



Office of the City Manager

CONSENT CALENDAR
September 28, 2021

To: Honorable Mayor and Members of the City Council
 From: Dee Williams-Ridley, City Manager
 Submitted by: Jennifer A. Louis, Interim Chief of Police
 Abraham Roman, Interim Fire Chief
 Subject: Lease Agreement with Motorola Solutions for Public Safety Radios

RECOMMENDATION

Adopt a Resolution authorizing the City Manager to enter into an initial seven-year lease and any future amendments with seven annual payments estimated at \$920,000 and not to exceed \$6,655,000 total for public safety radios with Motorola Solutions.

FISCAL IMPACTS OF RECOMMENDATION

In order to secure this critical communications equipment with the minimal annual impact to the City's limited budget resources, a seven-year lease was selected to stretch the investment period and develop manageable annual payments. The resulting lease will require an annual General fund allocation of approximately \$665,000 and a seven-year lease not to exceed \$4,655,000 and a Measure GG annual allocation of \$255,000 and a seven-year lease not to exceed \$2,000,000. These two funding sources combined represent the combined Lease Agreement for Public Safety Radios consisting of seven annual lease payments of \$920,000 and a seven-year lease agreement not to exceed \$6,655,000 dollars.

CURRENT SITUATION AND ITS EFFECTS

The lease agreement with Motorola Solutions for Public Safety Radios is a Strategic Plan Priority Project, advancing our goal to create a resilient, safe, connected, and prepared city. Both the Police and Fire Departments radio systems are obsolete and no longer supported by the manufacturer, Motorola Solutions, and additionally, the current models are not compliant with California Department of Justice encryption mandates.

During the Fiscal Year 2022 budget process in June of this year, the Police Department had received City Council approval to enter a seven-year lease agreement estimated at \$600,000 annually and estimated total cost of \$4.2 million. The Police Department was able to secure manufacturer discounts which expire on September 30, 2021 of nearly \$600,000 dollars and avoid equipment price increases which result in an additional approximate \$400,000 cost savings. These discounts resulted in a significant savings to the City of Berkeley as the Police Department equipment will be approximately \$3.1

million dollars with an estimated total combined project savings nearing \$1.1 million dollars.

During on-going lease and equipment discussions, the Fire Department determined their existing radio equipment was of the same vintage as the Police radios and also obsolete and would require encryption in order to share radio frequencies with the Police Department, which is an operational necessity. The Fire Department also has a time sensitive business need to expand the number of radios assigned to support the department redesign. These radios will be used to support enhanced operations in fire prevention, wildland urban interface prevention, and the expanding number of ambulances that will be deployed in FY22-23. In an effort to address their critical communications equipment need and realize the pricing discounts available, the Fire Department requested to utilize the \$1.1 million dollars of savings resulting from the Police Department estimates and are contributing up to a maximum of approximately \$2,000,000 dollars in Measure GG funding to support the Fire Department radio equipment needs.

BACKGROUND

The majority of the current Public Safety Radios were purchased in December of 2011 and have exceeded their useful life. Additionally, radio replacement parts are no longer manufactured, making radio repairs nearly impossible. The new radios also address the California Department of Justice mandates that all transmissions of confidential personal information be encrypted to reduce the unauthorized use of confidential information over Public Safety Radio systems statewide.

ENVIRONMENTAL SUSTAINABILITY AND CLIMATE IMPACTS

The City of Berkeley will experience some resulting greenhouse gas emissions savings because the new radios do not require in-person software updates since the new system is able to be updated over a secure network and can be pushed out remotely. Globally, Motorola Solutions has reduced its carbon footprint from greenhouse gases (GHG) 8.1% in 2020 compared to 2019 and a decrease of 39.7% compared to their baseline year 2016.

RATIONALE FOR RECOMMENDATION

The existing Public Safety Radios have exceeded their useful life and replacement parts are no longer manufactured. The new Motorola Solutions radios have mandated encryption, enhanced operability between the Berkeley Police and Fire Departments, and will ensure reliable communications between the City of Berkeley Communications Center and field personnel responding to in-progress emergencies and requests for services. The seven-year lease agreement with Motorola Solutions represents the best solution to address the deficiencies in the existing radio system at the least possible annual allocation of resources.

ALTERNATIVE ACTIONS CONSIDERED

The Police and Fire Departments weighed the upfront purchase of the radios and compared the budget impacts to have smaller annual payments of less than \$1 million dollars versus a one-time purchase cost of nearly \$6 million dollars. The lower annual payments are more easily supported by the available on-going revenue streams in the General Fund and Measure GG which had significant impact on the lease decision.

CONTACT PERSONS

Jennifer A. Louis, Interim Chief of Police, 981-5700

Abraham Roman, Interim Fire Chief, 981-5500

Attachments:

1: Resolution

Exhibit A: Quote from Motorola Solutions

RESOLUTION NO. ##,###-N.S.

Lease Agreement with Motorola Solutions

WHEREAS, both the Police and Fire Departments require mobile radio communications to provide service to the Community and the State of California; and

WHEREAS, the Police and Fire Departments current mobile radios are obsolete and do not meet State of California, Department of Justice encryption standards; and

WHEREAS, the Police and Fire Departments require new mobile radios to provide essential emergency services to the City of Berkeley, regional partners, and the State of California; and

WHEREAS, the Police and Fire Departments essential need for mobile radios can be addressed by securing a lease agreement with Motorola Solutions for radios, equipment, and associated services; and

WHEREAS, the funding for the lease for the new mobile radios will be funded by the General Fund with annual payments at \$665,000 for seven years for a General Fund total not to exceed \$4,655,000 and funded also by Measure GG funding with annual payments at \$255,000 for seven years for a Measure GG total not to exceed \$2,000,000. For the combined lease agreement amount of \$920,000 annually and seven-year not to exceed total of \$6,655,000.

NOW THEREFORE, BE IT RESOLVED by the Council of the City of Berkeley that the City Manager is authorized to sign, including any amendments to, the lease agreement with Motorola Solutions, for radios and necessary radio equipment to support the Police and Fire Departments radio systems identified as Public Safety Radios over the entire term of the lease agreement, with seven annual payments estimated at \$920,000 and not to exceed \$6,655,000 total for public safety radios with Motorola Solutions.

