

The previous use of a second and third discount column (which previously showed a lower price discounts for the states of: Oregon, Colorado, Utah, Oklahoma, Kansas and New Mexico) was discontinued and all customer orders regardless of customer's location will use the single price discount column shown below.

**DISCOUNTS ON PHASE ONE PRODUCTS & SERVICES**

<b>MOTOROLA - WSCA DISCOUNT MATRIX (Revised 01/01/13)</b>	
<b>RADIO MODEL SERIES (REFER TO MANUF. PRICE PAGES):</b>	<b>DISCOUNT %</b>
<b>P25 DIGITAL MOBILE/DESKTOP/CONSOLETTES RADIOS:</b>	
*APX7500/6500 MOBILE	25%
XTL5000 MOBILE	21.5%
XTL5000 HIGH PERFORMANCE MOBILE DATA MODEMS	10%
XTL2500 MOBILE	21.5%
XTL1500 MOBILE	21.5%
*MOTOTRBO MOBILE	12%
<b>P25 DIGITAL PORTABLE RADIOS:</b>	
*APX7000/7000XE/6000 PORTABLES	25%
ASTRO XTS5000	21.5%
ASTRO XTS2500	26.5%
ASTRO XTS1500	18%
PDR3500 PORTABLE REPEATER	8.5%
*MOTOTRBO PORTABLES	12%
<b>ANALOG MOBILE/DESKTOP RADIOS:</b>	
PM1500 (P25 UPGRADEABLE)	30%
CDM SERIES (750, 1250, 1550, 1550LS+)	28%
CM200, CM300	15%
PM400	15%
<b>ANALOG PORTABLE RADIOS:</b>	
HT1250, HT1250LS+, HT1550XLS	35%
HT750	35%
EX500, EX600XLS	20%
CP100, CP150, CP200	20%
MT1500 (P25 UPGRADEABLE)	23%
PR1500 (P25 UPGRADEABLE)	30%
PR860	20%
PR400	15%
<b>INFRASTRUCTURE / FIXED EQUIPMENT / OTHER:</b>	
*MOTOTRBO BASE/REPEATER STATIONS	12%
*GTR8000 BASE/REPEATER STATIONS	18%
DIGITAL VEHICULAR REPEATER (DVR) VHF/UHF/700/800 BAND	10%
QUANTAR BASE/REPEATER STATIONS	23%
MTR3000 BASE/REPEATER STATIONS	30%
DIU-3000 DIGITAL INTERFACE UNITS	15%

<b>MOTOROLA - WSCA DISCOUNT MATRIX (Revised 01/01/13)</b>	
<b>RADIO MODEL SERIES (REFER TO MANUF. PRICE PAGES):</b>	<b>DISCOUNT %</b>
ASTRO-TAC 3000 VOTING SYSTEM	15%
SPECTRA-TAC VOTING SYSTEM	15%
QUANTAR VOTING RECEIVERS	15%
GOLD ELITE CONSOLES (Gateway)	18.5%
TRUNKED CONTROLLERS (Gateway)	18.5%
Trident PassPort Trunking Infrastructure	18.5%
Trident LTR Trunking Infrastructure	18.5%
MOTOBIDGE (Gateway)	10%
STR3000 SIMULCAST / DATA BASE STATIONS	15%
MCC5500 / MCC7500 CONSOLES	15%
CANOPY	15%
PTP / POINT TO POINT WIRELESS BROADBAND NETWORK	15%
POWERLINE MU / IN BUILDING BROADBAND DISTRIBUTION	15%
HOTZONE DUO	15%
RAD / MULTIPLEXERS	10%
EWLAN INFR & ACCESS POINTS	40%
MCC1000/2000/2500, COMMAND STAR LITE CONSOLES	10%
MC3000 DIGITAL DESKTOP CONSOLES	10%
MINITOR RECEIVERS	35%
STANDALONE ACCESSORIES ORDERED WITHOUT RADIOS	20%
Asset Management Software & Services	20%
Support Services	\$168.75 per hr
Installation Services	\$168.75 per hr
Repair Services	\$168.75/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 01/01/13

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

Excluding the state of Washington, the above discounts apply to states with purchasing fees not exceeding one percent (1%).

