



LEE'S SUMMIT
MISSOURI
INTEROFFICE MEMORANDUM

CONTRACT DOCUMENT
Johnson County, Kansas Coop AutoRenewal

DATE: March 2017
TO: Key Purchasing Personnel
FROM: Desiree Collins, Procurement and Contract Services
RE: Coop Contract for Communications System
Johnson County Kansas Agreement and LS Bid #2012-010/6R

Vendor	Motorola Solutions, Inc. c/o Commenco Inc. 1301 E. Algonquin Road Schaumburg, Il 60196
Phone & Fax	CALL FOR QUOTES TO CONFIRM CURRENT PRICING Phone#: 847-514-7130 Fax#: 816-734-0534
Contact Person	Linda Harmon or Kris Evans (Commenco)
Ordering Instructions	<ul style="list-style-type: none">• Department Calls Vendor for Quote• Using Department to enter requisition into Lawson System for a Purchase Order to be issued.• Invoices will be paid against Lawson System Receivers and Lawson Purchase Order
Terms/Discounts	Net 30
Delivery	Destination
Pricing	Call Vendor for Quote
Response Time	As Required
Effective Dates	February 1, 2017 through February 1, 2018

cc: Accounts Payable (Include Wage Order, if applicable)
Bid File- Original memo

M:\PROCUREMENT\Agreements-Contracts\Piggyback joint contracts\Old Coop Contracts\2012-010 CityWide Communications System\2012-010,6R Citywide Communication System\Contract Award Dept coversheet-Commenco & Motorola.doc

The mission of the Purchasing Division is the commitment to provide the highest standard of service and professionalism to departments, suppliers, citizens, and other government entities. The Purchasing staff is dedicated to procuring quality goods and services in the most timely and cost effective manner while ensuring the compliance of all legal requirements, rules and regulations, and preserving public trust.



Motorola Solutions, Inc.
1303 E. Algonquin Road
Schaumburg, IL 60196

February 9, 2017

Ellen Wernicke, Director
Johnson County Emergency Communications 11880 S.
Sunset Drive
Olathe, KS 66061

Subject: Communications System Agreement with Johnson County, Kansas,
Amendment dated January, 2017.

Regarding: Cooperative Purchasing Agreement

* Auto renewal

Valid 2-1-17 - 2-1-18

Dear Ms. Wernicke

Please accept the following as Motorola Solutions (MSI) agreement for cooperative purchasing with the above reference contract and amendment.

COOPERATIVE PURCHASING. Upon written notice with intent to buy with MSI, any governmental agency in the States of Kansas and Missouri may purchase Equipment, Software, or Systems using this Agreement or using the pricing in this Agreement.

Either party may opt to cancel this Cooperative Purchasing Agreement with a 90 day written notice to the other party.

Should you have any questions, please do not hesitate to call.

Sincerely,

MOTOROLA SOLUTIONS, INC.

Ali Kapadia

MSSSI Vice President
North America Government Markets

**Amendment No 3 To
Communications System Agreement
(Contract Number 07-13201/DL v.3-12-13)**

This Amendment No. 3 to the Communications System Agreement, contract number 07-13201/DL v.3-12-13, ("CSA" or "Agreement") is made by and between Johnson County, Kansas ("County" or "Party" or "Licensee"), and Motorola Solutions, Inc., a corporation organized and existing under the laws of the State of Delaware ("Motorola" or "Contractor" or "Party") (collectively "Parties"). This Amendment No. 3 amends the Agreement identified above.

RECITALS

WHEREAS, the Parties entered into the Agreement dated March 19, 2013, under which the County agreed to purchase and Motorola agreed to sell an ASTRO 25 800 MHz Radio System Expansion and subsequent future equipment and software as to which the Parties may agree; and,

WHEREAS, the Parties entered into Amendment No.1 to facilitate future purchases of equipment, software and services pursuant to the terms and conditions of the CSA by updating Exhibit G, Motorola APC Discount Schedule 1-23-13; and,

WHEREAS, the Parties, pursuant to Section 16.9 of the CSA, wish to amend the CSA to accommodate such future purchases of equipment, software and services by updating Exhibit G, Motorola APC Discount Schedule 4-23-15;

NOW, THEREFORE, the Parties agree that the CSA shall be amended as follows:

1. Amendment No. 3 shall only apply to purchase orders made after the execution of this Amendment and shall not apply to prior purchases pursuant to the CSA.
2. Section 1 – Exhibits B shall only apply to the ASTRO 25 800 MHz Radio System Expansion purchased pursuant to the CSA. Section 1 is hereby amended to replace Exhibit G with the attached Exhibit G, Motorola APC Discount Schedule and Bundled Radio Packages dated 1-20-17.