BE IT FURTHER RESOLVED that the City Manager is authorized to approve and/or waive City of Berkeley specific provisions which would preclude the execution of the lease, upon review by the City of Berkeley's Attorney's Office.

Exhibits

A: Quote from Motorola Solutions



Quote Number: QUOTE-1388533

BERKELEY, CITY OF

Billing Address:
 BERKELEY, CITY OF
 1326 ALLSTON WAY
 BERKELEY CA, 94702

Shipping Address:
 POLICE COMMUNICATION CENTER
 2100 MLK JR WAY
 BERKELEY CA, 94704

Quote Date: 2020-12-19
 Expiration Date: 2021-9-30
 Quote Created By:
 Dick Fasi
 dfasi@redcloudinc.com

Customer:
 BERKELEY, CITY OF

Contract:
 17724 - HGAC (TX)

Line #	Item Number	Description	Quantity	Unit List Price	Ext. List Price	Discount %	Discount \$	Unit Sale Price	Ext. Sale Price
	APX™ 8000 Series								
1	H91TGD9PW7AN	APX 8000 ALL BAND PORTABLE MODEL 3.5	265	\$6,292.00	\$1,667,380.00	35.76%	\$2,250.02	\$4,041.98	\$1,071,124.70
1a	Q806CB	ADD: ASTRO DIGITAL CAI OPERATION	265	\$515.00	\$136,475.00	35.76%	\$184.16	\$330.84	\$87,672.60
1b	Q361AN	ADD: P25 9600 BAUD TRUNKING	265	\$300.00	\$79,500.00	35.76%	\$107.28	\$192.72	\$51,070.80
1c	Q58AL	ADD: 3Y ESSENTIAL SERVICE	265	\$115.00	\$30,475.00	0.00%	\$0.00	\$115.00	\$30,475.00
1d	QA00580AA	ADD: TDMA OPERATION	265	\$450.00	\$119,250.00	35.76%	\$160.92	\$289.08	\$76,606.20
1e	QA09007AA	ADD: OUT OF THE BOX WIFI PROVISIONING	265	\$0.00	\$0.00	0.00%	\$0.00	\$0.00	\$0.00
1f	QA09001AB	ADD: WIFI CAPABILITY	265	\$300.00	\$79,500.00	35.76%	\$107.28	\$192.72	\$51,070.80
1g	Q498AU	ENH: ASTRO 25 OTAR W/ MULTIKEY	265	\$740.00	\$196,100.00	50.00%	\$370.00	\$98,050.00	\$98,050.00
1h	H38BS	ADD: SMARTZONE OPERATION	265	\$1,500.00	\$397,500.00	35.76%	\$536.40	\$963.60	\$255,354.00
1i	QA07682AA	ADD: SMARTCONNECT	265	\$0.00	\$0.00	0.00%	\$0.00	\$0.00	\$0.00
1j	G996AP	ADD: PROGRAMMING OVER P25 (OTAP)	265	\$100.00	\$26,500.00	35.76%	\$35.76	\$64.24	\$17,023.60
1k	Q629AH	ENH: AES ENCRYPTION AND ADP	265	\$633.00	\$167,745.00	100.00%	\$633.00	\$167,745.00	\$0.00
	APX™ 8500								
2	M37TSS9PW1AN	APX8500 ALL BAND MP MOBILE	68	\$4,770.00	\$324,360.00	35.76%	\$1,705.75	\$3,064.25	\$208,369.00
2a	G90AC	ADD: NO MICROPHONE NEEDED APX	68	\$0.00	\$0.00	0.00%	\$0.00	\$0.00	\$0.00
2b	GA09007AA	ADD: OUT OF THE BOX WIFI PROVISIONING	68	\$0.00	\$0.00	0.00%	\$0.00	\$0.00	\$0.00
2c	G996AS	ENH: OVER THE AIR PROVISIONING	68	\$100.00	\$6,800.00	35.76%	\$35.76	\$64.24	\$4,368.32
2d	GA00250AA	ADD: WIFI/GNSS STUBBY ANTENNA LMR240	68	\$100.00	\$6,800.00	35.76%	\$35.76	\$64.24	\$4,368.32
2e	GA00580AA	ADD: TDMA OPERATION	68	\$450.00	\$30,600.00	35.76%	\$160.92	\$289.08	\$19,657.44
2f	GA01513AB	ADD: ALL BAND MOBILE ANTENNA (7/8/V/U)	68	\$95.00	\$6,460.00	35.76%	\$33.97	\$61.03	\$4,150.04
2g	G51AT	ENH:SMARTZONE	68	\$1,500.00	\$102,000.00	35.76%	\$536.40	\$963.60	\$65,524.80
2h	G142AD	ADD: NO SPEAKER APX	68	\$0.00	\$0.00	0.00%	\$0.00	\$0.00	\$0.00

