

City of Biddeford
Finance Committee
September 15, 2020 5:00 PM Via ZOOM
You are invited to a Zoom webinar.
When: Sep 15, 2020 05:00 PM Eastern Time (US and Canada)
Topic: Finance Committee

Please click the link below to join the webinar:
<https://biddeford.zoom.us/j/93552541318?pwd=cmIxMHdwbFRrT01zbVd0NHl5NGU5Zz09>

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253 215 8782 or +1 346 248 7799
Webinar ID: 935 5254 1318
International numbers available: <https://biddeford.zoom.us/j/93552541318?pwd=cmIxMHdwbFRrT01zbVd0NHl5NGU5Zz09>

- 1. Call to order**
- 2. Approval of the Minutes**
 - 2.1. Finance Committee Meeting Minutes...September 1, 2020
[9-01-2020 Finance Committee Minutes.rtf](#)
- 3. Signing of the expenditure warrant**
 - 3.1. Warrant for September 8, 2020
Warrant for September 15, 2020
- 4. Discussion/Approval**
 - 4.1. Recommendation/Purchase of SUV for Police Department/Arundel Ford of Arundel, Maine
[9-15-2020 PD SUV Purchase-MEMO.docx](#)
[9-15-2020 Police Dept SUV Purchase-ORDER.doc](#)
[9-15-2020 Police Dept SUV BIDS.doc](#)
 - 4.2. Recommendation/Purchase of Two (2) Police Cruisers/Arundel Ford of Arundel, Maine
[9-15-2020 Police Cruisers Purchase-ORDER.docx](#)
[9-15-2020 Police Cruisers Purchase-MEMO.docx](#)
[9-15-2020 Police Cruisers Purchase-BIDS.doc](#)
[9-15-2020 Police Cruisers-Arundel Ford Bid.pdf](#)
 - 4.3. Recommendation/Public Safety Radio System Upgrade
[9-15-2020 Public Safety Radio Upgrade Project.pdf](#)
- 5. Other Business**

6. Adjournment

City of Biddeford
Finance Committee Meeting Minutes
September 1, 2020
(Due to COVID-19, the meeting was held virtually via ZOOM)

The meeting was called to order at 5:00 p.m. by the Chair, Councilor John McCurry.

Present: Chair, Council President, John McCurry; Mayor Alan Casavant; Councilor Stephen St. Cyr; Councilor Mike Ready; City Manager, James Bennett; City Clerk, Carmen Morris; and Finance Director, Alison Garrison.

Adjustment to the Agenda

No adjustments to the agenda.

Approval of Minutes of August 18, 2020

Motion by Councilor Ready to approve the minutes as printed, seconded by Councilor St. Cyr.

Discussion: Councilor St. Cyr noted on page 2 the Mayor's comment on the 2nd bond referendum did not seem right.

Mayor Casavant agreed noting it was an historical reference.

(The minutes were corrected.)

Councilor McCurry noted for the Ice Arena, where it says they bought the team for \$5,000.00 and then had 5 years of ice credits. He wants the dollar amount put in which he thought was \$12,000.00 (it is \$11,000.00).

Vote: unanimous.

Motion carries 4-0.

Expenditure Warrants: August 20, 2020; August 25, 2020; August 28, 2020; September 9, 2020

The warrants were emailed to the Finance Committee members for their review.

Motion by Councilor Ready to approve all the expenditure warrants, seconded by Mayor Casavant.

Vote: unanimous

Motion carries 4-0.

Discussion/Approval

Recommendation/Construction of Lean-To on Salt Shed at Dept. of Public Works/Park Lane Construction

Motion by Councilor Ready to recommend the expenditure of \$65,000.00 for the construction of a lean-to on the salt shed at DPW, with the project being awarded to Park Lane Construction for \$46,000.00; and the remainder of \$19,000.00 to be used by DPW to complete the project, seconded by Councilor St. Cyr.

Discussion: Assistant Public Works Director, Carl Marcotte, presented the item.

Vote: unanimous.

Motion carries 4-0.

Other Business

Councilor St. Cyr noted they did receive the comparison with our peer groups and asked Jim to give his thoughts.

The City Manager gave an overview. He explained the one that has the local value, Council has the fluctuations based on whether or not they are at 100% value or if they did revals. He gave a few examples of other towns. The numbers say where we are against what everyone else is doing; we have dropped down from about a 65% of the range, going from lowest to highest, down to about 60 or so. Some communities have not passed a budget yet this year. The way Council has done over the past 5 years, you're still funding things and have maintained a reasonable budget and mil rate. He noted some communities haven't passed a budget this year.

Councilor Ready is interested in what makes a service center community.

Jim explained the studies have indicated service center communities will have about a 35% higher tax rate than a non-service center community. He will provide the information in writing to the Finance Committee.

Councilor McCurry asked about the bonding capacity information that was provided to the Committee.

