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MOTOROLA PRICING

DISCOUNTS ON PHASE ONE PRODUCTS & SERVICES

MOTOROLA - WSCA DISCOUNT MATRIX (Revised 01/01/13)	
RADIO MODEL SERIES (REFER TO MANUF. PRICE PAGES):	DISCOUNT %
P25 DIGITAL MOBILE/DESKTOP/CONSOLETTTE RADIOS:	
*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%
P25 DIGITAL PORTABLE RADIOS:	
*APX7000/7000XE/6000 PORTABLES	25%
ASTRO XTS5000	21.5%
ASTRO XTS2500	26.5%
ASTRO XTS1500	18%
PDR3500 PORTABLE REPEATER	8.5%
*MOTOTRBO PORTABLES	12%
ANALOG MOBILE/DESKTOP RADIOS:	
PM1500 (P25 UPGRADEABLE)	30%
CDM SERIES (750, 1250, 1550, 1550LS+)	28%
CM200, CM300	15%
PM400	15%
ANALOG PORTABLE RADIOS:	
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%
INFRASTRUCTURE / FIXED EQUIPMENT / OTHER:	
*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%

MOTOROLA - WSCA DISCOUNT MATRIX (Revised 01/01/13)	
RADIO MODEL SERIES (REFER TO MANUF. PRICE PAGES):	DISCOUNT %
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:

MODEL NO.	DESCRIPTION	WSCA CONTRACT PRICE
VHF FREQUENCY BAND (136-174 MHZ):		
P25 DIGITAL TRUNKED PORTABLE RADIOS:		
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
P25 DIGITAL TRUNKED MOBILE RADIOS:		
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: G806,G51,G361,G89,G67, G442,G444,W22,B18	XTL2500, VHF, 110 watt, 255 channel, remote mount	\$3,696.56
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
P25 DIGITAL CONVENTIONAL PORTABLE RADIOS:		
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
P25 DIGITAL CONVENTIONAL MOBILE RADIOS:		
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:	XTL2500, VHF, 50 watt, 255 channel,	\$2,325.52

G806,G48,G89,G66, G442,G444,W22,B18	front mount	
M28KSS9PW1_N w/options: G790,G89	XTL1500, VHF, 50 watt, 48 channel, front mount	\$1,418.60

P25 DIGITAL CONVENTIONAL BASE/REPEATER STATION RADIOS:

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

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
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
AAH25KDH9AA6_N w/options: H301,HNN9008_R	HT1250, VHF, 5 watt, 128 channel, with charger & spare battery	\$711.10
AAH25KDC9AA2_N w/options: H301,HNN9008_R	HT750, VHF, 5 watt, 4 channel, with charger & spare battery	\$542.10
AAH50KDC9AA1_N w/options: NNTN4851	CP200, VHF, 5 watt, 4 channel, with charger & spare battery	\$394.40

ANALOG CONVENTIONAL MOBILE RADIOS:

AAM79KTD9PW5_N	PM1500, VHF, 110 watt, 255 channel, remote mount	\$1,260.00
AAM25KKD9AA2_N	CDM1250, VHF, 45 watt, 64 channel, front mount	\$534.24

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:

MODEL NO.	DESCRIPTION	WSCA CONTRACT PRICE
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: H301,HNN9008_R	HT750, UHF, 4 watt, 4 channel, with charger & spare battery	\$574.60

AAH50RDC9AA1_N w/options: NNTN4851	CP200, UHF, 4 watt, 4 channel, with charger & spare battery	\$422.40
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ANALOG CONVENTIONAL MOBILE RADIOS:

AAM79QTD9PW5_N	PM1500, UHF, 110 watt, 255 channel, remote mount	\$1,330.00
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AAM25SKD9PW2_N	CDM1250, UHF, 40 watt, 64 channel, front mount	\$581.76
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ANALOG CONVENTIONAL BASE/REPEATER STATION RADIOS:

