

FORM A - OFFEROR IDENTIFICATION & AUTHORIZED SIGNATORY
(DO NOT handwrite this Form. Information must be typed in.**)**

Invitation No.: RA05-18

Invitation Title: Radio Communication/Emergency Response & Mobile Interoperability Equipment

Offeror Company: Motorola Solutions, Inc.

(Legal name of business which will appear on contract, if awarded)

Offeror Status: **Manufacturer** **Dealer/Distributor** **Other**

Response Type(1): **Single Offeror Acting Alone Or As Lead** **Multiple Offerors Acting Jointly**

Contract Signatory(2): Rick Rigsbee Title: MSSSI Vice President

Mailing Address(3): PARK WEST C-2, 1507 LBJ FREEWAY Farmers Branch Texas, 75234

Street/PO Box City State & Zip

Physical Address: PARK WEST C-2, 1507 LBJ FREEWAY Farmers Branch Texas, 75234

Street City State & Zip

Phone: (770)314-2572 Fax: (972) 277-4681

Email Address: rick.rigsbee@motorolasolutions.com

Federal Tax ID No.: 36-1115800 Web Page URL: www.motorolasolutions.com

- (1) If Joint Offering, all parties must submit a signed Form A. A contract will be offered to each.
- (2) Person who will sign final contract documents if an award is made.
- (3) Address to which final contract documents would be sent for signature.

Member Contact Information

Contact Person(4): George Ebelt Title: Sr. Account Manager

Mailing Address: 7904 N Sam Houston Parkway W, Ste 325 Houston Texas, 77064

Street/PO Box City State & Zip

Physical Address: 7904 N Sam Houston Parkway W, Ste 325 Houston Texas, 77064

Street City State & Zip

Toll Free Phone: 281-802-2643 Fax: 281-955-7801

Email Address: george.ebelt@motorolasolutions.com

- (4) Person who End Users will contact for product information and to get pricing quotes.

The Signatory below, on behalf of Offeror:

- Acknowledges having thoroughly reviewed the Invitation;
- Attests to having the authority to sign this response and commit Offeror to honor all requirements;
- Makes, under penalty of perjury, all required Offeror Certifications as detailed in General Terms;
- Certifies that all information provided in this Response is true and correct.

Signature: _____ Title: Area Sales Manager

Printed Name: Rick Rigsbee Date: 11-Jan-18



SECTION C - H-GAC FORMS

(Rev 12/02/09)

For Use In Responding To Competitive Bid And Proposal Invitations

Invitation No.: RA05-18

Title: Radio Communication/Emergency Response & Mobile Interoperability Equipment

This Section contains the following **H-GAC FORMS**.

FORM	DESCRIPTION
Form A:	Offeror Identification and Authorized Signatory
Form B:	Historically Underutilized Business Enterprises
Form C:	Response Checklist
Form D:	Offered Items Pricing
Form E:	Published Options
Form H:	Product Summary
Form I:	Marketing Plan

These *FORMS* are hereby made available in electronic format. They should be copied to Offeror's computer for completion and/or printout as required. The *FORMS* **may not** be changed or altered in any way, except as may be specified on the *FORM*.

ALL completed *FORMS* must also be submitted electronically on electronic media (DVD, CDROM, flash/thumb drive), excepting of course for signatures. The printed "Original" of the response will be considered as the official copy in case of any discrepancy between the electronic version and the printed Original.

Title: Radio Communication/Emergency Response & Mobile Interoperability Equipment

Offeror: Motorola Solutions, Inc.

Most, if not all, of the Members of HGACBuy are subject to various requirements relative to purchasing goods and services from Historically Underutilized Business Enterprises (HUBs)(See Note 1). These requirements are promulgated by federal and state governmental authorities, and include measureable criteria such as 'percentage of total dollars spent directed to HUBs', 'number of HUB contractors used', 'HUB subcontractors employed by primary contractors', etc. These requirements are generally formalized in goal oriented programs.

HGACBuy is comitted to promoting full and equal business opportunities for HUB contractors, and to assisting Cooperative Purchasing Program (COOP) Members in meeting mandated HUB goals. In that regard, Contractor shall make a good faith effort to use the services of Certified/Listed (See Note 2) HUBs whenever possible.

As part of a good faith effort, Contractor agrees to work with and assist HGACBuy Members in meeting HUB targets and goals, as may be required by any rules, processes or programs they might have in place. Such assistance may include such things as compliance with reporting requirements, provision of documentation, consideration of 'Certified/Listed' subcontractors, provision of documented evidence that an active participatory role for a HUB entity was considered in a procurement transaction, etc.

Note 1: There are many designations other than "HUB" used across the country within various jurisdictions. Examples include: terms such as Disadvantaged Business Enterprise (DBE), Minority Owned Business Enterprise (MBE), Woman Owned Business Enterprise (WBE), Small Disadvantaged Business (SDB), Small, Woman or Minority-owned Business (SWAM), etc. Regardless of the formal designation, the overall objective of the relavant programs is basically the same, i.e. to insure that disadvantaged and underutilized members of the business community receive a fair share of public spending. The term HUB as used herein shall be understood to encompass all such programs/business enterprises, no matter what terminology is used by the Member.

