

AGENDA ITEM: Consent	TYPE OF ACTION NEEDED	CONSENT AGENDA <u>xx</u>
MEETING DATE: FC 11/19/19 BC 12/03/19	Executive Contract	PUBLIC HEARING
SUBJECT: Approving the purchase of public safety communication equipment from Motorola Solutions	Pass Resolution XX	1 st DISCUSSION
Prepared By: Rosa Garcia	Pass Motion	2 nd DISCUSSION
Reviewed By: Darryl Banks	Other	OTHER

BACKGROUND INFORMATION

Benton and Franklin Counties Juvenile Justice Center is needing to purchase public safety communication equipment (i.e. Motorola Radios) from State vendor Motorola Solutions.

SUMMARY

Washington State Contract No. 06913 allows Motorola Solutions to sell public safety communication equipment to all government agencies.

RECOMMENDATION

I recommend that the Board of Benton and Franklin County Commissioners authorize the Chair to sign the resolution and Purchase Agreement approving the purchase of public safety communication equipment for a total amount of \$3,288.68, including WSST from Motorola Solutions.

COORDINATION

Coordination of the contract occurred as follows: Rosa Garcia, Senior Administrative Secretary who compiled the resolution; Jennifer Johnson, Deputy Prosecuting Attorney for Franklin County; Larsen Grabenkort, Motorola Solutions; and Shela Berry, Administrative Financial Services Manager for the Benton and Franklin Counties Juvenile Justice Center.

FISCAL IMPACT

No fiscal impact.

MOTION

To approve signing the resolution authorizing the Benton and Franklin Counties Juvenile Justice Center to purchase public safety communication equipment from Motorola Solutions for a total amount of \$3,288.68, including WSST.

HANDLING/ROUTING

Following signature from Franklin County, route to Benton County for signature. Following signature from Benton County three originals are to be returned to Rosa Garcia to disperse.

I certify the above information is accurate and complete.

Rosa Garcia

JOINT RESOLUTION

BENTON COUNTY RESOLUTION NO. _____

FRANKLIN COUNTY RESOLUTION NO. _____

BEFORE THE BOARDS OF THE COMMISSIONERS OF BENTON AND FRANKLIN COUNTIES, WASHINGTON;

IN THE MATTER OF AUTHORIZING THE PURCHASE OF PUBLIC SAFETY COMMUNICATION EQUIPMENT OFF THE WASHINGTON STATE DEPARTMENT OF ENTERPRISE SERVICE NASPO CONTRACT NO. 06913 FOR THE BENTON-FRANKLIN COUNTIES JUVENILE JUSTICE CENTER

WHEREAS, Washington State Contract No. 06913 allows Motorola Solutions to sell public safety communications equipment to all government agencies; and

WHEREAS, the Benton-Franklin Counties Juvenile Justice Center would like to purchase public safety communication equipment (i.e. Motorola Radios) for the total amount of \$3,288.68, including WSST, based on the Washington State Contract No. 06913;

WHEREAS, the Benton-Franklin Counties Juvenile Justice Center has reviewed the quote and recommends moving forward with the purchase of the communication equipment as further outlined in the attached Purchase Agreement between Benton-Franklin Counties Juvenile Justice Center and Motorola Solutions;
NOW, THEREFORE

BE IT RESOLVED, the Board of Benton County Commissioners, Benton County, Washington and the Board of Franklin County Commissioners, Franklin County, Washington, hereby concurs with the recommendation and authorizes the purchase of communication equipment for the Benton-Franklin Counties Juvenile Justice Center from Motorola Solutions, utilizing the Washington State Contract No. 06913; and

BE IT FURTHER RESOLVED, the Board of Benton County Commissioners, Benton County, Washington and the Board of Franklin County Commissioners, Franklin County, Washington, hereby authorize the chairman sign the attached Purchase Agreement between Benton-Franklin Counties Juvenile Justice Center and Motorola Solutions in the amount of \$3,288.68, including WSST.

DATED this _____ day of _____ 2019
BENTON COUNTY BOARD OF COMMISSIONERS

DATED this _____ day of _____ 2019
FRANKLIN COUNTY BOARD OF COMMISSIONERS

Chairman of the Board

Chairman of the Board

Member

Chairman Pro Tem

Member

Constituting the Board of
County Commissioners,
Benton County, Washington

Member

Constituting the Board of
County Commissioners,
Franklin County, Washington

Attest:

Attest:

Clerk of the Board

Clerk of the Board

**PURCHASE AGREEMENT
Benton County, Washington**

Benton County is a political subdivision, with its principal offices
located at 620 Market Street, Prosser, WA 99350

BENTON RESOLUTION No.: _____

FRANKLIN RESOLUTION No.: _____

Resolution number must
appear on all invoices,
packing slips, packages,
correspondence, etc.

