



MOTOROLA SOLUTIONS



Proposal

Ventura County

700 MHz & MW Project (Change Order #1)

Change Order #001 Attachment A: True-Up and Enhancements

November 27, 2024

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Section 1

Scope Description

As part of the design development of the Ventura County 700 MHz and Microwave (MW) P25 Radio System deployment, Ventura County has requested pricing for a number of items as follows:

1. Update Base System design,
2. Incorporate GenWatch 3 solution for system monitoring and management,
3. Change from on-premise Radio Management to Motorola-hosted Radio Management,
4. Implement enhanced microwave (MW) capacity,
5. Provide CirrusCentral Core and Management (Virtual Core), and
6. Provide field services/oversight associated with Genesis' GADI deployment.

The following sections provide the details and pricing for items listed above which will comprise this Change Order.

1.1 Base System Design True-Up

The Ventura County and Motorola project team has completed the Detail Design Review, (1) making adjustments or changes to RF site implementation services, (2) adding T1 migration services, (3) adjusting for equipment changes based up the updated design, and (4) adjusting the MW subsystem and associated services based on the updated design. The changes associated with these Base System design updates are collectively called Base Contract design or price "True-Up".

1.2 Base System RF Sites True-Up

Based on site visits, additional Motorola site work scope at the Ventura County sites has been identified. The table below summarizes the changes in work scope to the RF sites.

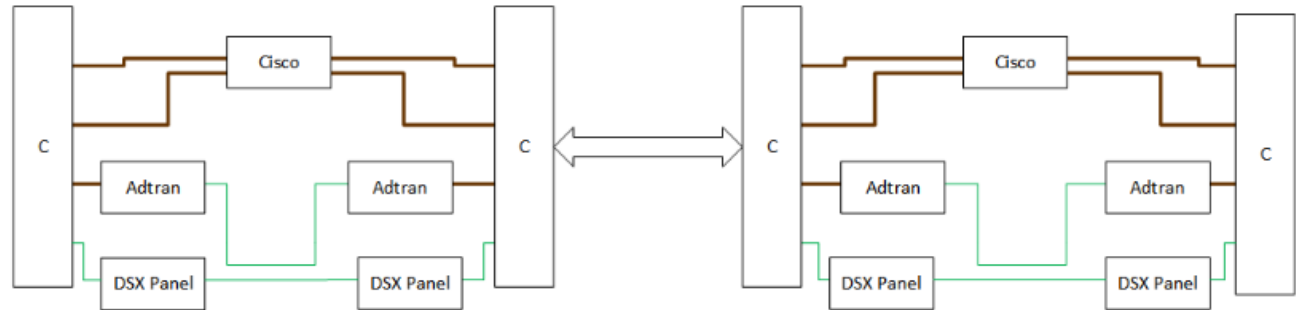
Site	RF Site Services
Santa Susana Pass	Remove and dispose of existing rack, provide primary and entry port ground bars.
Castro Peak	Remove and dispose of existing rack, temporary Rack 1 relocation.
Frazier Peak	Provide antenna trapeze, replace floor rails.
McCoy	Relocate rack and provide grounding (PBB & EGB).
Red Mountain	Remove and dispose of existing rack, provide primary and entry port ground bars.
Sisar (temporary location)	Provide antenna line standoffs for ice bridge and tower, provide new entry port and EGB.

Sisar Redeployment	Redeployment to relocate previously installed equipment from temporary Sisar location to permanent, new shelter location
Lockwood	Installation in new shelter
Rincon	Remove and dispose of existing rack, re-rack existing equipment, and provide new EGB.
Rasnow 2	Provide new ice bridge, new entry port, and grounding
Pt. Mugu	Provide new entry port, non-penetrating mounts, cable trays, and grounding.
Pt. Mugu	Crane rental

Note that this work does not include the future relocation of Pt. Mugu equipment to a new facility or location.