Jim explained he took what we have now and added up all the forms of debt, including lease purchases and the interest payments. He did take off the Ice Arena because we get paid for that. He explained the reduced payments based on current borrowing debt that we have.

Jim will have an explanation for the Committee before the Council meeting.

Motion to adjourn made by Councilor Ready, seconded by Mayor Casavant.

Vote: unanimous.

Motion carries 4-0.

Adjourned at 5:21 p.m.



Finance Committee

Meeting Date: 9/15/2020

Meeting Time: 5:00PM

Agenda Item No: [match agenda item #]

Item Description: Purchase of a full size SUV

Submitted by: Carl Marcotte Assistant Director

Supporting Information/Documentation:

Bid tabulation attached

Executive Summary:

Approval to purchase a full size SUV

Detailed Review:

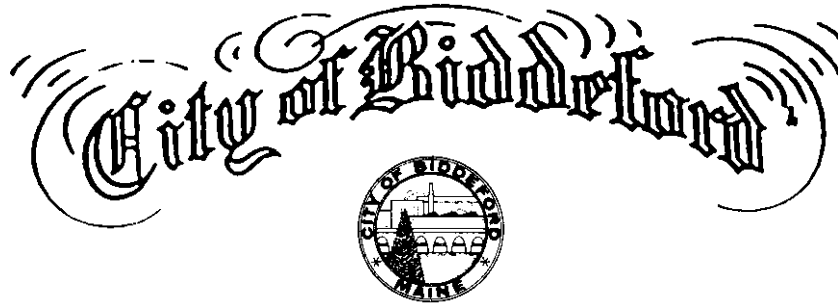
We are seeking approval to trade in a 2009 Chevrolet Trailblazer with 165,000 miles. We advertised and received 5 bids, O'Conner GMC, Quirk Chevrolet, Central Auto team, Arundel Ford and Rowe Ford. The bid from Central Auto team does not meet specification. This vehicle will be used in the Police Department as a command vehicle, and the trade in has become very unreliable and the maintenance cost are high. Adjustments have been made in the vehicle CIP line to meet the current needs, this will be an outright purchase within that line and staff will still stay within the total amount that was approved in the CIP line 21204-60603

Funding Source:

Funding for this SUV is in line 21204-60603.

Staff Recommendation:

Staff is recommending the low bid that meets specification from Arundel Ford in the amount of \$36,603.00 with trade.



2020.79 **IN BOARD OF CITY COUNCIL..SEPTEMBER 15, 2020**
BE IT ORDERED, that the City Council of the City of Biddeford does hereby approve the purchase of one (1) 2020 Ford Expedition as per bid of September 4, 2020 from Arundel Ford or Arundel, Maine in an amount not to exceed \$37,903.00 (before discounts valued at \$1,300.00). The purchase of this vehicle is included in the FY21 CIP Budget, line 21204-60603.

NOTE: The Finance Committee will consider this item at their September 15, 2020 meeting and vote to recommend to the City Council for consideration.

Bid Opening for 4 x 4 SUV

Present: Carl Marcotte – Public Works
Kara Cote – Public Works

Bids were opened at the Public Works Department at 11:00am on September 4, 2020. Staff is recommending the low bid that meets specification from Arundel Ford in the amount of \$36,603.00

Arundel Ford

2020 Ford Expedition	\$37,903.00
Trade In	\$1,300.00
Total:	\$36,603.00

Rowe Westbrook

2020 Ford Expedition	\$39,362.00
Trade In	\$1,200.00
Total:	\$38,196.00

O'Connor Motors

2021 Chevy Tahoe	\$38,675.00
Trade In	\$1,288.00
Total:	\$37,232.00

Quirk

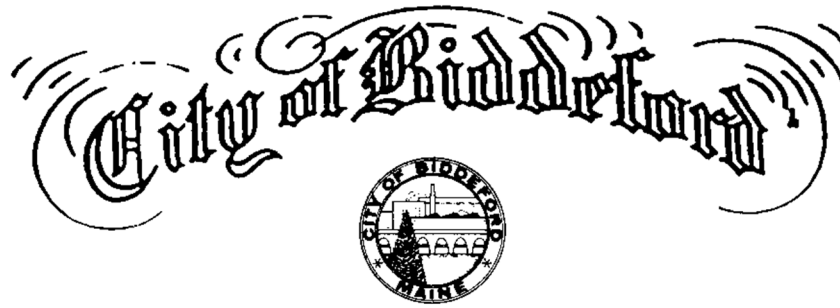
2021 Chevy Tahoe	\$40,000.00
Trade In:	1,000.00
Total:	\$39,000.00

Central Auto Team

2021 Dodge Durango	\$33,440.00	Does not meet Specification
Trade in:	\$400.00	
Total:	\$33,040.00	

Central Auto Team

2021 Dodge Durango	\$36,046.00	Does not meet Specification
Trade in	\$400.00	
Total:	\$35,646.00	



2020.80

IN BOARD OF CITY COUNCIL..SEPTEMBER 15, 2020

BE IT ORDERED, that the City Council of the City of Biddeford does hereby approve the purchase of two (2) 2021 Ford Explorer utility police cars as per bid of September 4, 2020 from Arundel Ford or Arundel, Maine in an amount not to exceed \$66,122.00 (before discounts valued at \$11,600.00). The purchase of this vehicle is included in the FY20 Budget, line 21146-60603.

