



## Contract Amendment

One (1)

Office of the Purchasing Agent  
Collin County Administration Building  
2300 Bloomdale Rd, Ste 3160  
McKinney, TX 75071  
972-548-4165

Vendor: Motorola Solutions, Inc.  
1507 LBJ Freeway  
Suite 700  
Farmers Branch, TX 75234

Contract P25 Trunked Radio Upgrade  
Contract No. 2016-020  
Effective Date 19-Jun-17

Awarded by Court Order No.: 2016-986-12-19  
Change Amendment No. 1: 2017-433-06-19

## YOU ARE DIRECTED TO MAKE THE FOLLOWING CHANGE TO THIS CONTRACT

Item #1	Return 168 APX Mobiles with 02 Control Heads and replace with 168 APX Mobiles with 05 Control Heads	\$ (6,048.00)
Item #2	Return Qty 3 APX4500 Mobiles w/ 02 Control Heads and Qty 6 APX 1500 with/02 Control. No cost	\$ -
Item #3	Return Qty 7 APX7500 mobiles w/02 control heads and purchase Qty 7 APX7500 mobiles w/05 control heads (qty 3 dash mount, qty 4 remote mount). No cost	\$ (3,994.00)
Item #4	Upgrade Wave licenses from 1 to 18, No cost	\$ -
Item #5	Return 641 belt clips	\$ (27,133.00)
Item #6	Return 34 multi-chargers	\$ (19,448.00)
Item #7	Add Higher Ground API Licenses	\$ 45,000.00
Item #8	each per unit and spare battery (Qty (15) from \$1000 each to \$102 each	\$ (27,180.00)
Item #9	Change the 15% additional above HGAC 3 year price on subscribers to 20% additional above HGAC for the 3 year period. No cost	\$ -
Item #10	Add Qty 105 PMLN7560 Earpieces \$41.40 each and Qty 60 PML6129 Earpieces \$73.20 each.	\$ 8,739.00
Item #11	Install Ice Bridges at 8 ft., No cost	\$ -
Item #12	Return Qty 606 Model PMMN4065A due to lack of 3.5mm jacks and order Qty 606 PMMN4062A with 3.5mm jacks	\$ 4,120.80
Item #13	Revise Contract Payment Schedule to current % of payment. See attached new Exhibit B-2, no cost	\$ -
Item #14	Return Qty 6 Impress Vehicle Chargers	\$ (945.00)
Item #15	Add 1 MCC7500 IP Based Dispatch Console	\$ -
Item #16	Reference Motorola Best and Final Offer Dated September 30, 2016 Question 8, second paragraph change to read "Discount levels will be applied to current list price as shown at Contract Execution dated December 19, 2016 for each mobile/portable radio ...." No cost	\$ -
Total		\$ 9,418.80

The original (contract sum) was ..... \$ 10,707,781.00  
 Net change to Amendment(s) (show \$ plus, minus or unchanged)  
 Amendment No. 1 \$ 9,418.80  
**TOTAL AMENDMENT TO DATE** \$ 9,418.80  
 The new (contract sum) including this Amendment will be ..... \$ 10,717,199.80

Except as provided herein, all terms and conditions of the contract remain in full force and effect and may only be modified in writing signed by both parties.

ACCEPTED BY:

MARC JOHNSON (print name)

Motorola Solutions, Inc.  
1507 LBJ Freeway, Suite 700  
Dallas, TX 75202

SIGNATURE

TITLE:

DATE:

REGIONAL SERVICES MGR  
6/1/17

ACCEPTED AND AUTHORIZED BY  
AUTHORITY OF COLLIN COUNTY  
COMMISSIONERS' COURT

Collin County Administration Building  
2300 Bloomdale Rd, Ste 3160  
McKinney, Texas 75071

SIGNATURE

TITLE:

DATE:

Michalyn Rains, CPPB, CPPO  
Purchasing Agent  
6/20/17

Court Order # 2017-433-06-19



## CHANGE ORDER

[C/O # 01]

Change Order No. 01

Date: 1 June 2017

Project Name: Collin County Digital Upgrade

Customer Name: Collin County

Customer Project Mgr: Major Pam Palmisano

The purpose of this Change Order: System Design Adjustments per Design Review

This change order addresses issues identified during subscriber inventory and the need to purchase and/or decline additional services and products. Refer to the attached Change Order 01 Matrix for the scope of this change order.

Contract # 00208254 Contract Date: December 2016

In accordance with the terms and conditions of the contract identified above between Collin County Sheriff's Office and Motorola Solutions, Inc., the following changes are approved:

### Contract Price Adjustments

This Change Order (#01)	\$9,418.80
Original Contract Value:	\$10,707,781.00
Previous Change Order amounts for Change Order numbers 00 through 00 :	\$0.00
New Contract Credit Amount:	\$10,717,199.80

### Completion Date Adjustments

Original Completion Date:	20 Apr 2018
Current Completion Date prior to this Change Order:	20 Apr 2018
New Completion Date:	20 Apr 2018

Changes in Equipment: (additions, deletions or modifications) Include attachments if needed



## CHANGE ORDER

[C/O # 01]

Motorola Solutions (MSI) shall descope or provide additional materials and services as follows.