T5365 w/options: X640,X597_A,X580,X432	QUANTAR, UHF, 100 watt, 16 channel	\$10,927.07
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T5544 w/options: X340,X597,X580,X436,X153	MTR2000, UHF, 40 watt, 32 channel	\$4,669.00
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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 1	\$244,473.89
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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
800 MHZ FREQUENCY BAND (806-870 MHZ):		
P25 DIGITAL TRUNKED PORTABLE RADIOS:		
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
P25 DIGITAL TRUNKED MOBILE RADIOS:		
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
P25 DIGITAL CONVENTIONAL PORTABLE RADIOS:		
H18UCF9PW6_N w/options: Q806,H35,H14,H301, HNN9031, NTN1667	XTS5000, 700/800 MHZ, 3 watt, 512 channel, model 2, with charger & spare battery	\$2,936.69
H46UCF9PW6_N w/options:	XTS2500, 700/800 MHZ, 3 watt, 512 channel,	\$2,058.00

Q811,H301,NTN9815,NTN1667	model 2, with charger & spare battery	
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: G790,G89	XTL1500, 700/800 MHZ, 35 watt, 48 channel, front mount	\$1,418.60
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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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RAYTHEON/JPS PRICING

Category 4, Specifications for ACU1000 and ACU-5000 added 10/28/2011.

Description
RDI-1/DSP-1/AP-1 RX Audio Input
Input Impedance: Balanced or unbalanced 600 ohms or 10k ohms.
Input level: -30 dBm to + 10 dBm, adjustable.
Frequency Responses: 100 Hz to 3200 kHz \pm 2Db
RDI-1/DSP-1 TX Audio Output RDI-1/DSP-1/AP-1 TX Audio Output
Output Impedance: Balanced or unbalanced 600 ohms.
Output Level: -20 to +11 dBm, adjustable.
Frequency Response: 100 to 3200 Hz \pm 2dB
RDI-1/DSP-1/AP-1 COR Input
Input Impedance: 47K ohm pullup to + 5V.
Polarity: Active low or high, selectable.
Threshold: + 2.5V nominal.
Protection: up to \pm 100 VDC
RDI-1/DSP-1/AP-1 PTT Output
Output Type: Open drain, 47k ohm pullup to +5V.
Polarity: Active low or high, selectable.
Maximum Sink Current: 100 mA
Maximum Open Circuit Voltage: + 60 VDC
PSTN-1 Telephone Interface
Telephone Line Levels: Adjustable -24 dBm to 0 dBm in 3 dB steps.
Hybrid Type: DSP adaptive hybrid; -30 dB broadband balance.
Frequency Response: 100 Hz to 3200 Hz \pm 2 dB
VOX Threshold: Selectable -19, -16, -13, and -10 dB relative to telephone line level.
VOX Hangtime: Selectable 0.5, 1.0, 1.5, and 2.0 seconds.
General/ Environmental
Control Processor Module Serial Port: RS-232 DCE connector (female DB0). Baud rates: 1200, 2400, 4800, or 9600, software selectable.
Power Supply Front Panel (PSM-1A): Power on/off Switch; AC on, DC on, +12 VDC, - 12 VDC LEDs.
Handset/Speaker Fount Panel (HSP-2): Speaker, Speaker on/off switch, 1/8 inch Headphone jack, Volume control, PTT LED, Fault LED, Handset jack, 3X4 Keypad.
Control Processor Front Panel (SPM-2): Master, Slave, and Fault LEDs.
Radio Interface Front Panel (RDI-1): Signal, COR, PTT, and Fault LEDs.
Tel Interface Front Panel (PSTN-1): Monitor, Ring, Connect, VOX, and Fault LEDs: L1 and L2 RJ11C Connectors.
Local Phone Front Panel (LP-1): Monitor, Ring, Off Hook, VOX, and Fault LEDs: L1 and L2 RJ11C Connectors.
Audio Processor Front Panel (AP-1): Bypass, PTT, Normal, Peak LEDs, Bypass switch.
Rear Panel: DC fuse holder, AC filter module, connectors to interface up to 12 modules, Serial remote connector, Expansion connector.
AC Input Power: 115 to 230 VAC \pm 15%, 47-63 Hz, 100 VA typical, 130 VA maximum.
DC Input Power: + 11 to + 15 VDC @ 5A nominal.
Size: 5.25 in H X 19 in W X 11 in D (13.3X48.3X28 cm)
Temperature: Operation: -20 to +60 degrees C. Storage: -40 to +85 degrees C.
Humidity: Up to 95% @ 55 degrees C.

Description
Shock: MIL-STD-810D, method 516.3, procedure VI
Vibration: MIL-STD-810D, Method 514.3, Category I.
Provide product support for 7 years after last unit being purchase from this IFB.
Provide <u>Required</u> Firmware, Software updates or improvements at no cost for 7 years after last unit being purchase from this IFB.