NOTE: The Finance Committee will consider this item at their September 15, 2020 meeting and vote to recommend to the City Council for consideration.



City Council

Meeting Date: 9/15/2020

Meeting Time: 6:00PM

Agenda Item No: [match agenda item #]

Item Description: Purchase of 2 new police cars

Submitted by: Carl Marcotte Assistant Director

Supporting Information/Documentation:

Bid tabulation attached

Executive Summary:

Approval to trade in 2 Police cars

Detailed Review:

We are seeking approval to trade in 2 police cars, we advertised and received 2 bids Arundel Ford and Rowe Ford. The cars that are being traded are 2017 Ford interceptors one of them has 130,000 miles and the other has 122,000. We try to replace 2 police cars a year to keep the maintenance cost down and assure reliability. Arundel Ford made a mistake on the pricing and the trades were deducted twice, the price for the two cars should have been \$66,122.00 then deduct the trades valued at \$11,600.00 for a total of \$54,522.00. The dealer submitted a letter explaining the mistake and informing us that they cannot honor the \$42,922.00 for the 2 cars with trades. These cars have been approved in the FY21 budget line item 21146-60603

Funding Source:

There is \$57,500.00 allocated for these cars and are funded in line 21146-60603.

Staff Recommendation:

Staff is recommending the low bid from Arundel Ford in the amount of \$54,522.00 with trades

Bid Opening for 2 Ford Utility Police Interceptors

Present: Carl Marcotte – Public Works
Kara Cote – Public Works

Bids were opened at the Public Works Department at 11:00 am on September 4, 2020. We are recommending the low bid from Arundel ford in the amount of \$54,522.00 with trades. The dealer made a mistake and put the traded price on top and then deducted them again, the price for the cars should have been \$66,122.00 then deduct the trades valued at \$11,600.00 for a total of \$54,522.00

<u>Arundel Ford</u>	\$54,522.00	Mistake should be \$66,122.00
trade #110	\$5,800.00	
trade # 111	\$5,800.00	
Total	\$42,922.00	Total should be \$54,522.00

<u>Rowe Westbrook</u>	\$68,550.00
trade #110	\$5,000.00
trade #111	\$5,000.00
Total	\$58,550.00



207-985-7171

800-889-7171

FAX 207-985-7173

1561 PORTLAND RD

U.S. ROUTE 1

ARUNDEL, ME 04046

September 9, 2020

Town of Biddeford, ME

Attn: Carl Marcotte

For the bid submitted on September 2nd for the two 2021 Ford Explorer Police interceptors.

We regretfully can not honor that price(\$42922.00), as I had deducted the trade in value twice.

The correct price for the Police Cruisers should be:

Price: \$66,122.00

Trade in: \$11,600.00

Total: \$54,522.00

Sorry for the mistake. Any questions please feel to contact me, Cell phone number is below.

Thank you for your time and consideration,

Rodney Brackett
Fleet Manager, Arundel Ford
207-590-9019



PROPOSAL

2 Ford Utility Police Interceptor

The UNDERSIGNED agrees to furnish the City of Biddeford, Maine with 2 Ford Utility Police Interceptor as follows and in accordance with the attached notice and General Specification dated SEP 3 2020 and the following delivery times and prices.

Price for 2 Ford Utility Police Interceptor

\$ 54,522

Trade-in allowance for car # 110

\$ 5800

Trade-in allowance for car # 111

\$ 5800

Total Cost

\$ 42,922

MAKE: FORD EXPLORER INTERCEPTOR

GUARANTEE: _____

GUARANTEED DELIVERY DATE: ASAP

SIGNED: ARUNDEL FORD
(Corporation, Firm, or Company)

BY: BOB BRACKETT
(Officer, authorized individual or owner)

DATE: 9/3/20

ADDRESS: 1561 PORTLAND RD

ARUNDEL ME

ZIP CODE: 04046

Trade:

Car 110, 2017 Ford Utility Ser. # 1FM5K8AR4HGA63029 with 130,800 miles

Car 111, 2017 Ford Utility Ser. # 1FM5K8AR2HGA63028 with 122,000 miles

Exterior: Black and White two tone vinyl package factory applied, front and rear doors shall be white vinyl. If this is no longer a factory option, cars shall be all black
Front license plate bracket (153)
Spot lamp Spot lamp drivers side LED
Safety: Police Perimeter Alert: detects motion in an approximately 270-degrees (68B)
Misc. Noise suppression Bonds (ground straps) (60R)
Warranty: To be submitted with bid in writing
Guarantee delivery: Please state delivery date

PROPOSAL

2 Ford Utility Police Interceptor

The UNDERSIGNED agrees to furnish the City of Biddeford, Maine with 2 Ford Utility Police Interceptor as follows and in accordance with the attached notice and General Specification dated SEP 3, 2020 and the following delivery times and prices.