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Accepted and Agreed By:	
Title: Area Sales Manager	Date: 11-Jan-18

HUB Status Of Offeror	
<input type="checkbox"/> Offeror is a HUB, as detailed below. <input checked="" type="checkbox"/> Offeror is not a HUB.	
Designation(s):	<input type="checkbox"/> HUB <input type="checkbox"/> DBE <input type="checkbox"/> MBE <input type="checkbox"/> WBE <input type="checkbox"/> Other
Certifying/Listing Authority(s):	<input style="width:100%;" type="text"/>

Subcontracts	
On a separate sheet, list any subcontractors that would be employed in providing products or services related to this procurement. Include subcontractor name, designation (HUB, DBE, etc.) and certifying/listing authority.	
<input checked="" type="checkbox"/> Subcontractor List attached. <input type="checkbox"/> No Subcontractors will be used.	

FORM C - RESPONSE CHECKLIST		Procurement No.: RA05-18
Title: Radio Communication/Emergency Response & Mobile Interoperability Equipment		
Offeror: Motorola Solutions, Inc.		
<p>This <i>FORM</i> is provided to help insure that all required Response elements have been completed and included, or certified as being available upon request. Responses that do not comply with all requirements may be considered non-compliant. Offeror's signatory must review each item below, and certify by initialing in the space to the right.</p>		
This Response Includes:		Init.
1 An "Original" hard copy of the COMPLETE submission, including all required <i>FORMS</i> , plus one COMPLETE copy, each in a separate hard-sided 3-ring binder.		RR
2 A copy of the COMPLETE submission, including all required <i>FORMS</i> , in electronic format (CD, DVD, flash drive). Forms D & E must be provided in the original excel format.		RR
3 An originally signed Form A from all entities who are party to this submission and who should be offered a contract if this submission is successful.		RR
4 A Form W-9 - Request for Taxpayer Identification Number and Certification shall be provided from each entity that has submitted a Form A for this submission (See Attachment)		RR
5 Form CIQ (Conflict of Interest Questionnaire) completed and signed and provided from each entity that has submitted a Form A for this submission (See Attachment)		RR
6 Form 1295 Form (Certificate of Interested Parties) must be filled out electronically with the Texas Ethics Commisions's online filing application, printed out, signed, notarized, and provided from each entity that has submitted a Form A for this submission (See Attachment)		RR
7 Marketing Plan (Form I) - Bidder shall provide a written narrative explaining in some detail activities that will be undertaken to actively market and promote an H-GAC contract to local government and non-profit End Users.		RR
House Bill HB 89 Verification Form - completed and signed and provided from each entity that has submitted a Form A for this submission (See Attachment)		RR
8 The required list of References .		RR
9 Details of " Service Organization ", including locations, hours, personnel and parts/service availability. (Applies to hard goods only.)		RR
10 Complete Warranty Documentation for all Products offered.		RR
11 The manufacturer's latest Specification Documents detailing standard features, operating characteristics, etc., for all products offered.		RR
12 If the Non-Resident Reciprocal Bid Act applies, a copy of your state statute and a determination of the status of Texas bidders/proposers in your home state. If not applicable, indicate "N/A"		RR
13 A Bid/Proposal Bond , or Cashier's Check in the amount of \$3000 . (A percentage bond is NOT acceptable.)		N/A

FORM D - OFFERED ITEMS PRICING		Procurement No.:	RA05-18
Offeror Name:	Motorola Solutions, Inc.		
H-GAC Product Code	Item Description (Offeror may not change any description or add items)	Offered Price	
NA	<i>Per the RFP Motorola Solutions has included an Electronics Catalogue for our equipment on a USB drive in lieu of listing each individual product and its options. In addition, a discount APC sheet is attached in the pricing section and used to calculate all individual prices within the USB drive and also available via Motorola Solutions Online.</i>		
	<i>Motorola Solutions offers this extensive on-line program called Motorola Solutions On-Line that allows each H-GAC end the user to check specific contract pricing, place orders, and check shipping estimates in addition to invoice history. The on-line tool is the most advanced of its kind in the Communications Industry.</i>		
NB	<i>Per the RFP Motorola Solutions has included an Electronics Catalogue on a USB drive in lieu of listing each individual product and its options. In addition, a discount APC sheet is attached in the pricing section and used to calculate all individual prices within the USB drive and also available via Motorola Solutions Online.</i>		
NC	Mobile Command Interoperable Communication Equipment & Services		
ND	Motorola Solutions Integration Services LMR		
	Motorola Solutions offers wide range of services including Integration, Installation and Training. The cost of these services is regional in nature. Samples below are listed for reference only.		
ND	Project Management Daily Rate*	\$	1,818.00
ND	System Engineering Daily Rate*	\$	1,818.00
ND	System Technologist Daily Rate*	\$	2,173.00
ND	Standard Shop Installation: Hourly Rate*	\$	150.00
ND	Standard Shop Installation: Daily Rate*	\$	1,200.00
ND	Mobile Radio Installation*		\$180-\$500
ND	Radio Programming*		\$55-\$125
ND	Data Installation*		\$180-\$428
	*Prices may vary by Region and Stated Scope. Travel Not Included		
ND	Motorola Solutions Integration Services Advanced Services		
	Motorola Solutions offers wide range of services including Integration, Installation and Training. The cost of these services is regional in nature. Samples below are listed for reference only.		
ND	NG9-1-1 Consolting Services-Daily Rate*		\$1,694
ND	Security Project/Program Management-Daily Rate*		\$1,694