PRODUCTS AND PRICE SHEETS (Added May 2012)

PART NUMBER	DESCRIPTION	OLD PRICE	PRICE EFF. 6/1/13
5090-601611	Workstation – includes large touch screen monitor, keyboard/mouse, audio interface, headset box, speakers and footswitch	\$10,393.00	\$10,393.00
5090-601620	Workstation – includes standard touch screen monitor, keyboard/mouse, audio interface, headset box, speakers and footswitch	\$9,993.00	\$9,993.00
5090-601601	Gateway Servers (2) Redundant	\$15,260.00	\$15,260.00
5090-601602	Instant recall record interface	\$995.00	\$995.00
5090-601603	Controller (12 slot)	\$3,265.00	\$3,265.00
5090-601604	Double Power Supply	\$2,995.00	\$2,995.00
5090-601605	Termination Panel	\$1,005.00	\$1,005.00
5090-601606	Channel Controller	\$19,950.00	\$19,950.00
5090-601610	Spares	\$9,637.00	\$9,637.00
5090-601621	Touchscreen GUI	\$225.00	\$225.00
5090-601622	Jack Box	\$325.00	\$325.00

PRICE SHEETS

PART NUMBER	DESCRIPTION	OLD PRICE	PRICE EFF. 6/1/13
5100-100000	ACU-5000 Next Generation IP Based Interoperability Gateway Server (with accessory Kit & Manual). Base unit includes four ports activated.	\$15,500.00	\$15,461.25
5100-112000	Additional Channels (for above Gateway server) (cost per channel). Up to 8 additional ports can be activated for a maximum of twelve ports.	\$1,590.00	\$1,586.50

PART NUMBER	DESCRIPTION	OLD PRICE	PRICE EFF. 6/1/13
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0130-310319	MGNT-TB-V/U/C - Tri-band mobile antenna, magnet, roof mount	No longer available	
0130-301550	IOAK-TB-V/U/C - Interoperable antenna with tri-band coupler	No longer available	
0130-401360	IOAK-QB-A/V/U/C - Interoperable antenna with quad-band coupler	No longer available	
0131-301550	IOAK-Tripod - Optional black tripod for IOAK antennas	No longer available	
0150-200000	Handset, Black	\$104	\$110.20
0313-060000	Coil Cord	\$28	\$30.40
0313-080100	Null Modem Cable-6 ft.	\$28	\$30.40
5050-110000	Extended Rear Back Panel (Front Mount) for the ACU-1000	\$1,427	\$1,486.75
5050-120000	Extended Rear Back Panel (Rear Panel)		\$1,486.75
5020-500000	CE Approved RTU-292 (international)	\$4,797	\$5,037.85
5020-500000	Standard RTU-292		\$5,037.85
5030-200000	ACU-T Tactical Package, AC/DC Powered Includes Card Cage, HSP-4A and CPM-4 Modules, and Accessory Kit	\$4,465	\$4,688.25
5030-200150	Accessory Kit	\$237	\$249.85
5030-204000	Case Option Kit - * Ruggedized Foam-Lined Case includes Battery Power Kit. Allows for storage for ACU-T Accessories and Radio Interface Cables.	\$1,007	\$1,057.35
5030-205000	ACU-T Battery Power Kit - 18 AH battery with cable	\$222	\$229.90
5030-206000	STU-III Phone Option for ACU-T (use with DSP-2 for STU-III Interface)	\$674	\$698.25
5030-210000	ACU-T Bundle Kit - Includes ACU-T Tactical Package, 5 Interface Modules, and Case Option Kit with Battery - to qualify for Bundle Kit pricing, each kit must be ordered with 5 Interface Modules, in any combination. Anything less is not a Bundle Kit. ACU-T Interface Modules are the same part numbers as the ACU-1000 Interface Modules (DSP-2, PSTN-2, LP-1).	\$10,301	\$10,733.10
5030-273000	Power Cord Adaptor-External Power Supply	\$304	\$319.20
5030-299010	LE-10 4-Wire Audio Remote with Handset & Speaker with adapter - used with ACU-T	\$683	\$708.70
5030-299020	LE-20 4-Wire Audio Remote with Desktop Microphone and Speaker with adapter - used with ACU-T	\$964	\$1,007.95
5030-299030	LE-30 Remote Station - used with ACU-T	\$985	\$1,027.90
5030-299040	LE-40 Remote Speaker Microphone Assembly - used with ACU-T	\$1,105	\$1,157.10

