

Introduced by: City Manager Nathan Mai-Lombardo

**AN ORDINANCE AUTHORIZING THE CITY MANAGER TO EXECUTE AN AGREEMENT WITH MOTOROLA SOLUTIONS FOR COMMUNICATIONS EQUIPMENT AND SERVICES FOR THE POLICE AND FIRE DEPARTMENTS**

**NOW, THEREFORE, BE IT ORDAINED BY THE CITY COUNCIL OF THE CITY OF BERKELEY, MISSOURI, AS FOLLOWS:**

- Section 1.** The City Manager is hereby authorized to enter into and execute an agreement with Motorola Solutions to provide the Police and Fire Departments with quality communications equipment and services.
- Section 2.** The attached agreement is hereby incorporated herein and made a part of this ordinance, as if fully set out herein.
- Section 3.** This Ordinance shall be in full force and effect from and after the date of its passage.

1st Reading this 08<sup>th</sup> day of January 2024

2nd Reading this 08<sup>th</sup> day of January 2024

3rd Reading, PASSED and APPROVED, this \_\_\_\_\_ day of \_\_\_\_\_ 2024

\_\_\_\_\_  
Babatunde Deinbo, Mayor

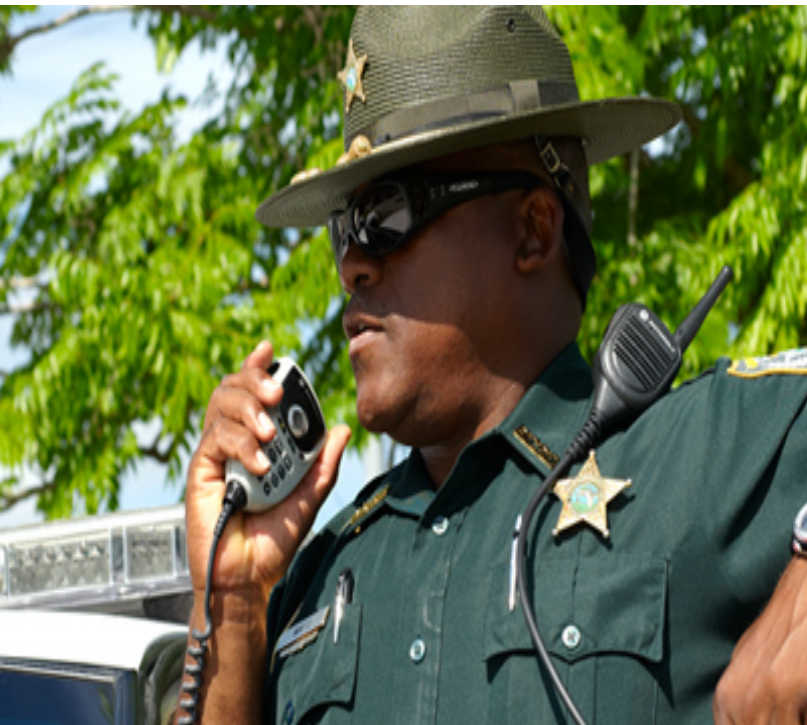
ATTEST:

\_\_\_\_\_  
Deanna L. Jones, City Clerk

\_\_\_\_\_  
Approved as to Form:  
Donnell Smith, City Attorney

Final Roll Call:

Councilwoman Verges	Aye ___	Nay ___	Absent ___	Abstain ___
Councilwoman Williams	Aye ___	Nay ___	Absent ___	Abstain ___
Councilman Hoskins	Aye ___	Nay ___	Absent ___	Abstain ___
Councilwoman Anthony	Aye ___	Nay ___	Absent ___	Abstain ___
Councilman Hindeleh	Aye ___	Nay ___	Absent ___	Abstain ___
Councilwoman-at-Large Crawford-Graham	Aye ___	Nay ___	Absent ___	Abstain ___
Mayor Deinbo	Aye ___	Nay ___	Absent ___	Abstain ___