ND	Wireless Security Technician-Daily Rate*	\$1,580
ND	Security Penetration Tester (Wired Network)-Daily Rate*	\$1,580
ND	Secutriy Trainer-Daily Rate*	\$1,328
ND	Application Security Code Reviewer-Daily Rate*	\$2,033
ND	IT Incident Response and E-Discovery Assitance-Daily Rate*	\$1,694
ND	IT Disaster Recovery Planner-Daily Rate*	\$1,580
ND	IT Disaster Recovery Plan Tester-Daily Rate*	\$1,580
ND	Buisness Continuity/Continuity of Government Planner-Daily Rate*	\$1,580
ND	Buisness Continuity/Continuity of Government Plan Tester-Daily Rate*	\$1,580
ND	Mobile Application Services Project Management-Daily Rate*	\$565
ND	Mobile Application Services System Engineer-Daily Rate*	\$565
ND	Mobile Application Services Solution Architech-Daily Rate*	\$2,033
ND	Mobile Application Services Application and Solution Design-Daily Rate*	\$2,033
ND	Mobile Application Services Application and Solution Implementation-Daily Rate*	\$2,033
ND	Application Integration and Customization Services Project Management-Daily Rate*	\$1,694
ND	Application Integration and Customization Services System Engineer-Daily Rate*	\$1,694
ND	Application Integration and Customization Services Solution Architech-Daily Rate*	\$2,033
ND	Application Integration and Customization Services Application and Solution Design-Daily Rate*	\$2,033
ND	Application Integration and Customization Services Application and Solution Implementation-Daily Rate*	\$1,694
ND	Unified Communications Services Project Management-Daily Rate*	\$1,694
ND	Unified Communications Services System Engineer-Daily Rate*	\$1,694
ND	Unified Communications Services Solution Architech-Daily Rate*	\$2,033
ND	Unified Communications Services Application and Solution Design-Daily Rate*	\$2,033
ND	Unified Communications Services Application and Solution Implementation-Daily Rate*	\$1,694
ND	Consulting Services Project Management-Daily Rate*	\$1,694
ND	Consulting Services System Engineer-Daily Rate*	\$1,694
ND	Consulting Services Solution Architech-Daily Rate*	\$2,033
ND	Consulting Services Internet Protocol Network Accessment-Daily Rate*	\$2,033
ND	Consulting Services IP Network Design and Integration-Daily Rate*	\$2,033
ND	Consulting Services IP Wide Area Network Backhaul Design and Integration-Daily Rate*	\$2,033
ND	Consulting Services Custoemr Network Interface Design and Integration-Daily Rate*	\$2,033

Offeror Name:	Motorola Solutions, Inc.	
Notes: (Important)	1) Use a single Form E for ALL Option/Accessory items and quote each on a single, separate line. DO NOT use multiple Form E's ... Add or insert additional lines as necessary. 2) Completely describe each item. Include the manufacturer's code or part number. Each item listed MUST have a unique code or part number so that it can be identified in any subsequent contract. 3) Options which replace standard equipment on a Form D Item should be priced net of any credit due for the replaced item. 4) Options which are upgrades/downgrades of a Form D Item should be priced at the differential amount between the cost of the Form D Item and the upgrade/downgrade option.	

Code or Part No.	Option Description	Offered Price
NA	<i>Per the RFP Motorola Solutions has included an Electronics Catalogue on a USB drive in lieu of listing each individual product and its options. In addition, a discount APC sheet is attached in the pricing section and used to calculate all individual prices within the USB Drive and is available via Motorola Solutions Online.</i>	
	<i>Motorola Solutions offers this extensive on-line program called Motorola Solutions On-Line that allows each H-GAC end user to check specific contract pricing, place orders, and check shipping estimates in addition to invoice history. The on-line tool is the most advanced of its kind in the Communications Industry.</i>	
NB	<i>Per the RFP Motorola Solutions has included an Electronics Catalogue on a USB drive in lieu of listing each individual product and its options. In addition, a discount APC sheet is attached in the pricing section and used to calculate all individual prices within the USB drive and is available via Motorola Solutions Online.</i>	
	<i>Motorola Solutions offers this extensive on-line program called Motorola Solutions On-Line that allows each H-GAC end user to check specific contract pricing, place orders, and check shipping estimates in addition to invoice history. The on-line tool is the most advanced of its kind in the Communications Industry.</i>	
NC	<i>Per the RFP Motorola Solutions has included an Electronics Catalogue on a USB drive in lieu of listing each individual product and its options. In addition, a discount APC sheet is attached in the pricing section and used to calculate all individual prices within the ECAT disk and is available via Motorola Solutions Online.</i>	
	<i>Motorola Solutions offers this extensive on-line program called Motorola Solutions On-Line that allows each H-GAC end user to check specific contract pricing, place orders, and check shipping estimates in addition to invoice history. The on-line tool is the most advanced of its kind in the Communications Industry.</i>	