5040-602200	HSP-2A Module - Handset Speaker Module used with the ACU-1000	\$2,061	\$2,145.10
5040-602400	HSP-4A Module - Handset Speaker Module used with the ACU-T	\$2,010	\$2,094.75
5040-632200	HSP-2IP Handset Speaker Module	\$2,061	\$2,145.10
5041-100000	CIM-2A Module - Console Interface Module used for spare module for the SNV-12 Chassis	\$999	\$1,057.35
5041-200000	NXU-2A Network eXtension Unit - (Desktop, 110 VAC to +12V DC Powered, 115/220 VAC 50/60Hz).	\$723	\$828.40
5050-300000	PSTN-2 Public Switched Telephone Interface Module - used for ACU-1000 and ACU-T	\$1,296	\$1,347.10
5050-330000	PSTN-2IP Public Switched Telephone Interface Module	\$1,297	\$1,347.10
5060-100000	ACU-M Unit - (4) audio interfaces, AC/DC power cord, accessory kit, mounting bracket, power supply, and training CD.	\$4,317	\$4,499.20
5060-100300	Spare mounting bracket	\$47	\$50.35
5060-107000	ACU-M Case Option - With the ACU-M, includes battery and battery back up.	\$5,020	\$5,226.90
5060-107500	ACU-M Case Option - Without the ACU-M	\$975	\$1,017.45
5060-109000	ACU-M Network Option - enables two VoIP channels and WAIS capability	\$533	\$558.60
5060-119000	ACU-M Bundle Kit - Includes VoIP/Network-enabled ACU-M, (4) interface cables, transportable case with battery and a charger, 110/220V power supply and AC/DC power cords.	\$5,020	\$5,326.65
5060-800000	ARA-1 (Desktop, 110 VAC to +12V DC Powered, 115/220VAC 50/60Hz) <i>External equipment interface cables for the ARA-1 must be ordered separately.</i>	\$1,502	\$1,566.55
5060-820000	ARA-1 5 Pack - Five ARA-1 Units	\$5,700	\$5,985.00

PART NUMBER	DESCRIPTION	OLD PRICE	PRICE EFF. 6/1/13
5061-100000	CPM-3 Control Processor Module - used for spare module for the SNV-12 Chassis	\$999	\$917.70
5061-300000	SCM-1 Radio/SIP Interface Module	\$2,101	\$2,185.00
5061-330000	SCM-2 Radio/SIP Interface Module	\$2,101	\$2,185.00
5070-400000	LP-2 Local Phone Set Module		\$1,347.10
5070-430000	LP-2 IP Local Phone Set Module	\$1,297	\$1,347.10
5890-694000	Rack Slides - used with NRU-600 and PPS-100	\$281	No longer available
5930-594000	Rack Slides - used with RTU-292	\$281	\$304.00
5930-595000	RTU-292 Voice Prompt Option - Female, English	\$402	\$418.95
5930-596000	RTU-292 Local Phone Option	\$352	\$369.55
5951-707000	Extender Card Assembly	\$66	\$70.30
5951-800000	SNV-12 Standard Voter Chassis - Rack Mount, AC/DC Powered, includes Card Cage, PSM-1A Power Supply Module, CIM-2A Console Interface Module, and CPM-3 Control Processor Module	\$4,618	\$4,867.80
5951-813000	PSM-1A Power Supply Module - for use with ACU-1000 and SNV-12	\$999	\$1,037.40
5951-833000	PSM-1IP Power Supply Module	\$999	\$1,137.15
5951-896024	SNV-12 Expansion Cable to Second Chassis option - up to 24 sites	\$180	\$190.00
5951-896036	SNV-12 Expansion Cable to Second and Third Chassis option - up to 36 sites	\$296	\$309.70
5952-112000	SVM-2 Site Voter Module - up to 12 per chassis	\$821	\$877.80
5960-707000	ACU-Terminal Block, 3.50" - 19" rack panel for multiple STU-III Option Power	\$232	N/A
5960-708000	ACU-Terminal Block, 1.75" - 19" rack panel for multiple STU-III Option Power	\$200	N/A
5960-796000	RTU-292 STU-III Phone Option	\$392	N/A
5961-200000	ACU-1000 Chassis	\$3,387	\$3,531.15
5961-200160	Expansion Option Cable and Number Kit	\$271	\$279.30

