RESOLUTION NO. 2024 - 34

A RESOLUTION AUTHORIZING THE ADMINISTRATION TO PURCHASE PORTABLE RADIOS, INCLUDING COMMUNICATIONS EQUIPMENT AND SERVICES, FROM MOTOROLA SOLUTIONS AT A STATE PURCHASE PRICE OF \$225,367.97, AND DECLARING AN EMERGENCY

WHEREAS, the Fire Chief has determined the need for and recommends that this Council authorize the purchase of portable radios, including communications equipment and services, from Motorola Solutions; and

WHEREAS, Motorola Solutions has provided a quote for specified portable radios, including communications equipment and services, for the City of Parma Heights in the amount of Two Hundred Twenty-Five Thousand Three Hundred and Sixty-Seven Dollars and Ninety-Seven Cents (\$225,367.97), as indicated by the attached Exhibit "A", incorporated herein as if fully rewritten; and

WHEREAS, Council may authorize this acquisition pursuant to the State Purchasing Program without competitive bidding process based upon the authority granted to it in Article V Section 6 of the Charter, and Section 145.08 of the Codified Ordinances.

NOW, **THEREFORE**, **BE IT RESOLVED** by the Council of the City of Parma Heights, County of Cuyahoga and State of Ohio:

Section 1: That the Administration is hereby authorized and directed to purchase portable radios, including communications equipment and services, from Motorola Solutions for the sum of \$225,367.97, as described in Exhibit "A", attached hereto and incorporated by reference.

Section 2: Council does hereby authorize the purchase under the terms described in attached Exhibit "A", pursuant to the State Purchasing Program without competitive bidding process pursuant to Article V Section 6 of the Charter, and Section 145.08 of the Codified Ordinances.

Section 3: This Council finds and determines that all formal actions of this Council concerning and relating to the adoption of this Resolution were taken in an open meeting of this Council and that all deliberations of the Council and of any of its Committees comprised of a majority of the members of the Council that resulted in those formal actions were in meeting open to the public, in compliance with the law.

Section 4: This Resolution is declared to be an emergency measure necessary for the public peace, health, and safety of the Municipality, and for the further reason it is immediately necessary to secure favorable pricing and to prevent disruption of vital city services; wherefore, this Resolution shall be in full force and effect immediately upon its passage by Council and approval by the Mayor.

PASSED: (April 22, 2024)

ATTEST: Dalbara Celler

CLERK OF COUNCIL

FILED WITH THE MAYOR: Opil 22, 2024

PRESIDENT OF COUNCIL

APPROVED

MAYOR MARIE GALLO

EXHIBIT A

QUOTE-2579607

03/28/2024

PARMA HEIGHTS, CITY OF 6281 PEARL RD PARMA HEIGHTS, OH 44130

RE: Motorola Quote for Parma Heights 3.28.24 Dear ,

Motorola Solutions is pleased to present PARMA HEIGHTS, CITY OF 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 PARMA HEIGHTS, CITY OF with the best products and services available in the communications industry. Please direct any questions to Christopher Pfaff at Christopher.Pfaff@motorolasolutions.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,

Christopher Pfaff





Billing Address: PARMA HEIGHTS, CITY OF 6281 PEARL RD PARMA HEIGHTS, OH 44130 US Shipping Address:
Parma Heights C/O Motorola
Solutions
12430 Plaza Dr.
Parma Heights, OH 44130
US

Quote Date:03/28/2024 Expiration Date:06/26/2024 Quote Created By: Christopher Pfaff Christopher.Pfaff@ motorolasolutions.com

End Customer: PARMA HEIGHTS, CITY OF

Contract: 21336 - OHIO, STATE OF

Line #	Item Number	Description	Qty	Term	List Price	Sale Price	Ext. Sale Price
	APX™ NEXT	APX NEXT XE SINGLE BAND					
1	H45TGT9PW8AN	APX NEXT SINGLE BAND MODEL 4.5 PORTABLE*	2		\$6,641.00	\$4,375.09	\$8,750.18
1a	QA00569AP	ADD: 7/800MHZ BAND	2		\$0.00	\$0.00	\$0.00
1b	QA02006AE	ADD: APX NEXT XE M4.5 RUGGED RADIO	2		\$770.00	\$507.28	\$1,014.56
1c	BD00001AA	ADD: CORE BUNDLE	2		\$3,106.00	\$2,046.23	\$4,092.46
1d	H499KC	ENH: SUBMERSIBLE (DELTA T)	2		Included	Included	Included
1e	H38DA	ADD: SMARTZONE OPERATION	2		Included	Included	Included
1f	Q806CH	ADD: ASTRO DIGITAL CAI OPERATION	2		Included	Included	Included
1g	Q361CD	ADD: P25 9600 BAUD TRUNKING	2		Included	Included	Included
1h	QA09028AA	ADD: VIQI VC RADIO OPERATION	2		Included	Included	Included
1i	QA03399AK	ADD: ENHANCED DATA	2		Included	Included	Included
1j	Q387CB	ADD: MULTICAST VOTING SCAN	2		Included	Included	Included
1k	QA00580BA	ADD: TDMA OPERATION	2		Included	Included	Included
11	QA09001AM	ADD: WIFI CAPABILITY	2		Included	Included	Included