FORM H - PRODUCT SUMMARY		Invitation No.: RA05-18	
		Offeror Name: Motorola Solutions, Inc.	
A completed copy of this form must be provided with Proposal. On the table below, for each RA05-18 product code priced (Form D), proposer shall provide a short summary detailing the items, equipment and/or services being offered for that specific product code. Proposer shall specify the product code, manufacturer and product category along with the product summary below.			
Product Code (ex. HA)	Manufacturer (ex. Harris Communications)	Product Category (ex. Radio Communication Equipment & Services)	Product Summary (Quick summary of your offering for this proposal)
NA	Motorola Solutions	A. Radio Communication Equipment & Services, including Receivers/Pagers; Land Mobile Radios; Base Stations; Communication Control Console Systems; Portable Radios; Trunking Radio Systems; Towers Mobile Data Systems; Wireless Mobility	Mobile and Portable radios Basestations Trunking Systems Dispatch Consoles Mobile Data Systems Mobile Data Subscribers Mobile Computing Devices Broadband Wireless Mesh Infrastructure and Subscribers Video and Biometrics Radio Infrastructure (Towers, Shelters, UPSs and Generators) LTE Equipment/Services Next Gen 911 Equipment/Services Intelligent Led Policing Real Time Crime Center/ Video Solutions CAD and Records Management
NB	Motorola Solutions	B. Emergency Response Command and Control Equipment & Services	Integrated Command Control Equipment System Integration Services
NC	Motorola Solutions	C. Mobile Command Interoperable Communication Equipment & Services	Emergency Trailers System Integration Services Command Vehicles
ND	Motorola Solutions	D. Integration of Services	Project Management System Engineering System Technologist Training Advanced Services Video and Network Management

FORM I - MARKETING PLAN	Invitation No.: RA05-18
Offeror Name:	Motorola Solutions, Inc.
<p>Bidder shall provide a written narrative explaining in some detail activities that will be undertaken to actively market and promote an H-GAC contract to local government and non-profit End Users.</p>	
<p>Motorola Solutions has marketed to local government customers the use of the H-GAC contract nationally to its direct representatives in addition to its MR (Manufacturer Reseller) channel. Our local point of contact, George Ebel provides nationwide training for both direct representatives and Manufacture Resellers each year and throughout the year as requested. As reported of the last eleven years, we have made significant progress in many States with both quotes and successful sales totaling well over the \$10m mark outside of the State of Texas. This compliments the \$50m plus in sales that Motorola Solutions has made over the last 3-5 years utilizing the H-GAC contract as its and users preferred method of sale. We are committed to training nationally on the parameters of the H-GAC contract and support those who inquire about its benefits with experience and marketing material we have created to assist with increasing end-users' knowledge of the contract. Mr. Ebel, along with our contract and financial team, educate both internal users of the H-GAC contract to ensure all facets of the contract are adhered to throughout the length of the contract. Both Mr. Ebel and the support team meets (via webinar or conference call) with customers, many times on a weekly basis, to educate the end users on the strenghts of the H-GAC contract and how to utilize it as their procurement vehicle moving into the future. The continued efforts of our Motorola Solutions team and their marketing effort are also present with signage at the local State conferences and national conferences attended by Motorola Solutions. Lastly, Motorola Solutions promotes this contract to its salesforce and has continued to increase its use year over year.</p>	



250 Pages

HOUSTON-GALVESTON AREA COUNCIL

RADIO COMMUNICATION/EMERGENCY RESPONSE & MOBILE INTEROPERABILITY EQUIPMENT
JANUARY 11, 2018

INVITATION NO. RA05-18

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Control No. PS-000081531

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Motorola Solutions, Inc.
1507 LBJ Freeway, Suite 700
Forsers Branch, TX, 75234
USA

January 11, 2018

Mr. Bill Burton
Houston-Galveston Area Council
3555 Timmons Lane Suite 500
Houston, TX 77027

Dear Mr. Burton:

Motorola Solutions, Inc. ("Motorola Solutions") is pleased to have the opportunity to submit this proposal for Radio Communication- Emergency Response & Mobile Interoperability Equipment in response to H-GAC's Request for Proposal No. RA05-18. This proposal provides a comprehensive range of solutions that will allow H-GAC to meet or exceed the requirements of any Public Safety/ ILA agencies both in the State of Texas and outside the State of Texas.

As the industry's premier provider of wireless communications, Motorola Solutions offers the H-GAC a total solution with a single source of responsibility. This single source concept is evidenced by our complete equipment offering for every category throughout the proposal.