**Changes in Services:** *(additions, deletions or modifications)* Include attachments if needed.

Motorola Solutions (MSI) shall descope or provide additional materials and services as follows.

**Schedule Changes:** *(describe change or N/A)*

No changes to the schedule for Change Order 01.

**Pricing Changes:** *(describe change or N/A)*

All prices and quantities are NET Sum values (original +/- adds and deletions) and include equipment and services.

Total for this Change Order Request is : \$9,418.80

**Customer Responsibilities:** *(describe change or N/A)*

Review requested changes in this document, approve, sign and return to Motorola for contract execution.

**Payment Schedule for this Change Order:**

*(describe new payment terms applicable to this change order)*

All added cost and/or credits associated with these change orders will be applied to the 'Final Acceptance' Billing Milestone. Billing Milestone Schedule is included in Exhibit-B Payment Schedule of the Contract Proposal.

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.

Collin County

By: 

By: 

Printed Name: MARC JOHNSON

Printed Name: Michelynn Rains

Title: REGIONAL SVCS MGR

Title: Purchasing Agent

Date: 6/1/17

Date: 6/20/17

Reviewed by: 

Motorola Solutions Project Manager

Date: 1 June 2017

**Collin County Sheriff's Office**

C/O #	DESCRIPTION	CCSO Total	Materials	Services	COMMENTS
Item #1	Return Qty 168 APX6500 Mobiles with 02 Control Heads	(\$580,440.00)	(\$580,440.00)	\$0.00	Contract Reference: 9.1 Collin County Pricing
	Purchase Qty 168 APX6500 Mobiles with 05 Control Head	\$574,392.00	\$574,392.00	\$0.00	Contract Reference: 9.1 Collin County Pricing
	Return Qty 3 APX4500 Mobiles with 02 Control Heads	(\$8,262.00)	(\$8,262.00)	\$0.00	Contract Reference: 9.1 Collin County Pricing
	Re-Purchase Qty 3 APX4500 Mobiles with 02 Control Head	\$8,262.00	\$8,262.00	\$0.00	Contract Reference: 9.1 Collin County Pricing
Item #2	Return Qty 6 APX1500 Mobiles with 02 Control Heads	(\$16,560.00)	(\$16,560.00)	\$0.00	Contract Reference: 9.1 Collin County Pricing
	Re-Purchase Qty 6 APX1500 Mobiles with 02 Control Head	\$16,560.00	\$16,560.00	\$0.00	Contract Reference: 9.1 Collin County Pricing
	Return Qty 7 APX7500 Mobiles with 02 Control Heads	(\$30,177.00)	(\$30,177.00)	\$0.00	Contract Reference: 9.1 Collin County Pricing
	Purchase Qty 3 APX7500 Mobiles with 05 Control Head, as Dash Mount - with standard palm	\$10,839.00	\$10,839.00	\$0.00	Contract Reference: 9.1 Collin County Pricing
Item #3	Purchase Qty 4 APX7500 Mobiles with 05 Control Head, as Remote Mount, with standard pal	\$15,344.00	\$15,344.00	\$0.00	Contract Reference: 9.1 Collin County Pricing
	Upgrade QTY WAVE Licences from 1 to add 18 additional Licenses (NO COST)	\$0.00	\$53,910.00	\$0.00	Contract Reference: 9.1 Collin County Pricing
Item #4	Return 641 belt clip accessories for project credit	(\$27,133.00)	(\$27,133.00)	\$0.00	Contract Reference: 9.1 Collin County Pricing
Item #5	Return 34 multi-chargers for project credit	(\$19,448.00)	(\$19,448.00)	\$0.00	Contract Reference: 9.1 Collin County Pricing
Item #6	Higher Ground API License	\$45,000.00	\$45,000.00	\$0.00	Includes HGAC discount
Item #7	Correct Speaker Microphone Pricing from \$1,000 per unit to \$86 per unit, Qty 15.	(\$13,710.00)	(\$13,710.00)	\$0.00	Contract Reference: Pricing Section 13.26
	Correct Spare Battery pricing from \$1,000 per unit to \$102 per unit, Qty 15	(\$13,470.00)	(\$13,470.00)	\$0.00	Contract Reference: Pricing Section 13.26
Item #8	Change the 15% additional above HGAC 3 year price on subscribers to 20% additional above HGAC for the 3 year period.				
Item #9	Add qty 105 PMLN7560 Earpiece \$41.40	\$4,347.00	\$ 4,347.00	\$0.00	Contract Reference: 9.1 Collin County Pricing
	Add qty 60 PMLN6129 Earpiece \$73.20	\$4,392.00	\$ 4,392.00		Contract Reference: 9.1 Collin County Pricing
Item #10	Install Ice Bridges at 8'	\$0.00	\$0.00	\$0.00	Contract Reference: 4.5.4 #4
Item #11	Return QTY 606 RSM model PMMN4065A due to lack of 3.5mm jacks	(\$38,905.20)	(\$38,905.20)	\$0.00	Contract Reference: 9.1 Collin County Pricing
Item #12	ADD QTY 606 RSM model PMMN4062A with 3.5mm jack	\$43,026.00	\$43,026.00	\$0.00	Contract Reference: 9.1 Collin County Pricing
Item #13	Correct Contract Payment schedule to total 100% repayment Exhibit B-2 -- percentages add up to 110%, need to correct this.	\$0.00	\$0.00		Contract Reference: Exhibit B-2
Item #14	Return Qty 6 NNTN7624B IMPRES VEHICULAR CHARGER (FULL KIT)	(\$1,544.40)	(\$1,544.40)	\$0.00	Contract Reference: 9.1 Collin County Pricing
	Add Qty 6 RLN6434 In-Car Travel Charger @ \$66.60	\$599.40	\$599.40	\$0.00	Contract Reference: 9.1 Collin County Pricing
Item #15	Add Qty 1 MCC7500 IP Based Dispatch Console	\$36,307.00	34,312.00	\$1,995.00	Contract Reference: 13.15
Item #16	Reference MOTOROLA BEST AND FINAL OFFER DATED SEPTEMBER 30, 2016, Page 1-4, question 8, second paragraph, Motorola's response read " Discount levels will be applied to current list price for each mobile/portable radio....."				
	We want to change to read " Discount levels will be applied to current list price as shown at Contract Execution dated December 19, 2016 for each mobile/portable radio....."	\$0.00	\$0.00	\$0.00	Contract Reference: MOTOROLA BEST AND FINAL OFFER DATED SEPTEMBER 30, 2016, Page 1-4, question 8, second paragraph

