

PROPOSAL TO  
IOWA DEPARTMENT OF ADMINISTRATIVE SERVICES (DAS)

# SECTION 1

# COST PROPOSAL

STATEWIDE 700 MHZ P25 LMR NETWORK INFRASTRUCTURE AND SUBSCRIBER UNITS

FEBRUARY 3, 2014

## RFP1013005265



The design, technical, and cost information furnished with this proposal is submitted with the understanding that it is to be used for the evaluation of the proposal, and will be treated as a public record according to Iowa Code Chapter 22 and all other applicable State and Federal regulations.

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# COST PROPOSAL

## 1.1 OVERVIEW

Motorola is pleased to offer the State of Iowa a Public-Private-Partnership for a compliant, highly reliable Project 25 TDMA solution with statewide coverage. Motorola will purchase the State's towers and buildings, and will revert to State ownership of the full system upon final lease payment. The pricing provided is very aggressive and compliant to all mandatory requirements in the Request for Proposal.

Table C.1 provides a summary of the solution pricing. The infrastructure pricing has several incentives based on the proposed solution. Table C.15 provides the system lease pricing. The system lease pricing includes: (1) Municipal Lease-Purchase Agreement / Tax Exempt Financing for \$40,742,596 with 3.63% finance rate, (2) 3rd party tower lease per Table C.18, and (3) the mandatory maintenance for years 4-10. The system infrastructure lease invoicing can be on a consolidated basis as specified by the State of Iowa depending on funding source.

Motorola has proposed a large portfolio of Project 25 TDMA user radios with the best audio quality performance available, life-saving ergonomics, and hardened reliability. As requested, Motorola has provided pricing for purchase of 8000 user radios that is valid during system implementation. System Acceptance is expected 8/1/2016.

The end of the pricing section contains an alternative Public-Private-Partnership approach, in which Motorola would build, own, and maintain the State's system over a 20+ year timeframe.

## 1.2 PRICING TABLES

The pricing tables use the nomenclature from the Request for Proposal Excel file. Table C.15 System Leasing provides the total solution over the term. So, it is presented after the C.1 Summary, and then it is included again, in the original order of the RFP response price pages.



## 1.2.1 Table C.1 Summary

SUMMARY PRICING TABLE			
Description	Qty	Compliant Solution	Value-Engineered Solution
P25 System Equipment			
ISICS Western Region P25 Controller Site Equipment	1 LOT	\$379,642	
ISICS Central Region P25 Controller Site Equipment	1 LOT	\$4,746,365	\$4,746,365
ISICS Eastern Region P25 Controller Site Equipment	1 LOT	\$588,695	\$588,695
Westcom Simulcast Expansion (4 Sites)			
- 6 P25 TDMA Talkpath Addition, DDM/FDMA			
- Enable Geographic Redundant Prime	4	\$900,698	\$900,698
Woodbury Expansion (5 Sites)			
- 6 P25 TDMA Talkpath Addition, DDM/FDMA			
- Enable Geographic Redundant Prime	5	\$1,046,326	\$1,046,326
Simulcast (6 Systems, 2 sites Each, 6 TDMA Talkpaths Each)			
- Two Site, 6 P25 TDMA Talkpath, DDM/FDMA			
- Geographically Redundant Prime Sites	12	\$5,714,703	\$5,714,703
ASTRO 25 Repeater Site (54 sites)			
- P25 Repeater Site, 6 TDMA Talkpath, DDM/FDMA	54	\$14,880,387	\$14,880,387
Dispatch Center - Des Moines	1 LOT	\$453,272	\$453,272
Dispatch Center - Cedar Falls	1 LOT	\$272,268	\$272,268
Dispatch Center - Storm Lake	1 LOT	\$193,009	\$193,009
Dispatch Center - Atlantic	1 LOT	\$221,034	\$221,034
Dispatch Center - Fairfield	1 LOT	\$192,234	\$192,234
Dispatch Center - Cedar Rapids	1 LOT	\$278,073	\$278,073
Dispatch Center - Ankeny	1 LOT	\$44,760	\$44,760
Dispatch Center - Terrace Hills	1 LOT	\$38,717	\$38,717
Microwave Backhaul Equipment	1 LOT	\$7,934,532	\$7,934,532
Infrastructure Towers & Shelters - State (all P25 System Sites)	1 LOT	\$20,664,471	
Infrastructure - Towers and 10x12 Alternate Shelters	1 LOT		\$18,422,458
Spares	1 LOT	\$1,056,192	\$1,056,192
Services			
Installation	1 LOT	\$3,365,975	\$3,365,975
Project Management	1 LOT	\$2,463,306	\$2,463,306
System Engineering and System Technologists	1 LOT	\$3,852,660	\$3,852,660
System Staging	1 LOT	Included	Included
Coverage and Acceptance Testing	1 LOT	Included	Included
Documentation	1 LOT	Included	Included
Training	1 LOT	\$175,279	\$175,279
System Warranty (3 Year Warranty)	1 LOT	Included	Included
891 APX Multi-band TDMA Flash Upgrades		Included	Included
SF2316 Compliant Migration Incentive		(\$12,000,000)	(\$12,000,000)
Infrastructure Incentive		(\$6,337,000)	(\$6,237,000)
All Items as Proposed		(\$8,000,000)	(\$7,100,000)
Motorola Purchase State Towers and Buildings (Table C.16)		(\$383,000)	(\$383,000)
Contract by August 1, 2014		(\$2,000,000)	(\$2,000,000)
<b>TOTAL INFRASTRUCTURE PROPOSAL COST</b>		<b>\$40,742,596</b>	<b>\$39,120,941</b>
Subscriber Devices		\$28,172,235	\$28,172,235
Purchased Items (Subscriber) 3 Year Warranty		Included	Included
<b>TOTAL PROPOSAL COST</b>		<b>\$68,914,831</b>	<b>\$67,293,176</b>
Optional DOC Infrastructure Shelters and Towers (Non P25 Sites)			
		\$1,326,006	\$1,326,006



## 1.2.2 Table C.15 System Lease Pricing

Motorola's implementation is a single phase over two years. As requested, Motorola has proposed a Public-Private-Partnership with a lease. Should the state wish to procure the system with a capital purchase, the State would save \$9,427,002 in financing.

The system lease pricing includes: (1) Municipal Lease-Purchase Agreement / Tax Exempt Financing for \$40,742,596 with 3.63% finance rate, (2) 3rd party tower lease per Table C.18, and (3) the mandatory maintenance for years 4-10. The system infrastructure lease invoicing can be on a consolidated basis as specified by the State of Iowa depending on funding source. The municipal lease-purchase agreement has a down payment, and 12 annual payments.

### System Lease Summary

System Lease Pricing					
Item	Date of Initial Payment by	Frequency of Payments /Year	Amount of Payment (\$)	Term	Total
P25 Infrastructure (Table C.1)	2014	12 Annual Payments + Down Payment	\$3,859,200	12 Year	\$50,169,598
Tower Lease (Table C.18)	2015	132 Monthly Payments	\$13,500, 3% esc	11 Year	\$1,901,958
Maintenance Years 4-10	2019	84 Monthly Payments	\$192,946	7 Year	\$16,207,448
Total					\$68,279,003

### Capital Purchase Summary

System Capital Purchase					
Item	Date of Initial	Frequency of	Amount of	Term	Total
P25 Infrastructure (Table C.1)	2014	Performance Milestone Payments	Per Milestone Payment	2 Year	\$40,742,596
Tower Lease (Table C.18)	2015	132 Monthly Payments	\$13,500, 3% esc	11 Year	\$1,901,958
Maintenance Years 4-10	2019	84 Monthly Payments	\$192,946	7 Year	\$16,207,448
Total					\$58,852,002

### System Lease Annual Summary

Year	Infrastructure	3rd Party Towers	Maintenance	Total
Contract Down Payment = \$3,859,200				
2014 - Implementation	\$3,859,200			\$3,859,200
2015 - Implementation	\$3,859,200	\$148,500		\$4,007,700
Year 1	\$3,859,200	\$152,955		\$4,012,155
Year 2	\$3,859,200	\$157,544		\$4,016,743
Year 3	\$3,859,200	\$162,270		\$4,021,470
Year 4	\$3,859,200	\$167,138	\$2,315,350	\$6,341,688
Year 5	\$3,859,200	\$172,152	\$2,315,350	\$6,346,702
Year 6	\$3,859,200	\$177,317	\$2,315,350	\$6,351,866
Year 7	\$3,859,200	\$182,636	\$2,315,350	\$6,357,186
Year 8	\$3,859,200	\$188,115	\$2,315,350	\$6,362,665
Year 9	\$3,859,200	\$193,759	\$2,315,350	\$6,368,308
Year 10	\$3,859,200	\$199,572	\$2,315,350	\$6,374,121
<b>Total</b>	<b>\$50,169,598</b>	<b>\$1,901,958</b>	<b>\$16,207,448</b>	<b>\$68,279,003</b>



Please be advised, the lease rate of 3.63% reflects market conditions as of 1/24/2014 and is subject to change. The Lease Rate above is indexed to the 7 year Interest Rate Swap as published in the Federal Reserve Statistical Release H.15. The 7 year Interest Rate Swap as of 1/24/2014 was 2.285% ("Base Rate"). For every basis point change in the 7 year Interest Rate Swap compared to the Base Rate, the Lease Rate above shall be adjusted by 64% of such change. This indexing methodology is valid through March 30, 2014, is subject to change, and needs to be refreshed after March 30, 2014.

**Exhibit A - Sample Amortization Table**

Lessee: State of Iowa  
 Lessor: Motorola Solutions, Inc. ("MSI") (or its Assignee)  
 Transaction Type: Municipal Lease-Purchase Agreement / Tax Exempt Financing  
 Amount Financed: \$40,742,596.00  
 Lease Rate: 3.63% (as of 1/24/2014)

<u>Date</u>	<u>Payment</u>	<u>Interest</u>	<u>Principal</u>	<u>Balance/Purchase Option</u>
7/1/2014	0	0	\$40,742,596.00	\$40,742,596.00
Down Pmt	\$3,859,199.81	\$125,609.98	\$3,733,589.83	\$37,009,006.17
8/1/2015	\$3,859,199.81	\$1,343,426.92	\$2,515,772.88	\$34,493,233.29
8/1/2016	\$3,859,199.81	\$1,252,104.37	\$2,607,095.44	\$31,886,137.85
8/1/2017	\$3,859,199.81	\$1,157,466.80	\$2,701,733.00	\$29,184,404.85
8/1/2018	\$3,859,199.81	\$1,059,393.90	\$2,799,805.91	\$26,384,598.94
8/1/2019	\$3,859,199.81	\$957,760.94	\$2,901,438.87	\$23,483,160.07
8/1/2020	\$3,859,199.81	\$852,438.71	\$3,006,761.10	\$20,476,398.98
8/1/2021	\$3,859,199.81	\$743,293.28	\$3,115,906.52	\$17,360,492.45
8/1/2022	\$3,859,199.81	\$630,185.88	\$3,229,013.93	\$14,131,478.52
8/1/2023	\$3,859,199.81	\$512,972.67	\$3,346,227.14	\$10,785,251.39
8/1/2024	\$3,859,199.81	\$391,504.63	\$3,467,695.18	\$7,317,556.20
8/1/2025	\$3,859,199.81	\$265,627.29	\$3,593,572.52	\$3,723,983.69
8/1/2026	\$3,859,199.81	\$135,216.12	\$3,723,983.69	\$0.00
<b>TOTALS</b>	<b>\$50,169,597.49</b>	<b>\$9,427,001.49</b>	<b>\$40,742,596.00</b>	

Last payment interest increased by \$35.51 due to rounding.