2i	G78AT	ENH: 3 YEAR ESSENTIAL SVC	68	\$176.40	\$11,995.20	0.00%	\$0.00	\$176.40	\$11,995.20
2j	G298AS	ENH: ASTRO 25 OTAR W/ MULTIKEY	68	\$740.00	\$50,320.00	50.00%	\$370.00	\$25,160.00	\$25,160.00
2k	GA09001AA	ADD: WI-FI CAPABILITY	68	\$300.00	\$20,400.00	35.76%	\$107.28	\$192.72	\$13,104.96
2l	G843AH	ADD: AES ENCRYPTION AND ADP	68	\$633.00	\$43,044.00	100.00%	\$633.00	\$43,044.00	\$0.00
2m	G444AH	ADD: APX CONTROL HEAD SOFTWARE	68	\$0.00	\$0.00	0.00%	\$0.00	\$0.00	\$0.00
2n	G67EH	ADD: REMOTE MOUNT E5 MP	68	\$297.00	\$20,196.00	35.76%	\$106.21	\$190.79	\$12,973.72
2o	GA01517AA	DEL: NO J600 ADAPTER CABLE NEEDED	68	\$0.00	\$0.00	0.00%	\$0.00	\$0.00	\$0.00
2p	G806BL	ENH: ASTRO DIGITAL CAI OP APX	68	\$515.00	\$35,020.00	35.76%	\$184.16	\$330.84	\$22,497.12
2q	GA01670AA	ADD: APX E5 CONTROL HEAD	68	\$572.00	\$38,896.00	35.76%	\$204.55	\$367.45	\$24,986.60
2r	GA01630AA	ADD: SMARTCONNECT	68	\$0.00	\$0.00	0.00%	\$0.00	\$0.00	\$0.00
2s	G361AH	ENH: P25 TRUNKING SOFTWARE APX	68	\$300.00	\$20,400.00	35.76%	\$107.28	\$192.72	\$13,104.96
	GA05509AA	DEL: DELETE UHF BAND.	68	-\$800.00	-\$54,400.00	27.00%	-\$216.00	-\$584.00	-\$39,712.00
	APX™ 8500								
3	M37TSS9PW1AN	APX8500 ALL BAND MP MOBILE	40	\$4,770.00	\$190,800.00	35.76%	\$1,705.75	\$3,064.25	\$122,570.00
3a	G90AC	ADD: NO MICROPHONE NEEDED APX	40	\$0.00	\$0.00	0.00%	\$0.00	\$0.00	\$0.00
3b	GA09007AA	ADD: OUT OF THE BOX WIFI PROVISIONING	40	\$0.00	\$0.00	0.00%	\$0.00	\$0.00	\$0.00
3c	G996AS	ENH: OVER THE AIR PROVISIONING	40	\$100.00	\$4,000.00	35.76%	\$35.76	\$64.24	\$2,569.60
3d	GA00250AA	ADD: WIFI/GNSS STUBBY ANTENNA LMR240	40	\$100.00	\$4,000.00	35.76%	\$35.76	\$64.24	\$2,569.60
3e	GA00580AA	ADD: TDMA OPERATION	40	\$450.00	\$18,000.00	35.76%	\$160.92	\$289.08	\$11,563.20
3f	GA01513AB	ADD: ALL BAND MOBILE ANTENNA (7/8/V/U)	40	\$95.00	\$3,800.00	35.76%	\$33.97	\$61.03	\$2,441.20
3g	G66BN	ADD: DASH MOUNT E5	40	\$125.00	\$5,000.00	35.76%	\$44.70	\$80.30	\$3,212.00
3h	G51AT	ENH:SMARTZONE	40	\$1,500.00	\$60,000.00	35.76%	\$536.40	\$963.60	\$38,544.00
3i	G142AD	ADD: NO SPEAKER APX	40	\$0.00	\$0.00	0.00%	\$0.00	\$0.00	\$0.00
3j	G78AT	ENH: 3 YEAR ESSENTIAL SVC	40	\$176.40	\$7,056.00	0.00%	\$0.00	\$176.40	\$7,056.00
3k	G298AS	ENH: ASTRO 25 OTAR W/ MULTIKEY	40	\$740.00	\$29,600.00	50.00%	\$370.00	\$14,800.00	\$14,800.00
3l	GA09001AA	ADD: WI-FI CAPABILITY	40	\$300.00	\$12,000.00	35.76%	\$107.28	\$192.72	\$7,708.80
3m	G843AH	ADD: AES ENCRYPTION AND ADP	40	\$633.00	\$25,320.00	100.00%	\$633.00	\$25,320.00	\$0.00
3n	G444AH	ADD: APX CONTROL HEAD SOFTWARE	40	\$0.00	\$0.00	0.00%	\$0.00	\$0.00	\$0.00
3o	GA01517AA	DEL: NO J600 ADAPTER CABLE NEEDED	40	\$0.00	\$0.00	0.00%	\$0.00	\$0.00	\$0.00
3p	G806BL	ENH: ASTRO DIGITAL CAI OP APX	40	\$515.00	\$20,600.00	35.76%	\$184.16	\$330.84	\$13,233.60
q	GA01670AA	ADD: APX E5 CONTROL HEAD	40	\$572.00	\$22,880.00	35.76%	\$204.55	\$367.45	\$14,698.00
3r	GA01630AA	ADD: SMARTCONNECT	40	\$0.00	\$0.00	0.00%	\$0.00	\$0.00	\$0.00
3s	G361AH	ENH: P25 TRUNKING SOFTWARE APX	40	\$300.00	\$12,000.00	35.76%	\$107.28	\$192.72	\$7,708.80
	GA05509AA	DEL: DELETE UHF BAND.	40	-\$800.00	-\$32,000.00	27.00%	-\$216.00	-\$584.00	-\$23,360.00
	APX™ 8500								
4	M37TSS9PW1AN	APX8500 ALL BAND MP MOBILE	20	\$4,770.00	\$95,400.00	35.76%	\$1,705.75	\$3,064.25	\$61,285.00
4a	G90AC	ADD: NO MICROPHONE NEEDED APX	20	\$0.00	\$0.00	0.00%	\$0.00	\$0.00	\$0.00
4b	G72AD	ADD: APX O3 HANDHELD CH	20	\$946.00	\$18,920.00	35.76%	\$338.29	\$607.71	\$12,154.20
4c	G996AS	ENH: OVER THE AIR PROVISIONING	20	\$100.00	\$2,000.00	35.76%	\$35.76	\$64.24	\$1,284.80
4d	GA00250AA	ADD: WIFI/GNSS STUBBY ANTENNA LMR240	20	\$100.00	\$2,000.00	35.76%	\$35.76	\$64.24	\$1,284.80
4e	G67DE	ADD: REMOTE MOUNT O3 MP	20	\$297.00	\$5,940.00	35.76%	\$106.21	\$190.79	\$3,815.80
4f	GA00580AA	ADD: TDMA OPERATION	20	\$450.00	\$9,000.00	35.76%	\$160.92	\$289.08	\$5,781.60
4g	GA01513AB	ADD: ALL BAND MOBILE ANTENNA (7/8/V/U)	20	\$95.00	\$1,900.00	35.76%	\$33.97	\$61.03	\$1,220.60
4h	G51AT	ENH:SMARTZONE	20	\$1,500.00	\$30,000.00	35.76%	\$536.40	\$963.60	\$19,272.00