Vendor: Motorola Solutions

Vendor Code:

Vendor Contact: Larsen Grabenkort

Vendor Contact Phone: (509) 547-8502

Vendor Principal Place of Business:

Ship To:

Benton-Franklin Juvenile Justice Center
5606 W. Canal Dr., Ste. 106
Kennewick, WA 99336

Bill To:

Benton-Franklin Juvenile Justice Center
5606 W. Canal Dr., Ste. 106
Kennewick, WA 99336

AGREEMENT:

In exchange for the
consideration identified
herein, the Vendor agrees
to provide the following
items to Benton County
under the terms
described.

P.O. Date: 10/29/2019

Delivery Date: 12/15/2019

Line	Description	Qty	Unit Price	Total Price
1	Exhibit B - Motorola Solutions Quote #QU0000491923	1		\$3,028.25

The term of this Agreement shall be 3 months from the date of execution
Payment is due by the County to Vendor after receipt of equipment and
within thirty (30) days of invoice date.

SUB TOTAL =	\$3,028.25
8.40% SALES TAX =	\$260.43
TOTAL ORDER =	\$3,288.68

This purchase agreement incorporates by reference all terms and
conditions of NASPO ValuePoint Agreement #06913 (attached hereto as
Exhibit A); Motorola Solutions quote #QU0000491923 and Products Price
Schedule (attached hereto as Exhibit B and Exhibit C).

Vendor's signature on this purchase agreement certifies acceptance
of this agreement and all terms and conditions, and supersedes any
conflicting terms.

In case of conflict, the order of precedence is:

1. Exhibit A - The NASPO ValuePoint Agreement #06913;
2. Exhibit B - Motorola Solutions Quote #QU0000491923;
3. Exhibit C - Products Price Schedule;
4. This Purchase Agreement

Questions and Clarifications should be
Addressed to Buyer Contact:

Contact: Shela Berry
Address: 5606 W. Canal Dr., Ste. 106
Kennewick, WA 99336
Phone: 509-736-2721
Email: Shela.Berry@co.benton.wa.us

Approved this Form
(Deputy Prosecutor):


Jennifer Johnson, PA


By signing in the space provided, the parties hereby acknowledge the following:

- 1) The person executing the Agreement is authorized to enter into and undertake contractual financial obligations on behalf of his/her party;
- 2) The person executing this Agreement is authorized to do so by his/her party;
- 3) The parties agree that they shall bound by facsimile or electronic copies of Agreements (including purchase orders) and further agree that such copies shall constitute the original agreement(s) for all purposes.

Vendor Name (print): LARSEN GATSENKORT

Date: 11/5/19

Title: AREA SALES MANAGER

Vendor Signature: 

Date: 11/5/19

BENTON COUNTY APPROVAL

Approved as to Form:

FRANKLIN COUNTY APPROVAL

Approved as to Form:



Deputy Prosecuting Attorney

Date

Civil Deputy Prosecuting Attorney

11/6/19
Date

By: _____

Name: _____

Title: Chairman, Board of Commissioners

Date: _____

Attest: _____

Clerk of the Board: _____

By: _____

Name: _____

Title: Chairman, Board of Commissioners

Date: _____

Attest: _____

Clerk of the Board: _____

Exhibit A

**PARTICIPATING ADDENDUM
NASPO ValuePoint (formerly WSCA-NASPO)
Public Safety Communication Equipment 06913
Lead by the State of Washington (hereinafter "Lead State")**

Motorola Solutions
(hereinafter "Contractor")

And

Washington
(hereinafter "Participating State")

Page 1 of 8

1. Scope

This addendum covers the purchase of public safety communication equipment and is for use by state agencies and other entities located in the Participating State/Entity authorized by that state's statutes to utilize state/entity contracts with the prior approval of the state's chief procurement official.