This Amendment No. 3 is effective on February 1, 2017.

BY SIGNING BELOW, both parties hereto accept this Amendment Number 3 to the Agreement. Except as amended herein, all the terms and conditions of the Agreement, as previously modified, remain unchanged and in full force and effect.

JOHNSON COUNTY, KANSAS

MOTOROLA SOLUTIONS, INC.

BY:

Ellen Wernicke

NAME:

Ellen Wernicke

TITLE:

Director

DATE:

1-31-2017

BY:

Ali Kapadia

NAME:

Ali Kapadia

TITLE:

MSSSI VICE PRESIDENT

DATE:

1/30/2017

EXPERIENCE THE POWER OF P25

Now – December 9 receive:

\$350 OFF

APX 4000 and APX 4500s

OR

\$400 OFF

APX 6000, APX 6500, APX 8000,
and APX 8500s

KC MARRS Security Package

Purchase Standard
Johnson County Package
and receive:

- OTAP @ no cost
- OTAR @ no cost
- DES @ no cost

Available for MO/KS MARRS members



To purchase, contact your Motorola Account Manager:

Regi Mele: 312-835-9096

Tony Kosiba: 402-659-8848

Inside Sales Rep:

Ashley Bucz: 312-809-0684



TERMS AND CONDITIONS

- The following APX savings should be taken off main line item. \$350 for the APX 4000 and \$400 for the APX 6000, APX 6500, APX 8000, and APX 8500s.
- Promotional discount applies to new APX subscriber orders booked February 1, 2017 – December 9, 2017.
- Customer must request that subscribers be shipped no later than December 16, 2017.
- Promotion must be included at the time of order to be eligible for the promotional discount.
- Participants must be new or existing Motorola customers
- In order to qualify for this promotion, customer must contact its Motorola Account Representative or Local MR and reference this promotion.
- Promotion does not apply to existing customer backlog orders or existing and outstanding quotes.
- MDL orders must go through Price Exception (PE) process.
- Promotion does not apply to Above the Price Book (APB) opportunities.
- Promotion cannot be combined with any other promotional offer.
- In order to qualify for this promotion, customer must contact its Motorola Account Representative or Local MR and reference this promotion.
- Motorola Solutions, Inc. ("Motorola") reserves the right to modify this promotion in whole or in part without prior notice. All decisions made by Motorola Solutions are final.

Motorola Solutions, Inc. 500 W. Monroe Street Chicago, IL 60661 U.S.A. 800-367-2346 motorolasolutions.com

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Johnson County, KS
 Motorola Contract #07-13201DL v. 3-12-13
 Exhibit G Amendment 3
 1/20/17

Infrastructure	APC	Product	Discount
	112	GTR8000 Stations	25.0%
	147	Router Equipment	25.0%
	222	Software	0.0%
	137	Key Management Facility	18.0%
	228	Centra Com Gold Elite	25.0%
	244	Centra Com Gold Elite Accessories	25.0%
	280	Zone Controller	25.0%
	281	Zone Manager	25.0%
	404	Gold Series Elite Accessories	25.0%
	417	Site Equipment	0.0%
	443	MCC7500	25.0%
	457	Site Equipment	19.0%
	495	Field Replacement Units (FRU)	25.0%
	509	Quantar Stations	25.0%
	524	ASTRO DUI	25.0%
	675	QTAR SZ Intellirepeater	15.0%
	729	Software	0.0%
	780	Repeater Equipment	15.0%
	823	Software	0.0%
	877	Master Site ASTRO	15.0%
	888	Astro Secure Equipment	25.0%
Subscriber	APC	Product	Discount
	430	Software (Flash) Upgrade	27.5%
	466	APX1500	27.0%
	471	APX4500	27.0%
	426	APX 4000 Portable	27.0%
	481	APX 6000 Portable	27.0%
	527	APX 6500 Mobile	27.0%
	536	APX 3000 Portable	27.0%
	655	APX 7000 Portable	27.0%
	656	APX 7500 Mobile	27.0%
	756	APX 6000 XE Portable	27.0%
	761	APX consolette	27.0%
	837	APX 1000 Portable	27.0%
Accessories - Subs	APC	Product	Discount
	115	Portable Accessories	19.0%
	256	Portable Accessories	19.0%
	271	Carrying Cases	19.0%
	291	batt management	19.0%
	372	Portable Accessories	19.0%
	453	battery	19.0%
	476	Portable Accessories	19.0%
	481	antenna	19.0%
	554	antenna	19.0%