Please note, the above is for example purposes only. The actual payment plan and Lease Rate will be determined according to market conditions closer to the actual order date.

Nothing herein should be construed as a commitment to finance. All is subject to final credit approval and mutually acceptable documentation.

Per Addendum 6, the DOC requires towers, shelters, and associated civil works, and they are priced as an option for the State that can be included in the lease.

Option - DOC Tower/Shelters (C.10)	2014	12 Annual Payments + Down Payment	\$125,601	12 Year	\$1,632,817
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### 1.2.3 Table C.2 P25 Controller Site

Controller Sites				
Item	Description	Qty.	Proposal Price	Total (Extended) Price
	System Control Site Equipment			
1	Central Controller Site - Redundant to Eastern and Western			
2	Fault Tolerant Controller Equipment	1 LOT	\$4,439,076	\$4,439,076
3	Customer Network Interface	1 LOT	\$12,160	\$12,160
4	Project 25 ISSI	1 LOT	\$112,200	\$112,200
5	Over-The-Air-Rekeying	1 LOT	\$100,822	\$100,822
6	Eastern Controller Site - Redundant to Central and Western			
7	Fault Tolerant Controller Equipment	1 LOT	\$492,712	\$492,712
8	Customer Network Interface	1 LOT	\$12,160	\$12,160
9	Western Controller Site - Redundant to Central and Eastern			
10	Fault Tolerant Controller Equipment	1 LOT	\$287,552	\$287,552
11	Customer Network Interface	1 LOT	\$12,160	\$12,160
	Logging Recorder Equipment			
12	Central - Eventide IP Logging	1 LOT	\$68,472	\$68,472
13	Eastern - Eventide IP Logging	1 LOT	\$68,472	\$68,472
14	Western - Eventide IP Logging	1 LOT	\$64,444	\$64,444
	Network Management System and Terminals			
15	Central Network Management	1 LOT	\$13,636	\$13,636
16	Eastern Network Management	1 LOT	\$15,352	\$15,352
17	Western Network Management	1 LOT	\$15,487	\$15,487
			<b>TOTAL</b>	<b>\$5,714,703</b>

### 1.2.4 Table C.3 Simulcast Control Site

Site Name: WestCom Simulcast Expansion				
Item	Description	Qty.	Proposal Price	Total (Extended) Price
	Simulcast Control Equipment			
1	Enable Geographic Redundant Prime	1 LOT	\$63,289	\$63,289
2	P25 TDMA Comparator Expansion	1 LOT	\$254,897	\$254,897
3	P25 Station - 6 TDMA Talkpath, 4 Site	12	\$48,543	\$582,512
4	DC Battery Run Time Increase	1 LOT	\$84,624	\$84,624
			<b>TOTAL</b>	<b>\$900,698</b>



Site Name: Woodbury Simulcast Expansion				
Item	Description	Qty.	Proposal Price	Total (Extended) Price
	Simulcast Control Equipment			
1	Enable Geographic Redundant Prime	1 LOT	\$63,289	\$63,289
2	P25 TDMA Comparator Expansion	1 LOT	\$254,897	\$254,897
3	P25 Stations - 6 TDMA Talkpath, 5 Site	15	\$48,543	\$728,140
4	DC Battery Run Time Increase	1 LOT	\$105,780	\$105,780
			<b>TOTAL</b>	<b>\$1,046,326</b>

Site Name: Simulcast (BlackHawk, Davenport, Dubuque, Story, Pottawattamie, Linn/Johnson)				
Item	Description	Qty.	Proposal Price	Total (Extended) Price
	Simulcast Control Equipment			
1	Geographically Redundant Prime Controller	6 set	\$247,577	\$1,485,460
2	Comparators	6 set	\$211,724	\$1,270,344
3	Gateway Routers	6 set	\$25,320	\$151,920
4	P25 Stations - 6 TDMA Talkpath	48	\$44,348	\$2,128,724
5	DC Battery Backup - 8hr Run Time	12 Site	\$27,914	\$334,963
6	Multicoupler	12 Site	\$11,379	\$136,544
			<b>TOTAL</b>	<b>\$5,507,955</b>

## 1.2.5 Table C.4 State P25 Remote Site

Site Name: ASTRO25 Repeater Site, 6 TDMA Talkpath, Dynamic Dual Mode (DDM) FDMA				
Item	Description	Qty.	Proposal Price	Total (Extended) Price
	Site Equipment			
1	P25 ESS Site, 6 TDMA Talkpath, 4 Station	54	\$188,942	\$10,202,892
2	Antenna Systems	54	\$57,132	\$3,085,143
3	DC Battery Backup with 8 Hour Run Time	54	\$22,768	\$1,229,472
4	Gateway Routers	54	\$6,720	\$362,880
			<b>TOTAL</b>	<b>\$14,880,387</b>

Note: Three P25 System sites are located on DOC property, and are included in the total 54 Repeater Sites.

## 1.2.6 Table C.5 DOC P25 Remote Site

CONTRACTORS to list all System P25 Remote Sites in Table C.4 State P25 Remote Site.



## 1.2.7 Table C.6 Dispatch Site

Site Name: Des Moines				
Item	Description	Qty.	Proposal Price	Total (Extended) Price
	Site Equipment			
1	Console Position Equipment	6	\$43,321	\$259,926
2	NM Client	1	\$6,355	\$6,355
3	Logging Recorder Playback Station	6	Included	Included
4	Networking equipment	1 LOT	\$107,436	\$107,436
5	Backup Console Solution	1 LOT	\$79,555	\$79,555
			<b>TOTAL</b>	<b>\$453,272</b>

Site Name: Cedar Falls				
Item	Description	Qty.	Proposal Price	Total (Extended) Price
	Site Equipment			
1	Console Position Equipment	3	\$43,356	\$130,069
2	NM Client	1	\$6,242	\$6,242
3	Logging Recorder Playback Station	3	Included	Included
4	Networking equipment	1 LOT	\$93,649	\$93,649
5	Backup Console Solution	1 LOT	\$42,307	\$42,307
			<b>TOTAL</b>	<b>\$272,268</b>

Site Name: Storm Lake				
Item	Description	Qty.	Proposal Price	Total (Extended) Price
	Site Equipment			
1	Console Position Equipment	2	\$43,392	\$86,784
2	NM Client	1	\$6,242	\$6,242
3	Logging Recorder Playback Station	2	Included	Included
4	Networking equipment	1 LOT	\$65,624	\$65,624
5	Backup Console Solution	1 LOT	\$34,359	\$34,359
			<b>TOTAL</b>	<b>\$193,009</b>

Site Name: Atlantic				
Item	Description	Qty.	Proposal Price	Total (Extended) Price
	Site Equipment			
1	Console Position Equipment	2	\$43,392	\$86,784
2	NM Client	1	\$6,242	\$6,242
3	Logging Recorder Playback Station	2	Included	Included
4	Networking equipment	1 LOT	\$93,649	\$93,649
5	Backup Console Solution	1 LOT	\$34,359	\$34,359
			<b>TOTAL</b>	<b>\$221,034</b>



Site Name: Fairfield				
Item	Description	Qty.	Proposal Price	Total (Extended) Price
	Site Equipment			
1	Console Position Equipment	2	\$43,392	\$86,784
2	NM Client	1	\$6,242	\$6,242
3	Logging Recorder Playback Station	2	Included	Included
4	Networking equipment	1 LOT	\$64,849	\$64,849
5	Backup Console Solution	1 LOT	\$34,359	\$34,359
			<b>TOTAL</b>	<b>\$192,234</b>

Site Name: Cedar Rapids				
Item	Description	Qty.	Proposal Price	Total (Extended) Price
	Site Equipment			
1	Console Position Equipment	2	\$65,035	\$130,069
2	NM Client	1	\$6,242	\$6,242
3	Logging Recorder Playback Station	2	Included	Included
4	Networking equipment	1 LOT	\$99,454	\$99,454
5	Backup Console Solution	1 LOT	\$42,307	\$42,307
			<b>TOTAL</b>	<b>\$278,073</b>

Site Name: Ankeny				
Item	Description	Qty.	Proposal Price	Total (Extended) Price
	Site Equipment			
1	Console Position Equipment	1	\$26,839	\$26,839
2	NM Client	1	\$6,242	\$6,242
3	Logging Recorder Playback Station	1	Included	Included
4	Networking equipment	1 LOT	\$1,248	\$1,248
5	Backup Console Solution	1 LOT	\$10,431	\$10,431
			<b>TOTAL</b>	<b>\$44,760</b>

Site Name: Terrace Hills				
Item	Description	Qty.	Proposal Price	Total (Extended) Price
	Site Equipment			
1	Console Position Equipment	1	\$26,839	\$26,839
2	Logging Recorder Playback Station	1	Included	Included
3	Networking equipment	1 LOT	\$1,448	\$1,448
4	Backup Console Solution	1 LOT	\$10,431	\$10,431
			<b>TOTAL</b>	<b>\$38,717</b>



## 1.2.8 Table C.7 Microwave

Microwave Backhaul Equipment				
Item	Description	Qty.	Proposal Price	Total (Extended) Price
	Backhaul Equipment			
1	Microwave Radios with G.8032 - 82 Hops	1 LOT	\$410,870	\$410,870
4	Microwave Management	1 LOT	\$150,892	\$150,892
3	Microwave Dishes and line/waveguide	1 LOT	\$1,253,718	\$1,253,718
4	DC Power 8hr Run Time - MW Only Sites	1 LOT	\$68,000	\$68,000
5	Services - site surveys, engineering, installation, commissioning, integration, testing	1 LOT	\$6,051,052	\$6,051,052
			<b>TOTAL</b>	<b>\$7,934,532</b>

## 1.2.9 Table C.8 Subscribers

The subscriber radios in Table C.8 are fully loaded. Per the RFP, the subscribers include the following mandatory requirements:

- Project 25 Phase 2 TDMA
- Encrypted voice communications (AES/DES)
- Over-the-air programming (OTAP)
- Over the air rekeying (OTAR)
- Encryption key management system for OTAR
- Call alert/paging function
- Private call
- Emergency alarm/alert function
- Integrated GPS
- Voice Priority over Data
- Three (3) year warranty

In addition, Motorola has included 891 TDMA flash kit upgrades for the existing DPS and DOT APX VHF/700/800MHz multiband radios at no charge to the State.

For the high tier mobile, Motorola has included 250 multi-band VHF/700/800MHz radios in lieu of 250 single band radios to aid the State's migration. These 250 multi-band radios will complete the DPS and DOT fleet. A multi-band radio can be utilized immediately and help expedite the implementation. The State currently operates VHF, and will continue to use VHF for the foreseeable future for interoperability within Iowa as well as with surrounding States that are VHF P25 such as State of Missouri, State of Nebraska, and State of South Dakota.

For all subscriber or equipment purchases with initial System Contract, payment terms are per the RFP. For any subscriber or equipment orders contracted outside of the initial System Contract, payment terms are FOB Shipment.