Price for 2 Ford Utility Police Interceptor	\$ <u>68,550</u>
Trade-in allowance for car # 110	\$ - <u>5,000</u>
Trade-in allowance for car # 111	\$ - <u>5,000</u>
Total Cost	\$ <u>58,550</u>

MAKE: Ford
GUARANTEE: 3/36K Basic 5y/100k powertrain
GUARANTEED DELIVERY DATE: Feb, 2021
SIGNED: [Signature] Rome Westbrook
(Corporation, Firm, or Company)
BY: Tim Caron
(Officer, authorized individual or owner)
DATE: 9-3-2020 ADDRESS: 91 Main St

PROPOSED CITY OF BIDDEFORD RADIO SYSTEM UPGRADE PROJECT

Motorola Solutions Proposal - City Wide Radio System Upgrade	\$4,225,804¹	94%
Proposal to provide a solution to end of life and reliability issues with the City's current radio system (pages 2-9)		
Dirigo Wireless, Inc. Proposal - Analog System Upgrade	\$276,500	6%
Proposal to provide the FD with ability to communicate with Mutual Aid partners who still operate with analog technology and also provide Biddeford Public Safety with capability to access radio resources using mobile devices.		
TOTAL PROPOSED RADIO UPGRADE PROJECT	<u>\$4,502,304</u>	<u>100%</u>

Note1: Motorola Solutions Proposal has been reduced by \$280,020 (original proposal as compared to 9/3/2020 revision – see page 2

AUGUST 2020 REVIEW REDUCED ORIGINAL PROPOSAL BY \$280,020

City Staff worked to find opportunities to reduce departmental equipment requirements and Motorola adjusted discounts

	7/31/2020	9/3/2020	CHANGE
Departmental Equipment	\$2,548,288	\$2,288,585	(\$259,703)
Network Infrastructure	\$1,779,278	\$1,779,278	(\$0)
Installation and Integration	\$1,912,855	\$1,912,855	\$0
All Discounts	(\$1,734,597)	(\$1,754,914)	(\$20,317)
Total	\$4,505,824	\$4,225,804	(\$280,020)

Note: Based on less equipment, Motorola could have reduced the discounts. However, they actually increased the total discounts by \$20,317.

REDUCTION AT STATE CONTRACT PRICING		7/31/2020		9/3/2020		CHANGE	
DESCRIPTION	PRICE	units	\$s	units	\$s	units	\$s
DEPARTMENTAL EQUIPMENT							
APX 8000 Portable Unit	\$6,619.65	70	\$463,376	70	\$463,376	0	\$0
APX 8000 Portable Unit XE	\$7,746.84	100	\$774,684	86	\$666,228	(14)	(\$108,456)
APX 8500 Mobile Unit	\$7,558.50	32	\$241,872	22	\$166,287	(10)	(\$75,585)
APX 8500 Mobile Unit XE	\$7,757.29	52	\$403,379	36	\$279,262	(16)	(\$124,117)
APX 1500 Mobile Unit	\$2,939.68	60	\$176,381	60	\$176,381	0	\$0
APX 1000 Portable Unit	\$4,037.84	12	\$48,454	24	\$96,908	12	\$48,454
Digital Vehicular Repeater System	\$13,576.14	11	\$149,338	11	\$149,338	0	\$0
Sub-Total - Departmental Equipment			\$2,257,483		\$1,997,780		(\$259,703)
CORE EQUIPMENT							
MCD 5000 Desk-set with network gear	\$3,301.50	18	\$59,427	18	\$59,427	0	\$0
APX Consolettes	\$23,137.83	10	\$231,378	10	\$231,378	0	\$0
Sub-Total - Core Equipment			\$290,805		\$290,805		\$0
TOTAL EQUIPMENT AT STATE CONTRACT PRICING	\$s		\$2,548,288		\$2,288,585		(\$259,703)

PROPOSED MOTOROLA SOLUTIONS' CITY WIDE RADIO UPGRADE

CONTRACT PRICING

Equipment and Services	Price
Fixed Network Infrastructure Cost Per NASPO Value-Point Contract	\$2,070,083.00
Subscriber Radio Cost Per NASPO Value-Point Contract	\$1,997,780.00
Installation and Integration Costs per NASPO Value-Point Contract:	\$1,912,855.00
▪ Engineering	
▪ Installation Services (Fixed and Subscriber Installation Cost)	
▪ Systems Integration Services	
▪ Project Management Services	
▪ Site Improvement Services	
▪ Training	
▪ 24 x 7 First Year Warranty	
▪ System Staging	
System Sale Price Per NASPO Value-Point Contract	\$5,980,718.00
12 Month Interest Free Lease	Included/see below
Contract Execution by 12/08/2020	-\$600,000.00
One-Time System Replacement Discount	-\$630,054.00
Subscriber Discount	-\$524,860.00
Equipment and Services Total Per NASPO Value-Point Contract with Incentives	\$4,225,804.00

Price valid through December 8, 2020.

