

WOODBURY COUNTY BOARD OF SUPERVISORS AGENDA ITEM(S) REQUEST FORM

Date: 2/23/23 Weekly Agenda Date: 2/28/23

ELECTED OFFICIAL / DEPARTMENT HEAD / CITIZEN: Scott Mitchell/ Dan Heissel

WORDING FOR AGENDA ITEM:

Approved bid for new radios. Using ARPA Funds

ACTION REQUIRED:

Approve Ordinance ☐

Approve Resolution ☐

Approve Motion ☒

Give Direction ☐

Other: Informational ☐

Attachments ☐

EXECUTIVE SUMMARY:

Bid to be approved for the Conservation and Emergency Services new radios

BACKGROUND:

FINANCIAL IMPACT:

Using ARPA funds of the amount of 157,742.13

IF THERE IS A CONTRACT INVOLVED IN THE AGENDA ITEM, HAS THE CONTRACT BEEN SUBMITTED AT LEAST ONE WEEK PRIOR AND ANSWERED WITH A REVIEW BY THE COUNTY ATTORNEY'S OFFICE?

Yes ☐ No ☐

RECOMMENDATION:

To approve

ACTION REQUIRED / PROPOSED MOTION:

To approve the motion for the bid for the new radios.



WOODBURY COUNTY EMERGENCY SERVICES

02/10/2023

02/10/2023

WOODBURY COUNTY EMERGENCY SERVICES
1201 DEER RUN TRAIL
CLIMBING HILL, IA 51015

Dear Scott MITCHELL,

Motorola Solutions is pleased to present WOODBURY COUNTY EMERGENCY SERVICES with this quote for quality communications equipment and services. The development of this quote provided us the opportunity to evaluate your requirements and propose a solution to best fulfill your communications needs.

This information is provided to assist you in your evaluation process. Our goal is to provide WOODBURY COUNTY EMERGENCY SERVICES with the best products and services available in the communications industry. Please direct any questions to Stacy Geesaman at sgeesaman@connectingyou.com.

We thank you for the opportunity to provide you with premier communications and look forward to your review and feedback regarding this quote.

Sincerely,

Stacy Geesaman

Motorola Solutions Manufacturer's Representative

Billing Address:
 WOODBURY COUNTY
 STARCOMM
 1201 DEER RUN TRAIL
 CLIMBING HILL, IA 51015
 United States

Quote Date:02/10/2023
 Expiration Date:04/11/2023
 Quote Created By:
 Stacy Geesaman
 sgeesaman@connectingyou.com

End Customer:
 WOODBURY COUNTY EMERGENCY
 SERVICES
 Scott MITCHELL
 SMITCHELL@WOODBURYCOUNTYIOWA.GOV
 712-454-9182

Contract: 22547 - STATE OF IOWA, IA
 MA 4936-15

Line #	Item Number	Description	Qty	List Price	Sale Price	Ext. Sale Price
	APX™ 8000 Series	APX8000				
1	H91TGD9PW7AN	APX 8000 ALL BAND PORTABLE MODEL 3.5	12	\$7,475.00	\$3,737.50	\$44,850.00
1a	QA01648AA	ADD: HW KEY SUPPLEMENTAL DATA	12	\$6.00	\$3.00	\$36.00
1b	Q806CB	ADD: ASTRO DIGITAL CAI OPERATION	12	\$567.00	\$283.50	\$3,402.00
1c	Q361AN	ADD: P25 9600 BAUD TRUNKING	12	\$330.00	\$165.00	\$1,980.00
1d	QA00580AA	ADD: TDMA OPERATION	12	\$495.00	\$247.50	\$2,970.00
1e	Q58AL	ADD: 3Y ESSENTIAL SERVICE	12	\$184.00	\$184.00	\$2,208.00
1f	Q15AJ	ADD: AES/DES-XL/DES-OFB ENCRYPTION AND ADP	12	\$879.00	\$98.00	\$1,176.00
1g	QA05509AA	DEL: DELETE UHF BAND	12	-\$800.00	-\$800.00	-\$9,600.00
1h	QA09007AA	ADD: OUT OF THE BOX WIFI PROVISIONING	12	\$0.00	\$0.00	\$0.00
1i	QA09001AB	ADD: WIFI CAPABILITY	12	\$330.00	\$165.00	\$1,980.00