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.

**MOTOROLA REPRESENTATIVE WSCA CONTRACT RADIO MODELS**

**Revised  
10/20/06**

The following Motorola radio models are representative examples of the radios available on the WSCA contract. Contract users are requested to contact Motorola for other versions & frequency bands of each series of radio model. The WSCA RFP required Manufacturer price pages for the complete line of Motorola radios available on the WSCA contract are on file with WSCA Purchasing. The representative prices listed will be higher in states that charge an administrative fee.

The various types of Motorola radios are listed by frequency band first, then by radio category:

<b>MODEL NO.</b>	<b>DESCRIPTION</b>	<b>WSCA CONTRACT PRICE</b>
<b>VHF FREQUENCY BAND (136-174 MHZ):</b>		
<b>P25 DIGITAL TRUNKED PORTABLE RADIOS:</b>		
H18KEF9PW6_N w/options: Q806,H38,Q361,H14,H301, NNTN4435, NTN1667	XTS5000, VHF, 6 watt, 512 channel, model 2, with charger & spare battery	\$3,735.82
H46KDC9PW5_N w/options: Q574,H301,NTN9815,NTN1667	XTS2500, VHF, 5 watt, 48 channel, model 1, with charger & spare battery	\$1,995.53
H66KDC9PW5_N w/options: Q574,H301,NTN9815,NTN1667	XTS1500, VHF, 5 watt, 16 channel, model 1, with charger & spare battery	\$1,451.40
<b>P25 DIGITAL TRUNKED MOBILE RADIOS:</b>		
M20KTS9PW1_N w/options: G806,G51,G361,G114,G89,G67, G79,G94,W22,B18	XTL5000, VHF, 110 watt, 512 channel, model W5, remote mount	\$4,119.68
M20KSS9PW1_N w/options: G806,G51,G361,G114,W81,G89,G67, G79,G94,W22,B18	XTL5000, VHF, 50 watt, 512 channel, model W5, remote mount	\$3,753.09
M20KSS9PW1_N w/options: G806,G51,G361,G89,G66,G79,G94, W22,B18	XTL5000, VHF, 50 watt, 512 channel, model W5, front mount	\$3,533.29
M21KTM9PW1_N w/options:	XTL2500, VHF, 110 watt, 255	\$3,696.56

G806,G51,G361,G89,G67, G442,G444,W22,B18	channel, remote mount	
M21KSM9PW1_N w/options: G806,G51,G361,G89,G67, G442,G444,W22,B18	XTL2500, VHF, 50 watt, 255 channel, remote mount	\$3,286.56
M21KSM9PW1_N w/options: G806,G51,G361,G89,G66, G442,G444,W22,B18	XTL2500, VHF, 50 watt, 255 channel, front mount	\$3,145.52
M28KSS9PW1_N w/options: G788,G89	XTL1500, VHF, 50 watt, 48 channel, front mount	\$1,828.60
<b>P25 DIGITAL CONVENTIONAL PORTABLE RADIOS:</b>		
H18KEF9PW6_N w/options: Q806,H35,H14,H301,NNTN4435,NTN1667	XTS5000, VHF, 6 watt, 512 channel, model 2, with charger & spare battery	\$2,950.82
H46KDC9PW5_N w/options: Q811,H301,NTN9815,NTN1667	XTS2500, VHF, 5 watt, 48 channel, model 1, with charger & spare battery	\$1,543.50
H66KDC9PW5_N w/options: Q811,H301,NTN9815,NTN1667	XTS1500, VHF, 5 watt, 16 channel, model 1, with charger & spare battery	\$1,134.88
<b>P25 DIGITAL CONVENTIONAL MOBILE RADIOS:</b>		
M20KTS9PW1_N w/options: G806,G48,G114,G89,G67, G79,G94,W22,B18	XTL5000, VHF, 110 watt, 512 channel, model W5, remote mount	\$3,334.68
M20KSS9PW1_N w/options: G806,G48,G114,W81,G89,G67, G79,G94,W22,B18	XTL5000, VHF, 50 watt, 512 channel, model W5, remote mount	\$2,968.09
M21KTM9PW1_N w/options: G806,G48,G89,G67, G442,G444,W22,B18	XTL2500, VHF, 110 watt, 255 channel, remote mount	\$2,876.56
M21KSM9PW1_N w/options: G806,G48,G89,G66, G442,G444,W22,B18	XTL2500, VHF, 50 watt, 255 channel, front mount	\$2,325.52