Johnson County, KS

Motorola Contract #07-13201DL v. 3-12-13
 Exhibit G Amendment 3
 1/20/17

Accessories - Subs (continued)	APC	Product	Discount
	555	antenna	19.0%
	644	Mobile Accessories	19.0%
	706	Mobile Accessories	19.0%
	742	audio accessory	19.0%
	785	Chargers/Reconditioners	19.0%
	785	Portable Accessories	19.0%
	795	Portable Accessories	19.0%

Wireless Broadband	APC	Product	Discount
	117	Private Label RF Links	0.0%
	214	MOSCAD Hardware	15.0%
	224	Point-to-MultiPoint	15.0%
	382	MOSCAD Software	15.0%
	403	RNC3000 Data Controllers	15.0%
	469	Network Fault Management	15.0%

Drop ship	APC	Product	Discount
	124	MC3000 Desktop Controller	8.0%
	129	3rd Party hardware	19.0%
	131	Networking Products	15.0%
	131	Premysis Channel Banks	10.0%
	183	Signal Booster	19.0%
	207	Coax Cable	8.0%
	207	Tower	10.0%
	207	Site Development	10.0%
	229	NICE Logging Recorder/Accessories	23.9%
	262	Control Station Cables	10.0%
	329	Site Buildings	15.0%
	415	Monitors	24.0%
	457	Minitor V Pagers	8.0%
	515	After Market Site Equipment	15.0%
	708	Computers	10.0%
	854	Test equipment	10.0%
	856	Genwatch	10.0%

Services	APC	Product	Price
	127	Portable Programming	\$ 60.00
	127	Mobile Programming	\$ 60.00
	127	Flash Upgrade	\$ 60.00
	127	Mobile Dash Mount Install	\$ 257.00
	127	Mobile Trunk Mount Install	\$ 354.00
	127	Mobile Dual Control Head Install	\$ 591.00
	127	Motorcycle Install	\$ 492.00

Services (continued)	APC	Product	Price
	127	Mobile Removal	\$ 60.00
	127	Control Station Install	\$ 1,335.00

Motorola may adjust rates periodically, but no more than once each calendar year. When making the adjustment, the rates shown above may be increased by the cumulative change in CPI-W (the US City Average Consumer Price Index for Urban Wage Earners and Clerical Workers) from January 2013 to the latest month for which statistics are available when the increase is implemented.

Above pricing does not include:

- Program Management Coordination
- Interface and hardware to David Clark/Firecom equipment
- Mobile installation hardware (i.e. faceplates/mounting brackets/equipment accessories)
- Relocation of existing equipment
- Loading ID's into Zone Controller

Bundled Radio Package – Bundled Contract Prices

expire 12/31/2017

	MODEL NUMBER	DNUF	JO KS CONTRACT PRICE	BUNDLED CONTRACT PRICE
APX 4000 7/800 MHZ MODEL 2 PORTABLE				
APX 4000 7/800 MHZ MODEL 2 PORTABLE	H51UCF9PW6 N			
ADD: TWO KNOB CONFIGURATION				
ENH: 3600 OR 9600 TRUNKING BAUD SIN				
INTERNAL GPS ACTIVATION				
MISSION CRITICAL BLUETOOTH				
IV&D PACKET DATA				
ENH: MULTIKEY				
ENH: AES				
ADD: 3 YEAR SERVICE FROM THE START LITE				
EXTREME NOISE CANCELLING OPTION				
			\$4,390.00	\$3,227.38
				\$2,880.63

