



Date: August 28, 2017

Financing proposal for: Monterey County

Motorola Customer Financing recognizes that each opportunity presents unique issues and characteristics. Therefore, our approach involves understanding our customer's operational goals and financial objectives. Should you feel another financing structure is required, Motorola Customer Financing would welcome the opportunity to work with you.

Transaction Type: Municipal Lease-Purchase Agreement / Tax Exempt Financing

Lessor: Motorola Solutions, Inc. (or its Assignee)

Lessee: Monterey County

Amount: \$201,978.25

Down Payment: \$0.00

Balance to Finance: \$201,978.25

Equipment: As per the Motorola Solutions equipment proposal.

Title, Insurance, & Maintenance: Title to the equipment will vest with the Lessee, and the Lessee will be responsible to insure & maintain the equipment as outlined in the lease contract.

Taxes: Personal property, sales, leasing, use, stamp, or other taxes are for the account of the Lessee.

	<u>Option One</u>	<u>Option Two</u>
Lease Term:	Five Years	Seven Years
Payment Frequency:	Annual	Annual
Lease Rate:	3.93%	3.97%
Lease Factor:	0.224186	0.166425
Lease Payment:	\$45,280.61	\$33,614.22
Payment Structure:	Arrears	Arrears
Payment Commencement:	First payment due one year after contract execution.	First payment due one year after contract execution.

Please be advised the rates and payment streams above are valid for lease purchase contracts executed and returned NO LATER than: 9/20/2017

Program Highlights: Low, tax exempt financing interest rates... the cheapest & easiest way for State & Locals to raise cash.

Eliminate miscellaneous financing costs associated with bonding... NO special counsel fees, underwriter's fees, origination costs, or reserve fund requirements. Every dollar you borrow gets allocated towards your project.

No pre-payment penalties provided payment is made on a regularly scheduled lease payment date.

Lease Payments are subject to annual appropriation, so the Lessee DOES NOT pledge its full faith and credit.

Future equipment upgrades can easily be accommodated via add-on lease schedules, restructuring already existing deals, etc.

Qualifications: Receipt of a properly executed documentation package.

The interest portion of the Lease Payments shall be excludable from the Lessor's gross income pursuant to Section 103 of the Internal Revenue Code.

Receipt of a copy of the last 2 years audited financial statements and current year's budget from the Lessee.

This proposal should not be construed as a commitment to finance. It is subject to final credit approval.

For questions concerning this quote, please contact: Drew Knipfer
Motorola Solutions Credit Company LLC
847-906-8180
andrew.knipfer2@motorolasolutions.com



QUOTE # DWS080817-001v4

County of Monterey
ATTN: Daniel Okaneku

8/28/2017

COST AND EQUIPMENT REQUIREMENTS

ITEM	QTY	Nom.	DESCRIPTION	NUP	Monterey County Qty Incentive (28%)	Competitive Radio to Motorola Conversion (21.5%)	EXTD.	
APX8000 (VHF, UHF, & 700/800 ALL BAND Enabled) P25 Trunked Portable								
I	36	H91TGD9PW6 N	APX 8000 ALL BAND PORTABLE MODEL 2.5 Limited Keypad	\$5,983.00	\$4,307.76	\$3,381.59	\$121,737.30	
1a	36	Q806	ADD: CAI DIGITAL OPERATION	\$515.00	\$370.80	\$291.08	\$10,478.81	
1b	36	H38	ADD: SMARTZONE OPERATION	\$1,500.00	\$1,080.00	\$847.80	\$30,520.80	
1c	36	Q361	ADD: P25 9600 BAUD TRUNKING	\$300.00	\$216.00	\$169.56	\$6,104.16	
1d	36	Q387	ADD: MULTICAST VOTING SCAN	\$200.00	\$144.00	\$113.04	\$4,069.44	
1f	36	Q58	ADD: 3 YEAR SERVICE FROM THE START	\$118.00	\$118.00	\$118.00	\$4,248.00	
1g	36	QA05509	DEL: DELETE UHF BAND	(\$800.00)	(\$800.00)	(\$800.00)	(\$28,800.00)	
1i	0	G996	ADD: PROGRAMMING OVER P25 (OTAP)	\$100.00	\$72.00	\$56.52	\$0.00	
1j	0	QA04526	ADD: RFID KNOB	\$25.00	\$18.00	\$14.13	\$0.00	
1m	36	Q629	ENH: AES ENCRYPTION	\$475.00	\$342.00	\$268.47	\$9,664.92	
CHOOSE EITHER MULTIKEY OR ROTARY KEYPAD AS DESIRED								
	36	H869	ENH: MULTIKEY	\$330.00	\$237.60	\$186.52	\$6,714.58	
	0	Q498	ENH: ASTRO 25 OTAR W/ MULTIKEY	\$740.00	\$532.80	\$418.25	\$0.00	
OTHER RADIO OPTIONS								
	0	QA02006	ENH: APX8000XE RUGGED RADIO	\$800.00	\$576.00	\$452.16	\$0.00	
	0	Q53	ADD: FRONT PANEL PROGRAMMING & CLONT	\$150.00	\$108.00	\$84.78	\$0.00	
	0	QA01427	ALT:APX 8000 HOUSING GREEN	\$25.00	\$18.00	\$14.13	\$0.00	
	0	QA01843	ADD: MANDOWN OPERATION	\$150.00	\$108.00	\$84.78	\$0.00	
	0	H91TGD9PW7 N	APX 8000 ALL BAND PORTABLE MODEL 3.5 COST UPGRADE FROM MODEL 2.5	\$309.00	\$222.48	\$174.65	\$0.00	
PORTABLE RADIO ACCESSORIES								
2	36	NNTN8860A	CHARGER, SINGLE-UNIT, IMPRES 2, 3A, 115VAC, US/NA	\$150.00	\$108.00	\$84.78	\$3,052.08	
3	0	NNTN8844A	CHARGER, MULTI-UNIT, IMPRES 2, 115VAC, US/NA	\$1,250.00	\$900.00	\$706.50	\$0.00	
	36	NMN6271A	IMPRES XP RSM FOR APX W/ DUAL MIC NOISE	\$325.00	\$234.00	\$183.69	\$6,612.84	
4	0	PMMN4106A	AUDIO ADAPTER,NEXT GEN FIRE RSM MODEL XE500-IMPACT GREEN	\$550.00	\$396.00	\$310.86	\$0.00	
5	36	NNTN7624B	IMPRES VEHICULAR CHARGER (FULL KIT)	\$429.00	\$308.88	\$242.47	\$8,728.95	
6	5	PMNN4486A	BATT IMPRES 2 LIION R IP68 3400T (SPARE BATT)	\$142.00	\$102.24	\$80.26	\$401.29	
							Subtotal	\$183,533.16
							Sales Tax 9.25%	\$16,976.82
							Freight	\$1,468.27
							Total	\$201,978.25

Motorola is providing this quotation for budgetary [informational] purposes only and it does not constitute an offer for sale. If you wish to purchase the quoted products, Motorola will be pleased to provide you with our standard terms and conditions of sale or alternatively, receive your purchase order, which will be acknowledged with a letter enclosing the Motorola standard terms and conditions.

Programming and Installation Programming and installation are not included. A quote will be provided upon request.
TERMS: Net 30 days from shipment

VALIDITY:
SHIPPING:

Price valid for 60 days
*Prepay & Add, FOB Ship Point **

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ADDRESS:

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4728 E. 2nd St. Suite 10 Benicia CA 94510

Email
QUOTED BY
DATE:

sent via email
jtrevino@daywireless.com
Jim Trevino
7/24/2017