



CHANGE ORDER

[#012]

Change Order No. 12

Date: 05/01/20

Project Name: MERA Next Generation Radio System

Customer Name: Marin County

Customer Project Mgr: Raul Rojas

The purpose of this Change Order is to:

Capture the following changes:

1. Upgrade 600 Fire Portable Radios from APX6000 to APX8000
2. Upgrade 332 Fire APX8500 Mobile Radios with VHF Band and All Band Antenna

Contract # 31701399

Contract Date: 03/07/17

In accordance with the terms and conditions of the contract identified above between Marin County and Motorola Solutions, Inc., the following changes are approved:

Contract Price Adjustments

Original Contract Value:	\$ 34,337,451.06
Previous Change Order amounts for Change Order numbers <input type="text" value="1"/> through <input type="text" value="11"/>	\$ 9,444,611.05
This Change Order:	\$ 1,839,743.97
Existing Contract Credit:	\$ 0.00
Net Contract Impact of this Change Order:	\$ 1,839,743.97
New Contract Value:	\$ 45,621,806.08



Completion Date Adjustments

Original Completion Date:	3/27/2019
Current Completion Date prior to this Change Order:	12/27/2022
New Completion Date:	12/27/2022

Changes in Equipment: <i>(additions, deletions or modifications)</i> Include attachments if needed
Please refer to the attached equipment list

Changes in Services: <i>(additions, deletions or modifications)</i> Include attachments if needed
N/A

Schedule Changes: <i>(describe change or N/A)</i>
N/A

Pricing Changes: <i>(describe change or N/A)</i>
Please refer to the attached pricing summary sheet Please note that taxes are estimated at 9% but the final number will be determined based on where the equipment will be shipped

Customer Responsibilities: <i>(describe change or N/A)</i>
Please refer to the original Motorola proposal and the CDR implementation plan (subscribers section)

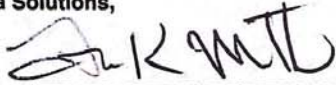
Payment Schedule for this Change Order: <i>(describe new payment terms applicable to this change order)</i>
100% of the Subscriber Contract Price will be invoiced upon shipment (as shipped).
Motorola may make partial shipments of Equipment and will request payment upon shipment of such Equipment. In addition, Motorola will invoice for installations completed on a site-by-site basis or when professional services are completed, when applicable. The value of the Equipment shipped/services performed will be determined by the value of the shipped/services performed as a percentage of the total milestone value. Unless otherwise specified, contract discounts are based



upon all items proposed and overall System package. For invoicing purposes only, discounts will be applied proportionately to the FNE and Subscriber Equipment values to total Contract Price. Overdue invoices will bear simple interest at the maximum allowable rate.

Unless amended above, all other terms and conditions of the Contract shall remain in full force. If there are any inconsistencies between the provisions of this Change Order and the provisions of the Contract, the provisions of this Change Order will prevail.

IN WITNESS WHEREOF the parties have executed this Change Order as of the last date signed below.

Motorola Solutions, Inc.
 By: 
 Printed Name: Frank Miller
 Title: Regional Services Director
 Date: May 1, 2020

Customer
 By: _____
 Printed Name: _____
 Title: _____
 Date: _____

Reviewed by: Kourosh Mostashari

 Motorola Solutions Project Manager

Date: _____

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Price Summary

**MOTOROLA SOLUTIONS**

Line #	Description	Price
1	Original Contract Fire APX 6000 Portables + CO#10	\$2,532,188.50
2	Fire Upgrade to APX 8000 Portables	\$4,002,816.00
3	Delta Between Lines 1 and 2	\$1,470,627.50
4	Fire upgrade to APX 8500 Tri-Band (minus the all band antenna credit plus delta for adding 5 year service)	\$217,211.00
5	Change Order #12 Total Before Tax	\$1,687,838.50
6	San Rafael Tax Rate @ 9%	\$151,905.47
7	Change Order #12 Total After Tax	\$1,839,743.97

