Admin Minnesota

Office of State Procurement

CONTRACT RELEASE: R-696(5)

DATE: FEBRUARY 16, 2023

PRODUCT/SERVICE: RADIO SYSTEM (ARMER) MOTOROLA PARTS AND SOFTWARE

CONTRACT PERIOD: DECEMBER 1, 2022, THROUGH NOVEMBER 30, 2024

EXTENSION OPTIONS: UP TO 36 MONTHS

ACQUISITION MANAGEMENT SPECIALIST/BUYER (AMS): DALE STEVENS

PHONE: 651.201.2448   **E-MAIL:** dale.stevens@state.mn.us   **WEB SITE:** www.mn.gov/admin/osp

<u>CONTRACT VENDOR</u>	<u>CONTRACT NO.</u>	<u>TERMS</u>	<u>DELIVERY</u>
MOTOROLA SOLUTIONS 1712 16th St E Glencoe, MN 55336	**220996**	**NET 30**	**VARIES (9 MONTHS ARO ON SYSTEM SALES)**

VENDOR NO: 0000203508

Frank Jarman
Sr. Account Manager
PHONE: 320.583.3995
EMAIL: frank.jarman@motorolasolutions.com

CONTRACT USERS. This Contract is available to the following entities as indicated by the checked boxes below

- ☒ State agencies
- ☒ Cooperative Purchasing Venture (CPV) members
- ☐ Limited to the following entities only   _____

STATE AGENCY CONTRACT USE. This Contract must be used by State agencies unless a specific exception is granted in writing by the AMS listed above.

STATE AGENCY ORDERING INSTRUCTIONS. Orders are to be placed directly with the Contract Vendor. State agencies should use a Contract release order (CRO) or a blanket purchase order (BPC). The person ordering should include his or her name and phone number. Orders may be submitted via fax.

CONTRACT FEEDBACK. If these commodities or service can be better structured to help you with your business needs, let us know. We solicit your comments and suggestions to improve all of our contracts so that they may better serve your business needs. If you have a need for which no contract currently exists, or you would like to be able to use an existing state contract that is not available to your entity, whether a state agency or CPV, please contact us. If you have specific comments or suggestions about an individual contract you can submit those via the Contract Feedback Form.

SPECIAL TERMS AND CONDITIONS

SCOPE. To provide Motorola supplied parts and software to support the existing Allied Radio Matrix for Emergency Response (ARMER) system for the Minnesota Department of Transportation, and entities of the ARMER system.

PRICES. At no time should the ordering entity pay more than the Contract price. Agencies must contact the AMS immediately and fill out a Vendor Performance Report if there is a discrepancy between the price on the invoice and the Contract price.

PRICE SCHEDULES: Contract pricing is listed below in Price Schedules A and B.

DELIVERY. All deliveries shall be FOB Destination, prepaid and allowed (freight included in the price).

VERIFYING THE CONTRACT PRICES. The following information explains the method(s) for calculating and/or confirming the contract prices.

> The Contract(s) was executed with <u>FIXED PRICING AND PERCENTAGE DISCOUNT OFF LIST PRICE</u>.

> The pricing offered for the fixed pricing must match or be lower than that detailed herein.

> The percentage discount off list pricing is to be calculated by following the three steps detailed below:

>> *1. Locate the appropriate price list below.*
>> *2. Calculate the Contract Price by applying the Percentage Discount Off Of the Appropriate List Price to the appropriate Price List.*
>> *3. Confirm the price offered is equal to, or lower than, the price calculated in Item 2.*

Only accept contract vendor quotes that provide itemized contract pricing (lump sum price quotes must be rejected and reworked by the Contract Vendor to show itemized State contract pricing).

Prior to accepting an order and/or issuing payment on an invoice, inspect the goods and/or deliverables to ensure they match both the terms and pricing of the contract.

Contact the AMS/Buyer detailed herein to report any pricing discrepancies or for assistance in confirming/calculating contract pricing.

REVISIONS.

02/16/2023   Contact person for Motorola Solutions changed to Frank Jarman.