Subscriber Equipment P25 Phase 1/2				
Item	Description	Qty.	Proposal Price	Total (Extended) Price
	Portable Radios			
1	700/800 MHz Portable - Model 1 configured with all system options	1000	\$3,261	\$3,261,000
2	700/800 MHz Portable - Model 2 configured with all system options	3000	\$3,411	\$10,233,000
3	700/800 MHz Portable - Model 3 configured with all system options	500	\$3,611	\$1,805,500
4	Programming	ea	\$38	Option
	Mobile Radios			
5	700/800 MHz Mobile - Low Tier - Dash Mount configured with all system options	500	\$3,792	\$1,895,750
6	700/800 MHz Mobile - Mid Tier - Remote Mount configured with all system options	2000	\$3,740	\$7,480,000
7	700/800 MHz Mobile - High Tier - Remote Mount configured with all system options	250	\$3,840	\$960,000
8	700/800 MHz Mobile - High Tier <b>Multi-band</b> - Remote Mount configured with all system options	250	\$4,620	\$1,155,063
9	Dash Mount Install, Removal, Programming	ea	\$288	Option
10	Remote Mount Install, Removal, Programming	ea	\$350	Option
	Vehicular Repeater Systems - NOTE 500 of each type will not be purchased			
11	VRS (VHF conventional mobile, either loaned, leased, or purchased with buy-back from CONTRACTOR)	1	\$2,000	\$2,000
12	Programming & Installation	ea	\$350	Option
13	Dual-band VRS (VHF conventional and 700/800 MHz P25 mobile), using 700/800 MHz P25 portable	1	\$2,000	\$2,000
14	Programming and Installation	ea	\$350	Option
15	In-band 700 MHz P25 solution (700/800 MHz P25 mobile, using 700/800 MHz P25 portable)	500	\$2,750	\$1,375,000
16	Programming and Installation	ea	\$350	Option
17	Other CONTRACTOR solution - list here	1	\$2,750	\$2,750
18	Programming and Installation	ea	\$350	Option
	Programming Accessories			
19	Programming software for above subscribers			
20	Cables for above subscribers (minimum of 2 per subscriber type)	2	\$86	\$173
			<b>TOTAL</b>	<b>\$28,172,235</b>



## 1.2.10 Table C.9 State Infrastructure (Towers, Shelters, Civil Work)

State Infrastructure Components				
Site	Description	Qty.	Proposal Price	Total (Extended) Price
	Infrastructure Components			
Proposed Sites	Architecture and Engineering Services	1 LOT	\$1,699,076	\$1,699,076
Proposed Sites	Site Acquisition/Zoning	1 LOT	\$155,505	\$155,505
Proposed Sites	Site Preparation	1 LOT	\$1,547,666	\$1,547,666
Adair North	Tower Hardware	350ft SS	\$125,949	\$125,949
	Tower and foundation installation	1 LOT	\$118,934	\$118,934
	Shelter - 12'x16'	1 LOT	\$78,999	\$78,999
	Shelter and foundation installation	1 LOT	\$46,348	\$46,348
	Generator, Fuel System, and ATS	1 LOT		Included with Shelter
	Facility Improvements	1 LOT	\$2,855	\$2,855
	Antenna and Line Installation	1 LOT	\$8,659	\$8,659
Adams	Tower Hardware	300ft SS	\$77,582	\$77,582
	Tower and foundation installation	1 LOT	\$98,560	\$98,560
	Shelter - 12'x16'	1 LOT	\$78,999	\$78,999
	Shelter and foundation installation	1 LOT	\$45,062	\$45,062
	Generator, Fuel System, and ATS	1 LOT		Included with Shelter
	Facility Improvements	1 LOT	\$2,855	\$2,855
	Antenna and Line Installation	1 LOT	\$7,158	\$7,158
Abia	Tower Hardware	300ft SS	\$81,065	\$81,065
	Tower and foundation installation	1 LOT	\$101,401	\$101,401
	Shelter - 12'x16'	1 LOT	\$78,999	\$78,999
	Shelter and foundation installation	1 LOT	\$45,062	\$45,062
	Generator, Fuel System, and ATS	1 LOT		Included with Shelter
	Facility Improvements	1 LOT	\$2,855	\$2,855
	Antenna and Line Installation	1 LOT	\$7,158	\$7,158
Allamakee	Tower Hardware	1 LOT	Existing	Existing
	Shelter	1 LOT	Existing	Existing
	Generator and Foundation Installation	1 LOT	\$20,056	\$20,056
	Generator, Fuel System, and ATS	1 LOT	\$21,330	\$21,330
	Facility Improvements	1 LOT	\$8,030	\$8,030
	Antenna and Line Installation	1 LOT	\$10,434	\$10,434
Ankeny Dispatch	Tower Hardware	1 LOT	Existing	Existing
	Shelter	1 LOT	Existing	Existing
	UPS	1 LOT	\$8,466	\$8,466

State Infrastructure Components				
Site	Description	Qty.	Proposal Price	Total (Extended) Price
	Facility Improvements	1 LOT	\$6,286	\$6,286
Appanoose	Tower Hardware	300ft SS	\$77,582	\$77,582
	Tower and foundation installation	1 LOT	\$98,560	\$98,560
	Shelter - 12'x16'	1 LOT	\$78,999	\$78,999
	Shelter and foundation installation	1 LOT	\$42,699	\$42,699
	Generator, Fuel System, and ATS	1 LOT		Included with Shelter
	Facility Improvements	1 LOT	\$6,341	\$6,341
	Antenna and Line Installation	1 LOT	\$7,158	\$7,158
Atlantic Dispatch	Tower Hardware	250ft SS	\$62,716	\$62,716
	Tower and foundation installation	1 LOT	\$89,551	\$89,551
	Shelter	1 LOT	Existing	Existing
	UPS	1 LOT	\$26,990	\$26,990
	Facility Improvements	1 LOT	\$43,104	\$43,104
ATT Woodbury	Tower Hardware	1 LOT	Existing	Existing
	Shelter	1 LOT	Existing	Existing
	Facility Improvements	1 LOT	\$11,354	\$11,354
Beaverdale	Tower Hardware	300ft SS	\$77,582	\$77,582
	Tower and foundation installation	1 LOT	\$98,560	\$98,560
	Shelter - 12'x16'	1 LOT	\$78,999	\$78,999
	Shelter and foundation installation	1 LOT	\$45,062	\$45,062
	Generator, Fuel System, and ATS	1 LOT		Included with Shelter
	Facility Improvements	1 LOT	\$2,855	\$2,855
	Antenna and Line Installation	1 LOT	\$6,943	\$6,943
Bennetville ATC	Tower Hardware	1 LOT	Existing	Existing
	Shelter - 12'x16'	1 LOT	\$78,999	\$78,999
	Shelter and foundation installation	1 LOT	\$36,591	\$36,591
	Generator, Fuel System, and ATS	1 LOT		Included with Shelter
	Facility Improvements	1 LOT	\$2,855	\$2,855
	Antenna and Line Installation	1 LOT	\$10,025	\$10,025
Benton	Tower Hardware	1 LOT	Existing	Existing
	Shelter	1 LOT	Existing	Existing
	Generator	1 LOT	\$21,330	\$21,330
	Generator, Fuel System, and ATS Installation	1 LOT	\$20,056	\$20,056
	Facility Improvements	1 LOT	\$8,030	\$8,030
Boone Remote	Tower Hardware	325ft SS	\$89,976	\$89,976
	Tower and foundation installation	1 LOT	\$112,299	\$112,299
	Shelter - 12'x16'	1 LOT	\$78,999	\$78,999
	Shelter and foundation installation	1 LOT	\$44,982	\$44,982



State Infrastructure Components				
Site	Description	Qty.	Proposal Price	Total (Extended) Price
	Generator, Fuel System, and ATS	1 LOT		Included with Shelter
	Facility Improvements	1 LOT	\$6,341	\$6,341
	Antenna and Line Installation	1 LOT	\$8,081	\$8,081
Bremer	Tower Hardware	300ft SS	\$77,582	\$77,582
	Tower and foundation installation	1 LOT	\$98,560	\$98,560
	Shelter - 12'x16'	1 LOT	\$78,999	\$78,999
	Shelter and foundation installation	1 LOT	\$47,009	\$47,009
	Generator, Fuel System, and ATS	1 LOT		Included with Shelter
	Facility Improvements	1 LOT	\$2,855	\$2,855
	Antenna and Line Installation	1 LOT	\$7,158	\$7,158
Brooklyn	Tower Hardware	300ft SS	\$77,582	\$77,582
	Tower and foundation installation	1 LOT	\$98,560	\$98,560
	Shelter - 12'x16'	1 LOT	\$78,999	\$78,999
	Shelter and foundation installation	1 LOT	\$42,699	\$42,699
	Generator, Fuel System, and ATS	1 LOT		Included with Shelter
	Facility Improvements	1 LOT	\$2,855	\$2,855
	Antenna and Line Installation	1 LOT	\$7,158	\$7,158
Buchanon	Tower Hardware	1 LOT	Existing	Existing
	Shelter	1 LOT	Existing	Existing
	Generator Installation	1 LOT	\$20,056	\$20,056
	Generator, Fuel System, and ATS	1 LOT	\$21,330	\$21,330
	Facility Improvements	1 LOT	\$8,030	\$8,030
	Antenna and Line Installation	1 LOT	\$8,616	\$8,616
Calf St. Woodbury	Tower Hardware	1 LOT	Existing	Existing
	Shelter	1 LOT	Existing	Existing
	Antenna and Line Installation	1 LOT	\$8,114	\$8,114
Calhoun	Tower Hardware	1 LOT	Existing	Existing
	Shelter	1 LOT	Existing	Existing
	Generator Installation	1 LOT	\$25,351	\$25,351
	Generator, Fuel System, and ATS	1 LOT	\$21,330	\$21,330
	Facility Improvements	1 LOT	\$8,030	\$8,030
	Antenna and Line Installation	1 LOT	\$3,667	\$3,667
Camp ATC	Tower Hardware	1 LOT	Existing	Existing
	Shelter - 12'x16'	1 LOT	\$78,999	\$78,999
	Shelter and foundation installation	1 LOT	\$42,288	\$42,288
	Generator, Fuel System, and ATS	1 LOT		Included with Shelter
	Facility Improvements	1 LOT	\$2,855	\$2,855
	Antenna and Line Installation	1 LOT	\$8,545	\$8,545



State Infrastructure Components				
Site	Description	Qty.	Proposal Price	Total (Extended) Price
Carroll Remote	Tower Hardware	350ft SS	\$122,542	\$122,542
	Tower and foundation installation	1 LOT	\$118,934	\$118,934
	Shelter - 12'x16'	1 LOT	\$78,999	\$78,999
	Shelter and foundation installation	1 LOT	\$47,672	\$47,672
	Generator, Fuel System, and ATS	1 LOT		Included with Shelter
	Facility Improvements	1 LOT	\$2,855	\$2,855
	Antenna and Line Installation	1 LOT	\$5,096	\$5,096
Cedar Falls	Shelter - 12'x16'	1 LOT	\$78,999	\$78,999
	Shelter and foundation installation	1 LOT	\$42,288	\$42,288
	Generator, Fuel System, and ATS	1 LOT		Included with Shelter
	Facility Improvements	1 LOT	\$2,855	\$2,855
	Antenna and Line Installation	1 LOT	\$14,330	\$14,330
Cedar Falls Dispatch	Tower Hardware	110ft Mono	\$25,784	\$25,784
	Tower and foundation installation	1 LOT	\$31,059	\$31,059
	Generator Installation	1 LOT	\$17,409	\$17,409
	Generator, Fuel System, and ATS	1 LOT	\$26,310	\$26,310
	UPS	1 LOT	\$24,170	\$24,170
	Facility Improvements	1 LOT	\$19,315	\$19,315
	Antenna and Line Installation	1 LOT	\$1,409	\$1,409
Cedar Rapids Dispatch	Tower Hardware	250ft SS	\$70,790	\$70,790
	Tower and foundation installation	1 LOT	\$102,941	\$102,941
	Shelter	1 LOT	Existing	Existing
	UPS (one for core, one for dispatch)	1 LOT	\$64,249	\$64,249
	Facility Improvements	1 LOT	\$34,585	\$34,585
	Antenna and Line Installation	1 LOT	\$7,204	\$7,204
Cherokee	Tower Hardware	400ft SS	\$155,379	\$155,379
	Tower and foundation installation	1 LOT	\$159,198	\$159,198
	Shelter - 12'x16'	1 LOT	\$78,999	\$78,999
	Shelter and foundation installation	1 LOT	\$44,312	\$44,312
	Generator, Fuel System, and ATS	1 LOT		Included with Shelter
	Facility Improvements	1 LOT	\$2,855	\$2,855
	Antenna and Line Installation	1 LOT	\$9,648	\$9,648
Chickasaw	Tower Hardware	300ft SS	\$77,365	\$77,365
	Tower and foundation installation	1 LOT	\$98,560	\$98,560
	Shelter - 12'x16'	1 LOT	\$78,999	\$78,999
	Shelter and foundation installation	1 LOT	\$43,114	\$43,114
	Generator, Fuel System, and ATS	1 LOT		Included with Shelter