Contractor has been awarded the following categories:

Category: Radios	
Subcategory: Portable, Dual-Band	Subcategory: Mobile, Single-Band tier II
Subcategory: Portable, Single-Band tier I	Subcategory: Mobile, Single-Band tier III
Subcategory: Portable, Single-Band tier II	Subcategory: Desktop, Dual-Band
Subcategory: Portable, Single-Band tier III	Subcategory: Desktop, Single-Band tier I
Subcategory: Mobile, Dual-Band	Subcategory: Desktop, Single-Band tier II
Subcategory: Mobile, Single-Band tier I	
Category: Base Stations/Repeaters: Single-Band tier I	
Category: Base Station/Repeaters, Single-Band tier II	
Category: Mobile Radio Antennas	

2. Participation

Use of specific NASPO ValuePoint cooperative contracts by agencies, political subdivisions and other entities (including cooperatives) authorized by an individual state's statutes to use state/entity contracts are subject to the prior approval of the respective State Chief Procurement Official. Issues of interpretation and eligibility for participation are solely within the authority of the State Chief Procurement Official.

3. Participating State Modifications or Additions to Master Agreement

3.1. Management fee

Contractor will pay a management fee of 0.74 percent to DES on all state contract sales. The management fee must be rolled into the contractor's current pricing, and not shown as a separate line item on an invoice.

DES may increase, reduce or eliminate the management fee, and reserves the right to negotiate contract pricing with the contractor when adjustment of the management fee might justify an

increase in pricing. Written notifications of the management fee by DES become effective for new purchases or new change orders to existing purchases 30 calendar days after notification unless DES grants additional time.

The state reserves the right to audit, or have a designated third party audit, applicable records to ensure that the state has been properly invoiced and all management fees have been paid. Failure to accurately report total net sales, to submit a timely usage report, or remit timely payment of the management fee, may be cause for contract termination, the charging of interest or penalties, or the exercise of other remedies provided by law.

The management fee does not include or supersede fee terms owed to other entities such as the National Association of State Procurement Officials (NASPO) or governmental entities other than the state of Washington.

Management fee payment must reference the contract number, work request number (if applicable), the year and quarter for which the management fee is being remitted, and the contractor's name as it is known to DES, if not already included on the face of the check. All payments are sent to:

Washington State Department of Enterprise Services
Finance Department
1500 Jefferson St. S.E.
PO Box 41460
Olympia, WA 98504-1460

3.2. Contract usage report

The management fee will be based on total contract usage (sales), which must be reported quarterly by the contractor in the Contract Sales Reporting System. DES will provide a login password and a vendor number.

For each report, contractor must identify every purchaser who has made purchases during the reporting period. The "Miscellaneous" option may be used only with prior approval by DES, and use of this option without prior approval by DES may be cause for contract termination. Refer sales reporting questions to the Contract Administrator.

Due date: Reports must be submitted electronically within 30 days after the end of the calendar quarter: no later than April 30, July 31, October 31 and January 31.

Failure to provide reports in accordance with the schedule above may be cause for contract termination.

3.3. Other required term contract reports

DES may require the contractor to provide a detailed annual contract sales history report. This report, if requested, will include at a minimum, but is not limited to: product description, part number or other product identifier, per unit quantities sold, and contract price. This report must be provided to DES in an electronic format that can be read by MS Excel. Unless the solicitation specifies otherwise, all other required reports will be designed and approved by the parties by mutual agreement.

3.4. Common vendor-registration and bid-notification system

Contractor shall be registered in the state's common vendor registration and bid notification system, RCW 39.29.006, known as Washington's Electronic Business Solution (WEBS), at www.ga.wa.gov/webs. Contractors already registered need not re-register. It is the sole responsibility of contractor to properly register and maintain an accurate vendor profile.

3.5.

Statewide Payee Desk

Contractors must register with the Washington Statewide Payee Desk, maintained by DES, in order to be paid for contract sales. Washington state agencies cannot make payments to a contractor until it is registered. Registration materials are available here: Receiving Payment from the State.

3.6. Contractor qualifications and requirements

DES reserves the right to require receipt of proof of compliance with any of the requirements in this section within ten (10) calendar days from the date of request, and to terminate this contract as a material breach for noncompliance with any requirement of this paragraph. Contractor shall maintain compliance with these requirements throughout the life of this contract.

a. Hours of labor

In compliance with RCW 49.28, contractor agrees that no worker, laborer, or mechanic in the employ of the contractor or subcontractor shall be permitted or required to work more than eight (8) hours in any one calendar day, or forty (40) hours in any one calendar week. However, in cases of extraordinary emergency such as danger to life or property, the hours of work may be extended but in such cases the rate of pay for time employed in excess of the above shall be at the prevailing overtime rate of pay. Except, contracts will not require the payment of overtime rates for the first two hours worked in excess of eight (8) hours per day when the employer has obtained the employee's agreement (as defined in WAC 296-127-022) to work a four-day, ten-hour work week.