## Berkeley Police Department

APX Upgrade

12/19/2023

12/19/2023

Berkeley Police Department  
5850 NORTH HANLEY  
BERKELEY, MO 63134

RE: Motorola Quote for APX Upgrade  
Dear Chief Art Jackson,

Motorola Solutions is pleased to present Berkeley Police Department 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 Berkeley Police Department with the best products and services available in the communications industry. Please direct any questions to Alex Anklam at [Alex.Anklam@motorolasolutions.com](mailto:Alex.Anklam@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,

Alex Anklam

Billing Address:  
 St. Louis County - Berkeley PD  
 5850 NORTH HANLEY  
 BERKELEY, MO 63134  
 US

Shipping Address:  
 St. Louis County - Berkeley PD  
 5850 NORTH HANLEY  
 BERKELEY, MO 63134  
 US

Quote Date:12/19/2023  
 Expiration Date:12/29/2023  
 Quote Created By:  
 Alex Anklam  
 Alex.Anklam@  
 motorolasolutions.com  
 3127642749

End Customer:  
 Berkeley Police Department  
 Chief Art Jackson  
 jackson@ci.berkeley.mo.us

Contract: 34733 - MARC/KCRPC

Line #	Item Number	Description	Qty	List Price	Sale Price	Ext. Sale Price
	APX™ 6000 Series	APX6000				
1	H98UCF9PW6BN	APX6000 700/800 MODEL 2.5 PORTABLE	40	\$3,595.00	\$2,157.00	\$86,280.00
1a	H869BZ	ENH: MULTIKEY	40	\$363.00	\$217.80	\$8,712.00
1b	QA01648AA	ADD: HW KEY SUPPLEMENTAL DATA	40	\$6.00	\$3.60	\$144.00
1c	G996AU	ADD: PROGRAMMING OVER P25 (OTAP)	40	\$110.00	\$66.00	\$2,640.00
1d	HA00690AA	ADD: 7Y ESSENTIAL SERVICE HTP	40	\$386.00	\$386.00	\$15,440.00
1e	QA05570AA	ALT: LI-ION IMPRES 2 IP68 3400 MAH	40	\$115.50	\$69.30	\$2,772.00
1f	Q361AR	ADD: P25 9600 BAUD TRUNKING	40	\$330.00	\$198.00	\$7,920.00
1g	QA09008AA	ADD: GROUP SERVICES	40	\$165.00	\$99.00	\$3,960.00
1h	H38BT	ADD: SMARTZONE OPERATION	40	\$1,320.00	\$792.00	\$31,680.00
1i	Q806BM	ADD: ASTRO DIGITAL CAI OPERATION	40	\$567.00	\$340.20	\$13,608.00
1j	Q629AK	ENH: AES ENCRYPTION AND ADP	40	\$523.00	\$313.80	\$12,552.00



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	List Price	Sale Price	Ext. Sale Price
1k	QA09113AB	ADD: BASELINE RELEASE SW	40	\$0.00	\$0.00	\$0.00
2	PMNN4486A	BATT IMPRES 2 LIION R IP67 3400T	35	\$188.27	\$112.96	\$3,953.60
3	PMMN4062AL	AUDIO ACCESSORY- REMOTE SPEAKER MICROPHONE,IMPRES RSM, NOISE CANC. EMERGENCY BUTTON 3.5MM JACK IP54	40	\$127.12	\$76.27	\$3,050.80
4	NNTN8860A	CHARGER, SINGLE-UNIT, IMPRES 2, 3A, 115VAC, US/NA	40	\$186.50	\$111.90	\$4,476.00
	APX™ 8500					
5	M37TSS9PW1AN	APX8500 ALL BAND MP MOBILE	28	\$5,893.68	\$3,536.21	\$99,013.88
5a	GA09008AA	ADD: GROUP SERVICES	28	\$165.00	\$99.00	\$2,772.00
5b	QA01648AA	ADD: HW KEY SUPPLEMENTAL DATA	28	\$6.00	\$3.60	\$100.80
5c	GA00250AA	ADD: BLUETOOTH/WIFI/ GNSS FLEXIBLE CABLE LMR195	28	\$110.00	\$66.00	\$1,848.00
5d	G996AS	ENH: OVER THE AIR PROVISIONING	28	\$110.00	\$66.00	\$1,848.00
5e	HA00694AA	ADD: 7Y ESSENTIAL SERVICE HTM	28	\$604.80	\$604.80	\$16,934.40
5f	G51AT	ENH:SMARTZONE	28	\$1,650.00	\$990.00	\$27,720.00
5g	GA05509AA	DEL: DELETE UHF BAND	28	-\$800.00	-\$480.00	-\$13,440.00
5h	B18CR	ADD: AUXILIARY SPKR 7.5 WATT APX	28	\$66.00	\$39.60	\$1,108.80
5i	G843AH	ADD: AES ENCRYPTION AND ADP	28	\$523.00	\$313.80	\$8,786.40
5j	G89AC	ADD: NO RF ANTENNA NEEDED	28	\$0.00	\$0.00	\$0.00
5k	G444AH	ADD: APX CONTROL HEAD SOFTWARE	28	\$0.00	\$0.00	\$0.00
5l	G67EH	ADD: REMOTE MOUNT E5 MP	28	\$327.00	\$196.20	\$5,493.60