State Infrastructure Components				
Site	Description	Qty.	Proposal Price	Total (Extended) Price
	Facility Improvements	1 LOT	\$2,855	\$2,855
Chief Alfa ATC	Tower Hardware	1 LOT	Existing	Existing
	Shelter - 12'x16'	1 LOT	\$78,999	\$78,999
	Shelter and foundation installation	1 LOT	\$42,288	\$42,288
	Generator, Fuel System, and ATS	1 LOT		Included with Shelter
	Facility Improvements	1 LOT	\$2,855	\$2,855
	Antenna and Line Installation	1 LOT	\$11,189	\$11,189
	Clarinda DOC	Tower Hardware	400ft SS	\$155,379
Tower and foundation installation		1 LOT	\$159,198	\$159,198
Shelter - 12'x16'		1 LOT	\$78,999	\$78,999
Shelter and foundation installation		1 LOT	\$49,619	\$49,619
Generator, Fuel System, and ATS		1 LOT		Included with Shelter
Facility Improvements		1 LOT	\$2,855	\$2,855
Antenna and Line Installation		1 LOT	\$31,629	\$31,629
Clayton	Tower Hardware	400ft SS	\$155,379	\$155,379
	Tower and foundation installation	1 LOT	\$159,198	\$159,198
	Shelter - 12'x16'	1 LOT	\$78,999	\$78,999
	Shelter and foundation installation	1 LOT	\$56,274	\$56,274
	Generator, Fuel System, and ATS	1 LOT		Included with Shelter
	Facility Improvements	1 LOT	\$6,341	\$6,341
	Antenna and Line Installation	1 LOT	\$9,648	\$9,648
Davenport AT&T	Tower Hardware	1 LOT	Existing	Existing
	Shelter - 12'x16'	1 LOT	\$78,999	\$78,999
	Shelter and foundation installation	1 LOT	\$42,288	\$42,288
	Generator, Fuel System, and ATS	1 LOT		Included with Shelter
	Facility Improvements	1 LOT	\$2,855	\$2,855
	Antenna and Line Installation	1 LOT	\$8,347	\$8,347
Davis	Tower Hardware	300ft SS	\$77,365	\$77,365
	Tower and foundation installation	1 LOT	\$98,560	\$98,560
	Shelter - 12'x16'	1 LOT	\$78,999	\$78,999
	Shelter and foundation installation	1 LOT	\$42,699	\$42,699
	Generator, Fuel System, and ATS	1 LOT		Included with Shelter
	Facility Improvements	1 LOT	\$6,341	\$6,341
	Antenna and Line Installation	1 LOT	\$7,389	\$7,389
Dennison	Tower Hardware	325ft SS	\$85,878	\$85,878
	Tower and foundation installation	1 LOT	\$107,326	\$107,326
	Shelter - 12'x16'	1 LOT	\$78,999	\$78,999



State Infrastructure Components				
Site	Description	Qty.	Proposal Price	Total (Extended) Price
	Shelter and foundation installation	1 LOT	\$45,309	\$45,309
	Generator, Fuel System, and ATS	1 LOT		Included with Shelter
	Facility Improvements	1 LOT	\$2,855	\$2,855
	Antenna and Line Installation	1 LOT	\$7,660	\$7,660
Dps Post 3	Tower Hardware	1 LOT	Existing	Existing
	Shelter	1 LOT	Existing	Existing
	Facility Improvements	1 LOT	\$8,891	\$8,891
	Antenna and Line Installation	1 LOT	\$10,283	\$10,283
Dubuque	Tower Hardware	300ft SS	\$77,365	\$77,365
	Tower and foundation installation	1 LOT	\$98,560	\$98,560
	Shelter - 12'x16'	1 LOT	\$78,999	\$78,999
	Shelter and foundation installation	1 LOT	\$47,009	\$47,009
	Generator, Fuel System, and ATS	1 LOT		Included with Shelter
	Facility Improvements	1 LOT	\$6,341	\$6,341
	Antenna and Line Installation	1 LOT	\$8,567	\$8,567
Emmet	Tower Hardware	300ft SS	\$77,365	\$77,365
	Tower and foundation installation	1 LOT	\$98,560	\$98,560
	Shelter - 12'x16'	1 LOT	\$78,999	\$78,999
	Shelter and foundation installation	1 LOT	\$41,702	\$41,702
	Generator, Fuel System, and ATS	1 LOT		Included with Shelter
	Facility Improvements	1 LOT	\$2,855	\$2,855
	Antenna and Line Installation	1 LOT	\$7,389	\$7,389
Fairfield Dispatch	Tower Hardware	325ft SS	\$85,878	\$85,878
	Tower and foundation installation	1 LOT	\$107,326	\$107,326
	Shelter	1 LOT	Existing	Existing
	UPS	1 LOT	\$26,990	\$26,990
	Facility Improvements	1 LOT	\$50,913	\$50,913
	Antenna and Line Installation	1 LOT	\$8,246	\$8,246
Fayette	Tower Hardware	300ft SS	\$77,365	\$77,365
	Tower and foundation installation	1 LOT	\$98,560	\$98,560
	Shelter - 12'x16'	1 LOT	\$78,999	\$78,999
	Shelter and foundation installation	1 LOT	\$45,062	\$45,062
	Generator, Fuel System, and ATS	1 LOT		Included with Shelter
	Facility Improvements	1 LOT	\$6,341	\$6,341
	Antenna and Line Installation	1 LOT	\$7,158	\$7,158
Franklin	Tower Hardware	1 LOT	Existing	Existing
	Shelter	1 LOT	Existing	Existing
	Generator Installation	1 LOT	\$18,615	\$18,615



State Infrastructure Components				
Site	Description	Qty.	Proposal Price	Total (Extended) Price
	Generator, Fuel System, and ATS	1 LOT	\$21,870	\$21,870
	Facility Improvements	1 LOT	\$8,030	\$8,030
	Antenna and Line Installation	1 LOT	\$10,221	\$10,221
Freemont	Tower Hardware	350ft SS	\$125,949	\$125,949
	Tower and foundation installation	1 LOT	\$122,486	\$122,486
	Shelter - 12'x16'	1 LOT	\$78,999	\$78,999
	Shelter and foundation installation	1 LOT	\$47,672	\$47,672
	Generator, Fuel System, and ATS	1 LOT		Included with Shelter
	Facility Improvements	1 LOT	\$2,855	\$2,855
	Antenna and Line Installation	1 LOT	\$8,890	\$8,890
Ft.Dodge DOC	Tower Hardware	300ft SS	\$80,450	\$80,450
	Tower and foundation installation	1 LOT	\$101,401	\$101,401
	Shelter - 12'x16'	1 LOT	\$78,999	\$78,999
	Shelter and foundation installation	1 LOT	\$45,062	\$45,062
	Generator, Fuel System, and ATS	1 LOT		Included with Shelter
	Facility Improvements	1 LOT	\$6,341	\$6,341
	Antenna and Line Installation	1 LOT	\$7,195	\$7,195
Glenwood	Tower Hardware	300ft SS	\$77,365	\$77,365
	Tower and foundation installation	1 LOT	\$98,560	\$98,560
	Shelter - 12'x16'	1 LOT	\$78,999	\$78,999
	Shelter and foundation installation	1 LOT	\$42,699	\$42,699
	Generator, Fuel System, and ATS	1 LOT		Included with Shelter
	Facility Improvements	1 LOT	\$6,341	\$6,341
	Antenna and Line Installation	1 LOT	\$8,423	\$8,423
Grandview IA 6	Tower Hardware	1 LOT	Existing	Existing
	Shelter - 12'x16'	1 LOT	\$78,999	\$78,999
	Shelter and foundation installation	1 LOT	\$42,288	\$42,288
	Generator, Fuel System, and ATS	1 LOT		Included with Shelter
	Facility Improvements	1 LOT	\$2,855	\$2,855
	Antenna and Line Installation	1 LOT	\$10,209	\$10,209
Grundy	Tower Hardware	180ft SS	\$46,310	\$46,310
	Tower and foundation installation	1 LOT	\$68,273	\$68,273
	Shelter - 12'x16'	1 LOT	\$78,999	\$78,999
	Shelter and foundation installation	1 LOT	\$45,062	\$45,062
	Generator, Fuel System, and ATS	1 LOT		Included with Shelter
	Facility Improvements	1 LOT	\$2,855	\$2,855
Hardin	Tower Hardware	300ft SS	\$77,365	\$77,365



State Infrastructure Components				
Site	Description	Qty.	Proposal Price	Total (Extended) Price
	Tower and foundation installation	1 LOT	\$98,560	\$98,560
	Shelter - 12'x16'	1 LOT	\$78,999	\$78,999
	Shelter and foundation installation	1 LOT	\$41,702	\$41,702
	Generator, Fuel System, and ATS	1 LOT		Included with Shelter
	Facility Improvements	1 LOT	\$6,341	\$6,341
	Antenna and Line Installation	1 LOT	\$7,158	\$7,158
Harrison	Tower Hardware	300ft SS	\$77,365	\$77,365
	Tower and foundation installation	1 LOT	\$98,560	\$98,560
	Shelter - 12'x16'	1 LOT	\$78,999	\$78,999
	Shelter and foundation installation	1 LOT	\$44,088	\$44,088
	Generator, Fuel System, and ATS	1 LOT		Included with Shelter
	Facility Improvements	1 LOT	\$2,855	\$2,855
	Antenna and Line Installation	1 LOT	\$7,158	\$7,158
Holly Cross	Tower Hardware	300ft SS	\$77,365	\$77,365
	Tower and foundation installation	1 LOT	\$98,560	\$98,560
	Shelter - 12'x16'	1 LOT	\$78,999	\$78,999
	Shelter and foundation installation	1 LOT	\$44,693	\$44,693
	Generator, Fuel System, and ATS	1 LOT		Included with Shelter
	Facility Improvements	1 LOT	\$6,341	\$6,341
	Antenna and Line Installation	1 LOT	\$7,389	\$7,389
Iowa Tower	Tower Hardware	1 LOT	Existing	Existing
	Shelter - 12'x16'	1 LOT	\$78,999	\$78,999
	Shelter and foundation installation	1 LOT	\$40,877	\$40,877
	Generator, Fuel System, and ATS	1 LOT		Included with Shelter
	Facility Improvements	1 LOT	\$2,855	\$2,855
	Antenna and Line Installation	1 LOT	\$10,221	\$10,221
Jackson	Tower Hardware	300ft SS	\$74,412	\$74,412
	Tower and foundation installation	1 LOT	\$98,560	\$98,560
	Shelter - 12'x16'	1 LOT	\$78,999	\$78,999
	Shelter and foundation installation	1 LOT	\$41,204	\$41,204
	Generator, Fuel System, and ATS	1 LOT		Included with Shelter
	Facility Improvements	1 LOT	\$2,855	\$2,855
	Antenna and Line Installation	1 LOT	\$7,389	\$7,389
JFHQ	Tower Hardware	1 LOT	Existing	Existing
	Shelter	1 LOT	Existing	Existing
	UPS	1 LOT	\$37,259	\$37,259
	Antenna and Line Installation	1 LOT	\$8,215	\$8,215