1.3 Base System T1 Migration Services True-Up

Ventura County’s network comprises Ceragon and Cisco Date network elements. Motorola Solutions is providing TDM Migration services associated with this change order: project management, field/system engineering, and system technologist services. Motorola engineering will provide TDM migration design services and a cutover plan. Motorola field engineers will perform circuit testing. The existing network is illustrated below:



See Exhibit 2 for the DS3 T1 cross connect plan by site.

1.4 Base System Equipment True-Up

As a result of the Detail Design Review, changes to the Base System Equipment have been incorporated in this change order reflecting a credit to Ventura County. See the table below.

Equipment Block	Category	List Price Delta
ANTACC	Antenna	-\$10,422.25
COMBINER	Combiner	\$22,806.00
DAC	Cables	-\$14,400.00
DAC CABLE	Cables	-\$7,400.00
DAC CABLES	Cables	-\$1,800.00
DCSYS	DC System	-\$172,261.00
DISPATCHSP	Dispatch	\$986.00
FLASHES	Radio Flashes	\$0.00
GPS	GPS	-\$19,768.00
GTRESS	ESS / Stations	\$179,878.00
IMW	IMW Gateway	\$0.00
INVERTER	DC System	-\$27,600.00
INVERTERS	DC System	-\$4,678.00
KMF	KMF	-\$5,272.00
KVL5000	KVL5000	\$119.00
LOWERJUMPR	Antenna	-\$758.50
MAINLINE	Antenna	\$6,818.50
MASTERSITE	Radio Core	-\$47,300.00
MPLS SPARE	Network	\$759,583.00
MW	Microwave	-\$0.28
NETWORK	Network	\$316,405.00
NM CLIENT	NM Client	-\$653.00
NMS	NM Client	\$71,897.00
POWERSTRIP	DC System	-\$9,270.00
PRIME SITE	Prime Site	-\$190,326.00
RACK	Racks	\$100.00
RADIO MGMT	Radio Management	-\$9,047.00
RXANTENNA	Antenna	-\$39,404.75
SIMULSP	GPS	-\$900.00
SPARE_SWIT	Switches	-\$38,400.00
SPARES	Spares	-\$30,022.50

SURGE	DC System	-\$89,462.00
SWITCHES	Switches	-\$672,000.00
TESTLINE	Antenna	\$5,183.50
TGMESSAGIN	TG Messaging	\$0.00
TM GATEWAY	Text msg Gateway	-\$6,033.00
TOOLS	Tools	\$6,663.00
TRAK	GPS	-\$223,255.00
TTA	Antenna	\$0.00
TTAJUMPR	Antenna	\$7,735.00
TXANTENNA	Antenna	-\$3,397.50
UPPERJUMPR	Antenna	\$3,908.50
WAVE	WAVE	\$0.00
	Total List Price Amount	-\$241,748.28
	Blended Discount (30%)	-\$72,524.48
	Total Discounted Amount	-\$169,223.80

1.5 Base System Microwave Design True-Up

Based upon the site design changes above, the Base System microwave network design has been updated in this change order reflecting credits to Ventura County for changes in services, equipment, and maintenance support. Motorola's microwave partner, Nokia, has provided updated pricing to Motorola based on the True-Up design.



The GenWatch3 system software support subscription offers a comprehensive package of benefits to ensure optimal performance and value for public safety radio network administrators. It includes regular software updates and major version upgrades, providing bug fixes, performance improvements, and new features. Subscribers receive technical support for troubleshooting, configuration guidance, and best practices advice. For ATIA-based systems, the subscription covers database maintenance and updates performed by Genesis support personnel. It ensures ongoing compatibility with the latest versions of Motorola ASTRO 25 systems and other supported platforms. Additionally, customers gain access to updated product documentation and training materials through Genesis On-Demand. This all-encompassing support package helps administrators keep their GenWatch3 system current, efficient,

and fully optimized, ultimately simplifying reporting, validating decisions, and saving time in managing complex radio networks.

