DES-XL,DES-OFB	Q15	\$799.00	567.29	21,567.02
	TOTAL				269,858.92
	RADIO ACCESSORIES				
38	SPARE BATT IMPRES 2 LION R IP68 3400T	PMNN4466	\$150.00	112.50	4,275.00
38	APX 7000 IMPRES CG 8U APX7000 USA/CA/CA	NNTN8880	\$125.00	89.75	3,465.50
38	IMPRES RSM, 3.5MM AUDIO JACK	PMNN4089A	\$110.00	82.50	3,135.00
38	Belt Clip conversion kits	NTN9179	\$42.00	31.50	1,197.00
	Total With Accessories				272,028.42
	Trade In Credit			-400.00	-15,200.00
	PORTABLE GRAND TOTAL				266,828.42
	APX8500 ALL BAND MP MOBILE Dual Band, Dash Mount, Single Head				
38	APX8500 ALL BAND MP MOBILE	M37TSS9PW1 N	\$4,770.00	3,396.70	118,634.60
38	ENH: ASTRO DIGITAL CAI OP APEX	G806	\$515.00	365.65	12,797.76
38	ENH: SMARTZONE OPERATION APX	Q81	\$1,500.00	1,065.00	37,275.00
38	ADD: P25 TRUNKING SOFTWARE	G381	\$300.00	213.00	7,485.00
38	ADD: ADVANCED SYSTEM KEY - HARDWARE KEY	QA01848	\$5.00	3.55	124.28
38	ADD: OS CONTROL HEAD	G442	\$432.00	306.72	10,738.20
38	ADD: APX CONTROL HEAD SOFTWARE	G444	\$0.00	0.00	0.00
38	ADD: DASH MOUNT	G99	\$125.00	89.75	3,108.28



Account Manager: Clay Cesaard
6100 River Place Blvd, Austin TX 78730

Date: date 1-30-18
Quote#: 1-23-18b
HQAC RAD5-18

Prepared For: Matthew Lara Phone Number: Email: Agency: City of Round Rock Police Dept Customer #:	Ship to Address:	Bill to Address:
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Item	Qty	Description	Model	List Price	Contract Price	Extended
35		ADD: ALL BAND MOBILE ANTENNA (7/8"/V)	GA01813	\$98.00	\$7.45	2,365.75
35		ADD: GPS/WI-FI ANTENNA	GA00228	\$75.00	25.00	875.00
35		ADD: KEYPAD MIC GCAI	W20	\$180.00	127.50	4,473.00
35		ADD: AUXILIARY SPKR 7.5 WATT	B18	\$80.00	42.50	1,491.00
35		ADD: 4 YR 8FS LITE	GA00318	\$383.00	257.73	9,026.55
35		ADD: DIGITAL TONE SIGNALING	GA09000	\$150.00	108.50	3,727.50
35		ADD: TDMA OPERATION	GA00580	\$450.00	319.50	11,182.50
35		ENH: OVER THE AIR PROVISIONING	G998	\$100.00	71.00	2,488.00
35		ADD: APX MOBILE RADIO AUTHENTICAT	GA01787	\$100.00	71.00	2,488.00
35		ADD: GROUP SERVICES	GA09008	\$150.00	108.50	3,727.50
35		DEL: DELETE UHF BANDGA05509881(\$800.00)	GA05509881	(\$800.00)	-588.00	-19,880.00
35		RADIO MANAGEMENT SOFTWARE	T7814	\$100.00	71.00	2,488.00
35		RM DELIVERY OPTION - EMAIL Catherine Roberts	UA00049AA	\$0.00	0.00	0.00
35		PROMO	PROMO	(\$300.00)	-300.00	-10,500.00
35		ENCRIPTION				
35		ADD: MULTIPLE KEY ENCRYPTION OPERATION	W989	\$330.00	234.30	8,200.50
35		ADD: AES/DES-XL/DES-OFB ENCRYPTION	G851	\$789.00	587.25	19,855.15
				GRAND TOTAL		232,016.40
				Trade In Credit	-400.00	-14,000.00
				PROMO	-1,010.00	-1,010.00
				MOBILE GRAND TOTAL		217,006.40

KVL 4000 PDA SNAP-ON

1		KVL 4000 PDA SNAP-ON	T7537B	\$1,250.00	1,000.00	1,000.00
1		KVL 4000 OS HARDENING SW	T7872	\$100.00	80.00	80.00
1		ADD: KVL RADIO AUTHENTICATION	QA01767AA	\$500.00	400.00	400.00
1		ADD: ASTRO 25 MODE	U239AD	\$250.00	200.00	200.00
1		ADD: AC LINE CORD US	CA01598AA	\$11.00	8.50	8.50
1		ADD: ADP PRIVACY	CA00243AG	\$300.00	240.00	240.00
1		ADD: AES ENCRYPTION SOFTWARE	CA00182AP	\$750.00	600.00	600.00
1		ADD: DES/DES-XL/DES-OFB ENCRYPTION	X423AF	\$1,550.00	1,240.00	1,240.00
1		ADD: CABLE FOR RNC, DIU, MGE	C543	\$84.00	67.20	67.20
1		CABLE, KEYLOAD	C724	\$75.00	60.00	60.00
1		ADD: KEYLOAD CABLE FOR APX PORTABLE	C725AA	\$75.00	60.00	60.00
1		ADD: KVL 4000 SLEEVE COVER	CA01803	\$75.00	60.00	60.00
1		ADD: CABLE FOR RNC, DIU, MGE	C543	\$84.00	67.20	67.20
1		WEATHER CASE FOR KVL	NNTN8120A	\$339.00	271.20	271.20