M28KSS9PW1_N w/options: G790,G89	XTL1500, VHF, 50 watt, 48 channel, front mount	\$1,418.60
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**P25 DIGITAL CONVENTIONAL BASE/REPEATER STATION RADIOS:**

T5365 w/options: X530,X806_D,X580,X432	QUANTAR, VHF, 125 watt, 16 channel	\$11,759.44
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T5365 w/options: X330,X806_D,X580,X432	QUANTAR, VHF, 25 watt, 16 channel	\$10,827.74
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**ANALOG CONVENTIONAL PORTABLE RADIOS:**

H67KDC9PW5_N w/options: Q833,H301,NTN9815,NTN1667	MT1500, VHF, 5 watt, 48 channel, with charger & spare battery MT1500 is factory upgradeable to P25 dig.	\$993.30
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AAH79KDC9PW5_N w/options: H129,H301CE,NTN9858	PR1500, VHF, 5 watt, 32 channel, with charger & spare battery PR1500 is factory upgradeable to P25 dig.	\$913.50
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AAH25KDH9AA6_N w/options: H301,HNN9008_R	HT1250, VHF, 5 watt, 128 channel, with charger & spare battery	\$711.10
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AAH25KDC9AA2_N w/options: H301,HNN9008_R	HT750, VHF, 5 watt, 4 channel, with charger & spare battery	\$542.10
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AAH50KDC9AA1_N w/options: NNTN4851	CP200, VHF, 5 watt, 4 channel, with charger & spare battery	\$394.40
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**ANALOG CONVENTIONAL MOBILE RADIOS:**

AAM79KTD9PW5_N	PM1500, VHF, 110 watt, 255 channel, remote mount	\$1,260.00
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AAM25KKD9AA2_N	CDM1250, VHF, 45 watt, 64 channel, front mount	\$534.24
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**ANALOG CONVENTIONAL BASE/REPEATER STATION RADIOS:**

T5365 w/options: X530,X597_A,X580,X432	QUANTAR, VHF, 125 watt, 16 channel	\$9,834.44
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T5544 w/options: X330,X597,X580,X436,X153	MTR2000, VHF, 40 watt, 32 channel	\$3,699.50
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**P25 MIGRATION PLAN GATEWAY SOLUTIONS:**

To be determined for each application	TYPICAL MEDIUM SYSTEM, PER RFP SPECS, AS BID	\$2,488,183.78
To be determined for each application	TYPICAL SMALL SYSTEM, PER RFP SPECS, AS BID	\$1,785,195.50
To be determined for each application	TYPICAL ALTERNATE SMALL SYSTEM, AS BID FOR PHASE 1	\$244,473.89

**MOTOROLA REPRESENTATIVE WSCA CONTRACT RADIO MODELS**

**Revised  
10/20/06**

The following Motorola radio models are representative examples of the radios available on the WSCA contract. Contract users are requested to contact Motorola for other versions & frequency bands of each series of radio model. The WSCA RFP required Manufacturer price pages for the complete line of Motorola radios available on the WSCA contract are on file with WSCA Purchasing. The representative prices listed will be higher in states that charge an administrative fee.