State Infrastructure Components				
Site	Description	Qty.	Proposal Price	Total (Extended) Price
Johnson	Tower Hardware	1 LOT	Existing	Existing
	Shelter	1 LOT	Existing	Existing
	Generator Installation	1 LOT	\$22,439	\$22,439
	Generator, Fuel System, and ATS	1 LOT	\$21,330	\$21,330
	Facility Improvements	1 LOT	\$8,030	\$8,030
	Antenna and Line Installation	1 LOT	\$12,002	\$12,002
Jones	Tower Hardware	1 LOT	Existing	Existing
	Shelter - 12'x16'	1 LOT	\$78,999	\$78,999
	Shelter and foundation installation	1 LOT	\$43,262	\$43,262
	Generator, Fuel System, and ATS	1 LOT		Included with Shelter
	Facility Improvements	1 LOT	\$2,855	\$2,855
	Antenna and Line Installation	1 LOT	\$10,336	\$10,336
K24IM Keosq	Tower Hardware	1 LOT	Existing	Existing
	Shelter - 12'x16'	1 LOT	\$78,999	\$78,999
	Shelter and foundation installation	1 LOT	\$43,262	\$43,262
	Generator, Fuel System, and ATS	1 LOT		Included with Shelter
	Facility Improvements	1 LOT	\$5,652	\$5,652
	Antenna and Line Installation	1 LOT	\$11,859	\$11,859
K43LXR Rapids	Tower Hardware	1 LOT	Existing	Existing
	Shelter - 12'x16'	1 LOT	\$78,999	\$78,999
	Shelter and foundation installation	1 LOT	\$43,262	\$43,262
	Generator, Fuel System, and ATS	1 LOT		Included with Shelter
	Facility Improvements	1 LOT	\$5,652	\$5,652
	Antenna and Line Installation	1 LOT	\$12,684	\$12,684
Keokuk	Tower Hardware	1 LOT	Existing	Existing
	Shelter	1 LOT	Existing	Existing
	Generator	1 LOT	\$21,330	\$21,330
	Generator Installation	1 LOT	\$22,439	\$22,439
	Facility Improvements	1 LOT	\$8,030	\$8,030
	Antenna and Line Installation	1 LOT	\$10,525	\$10,525
KHIN Red Oak	Tower Hardware	1 LOT	Existing	Existing
	Shelter	1 LOT	Existing	Existing
	Surge Protection	1 LOT	\$2,160	\$2,160
	Facility Improvements	1 LOT	\$11,336	\$11,336
	Antenna and Line Installation	1 LOT	\$17,952	\$17,952
KIIN Iowa City	Tower Hardware	1 LOT	Existing	Existing
	Shelter - 12'x16'	1 LOT	\$78,999	\$78,999
	Shelter and foundation installation	1 LOT	\$43,262	\$43,262



State Infrastructure Components				
Site	Description	Qty.	Proposal Price	Total (Extended) Price
	Generator, Fuel System, and ATS	1 LOT		Included with Shelter
	Facility Improvements	1 LOT	\$4,990	\$4,990
	Antenna and Line Installation	1 LOT	\$18,777	\$18,777
Kossuth	Tower Hardware	1 LOT	Existing	Existing
	Shelter	1 LOT	Existing	Existing
	Facility Improvements	1 LOT	\$8,097	\$8,097
	Antenna and Line Installation	1 LOT	\$8,616	\$8,616
KSUX	Tower Hardware	1 LOT	Existing	Existing
	Shelter	1 LOT	Existing	Existing
	Antenna and Line Installation	1 LOT	\$11,519	\$11,519
KTIN Ft. Dodge	Tower Hardware	1 LOT	Existing	Existing
	Shelter	1 LOT	Existing	Existing
	Surge Protection	1 LOT	\$2,160	\$2,160
	Facility Improvements	1 LOT	\$13,471	\$13,471
	Antenna and Line Installation	1 LOT	\$18,777	\$18,777
Lee	Tower Hardware	300ft SS	\$77,365	\$77,365
	Tower and foundation installation	1 LOT	\$98,560	\$98,560
	Shelter - 12'x16'	1 LOT	\$78,999	\$78,999
	Shelter and foundation installation	1 LOT	\$45,062	\$45,062
	Generator, Fuel System, and ATS	1 LOT		Included with Shelter
	Facility Improvements	1 LOT	\$2,855	\$2,855
	Antenna and Line Installation	1 LOT	\$7,158	\$7,158
Lourdes	Tower Hardware	300ft SS	\$80,450	\$80,450
	Tower and foundation installation	1 LOT	\$101,401	\$101,401
	Shelter - 12'x16'	1 LOT	\$78,999	\$78,999
	Shelter and foundation installation	1 LOT	\$43,696	\$43,696
	Generator, Fuel System, and ATS	1 LOT		Included with Shelter
	Facility Improvements	1 LOT	\$6,341	\$6,341
	Antenna and Line Installation	1 LOT	\$7,158	\$7,158
Lucas	Tower Hardware	350ft SS	\$122,542	\$122,542
	Tower and foundation installation	1 LOT	\$118,934	\$118,934
	Shelter - 12'x16'	1 LOT	\$78,999	\$78,999
	Shelter and foundation installation	1 LOT	\$45,309	\$45,309
	Generator, Fuel System, and ATS	1 LOT		Included with Shelter
	Facility Improvements	1 LOT	\$6,341	\$6,341
	Antenna and Line Installation	1 LOT	\$8,659	\$8,659
Madison	Tower Hardware	350ft SS	\$122,542	\$122,542
	Tower and foundation installation	1 LOT	\$114,672	\$114,672



State Infrastructure Components				
Site	Description	Qty.	Proposal Price	Total (Extended) Price
	Shelter - 12'x16'	1 LOT	\$78,999	\$78,999
	Shelter and foundation installation	1 LOT	\$43,114	\$43,114
	Generator, Fuel System, and ATS	1 LOT		Included with Shelter
	Facility Improvements	1 LOT	\$2,855	\$2,855
	Antenna and Line Installation	1 LOT	\$8,659	\$8,659
Maquoketa	Tower Hardware	325ft SS	\$102,849	\$102,849
	Tower and foundation installation	1 LOT	\$115,140	\$115,140
	Shelter - 12'x16'	1 LOT	\$78,999	\$78,999
	Shelter and foundation installation	1 LOT	\$45,808	\$45,808
	Generator, Fuel System, and ATS	1 LOT		Included with Shelter
	Facility Improvements	1 LOT	\$6,341	\$6,341
	Antenna and Line Installation	1 LOT	\$8,411	\$8,411
Marion	Tower Hardware	300ft SS	\$80,450	\$80,450
	Tower and foundation installation	1 LOT	\$101,401	\$101,401
	Shelter - 12'x16'	1 LOT	\$78,999	\$78,999
	Shelter and foundation installation	1 LOT	\$43,114	\$43,114
	Generator, Fuel System, and ATS	1 LOT		Included with Shelter
	Facility Improvements	1 LOT	\$2,855	\$2,855
	Antenna and Line Installation	1 LOT	\$7,158	\$7,158
Marshall	Tower Hardware	400ft SS	\$151,090	\$151,090
	Tower and foundation installation	1 LOT	\$159,198	\$159,198
	Shelter - 12'x16'	1 LOT	\$78,999	\$78,999
	Shelter and foundation installation	1 LOT	\$47,672	\$47,672
	Generator, Fuel System, and ATS	1 LOT		Included with Shelter
	Facility Improvements	1 LOT	\$2,855	\$2,855
	Antenna and Line Installation	1 LOT	\$9,813	\$9,813
Mason City EE	Tower Hardware	1 LOT	Existing	Existing
	Shelter - 12'x16'	1 LOT	\$78,999	\$78,999
	Shelter and foundation installation	1 LOT	\$43,612	\$43,612
	Generator, Fuel System, and ATS	1 LOT		Included with Shelter
	Facility Improvements	1 LOT	\$2,855	\$2,855
	Antenna and Line Installation	1 LOT	\$11,931	\$11,931
Mitchelville DOC	Tower Hardware	350ft SS	\$125,949	\$125,949
	Tower and foundation installation	1 LOT	\$122,486	\$122,486
	Shelter - 12'x16'	1 LOT	\$78,999	\$78,999
	Shelter and foundation installation	1 LOT	\$47,672	\$47,672
	Generator, Fuel System, and ATS	1 LOT		Included with



State Infrastructure Components				
Site	Description	Qty.	Proposal Price	Total (Extended) Price
				Shelter
	Facility Improvements	1 LOT	\$2,855	\$2,855
	Antenna and Line Installation	1 LOT	\$7,301	\$7,301
Monona	Tower Hardware	1 LOT	Existing	Existing
	Shelter	1 LOT	Existing	Existing
	Generator Installation	1 LOT	\$19,262	\$19,262
	Generator, Fuel System, and ATS	1 LOT	\$21,330	\$21,330
	Facility Improvements	1 LOT	\$8,030	\$8,030
	Antenna and Line Installation	1 LOT	\$4,900	\$4,900
Norwalk - Westcom	Tower Hardware	1 LOT	Existing	Existing
	Shelter	1 LOT	Existing	Existing
O'Brien	Tower Hardware	1 LOT	Existing	Existing
	Shelter	1 LOT	Existing	Existing
	Generator Installation	1 LOT	\$19,262	\$19,262
	Generator, Fuel System, and ATS	1 LOT	\$21,330	\$21,330
	Facility Improvements	1 LOT	\$8,030	\$8,030
	Antenna and Line Installation	1 LOT	\$6,554	\$6,554
Plymouth Place	Tower Hardware	1 LOT	Existing	Existing
	Shelter	1 LOT	Existing	Existing
	Antenna and Line Installation	1 LOT	\$6,239	\$6,239
Plymouth Remote	Tower Hardware	180ft SS	\$44,538	\$44,538
	Tower and foundation installation	1 LOT	\$68,273	\$68,273
	Shelter - 12'x16'	1 LOT	\$78,999	\$78,999
	Shelter and foundation installation	1 LOT	\$44,236	\$44,236
	Generator, Fuel System, and ATS	1 LOT		Included with Shelter
	Facility Improvements	1 LOT	\$2,855	\$2,855
Ringgold	Tower Hardware	300ft SS	\$77,365	\$77,365
	Tower and foundation installation	1 LOT	\$98,560	\$98,560
	Shelter - 12'x16'	1 LOT	\$78,999	\$78,999
	Shelter and foundation installation	1 LOT	\$44,088	\$44,088
	Generator, Fuel System, and ATS	1 LOT		Included with Shelter
	Facility Improvements	1 LOT	\$2,855	\$2,855
	Antenna and Line Installation	1 LOT	\$5,327	\$5,327
Scott	Tower Hardware	300ft SS	\$77,365	\$77,365
	Tower and foundation installation	1 LOT	\$98,560	\$98,560
	Shelter - 12'x16'	1 LOT	\$78,999	\$78,999
	Shelter and foundation installation	1 LOT	\$44,088	\$44,088
	Generator, Fuel System, and ATS	1 LOT		Included with Shelter