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Motorola Solutions, Inc.: 500 West Monroe, United States - 60661 ~ #: 36-1115800

Line #	Item Number	Description	Qty	List Price	Sale Price	Ext. Sale Price
5m	GA01517AA	DEL: NO J600 ADAPTER CABLE NEEDED	28	\$0.00	\$0.00	\$0.00
5n	G806BL	ENH: ASTRO DIGITAL CAI OP APX	28	\$567.00	\$340.20	\$9,525.60
5o	GA01670AA	ADD: APX E5 CONTROL HEAD	28	\$717.00	\$430.20	\$12,045.60
5p	W22BA	ADD: STD PALM MICROPHONE APX	28	\$79.00	\$47.40	\$1,327.20
5q	W969BG	ADD: MULTIKEY OPERATION	28	\$363.00	\$217.80	\$6,098.40
5r	G361AH	ENH: P25 TRUNKING SOFTWARE APX	28	\$330.00	\$198.00	\$5,544.00
5s	QA09113AB	ADD: BASELINE RELEASE SW	28	\$0.00	\$0.00	\$0.00
6	EQ000103A02	MULTIPLEXER,_ALL BAND, APX8500, VEHICLE	28	\$214.92	\$128.95	\$3,610.60
7	HAF4016A	UNITY GAIN ANTENNA QUARTERWAVE 762-870MHZ - ROOF MOUNT	28	\$24.84	\$14.90	\$417.20
8	HAD4008A	UNITY GAIN ANTENNA QUARTERWAVE VHF 150.8-162 - ROOF MOUNT	28	\$25.92	\$15.55	\$435.40
9	CB000091A09	CABLE, COAXIAL,QMA PLUG TO MINI-UHF JACK CONNETOR (BECU QMA)	56	\$103.50	\$87.98	\$4,926.88

Subtotal \$631,510.73

Total Discount Amount \$238,205.57

**Grand Total \$393,305.16(USD)**

### Notes:

- 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.



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Motorola Solutions, Inc.: 500 West Monroe, United States - 60661 ~ #: 36-1115800





## BERKELEY FIRE DEPARTMENT

APX Subscriber Upgrades

11/02/2023

11/02/2023

BERKELEY FIRE DEPARTMENT  
8401 AIRPORT RD  
BERKELEY, MO 63134

RE: Motorola Quote for APX Subscriber Upgrades  
Dear Captain Michael Hurtado,

Motorola Solutions is pleased to present BERKELEY FIRE DEPARTMENT 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 BERKELEY FIRE DEPARTMENT with the best products and services available in the communications industry. Please direct any questions to Keith Antoff at [keith.antoff@motorolasolutions.com](mailto:keith.antoff@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,

Keith Antoff



Billing Address:  
BERKELEY FIRE DEPARTMENT  
8401 AIRPORT RD  
BERKELEY, MO 63134  
US

Shipping Address:  
BERKELEY FIRE DEPARTMENT  
8401 AIRPORT RD  
BERKELEY, MO 63134  
US

Quote Date:11/02/2023  
Expiration Date:12/15/2023  
Quote Created By:  
Keith Antoff  
keith.antoff@  
motorolasolutions.com  
816-518-0129