Adding the UEM (Unified Event Manager) alarms option to the GenWatch3 system significantly enhances the management capabilities of our regional public safety P25 radio network. This integration provides improved monitoring and prioritization of system health, allowing administrators to analyze trends and proactively maintain high service quality. It helps control the flood of alarms, ensuring critical events are not overlooked during high-volume situations. The UEM Enhancement offers detailed alarm information, including specific device details, timestamps, and clear event descriptions, which aids in faster issue resolution and early detection of potential device failures. By centralizing UEM alarm data within GenWatch3, administrators benefit from a single location for monitoring and managing system data, complete with browser-delivered visualization tools. This comprehensive approach to alarm management ultimately leads to more efficient operations, improved decision-making, and time savings for administrators overseeing complex radio networks.

Adding GPS location capabilities for subscribers to the GenWatch3 system significantly enhances its functionality and value for public safety radio network management. This feature allows system administrators to monitor the real-time location of every GPS-enabled radio on the Motorola radio system, providing crucial situational awareness and improving response times in emergencies. With GenWatch Location Services, administrators can quickly locate users, view historical location data, and receive immediate alerts for emergency situations. The system offers map-based visualizations, customizable viewing privileges, and the ability to filter location data by member agency, ensuring sensitive information is shared on a need-to-know basis. By integrating GPS tracking, GenWatch3 not only improves operational efficiency and worker accountability but also enhances overall system performance and safety for public safety personnel.

Refer to Section 2 below for the GenWatch 3 equipment list.

1.7 Hosted Radio Management

This is the change from Radio Management hosted locally (on-premises) to Motorola's cloud-based radio management system. The cloud-based system is required to manage Ventura County's regional radio system because of the participation of multiple jurisdictions with distinct and separate networks. Additionally, Motorola Solutions' cloud-based radio management system offers significant advantages over traditional on-premises server-based solutions, providing increased efficiency, flexibility, and scalability for public safety agencies. By enabling remote management and programming of radios, cloud-based systems allow administrators to update and configure devices from any location with internet access, dramatically reducing time and resource requirements. This approach also offers enhanced security measures, improved reliability through redundancy, and reduced maintenance costs by eliminating the need for on-site hardware and IT support. Real-time updates via LTE networks, centralized management capabilities, and automatic software updates further enhance operational agility and ensure radios always have the latest features and security patches. The cloud-based solution's ability to easily scale with growing fleets, coupled with its centralized inventory management and configuration tracking, makes it a more cost-effective and future-proof option for agencies looking to streamline their radio management processes and improve overall operational efficiency.

An on-premises radio management licensing credit (\$154k) is applied for the 1,400 original radio licenses, and an annualized hosted radio management subscription is incorporated in this change order for 2,400-radio units. Up to 5 years of total coverage have been included in this change order.

County's on-premises radio system core become unavailable, CirrusCentral will automatically reroute critical call processing functions. This geo-redundant cloud backup maintains P25 communications, keeping dispatchers and first responders connected and informed.

In addition to the CirrusCentral Core cloud service, the CirrusCentral Management services is included. The Advanced Package Subscription of CirrusCentral Management includes unlimited user accounts, monitoring for 24 Sites, and historical data storage.

The Astro Connectivity Service (ACS) is a managed connectivity service that integrates Ventura County's radio sites, core, and cloud services as an end-to-end solution. With this service, Motorola Solutions designs a transport solution tailored to the needs of Ventura County's regional radio network, provides the solution equipment, and implements the solution.

A total of 5 years of the CirrusCentral Core, CirrusCentral Management Advanced Package, and ACS Subscription services are included as part of this change order. See Exhibit 1 to this Attachment A to Change Order #001 for details on the CirrusCentral Core and Management solution and services. Note that the terms and conditions in the Addendum for Transport Connectivity ("TCA") shall apply to Motorola's CirrusCentral Core and Management Services. The County may accept these terms and conditions by delivering to Motorola a signed copy of the TCA which will then be incorporated into the Contract as Exhibit E.