PRICE SCHEDULES – CONTRACT NO. 220996, R-696(5) – 12/1/2022

A. PRICE SCHEDULE LINE ITEM PRICING

Item No.	Catalog/ Model Number	Description	Unit	Unit List Price	Unit Discounted Price
1	0180706H85	CHASSIS AND BACKPLANE, SASC	each	$785.00	$706.50
2	0182643X12	DS1 INTERFACE PANEL	each	$977.00	$879.30
3	0182643X14	4 WIRE/ENM INTERFACE PANEL	each	$717.00	$559.26
4	SQM01SUM0323	MASTER SITE CONFIGURATION	lot	$0.00	$0.00
5	CA03517AD	ENH: CORE EXPANSION	each	$0.00	$0.00
6	UA00141AA	ADD: ZONEWATCH GRID & CTRL	each	$25,000.00	$20,000.00
7	UA00144AA	ADD: ZONE HISTORICAL RPTS	each	$5,000.00	$4,000.00
8	UA00145AA	ADD: SYSTEM HISTORICAL REPORTS	each	$10,000.00	$8,000.00
9	UA00146AA	ADD: UNIFIED EVENT MANAGER (UEM)	each	$20,000.00	$16,000.00
10	UA00152AA	ADD:500 RADIO USER LICENSES	each	$7,500.00	$6,000.00
11	UA00153AA	ADD: ASTRO 25 FDMA SITE LICENSE	each	$17,000.00	$13,600.00
12	UA00156AA	ADD: MCC7500 CONSOLE LICENSES (QTY	each	$5,000.00	$4,000.00
13	UA00147AA	ADD: PROVISIONING MANAGER	each	$5,000.00	$4,000.00
14	UA00149AA	ADD: RADIO CONTROL MANAGER	each	$15,000.00	$12,000.00
15	UA00150AA	ADD: DYNAMIC REPORTS	each	$15,000.00	$12,000.00
16	UA00151AA	ADD: AFFLIATION USER RPTS	each	$7,000.00	$5,600.00
17	CA01316AA	ADD: UNC ADDTL DEVICE LIC (QTY 10)	each	$1,500.00	$1,200.00
18	UA00136AA	ADD: UNIFIED NETWORK CONFIGURATOR (	each	$20,000.00	$16,000.00
19	T7039	GTR 8000 Base Radio	lot	$0.00	$0.00
20	CA00855AA	ADD: 700/800 MHZ	each	$6,300.00	$4,914.00
21	X153AW	ADD: RACK MOUNT HARDWARE	each	$50.00	$39.00
22	X591AE	ENH: ASTRO 25 SITE REPEATER SW	each	$21,760.00	$18,496.00
23	CA00951AA	ADD: STR 3000 RETROFIT HARDWARE	each	$50.00	$39.00
24	CA01193AA	IP BASED MULTISITE BASE RADIO SOFTW	each	$29,500.00	$25,075.00
25	T7071	GTR 8000 EXPANDABLE SITE SUB-SYSTEM	lot	$0.00	$0.00
26	CA00855AA	ADD: 700/800 MHZ	each	$6,300.00	$4,914.00
27	X301AE	ADD: QTY (1) GTR 8000 BASE RADIO	each	$5,900.00	$4,602.00
28	T7321	GCM 8000 COMPARATOR	each	$5,000.00	$3,900.00
29	CA01183AA	GCM 8000 COMPARATOR	each	$2,500.00	$1,950.00
30	CA01185AA	ADD: IP BASED MULTISITE OPERATION	each	$11,500.00	$9,775.00
31	T7038	GCP 8000 SITE CONTROLLER	each	$3,000.00	$2,340.00
32	CA01194AA	IP BASED MULTISITE SITE CONTROLLER	each	$69,500.00	$59,075.00
33	CA00303AA B	ADD: QTY (1) SITE CONTROLLER	each	$2,500.00	$1,950.00
34	SQM01SUM7054	GTR 8000 EXPANDABLE SITE SUBSYSTEM	lot	$6,000.00	$4,680.00
35	CA00855AA	ADD: 700/800 MHZ	each	$6,300.00	$4,914.00
36	CA00303AA	ADD: QTY (1) SITE CONTROLLER	each	$2,500.00	$1,950.00
37	CA00862AA	ADD: SITE & CABINET RMC W/CAPABILIT	each	$2,100.00	$1,638.00
38	CA00879AA	ADD: PRIMARY 6 PORT CAVITY COMBINER	each	$8,400.00	$6,552.00
39	CA00883AA	ADD: 800 MHZ TX FILTER W/PMU	each	$1,000.00	$780.00