Marin Fire Quote for Mark Brown

4.29.2020

Jennifer DiPasquale 415.269.0879

Product	Qty	Part Number	Description	MERA Price	Ext
APX6000	600	H98UCF9PW6 N	APX6000 700/800 MODEL 2.5 PORTABLE	1,697.56	1,018,536.00
APX6000	419	QA02006	APX6000XE RUGGED RADIO	496.00	207,824.00
APX6000	419	QA01427	APX 6000 HOUSING GREEN	15.50	6,494.50
APX6000	600	Q806	ASTRO DIGITAL CAI OPERATION	319.30	191,580.00
APX6000	600	H38	SMARTZONE OPERATION	744.00	446,400.00
APX6000	600	Q361	P25 9600 BAUD TRUNKING	186.00	111,600.00
APX6000	600	QA00580	TDMA OPERATION	279.00	167,400.00
APX6000	600	H885BK	3 YEAR SERVICE FROM THE START LITE	52.08	31,248.00
APX6000	600	QA01648	ADVANCED SYSTEM KEY - HARDWARE KEY	3.10	1,860.00
APX6000	419	PMNN4504	BATT IMPRES 2 LIION UL2054 DIV2 R I	93.00	38,967.00
APX6000	419	PMMN4106C	Rugged APX XE500 REMOTE SPEAKER MIC, HIGH	341.00	142,879.00
APX6000	600	NNTN8860A	CHARGER, SINGLE-UNIT, IMPRES 2, 3A	93.00	55,800.00
APX6000	600	GAO9001	ADD: WIFI	186.00	111,600.00
				4,505.54	2,532,188.50

Grey = Purchased as part of Original Contract
 Blue = Purchased as part of Past Change Orders

Marin Fire Quote for Mark Brown

4.29.2020

Jennifer DiPasquale 415.269.0879

Product	Qty	Part Number	Description	MERA Price	Ext
APX8000	600	H91TGD9PW6 N	APX 8000 ALL BAND PORTABLE MODEL 2.5	\$3,709	\$2,225,676
APX8000	600	QA02006	APX8000XE RUGGED RADIO	\$496	\$297,600
APX8000	600	QA01427	APX 8000 HOUSING GREEN	\$16	\$9,300
APX8000	600	Q806	ASTRO DIGITAL CAI OPERATION	\$319	\$191,580
APX8000	600	H38	SMARTZONE OPERATION	\$744	\$446,400
APX8000	600	Q361	P25 9600 BAUD TRUNKING	\$186	\$111,600
APX8000	600	QA00580	TDMA OPERATION	\$279	\$167,400
APX8000	600	Q887	5 YEAR SERVICE FROM THE START	\$206	\$123,600
APX8000	600	QA01648	ADVANCED SYSTEM KEY - HARDWARE	\$3	\$1,860
APX8000	600	PMNN4504	BATT IMPRES 2 LIION UL2054 DIV2 R I	\$93	\$55,800
APX8000	600	PMMN4106B	APX XE500 REMOTE SPEAKER MIC, HIGH	\$341	\$204,600
APX8000	600	NNTN8860A	CHARGER, SINGLE-UNIT, IMPRES 2, 3A,	\$93	\$55,800
APX8000	600	GA09001	ADD: WIFI	\$186	\$111,600.00
				\$6,671	\$4,002,816

Product	Qty	Part Number	Description	MERA Price	Ext
APX8500	332	M37TSS9PW1 N	APX8500 ALL BAND MP MOBILE	\$2,385.00	\$791,820.00
APX8500	332	G806	ENH: ASTRO DIGITAL CAI OP APEX	\$257.50	\$85,490.00
APX8500	332	G51	ENH: SMARTZONE OPERATION APX	\$750.00	\$249,000.00
APX8500	332	G361	ADD: P25 TRUNKING SOFTWARE	\$150.00	\$49,800.00
APX8500	332	GA00580	ADD: TDMA OPERATION	\$225.00	\$74,700.00
APX8500	332	QA01648	ADD: ADVANCED SYSTEM KEY - HARDWARE	\$2.50	\$830.00
APX8500	332	G24	ADD: 5 Year Service (quoted price is delta between 3 year and 5 year service)	\$198.00	\$65,736.00
APX8500	332	W432	ADD: AUXILARY SPKR 13W (3.2OHM)	\$35.75	\$11,869.00
APX8500	332	GA01517	DEL: NO J600 ADAPTER CABLE NEEDED	\$0.00	\$0.00
APX8500	332	G89	ADD: NO RF ANTENNA NEEDED	\$0.00	\$0.00
APX8500	332	G442	ADD: O5 CONTROL HEAD	\$216.00	\$71,712.00
APX8500	332	G444	ADD: APX CONTROL HEAD SOFTWARE	\$0.00	\$0.00
APX8500	332	G67	ADD: REMOTE MOUNT MP	\$148.50	\$49,302.00
APX8500	332	W22	ADD: STD PALM MICROPHONE APEX	\$36.00	\$11,952.00
APX8500	332		Antenna credit	\$39.75	\$13,197.00
APX8500	332	GA09001	ADD: WIFI CAPABILITY	\$300.00	\$99,600.00
APX8500	332	GA00250	ADD: WIFI/GNSS FLEXIBLE CABLE	\$100.00	\$33,200.00
APX8500	332		ADD: VHF BAND	\$496.00	\$164,672.00
				\$5,340.00	\$1,746,486.00

Blue = Purchased as part of Change Orders
Green = New Charges