KVL4000 4,384.40
Large order Credit -4,384.40
KVL4000 Total 0.00

Grand Total 473,832.82



MOTOROLA

February 12, 2018

Matt Lara
City of Round Rock
2701 N Mays St
Round Rock, TX 78665

Dear Lara,

Motorola is the sole source supplier for products, infrastructure, subscriber units, and software for radio communications equipment that is fully integrated and compatible with the Motorola 7x Smartzone P25 Trunked Radio system. The Austin/Travis/ Williamson County Regional Radio System (GATRRS and RCS) is currently a 7x system.

While P25 is an open air standard allowing disparate radios to communicate via voice, it was written to achieve a base level of interoperability. However, to achieve mission critical public safety communications, Motorola provides an integrated system with additional enhanced features with unique programming specific only to Motorola. For instance, the "preferred site roaming, emergency alarm", "ADP" level encryption, "Group Services", "Programming over the Air", and "talkgroup patch/merge" programming features are specific, and only compatible with Motorola products and Motorola infrastructure. These types of features require complete integration between infrastructure, subscriber units, and software; thus, representing the foundation for our sole source claim.

Motorola distributes radio products via factory direct sales and independently owned indirect Dealer and Agent programs. However, the City of Round Rock is a premier account designated for factory direct sales channels only.

Thank you for your continued interest in Motorola products and services. If I can be of further assistance, please contact me at our new office number 512-924-2891.

Sincerely,
Motorola Enterprise and Mobility Solutions

Clay Cassard
Senior Account Manager

A handwritten signature in blue ink, appearing to read 'C. Cassard'.



City of Round Rock Purchasing Justification Form

Date:	02/12/18	Department Name:	Police
To:	Purchasing	Requestor Name:	Matthew Lara
		Phone Number:	512-218-6690

Instructions: Complete this form for all purchases that will exceed \$3,000 and will be exempted from competition as prescribed in Texas Local Government Code Chapter 252.022. Attach additional information as needed to support the exemption request.

The City declares the competitive bidding procedures in Texas Local Government Code Chapter 252 to be exempt for this procurement. This Justification Form is executed and filed with the Purchasing Division as follows:

1. The undersigned is authorized and certifies that the following exemption is applicable to this purchase.

Please check the criteria listed below that applies to this purchase request:

☒ **Sole Source** (check one)

- ☒ Items that are available from only one source because of patents, copyrights, secret process, or natural monopolies.
- ☐ Films, manuscripts or books.
- ☐ Gas, water and other utilities.
- ☐ Captive replacement parts or components for equipment
- ☐ Books, papers and other library materials for a public library that are available only from the persons holding the exclusive rights to the materials

☐ **Public Calamity**

- A procurement made because of a public calamity that requires the immediate appropriation of money to relieve the necessity of the municipality's residents or to preserve the property of a municipality.

☐ **Public Health and Safety**

- A procurement necessary to preserve or protect the public health or safety of the municipality's residents.

☐ **Unforeseen Damage**

- A procurement necessary because of unforeseen damage to public machinery, equipment, or other property.

☐ **Personal, Professional or Planning Services**

- A procurement of personal, professional, or planning services

2. **Justification:** Describe in detail below why an exemption according to Section 252.022 of the Local Government Code is being submitted for this purchase. (Attach additional pages if needed)

Motorola is the sole provider of radio equipment that is compatible with existing systems installed for county and city.

3. Attach and submit the following documentation that supports this justification as applicable.

- Vendor's proposal/quote.
- If sole source a Manufacturer's letter declaring the purchase is sole source and why. The letter should be no older than 6 months old and signed by an authorized representative on company letterhead.

4. Because the above facts and supporting documentation the City of Round Rock exempts this procurement from LGC Chapter 252 and intends to contract with:

Vendor Name	Motorola Solutions, Inc.
Description	Radio equipment provider

5. Check the purchase type and fill in the dollar amount and purchase term as applicable

- ☒ This is a one-time purchase request for \$ 473832.82
- ☐ This is a term contract request for _____ (# months) in the amount of \$ _____

Recommended
By

Requestor

02/12/18

Date

Approved
By

Department Manager, Asst Director or Director

02/12/18

Date

Purchasing Office
Review

Purchaser

2/12/18

Date

Purchasing Office
Management Review

Purchasing Manager (over \$50,000)

2/2/18

Date