CCSO CO1 Total \$9,418.80

Section 9 System Pricing - CCSO

Purchase Order (#215130) Total \$10,707,781.00

Previous Change Orders (0-0) \$0.00

New Contract Value - \$10,717,199.80

## Explanation of 15% vs 20% Long Term Discounts

The following graphic is from Motorola's Contract Pricing Document, for all agencies and departments. Notice that it provides for 20% additional discount off HGAC levels.

Total Collin County Sheriff's Office Mobile and Portable Radios and Related Services (At HGAC Discount Levels)	\$ 1,812,262
Additional Subscriber Unit Discount	20%
Total Collin County Sheriff's Office Mobile and Portable Radios and Related Services	\$ 1,449,810

In Motorola's Best and Final Offer (BAFO) response, Motorola changed from a 20% off HGAC levels to 15% off HGAC levels (see BAFO response below). Motorola subsequently sent subscriber pricing and documentation that honors the 20%.

### ***MOTOROLA RESPONSE***

Motorola has provided unit radio pricing in the attached price pages. Unit radio pricing is based on current HGAC discounts. The discount schedule will be valid for the duration of the MSI H-GAC (Houston-Galveston Area Council) contract. The current contract (RA05-15) is set to expire on

4/30/2018. The MSI H-GAC contract has been in effect for over 15 years, typically renewed in 3-5 year increments.

Discount levels will be applied to current list price for each mobile/portable radio. If options (i.e. multi-key, GPS, etc) are included at the time of the radio purchase, the discount percentages will be applied to the total list price of the radio plus options.

An additional incentive of 15% will be applied for subscriber and accessories only, for a period of 3 years from system acceptance. After that time discount levels will be based on the current HGAC schedule.

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<b>Milestone</b>	<b>Contract Amount Due</b>	<b>Invoice Amount</b>
Subscriber Radios Shipped (Subscriber Contract Price) at 100% upon Receipt	Subscriber Contract Price at 100% upon Receipt	\$2,750,483
Kick – Off Meeting Completed at 10% of FNE	10.00%	\$795,730
Customer Design Review (CDR) Completed and Approved at 10% of FNE	10.00%	\$795,730
Receipt of Infrastructure Equipment from Staging at 20% of FNE	20.00%	\$1,591,460
Second batch of Mobiles and Portables Operational (to occur minimum 60 days post shipment of FNE from Staging) at 10% of FNE	10.00%	\$795,730
Civil Work Completed and Approved at 15% of FNE	15.00%	\$1,193,595
FNE Installations Completed and Approved at 15% of FNE	15.00%	\$1,193,595
System Acceptance, Warranty Begins at 10% of FNE	10.00%	\$795,730
Final Project Acceptance at 10% of FNE	10.00%	\$795,730

<b>Total</b>	<b>\$10,707,781</b>
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