INSTALLATION & INTEGRATION \$1,519,438 36%

Page 4

INFRASTRUCTURE \$1,413,334 33%

Page 5

DEPARTMENTAL EQUIPMENT \$1,293,032 31%

Pages 6-9

TOTAL PROPOSED CONTRACT \$4,225,804 100%

Note: See Page 9 for allocation of discounts

NOTE: Extracted From Motorola Solutions Radio System Upgrade Proposal Dated 8/21/2020 and Revised on 9/3/2020

PROPOSED MOTOROLA SOLUTIONS' INSTALLATION AND INTEGRATION - \$1,524,403

- Motorola Project Management/ 10 Months
- Engineering, System Integration and Installation /10 Months
 - ✓ Install and Optimize trunked radio equipment at Communications, Public Works, and Water Tank
 - ✓ Install and Optimize CORE Equipment at Communications Center
 - ✓ Install and Optimize Dispatch Consoles at Communications Center
 - ✓ Site Improvements
- Training
- Mobile Radio Installation for Fire and Police Departments
- Mobile and Portable Radio Programming
- Equipment Staging in Elgin Illinois-System is fully set-up and tested before deployment
- Decommission of Legacy System
- Warranty – Starts once final system acceptance has taken place

PROPOSED MOTOROLA SOLUTIONS' INFRASTRUCTURE - \$1,417,952

L2 Redundant CORE

Located at Communications Center, the L2 Core acts as the hub for which all dispatch consoles, trunked radio site equipment, consollette radios, and MCD 5000 desksets integrate into. The hardware and software at the CORE manages all voice and data traffic for the network and is fully redundant, meaning equipment is doubled. Redundancy is critical for a Public Safety Network so in the case that one device fails, there is a replacement unit on stand-by. All infrastructure hardware and software components tie into the core via IP Backhaul (microwave or fiber).