State Infrastructure Components				
Site	Description	Qty.	Proposal Price	Total (Extended) Price
	Facility Improvements	1 LOT	\$2,855	\$2,855
	Antenna and Line Installation	1 LOT	\$7,158	\$7,158
Shelby	Tower Hardware	300ft SS	\$77,365	\$77,365
	Tower and foundation installation	1 LOT	\$98,560	\$98,560
	Shelter - 12'x16'	1 LOT	\$78,999	\$78,999
	Shelter and foundation installation	1 LOT	\$41,304	\$41,304
	Generator, Fuel System, and ATS	1 LOT		Included with Shelter
	Facility Improvements	1 LOT	\$2,855	\$2,855
	Antenna and Line Installation	1 LOT	\$7,158	\$7,158
Springbrook	Tower Hardware	300ft SS	\$77,365	\$77,365
	Tower and foundation installation	1 LOT	\$98,560	\$98,560
	Shelter - 12'x16'	1 LOT	\$78,999	\$78,999
	Shelter and foundation installation	1 LOT	\$46,035	\$46,035
	Generator, Fuel System, and ATS	1 LOT		Included with Shelter
	Facility Improvements	1 LOT	\$2,855	\$2,855
	Antenna and Line Installation	1 LOT	\$7,158	\$7,158
Starc Armory Dispatch	Tower Hardware	1 LOT	Existing	Existing
	Shelter	1 LOT	Existing	Existing
	UPS	1 LOT	\$25,580	\$25,580
	Facility Improvements	1 LOT	\$18,379	\$18,379
Storm Lake	Tower Hardware	1 LOT	Existing	Existing
	Shelter - 12'x16' with UPS in Eq Shelter	1 LOT	\$95,835	\$95,835
	Shelter and foundation installation	1 LOT	\$43,262	\$43,262
	Generator, Fuel System, and ATS	1 LOT		Included with Shelter
	UPS - Dispatch Area	1 LOT	\$26,330	\$26,330
	Facility Improvements	1 LOT	\$14,493	\$14,493
	Antenna and Line Installation	1 LOT	\$8,730	\$8,730
Story Remote	Tower Hardware	1 LOT	Existing	Existing
	Shelter	1 LOT	Existing	Existing
	Facility Improvements	1 LOT	\$15,805	\$15,805
	Antenna and Line Installation	1 LOT	\$10,336	\$10,336
Terrace Hills Dispatch	Tower Hardware	1 LOT	Existing	Existing
	Shelter	1 LOT	Existing	Existing
	Facility Improvements	1 LOT	\$3,842	\$3,842
	UPS	1 LOT	\$8,466	\$8,466
Van Wert DPS	Tower Hardware	300ft SS	\$77,365	\$77,365
	Tower and foundation installation	1 LOT	\$98,560	\$98,560
	Shelter - 12'x16'	1 LOT	\$78,999	\$78,999



State Infrastructure Components				
Site	Description	Qty.	Proposal Price	Total (Extended) Price
	Shelter and foundation installation	1 LOT	\$45,062	\$45,062
	Generator, Fuel System, and ATS	1 LOT		Included with Shelter
	Facility Improvements	1 LOT	\$2,855	\$2,855
	Antenna and Line Installation	1 LOT	\$7,158	\$7,158
WDM 98th St.	Tower Hardware	1 LOT	Existing	Existing
	Shelter	1 LOT	Existing	Existing
Winnebago	Tower Hardware	300ft SS	\$77,365	\$77,365
	Tower and foundation installation	1 LOT	\$98,560	\$98,560
	Shelter - 12'x16'	1 LOT	\$78,999	\$78,999
	Shelter and foundation installation	1 LOT	\$44,088	\$44,088
	Generator, Fuel System, and ATS	1 LOT		Included with Shelter
	Facility Improvements	1 LOT	\$2,855	\$2,855
	Antenna and Line Installation	1 LOT	\$7,389	\$7,389
WIT	Tower Hardware	1 LOT	Existing	Existing
	Shelter	1 LOT	Existing	Existing
Woodbury Co	Tower Hardware	1 LOT	Existing	Existing
	Shelter	1 LOT	Existing	Existing
			<b>TOTAL</b>	<b>\$20,664,470</b>

### 1.2.11 Table C.10 DOC Infrastructure (Towers, Shelters, Civil Work)

Please see Supplement 15, Civil Statement of Work for detail about the specific scope priced



Item	Site	System Site? (Yes/No)	DOC Infrastructure Components	DOC Tower/Shelter Only		
			Description	Qty.	Proposal Price	Total (Extended) Price
			Infrastructure Components			
	C.10 DOC Sites	No	A & E Services	1 LOT	\$146,924	\$146,924
	C.10 DOC Sites	No	Site Acquisition and Zone	1 LOT	\$22,909	\$22,909
	C.10 DOC Sites	No	Site Preparation	1 LOT	\$111,276	\$111,276
	C.10 DOC Sites	No	Site Construction Manager	1 LOT	\$172,125	\$172,125
1	Anamosa	No	No Civil Quote Required			
2	Luster Heights	No	Saber 140-foot self-supported tower	1 LOT	\$16,769	\$16,769
			Tower and foundation installation	1 LOT	\$38,010	\$39,972
			Reiant 8' x 8' x 9' Prefab Building	1 LOT	\$38,930	\$38,930
			Shelter and foundation installation	1 LOT	\$38,010	\$38,010
3	Ft. Dodge	Yes	See Table C.9			
4	Ft. Madison	No	Saber 180-foot self-supported tower	1 LOT	\$22,959	\$22,959
			Tower and foundation installation	1 LOT	\$66,633	\$66,633
			Reiant 8' x 8' x 9' Prefab Building	1 LOT	\$38,930	\$38,930
			Shelter and foundation installation	1 LOT	\$38,010	\$38,010
6	Mitchellville	Yes	See Table C.9	1 LOT		
7	Mt. Pleasant	No	Saber 160-foot self-supported tower	1 LOT	\$20,166	\$20,166
			Tower and foundation installation	1 LOT	\$46,033	\$46,033
			Reiant 8' x 8' x 9' Prefab Building	1 LOT	\$38,930	\$38,930
			Shelter and foundation installation	1 LOT	\$38,010	\$38,010
8	Newton	No	Saber 160-foot self-supported tower	1 LOT	\$20,166	\$20,166
			Tower and foundation installation	1 LOT	\$46,033	\$46,033
			Reiant 8' x 8' x 9' Prefab Building	1 LOT	\$38,930	\$38,930
			Shelter and foundation installation	1 LOT	\$38,010	\$38,010
9	Oakdale	No	Saber 160-foot self-supported tower	1 LOT	\$20,166	\$20,166
			Tower and foundation installation	1 LOT	\$46,033	\$46,033
			Reiant 8' x 8' x 9' Prefab Building	1 LOT	\$38,930	\$38,930
			Shelter and foundation installation	1 LOT	\$38,010	\$38,010
10	Clarinda	Yes	See Table C.9	1 LOT		
11	Rockwell City	No	Saber 160-foot self-supported tower	1 LOT	\$20,166	\$20,166
			Tower and foundation installation	1 LOT	\$46,033	\$46,033
			Reiant 8' x 8' x 9' Prefab Building	1 LOT	\$38,930	\$38,930
			Shelter and foundation installation	1 LOT	\$38,010	\$38,010
					TOTAL DOC SITES	<b>\$1,326,006</b>
					TOTAL DOC Non-System S	<b>\$1,326,006</b>

### 1.2.12 Table C.11 Spare Parts

Spare Parts				
Item	Description	Qty.	Proposal Price	Total (Extended) Price
1	Radio Site	1 LOT	\$61,607.52	\$61,608
2	Dispatch	1 LOT	\$134,200.50	\$134,201
3	Core	1 LOT	\$748,550.70	\$748,551
4	Microwave	1 LOT	\$111,832.80	\$111,833
	<b>TOTAL</b>			<b>\$1,056,192</b>



### 1.2.13 Table C.12 Post Warranty Options

Post Warranty Options			
Item	Description	Proposal Price	Quantity of Subscribers
	RFP OPTIONS (list all)		
1	Post Warranty Options for Purchased Items: Include pricing for the post-warranty maintenance on an annual basis (based on a three year warranty)		
2	Subscriber maintenance after 3-year warranty - Year 1 (Y4)	\$268,515	8003
3	Subscriber maintenance after 3-year warranty - Year 2 (5)	\$276,571	8003
4	Subscriber maintenance after 3-year warranty - Year 3 (6)	\$284,867	8003
5	Subscriber maintenance after 3-year warranty - Year 4 (7)	\$293,414	8003
6	Subscriber maintenance after 3-year warranty - Year 5 (8)	\$302,216	8003
7	Subscriber maintenance after 3-year warranty - Year 6 (9)	\$311,282	8003
8	Subscriber maintenance after 3-year warranty - Year 7 (10)	\$320,621	8003
9	Subscriber maintenance after 3-year warranty - Year 8 (11)	Beyond Lease Term	
10	Subscriber maintenance after 3-year warranty - Year 9 (12)	Beyond Lease Term	
11	Fleetmap	Included with System	
12	Template	100 Included with System	

### 1.2.14 Table C.13 Equipment Options

Motorola has an extensive portfolio of user radios and accessory options. Motorola welcomes the opportunity to present our portfolio in more depth.



Equipment (Options)			
Item	Description	Model Number	Proposal Price
	Subscribers		
1	700/800 MHz Portable - Model 2 - APX4000 - P25 FDMA - P25 TDMA - 2 Year Repair Service Advantage (3 Year Total Warranty)	APX4000	\$2,612
2	700/800 MHz Portable - Model 1 - APX6000 - P25 FDMA - P25 TDMA - 2 Year Repair Service Advantage (3 Year Total Warranty)	APX6000Li	\$3,061
3	700/800 MHz Portable - Model 2 - APX6000 - P25 FDMA - P25 TDMA - 2 Year Repair Service Advantage (3 Year Total Warranty)	APX6000Li	\$3,211
4	700/800 MHz Portable - Model 3 - APX6000 - P25 FDMA - P25 TDMA - 2 Year Repair Service Advantage (3 Year Total Warranty)	APX6000Li	\$3,411
5	700/800 MHz Portable - Model 1 Intrinsicly Safe - APX4000 ALT: IMPRES LI-ION 2300MAH FM (QA00582)	Add FM Battery to Main Model	\$82
6	700/800 MHz Portable - Model 1, 2, 3 Intrinsicly Safe - APX6000 ALT:LIION IMPRES FM/CSA 2300M (NNTN8092)	Add FM Battery to Main Model	\$37
7	700/800 MHz Mobile - Low Tier - Dash Mount	APX4500	\$2,995
8	700/800 MHz Mobile - Low Tier - Remote Mount	APX4500	\$3,201
9	700/800 MHz Mobile - Mid Tier - Dash Mount	APX6500 - O2 Head	\$3,592
10	700/800 MHz Mobile - Mid Tier - Remote Mount	APX6500 - O5 Head	\$3,540
11	700/800 MHz Mobile - High Tier - Remote Mount	APX6500 - O7 Head	\$3,640
12	700/800 MHz Control Station with 100' coax and Yagi		\$1,176
13	Multiband Portables	APX7000	\$4,311
14	Multiband Portables Intrinsicly Safe	Add FM Battery to Main Model	\$37
15	Multiband Mobiles	APX7500	\$4,420
	Software Options & Accessories		
16	Project 25 Operation	Included Above	Included Above
17	Phase 2 operation	Included Above	Included Above
18	Iowa Additional Feature Radio Package (Up-Tier from Li): DES Encryption (4000/4500 Either AES or DES) AES Encryption (4000/4500 Either AES or DES) GPS location OTAP Operation OTAR Operation (4000/4500 Not Support OTAR) Multikey option	Iowa Radio Package Add to Main Model	\$200



State of Iowa pricing is special package pricing specific to the mandatory options and configuration required to be compliant to the Request for Proposal. Should additional configuration options be desired, Motorola would like to work with State of Iowa to customize packages as desired.