Item No.	Catalog/ Model Number	Description	Unit	Unit List Price	Unit Discounted Price
40	CA01402AA	ADD: 7.0 FT OPEN RACK	each	$495.00	$386.10
41	CA03177AA	ADD: ASTRO SITE REPEATER SC SW	each	$7,800.00	$6,630.00
42	CA00884AA	ADD: QTY (1) XHUB	each	$3,500.00	$2,730.00
43	X302AE	ADD: QTY (2) GTR 8000 BASE RADIOS	each	$11,800.00	$9,204.00
44	X303AE	ADD: QTY (3) GTR 8000 BASE RADIOS	each	$17,700.00	$13,806.00
45	X304AE	ADD: QTY (4) GTR 8000 BASE RADIOS	each	$23,600.00	$18,408.00
46	X305AC	ADD: QTY (5) GTR 8000 BASE RADIOS	each	$29,500.00	$23,010.00
47	X306AC	ADD: QTY (6) GTR 8000 BASE RADIOS	each	$35,400.00	$27,612.00
48	DSPREM880370	CPU CARD, XCON CROSS-CONNECT, UP TO	each	$6,800.00	$6,120.00
49	B1948	MCC 7500E DISPATCH POSITION LICENSES	lot	$0.00	$0.00
50	UA00654AA	ADD: ASTRO 25 TRUNKING OPERATION	each	$6,600.00	$5,280.00
51	UA00653AA	ADD: BASIC CONSOLE OPERATION	each	$5,280.00	$4,224.00
52	UA00655AA	ADD: ADVANCED CONVENTIONAL OPERATION	each	$3,960.00	$3,168.00
53	UA00652AA	ADD: 160 RADIO RESOURCES LICENSE	each	$20,820.00	$16,656.00
54	UA00661AA	ADD: ENHANCED IRR	each	$3,000.00	$2,400.00
55	UA00254AA	ADD: PRX 7000 PROXY SW LICENSE (1-10 CONNECTIONS)	each	$2,500.00	$2,000.00
56	UA00658AA	ADD: SECURE OPERATION	each	$4,290.00	$3,432.00
57	UA00659AA	ADD: ADP/AES/DES-OFB ENCRYPTION	each	$2,376.00	$1,900.80
58	B1949	MCC 7500E SOFTWARE DVD	each	$250.00	$200.00
59	DSF2B56AA	USB EXTERNAL DVD DRIVE	each	$172.00	$154.80
60	B1952B	SPEAKER, DESKTOP, USB	each	$585.00	$468.00
61	CA03405AA	ADD: POWER SUPPLY WITH DC CORD	each	$75.00	$67.50
62	CA03406AA	ADD: AC LINE CORD, NORTH AMERICA	each	$13.00	$11.70
63	CA03413AA	ADD: USB CABLE, TYPE A TO TYPE C, 4.5M	each	$29.00	$26.10
64	B1941	USB AUDIO INTERFACE MODULE	each	$1,900.00	$1,520.00
65	B1913	MCC SERIES HEADSET JACK	each	$200.00	$160.00
66	B1914	MCC SERIES DESKTOP GOOSENECK MICROP	each	$650.00	$520.00
67	DSTWIN6328A	PROVIDES ONE DUAL PEDAL FOOTSWITCH	each	$317.00	$285.30
68	T7885	MCAFEE WINDOWS AV CLIENT	each	$165.00	$148.50
69	DDN2825	PLANTRONICS USB HEADSET BASE W/ PTT	each	$281.00	$252.90
70	DDN1396	USB DUAL ACTION FOOTSWITCH W/INPUT	each	$220.00	$198.00
71	DSST7300U3M	STARTECH 7 PORT USB 3.0 HUB	each	$108.00	$97.20
72	BVN6079	PRX 7000 Proxy Application SW DVD	each	$250.00	$200.00
73	DSY7B61AA	HP Z2 MINI ARM WALL VESTA MOUNT	each	$77.00	$69.30
74	DSKVT417A1UVR3	SERVTRAY 17 INCH 1 VGA USB PS 2 POR	each	$2,409.00	$2,168.10
75	DSEHN9000U0015	15' SERVSWITCH EC-SERIES CPU CABLE	each	$68.00	$61.20
76	DDN9748	19 INCH BLACK SHELF	each	$249.00	$224.10
77	B1905	MCC 7500 ASTRO 25 SOFTWARE	each	$250.00	$200.00
78	DSEV221B	TECH GLOBAL EVOLUTION SERIES 22INCH	each	$3,435.00	$3,091.50
79	DSTG221B	TECH GLOBAL EVOLUTION SERIES 22INCH	each	$2,540.00	$2,286.00
80	B1912	MCC SERIES DESKTOP SPEAKER	each	$500.00	$400.00

