Motorola, Inc., in Care of Red Cloud, Inc
2850 Camino Diablo
Walnut Creek, Ca. 94597

San Leandro Unified Schools
Attn: Rocky Medeiros

MOTOROLA SOLUTIONS CONFIDENTIAL INFORMATION

APX4500 EMERGENCY CONTRO STATION RADIOS - PROFORMA QUOTE FOR EBRCSA USERS TDMA UPGRADE

15	M22URS9PW1AN	APX4500 700/800 MID POWER MOBILE	$1,564.00	$1,173.00	$17,595.00
15	QA02756AD	ADD: 3600 OR 9600 TRUNKING BAUD SINGLE SYSTEM	$1,570.00	$1,177.50	$17,662.50
15	QA00580	TDMA OPERATION	$450.00	$337.50	$5,062.50
15	G442	ADD: APX O2 CONTROL HEAD (Grey)	$492.00	$369.00	$5,535.00
15	G66AW	ADD: DASH MOUNT MID POWER O2 WWM	$125.00	$93.75	$1,406.25
15	G444	ADD: APX CONTROL HEAD SOFTWARE	$0.00	$0.00	$0.00
15	G91AE	ADD: CONTROL STATION POWER SUPPLY	$269.00	$201.75	$3,026.25
15	W665BJ	ADD: CONTROL STATION OPERATION	$70.00	$52.50	$787.50
15	G335	ADD: ANT 1/4 WAVE 762-870 MHZ	$14.00	$10.50	$157.50
15	GA00235AA	ADD: NO GPS ANTENNA NEEDED	$0.00	$0.00	$0.00
15	G142AD	ADD: NO SPEAKER NEEDED	$0.00	$45.00	$675.00
15	GA01056AA	ADD: SCHOOL SECURITY ENHANCEMENT PACKAGE	$50.00	$45.00	$675.00
15	W382AA	ADD: CONTROL STATION DESK GCAI MIC	$169.00	$126.75	$1,901.25
15	GA00318AC	5 YR ESSENTIAL SERVICE WARRANTY EXTENSION	$246.00	$246.00	$3,690.00

LIST PRICE	$75,285.00
CONTRACT PRICE	$58,173.75

2018 QUANTITY SHIP INCENTIVE	-$12,798.45
Sub-total	$45,375.30
Shipping	$35.00
Custom Installation & Training Per Site (x15)	$2,500.00
Sales Tax - 9.75%-rate depends on ship-to location	$4,424.09
Total	**$52,334.39**

TERMS: Reference Contra Costa County or EBRCSA contract.

VALIDITY: Ship BY 12/31/18

SHIPPING: ***FOB Ship Point - N/C***

DELIVERY: By 12/31/2018

**SFS not discounted*

***Aggregated orders among EBRCSA user agencies by 9/21/18*

MOTOROLA CONFIDENTIAL INFORMATION

Above Prices Per Contra Costa County Bid # 0904-018

NOTE: * This quote reflects the 2018 EBRCSA TDMA Upgrade Special Incentive Pricing, discounting further below the Contra Costa County Contract. Proposal valid through December 31, 2018

TERMS: Net 30 days from shipment
VALIDITY: **Quote valid through 12/31/18**
SHIPPING: **6 Weeks ARO**
PHONE: **510-774-5771**
ADDRESS: **Motorola Inc. in Care of Red Cloud, Inc.**
2850 Camino Diablo, Walnut Creek, Ca. 94597

QUOTED BY: Kevin Lincks
Red Cloud, Inc.
510-428-0635 Office
510-420-0882 Fax
415-774-5771 Mobile

kevin@redcloudinc.com

DATE: December 14, 2018