Section 2

Equipment List

GenWatch3

Qty	Nomenclature	Description
1	TT2234B	GENWATCH ATIA SOFTWARE BASE BUNDLE PREMIUM
1	TT05630AA	GENWATCH ATIA UEM ENHANCEMENT
1	TT05629AA	GENWATCH ATIA LOCATION SERVICES (IMW ENHANCEMENT)
1	TT05413AA	GENWATCH ATIA HARDWARE BASE BUNDLE
1	SQM01SUM0323A	ASTRO MASTER SITE
1	ZA00104AA	ADD: CONSULTING SERVICES,FORTY HRS
1	UA00139AA	ADD: NORTHBOUND INTERFACE
1	UA00138AA	ADD: FLEXIBLE ATIA
1	CA03517AC	ADD: CORE EXPANSION
1	TT2234B	GENWATCH ATIA SOFTWARE BASE BUNDLE PREMIUM
1	TT05630AA	GENWATCH ATIA UEM ENHANCEMENT
1	TT05629AA	GENWATCH ATIA LOCATION SERVICES (IMW ENHANCEMENT)

CirrusCentral Equipment List, See Attachment A, Exhibit 1

Section 3

Pricing Summary

Motorola is pleased to provide the following equipment and services to Ventura County, as part of this Change Order #001. The pricing in Section 3.1 summarizes the change order credits and additions for the true-up and enhancements along with Year 1 of the listed support and subscription services. The pricing in Section 3.2 summarizes the annualized pricing associated with Years 2-5 of the listed support and subscription services.

3.1 Base True-Up and Enhancements Pricing

Description	Price (\$)
RF Site Services, True-Up	\$133,520.45
T1 Migration Services, True-Up	\$319,068.57
Equipment, True-Up	-\$181,492.53
Microwave Design, True-Up	-\$132,632.97
GenWatch 3	\$301,247.15
Radio Management True-Up	-\$138,463.52
Enhanced Microwave Capacity	\$600,285.88
CirrusCentral Core and Management (Virtual Core)	\$306,793.53
GADI Oversight	Included
Subtotal	\$ 1,208,326.56
Hosted Radio Management Licenses (2,400) (Year 1)	\$76,896.00
GenWatch3 SW & HDW Refresh & Support (Year 1)	\$43,983.08
CirrusCentral Management Subscription (Year 1)	\$44,000.00
CirrusCentral Core Subscription (Year 1)	\$89,000.00
ACS Subscription (Year 1)	\$43,417.19
Support and Subscription Services – Year 1	\$297,296.27
Total	\$1,505,622.83

3.2 Years 2-5 Support and Subscription Services

The pricing for Years 2-5 of the Support and Subscription Services after Year 1 are listed below. This subscription pricing can be bundled with the Maintenance and SUA Services.

Support and Subscription Services	Year 2	Year 3	Year 4	Year 5	Total
Hosted Radio Management Licenses (2,400)	\$76,896.00	\$76,896.00	\$76,896.00	\$76,896.00	\$307,584.00
GenWatch3 SW & HDW Refresh & Support	\$43,983.08	\$43,983.08	\$43,983.08	\$43,983.08	\$175,932.30
CirrusCentral Management Subscription	\$49,000.00	\$49,000.00	\$49,000.00	\$49,000.00	\$196,000.00
CirrusCentral Core Subscription	\$89,000.00	\$89,000.00	\$89,000.00	\$89,000.00	\$356,000.00
ACS Subscription	\$43,417.19	\$43,417.19	\$43,417.19	\$43,417.19	\$173,668.76
Subtotal Per Year	\$302,296.27	\$302,296.27	\$302,296.27	\$302,296.27	\$1,209,185.06

3.3 Payment Terms

Fixed Equipment and Services (excluding Subscribers, if applicable)

- 50% of the cost of Change Order #001 due upon Change Order execution;
- 35% of the cost of Change Order #001 due upon installation of equipment; and
- 15% of the cost of Change Order #001 due upon completion of the Services under this Change Order #001.

The Payment Terms stated in the Contract shall apply to the Payment Schedule for this Change Order #001.

Motorola will issue invoices to Customer for the provision of Connectivity to Customer in accordance with the applicable addenda terms and conditions Annual support and subscription fees will be invoiced and paid in advance of applicable year.

Section 4

Exhibit 1

The following pages include the CirrusCentral Core and Management Solution proposal.