

DISCOUNTS ON PHASE ONE PRODUCTS & SERVICES

MOTOROLA - WSCA DISCOUNT MATRIX (Revised 8/22/11)			
RADIO MODEL SERIES (REFER TO MANUF. PRICE PAGES):	DISCOUNT %	OREGON, UTAH, COLORADO DISCOUNT %	OKLAHOMA, KANSAS DISCOUNT %
P25 DIGITAL MOBILE/DESKTOP RADIOS:			
APX7500/6500 MOBILE/CONSOLETTTE	20%	19%	19.5%
XTL5000 MOBILE/CONSOLETTTE	21.5%	20.5%	21%
XTL5000 HIGH PERFORMANCE MOBILE DATA MODEMS	10%	9%	9.5%
XTL2500 MOBILE	18%	17%	17.5%
XTL1500 MOBILE	18%	17%	17.5%
*MOTOTRBO MOBILE	12%	11%	11.5%
P25 DIGITAL PORTABLE RADIOS:			
APX7000/7000XE/6000 PORTABLES	20%	19%	19.5%
ASTRO XTS5000	21.5%	20.5%	21%
ASTRO XTS2500	26.5%	25.5%	26%
ASTRO XTS1500	18%	17%	17.5%
PDR3500 PORTABLE REPEATER	8.5%	7.5%	8%
*MOTOTRBO PORTABLES	12%	11%	11.5%
ANALOG MOBILE/DESKTOP RADIOS:			
PM1500 (P25 UPGRADEABLE)	30%	29%	29.5%
CDM SERIES (750, 1250, 1550, 1550LS+)	28%	27%	27.5%
CM200, CM300	15%	14%	14.5%
PM400	15%	14%	14.5%
ANALOG PORTABLE RADIOS:			
HT1250, HT1250LS+, HT1550XLS	35%	34%	34.5%
HT750	35%	34%	34.5%
EX500, EX600XLS	20%	19%	19.5%
CP100, CP150, CP200	20%	19%	19.5%
MT1500 (P25 UPGRADEABLE)	23%	22%	22.5%
PR1500 (P25 UPGRADEABLE)	30%	29%	29.5%
PR860	20%	19%	19.5%
PR400	15%	14%	14.5%
INFRASTRUCTURE / FIXED EQUIPMENT / OTHER:			
*MOTOTRBO BASE/REPEATER STATIONS	12%	11%	11.5%
*GTR8000 BASE/REPEATER STATIONS	18%	17%	17.5%
DIGITAL VEHICULAR REPEATER (DVR) VHF/UHF/700/800 BAND	10%	9%	9.5%
QUANTAR BASE/REPEATER STATIONS	23%	22%	22.5%
MTR2000 BASE/REPEATER STATIONS	30%	29%	29.5%
DIU-3000 DIGITAL INTERFACE UNITS	15%	14%	14.5%

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ASTRO-TAC 3000 VOTING SYSTEM	15%	14%	14.5%	
SPECTRA-TAC VOTING SYSTEM	15%	14%	14.5%	
QUANTAR VOTING RECEIVERS	15%	14%	14.5%	
GOLD ELITE CONSOLES (Gateway)	18.5%	17.5%	18%	
TRUNKED CONTROLLERS (Gateway)	18.5%	17.5%	18%	
Trident PassPort Trunking Infrastructure	18.5%	17.5%	18%	
Trident LTR Trunking Infrastructure	18.5%	17.5%	18%	
MOTOBIDGE (Gateway)	10%	9%	9.5%	
STR3000 SIMULCAST / DATA BASE STATIONS	15%	14%	14.5%	
MCC5500 / MCC7500 CONSOLES	15%	14%	14.5%	
CANOPY	15%	14%	14.5%	
PTP / POINT TO POINT WIRELESS BROADBAND NETWORK	15%	14%	14.5%	
POWERLINE MU / IN BUILDING BROADBAND DISTRIBUTION	15%	14%	14.5%	
HOTZONE DUO	15%	14%	14.5%	
RAD / MULTIPLEXERS	10%	9%	9.5%	
EWLAN INFR & ACCESS POINTS	40%	39%	39.5%	
MCC1000/2000/2500, COMMAND STAR LITE CONSOLES	10%	9%	9.5%	
MC3000 DIGITAL DESKTOP CONSOLES	10%	9%	9.5%	
MINITOR RECEIVERS	35%	34%	34.5%	
STANDALONE ACCESSORIES ORDERED WITHOUT RADIOS	20%	19%	19.5%	
Asset Management Software & Services	20%	19%	19.5%	
Support Services	\$168.75 per hr	\$170.43 /hr	\$169.59 /hr	
Installation Services	\$168.75 per hr	\$170.43 /hr	\$169.59 /hr	
Repair Services		\$168.75/hr	\$170.43 /hr	\$169.59 /hr
Most services, such as engineering, program management, training, etc., are usually sold on a per man day basis, rather than an hourly basis, the daily rate is \$1,350. per Man Day (8 hours).				

Last amended 4/30/10

Discounts specified above for Oregon, Utah, Colorado, Oklahoma and Kansas reflect impact of local administrative fees imposed by the state on contract sales within their state.

*Indicates new products added to this contract effective 4/30/10.

Upon request and at no charge Motorola will provide contract customers a copy of the manufacturer's reference product price list to determine net contract price(s) after application of above discount.