3.7. Delivery requirements

a. Hazardous materials:

Consistent with WAC 296-839, all manufacturers and distributors of hazardous substances, including any of the items listed in this contract, must include a complete material safety data sheet (MSDS) for each hazardous material. Additionally, each container of hazardous materials must be appropriately labeled with:

- The identity of the hazardous material,
- Appropriate hazard warnings, and
- Name and address of the chemical manufacturer, importer, or other responsible party

The Department of Labor and Industries may levy appropriate fines for noncompliance and agencies may withhold payment pending receipt of a legible copy of MSDS. It should be noted that OSHA Form 20 is not acceptable in lieu of this requirement unless it is modified to include appropriate information relative to "carcinogenic ingredients" and "routes of entry" of the product(s) in question.

3.8. Taxes, fees and licenses

a. Ferry vessel exemption (as applicable)

Orders for tangible personal property which become a component part of ferry vessels of the State of Washington or local government units in the State of Washington are exempt from use tax under RCW 82.12.0279.

3.9.

General Provisions

a. Governing law and venue

This contract shall be construed and interpreted in accordance with the laws of the State of Washington, and the venue of any action brought hereunder shall be in the Superior Court for Thurston County.

b. Immunity and hold harmless

To the fullest extent permitted by law, contractor shall indemnify, defend and hold harmless state, agencies of state and all officials, agents and employees of state (the "Indemnified Parties"), from and against all claims for bodily injury, death or damage to property. Contractor's obligation to indemnify, defend, and hold harmless includes any claim by contractor's agents, employees, representatives, or any subcontractor or its employees.

Contractor expressly agrees to indemnify, defend, and hold harmless the Indemnified Parties for any claim arising out of or incident to contractor's or any subcontractor's performance or failure to perform the contract. Contractor shall be required to indemnify, defend, and hold harmless the Indemnified Parties only to the extent claim is caused in whole or in part by negligent, reckless or willful acts or omissions of contractor, its agents, employees, representatives, or any subcontractor or its employees.

Contractor waives its immunity under Title 51 to the extent it is required to indemnify, defend and hold harmless state and its agencies, officials, agents or employees.

3.10. Insurance

The following are general insurance provisions for the State of Washington. Additional requirements specific to a good/service may be detailed elsewhere in a solicitation or its appendices.

a. General requirements

Contractor shall, at its own expense, obtain and keep in force insurance as follows until completion of the contract. Upon request, contractor shall furnish evidence in the form of a certificate of insurance satisfactory to the State of Washington that insurance, in the following kinds and minimum amounts, has been secured. Failure to provide proof of insurance, as required, will result in contract cancellation.

Contractor shall furnish separate Certificates of Insurance for each subcontractor. Subcontractor(s) must comply fully with all insurance requirements stated herein. Failure of subcontractor(s) to comply with insurance requirements does not limit contractor's liability or responsibility.

All insurance provided in compliance with this contract shall be primary as to any other insurance or self-insurance programs afforded to or maintained by the state.

b. Specific requirements

Employer's Liability (Stop Gap): The contractor will at all times comply with all applicable workers' compensation, occupational disease, and occupational health and safety laws, statutes, and regulations to the full extent applicable and will maintain Employers Liability insurance with a limit of no less than \$1,000,000.00. The State of Washington will not be held responsible in any way for claims filed by the contractor or their employees for services performed under the terms of this contract.

Commercial General Liability Insurance: The contractor shall at all times during the term of this contract, carry and maintain commercial general liability insurance for bodily injury and property damage arising out of services provided under this contract. This insurance shall

cover such claims as may be caused by any act, omission, or negligence of the contractor or its officers, agents, representatives, assigns, or servants.

The Insurance shall also cover bodily injury, including disease, illness and death, and property damage arising out of the contractor's premises/operations, independent contractors, products/completed operations, personal injury and advertising injury, and contractual liability (including the tort liability of another assumed in a business contract), and contain separation of insured's (cross liability) conditions.