Item No.	Catalog/ Model Number	Description	Unit	Unit List Price	Unit Discounted Price
81	F4543	SITE MANAGER BASIC	each	$1,855.00	$1,669.50
82	VA00874	ADD: AUX I-O SERV FW CURR ASTRO REL	each	$175.00	$157.50
83	V266	ADD: 90VAC TO 260VAC PS TO SM	each	$120.00	$108.00
84	V592	AAD TERM BLCK & CONN WI	each	$90.00	$81.00
85	SQM01SUM0292	CRYPTR	each	$1,875.00	$1,500.00
86	CA02066AA	AC Line Cord, North America	each	$0.00	$0.00
87	CA02933AA	ADD: ASTRO AES 256, DES-OFB, ADP ENCRYPTION KIT	each	$1,800.00	$1,440.00
88	CA02934AA	ADD: OTEK	each	$3,350.00	$2,680.00
89	CA02954AA	ADD: SECURE OPERATION	each	$3,250.00	$2,600.00
90	T8490	MCC7500 CRYPTR SOFTWARE CD UPGRADE	each	$50.00	$40.00
91	TT3903A	Z2 G5 MINI WORKSTATION NON RETURNABLE	each	$2,500.00	$2,250.00
92	T8639	JUNIPER FIREWALL APPLIANCE	each	$3,200.00	$2,880.00
93	DSUSB31000S	STARTECH USB 3.0 TO GIGABIT ETHERNET ADAPTER	each	$39.00	$35.10
94	T8492	SITE ROUTER & FIREWALL- AC	each	$895.00	$805.50
95	T8547	SITE ROUTER & FIREWALL- DC	each	$1,100.00	$990.00
96	CA03445AA	ADD: MISSION CRITICAL HARDENING	each	$3,300.00	$2,970.00
97	CA03446AA	ADD: ENCRYPTION	each	$1,500.00	$1,350.00
98	CA03447AA	ADD: FIPS 140-2 LEVEL 2 ENCRYPTION CERTIFICATION FOR SRX300	each	$500.00	$450.00
99	CA03448AA	ADD: STATEFUL FIREWALL	each	$1,000.00	$900.00
100	T8493	EDGE & HUB ROUTER & FIREWALL - AC	each	$10,900.00	$9,810.00
101	T8555	EDGE & HUB ROUTER & FIREWALL - DC	each	$10,900.00	$9,810.00
102	CA03445AA	ADD: MISSION CRITICAL HARDENING	each	$3,300.00	$2,970.00
103	CA03446AA	ADD: ENCRYPTION	each	$1,500.00	$1,350.00
104	CA03448AA	ADD: STATEFUL FIREWALL	each	$1,000.00	$900.00
105	CA03452AA	ADD: FIPS 140-2 LEVEL 2 ENCRYPTION CERTIFICATION FOR SRX1500	each	$500.00	$450.00
106	CLN1868	2930F 24-PORT SWITCH	each	$2,500.00	$2,250.00
107	CLN1869	2930F 48-PORT SWITCH	each	$9,600.00	$8,640.00
108	DSPREM822570	10 Port RS232C SRU	each	$4,125.00	$3,712.00