4i	G142AD	ADD: NO SPEAKER APX	20	\$0.00	\$0.00	0.00%	\$0.00	\$0.00	\$0.00
4j	G78AT	ENH: 3 YEAR ESSENTIAL SVC	20	\$176.40	\$3,528.00	0.00%	\$0.00	\$176.40	\$3,528.00
4k	G298AS	ENH: ASTRO 25 OTAR W/ MULTIKEY	20	\$740.00	\$14,800.00	50.00%	\$370.00	\$7,400.00	\$7,400.00
4l	GA09001AA	ADD: WI-FI CAPABILITY	20	\$300.00	\$6,000.00	35.76%	\$107.28	\$192.72	\$3,854.40
4m	G843AH	ADD: AES ENCRYPTION AND ADP	20	\$633.00	\$12,660.00	100.00%	\$633.00	\$12,660.00	\$0.00
4n	G444AH	ADD: APX CONTROL HEAD SOFTWARE	20	\$0.00	\$0.00	0.00%	\$0.00	\$0.00	\$0.00
4o	GA01517AA	DEL: NO J600 ADAPTER CABLE NEEDED	20	\$0.00	\$0.00	0.00%	\$0.00	\$0.00	\$0.00
4p	G806BL	ENH: ASTRO DIGITAL CAI OP APX	20	\$515.00	\$10,300.00	35.76%	\$184.16	\$330.84	\$6,616.80
4q	GA01630AA	ADD: SMARTCONNECT	20	\$0.00	\$0.00	0.00%	\$0.00	\$0.00	\$0.00
4r	G361AH	ENH: P25 TRUNKING SOFTWARE APX	20	\$300.00	\$6,000.00	35.76%	\$107.28	\$192.72	\$3,854.40
	GA05509AA	DEL: DELETE UHF BAND.	20	-\$800.00	-\$16,000.00	27.00%	-\$216.00	-\$584.00	-\$11,680.00
	APX™ 8500								
5	M37TSS9PW1AN	APX8500 ALL BAND MP MOBILE	13	\$4,770.00	\$62,010.00	35.76%	\$1,705.75	\$3,064.25	\$39,835.25
5a	GA00250AB	ADD: MOTORCYCLE WIFI/GNSS	13	\$100.00	\$1,300.00	35.76%	\$35.76	\$64.24	\$835.12
5b	G90AC	ADD: NO MICROPHONE NEEDED APX	13	\$0.00	\$0.00	0.00%	\$0.00	\$0.00	\$0.00
5c	GA09007AA	ADD: OUT OF THE BOX WIFI PROVISIONING	13	\$0.00	\$0.00	0.00%	\$0.00	\$0.00	\$0.00
5d	G996AS	ENH: OVER THE AIR PROVISIONING	13	\$100.00	\$1,300.00	35.76%	\$35.76	\$64.24	\$835.12
5e	GA00580AA	ADD: TDMA OPERATION	13	\$450.00	\$5,850.00	35.76%	\$160.92	\$289.08	\$3,758.04
5f	G51AT	ENH: SMARTZONE	13	\$1,500.00	\$19,500.00	35.76%	\$536.40	\$963.60	\$12,526.80
5g	G142AD	ADD: NO SPEAKER APX	13	\$0.00	\$0.00	0.00%	\$0.00	\$0.00	\$0.00
5h	G78AT	ENH: 3 YEAR ESSENTIAL SVC	13	\$176.40	\$2,293.20	0.00%	\$0.00	\$176.40	\$2,293.20
5i	G298AS	ENH: ASTRO 25 OTAR W/ MULTIKEY	13	\$740.00	\$9,620.00	50.00%	\$370.00	\$4,810.00	\$4,810.00
5j	GA09001AA	ADD: WI-FI CAPABILITY	13	\$300.00	\$3,900.00	35.76%	\$107.28	\$192.72	\$2,505.36
5k	GA00512AB	ADD: ANT MTCL 1/4 WAVE WHIP 150.8-162	13	\$50.00	\$650.00	35.76%	\$17.88	\$32.12	\$417.56
5l	G843AH	ADD: AES ENCRYPTION AND ADP	13	\$633.00	\$8,229.00	100.00%	\$633.00	\$8,229.00	\$0.00
5m	G138AC	ADD: APX7500 MOTORCYCLE CH SFWR O5	13	\$0.00	\$0.00	0.00%	\$0.00	\$0.00	\$0.00
5n	W620AE	ADD:NO MTRCYCLE ENCL NEEDED APX	13	\$0.00	\$0.00	0.00%	\$0.00	\$0.00	\$0.00
5o	G444AH	ADD: APX CONTROL HEAD SOFTWARE	13	\$0.00	\$0.00	0.00%	\$0.00	\$0.00	\$0.00
5p	G67EJ	ADD: E5 REMOTE MOUNT MOTORCYCLE	13	\$400.00	\$5,200.00	35.76%	\$143.04	\$256.96	\$3,340.48
5q	GA01517AA	DEL: NO J600 ADAPTER CABLE NEEDED	13	\$0.00	\$0.00	0.00%	\$0.00	\$0.00	\$0.00
5r	G806BL	ENH: ASTRO DIGITAL CAI OP APX	13	\$515.00	\$6,695.00	35.76%	\$184.16	\$330.84	\$4,300.92
5s	GA01670AA	ADD: APX E5 CONTROL HEAD	13	\$572.00	\$7,436.00	35.76%	\$204.55	\$367.45	\$4,776.85
5t	GA01630AA	ADD: SMARTCONNECT	13	\$0.00	\$0.00	0.00%	\$0.00	\$0.00	\$0.00
5u	G174AG	ADD: ANT 3DB LOWPRO MCYC 762-870	13	\$43.00	\$559.00	35.77%	\$15.38	\$27.62	\$359.06
5v	G361AH	ENH: P25 TRUNKING SOFTWARE APX	13	\$300.00	\$3,900.00	35.76%	\$107.28	\$192.72	\$2,505.36
	GA05509AA	DEL: DELETE UHF BAND.	13	-\$800.00	-\$10,400.00	27.00%	-\$216.00	-\$584.00	-\$7,592.00
1	T7936A	APX UCM UPGRADE CD.	1	\$57.50	\$57.50	0.00%	\$0.00	\$57.50	\$57.50
1a	CA00182AR	ADD: AES ENCRYPTION SOFTWARE.	8	\$633.00	\$5,064.00	50.00%	\$316.50	\$316.50	\$2,532.00
	FLASHport Series								
2	T7562A	DIGITAL SMARTZONE.	1	\$0.00	\$0.00	0.00%	\$0.00	\$0.00	\$0.00
2a	G298AU	ENH: ASTRO 25 OTAR W/ MULTIKEY.	8	\$851.00	\$6,808.00	50.00%	\$425.50	\$425.50	\$3,404.00
1	T7936A	APX UCM UPGRADE CD.	1	\$57.50	\$57.50	0.00%	\$0.00	\$57.50	\$57.50
1a	CA00182AR	ADD: AES ENCRYPTION SOFTWARE.	8	\$633.00	\$5,064.00	50.00%	\$316.50	\$316.50	\$2,532.00
	FLASHport Series								
2	T7562A	DIGITAL SMARTZONE.	1	\$0.00	\$0.00	0.00%	\$0.00	\$0.00	\$0.00
2a	G298AU	ENH: ASTRO 25 OTAR W/ MULTIKEY.	8	\$851.00	\$6,808.00	50.00%	\$425.50	\$425.50	\$3,404.00