***Radio Communication Equipment & Services**

- | | |
|---------------------------------|--|
| *Infrastructure | *Base Stations |
| *Mobile Data Systems | *System Integration Services |
| *Broadband Wireless | *Video and Biometrics |
| *LTE Equipment/Srvs. | *Next Gen 911 Equipment |
| *Towers/Shelters | *UPS'/Generators |
| *Portable/Mobile Radios | *Intelligent Led Policing Solutions/Srvs |
| *CAD Solutions/Srvs | *Records Management |
| *Real Time Video Solutions/Srvs | |

***Emergency Response Command and Control Equipment & Services**

- *Integrated Network Controls
- *Integrated Command and Control Equipment
- *System Integration Services

Mobile Command Interoperable Communications Equipment and Services

- | | |
|------------------|--------------------------------|
| *Trailers | *System Integration |
| *Generators | *UPS' |
| *Radio Equipment | *Custom Built Command Vehicles |

Integration of Services

- | | |
|----------------------|-----------------------------|
| *System Technologist | *System Engineering |
| *Project Management | *Training |
| *Enhanced Warranty | *Video and Network Analysis |

Motorola Solutions, Inc.
1507 LBJ Freeway, Suite 700
Farmers Branch, TX, 75234
USA

Motorola Solutions' proposal is subject to its responses herein, including any clarifications or exceptions taken and the enclosed End User Agreements, and to the negotiation of a contract with H-GAC that is substantially similar to the terms and conditions in previous contracts and is valid for 120 days from the date of this letter.

Motorola Solutions is eager to continue our thirty plus year relationship with H-GAC. We feel this proposal, which offers multi media pricing as well as an extensive on-line support service is an expansion of our highly successful relationship and look forward to your selection of Motorola Solutions as the preferred choice to represent H-GAC for Radio Communications Equipment and Systems.

Sincerely,

Motorola Solutions, Inc.



Rick Rigsbee
Area Sales Manager

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Houston-Galveston Area Council

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PROPOSAL TO
HOUSTON-GALVESTON AREA COUNCIL

TAB A

H-GAC FORMS

RADIO COMMUNICATION/EMERGENCY RESPONSE & MOBILE INTEROPERABILITY EQUIPMENT
JANUARY 11, 2018

INVITATION NO. RA05-18

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TAB A

H-GAC FORMS

Please see the following pages for the completed Forms A, B, C, H, I, W-9, CIQ, Form 1295, and Form HB 89.

FORM A - OFFEROR IDENTIFICATION & AUTHORIZED SIGNATORY
(DO NOT **handwrite** this Form. Information must be typed in.)

Invitation No.: RA05-18

Invitation Title: Radio Communication/Emergency Response & Mobile Interoperability Equipment

Offeror Company: Motorola Solutions, Inc.

(Legal name of business which will appear on contract, if awarded)

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Contract Signatory(2): Rick Rigsbee

Title: Area Sales Manager

Mailing Address(3): PARK WEST C-2, 1507 LBJ FREEWAY

Farmers Branch Texas, 75234

Street/PO Box

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Physical Address: PARK WEST C-2, 1507 LBJ FREEWAY

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Street

City

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Phone: (770)314-2572

Fax:

(972) 277-4681

Email Address: rick.rigsbee@motorolasolutions.com

Federal Tax ID No.: 36-1115800

Web Page URL: www.motorolasolutions.com

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Member Contact Information

Contact Person(4): George Ebelt

Title: Sr. Account Manager

Mailing Address: 7904 N Sam Houston Parkway W, Ste 325

Houston

Texas, 77064

Street/PO Box

City

State & Zip

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Houston

Texas, 77064

Street

City

State & Zip

Toll Free Phone: 281-802-2643

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Email Address: george.ebelt@motorolasolutions.com

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The Signatory below, on behalf of Offeror:

- Acknowledges having thoroughly reviewed the Invitation;
- Attests to having the authority to sign this response and commit Offeror to honor all requirements;
- Makes, under penalty of perjury, all required Offeror Certifications as detailed in General Terms;
- Certifies that all information provided in this Response is true and correct.

Signature: 

Title: Area Sales Manager

Printed Name: Rick Rigsbee

Date:

11-Jan-18

FORM B - HISTORICALLY UNDERUTILIZED BUSINESS ENTERPRISES

Procurement No.: RA05-18

Title: Radio Communication/Emergency Response & Mobile Interoperability Equipment

Offeror: Motorola Solutions, Inc.

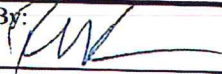
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Accepted and Agreed By: 	
Title: Area Sales Manager	Date: 1/11/2018

HUB Status Of Offeror	
<input type="checkbox"/> Offeror is a HUB, as detailed below.	<input checked="" type="checkbox"/> Offeror is not a HUB.
Designation(s):	<input type="checkbox"/> HUB <input type="checkbox"/> DBE <input type="checkbox"/> MBE <input type="checkbox"/> WBE <input type="checkbox"/> Other
Certifying/Listing Authority(s):	
Subcontracts	
On a separate sheet, list any subcontractors that would be employed in providing products or services related to this procurement. Include subcontractor name, designation (HUB, DBE, etc.) and certifying/listing authority.	
<input checked="" type="checkbox"/> Subcontractor List attached.	<input type="checkbox"/> No Subcontractors will be used.

H-GAC

Form B

Motorola Subcontractor List

Name: Argent Associates, Inc.