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	Sale Price	Ext. Sale Price
1j	Q498AU	ENH: ASTRO 25 OTAR W/ MULTIKEY	12	\$814.00	\$90.00	\$1,080.00
1k	H38BS	ADD: SMARTZONE OPERATION	12	\$1,650.00	\$825.00	\$9,900.00
1l	G996AP	ADD: PROGRAMMING OVER P25 (OTAP)	12	\$110.00	\$12.00	\$144.00
2	NNTN8863A	CHARGER, SINGLE-UNIT, IMPRES 2, 3A, 100-240VAC, US/NA PLUG	12	\$169.56	\$123.78	\$1,485.36
3	PMMN4099CL	AUDIO ACCESSORY- REMOTE SPEAKER MICROPHONE,IP68 REMOTE SPEAKER MICROPHONE,3.5MM,UL	6	\$142.56	\$104.07	\$624.42
	APX™ 8500					
4	M37TSS9PW1AN	APX8500 ALL BAND MP MOBILE	1	\$5,667.00	\$2,833.50	\$2,833.50
4a	QA01648AA	ADD: HW KEY SUPPLEMENTAL DATA	1	\$6.00	\$3.00	\$3.00
4b	GA09007AA	ADD: OUT OF THE BOX WIFI PROVISIONING	1	\$0.00	\$0.00	\$0.00
4c	G851AG	ADD: AES/DES-XL/DES-OFB ENCRYP APX AND ADP	1	\$879.00	\$75.00	\$75.00
4d	G996AS	ENH: OVER THE AIR PROVISIONING	1	\$110.00	\$50.00	\$50.00
4e	GA01579AB	ADD: COVERT WIFI GLASSMOUNT 2.4/5 GHZ	1	\$77.00	\$38.50	\$38.50
4f	GA00235AA	ADD: NO GPS ANTENNA NEEDED APX	1	\$0.00	\$0.00	\$0.00
4g	GA00580AA	ADD: TDMA OPERATION	1	\$495.00	\$247.50	\$247.50
4h	GA01513AB	ADD: ALL BAND MOBILE ANTENNA (7/8/V/U)	1	\$105.00	\$52.50	\$52.50
4i	G51AT	ENH:SMARTZONE	1	\$1,650.00	\$825.00	\$825.00
4j	G78AT	ENH: 3 YEAR ESSENTIAL SVC	1	\$288.00	\$288.00	\$288.00
4k	GA09001AA	ADD: WI-FI CAPABILITY	1	\$330.00	\$165.00	\$165.00



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Line #	Item Number	Description	Qty	List Price	Sale Price	Ext. Sale Price
4l	G298AS	ENH: ASTRO 25 OTAR W/ MULTIKEY	1	\$814.00	\$75.00	\$75.00
4m	B18CR	ADD: AUXILIARY SPKR 7.5 WATT APX	1	\$66.00	\$33.00	\$33.00
4n	G444AH	ADD: APX CONTROL HEAD SOFTWARE	1	\$0.00	\$0.00	\$0.00
4o	GA01517AA	DEL: NO J600 ADAPTER CABLE NEEDED	1	\$0.00	\$0.00	\$0.00
4p	G806BL	ENH: ASTRO DIGITAL CAI OP APX	1	\$567.00	\$283.50	\$283.50
4q	G361AH	ENH: P25 TRUNKING SOFTWARE APX	1	\$330.00	\$165.00	\$165.00
4r	G90AC	ADD: NO MICROPHONE NEEDED APX	1	\$0.00	\$0.00	\$0.00
4s	G66BB	ADD: DASH MOUNT 03	1	\$138.00	\$69.00	\$69.00
4t	G72AD	ADD: APX O3 HANDHELD CH	1	\$1,041.00	\$520.50	\$520.50
5	NAR6595A	ANT 1/4 WAVE 7/800 STUBBY	21	\$31.32	\$22.86	\$480.06
6	PMLN7901A	CARRY ACCESSORY- HOLSTER,UNIVERSAL HOLDER FOR STD MODELS	12	\$34.56	\$25.23	\$302.76
7	RLN6434B	APX TRAVEL CHARGER	17	\$119.99	\$87.59	\$1,489.03
	APX™ 8500					
8	M37TSS9PW1AN	APX8500 ALL BAND MP MOBILE	7	\$5,667.00	\$2,833.50	\$19,834.50
8a	QA01648AA	ADD: HW KEY SUPPLEMENTAL DATA	7	\$6.00	\$3.00	\$21.00
8b	GA09007AA	ADD: OUT OF THE BOX WIFI PROVISIONING	7	\$0.00	\$0.00	\$0.00
8c	G851AG	ADD: AES/DES-XL/DES-OFB ENCRYP APX AND ADP	7	\$879.00	\$75.00	\$525.00
8d	G996AS	ENH: OVER THE AIR PROVISIONING	7	\$110.00	\$50.00	\$350.00
8e	GA01579AB	ADD: COVERT WIFI GLASSMOUNT 2.4/5 GHZ	7	\$77.00	\$38.50	\$269.50