	APX™ Consolette								
1	L37TSS9PW1AN	ALL BAND CONSOLETTTE.	3	\$8,683.00	\$26,049.00	27.00%	\$2,344.41	\$6,338.59	\$19,015.77
1a	L998AB	ADD: LIMITED FRONT PANEL W/CLOCK/VU.	3	\$480.00	\$1,440.00	27.00%	\$129.60	\$350.40	\$1,051.20
1b	G996AS	ENH: OVER THE AIR PROVISIONING.	3	\$100.00	\$300.00	27.00%	\$27.00	\$73.00	\$219.00
1c	GA00580AA	ADD: TDMA OPERATION.	3	\$450.00	\$1,350.00	27.00%	\$121.50	\$328.50	\$985.50
1d	CA01598AB	ADD: AC LINE CORD US.	3	\$0.00	\$0.00	0.00%	\$0.00	\$0.00	\$0.00
1e	G51AT	ENH:SMARTZONE.	3	\$1,500.00	\$4,500.00	27.00%	\$405.00	\$1,095.00	\$3,285.00
1f	G78AR	ADD: 3Y ESSENTIAL SERVICE.	3	\$176.00	\$528.00	0.00%	\$0.00	\$176.00	\$528.00
1g	GA05509AA	DEL: DELETE UHF BAND.	3	-\$800.00	-\$2,400.00	27.00%	-\$216.00	-\$584.00	-\$1,752.00
1h	G298AS	ENH: ASTRO 25 OTAR W/ MULTIKEY.	3	\$740.00	\$2,220.00	27.00%	\$199.80	\$540.20	\$1,620.60
1i	G843AH	ADD: AES ENCRYPTION AND ADP.	3	\$475.00	\$1,425.00	27.00%	\$128.25	\$346.75	\$1,040.25
1j	G806BL	ENH: ASTRO DIGITAL CAI OP APX.	3	\$515.00	\$1,545.00	27.00%	\$139.05	\$375.95	\$1,127.85
1k	G361AH	ENH: P25 TRUNKING SOFTWARE APX.	3	\$300.00	\$900.00	27.00%	\$81.00	\$219.00	\$657.00
1l	GA05508AA	DEL: DELETE VHF BAND.	3	-\$800.00	-\$2,400.00	27.00%	-\$216.00	-\$584.00	-\$1,752.00
2	HKN6233C	APX CONSOLETTTE RACK MOUNT KIT.	3	\$200.00	\$600.00	27.00%	\$54.00	\$146.00	\$438.00

Net Total	\$2,587,941.67	POLICE TOTAL
Estimated Tax	\$265,264.02	10.25%
Estimated Freight	\$0.00	
PD Radio Total	\$2,853,205.69	
Radio Mgmt	\$215,603.00	
Radio Mgmt tax	\$22,099.31	
PD Project Total	\$3,090,908.00	PD PROJECT TOTAL



Quote Number: QUOTE-1388532
BERKELEY, CITY OF

Billing Address:
 BERKELEY, CITY OF
 P O BOX 700
 BERKELEY CA, 94701

Shipping Address:
 BERKELEY, CITY OF
 1326 ALLSTON WAY
 BERKELEY CA, 94702

Quote Date: 2020-12-19
 Expiration Date: 2021-9-30
 Quote Created By:
 Dick Fasi
 dfasi@redcloudinc.com

Customer:
 BERKELEY, CITY OF

Contract:
 17724 - HGAC (TX)

Line #	Item Number	Description	Quantity	Unit List Price	Ext. List Price	Discount %	Discount \$	Unit Sale Price	Ext. Sale Price
	APX™ 8000 Series								
1	H91TGD9PW6AN	APX 8000 ALL BAND PORTABLE MODEL 2.5	210	\$6,292.00	\$1,321,320.00	35.76%	\$2,250.02	\$4,041.98	\$848,815.80
1a	H64BK	ALT: APX8000/XE HOUSING YELLOW	210	\$25.00	\$5,250.00	35.76%	\$8.94	\$16.06	\$3,372.60
1b	Q806CB	ADD: ASTRO DIGITAL CAI OPERATION	210	\$515.00	\$108,150.00	35.76%	\$184.16	\$330.84	\$69,476.40