Vendor ID: 1223640982200

Address: 2800 E Plano Parkway, Plano, TX 75074
732-512-9009

Services to be Provided: Project Management, Inventory Management, Distributed Antenna Systems (DAS), and Installation of Technologies

Designation: HUB Vendor, HI

Certifying/Listing Authority: Texas DIR, Texas Comptroller of Public Accounts

Name: Bennett Management Solutions, LLC

Vendor ID: 1821088183700

Address: P.O. Box 2822, Spring, TX 77383
832-309-0094

Services to be Provided: Project Management, Inventory Management, Engineering Services, and Program Management

Designation: HUB Vendor, BL

Certifying/Listing Authority: Texas DIR, Texas Comptroller of Public Accounts

Name: Central Electric Enterprises & Company

Vendor ID: 1742023650100

Address: 2320 S.W. 36th St, San Antonio, TX 78237
210-433-9999

Services to be Provided: Project Management, Installation of Services, Implementation of Technologies, and Electrical Design/Implementation

Designation: HUB Vendor, HI

Certifying/Listing Authority: Texas DIR, Texas Comptroller of Public Accounts














FORM C - RESPONSE CHECKLIST

Procurement No.: RA05-18

Title: Radio Communication/Emergency Response & Mobile Interoperability Equipment

Offeror: Motorola Solutions, Inc.

This *FORM* is provided to help insure that all required Response elements have been completed and included, or certified as being available upon request. **Responses that do not comply with all requirements may be considered non-compliant.** Offeror's signatory must review each item below, and certify by initialing in the space to the right.

This Response Includes:	Init.
1 An "Original" hard copy of the COMPLETE submission, including all required <i>FORMS</i> , plus one COMPLETE copy, each in a separate hard-sided 3-ring binder.	RR 
2 A copy of the COMPLETE submission, including all required <i>FORMS</i> , in electronic format (CD, DVD, flash drive). Forms D & E must be provided in the original excel format.	RR 
3 An originally signed Form A from all entities who are party to this submission and who should be offered a contract if this submission is successful.	RR 
4 A Form W-9 - Request for Taxpayer Identification Number and Certification shall be provided from each entity that has submitted a Form A for this submission (See Attachment)	RR 
5 Form CIQ (Conflict of Interest Questionnaire) completed and signed and provided from each entity that has submitted a Form A for this submission (See Attachment)	RR 
6 Form 1295 Form (Certificate of Interested Parties) must be filled out electronically with the Texas Ethics Commissions's online filing application, printed out, signed, notarized, and provided from each entity that has submitted a Form A for this submission (See Attachment)	RR 
7 Marketing Plan (Form I) - Bidder shall provide a written narrative explaining in some detail activities that will be undertaken to actively market and promote an H-GAC contract to local government and non-profit End Users.	RR 
House Bill HB 89 Verification Form - completed and signed and provided from each entity that has submitted a Form A for this submission (See Attachment)	RR 
8 The required list of References .	RR 
9 Details of " Service Organization ", including locations, hours, personnel and parts/service availability. (Applies to hard goods only.)	RR 
10 Complete Warranty Documentation for all Products offered.	RR 
11 The manufacturer's latest Specification Documents detailing standard features, operating characteristics, etc., for all products offered.	RR 
12 If the Non-Resident Reciprocal Bid Act applies, a copy of your state statute and a determination of the status of Texas bidders/proposers in your home state. If not applicable, indicate "N/A"	RR 
13 A Bid/Proposal Bond , or Cashier's Check in the amount of \$3000 . (A percentage bond is NOT acceptable.)	N/A

FORM H - PRODUCT SUMMARY **Invitation No.: RA05-18**

Offeror Name: Motorola Solutions, Inc.

A completed copy of this form must be provided with Proposal. On the table below, for each **RA05-18 product code priced (Form D)**, proposer shall provide a short summary detailing the items, equipment and/or services being offered for that specific product code. Proposer shall specify the product code, manufacturer and product category along with the product summary below.

Product Code (ex. HA)	Manufacturer (ex. Harris Communications)	Product Category (ex. Radio Communication Equipment & Services)	Product Summary (Quick summary of your offering for this proposal)
NA	Motorola Solutions	A. Radio Communication Equipment & Services, including Receivers/Pagers; Land Mobile Radios; Base Stations; Communication Control Console Systems; Portable Radios; Trunking Radio Systems; Towers Mobile Data Systems; Wireless Mobility	Mobile and Portable radios Basestations Trunking Systems Dispatch Consoles Mobile Data Systems Mobile Data Subscribers Mobile Computing Devices Broadband Wireless Mesh Infrastructure and Subscribers Video and Biometrics Radio Infrastructure (Towers, Shelters, UPSs and Generators) LTE Equipment/Services Next Gen 911 Equipment/Services Intelligent Led Policing Real Time Crime Center/ Video Solutions CAD and Records Management
NB	Motorola Solutions	B. Emergency Response Command and Control Equipment & Services	Integrated Command Control Equipment System Integration Services
NC	Motorola Solutions	C. Mobile Command Interoperable Communication Equipment & Services	Emergency Trailers System Integration Services Command Vehicles
ND	Motorola Solutions	D. Integration of Services	Project Management System Engineering System Technologist Training Advanced Services Video and Network Management