5961-213000	CPM-4 Control Processor Module - used for the ACU-1000 and ACU-T	\$1,477	\$1,536.15
5961-217000	LP-1 Local Phone Set Module - used for ACU-1000 and ACU-T	\$1,296	No longer available
5961-220000	ACU-1000 Required Equipment Bundle - Includes the ACU-1000 Card Cage, PSM-1A Power Supply Module, CPM-4 Control Processor Module, and HSP-2A Handset Speaker Module	\$7,899	\$8,229.85
5961-230000	ACU-2000IP Required Equipment Bundle - Includes the ACU-2000IP Card Cage, PSM-1IP Power Supply Module, CPM-6 Control Processor Module, and HSP-2IP Handset Speaker Module	\$10,523	\$10,967.75
5961-231000	ACU-2000IP Chassis	\$3,387	\$3,531.15
5961-233000	CPM-6IP Control Processor Module	\$5,020	\$5,226.90
5961-237000	LP-1IP Local Phone Set Module	\$1,297	N/A
5961-281238	Adaptor Cable (<i>cabeling costs increased substantially</i>)	\$47	\$90.25
5961-294001	ACU-1000 RX AP-1 RX Audio Processor Module Assembly	\$1,296	N/A
5961-294002	ACU-1000TX AP-1 TX Audio Processor Module Assembly	\$1,296	N/A

PART NUMBER	DESCRIPTION	OLD PRICE	PRICE EFF. 6/1/13
5961-295000	ACU-1000 STU-III Phone Option - use with DSP-2 for STU-III Interface	\$674	\$698.25
5961-296000	ACU-1000 Battery Backup Option	\$222	\$229.90
5961-299000	LE-10 4-Wire Audio Remote with Handset & Speaker - used with ACU-1000	\$684	\$708.70
5961-299001	LE-20 4-Wire Audio Remote with Desktop Microphone and Speaker - used with ACU-1000	\$965	\$1,007.95
5961-299002	LE-30 Remote Station - used with ACU-1000	\$985	\$1,027.90
5961-299005	LE-40 Remote Speaker Microphone Assembly - used with ACU-1000	\$1,106	\$1,157.10
5961-299008-01	Kenwood Channel Change Option (for Kenwood X80 series radios)	\$734	\$768.55
5961-299008-02	Kenwood Channel Change Option (for Kenwood X150/X180 series radios)	\$623	\$648.85
5961-300000	NRU-600 DSP Noise Reduction Unit (Rack Mount, AC/DC Powered)	\$2,042	No longer available
5961-818000	DSP-2 Radio/4-Wire Interface Module - used for ACU-1000 and ACU-T	\$1,296	\$1,347.10

5090-100000	DSP-3 Radio/4-Wire Interface with Dispatch	New	\$2,185.00
5090-130000	DSP-3 IP Radio/4-Wire Interface with Dispatch	New	\$2,185.00
5961-838000	DSP-2IP Radio/4-Wire Interface Module	\$1,297	\$1,347.10
5970-600000	RTU-292 Radio/Telephone Interface Unit	\$4,326	No longer available
5970-791300	RTU-292 Squelch Break Access Option	\$352	\$369.55
5970-791500	RTU-292 Call Logging Option	\$482	\$498.75
5970-795000	RTU-292 Radio Remote Control Option (URC-200 only)	\$352	\$369.55
5970-799000	RTU-292 DTMF Access Option	\$422	\$438.90
5040-100000	WAIS Standard – System Software	New	Consult JPS
5040-200000	WAIS Dispatch Option – System Software	New	Consult JPS
5040-100100	WAIS Standard – Software License Fee	New	\$237.50
5040-200100	WAIS Dispatch Option - Software License Fee	New	\$237.50

5970-800010	ACU-1000 Pelican Case Option Kit - Foam lined with internal rack to hold ACU-1000 with foam lining for operation when case is open	\$895	N/A
5970-800826	IOAK-CH-L - Optional carry case for IOAK antennas	\$313	No longer available
5970-900000	PTG-10 Pilot Tone Generator option	\$434	\$529.15

Cables

Please contact Raytheon JPS for cable part number, pricing and ordering information. Prices for non-specialty cables range from \$140.00 to \$240.00. Consult factory for specialty cables.