Contractor waives all rights against the State of Washington for the recovery of damages to the extent they are covered by general liability or umbrella insurance and the loss does not arise from or caused by the negligence of the State of Washington, its employees or agents.

The limits of liability insurance shall not be less than as follows:

General aggregate limits (other than products-completed operations)	\$2,000,000
Products-completed operations aggregate	\$2,000,000
Personal and advertising injury aggregate	\$1,000,000
Each occurrence (applies to all of the above)	\$1,000,000
Fire damage limit (per occurrence)	\$50,000
Medical expense limit (any one person)	\$5,000

c. Business Auto Policy (BAP)

In the event that services delivered pursuant to this contract involve the use of vehicles, or the transportation of clients, automobile liability insurance shall be required. The coverage provided shall protect against claims for bodily injury, , and death; and property damage caused by an occurrence arising out of or in consequence of the performance of this service by the contractor, subcontractor, or anyone employed by either.

Contractor shall maintain business auto liability with a combined single limit not less than \$1,000,000 per occurrence. The business auto liability shall include Hired and Non-Owned coverage.

Contractor waives all rights against the State of Washington for the recovery of damages to the extent they are covered by business auto liability or commercial umbrella liability insurance.

d. Additional insurance provisions

All above insurance policies shall include, but not be limited to, the following provisions:

Additional insured:

The State of Washington and all authorized purchasers shall be named as an additional insured on all general liability, umbrella, excess, policies. All policies shall be primary over any other valid and collectable insurance.

Notice of policy cancellation/Non-renewal:

For insurers subject to Chapter 48.18 RCW (admitted and regulated by the Washington State Insurance Commissioner) a written notice shall be given to the director of purchasing or designee 45 calendar days prior to cancellation or any material change to the policy as it relates to this contract. Written notice shall include the affected contract reference number

e. Surplus lines

For insurers subject to Chapter 48.15 RCW (Surplus Lines) a written notice shall be given to the director of purchasing or designee 20 calendar days prior to cancellation or any material change to the policy(les) as it relates to this contract. Written notice shall include the affected contract reference number.

Cancellation for non-payment of premium:

If cancellation on any policy is due to non-payment of premium, a written notice shall be given the director of purchasing or designee ten (10) calendar days prior to cancellation. Written notice shall include the affected contract reference number.

Identification:

Policy(les) and certificates of insurance shall include the affected contract reference number.

f. Insurance carrier rating

The insurance required above shall be issued by an insurance company authorized to do business within the State of Washington. Insurance is to be placed with a carrier that has a rating of A- Class VII or better in the most recently published edition of Best's Reports. Any exception must be reviewed and approved by the Risk Manager for the State of Washington, by submitting a copy of the contract and evidence of insurance before contract commencement. If an insurer is not admitted, all insurance policies and procedures for issuing the insurance policies must comply with Chapter 48.15 RCW and Chapter 284-15 WAC.

g. Limit adjustments

The state reserves the right to increase or decrease limits as appropriate.

3.11. Industrial Insurance Coverage

The contractor shall comply with the provisions of Title 51 RCW Industrial Insurance. If the contractor fails to provide industrial insurance coverage or fails to pay premiums or penalties on behalf of its employees as may be required by law, DES may terminate this contract. This provision does not waive any of the Washington State Department of Labor and Industries (L&I) rights to collect from the contractor.

4. Primary Contacts

The primary contact individuals for this participating addendum are as follows (or their named successors):

Contractor

Name	Lisa M. Vasquez
Address	613 Lakefair PIN Salem, OR 97303
Telephone	(503) 720-4725
Fax	(971)599-5771
E-mail	lisa.vasquez@motorolasolutions.com

Participating Entity

Name	Neva Peckham
Address	1500 Jefferson Street SE Olympia, WA 98501
Telephone	(360) 407-9411
Fax	(360) 586-2426
E-mail	neva.peckham@des.wa.gov

5. Subcontractors

All Motorola Solutions dealers/resellers/distributors authorized in the State Washington, as shown on the NASPO ValuePoint website, are approved to provide sales and service support to participants in the NASPO Master Agreement. Motorola Solutions dealer's/resellers/distributors participation will be in accordance with the terms and conditions set forth in the aforementioned Master Agreement.