FORM I - MARKETING PLAN	Invitation No.: RA05-18
Offeror Name:	Motorola Solutions, Inc.
<p>Bidder shall provide a written narrative explaining in some detail activities that will be undertaken to actively market and promote an H-GAC contract to local government and non-profit End Users.</p>	
<p>Motorola has marketed to local government customers the use of the H-GAC contract nationally to its direct representatives in addition to its MR (Manufacturer Reseller) channel. Our local point of contact, George Ebelts provides nationwide training for both direct representatives and Manufacture Resellers each year and throughout the year as requested. As reported of the last eleven years, we have made significant progress in many States with both quotes and successful sales totaling well over the \$10m mark outside of the State of Texas. This compliments the \$50m plus in sales that Motorola has made over the last 3-5 years utilizing the H-GAC contract as its and users preferred method of sale. We are committed to training nationally on the parameters of the H-GAC contract and support those who inquire about its benefits with experience and marketing material we have created to assist with increasing end-users' knowledge of the contract. Mr. Ebelts, along with our contract and financial team, educate both internal users of the H-GAC contract to ensure all facets of the contract are adhered to throughout the length of the contract. Both Mr. Ebelts and the support team meets (via webinar or conference call) with customers, many times on a weekly basis, to educate the end users on the strenghts of the H-GAC contract and how to utilize it as their procurement vehicle moving into the future. The continued efforts of our Motorola team and their marketing effort are also present with signage at the local State conferences and national conferences attended by Motorola. Lastly, Motorola promotes this contract to its salesforce and has continued to increase its use year over year.</p>	

Request for Taxpayer Identification Number and Certification

▶ Go to www.irs.gov/FormW9 for instructions and the latest information.

Give Form to the
requester. Do not
send to the IRS.

Print or type. See Specific Instructions on page 3.	<p>1 Name (as shown on your income tax return). Name is required on this line; do not leave this line blank. Motorola Solutions, Inc.</p> <p>2 Business name/disregarded entity name, if different from above</p> <p>3 Check appropriate box for federal tax classification of the person whose name is entered on line 1. Check only one of the following seven boxes.</p> <p><input type="checkbox"/> Individual/sole proprietor or single-member LLC <input checked="" type="checkbox"/> C Corporation <input type="checkbox"/> S Corporation <input type="checkbox"/> Partnership <input type="checkbox"/> Trust/estate</p> <p><input type="checkbox"/> Limited liability company. Enter the tax classification (C=C corporation, S=S corporation, P=Partnership) ▶ _____</p> <p>Note: Check the appropriate box in the line above for the tax classification of the single-member owner. Do not check LLC if the LLC is classified as a single-member LLC that is disregarded from the owner unless the owner of the LLC is another LLC that is not disregarded from the owner for U.S. federal tax purposes. Otherwise, a single-member LLC that is disregarded from the owner should check the appropriate box for the tax classification of its owner.</p> <p><input type="checkbox"/> Other (see instructions) ▶ _____</p> <p>5 Address (number, street, and apt. or suite no.) See instructions. 500 W. Monroe Street, 44th Floor</p> <p>6 City, state, and ZIP code Chicago, IL 60661</p> <p>7 List account number(s) here (optional)</p>	<p>4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3):</p> <p>Exempt payee code (if any) <u>5</u></p> <p>Exemption from FATCA reporting code (if any) <u>D</u></p> <p><small>(Applies to accounts maintained outside the U.S.)</small></p> <p>Requester's name and address (optional)</p>
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Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the instructions for Part I, later. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN*, later.

Note: If the account is in more than one name, see the instructions for line 1. Also see *What Name and Number To Give the Requester* for guidelines on whose number to enter.

Social security number													
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3	6	-	1	1	1	5	8	0	0				

Part II Certification

Under penalties of perjury, I certify that:

- The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
- I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
- I am a U.S. citizen or other U.S. person (defined below); and
- The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions for Part II, later.

Sign Here	Signature of U.S. person ▶	Date ▶ <u>1/3/18</u>
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General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

Future developments. For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to www.irs.gov/FormW9.

Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) which may be your social security number (SSN), individual taxpayer identification number (ITIN), adoption taxpayer identification number (ATIN), or employer identification number (EIN), to report on an information return the amount paid to you, or other amount reportable on an information return. Examples of information returns include, but are not limited to, the following.

- Form 1099-DIV (dividends, including those from stocks or mutual funds)
- Form 1099-MISC (various types of income, prizes, awards, or gross proceeds)
- Form 1099-B (stock or mutual fund sales and certain other transactions by brokers)
- Form 1099-S (proceeds from real estate transactions)
- Form 1099-K (merchant card and third party network transactions)
- Form 1098 (home mortgage interest), 1098-E (student loan interest), 1098-T (tuition)
- Form 1099-C (canceled debt)
- Form 1099-A (acquisition or abandonment of secured property)

Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN.

If you do not return Form W-9 to the requester with a TIN, you might be subject to backup withholding. See What is backup withholding, later.