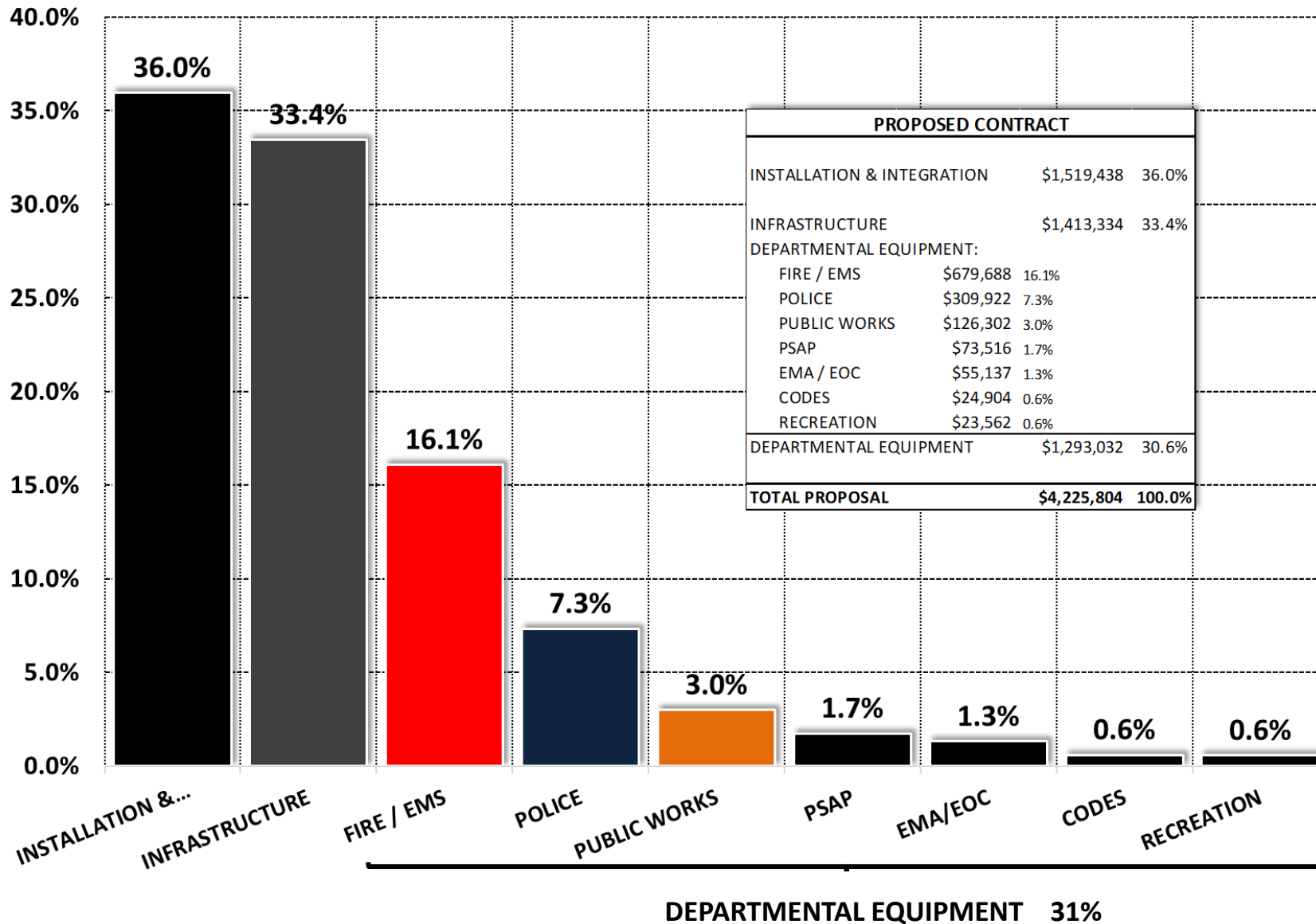
MCC7500E Dispatch Consoles

7 dispatch positions located at Communications Center which allow dispatchers to communicate with Police, FIRE, EMS and Public Works as well as other agencies operating on the radio system. These windows based consoles consist of software, desktop computers and accessories at each dispatch position.