Motorola Two-Way Radio Accessory Discount	20%
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### 1.2.15 Table C.14 Training

Training					
Item	Description	# Training Sessions	# Students each Class	Proposal Price	Extended Price
1	Infrastructure (System) maintainer training (OPTION)	4	8	\$245,677	Option
2	Microwave maintenance training (OPTION)	4	8	\$101,538	Option
3	Dispatch console maintainer training (OPTION)	4	8	\$93,419	Option
4	System manager training	4	8	\$93,419	\$93,419
5	Network management operator training	4	8	Included in System Manager	Included in System Manager
6	Subscriber programming training (including fleetmapping)	4	8	Included with Fleetmap	Included with Fleetmap
7	Console supervisor training	4	4	\$15,124	\$15,124
8	Console operator training	4	8	\$10,282	\$10,282
9	Train the trainer subscriber training	8	12	\$56,453	\$56,453
				<b>TOTAL</b>	<b>\$175,279</b>

### 1.2.16 Table C.15 System Lease Pricing

See Section 1.2.2

### 1.2.17 Table C.16 Site Purchase Pricing

Motorola will make payment to State not later than 30 days following State acceptance of the detailed System design. The State will provide a no-cost ground lease to the Motorola for purchased towers and shelters, when sites are defined in the detailed design process, but not later than 30 days following State acceptance of the detailed System design. Motorola will not remove any existing tower or shelter at a purchased site.



Site Purchase Prices								
Site Name	Latitude	Longitude	Shelter to Purchase	Tower To Purchase	Overall condition	Age	Needed upgrades	CONTRACTOR Purchase Price
Allamakee	43.27786111	-91.47630556	X	X	10x14 Shelter in overall good condition - Some upgrades are needed. Tower is Newer 180' SS assumed built to Addendum 6 Self Support tower installation information.	3years-2011	New 25 Kw generator / ATS and 500 Gallon LP storage tank, Ice bridge, Cable tray, electrical and grounding enhancements.	\$20,000
Benton	42--14-18.5	91-53-30.2	X	X	10x8 Shelter in overall good condition - Some upgrades are needed. Tower is Newer 300' SS assumed built to Addendum 6 Self Support tower installation information.	1 year-2013	New 25 Kw generator / ATS and 500 Gallon LP storage tank, Ice bridge, Cable tray, electrical and grounding enhancements.	\$50,000
Buchanan Remote	42.44408333	-91.88286111	X	X	10x14 Shelter in overall good condition - Some upgrades are needed. Tower is Newer 300' SS assumed built to Addendum 6 Self Support tower installation information.	1 year-2013	New 25 Kw generator / ATS and 500 Gallon LP storage tank, Ice bridge, Cable tray, electrical and grounding enhancements.	\$50,000
Calhoun Remote	42 23 56.90 N	94 38 16.90 W	X	X	10x14 Shelter in overall good condition - Some upgrades are needed. Tower is Newer 180' SS assumed built to Addendum 6 Self Support tower installation information.	3years-2011	New 25 Kw generator / ATS and 500 Gallon LP storage tank, Ice bridge, Cable tray, electrical and grounding enhancements.	\$20,000
DPS Post 3	42.45111111	-92.32019444	X	X	10x14 Shelter in overall good condition - Some upgrades are needed. Tower is Newer 300' SS assumed built to Addendum 6 Self Support tower installation information.	1 year-2013	Cable tray, electrical and grounding enhancements.	\$50,000
Franklin Remote	41.28338889	-95.776	X	X	10x14 Shelter in overall good condition - Some upgrades are needed. Tower is Newer 180' SS assumed built to Addendum 6 Self Support tower installation information.	3years-2011	New 25 Kw generator / ATS and 500 Gallon LP storage tank, Ice bridge, Cable tray, electrical and grounding enhancements.	\$20,000
Johnson Tower	42.79866667	-93.35947222	X	X	10x10 Shelter in overall good condition - Some upgrades are needed. Tower is Newer 180' SS assumed built to Addendum 6 Self Support tower installation information.	3years-2011	New 25 Kw generator / ATS and 500 Gallon LP storage tank, Ice bridge, Cable tray, electrical and grounding enhancements. Information in the site data disk is in conflict with the photos provided- Site data states 10kW and photos show 60kW. No generator or ATS is visible at or in this shelter. This site was not scheduled on the site visit schedule. Motorola assumes a generator will be required.	\$20,000
Keokuk Tower	41.70269444	-92.00575	X	X	10x12 Shelter in overall good condition - Some upgrades are needed. Tower is Newer 180' SS assumed built to Addendum 6 Self Support tower installation information.	3years-2011	New 25 Kw generator / ATS and 500 Gallon LP storage tank, Ice bridge, Cable tray, electrical and grounding enhancements.	\$20,000
Kossuth Remote	41.71091667	-91.60891667	X	X	10x14 Shelter in overall good condition - Some upgrades are needed. Tower is Newer 300' SS assumed built to Addendum 6 Self Support tower installation information.	1 year-2013	Cable tray, electrical and grounding enhancements.	\$50,000
Monona Remote	42.13677778	-91.24838889	X	X	10x14 Shelter in overall good condition - Some upgrades are needed. Tower is Newer 180' SS assumed built to Addendum 6 Self Support tower installation information.	3years-2011	New 25 Kw generator / ATS and 500 Gallon LP storage tank, Ice bridge, Cable tray, electrical and grounding enhancements.	\$20,000
OBrien Remote	41.31769444	-92.20722222	X	X	10x14 Shelter in overall good condition - Some upgrades are needed. Tower is Newer 180' SS assumed built to Addendum 6 Self Support tower installation information.	1 year-2013	New 25 Kw generator / ATS and 500 Gallon LP storage tank, Ice bridge, Cable tray, electrical and grounding enhancements.	\$50,000
Story Remote	43.20477778	-94.23644444	X	X	10x14 Shelter in overall good condition - Some upgrades are needed. Tower is Newer 180' SS assumed built to Addendum 6 Self Support tower installation information.	5 Years - 2009	Ice bridge, Cable tray, electrical and grounding enhancements.	\$5,000
Iowa Tower	42.0075	-95.84813889		X	Tower is Newer 180' SS assumed built to Addendum 6 Self Support tower installation information.	5 Years - 2009		\$5,000
Cedar Falls	43.22638889	-95.64366667		X	500' Guyed tower appears to be robust and lightly loaded and capable of supporting the proposed MW loading ( 4 dishes ) No structural information was provided for this tower.	Not Known		\$1,000
Jones Remote	42.63580556	-95.18694444		X	Tower is Newer 180' SS assumed built to Addendum 6 Self Support tower installation information.	8 Years - 2006		\$1,000
Storm Lake	42.00988889	-93.55941667		X	320' guyed tower and appears to be lightly loaded of this tower and capable of supporting the proposed MW loading ( 4 dishes ) No structural information was provided for this tower.	Not Known		\$1,000
<b>TOTALS</b>								<b>\$383,000</b>



## 1.2.18 Table C.17 Payment Discounts

Motorola has offered aggressive pricing and discounts, and there is no prompt pay discount.

## 1.2.19 Table C.18 Other Lease Pricing

The Other Lease Pricing table is for sites owned by 3<sup>rd</sup> parties that have a lease charge.

Site Lease Expenses for non-State owned sites							
Site Name	Site Owner	Lease Expense (\$)	Payment Terms (annual, quarterly, monthly)	Estimated Start Date	Term	Lease Expense Escalation (Y/N)	Lease Escalation amount, and when applied
Bennetville ATC	American Tower Company - Global Tower Partner	\$2,400	monthly	2015	11	Y	3% annual
Camp	American Tower Company	\$2,400	monthly	2015	11	Y	3% annual
Chief Alfa	American Tower Company	\$2,400	monthly	2015	11	Y	3% annual
Davenport Fire	AT&T	\$2,400	monthly	2015	11	Y	3% annual
Grandview IA 6	American Tower Company	\$2,400	monthly	2015	11	Y	3% annual
Mason City	Electronic Engineering	\$1,500	monthly	2015	11	Y	3% annual

Montly lease rates are based on estimate provided by site owner, and may vary with final negotiation.

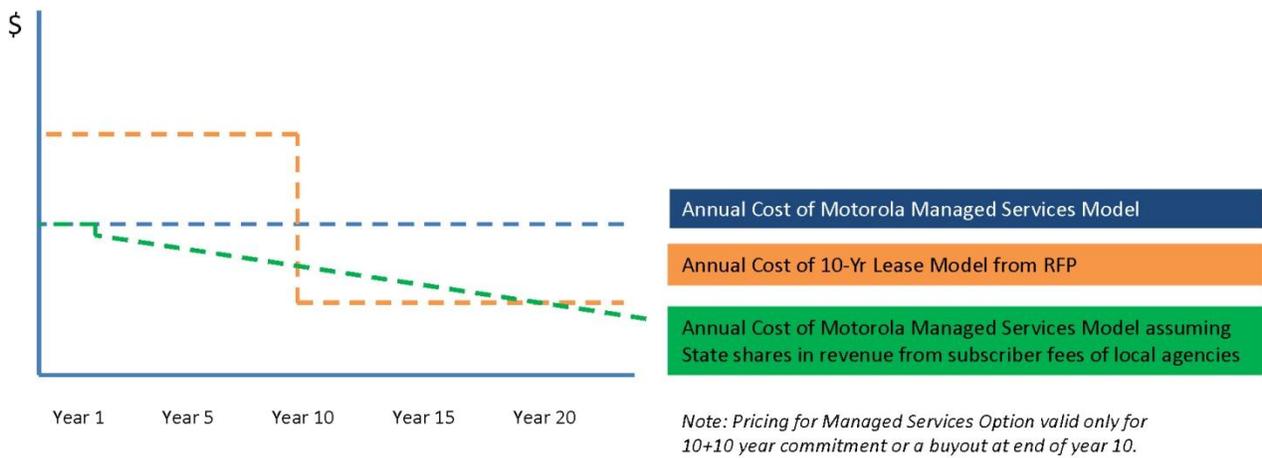
Year	Monthly	Annual
1	\$13,500	\$148,500
2	\$13,905	\$152,955
3	\$14,322	\$157,544
4	\$14,752	\$162,270
5	\$15,194	\$167,138
6	\$15,650	\$172,152
7	\$16,120	\$177,317
8	\$16,603	\$182,636
9	\$17,101	\$188,115
10	\$17,614	\$193,759
11	\$18,143	\$199,572
Total		\$1,901,958



# 1.3 ALTERNATIVE FINANCING AND OPERATIONS MODEL

Motorola would also like to offer the State an alternative financing and operations model, in which Motorola would build, own, and manage the State’s system over a 20+ year timeframe. This Managed Services approach has the potential to lower the State’s annual payment when compared with the fixed 10-year leasing model, depending on the assumptions made. For example, a Managed Services arrangement between Iowa and Motorola for a 20-year period would enable the State to amortize a minimum total payment over a longer period of time, reducing its annual expenditure. Additionally, the State could lower its own net system cost by assessing monthly fees to non-State subscriber users of ISICS.