ine #	Item Number	Description	Qty	Term	List Price	Sale Price	Ext. Sale Price
1m	BD00010AA	ADD: SECURITY BUNDLE	2		\$1,023.00	\$673.95	\$1,347.90
1n	QA01767BL	ADD: P25 LINK LAYER AUTHENTICATION	2		Included	Included	Included
10	Q498BN	ENH: ASTRO 25 OTAR W/ MULTIKEY	2		Included	Included	Included
1р	H797DW	ENH: DVP-XL ENCRYPTION AND ADP	2		Included	Included	Included
1q	Q15AU	ADD: AES/DES-XL/DES- OFB ENCRYPTION AND ADP	2		Included	Included	Included
1r	BD00015AA	ADD: OPERATIONAL BUNDLE	2		\$207.00	\$136.37	\$272.74
1s	QA01843AR	ADD: FALL ALERT / MANDOWN OPERATION	2		Included	Included	Included
1t	QA00631AL	ADD: DVRS PSU ACTIVATION	2		Included	Included	Included
1u	QA09113AA	ADD: BASELINE RELEASE SW	2		\$0.00	\$0.00	\$0.00
1v	BD00020AA	ADD: TACTICAL BUNDLE	2		\$248.00	\$163.38	\$326.76
1w	QA09000AG	ADD: DIGITAL TONE SIGNALING	2		Included	Included	Included
1x	Q445BC	ADD: APX PERSONNEL ACCOUNTABILITY	2		Included	Included	Included
1у	QA01648AA	ADD: HW KEY SUPPLEMENTAL DATA*	2		\$6.00	\$3.95	\$7.90
1z	QA07710AA	ALT: STUBBY 7-800MHZ 6CM ANTENNA	2		\$0.00	\$0.00	\$0.00
1aa	QA09030AA	ADD: MOTOROLA HOSTED RADIOCENTRAL W CPS*	2		\$0.00	\$0.00	\$0.00
1ab	QA09017AA	ADD: LTE WITH ACTIVE SERVICE AT&T US	2		\$0.00	\$0.00	\$0.00
2	LSV01S03446A	APX NEXT DMS ESSENTIAL	2	7 YEARS	\$484.60	\$319.25	\$638.50
3	PSV00S01424A	APX NEXT PROVISIONING*	1		\$0.00	\$0.00	\$0.00







Line #	Item Number	Description	Qty	Term	List Price	Sale Price	Ext. Sale Price
4	PSV03S02465A	APX DMS PROVISIONING PD3*	1		\$0.00	\$0.00	\$0.00
5	PSV01S02940A	SMARTMAPPING ENABLEMENT	1		\$0.00	\$0.00	\$0.00
6	PSV01S02941A	SMARTMESSAGING ENABLEMENT	1		\$0.00	\$0.00	\$0.00
7	PSV01S02944A	PROVISIONING SUPPORT	1		\$0.00	\$0.00	\$0.00
8	SSV01S01407A	SMARTPROGRAMMING	2	1 YEAR	\$75.00	\$75.00	\$150.00
9	SSV01S01406A	SMARTCONNECT	2	1 YEAR	\$75.00	\$75.00	\$150.00
10	SSV01S01476A	SMARTLOCATE	2	1 YEAR	\$75.00	\$75.00	\$150.00
11	SSV01S01907A	SMARTMAPPING	2	1 YEAR	\$75.00	\$75.00	\$150.00
12	SSV01S01906A	SMARTMESSAGING	2	1 YEAR	\$75.00	\$75.00	\$150.00
	APX™ NEXT	APX NEXT XE SINGLE BAND					
13	H45TGT9PW8AN	APX NEXT SINGLE BAND MODEL 4.5 PORTABLE	6		\$6,641.00	\$4,375.09	\$26,250.54
13a	QA00569AP	ADD: 7/800MHZ BAND	6		\$0.00	\$0.00	\$0.00
13b	QA02006AE	ADD: APX NEXT XE M4.5 RUGGED RADIO	6		\$770.00	\$507.28	\$3,043.68
13c	BD00001AA	ADD: CORE BUNDLE	6		\$3,106.00	\$2,046.23	\$12,277.38
13d	H499KC	ENH: SUBMERSIBLE (DELTA T)	6		Included	Included	Included
13e	H38DA	ADD: SMARTZONE OPERATION	6		Included	Included	Included
13f	Q806CH	ADD: ASTRO DIGITAL CAI OPERATION	6		Included	Included	Included
13g	Q361CD	ADD: P25 9600 BAUD TRUNKING	6		Included	Included	Included
13h	QA09028AA	ADD: VIQI VC RADIO OPERATION	6		Included	Included	Included
13i	QA03399AK	ADD: ENHANCED DATA	6		Included	Included	Included
13j	Q387CB	ADD: MULTICAST VOTING SCAN	6		Included	Included	Included