1c	Q361AN	ADD: P25 9600 BAUD TRUNKING	210	\$300.00	\$63,000.00	35.76%	\$107.28	\$192.72	\$40,471.20
1d	QA02006AC	ENH: APX8000XE RUGGED RADIO	210	\$800.00	\$168,000.00	35.76%	\$286.08	\$513.92	\$107,923.20
1e	Q58AL	ADD: 3Y ESSENTIAL SERVICE	210	\$115.00	\$24,150.00	0.00%	\$0.00	\$115.00	\$24,150.00
1f	QA00580AA	ADD: TDMA OPERATION	210	\$450.00	\$94,500.00	35.76%	\$160.92	\$289.08	\$60,706.80
1h	QA09007AA	ADD: OUT OF THE BOX WIFI PROVISIONING	210	\$0.00	\$0.00	0.00%	\$0.00	\$0.00	\$0.00
1i	QA09001AB	ADD: WIFI CAPABILITY	210	\$300.00	\$63,000.00	35.76%	\$107.28	\$192.72	\$40,471.20
1j	Q498AU	ENH: ASTRO 25 OTAR W/ MULTIKEY	210	\$740.00	\$155,400.00	50.00%	\$370.00	\$77,700.00	\$77,700.00
1k	H38BS	ADD: SMARTZONE OPERATION	210	\$1,500.00	\$315,000.00	35.76%	\$536.40	\$963.60	\$202,356.00
1l	QA07682AA	ADD: SMARTCONNECT	210	\$0.00	\$0.00	0.00%	\$0.00	\$0.00	\$0.00
1m	G996AP	ADD: PROGRAMMING OVER P25 (OTAP)	210	\$100.00	\$21,000.00	35.76%	\$35.76	\$64.24	\$13,490.40
1n	Q629AH	ENH: AES ENCRYPTION AND ADP	210	\$633.00	\$132,930.00	100.00%	\$633.00	\$132,930.00	\$0.00
2	APX™ 8000 Series								
2a	H91TGD9PW6AN	APX 8000 ALL BAND PORTABLE MODEL 2.5	5	\$6,292.00	\$31,460.00	35.76%	\$2,250.02	\$4,041.98	\$20,209.90
2b	Q806CB	ADD: ASTRO DIGITAL CAI OPERATION	5	\$515.00	\$2,575.00	35.76%	\$184.16	\$330.84	\$1,654.20
2c	Q361AN	ADD: P25 9600 BAUD TRUNKING	5	\$300.00	\$1,500.00	35.76%	\$107.28	\$192.72	\$963.60
2d	QA02006AC	ENH: APX8000XE RUGGED RADIO	5	\$800.00	\$4,000.00	35.76%	\$286.08	\$513.92	\$2,569.60
2e	Q58AL	ADD: 3Y ESSENTIAL SERVICE	5	\$115.00	\$575.00	0.00%	\$0.00	\$115.00	\$575.00
2f	QA00580AA	ADD: TDMA OPERATION	5	\$450.00	\$2,250.00	35.76%	\$160.92	\$289.08	\$1,445.40
2g	QA09007AA	ADD: OUT OF THE BOX WIFI PROVISIONING	5	\$0.00	\$0.00	0.00%	\$0.00	\$0.00	\$0.00
2h	QA09001AB	ADD: WIFI CAPABILITY	5	\$300.00	\$1,500.00	35.76%	\$107.28	\$192.72	\$963.60
2i	Q498AU	ENH: ASTRO 25 OTAR W/ MULTIKEY	5	\$740.00	\$3,700.00	50.00%	\$370.00	\$1,850.00	\$1,850.00
2j	H38BS	ADD: SMARTZONE OPERATION	5	\$1,500.00	\$7,500.00	35.76%	\$536.40	\$963.60	\$4,818.00
2k	QA07682AA	ADD: SMARTCONNECT	5	\$0.00	\$0.00	0.00%	\$0.00	\$0.00	\$0.00
2l	G996AP	ADD: PROGRAMMING OVER P25 (OTAP)	5	\$100.00	\$500.00	35.76%	\$35.76	\$64.24	\$321.20
2m	Q629AH	ENH: AES ENCRYPTION AND ADP	5	\$633.00	\$3,165.00	100.00%	\$633.00	\$3,165.00	\$0.00
	APX8000 Series								
3	H91TGD9PW7AN	APX 8000 ALL BAND PORTABLE MODEL 3.5	4	\$6,292.00	\$25,168.00	35.76%	\$2,250.02	\$4,041.98	\$16,167.92
3a	Q806CB	ADD: ASTRO DIGITAL CAI OPERATION	4	\$515.00	\$2,060.00	35.76%	\$184.16	\$330.84	\$1,323.36
3b	Q361AN	ADD: P25 9600 BAUD TRUNKING	4	\$300.00	\$1,200.00	35.76%	\$107.28	\$192.72	\$770.88
3c	QA02006AC	ENH: APX8000XE RUGGED RADIO	4	\$800.00	\$3,200.00	35.76%	\$286.08	\$513.92	\$2,055.68
3d	Q58AL	ADD: 3Y ESSENTIAL SERVICE	4	\$115.00	\$460.00	0.00%	\$0.00	\$115.00	\$460.00
3e	QA00580AA	ADD: TDMA OPERATION	4	\$450.00	\$1,800.00	35.76%	\$160.92	\$289.08	\$1,156.32
3f	QA09007AA	ADD: OUT OF THE BOX WIFI PROVISIONING	4	\$0.00	\$0.00	0.00%	\$0.00	\$0.00	\$0.00
3g	QA09001AB	ADD: WIFI CAPABILITY	4	\$300.00	\$1,200.00	35.76%	\$107.28	\$192.72	\$770.88
3h	Q498AU	ENH: ASTRO 25 OTAR W/ MULTIKEY	4	\$740.00	\$2,960.00	50.00%	\$370.00	\$1,480.00	\$1,480.00
3i	H38BS	ADD: SMARTZONE OPERATION	4	\$1,500.00	\$6,000.00	35.76%	\$536.40	\$963.60	\$3,854.40
3j	QA07682AA	ADD: SMARTCONNECT	4	\$0.00	\$0.00	0.00%	\$0.00	\$0.00	\$0.00
3k	G996AP	ADD: PROGRAMMING OVER P25 (OTAP)	4	\$100.00	\$400.00	35.76%	\$35.76	\$64.24	\$256.96
3l	Q15	ENH: AES/DES,DES-XL,DES-OFB AND ADP	4	\$799.00	\$3,196.00	50.00%	\$399.50	\$1,598.00	\$1,598.00
3m	Q53	ADD: FRONT PANEL PROGRAMMING & CLONING	4	\$150.00	\$600.00	35.76%	\$53.64	\$96.36	\$385.44