End Customer:  
BERKELEY FIRE DEPARTMENT  
Captain Michael Hurtado  
hurtado@ci.berkeley.mo.us  
314-400-3602

Contract: 34733 - MARC/KCRPC  
Payment Terms:30 NET

Line #	Item Number	Description	Qty	List Price	Sale Price	Ext. Sale Price
	APX™ 8000 Series	APX8000HXE				
1	H91TGD9PW4AN	APX 8000H ALL BAND PORTABLE MODEL 1.5	26	\$12,210.80	\$7,480.88	\$194,502.88
1a	H869BW	ENH: MULTIKEY	26			
1b	QA01648AA	ADD: HW KEY SUPPLEMENTAL DATA	26			
1c	HA00690AA	ADD: 7Y ESSENTIAL SERVICE HTP	26			
1d	Q806CB	ADD: ASTRO DIGITAL CAI OPERATION	26			
1e	Q361AN	ADD: P25 9600 BAUD TRUNKING	26			
1f	QA02006AD	ENH: APX8000HXE RUGGED RADIO	26			
1g	QA09008AA	ADD: GROUP SERVICES	26			
1h	H38BS	ADD: SMARTZONE OPERATION	26			
1i	G996AP	ADD: PROGRAMMING OVER P25 (OTAP)	26			



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Motorola Solutions, Inc.: 500 West Monroe, United States - 60661 ~ #: 36-1115800

Line #	Item Number	Description	Qty	List Price	Sale Price	Ext. Sale Price
1j	Q629AH	ENH: AES ENCRYPTION AND ADP	26			
1k	QA01427AG	ALT: APX8000/XE HOUSING GREEN	26			
1l	QA05509AA	DEL: DELETE UHF BAND	26			
1m	QA09113AB	ADD: BASELINE RELEASE SW	26			
2	NNTN7624C	CHARGER,CHR IMP VEH EXT N/A/EU KIT	26	\$509.76	\$305.86	\$7,952.36
3	PMMN4107C	AUDIO ACCESSORY-REMOTE SPEAKER MICROPHONE,XE500 REMOTE SPKR MIC WITHOUT CHANNEL KNOB, HIGH IMPACT GREEN	26	\$594.00	\$356.40	\$9,266.40
APX™ 8500						
4	M37TSS9PW1AN	APX8500 ALL BAND MP MOBILE	7	\$10,711.48	\$6,668.81	\$46,681.67
4a	GA09008AA	ADD: GROUP SERVICES	7			
4b	QA01648AA	ADD: HW KEY SUPPLEMENTAL DATA	7			
4c	GA00250AA	ADD: BLUETOOTH/WIFI/GNSS FLEXIBLE CABLE LMR195	7			
4d	G996AS	ENH: OVER THE AIR PROVISIONING	7			
4e	HA00694AA	ADD: 7Y ESSENTIAL SERVICE HTM	7			
4f	G51AT	ENH:SMARTZONE	7			
4g	GA05509AA	DEL: DELETE UHF BAND	7			
4h	B18CR	ADD: AUXILIARY SPKR 7.5 WATT APX	7			
4i	G843AH	ADD: AES ENCRYPTION AND ADP	7			
4j	G89AC	ADD: NO RF ANTENNA NEEDED	7			



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Motorola Solutions, Inc.: 500 West Monroe, United States - 60661 ~ #: 36-1115800