_ine #	Item Number	Description	Qty	Term	List Price	Sale Price	Ext. Sale Price
13k	QA00580BA	ADD: TDMA OPERATION	6		Included	Included	Included
131	QA09001AM	ADD: WIFI CAPABILITY	6		Included	Included	Included
13m	BD00010AA	ADD: SECURITY BUNDLE	6		\$1,023.00	\$673.95	\$4,043.70
13n	QA01767BL	ADD: P25 LINK LAYER AUTHENTICATION	6		Included	Included	Included
130	Q498BN	ENH: ASTRO 25 OTAR W/ MULTIKEY	6		Included	Included	Included
13p	H797DW	ENH: DVP-XL ENCRYPTION AND ADP	6		Included	Included	Included
13q	Q15AU	ADD: AES/DES-XL/DES- OFB ENCRYPTION AND ADP	6		Included	Included	Included
13r	BD00015AA	ADD: OPERATIONAL BUNDLE	6		\$207.00	\$136.37	\$818.22
13s	QA01843AR	ADD: FALL ALERT / MANDOWN OPERATION	6		Included	Included	Included
13t	QA00631AL	ADD: DVRS PSU ACTIVATION	6		Included	Included	Included
13u	QA09113AA	ADD: BASELINE RELEASE SW	6		\$0.00	\$0.00	\$0.00
13v	BD00020AA	ADD: TACTICAL BUNDLE	6		\$248.00	\$163.38	\$980.28
13w	QA09000AG	ADD: DIGITAL TONE SIGNALING	6		Included	Included	Included
13x	Q445BC	ADD: APX PERSONNEL ACCOUNTABILITY	6		Included	Included	Included
13y	QA01648AA	ADD: HW KEY SUPPLEMENTAL DATA	6		\$6.00	\$3.95	\$23.70
13z	QA07710AA	ALT: STUBBY 7-800MHZ 6CM ANTENNA	6		\$0.00	\$0.00	\$0.00
13aa	H301DJ	DEL: DELETE BELT CLIP/ BASIC CARRY XE	6		-\$10.00	-\$6.59	-\$39.54
13ab	QA09030AA	ADD: MOTOROLA HOSTED RADIOCENTRAL W CPS*	6		\$0.00	\$0.00	\$0.00



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	Term	List Price	Sale Price	Ext. Sale Price
13ac	QA09017AA	ADD: LTE WITH ACTIVE SERVICE AT&T US	6		\$0.00	\$0.00	\$0.00
14	LSV01S03446A	APX NEXT DMS ESSENTIAL	6	7 YEARS	\$484.60	\$319.25	\$1,915.50
15	PSV00S01424A	APX NEXT PROVISIONING*	1		\$0.00	\$0.00	\$0.00
16	PSV03S02465A	APX DMS PROVISIONING PD3*	1		\$0.00	\$0.00	\$0.00
	APX™ NEXT	APX NEXT XE SINGLE BAND					
17	H45TGT9PW8AN	APX NEXT SINGLE BAND MODEL 4.5 PORTABLE	16		\$6,641.00	\$4,375.09	\$70,001.44
17a	QA00569AP	ADD: 7/800MHZ BAND	16		\$0.00	\$0.00	\$0.00
17b	QA01427AK	ALT: APX NEXT XE HOUSING GREEN	16		\$28.00	\$18.45	\$295.20
17c	QA02006AE	ADD: APX NEXT XE M4.5 RUGGED RADIO	16		\$770.00	\$507.28	\$8,116.48
17d	BD00001AA	ADD: CORE BUNDLE	16		\$3,106.00	\$2,046.23	\$32,739.68
17e	H499KC	ENH: SUBMERSIBLE (DELTA T)	16		Included	Included	Included
17f	H38DA	ADD: SMARTZONE OPERATION	16		Included	Included	Included
17g	Q806CH	ADD: ASTRO DIGITAL CAI OPERATION	16		Included	Included	Included
17h	Q361CD	ADD: P25 9600 BAUD TRUNKING	16		Included	Included	Included
17i	QA09028AA	ADD: VIQI VC RADIO OPERATION	16		Included	Included	Included
17j	QA03399AK	ADD: ENHANCED DATA	16		Included	Included	Included
17k	Q387CB	ADD: MULTICAST VOTING SCAN	16		Included	Included	Included
171	QA00580BA	ADD: TDMA OPERATION	16		Included	Included	Included
17m	QA09001AM	ADD: WIFI CAPABILITY	16		Included	Included	Included
	BD00010AA	ADD: SECURITY BUNDLE	16		\$1,023.00	\$673.95	\$10,783.20