Line #	Item Number	Description	Qty	List Price	Sale Price	Ext. Sale Price
8f	GA00235AA	ADD: NO GPS ANTENNA NEEDED APX	7	\$0.00	\$0.00	\$0.00
8g	GA00580AA	ADD: TDMA OPERATION	7	\$495.00	\$247.50	\$1,732.50
8h	GA01513AB	ADD: ALL BAND MOBILE ANTENNA (7/8/V/U)	7	\$105.00	\$52.50	\$367.50
8i	G66BN	ADD: DASH MOUNT E5	7	\$138.00	\$69.00	\$483.00
8j	G51AT	ENH: SMARTZONE	7	\$1,650.00	\$825.00	\$5,775.00
8k	G78AT	ENH: 3 YEAR ESSENTIAL SVC	7	\$288.00	\$288.00	\$2,016.00
8l	GA09001AA	ADD: WI-FI CAPABILITY	7	\$330.00	\$165.00	\$1,155.00
8m	G298AS	ENH: ASTRO 25 OTAR W/ MULTIKEY	7	\$814.00	\$75.00	\$525.00
8n	B18CR	ADD: AUXILIARY SPKR 7.5 WATT APX	7	\$66.00	\$33.00	\$231.00
8o	G444AH	ADD: APX CONTROL HEAD SOFTWARE	7	\$0.00	\$0.00	\$0.00
8p	GA01517AA	DEL: NO J600 ADAPTER CABLE NEEDED	7	\$0.00	\$0.00	\$0.00
8q	G806BL	ENH: ASTRO DIGITAL CAI OP APX	7	\$567.00	\$283.50	\$1,984.50
8r	GA01670AA	ADD: APX E5 CONTROL HEAD	7	\$717.00	\$358.50	\$2,509.50
8s	W22BA	ADD: STD PALM MICROPHONE APX	7	\$79.00	\$39.50	\$276.50
8t	G361AH	ENH: P25 TRUNKING SOFTWARE APX	7	\$330.00	\$165.00	\$1,155.00
APX™ 8500						
9	M37TXS9PW1AN	APX8500 ALL BAND HP MOBILE	8	\$6,677.00	\$3,338.50	\$26,708.00
9a	QA01648AA	ADD: HW KEY SUPPLEMENTAL DATA	8	\$6.00	\$3.00	\$24.00
9b	GA09007AA	ADD: OUT OF THE BOX WIFI PROVISIONING	8	\$0.00	\$0.00	\$0.00



Line #	Item Number	Description	Qty	List Price	Sale Price	Ext. Sale Price
9c	G851AG	ADD: AES/DES-XL/DES-OFB ENCRYPT APX AND ADP	8	\$879.00	\$75.00	\$600.00
9d	G996AS	ENH: OVER THE AIR PROVISIONING	8	\$110.00	\$50.00	\$400.00
9e	GA01579AB	ADD: COVERT WIFI GLASSMOUNT 2.4/5 GHZ	8	\$77.00	\$38.50	\$308.00
9f	GA00235AA	ADD: NO GPS ANTENNA NEEDED APX	8	\$0.00	\$0.00	\$0.00
9g	GA00580AA	ADD: TDMA OPERATION	8	\$495.00	\$247.50	\$1,980.00
9h	GA01513AB	ADD: ALL BAND MOBILE ANTENNA (7/8/V/U)	8	\$105.00	\$52.50	\$420.00
9i	G51AT	ENH:SMARTZONE	8	\$1,650.00	\$825.00	\$6,600.00
9j	G78AT	ENH: 3 YEAR ESSENTIAL SVC	8	\$288.00	\$288.00	\$2,304.00
9k	GA09001AA	ADD: WI-FI CAPABILITY	8	\$330.00	\$165.00	\$1,320.00
9l	G298AS	ENH: ASTRO 25 OTAR W/ MULTIKEY	8	\$814.00	\$75.00	\$600.00
9m	B18CR	ADD: AUXILIARY SPKR 7.5 WATT APX	8	\$66.00	\$33.00	\$264.00
9n	G444AH	ADD: APX CONTROL HEAD SOFTWARE	8	\$0.00	\$0.00	\$0.00
9o	GA01517AA	DEL: NO J600 ADAPTER CABLE NEEDED	8	\$0.00	\$0.00	\$0.00
9p	G806BL	ENH: ASTRO DIGITAL CAI OP APX	8	\$567.00	\$283.50	\$2,268.00
9q	GA01670AA	ADD: APX E5 CONTROL HEAD	8	\$717.00	\$358.50	\$2,868.00
9r	W22BA	ADD: STD PALM MICROPHONE APX	8	\$79.00	\$39.50	\$316.00
9s	G361AH	ENH: P25 TRUNKING SOFTWARE APX	8	\$330.00	\$165.00	\$1,320.00

Grand Total **\$157,742.13(USD)**



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Motorola Solutions, Inc.: 500 West Monroe, United States - 60661 ~ #: 36-1115800

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)