The various types of Motorola radios are listed by frequency band first, then by radio category:

<b>MODEL NO.</b>	<b>DESCRIPTION</b>	<b>WSCA CONTRACT PRICE</b>
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**UHF FREQUENCY BAND (450-470 MHZ):**

**P25 DIGITAL TRUNKED PORTABLE RADIOS:**

H18SDF9PW6_N w/options: Q806,H38,Q361,H14,H301, NNTN4435, NTN1667	XTS5000, UHF, 5 watt, 512 channel, model 2, with charger & spare battery	\$3,735.82
H46SDC9PW5_N w/options: Q574,H301,NTN9815,NTN1667	XTS2500, UHF, 5 watt, 48 channel, model 1, with charger & spare battery	\$1,995.53
H66SDC9PW5_N w/options: Q574,H301,NTN9815,NTN1667	XTS1500, UHF, 5 watt, 16 channel, model 1, with charger & spare battery	\$1,451.40

**P25 DIGITAL TRUNKED MOBILE RADIOS:**

M20QTS9PW1_N w/options: G806,G51,G361,G114,G89,G67, G79,G94,W22,B18	XTL5000, UHF, 100 watt, 512 channel, model W5, remote mount	\$4,119.68
M20QSS9PW1_N w/options: G806,G51,G361,G114,W81,G89,G67, G79,G94,W22,B18	XTL5000, UHF, 40 watt, 512 channel, model W5, remote mount	\$3,753.09
M20QSS9PW1_N w/options: G806,G51,G361,G89,G66,G79,G94, W22,B18	XTL5000, UHF, 40 watt, 512 channel, model W5, front mount	\$3,533.29
M21QTM9PW1_N w/options: G806,G51,G361,G89,G67, G442,G444,W22,B18	XTL2500, UHF, 100 watt, 255 channel, remote mount	\$3,696.56
M21SSM9PW1_N w/options: G806,G51,G361,G89,G67, G442,G444,W22,B18	XTL2500, UHF, 40 watt, 255 channel, remote mount	\$3,286.56
M21SSM9PW1_N w/options: G806,G51,G361,G89,G66, G442,G444,W22,B18	XTL2500, UHF, 40 watt, 255 channel, front mount	\$3,145.52
M28SSS9PW1_N w/options: G788,G89	XTL1500, UHF, 45 watt, 48 channel, front mount	\$1,828.60

**P25 DIGITAL CONVENTIONAL PORTABLE RADIOS:**

H18SDF9PW6_N w/options: Q806,H35,H14,H301,NNTN4435,NTN1667	XTS5000, UHF, 5 watt, 512 channel, model 2, with charger & spare battery	\$2,950.82
H46SDC9PW5_N w/options: Q811,H301,NTN9815,NTN1667	XTS2500, UHF, 5 watt, 48 channel, model 1, with charger & spare battery	\$1,543.50
H66SDC9PW5_N w/options: Q811,H301,NTN9815,NTN1667	XTS1500, UHF, 5 watt, 16 channel, model 1, with charger & spare battery	\$1,134.88

**P25 DIGITAL CONVENTIONAL MOBILE RADIOS:**

M20QTS9PW1_N w/options: G806,G48,G114,G89,G67, G79,G94,W22,B18	XTL5000, UHF, 100 watt, 512 channel, model W5, remote mount	\$3,334.68
M20QSS9PW1_N w/options: G806,G48,G114,W81,G89,G67, G79,G94,W22,B18	XTL5000, UHF, 40 watt, 512 channel, model W5, remote mount	\$2,968.09
M21QTM9PW1_N w/options: G806,G48,G89,G67, G442,G444,W22,B18	XTL2500, UHF, 100 watt, 255 channel, remote mount	\$2,876.56
M21SSM9PW1_N w/options: G806,G48,G89,G66, G442,G444,W22,B18	XTL2500, UHF, 40 watt, 255 channel, front mount	\$2,325.52
M28SSS9PW1_N w/options: G790,G89	XTL1500, UHF, 45 watt, 48 channel, front mount	\$1,418.60

**P25 DIGITAL CONVENTIONAL BASE/REPEATER STATION RADIOS:**

T5365 w/options: X640,X806_D,X580,X432	QUANTAR, UHF, 110 watt, 16 channel	\$12,852.07
T5365 w/options: X240,X806_D,X580,X432	QUANTAR, UHF, 25 watt, 16 channel	\$11,420.64