ine #	Item Number	Description	Qty	Term	List Price	Sale Price	Ext. Sale Price
17o	QA01767BL	ADD: P25 LINK LAYER AUTHENTICATION	16		Included	Included	Included
17p	Q498BN	ENH: ASTRO 25 OTAR W/ MULTIKEY	16		Included	Included	Included
17q	H797DW	ENH: DVP-XL ENCRYPTION AND ADP	16		Included	Included	Included
17r	Q15AU	ADD: AES/DES-XL/DES- OFB ENCRYPTION AND ADP	16		Included	Included	Included
17s	BD00015AA	ADD: OPERATIONAL BUNDLE	16		\$207.00	\$136.37	\$2,181.92
17t	QA01843AR	ADD: FALL ALERT / MANDOWN OPERATION	16		Included	Included	Included
17u	QA00631AL	ADD: DVRS PSU ACTIVATION	16		Included	Included	Included
17v	QA09113AA	ADD: BASELINE RELEASE SW	16		\$0.00	\$0.00	\$0.00
17w	BD00020AA	ADD: TACTICAL BUNDLE	16		\$248.00	\$163.38	\$2,614.08
17x	QA09000AG	ADD: DIGITAL TONE SIGNALING	16		Included	Included	Included
17y	Q445BC	ADD: APX PERSONNEL ACCOUNTABILITY	16		Included	Included	Included
17z	QA01648AA	ADD: HW KEY SUPPLEMENTAL DATA	16		\$6.00	\$3.95	\$63.20
17aa	QA07710AA	ALT: STUBBY 7-800MHZ 6CM ANTENNA	16		\$0.00	\$0.00	\$0.00
17ab	QA09030AA	ADD: MOTOROLA HOSTED RADIOCENTRAL W CPS*	16		\$0.00	\$0.00	\$0.00
17ac	QA09017AA	ADD: LTE WITH ACTIVE SERVICE AT&T US	16		\$0.00	\$0.00	\$0.00
18	LSV01S03446A	APX NEXT DMS ESSENTIAL	16	7 YEARS	\$484.60	\$319.25	\$5,108.00
19	PSV00S01424A	APX NEXT PROVISIONING*	1		\$0.00	\$0.00	\$0.00



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





ine #	Item Number	Description	Qty	Term	List Price	Sale Price	Ext. Sale Price
20	PSV03S02465A	APX DMS PROVISIONING PD3*	1		\$0.00	\$0.00	\$0.00
21	PSV01S02944A	PROVISIONING SUPPORT	1		\$0.00	\$0.00	\$0.00
22	PMPN4639B	CHGR VEHICLE IMPRES 2 EXT NA/AU/NZ KIT	9		\$599.00	\$394.62	\$3,551.58
23	PMLN6129A	IMPRES 2 WIRE W/TRANS TUBE BLK	3		\$135.71	\$89.41	\$268.23
24	PMPN4591A	CHGR DESKTOP MULTI UNIT IMPRES 2 6 DISPLAYS INT PS US	6		\$1,799.29	\$1,185.37	\$7,112.22
25	PMMN4154ABLK	XVE500 DIV 1 REMOTE SPEAKER MIC, BLACK WITH KNOB, UL	8		\$748.00	\$492.78	\$3,942.24
26	RLN6486A	FIREMAN'S RADIO STRAP	33		\$49.23	\$32.43	\$1,070.19
27	PMLN8341A	AUDIO ACCESSORY- EARPIECE,1-WIRE SURVEILLANCE KIT WITH LOUD AUDIO TRANSLUCENT TUBE	3		\$52.00	\$34.26	\$102.78
28	RLN6488A	ANTI-SWAY STRAP	33		\$18.77	\$12.37	\$408.21
29	PMMN4154A	XVE500 DIV 1 REMOTE SPEAKER MIC, HIGH IMPACT GREEN WITH KNOB, UL	16		\$748.00	\$492.78	\$7,884.48
30	PMLN8209B	CARRY ACCESSORY- CASE,CARRY ACCESSORY- HOLSTER,APX NEXT XE LEATHER CARRY CASE	33		\$81.00	\$53.36	\$1,760.88
31	PMLN8208A	CARRY ACCESSORY- HOLSTER,APX NEXT XE CLASSIC HOLSTER	5		\$37.80	\$24.90	\$124.50
32	NTN8266B	2.5 INCH BELT CLIP	5		\$12.96	\$8.54	\$42.70
33	PMPN4604A	CHARGER,CHGR DESKTOP SINGLE UNIT IMPRES 2 EXT US	5		\$207.14	\$136.46	\$682.30