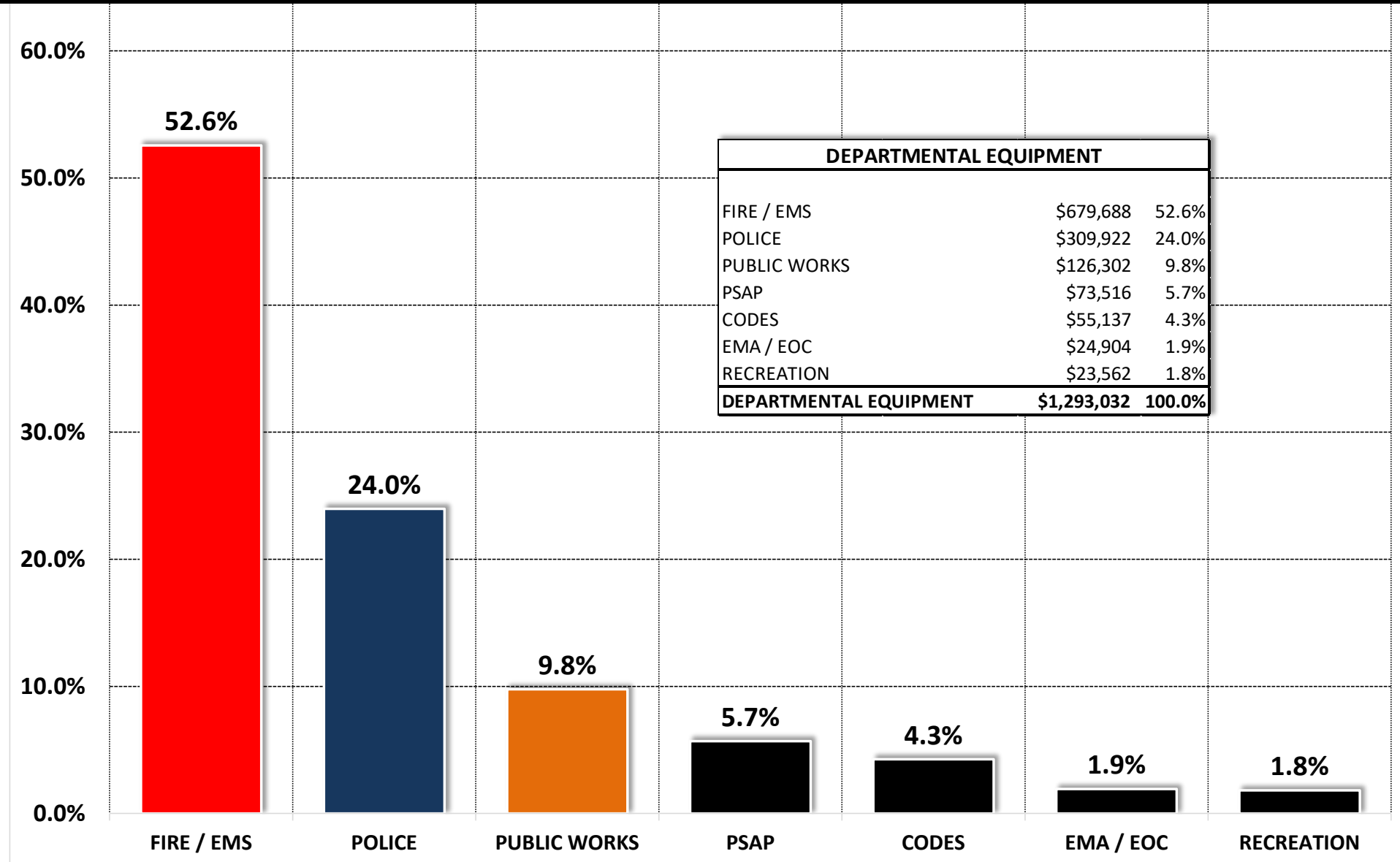
Radio Communications Site EQ

Trunked repeaters, antenna systems, comparators, GPS Timing EQ for simulcast, RF(Radio Frequency)combiners, UPS back-up power, and antenna systems to be located at Communications Center, Public Works, and the Water Tank. The EQ is tied into the CORE at Communications Center via an existing fiber or microwave connection.

PROPOSED MOTOROLA SOLUTIONS' CITY WIDE RADIO UPGRADE - \$4,225,804



PROPOSED MOTOROLA SOLUTIONS' RADIO UPGRADE – DEPARTMENTAL EQUIPMENT



\$2,288,585 IN EQUIPMENT DISCOUNTED TO \$1,293,032 (43.5% average discount)

PROPOSED CONTRACT FOR DEPARTMENTAL EQUIPMENT ONLY		PSAP		POLICE		FIRE		PUBLIC WORKS		RECREATION		CODES		EMA / EOC		TOTALS	
DESCRIPTION	PRICE	units	\$s	units	\$s	units	\$s	units	\$s	units	\$s	units	\$s	units	\$s	units	\$s
DEPARTMENTAL EQUIPMENT																	
APX 8000 Portable Unit	\$6,619.65	0	\$0	65	\$430,277	0	\$0	0	\$0	0	\$0	5	\$33,098	0	\$0	70	\$463,376
APX 8000 Portable Unit XE	\$7,746.84	0	\$0	0	\$0	86	\$666,228	0	\$0	0	\$0	0	\$0	0	\$0	86	\$666,228
APX 8500 Mobile Unit	\$7,558.50	0	\$0	20	\$151,170	0	\$0	0	\$0	0	\$0	2	\$15,117	0	\$0	22	\$166,287
APX 8500 Mobile Unit XE	\$7,757.29	0	\$0	0	\$0	36	\$279,262	0	\$0	0	\$0	0	\$0	0	\$0	36	\$279,262
APX 1500 Mobile Unit	\$2,939.68	0	\$0	0	\$0	0	\$0	60	\$176,381	0	\$0	0	\$0	0	\$0	60	\$176,381
APX 1000 Portable Unit * Rec	\$4,037.84	0	\$0	0	\$0	0	\$0	12	\$48,454	12	\$48,454	0	\$0	0	\$0	24	\$96,908
Digital Vehicular Repeater System	\$13,576.14	0	\$0	1	\$13,576	10	\$135,761	0	\$0	0	\$0	0	\$0	0	\$0	11	\$149,338
Sub-Total - Departmental Equipment			\$0		\$595,023		\$1,081,252		\$224,835		\$48,454		\$48,215		\$0		\$1,997,780
CORE EQUIPMENT																	
MCD 5000 Desk-set with network gear	\$3,301.50	0	\$0	0	\$0	12	\$39,618	6	\$19,809	0	\$0	0	\$0	0	\$0	18	\$59,427
APX Consolettes	\$23,137.83	4	\$92,551	0	\$0	3	\$69,413	0	\$0	0	\$0	0	\$0	3	\$69,413	10	\$231,378
Sub-Total - Core Equipment			\$92,551		\$0		\$109,031		\$19,809		\$0		\$0		\$69,413		\$290,805
TOTAL EQUIPMENT AT STATE CONTRACT PRICING		\$s	\$92,551		\$595,023		\$1,190,284		\$244,644		\$48,454		\$48,215		\$69,413		\$2,288,585
		% of Total	4.0%		26.0%		52.0%		10.7%		2.1%		2.1%		3.0%		100.0%
PROJECT DISCOUNT		\$s	\$0		(\$162,723)		(\$265,790)		(\$68,026)		(\$14,926)		(\$13,395)		\$0		(\$524,860)
		Discount %	0.0%		27.3%		22.3%		27.8%		30.8%		27.8%		0.0%		22.9%
SYSTEM REPLACEMENT DISCOUNT		\$s	(\$9,750)		(\$62,684)		(\$125,393)		(\$25,773)		(\$5,105)		(\$5,079)		(\$7,313)		(\$241,097)
		Discount %	10.5%		10.5%		10.5%		10.5%		10.5%		10.5%		10.5%		10.5%
CONTRACT EXECUTION DISCOUNT		\$s	(\$9,285)		(\$59,694)		(\$119,412)		(\$24,543)		(\$4,861)		(\$4,837)		(\$6,964)		(\$229,596)
		Discount %	10.0%		10.0%		10.0%		10.0%		10.0%		10.0%		10.0%		10.0%
TOTAL OF ALL DISCOUNTS		\$s	(\$19,035)		(\$285,101)		(\$510,596)		(\$118,342)		(\$24,892)		(\$23,311)		(\$14,276)		(\$995,553)
		Discount %	20.6%		47.9%		42.9%		48.4%		51.4%		48.3%		20.6%		43.5%
PROPOSED CONTRCT DOLLARS		\$s	\$73,516		\$309,922		\$679,688		\$126,302		\$23,562		\$24,904		\$55,137		\$1,293,032
		% of Total	5.7%		24.0%		52.6%		9.8%		1.8%		1.9%		4.3%		100.0%