**ANALOG CONVENTIONAL PORTABLE RADIOS:**

H67SDC9PW5_N w/options: Q833,H301,NTN9815,NTN1667	MT1500, UHF, 5 watt, 48 channel, with charger & spare battery MT1500 is factory upgradeable to P25 dig.	\$993.30
AAH79SDC9PW5_N w/options: H301CE,NTN9815	PR1500, UHF, 5 watt, 32 channel, with charger & spare battery PR1500 is factory upgradeable to P25 dig.	\$948.50
AAH25SDH9AA6_N w/options: H301,HNN9008_R	HT1250, UHF, 4 watt, 128 channel, with charger & spare battery	\$743.60
AAH25SDC9AA2_N w/options:	HT750, UHF, 4 watt, 4 channel,	\$574.60

H301,HNN9008_R	with charger & spare battery	
AAH50RDC9AA1_N w/options: NNTN4851	CP200, UHF, 4 watt, 4 channel, with charger & spare battery	\$422.40

**ANALOG CONVENTIONAL MOBILE RADIOS:**

AAM79QTD9PW5_N	PM1500, UHF, 110 watt, 255 channel, remote mount	\$1,330.00
AAM25SKD9PW2_N	CDM1250, UHF, 40 watt, 64 channel, front mount	\$581.76

**ANALOG CONVENTIONAL BASE/REPEATER STATION RADIOS:**

T5365 w/options: X640,X597_A,X580,X432	QUANTAR, UHF, 100 watt, 16 channel	\$10,927.07
T5544 w/options: X340,X597,X580,X436,X153	MTR2000, UHF, 40 watt, 32 channel	\$4,669.00

**P25 MIGRATION PLAN GATEWAY SOLUTIONS:**

To be determined for each application	TYPICAL MEDIUM SYSTEM, PER RFP SPECS, AS BID	\$2,488,183.78
To be determined for each application	TYPICAL SMALL SYSTEM, PER RFP SPECS, AS BID	\$1,785,195.50
To be determined for each application	TYPICAL ALTERNATE SMALL SYSTEM, AS BID FOR PHASE 1	\$244,473.89

**MOTOROLA REPRESENTATIVE WSCA CONTRACT RADIO MODELS**

**Revised  
10/20/06**

The following Motorola radio models are representative examples of the radios available on the WSCA contract. Contract users are requested to contact Motorola for other versions & frequency bands of each series of radio model. The WSCA RFP required Manufacturer price pages for the complete line of Motorola radios available on the WSCA contract are on file with WSCA Purchasing. The representative prices listed will be higher in states that charge an administrative fee.

The various types of Motorola radios are listed by frequency band first, then by radio category:

MODEL NO.	DESCRIPTION	WSCA CONTRACT PRICE
<b>800 MHZ FREQUENCY BAND (806-870 MHZ):</b>		
<b>P25 DIGITAL TRUNKED PORTABLE RADIOS:</b>		
H18UCF9PW6_N w/options: Q806,H38,Q361,H14,H301, HNN9031, NTN1667	XTS5000, 700/800 MHZ, 3 watt, 512 channel, model 2, with charger & spare battery	\$3,721.69
H46UCC9PW5_N w/options: Q574,H301,NTN9815,NTN1667	XTS2500, 700/800 MHZ, 3 watt, 48 channel, model 1, with charger & spare battery	\$1,995.53
H66UCC9PW5_N w/options: Q574,H301,NTN9815,NTN1667	XTS1500, 700/800 MHZ, 3 watt, 16 channel, model 1, with charger & spare battery	\$1,451.40
<b>P25 DIGITAL TRUNKED MOBILE RADIOS:</b>		
M20URS9PW1_N w/options: G806,G51,G361,G114,W81,G89,G67, G79,G94,W22,B18	XTL5000, 700/800 MHZ, 35 watt, 512 channel, model W5, remote mount	\$3,753.09
M20URS9PW1_N w/options: G806,G51,G361,G89,G66,G79,G94, W22,B18	XTL5000, 700/800 MHZ, 35 watt, 512 channel, model W5, front mount	\$3,533.29
M21URM9PW1_N w/options: G806,G51,G361,G89,G67, G442,G444,W22,B18	XTL2500, 700/800 MHZ, 35 watt, 255 channel, remote mount	\$3,286.56
M21URM9PW1_N w/options: G806,G51,G361,G89,G66, G442,G444,W22,B18	XTL2500, 700/800 MHZ, 35 watt, 255 channel, front mount	\$3,145.52
M28URS9PW1_N w/options: G788,G89	XTL1500, 700/800 MHZ, 35 watt, 48 channel, front mount	\$1,828.60
<b>P25 DIGITAL CONVENTIONAL PORTABLE RADIOS:</b>		
H18UCF9PW6_N w/options:	XTS5000, 700/800 MHZ, 3 watt, 512 channel,	\$2,936.69