6. Purchase Order Instructions

All orders should contain the following (1) Mandatory Language "PO is subject to NASPO ValuePoint Contract # 06913 (2) Your Name, Address, Contact, & Phone-Number (3) Purchase order amount. Please channel your PO through one of our authorized dealers/resellers/distributors so they can arrange for proper ordering and installation of your equipment. During Contract performance, Contractor shall identify and make available to Purchasers upon request a list of subcontractors, dealers, and distributors who will supply products or perform services in fulfillment of Contract requirements. Information shall include their name, the nature of services to be performed or products to be sold by product category/subcategory, address, telephone, facsimile, email, and federal tax identification number (TIN) (if the company is authorized to sell and invoice for products and services).

7. Price Agreement Number

All purchase orders issued by purchasing entities, within the jurisdiction of this participating addendum, shall be made out to Motorola Solutions and will include the Participating State contract number: **06913** and the Lead State Master Agreement number: 06913.

8. Individual Customer

Each State agency and political subdivision, as a Participating Entity, that purchases products/services will be treated as if they were Individual Customers. Except to the extent modified by a Participating Addendum, each agency and political subdivision will be responsible to follow the terms and conditions of the Master Agreement; and they will have the same rights and responsibilities for their purchases as the Lead State has in the Master Agreement. Each agency and political subdivision will be responsible for their own charges, fees, and liabilities. Each agency and political subdivision will have the same rights to any indemnity or to recover any costs allowed in the contract for their purchases. The Contractor will apply the charges to each Participating Entity individually.

This Participating Addendum and the Master Agreement number 06913 (administered by the State of Washington) together with its exhibits, set forth the entire agreement between the parties with respect to the subject matter of all previous communications, representations or agreements, whether oral or written, with respect to the subject matter hereof. Terms and conditions inconsistent with, contrary or in addition to the terms and conditions of this Addendum and the Master Agreement, together with its exhibits, shall not be added to or incorporated into this Addendum or the Master

Agreement and its exhibits, by any subsequent purchase order or otherwise, and any such attempts to add or incorporate such terms and conditions are hereby rejected. The terms and conditions of this Addendum and the Master Agreement and its exhibits shall prevail and govern in the case of any such inconsistent or additional terms within the Participating State.

IN WITNESS WHEREOF, the parties have executed this Addendum as of the date of execution by both parties below.

Participating State: Washington	Contractor: Motorola Solutions
By: <i>See Email Attached</i>	By: <i>T. J. B. H.</i>
Name: Neva Peckham	Name: <i>Travis Baettcher</i>
Title: Contracts Specialist, Department of Enterprise Services	Title: <i>MSSSI Vice President</i>
Date: <i>01/20/2016</i>	Date: <i>12/24/15</i>
By: <i>C. F. Presnell</i>	
Name: Farrell Presnell	
Title: Deputy Director, Department of Enterprise Services	
Date:	

[Additional signatures as required by Participating State]

If you have questions about this Participating Addendum or the participation process, please contact:

NASPO ValuePoint

Name	Tim Hay, Cooperative Development Coordinator
Telephone	503-428-5705
E-mail	thay@naspovalupoint.org

[Fully executed PDF copy of this document should be emailed to PA@naspovalupoint.org to support documentation of participation and posting in appropriate data bases]



Quote Number: QU0000491923
Effective: 29 OCT 2019
Effective To: 28 DEC 2019

Bill-To:

BENTON COUNTY JUVENILE JUSTICE
 CENTER
 5606 W CANAL #106
 KENNEWICK, WA 99336
 United States

Ultimate Destination:

BENTON COUNTY JUVENILE JUSTICE
 CENTER
 5606 W CANAL #106
 KENNEWICK, WA 99336
 United States

Attention:

Name: Cedric W. Samples
Email: Cedric.Samples@co.benton.wa.us
Phone: 783-2151 ext. 2470

Sales Contact:

Name: Marlon Johnson
Email: mjohnson@daywireless.com
Phone: 5095478502

Contract Number: NASPO ValuePoint
Freight terms: FOB Destination
Payment terms: Net 30 Due