B. APC PRICE DISCOUNTS

Item No.	Accounting Product Code (APC)	Description	Percent Discount off Motorola List Price
1	112	GTR8000 (ISR Stand-Alone)	30.00%
2	112	GTR8000 (Simulcast)	22.00%
3	112	GTR8000 (Data)	15.00%
4	117	MOSCAD Alarm & Control Systems	10.00%
5	131	Premysis TeNSr Channel Bank Equipment	10.00%
6	147	Site Equipment/Standard Dropship Products (ISPO)	10.00%
7	185	Site Equipment/Standard Dropship Products (ISPO)	10.00%
8	201	KVL II	10.00%
9	207	Site Equipment/Standard Dropship Products (ISPO)	10.00%
10	214	MOSCAD Alarm & Control Systems	10.00%
11	228	Control Center Equipment	20.00%
12	229	Control Center Equipment	10.00%
13	244	Control Center Equipment	20.00%
14	271	Replacement Parts/State Battery Contract Pricing	15.00%
15	277	Trunking Ancillary Equipment	20.00%
16	280	SmartZone ASTRO Controller	30.00%
17	281	SmartZone User Interface	30.00%
18	342	MOSCAD Alarm & Control Systems	10.00%
19	351	Out-Sourced Products	10.00%
20	371	Motorola Test Equipment	10.00%
21	377	Trunking Ancillary Equipment	20.00%
22	404	CENTRACOM Control Centers	20.00%
23	417	Site Equipment/Standard Dropship Products (ISPO)	10.00%
24	443	MCC7500/Platinum MGEG	20.00%
25	454	Site Equipment/Standard Dropship Products (ISPO)	10.00%
26	457	Site Equipment/Standard Dropship Products (ISPO)	10.00%
27	469	NFM Products	10.00%
28	470	FLASHport Software	0.00%
29	470	FLASHport Software with SSA	20.00%
30	488	Data System Infrastructure 524	10.00%
31	524	ASTRO DIU	15.00%
32	525	ASTRO-TAC Comparator	20.00%
33	647	Trunking Terminals	20.00%
34	708	Chargers/Reconditioners	10.00%
35	729	FLASHport Software	0.00%
36	729	FLASHport Software with SSA	20.00%
37	732	FLASHport Software	0.00%
38	732	FLASHport Software with SSA	20.00%
39	747	Trunking Terminals	20.00%

Item No.	Accounting Product Code (APC)	Description	Percent Discount off Motorola List Price
40	785	Chargers/Reconditioners	10.00%
41	877	SmartZone Software without SSS/SSA	0.00%
42	877	SmartZone Software with SSS/SSA	20.00%
43	226	ISSI	15.00%
44	906	Controller Equipment - TRAK Timing	15.00%
45	892	WAVE Equipment	10.00%
46	660	WAVE Servers	10.00%
47	509	Fixed Equipment	20.00%
48	509	Base/Repeater Station	20.00%
49	139	Emergency CallWorks Hardware and Software	15.00%
50	548	Emergency CallWorks Services	5.00%
51	472	Spillman Hardware and Software	0% hardware & 10% software
52	473	Spillman Install and Support	10.00%
53	0032	CommandCentral Vault	20.00%
54	504	AXS Platform Hardware	20.00%
55	754	Site Equipment/Standard Dropship Products (ISPO)	10.00%
56	677	D-Series Hardware	20.00%
57	680	D-Series Software	18.00%
58	137	Encryption Products ASTRO	20.00%
59	207	Site Equipment/Standard Dropship Products (ISPO)	10.00%
60	595	G-Series Software	15.00%
61	352	VESTA Hardware and Licensing	15.00%
62	350	VESTA Software Support	5.00%
63	735	Avtec Console	10.00%
64	915	Pelco Cameras	30.00%