	APX™ 8500								
4	M37TSS9PW1AN	APX8500 ALL BAND MP MOBILE	99	\$4,770.00	\$472,230.00	35.76%	\$1,705.75	\$3,064.25	\$303,360.75
	G88	ADD: NO CONTROL HEAD	99	\$0.00	\$0.00	0.00%	\$0.00	\$0.00	\$0.00
4a	G90AC	ADD: NO MICROPHONE NEEDED APX	99	\$0.00	\$0.00	0.00%	\$0.00	\$0.00	\$0.00
4b	GA09007AA	ADD: OUT OF THE BOX WIFI PROVISIONING	99	\$0.00	\$0.00	0.00%	\$0.00	\$0.00	\$0.00
4c	G996AS	ENH: OVER THE AIR PROVISIONING	99	\$100.00	\$9,900.00	35.76%	\$35.76	\$64.24	\$6,359.76
4d	GA00250AA	ADD: WIFI/GNSS STUBBY ANTENNA LMR240	99	\$100.00	\$9,900.00	35.76%	\$35.76	\$64.24	\$6,359.76
4e	GA00580AA	ADD: TDMA OPERATION	99	\$450.00	\$44,550.00	35.76%	\$160.92	\$289.08	\$28,618.92
4f	GA01513AB	ADD: ALL BAND MOBILE ANTENNA (7/8/V/U)	99	\$95.00	\$9,405.00	35.76%	\$33.97	\$61.03	\$6,041.97
4g	G51AT	ENH:SMARTZONE	99	\$1,500.00	\$148,500.00	35.76%	\$536.40	\$963.60	\$95,396.40
4h	G142AD	ADD: NO SPEAKER APX	99	\$0.00	\$0.00	0.00%	\$0.00	\$0.00	\$0.00
4i	G78AT	ENH: 3 YEAR ESSENTIAL SVC	99	\$176.40	\$17,463.60	0.00%	\$0.00	\$176.40	\$17,463.60
4j	GA00179AB	ADD: NO REMOTE CABLE NEEDED APX	99	\$0.00	\$0.00	0.00%	\$0.00	\$0.00	\$0.00
4k	G298AS	ENH: ASTRO 25 OTAR W/ MULTIKEY	99	\$740.00	\$73,260.00	50.00%	\$370.00	\$36,630.00	\$36,630.00
4l	GA09001AA	ADD: WI-FI CAPABILITY	99	\$300.00	\$29,700.00	35.76%	\$107.28	\$192.72	\$19,079.28
4m	G843AH	ADD: AES ENCRYPTION AND ADP	99	\$633.00	\$62,667.00	100.00%	\$633.00	\$62,667.00	\$0.00
4n	G444AH	ADD: APX CONTROL HEAD SOFTWARE	99	\$0.00	\$0.00	0.00%	\$0.00	\$0.00	\$0.00
4o	G67EH	ADD: REMOTE MOUNT E5 MP	99	\$297.00	\$29,403.00	35.76%	\$106.21	\$190.79	\$18,888.21
4p	GA01517AA	DEL: NO J600 ADAPTER CABLE NEEDED	99	\$0.00	\$0.00	0.00%	\$0.00	\$0.00	\$0.00
4q	G806BL	ENH: ASTRO DIGITAL CAI OP APX	99	\$515.00	\$50,985.00	35.76%	\$184.16	\$330.84	\$32,753.16
4r	GA01630AA	ADD: SMARTCONNECT	99	\$0.00	\$0.00	0.00%	\$0.00	\$0.00	\$0.00
4q	G361AH	ENH: P25 TRUNKING SOFTWARE APX	99	\$300.00	\$29,700.00	35.76%	\$107.28	\$192.72	\$19,079.28
	APX™ 8500								
5	M37TSS9PW1AN	APX8500 ALL BAND MP MOBILE	2	\$4,770.00	\$9,540.00	35.76%	\$1,705.75	\$3,064.25	\$6,128.50
5a	GA09007AA	ADD: OUT OF THE BOX WIFI PROVISIONING.	2	\$0.00	\$0.00	0.00%	\$0.00	\$0.00	\$0.00
5b	GA00250AA	ADD: WIFI/GNSS STUBBY ANTENNA LMR240.	2	\$100.00	\$200.00	35.67%	\$35.67	\$71.34	\$128.66
5c	G72AD	ADD: APX O3 HANDHELD CH.	2	\$946.00	\$1,892.00	27.00%	\$255.42	\$690.58	\$1,381.16
5d	GA00580AA	ADD: TDMA OPERATION.	2	\$450.00	\$900.00	35.67%	\$0.00	\$0.00	\$900.00
5e	GA01513AB	ADD: ALL BAND MOBILE ANTENNA (7/8/V/U).	2	\$95.00	\$190.00	35.67%	\$33.89	\$67.77	\$122.23
5f	G51AT	ENH:SMARTZONE.	2	\$1,500.00	\$3,000.00	35.67%	\$535.05	\$1,070.10	\$1,929.90
5g	G78AT	ENH: 3 YEAR ESSENTIAL SVC.	2	\$176.00	\$352.00	35.67%	\$62.78	\$125.56	\$226.44
5h	G298AS	ENH: ASTRO 25 OTAR W/ MULTIKEY.	2	\$740.00	\$1,480.00	50.00%	\$370.00	\$740.00	\$740.00
5i	GA09001AA	ADD: WI-FI CAPABILITY.	2	\$300.00	\$600.00	35.67%	\$107.01	\$214.02	\$385.98
5j	B18CR	ADD: AUXILIARY SPKR 7.5 WATT APX.	2	\$60.00	\$120.00	35.67%	\$21.40	\$42.80	\$77.20
5k	G843AH	ADD: AES ENCRYPTION AND ADP.	2	\$633.00	\$1,266.00	100.00%	\$633.00	\$1,266.00	\$0.00
5l	G67DE	ADD: REMOTE MOUNT O3 MP.	2	\$297.00	\$594.00	35.67%	\$105.94	\$211.88	\$382.12
5m	G444AH	ADD: APX CONTROL HEAD SOFTWARE.	2	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00
5n	GA01517AA	DEL: NO J600 ADAPTER CABLE NEEDED.	2	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00
5o	G806BL	ENH: ASTRO DIGITAL CAI OP APX.	2	\$515.00	\$1,030.00	35.67%	\$183.70	\$367.40	\$662.60
5p	W22BA	ADD: STD PALM MICROPHONE APX.	2	\$72.00	\$144.00	35.67%	\$25.68	\$51.36	\$92.64
5q	G361AH	ENH: P25 TRUNKING SOFTWARE APX.	2	\$300.00	\$600.00	35.67%	\$107.01	\$214.02	\$385.98