Item	Quantity	Nomenclature	Description	List price	Your price	Extended Price
1	1	H51UCF9PW6AN	APX 4000 7/800 MHZ MODEL 2 PORTABLE	\$1,963.00	\$1,432.99	\$1,432.99
1a	1	QA02756AB	ENH: 3600 OR 9600 TRUNKING BAUD SIN	\$1,570.00	\$1,146.10	\$1,146.10
1b	1	H885BK	ADD: 3Y ESSENTIAL SERVICE	\$90.00	\$90.00	\$90.00
1c	1	QA02750AB	ALT: IMPRES LI-ION 2800MAH (PMNN4448)	\$100.00	\$73.00	\$73.00
1d	1	QA04865AA	ADD: TWO KNOB CONFIGURATION			
2	1	PMPN4174A	CHGR DESKTOP SINGLE UNIT IMPRES, US/NA	\$76.00	\$55.48	\$55.48
3	2	PMNN4448AR	BATTERY PACK,BATT IMPRES LIION IP67 2800T	\$146.00	\$106.58	\$213.16
4	2	PMLN4651A	BELT CLIP 2"	\$12.00	\$8.76	\$17.52
Estimated Tax Amount						\$260.43
Total Quote in USD						\$3,288.68

Totals do not include any programming costs...

PO Issued to Motorola Solutions Inc. must:

- >Be a valid Purchase Order (PO)/Contract/Notice to Proceed on Company Letterhead. Note: Purchase Requisitions cannot be accepted
- >Have a PO Number/Contract Number & Date
- >Identify "Motorola Solutions Inc." as the Vendor
- >Have Payment Terms or Contract Number
- >Be issued in the Legal Entity's Name
- >Include a Bill-To Address with a Contact Name and Phone Number
- >Include a Ship-To Address with a Contact Name and Phone Number
- >Include an Ultimate Address (only if different than the Ship-To)
- >Be Greater than or Equal to the Value of the Order
- >Be in a Non-Editable Format
- >Identify Tax Exemption Status (where applicable)
- >Include a Signature (as Required)

EXHIBIT C

PROPOSAL TO
STATE OF WASHINGTON DEPARTMENT OF ENTERPRISE SERVICES (DES)

CONTRACT/MASTER AGREEMENT #06913 FOR PUBLIC SAFETY COMMUNICATION EQUIPMENT

DECEMBER 7, 2015



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SECTION 1

CONTRACT/MASTER AGREEMENT #06913 FOR PUBLIC SAFETY COMMUNICATION EQUIPMENT

State of Washington, Department of Enterprise Services (DES) on behalf of the NASPO ValuePoint Cooperative Purchasing Program **Contract/Master Agreement #06913 For Public Safety Communication Equipment** between The State of Washington and Motorola Solutions Under the Authority of State of Washington, Chapter 39.26 RCW between The State of Washington and Motorola Solutions Under the Authority of State of Washington, Chapter 39.26 RCW <http://www.naspovaluepoint.org/#/contract-details/61/contractor/345> Motorola Solutions has been awarded the following categories/subcategories:

Category: Radios			
Subcategory: Portable, Dual-Band			
Subcategory: Portable, Single-Band tier I			
Subcategory: Portable, Single-Band tier II			
Subcategory: Portable, Single-Band tier III			
Subcategory: Mobile, Dual-Band			
Subcategory: Mobile, Single-Band tier I			
Subcategory: Mobile, Single-Band tier II			
Subcategory: Mobile, Single-Band tier III			
Subcategory: Desktop, Dual-Band			
Subcategory: Desktop, Single-Band tier I			
Subcategory: Desktop, Single-Band tier II			
Category: Base Stations/Repeaters: Single-Band tier I			
Category: Base Station/Repeaters, Single-Band tier II			
Category: Mobile Radio Antennas			
DISCOUNTS ON PRODUCTS & SERVICES			
Motorola Solutions - NASPO ValuePoint DISCOUNT MATRIX (Revised 12/7/15)			
REFER TO MANUFACTURER REFERENCE LIST: Motorola on-Line (MOL):			
Category: Radios			DISCOUNT %
<i>List price for Base Model, Additional features & options quoted and sold at same discount</i>			
Excluding the state of Washington, the discounts apply to states with purchasing fees <1%			