Bundled Radio Package – Bundled Contract Prices
 expire 12/31/2017

APX4500 7/800 MOBILE	MODEL NUMBER	DNUF	JO KS CONTRACT PRICE	BUNDLED CONTRACT PRICE
<u>APX4500 7/800</u>	M22URS9PW1 N			
ADD: 3600 OR 9600 TRUNKING BAUD SINGLE SYSTEM				
ADD: APX O2 CONTROL HEAD (Grey)				
ADD: APX CONTROL HEAD SOFTWARE				
ADD: DASH MOUNT				
ADD: ANT 3DB LOW-PROFILE 762-870				
ADD: PALM MICROPHONE				
ADD: 3 YEAR SERVICE FROM THE START LITE				
ADD: MULTIPLE KEY ENCRYPTION OPERATION				
ADD: AES				
INTERNAL GPS ACTIVATION				
IV&D PACKET DATA				
			\$4,732.00	\$3,487.03
				\$3,140.28

Bundled Radio Package – Bundled Contract Prices
 expire 12/31/2017

APX 6000 7/800 MHZ MODEL 2.5 PORTABLE - Li series	MODEL NUMBER	DNUF	JO KS CONTRACT PRICE	BUNDLED CONTRACT PRICE
<u>APX 6000 7/800 MHZ MODEL 2.5 PORTABLE - Li series</u>	H98UCF9PW6 N			
ADD: 9600 TRUNKING OR 3600 DIGITAL TRUNKING				
MULTI-KEY FOR ADDITIONAL KEYS				
AES ENCRYPTION				
ENH: 3 YR. WARRANTY (FROM START)				
INTERNAL GPS ACTIVATION				
BLUE TOOTH CAPABILITY				
IV&D PACKET DATA				
EXTREME NOISE CANCELLING OPTION				
			\$5,222.00	\$3,834.74
				\$3,487.99

Bundled Radio Package – Bundled Contract Prices
 expire 12/31/2017

APX 6000 7/800 MHZ XE MODEL 2.5 PORTABLE FIRE PORTABLE	MODEL NUMBER	DNUP	JO KS CONTRACT PRICE	BUNDLED CONTRACT PRICE
<u>APX 6000 7/800 MHZ XE MODEL 2.5 PORTABLE</u>	H98UCF9PW6 N			
CAI				
SMARTZONE				
P25				
MULTI-KEY FOR ADDITIONAL KEYS				
AES ENCRYPTION				
ENH: 3 YR. WARRANTY (FROM START)				
INTERNAL GPS ACTIVATION				
BLUE TOOTH CAPABILITY				
IV&D PACKET DATA				
EXTREME NOISE CANCELLING OPTION				
ENH: APX6000XE RUGGED RADIO (includes Delta T)				
ENH: Public Safety yellow or gree housing option				
			\$6,692.00	\$4,907.84
				\$4,561.09

Bundled Radio Package – Bundled Contract Prices
 expire 12/31/2017

APX6500 7/800 MHZ MID POWER MOBILE	MODEL NUMBER	DNUP	JO KS CONTRACT PRICE	BUNDLED CONTRACT PRICE
<u>APX6500 7/800 MHZ MID POWER MOBILE</u>	M25URS9PW1 N			
ADD: ASTRO DIGITAL CAI OPERATION				
ENH: SMARTZONE OPERATION APX6500				
ADD: P25 TRUNKING SOFTWARE				
ADD: O5 CONTROL HEAD				
ADD: APX CONTROL HEAD SOFTWARE				
ADD: DASH MOUNT				
ADD: ANT 3DB LOW-PROFILE 762-870				
ADD: PALM MICROPHONE				
ADD: AUXILARY SPKR 7.5 WATT				
ADD: 3 YEAR SERVICE FROM THE START LITE				
ADD: MULTIPLE KEY ENCRYPTION OPERATION				
ADD: AES ENCRYPTION				
INTERNAL GPS ACTIVATION				
IV&D PACKET DATA				
			\$6,317.00	\$4,644.08
				\$4,297.33