FIRE ACCESSORIES

1	PMMN4106CBLK	XE500 REMOTE SPKR MIC WITH CHANNEL KNOB, HIGH IMPACT BLACK.	270	\$616.00	\$166,320.00	35.67%	\$219.73	\$59,326.34	\$106,993.66
2	HN008000P13	U_HOUSING-HOUSING,FRONT,PTT SIDE, BLUE, APX8000.	20	\$33.00	\$660.00	35.67%	\$11.77	\$235.42	\$424.58
3	PMLN7466A	OVER THE HEAD H/DUTY HEADSET, GCAI.	4	\$330.00	\$1,320.00	35.67%	\$117.71	\$470.84	\$849.16
4	HN008000P07	HOUSING-HOUSING,FRONT,PTT SIDE, RED, APX8000.	5	\$35.48	\$177.40	35.67%	\$12.66	\$63.28	\$114.12
5	HN008000G13	U_HOUSING-HOUSING,FRONT,GCAI SIDE, BLUE, APX8000.	20	\$33.00	\$660.00	35.67%	\$11.77	\$235.42	\$424.58
6	HN008000G14	U_HOUSING-HOUSING,FRONT,GCAI SIDE, RED, APX8000.	5	\$33.00	\$165.00	35.67%	\$11.77	\$58.86	\$106.14
7	PMLN7902A	CARRY ACCESSORY-HOLSTER,UNIVERSAL HOLDER FOR XE MODELS.	250	\$29.00	\$7,250.00	35.67%	\$10.34	\$2,586.08	\$4,663.93
KVL and Programming Accessories									
1	T8476B	KVL 5000.	1	\$6,000.00	\$6,000.00	10.00%	\$600.00	\$5,400.00	\$5,400.00
1a	CA00182AW	ADD: AES ENCRYPTION SOFTWARE.	1	\$0.00	\$0.00	0.00%	\$0.00	\$0.00	\$0.00
1b	CA03467AA	ADD: NORTH AMERICA MICRO USB CHARGER 100/240V.	1	\$0.00	\$0.00	0.00%	\$0.00	\$0.00	\$0.00
1c	CA03358AA	ADD: ASTRO 25 MODE.	1	\$0.00	\$0.00	0.00%	\$0.00	\$0.00	\$0.00
1d	X423AG	ADD: DES/DES-XL/DES-OFB ENCRYPTION.	1	\$750.00	\$750.00	10.00%	\$75.00	\$675.00	\$675.00
Standalone Items									
2	PMPN4381A	CHGR DESKTOP MULTI UNIT EXT PS NA/LA/CA.	1	\$675.00	\$675.00	35.67%	\$240.77	\$240.77	\$434.23
3	HKN6182B	CABLE KEYLOADING ADAPTER CGAI.	2	\$163.33	\$326.66	20.01%	\$32.68	\$130.65	\$261.30
4	HKN6184C	CBL ASSY:CABLE CH, PROGRAMMING, USB.	2	\$57.20	\$114.40	20.00%	\$11.44	\$45.76	\$91.52
5	PMKN4013C	PROGRAMMING, TEST & ALIGNMENT CABLE.	2	\$103.40	\$206.80	20.00%	\$20.68	\$82.72	\$165.44
6	WPLN6905B	KEYLOAD RS-232 CABLE.	2	\$199.00	\$398.00	20.01%	\$39.82	\$159.18	\$318.36
7	PMNN4549A	BATT IMPRES 2 LIION 2925T.	2	\$80.00	\$160.00	25.00%	\$20.00	\$60.00	\$120.00
8	AN000131A01	ANTENNA, WHIP,ALL BAND-V/U/7800, MOBILE, 17 FT, QMA.	19	\$240.00	\$4,560.00	20.01%	\$48.02	\$191.98	\$3,647.62

Net Total	\$2,282,848.06	FIRE TOTAL
Estimated Tax	\$233,991.93	
Radio Mgmt	\$190,810.00	added in FD radio mgmt, like in the PD quote
Radio Mgmt tax	\$19,558.03	
Estimated Freight	\$0.00	
Fire Total	\$2,727,208.01	
Total Both Estimates		
Net Total	\$4,870,789.73	PD & FD Equipment Total
RM PD FD	\$442,163.00	RM TOTAL FOR PD FD
Sub Total	\$5,312,952.73	
Estimated Tax	\$544,577.65	TAX ON SB TOTAL WITH RM ADDED
Estimated Freight	\$0.00	
Sub Total	\$5,857,530.38	

				Police	Fire	
726	DMS	RADIO MANAGEMENT HOSTED	\$ 245.00	\$ 177,870.00	\$ 99,470.00	\$ 78,400.00
726	DMS	RADIOMAMGEMENT HOSTING FEE	\$ 310.00	\$ 225,060.00	\$ 125,860.00	\$ 99,200.00
1	DMS	ONSITE RM SETUP VIRTUAL SERVER	\$29,655.00	\$ 29,655.00	\$29,655.00	0
726	DMS	7 YEAR WARRANTY ACCIDENTAL DAMAGI	\$ 453.00	\$ 328,878.00	\$ 183,918.00	\$ 144,960.00

Police DMS	Fire DMS
\$ 438,903.00	\$ 322,560.00

				Police	Fire	
726	CREDIT	Discount 30 off	\$ (300.00)	\$ (217,800.00)	\$ (121,800.00)	\$ (96,000.00)
549	Trade-In	Trade-In Radio Unit	\$ (250.00)	\$ (137,250.00)	\$ (101,500.00)	\$ (35,750.00)

Police Credit	Fire Credit
\$ (223,300.00)	\$ (131,750.00)

Total	\$ 406,413.00	\$ 215,603.00	\$ 190,810.00
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INTERNAL FIRE FUNDING CALCULATIONS	
Police	\$3,090,908.00
Fire	\$2,727,208.01
Total	\$5,818,116.00
Total General Funds	\$4,200,000
Remaining Balance After PD Funding	\$1,109,092
Fire Total Unfunded	\$1,618,116
Amortized Over 7 Years	\$231,159

Net Total	\$5,277,202.73	
Estimated Tax	\$540,913.28	RM is included in net total
Estimated Freight	\$0.00	
Grand Total	\$5,818,116.00	Equipment and related services costs
Total Annual Lease Payment	\$917,644.89	\$487,504 for PD and \$430,141 for Fire
Total 7 year Lease Payments	\$6,423,514.25	\$3,412,528 for PD and \$3,010,986 for Fire