Upon request, and at no charge, Motorola will provide contract customers a copy of the manufacturer's reference product price(s) after application of discount.			
<u>Subcategory: Portable, Dual-Band</u>			
APX7000 MULTI-BAND			27%
APX7000XE MULTI-BAND			27%
APX7000L MULTI-BAND			27%
APX8000 ALL-BAND			27%
STANDALONE ACCESSORIES ORDERED WITHOUT BASE UNIT			27%
<u>Subcategory: Portable, Single-Band tier I</u>			
APX6000			27%
APX6000Li			27%
APX6000XE			27%
APX3000			27%
XTS1500/2500/3000/4000/5000 ACCESSORIES			27%
STANDALONE ACCESSORIES ORDERED WITHOUT BASE UNIT			27%
<u>Subcategory: Portable, Single-Band tier II</u>			
APX4000			27%
APX4000XH			27%
APX1000			27%
STANDALONE ACCESSORIES ORDERED WITHOUT BASE UNIT			
<u>Subcategory: Portable, Single-Band tier III</u>			
BPR40			17%
CP185			17%
STANDALONE ACCESSORIES ORDERED WITHOUT BASE UNIT			17%
<u>Subcategory: Mobile, Dual-Band</u>			
APX7500			27%
APX8500 ALL-BAND			27%
STANDALONE ACCESSORIES ORDERED WITHOUT BASE UNIT			27%
<u>Subcategory: Mobile, Single-Band tier I</u>			
APX6500			27%
APX6500Li			27%
All XTL1500/2500/3000/4000/5000 ACCESSORIES			27%
STANDALONE ACCESSORIES ORDERED WITHOUT BASE UNIT			27%
<u>Subcategory: Mobile, Single-Band tier II</u>			
APX4500			27%
APX1500			27%
STANDALONE ACCESSORIES ORDERED WITHOUT BASE UNIT			27%
<u>Subcategory: Mobile, Single-Band tier III</u>			
CDM120 Cancelled – replacement product under review			17%
STANDALONE ACCESSORIES ORDERED WITHOUT BASE UNIT			17%

November 12, 2015

State of Washington Department of Enterprise Services (DES)

Subcategory: Desktop, Dual-Band			
APX7500 CONSOLETTTE			27%
STANDALONE ACCESSORIES ORDERED WITHOUT BASE UNIT			27%
Subcategory: Desktop, Single-Band tier I			
APX6500 WITH POWER SUPPLY			27%
ACCESSORIES ORDERED WITHOUT BASE UNIT			27%
Subcategory: Desktop, Single-Band tier II			
APX4500 WITH POWER SUPPLY			27%
STANDALONE ACCESSORIES ORDERED WITHOUT BASE UNIT			27%
Category: Base Stations/Repeaters: Single-Band tier I			
GTR8000			20%
ACECROSSORIES ORDERED WITHOUT BASE UNIT			20%
MLC8000			20%
GCP8000			
GCM8000			20%
GPW8000			20%
BASE STATION NETWORK MANAGEMENT AND HARDWARE			20%
BASE STATION DATA APPLICATIONS AND HARDWARE			20%
BASE STATION ENCRYPTION AND HARDWARE			20%
BASE STATION INTEROPERABILTY APPLICATIONS			20%
INFRASTRUCTURE/FIXED EQUIPMENT/OTHER			20%
Category: Base Station/Repeaters, Single-Band tier II			
GTR8000			20%
MTR3000			20%
BASE STATION NETWORK MANAGEMENT AND HARDWARE			20%
BASE STATION DATA APPLICATIONS AND HARDWARE			20%
BASE STATION ENCRYPTION AND HARDWARE			20%
BASE STATION INTEROPERABILTY APPLICATIONS			20%
BASE STATION LICENSES			20%
STANDALONE ACCESSORIES ORDERED WITHOUT BASE UNIT			20%
INFRASTRUCTURE/FIXED EQUIPMENT/OTHER			20%
Category: Mobile Radio Antennas			
MOBILE RADIO ANTENNAS			20%
Bidder offers the following services commonly available for the above product category/subcategory at the percentage discounts listed below off manufacturer's(or subcontractor's/dealer's/distributor's) list prices or at the per hour price specified.			



Services	DISCOUNT %	CHARGE PER HOUR	
Equipment configuration and system design:		\$192.75 /Hour	
Technical support services:		\$192.75 /Hour	
Equipment installation:		\$192.75 /Hour	
Equipment repair:		\$192.75 /Hour	
Training, World Wide Learning Services (WLS):	13%		
Other Services			
Service from the Start	0%		
Service from the Start Lite	0%		
Engineering Professional Services		\$192.75 /Hour	
Project Management Professional Services		\$192.75 /Hour	
Service Delivery Manager:		\$192.75 /Hour	
Most services, such as engineering, program management, training, etc., are usually sold on a per man day basis, rather than an hourly basis, the daily rate is \$1,542. per Man Day (8 hours).			

November 12, 2015

State of Washington Department of Enterprise Services (DES)