The following products have been added to the contract effective 2/19/10. Prices reflect 5% discount off catalog pricing. Product list updated 2/6/13 to delete and add new router – see red print below.

PART NUMBER	DESCRIPTION	OLD PRICE	PRICE EFF. 6/1/13
5961-295302	CABLE, AUDIO. ACU TO UNSELECT SPEAKER	\$29.50	Consult JPS
0314-045100	CABLE, CAT 5 (RJ-45 M/M), 100FT	\$34.63	Consult JPS
0313-	CABLE, CAT 5 (RJ-45 M/M), 6 FT	\$2.59	Consult

070000			JPS
5990-002003	*COMPUTER MONITOR, TOUCH SCREEN, 17 IN	\$865.87	Consult JPS
5990-001002	*COMPUTER, DESKTOP W/O MONITOR	\$965.72	Consult JPS
0313-070100	ETHERNET SWITCH, 8 PORT, 120 VAC	\$53.87	Consult JPS
0153-050001	SPEAKER, UNSELECT W/AMPLIFIER, 115VAC	\$35.91	Consult JPS
1625-141500	AC PWR STRIP, RACK MT, 14 OUTLET, 1U, 115VAC	\$67.97	Consult JPS
8070-801908	CABINET	\$2,116.13	Consult JPS
0314-045100	CABLE, CAT 5 (RJ-45 M/M), 100FT	\$34.63	N/A
0313-070000	CABLE, CAT 5 (RJ-45 M/M), 6 FT	\$2.59	N/A
5970-806001	POWER SUPPLY, RACK MOUNT, 2U, 12VDC, 50A	\$513.00	Consult JPS
0313-070216	ROUTER, VPN/NAT, 16 PORT, RK MT, 1U,115/230VAC	\$568.15	
0313-070221	ROUTER, NAT, 4 PORT, SHELF MT, IU, 100-240VAC – (PEPLINK20)	\$383.46	Consult JPS
0313-072401	ETHERNET SW, RACK MT, 24 PORT, IU, 115/230 VAC	\$109.24	N/A
5961-291XXX-15	RADIO INTERFACE CABLES (CONSULT JPS FOR SPECIFIC PART NUMBERS AND PRICING)		Consult JPS
9999-400009	ON-SITE INSTALLATION		Consult JPS
9999-200000	MANUFACTURING LABOR HOURLY RATE	\$80.75	\$92.89
9999-400000	ENGINEERING LABOR HOURLY RATE (\$152.00/hour or \$1,216.00/8-hour day)		
0000-000001	**TRAINING, ACU	\$6,982.50	\$7,332.10
0000-000002	**TRAINING, SNV-12	\$5,690.50	\$5,975.50
0000-000308	***WAIS TECHNICAL/OPERATIONAL TRAINING	New	Consult JPS

***Computers with installed software**

The computers function as a command and control station(s) to operate the ACU Controller Software and the PCNXU software that will be downloaded and configured by our engineers. This solution provides a fixed site installation along with the ability to remotely access the interoperability equipment (ACU) through a network connection. The ACU Controller Software provides the capability to operate, configure and monitor the ACU's operation. The PCNXU software provides the customer with the ability to remotely establish a VoIP /RoIP audio connection between the computer and ACU switches elsewhere on the network, regardless if the network is fixed, mobile or tactical.

Training

**ACU training will consist of 16 hours of on-site training, at the customer's facilities, for up to 10 people. Students will receive a manual for reviewing and hands-on training.

**SNV-12 training will consist of 8 hours of on-site training, at the customer's facilities, for up to 10 people. Students will receive a manual for reviewing and hands-on training.

***WAIS TECHNICAL AND OPERATIONAL TRAINING – CONSULT JPS – BASED UPON SYSTEM SPECS.

Volume Discount Program - Phase 1 and Phase 2 all categories

The volume discount will be cumulative and over the term of the contract.

(Initial Term of Three [3] Years)

Additional Discount off Net Contract Unit Price	Cumulative Total Sales from:	Cumulative Total Sales to:
2 %	\$ 5,000,000	\$ 9,999,999
3 %	\$ 10,000,000	\$ 14,999,999
3 %	\$ 15,000,000	\$ 19,999,999
4 %	\$ 20,000,000	\$ 29,999,999
5 %	\$ 30,000,000	\$ 100,000,000+