\$5,980,718 MOTOROLA TOTAL IS DISCOUNTED TO \$4,225,804 (29.3% average discount)

	State Contract Pricing	Equip %	Project Discount	Discount %	System Replacement Discount	Discount %	Contract Execution Discount	Discount %	Sum of All Discounts	Total Disc %	Proposed Contract	% of Total
FIXED NETWORK INFRASTRUCTURE - GENERAL	\$1,779,278		\$0	0.0%	(\$187,443)	10.5%	(\$178,501)	10.0%	(\$365,944)	20.6%	\$1,413,334	33.4%
Fixed Network Infrastructure Equipment - PSAP	\$92,551	4.0%	\$0	0.0%	(\$9,750)	10.5%	(\$9,285)	10.0%	(\$19,035)	20.6%	\$73,516	1.7%
Fixed Network Infrastructure Equipment - EMA/EOC	\$69,413	3.0%	\$0	0.0%	(\$7,313)	10.5%	(\$6,964)	10.0%	(\$14,276)	20.6%	\$55,137	1.3%
Fixed Network Infrastructure Equipment - Fire/EMS	\$109,031	4.8%	\$0	0.0%	(\$11,486)	10.5%	(\$10,938)	10.0%	(\$22,425)	20.6%	\$86,607	2.0%
Subscriber Radio Equipment - Fire/EMS	\$1,081,252	47.2%	(\$265,790)	24.6%	(\$113,907)	10.5%	(\$108,474)	10.0%	(\$488,171)	45.1%	\$593,081	14.0%
Fire/EMS sub-total	\$1,190,284	52.0%	(\$265,790)	22.3%	(\$125,393)	10.5%	(\$119,412)	10.0%	(\$510,596)	42.9%	\$679,688	16.1%
Subscriber Radio Equipment - Police	\$595,023	26.0%	(\$162,723)	2.7%	(\$62,684)	10.5%	(\$59,694)	10.0%	(\$285,101)	47.9%	\$309,922	7.3%
Fixed Network Infrastructure Equipment - PWorks	\$19,809	0.9%	\$0	0.0%	(\$2,087)	10.5%	(\$1,987)	10.0%	(\$4,074)	20.6%	\$15,735	0.4%
Subscriber Radio Equipment - Public Works	\$224,835	9.8%	(\$68,026)	30.3%	(\$23,686)	10.5%	(\$22,556)	10.0%	(\$114,268)	50.8%	\$110,567	2.6%
Public Works sub-total	\$244,644	10.7%	(\$68,026)	27.8%	(\$25,773)	10.5%	(\$24,543)	10.0%	(\$118,341)	48.4%	\$126,302	3.0%
Subscriber Radio Equipment - Recreation	\$48,454	2.1%	(\$14,926)	30.8%	(\$5,105)	10.5%	(\$4,861)	10.0%	(\$24,892)	51.4%	\$23,562	0.6%
Subscriber Radio Equipment - Code Enforcement	\$48,215	2.1%	(\$13,395)	27.8%	(\$5,079)	10.5%	(\$4,837)	10.0%	(\$23,311)	48.3%	\$24,904	0.6%
DEPARTMENTAL EQUIPMENT	\$2,288,585	100.0%	(\$524,860)	22.9%	(\$241,097)	10.5%	(\$229,596)	10.0%	(\$995,553)	43.5%	\$1,293,032	30.6%
INSTALLATION & INTEGRATION COSTS	\$1,912,855		\$0	0.0%	(\$201,515)	10.5%	(\$191,902)	10.0%	(\$393,417)	20.6%	\$1,519,438	36.0%
TOTALS	\$5,980,718		(\$524,860)	8.8%	(\$630,054)	10.5%	(\$600,000)	10.0%	(\$1,754,914)	29.3%	\$4,225,804	100.0%