Q806,H35,H14,H301, HNN9031,NTN1667	model 2, with charger & spare battery	
H46UCF9PW6_N w/options: Q811,H301,NTN9815,NTN1667	XTS2500, 700/800 MHZ, 3 watt, 512 channel, model 2, with charger & spare battery	\$2,058.00
H46UCC9PW5_N w/options: Q811,H301,NTN9815,NTN1667	XTS2500, 700/800 MHZ, 3 watt, 48 channel, model 1, with charger & spare battery	\$1,543.50
H66UCC9PW5_N w/options: Q811,H301,NTN9815,NTN1667	XTS1500, 700/800 MHZ, 3 watt, 16 channel, model 1, with charger & spare battery	\$1,134.88

**P25 DIGITAL CONVENTIONAL MOBILE RADIOS:**

M20URS9PW1_N w/options: G806,G48,G114,W81,G89,G67, G79,G94,W22,B18	XTL5000, 700/800 MHZ, 35 watt, 512 channel, model W5, remote mount	\$2,968.09
M21URM9PW1_N w/options: G806,G48,G89,G66, G442,G444,W22,B18	XTL2500, 700/800 MHZ, 35 watt, 255 channel, front mount	\$2,325.52
M28URS9PW1_N w/options: G790,G89	XTL1500, 700/800 MHZ, 35 watt, 48 channel, front mount	\$1,418.60

**P25 DIGITAL CONVENTIONAL BASE/REPEATER STATION RADIOS:**

T5365 w/options: X750,X806_D,X580,X432	QUANTAR, 800 MHZ, 100 watt, 16 channel	\$13,389.53
T5365 w/options: X250,X806_D,X580,X432	QUANTAR, 800 MHZ, 20 watt, 16 channel	\$11,337.48

**ANALOG CONVENTIONAL PORTABLE RADIOS:**

H67UCC9PW5_N w/options: Q833,H301,NTN9815,NTN1667	MT1500, 800 MHZ, 3 watt, 48 channel, with charger & spare battery MT1500 is factory upgradeable to P25 dig.	\$993.30
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**ANALOG CONVENTIONAL MOBILE RADIOS:**

M28URS9PW1_N w/options:	XTL1500, 700/800 MHZ, 35 watt,	\$1,418.60
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G790,G89 48 channel, front mount

**ANALOG CONVENTIONAL BASE/REPEATER STATION RADIOS:**

T5365 w/options: X750,X597_A,X580,X432	QUANTAR, 800 MHZ, 100 watt, 16 channel	\$11,464.53
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T5544 w/options: X450,X597,X580,X436,X153	MTR2000, 800 MHZ, 75 watt, 32 channel	\$5,579.00
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**P25 MIGRATION PLAN GATEWAY SOLUTIONS:**

To be determined for each application	TYPICAL MEDIUM SYSTEM, PER RFP SPECS, AS BID	\$2,488,183.78
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To be determined for each application	TYPICAL SMALL SYSTEM, PER RFP SPECS, AS BID	\$1,785,195.50
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To be determined for each application	TYPICAL ALTERNATE SMALL SYSTEM, AS BID FOR PHASE I	\$244,473.89
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