CONFLICT OF INTEREST QUESTIONNAIRE
For vendor doing business with local governmental entity

FORM CIQ

This questionnaire reflects changes made to the law by H.B. 23, 84th Leg., Regular Session.

This questionnaire is being filed in accordance with Chapter 176, Local Government Code, by a vendor who has a business relationship as defined by Section 176.001(1-a) with a local governmental entity and the vendor meets requirements under Section 176.006(a).

By law this questionnaire must be filed with the records administrator of the local governmental entity not later than the 7th business day after the date the vendor becomes aware of facts that require the statement to be filed. See Section 176.006(a-1), Local Government Code.

A vendor commits an offense if the vendor knowingly violates Section 176.006, Local Government Code. An offense under this section is a misdemeanor.

OFFICE USE ONLY

Date Received

1 Name of vendor who has a business relationship with local governmental entity.

2 Check this box if you are filing an update to a previously filed questionnaire. (The law requires that you file an updated completed questionnaire with the appropriate filing authority not later than the 7th business day after the date on which you became aware that the originally filed questionnaire was incomplete or inaccurate.)

3 Name of local government officer about whom the information is being disclosed.

Name of Officer

4 Describe each employment or other business relationship with the local government officer, or a family member of the officer, as described by Section 176.003(a)(2)(A). Also describe any family relationship with the local government officer. Complete subparts A and B for each employment or business relationship described. Attach additional pages to this Form CIQ as necessary.

A. Is the local government officer or a family member of the officer receiving or likely to receive taxable income, other than investment income, from the vendor?

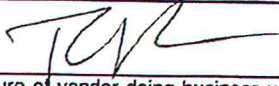
Yes No

B. Is the vendor receiving or likely to receive taxable income, other than investment income, from or at the direction of the local government officer or a family member of the officer AND the taxable income is not received from the local governmental entity?

Yes No

5 Describe each employment or business relationship that the vendor named in Section 1 maintains with a corporation or other business entity with respect to which the local government officer serves as an officer or director, or holds an ownership interest of one percent or more.

6 Check this box if the vendor has given the local government officer or a family member of the officer one or more gifts as described in Section 176.003(a)(2)(B), excluding gifts described in Section 176.003(a-1).

7 

Signature of vendor doing business with the governmental entity

01/11/18

Date

CONFLICT OF INTEREST QUESTIONNAIRE
For vendor doing business with local governmental entity

A complete copy of Chapter 176 of the Local Government Code may be found at <http://www.statutes.legis.state.tx.us/Docs/LG/htm/LG.176.htm>. For easy reference, below are some of the sections cited on this form.

Local Government Code § 176.001(1-a): "Business relationship" means a connection between two or more parties based on commercial activity of one of the parties. The term does not include a connection based on:

- (A) a transaction that is subject to rate or fee regulation by a federal, state, or local governmental entity or an agency of a federal, state, or local governmental entity;
- (B) a transaction conducted at a price and subject to terms available to the public; or
- (C) a purchase or lease of goods or services from a person that is chartered by a state or federal agency and that is subject to regular examination by, and reporting to, that agency.

Local Government Code § 176.003(a)(2)(A) and (B):

(a) A local government officer shall file a conflicts disclosure statement with respect to a vendor if:

(2) the vendor:

(A) has an employment or other business relationship with the local government officer or a family member of the officer that results in the officer or family member receiving taxable income, other than investment income, that exceeds \$2,500 during the 12-month period preceding the date that the officer becomes aware that

- (i) a contract between the local governmental entity and vendor has been executed; or
- (ii) the local governmental entity is considering entering into a contract with the vendor;

(B) has given to the local government officer or a family member of the officer one or more gifts that have an aggregate value of more than \$100 in the 12-month period preceding the date the officer becomes aware that:

- (i) a contract between the local governmental entity and vendor has been executed; or
- (ii) the local governmental entity is considering entering into a contract with the vendor.

Local Government Code § 176.006(a) and (a-1)

(a) A vendor shall file a completed conflict of interest questionnaire if the vendor has a business relationship with a local governmental entity and:

- (1) has an employment or other business relationship with a local government officer of that local governmental entity, or a family member of the officer, described by Section 176.003(a)(2)(A);
- (2) has given a local government officer of that local governmental entity, or a family member of the officer, one or more gifts with the aggregate value specified by Section 176.003(a)(2)(B), excluding any gift described by Section 176.003(a-1); or
- (3) has a family relationship with a local government officer of that local governmental entity.

(a-1) The completed conflict of interest questionnaire must be filed with the appropriate records administrator not later than the seventh business day after the later of:

(1) the date that the vendor:

- (A) begins discussions or negotiations to enter into a contract with the local governmental entity; or
- (B) submits to the local governmental entity an application, response to a request for proposals or bids, correspondence, or another writing related to a potential contract with the local governmental entity; or

(2) the date the vendor becomes aware:

- (A) of an employment or other business relationship with a local government officer, or a family member of the officer, described by Subsection (a);
- (B) that the vendor has given one or more gifts described by Subsection (a); or
- (C) of a family relationship with a local government officer.