Line #	Item Number	Description	Qty	List Price	Sale Price	Ext. Sale Price
4k	G444AH	ADD: APX CONTROL HEAD SOFTWARE	7			
4l	G67EH	ADD: REMOTE MOUNT E5 MP	7			
4m	GA01517AA	DEL: NO J600 ADAPTER CABLE NEEDED	7			
4n	G806BL	ENH: ASTRO DIGITAL CAI OP APX	7			
4o	GA01670AA	ADD: APX E5 CONTROL HEAD	7			
4p	W22BA	ADD: STD PALM MICROPHONE APX	7			
4q	W969BG	ADD: MULTIKEY OPERATION	7			
4r	G361AH	ENH: P25 TRUNKING SOFTWARE APX	7			
4s	QA09113AB	ADD: BASELINE RELEASE SW	7			
5	EQ000103A02	MULTIPLEXER,_ALL BAND, APX8500, VEHICLE	7	\$214.92	\$128.95	\$902.65
6	HAF4016A	UNITY GAIN ANTENNA QUARTERWAVE 762-870MHZ - ROOF MOUNT	7	\$24.84	\$14.90	\$104.30
7	HAD4008A	UNITY GAIN ANTENNA QUARTERWAVE VHF 150.8-162 - ROOF MOUNT	7	\$25.92	\$15.55	\$108.85
8	CB000091A02	CABLE, COAXIAL,CABLE, COAXIAL,QMA PLUG TO QMA PLUG CONNECTOR	7	\$44.16	\$37.54	\$262.78
9	CB000091A09	CABLE, COAXIAL,QMA PLUG TO MINI-UHF JACK CONNETOR (BECU QMA)	14	\$103.50	\$87.98	\$1,231.72
APX™ 8500						
10	M37TSS9PW1AN	APX8500 ALL BAND MP MOBILE	5	\$11,355.48	\$7,055.21	\$35,762.05
10a	GA09008AA	ADD: GROUP SERVICES	5			
10b	QA01648AA	ADD: HW KEY SUPPLEMENTAL DATA	5			



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Motorola Solutions, Inc.: 500 West Monroe, United States - 60661 ~ #: 36-1115800

Line #	Item Number	Description	Qty	List Price	Sale Price	Ext. Sale Price
10c	GA00250AA	ADD: BLUETOOTH/WIFI/ GNSS FLEXIBLE CABLE LMR195	5			
10d	G996AS	ENH: OVER THE AIR PROVISIONING	5			
10e	HA00694AA	ADD: 7Y ESSENTIAL SERVICE HTM	5			
10f	G628AC	ADD: REMOTE MOUNT CABLE 17 FT APX	10			
10g	G51AT	ENH:SMARTZONE	5			
10h	GA00092AU	ADD: APXM DUAL E5 CH	5			
10i	GA05509AA	DEL: DELETE UHF BAND	5			
10j	B18CR	ADD: AUXILIARY SPKR 7.5 WATT APX	10			
10k	G843AH	ADD: AES ENCRYPTION AND ADP	5			
10l	G89AC	ADD: NO RF ANTENNA NEEDED	5			
10m	G444AH	ADD: APX CONTROL HEAD SOFTWARE	5			
10n	G67EH	ADD: REMOTE MOUNT E5 MP	5			
10o	GA01517AA	DEL: NO J600 ADAPTER CABLE NEEDED	5			
10p	G806BL	ENH: ASTRO DIGITAL CAI OP APX	5			
10q	GA01670AA	ADD: APX E5 CONTROL HEAD	5			
10r	W22BA	ADD: STD PALM MICROPHONE APX	10			
10s	W969BG	ADD: MULTIKEY OPERATION	5			
10t	G361AH	ENH: P25 TRUNKING SOFTWARE APX	5			
10u	QA09113AB	ADD: BASELINE RELEASE SW	5			





Line #	Item Number	Description	Qty	List Price	Sale Price	Ext. Sale Price
11	EQ000103A02	MULTIPLEXER,_ALL BAND, APX8500, VEHICLE	5	\$214.92	\$128.95	\$644.75
12	HAF4016A	UNITY GAIN ANTENNA QUARTERWAVE 762-870MHZ - ROOF MOUNT	5	\$24.84	\$14.90	\$74.50
13	HAD4008A	UNITY GAIN ANTENNA QUARTERWAVE VHF 150.8-162 - ROOF MOUNT	5	\$25.92	\$15.55	\$77.75
14	CB000091A02	CABLE, COAXIAL,CABLE, COAXIAL,QMA PLUG TO QMA PLUG CONNECTOR	5	\$44.16	\$37.54	\$187.70
15	CB000091A09	CABLE, COAXIAL,QMA PLUG TO MINI-UHF JACK CONNETOR (BECU QMA)	10	\$103.50	\$87.98	\$879.80

Subtotal \$484,948.40

Total Discount Amount \$186,308.24

**Grand Total \$298,640.16(USD)**

## Notes:

- 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.