Motorola would welcome the opportunity to further discuss this Managed Services model, and explore with the State how this type of partnership would provide Iowa with a cutting-edge public safety radio system, managed by Motorola, at a lower annual cost to the State. Figure 1-1 below provides a conceptual comparison of the annual costs of the 10-year lease model, the Managed Service model, and the Managed Service model with additional subscriber fees from non-State users.



- 10-Yr Lease RFP** Fixed annual cost years 1-10, State owns and manages system after year 11.
- Motorola Managed Services** Lower annual payments over a longer period, subject to a minimum payment guarantee. Motorola owns and manages system.
- Motorola Managed Services Subsidized by Subscriber Fees** Lower annual payments over a longer period, subject to a minimum payment guarantee. This assumes that the State will encourage other partners to join the system. Local subscriber users pay a fee, lowering the State’s net cost. Motorola owns and manages system.

\* Illustrative model intended to demonstrate alternative options under various assumptions.

**Figure 1-1: A Comparison of the Annual Costs of the Various Finance Models Offered by Motorola to Iowa.**



## Managed Services Approach

Motorola's Managed Services enable customers to work in an 'Always Available' High performance environment exploiting the value of their technology for the benefit of their mission

Motorola will engage and collaborate with you to design and build a Support and Operations service to augment and enhance the way you work today while ensuring flexibility for the future. Motorola's best in class Managed Services processes and tools are derived and honed from our extensive experience in Mission and Business critical environments. Each customer engagement is adapted to the specific customer requirements ensuring that an uncompromised service experience is delivered 24x7.

These services are focused around Key Performance Indicators (KPIs) that quantify the goals and measurements around a fully functional system that is essential for the State's users. Service Level Agreements (SLAs) can be agreed upon, contractually obligated, and reported regularly to provide assurance and verification of success. For a per user fee (paid monthly or annually), Motorola can operate your radio system and provide your users access to a top notch communications system guaranteeing you coverage, availability, capacity and Grade of Service. Examples of these types of KPI's are shown in Table 1-1:

**Table 1-1: Examples of Key Performance Indicators**

Key Performance Indicator (KPI)	SLA
<b>Coverage Service</b>	
Assess and determine the cause of coverage deficiencies and advise the affected users	Hours
Rectify coverage deficiency and restore service	Hours
<b>Call Capacity Service</b>	
The system must deliver a specified GoS	GoS/year
The full Call Capacity of each remote site must be available	%/year
The full Call Capacity of the entire system must be available	%/year
The Call Capacity of each remote site must be restored	hours
<b>Central Equipment Service</b>	
The Central Equipment must be available	%/year
The Inter-Zone Link must be available	%/year
<b>Data Call Service</b>	
The Data Network Interconnect Service must be available	%/year
Faults resulting in the loss of function must be rectified	hours
<b>Subscriber Service</b>	
Subscriber failure rate must be less than	%/year
Failed subscribers should be replaced within	hours
The Radio Dispatch Console Workstation Service must be available	%/year
Faults resulting in loss of functionality of a Radio Dispatch Console Workstation must be restored within	hours
Provide 'Near Real Time' Fault Reports of the Fault occurrence containing details to identify the Fault with as much information as is known at that time.	minutes
<b>Customer Portal</b>	



Key Performance Indicator (KPI)	SLA
The Customer Portal must be available	%/year
<b>Management Service</b>	
100% of urgent standard Moves and Changes requests must be acknowledged on receipt and actioned within	minutes
100% of non-urgent standard Moves and Changes requests must be acknowledged and actioned within	hours
Help Desk queue time must be below	% for minutes
All Moves and Changes must be implemented with an accuracy of 100%	
Asset Management Database records must be accurate within	Week(s)
<b>Logging Service</b>	
The voice recording system must continuously record all Recording Sources	%/year
The full search replay and playback functionality of the voice recording and replay service must be available	%/year
If there is not continuous recording of all Recording Sources, it must be restored within	minutes

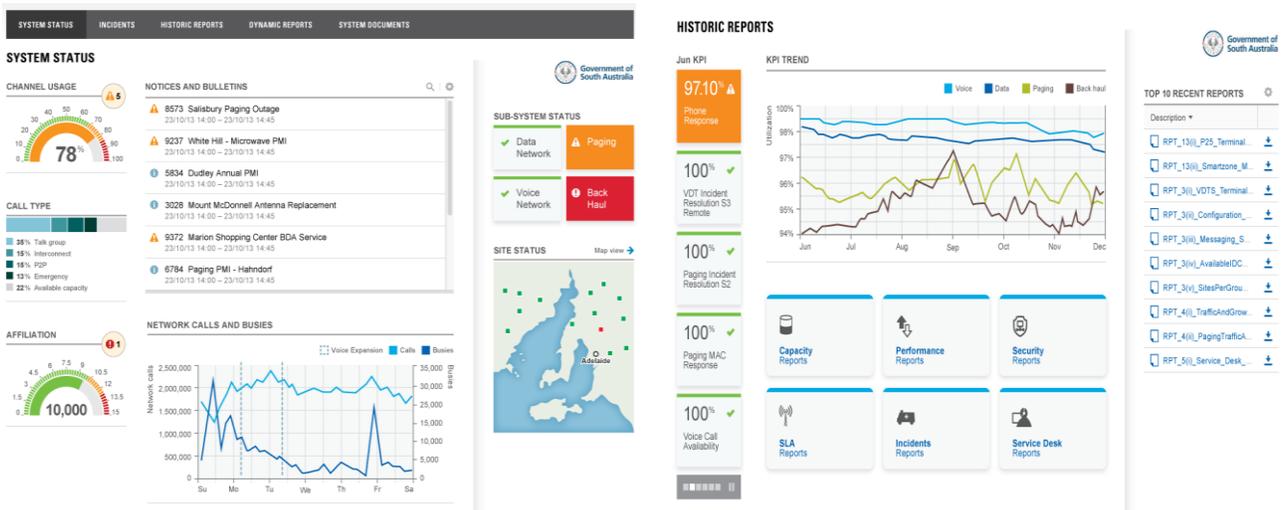
### MyView: Control Without Complexity

As a part of the Managed Services offering, the State will also receive MyView: a clear, relevant, and on-demand portal view of system performance and the service commitments made by Motorola designed to provide vital information at any place, anytime. A proactive approach to information access will allow the State to better plan for future events as well as make more informed tactical decisions on the ground.

MyView provides more than just surface system performance data; MyView provides an integrated view to the disparate information sources used to manage the system. This information is combined into a collated view of the entirety of the system and services that is greater than the sum of its parts. Integrated views available include:

- Overall System Status
  - Providing a high level quick glance to the current status of the system performance and notifications of relevant future changes that could affect system users
- A Geographical View of Each Subsystems' Status
- A Real-Time View of Coverage Predictions
  - Real time coverage predictions based upon site availability
- Incident Ticket Status
  - Can instantly track incident status without having to call Motorola, freeing up time to focus on other tasks in the organization
- Detailed Site Status
  - Detailed site statistics and performance data integrated to provide an analytical view to an individual site's current status
- System Documentation
  - All system documentation consolidated into one location
- Historical Reports and Service Performance





**Figure 1-2: Motorola’s IPtools Provide the Most Relevant System and Service Information, Upon Demand**

To be fully knowledgeable about your system and the services delivered to you requires more than just viewing surface-level reports or dashboards. You need a window to the integration of the data streams in a simplified manner, made possible by Motorola IP tools, so that you receive the pertinent system and service information on your schedule, to utilize as you deem necessary for furthering your organization’s goals.

MyView is your outlet for both current and historic system and service activity. With a few clicks, operators and administrators will have instant information about system performance, SLA compliance, open and resolved tickets and additional systems configuration details. When questions arise, the knowledge necessary to inform the system users and state users is available at your fingertips.

### Constant Verification

As the technology provider and operator of the ASTRO 25 system, Motorola understands the complexity and criticality of the system, as well as the needs of public safety organizations. We also understand that the State needs immediate and constant verification that we are delivering on SLA commitments when it comes to the management of your system. As the end user, the State needs to have a finger on the pulse of system operations.

The Managed Services offering, including MyView, puts the power of information in your hands, delivering communications without complexity. Our tools, processes and people will consistently demonstrate how we are living up to our commitments so that the State can focus on the moments that matter.

### Peace of Mind

With Motorola managing your system, you can have peace of mind that it will perform to the KPIs and SLAs that are critical to the State and that the system will continuously receive reliable service delivery. Transparency, Maximum availability, Delivering on the Service Levels. That is Motorola’s commitment to you with the Managed Services offering and MyView.

Our customers operate in the most challenging environments throughout the world and need a Managed Services partner that is prepared, capable and able to deliver a Service in these environments. This level of commitment from Motorola ensures that you can realize long term communications strategies without technology risks dictating strategic planning. Whether your mission calls upon you to manage natural disasters, ensuring public safety or delivering service value



to business and communities, Motorola is the long term partner to successfully deliver your mission and business imperatives today and for the future.

### **Why Motorola Managed Services?**

It is recognized that entrusting technology and its management to an external party can introduce risk and uncertainty. Selecting the right partner is paramount for success.

Motorola has a proven track record in successfully delivering Mission Critical Managed Services to customers across the globe on a 24x7 basis for many years against the most stringent Key Performance Indicators (KPIs). This demonstrates our willingness to take ownership of the Service delivery performance, while also relieving our customers of the financial risks associated with Service delivery and technology management. Many customers have taken advantage of the opportunity to leverage this established capability with a Motorola Managed Service partnership that guarantees the lowest risk and the highest performance for the long term.

Organizations are constantly evolving and adapting to meet the operational challenges they are faced with today while trying to anticipate future demands. This means a constant evolution in the way that Services are delivered in a changing environment driving a need for innovation. Motorola realizes that these challenges require organizations to become innovative, to be flexible and adaptive to change. Motorola has a proven leadership in innovation especially within the Mission Critical workplace. Motorola collaborates closely with many organizations throughout the world to understand and anticipate their needs. These needs are then realized by solutions that let the customer focus on the mission and not the technology.

Motorola's Managed Services further enhance this mission focus by seamlessly connecting the customer and technology, resulting in a consistent and successful operational experience.

### **Motorola Focus to deliver Customer Value**

Focus on your mission not the technology - Motorola's deep understanding of the specific user requirements and demonstrated Managed Services capabilities allows customers to focus on their core business while letting Motorola manage their communications for them. Our core focus – better outcomes for customers. Motorola's core business is focused on the specialized communication needs of public safety organizations as well as local government.

**Accountability** – With no 'Integrator' middle man, Motorola manages the performance of any required sub contractors and third party equipment directly giving you one contact-point and accountability.

**Technology** – Motorola's Technology Leadership ensures you stay current with rapid technological developments with minimal risk. Motorola's R&D capability means that we can develop product roadmaps that ensure longevity of customer systems and smooth migration to future technology platforms. Motorola takes a leading role developing and manufacturing World Class Products across mission critical technology platforms and standards protocols.



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