Grand Total

\$225,367.97(USD)





Pricing Summary

	List Price	Sale Price
Upfront Costs for Hardware, Accessories and Implementation (if applicable), plus Subscription Fee	\$330,981.83	\$218,050.55
Year 2 Subscription Fee	\$2,411.49	\$1,844.57
Year 3 Subscription Fee	\$1,661.49	\$1,094.57
Year 4 Subscription Fee	\$1,661.49	\$1,094.57
Year 5 Subscription Fee	\$1,661.49	\$1,094.57
Year 6 Subscription Fee	\$1,661.49	\$1,094.57
Year 7 Subscription Fee	\$1,661.49	\$1,094.57
Grand Total System Price	\$341,700.77	\$225,367.97

Notes:

NOTICE: Motorola has certified the APX NEXT XN radio with the Boston Leather carry solution for NFPA and FCC compliance purposes. It is currently the only carry solution approved by Motorola for use with the APX NEXT XN radio. Use of non-approved accessories may void the radio 's warranty and may affect continued compliance with NFPA standards and FCC regulations. By selecting "No Carry Solution," the customer acknowledges receipt of this Notice.

Additional information is required for one or mo	ore items on the quote for an order.
Agreement") that authorizes Customer to purch "Products"). If no Underlying Agreement exists Standard Terms of use and Purchase Terms at http://www.motorolasolutions.com/product-term	
The Parties hereby enter into this Agreement a	as of the Effective Date.
Motorola Solutions, Inc.	Customer
Ву:	By:
Name:	Name:
Title:	Title:
Date:	Date:







- This quote contains items with approved price exceptions applied against them.
- 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.







APX NEXT RADIO SOLUTIONS

Overview

APX NEXT is Motorola Solutions' next-generation P25 platform purpose-built for first responders to access and act on information while maintaining focus in critical situations. Across all aspects of the radio experience—deployment, operation, maintenance, and evolution—APX NEXT brings critical advancements to usability and performance. Equipped with broadband, LTE, Wi-Fi, Bluetooth 5.0, and GPS capabilities, APX NEXT extends future-ready performance, applications, and full interoperability to the field and control room to transform accurate data into smarter action.

Key benefits of the APX NEXT include the following:

- SmartTouch Experience Easier operation centered around a redefined 3.6" impact resistant touch
 display and shallow menu hierarchy. This cleaner and more intuitive visual layout increases the
 usability of the APX NEXT radio and helps users find the information they need without pause or
 distraction.
- Ruggedized, Ergonomic Design Increased personnel safety and efficiency with an improved T-Grip
 ergonomic design, full-color top display, and tactile knobs for efficient use in emergency situations.
 Patented touch technology enables for reliable gloved use, while also making the screen immune to
 false actuations from water, snow, ice, or debris. The APX Next device meets the same MIL standards
 for ruggedization achieved by Motorola Solutions' APX platform radios.
- Easy Fleet Management Easier and quicker radio provisioning, remote software updates, and streamlined management reduce downtime and support control center staff. Motorola Solutions' Device Management Services (DMS) maximize the effectiveness of APX NEXT, reducing maintenance risk, workload, and total cost of ownership. DMS brings RadioCentral (RC) programming to APX NEXT, as well, supporting faster provisioning and deployment to get devices in the hands of responders and out into the field.
- Secure Communications Hardened End-to-End security allows only authorized units in the system
 to listen to transmissions. Real-time security provides seamless protection from the device and data in
 transit to the cloud and the LMR system

Evolving with Applications Services

APX NEXT Application Services enhance device capabilities and improve user experience. These applications are subscription-based offerings for easier optimization and scaling to meet evolving needs.





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)