



Mach Alert FSA for Clearwater Fire Station #45 Quote-#11252025

January 9, 2026

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Jan 9, 2026

Chief Chad Pittman
Clearwater Fire Rescue
1140 Court Street
Clearwater, FL 33756

Subject: Mach Alert FSA for Fire Station #45
Dear Chief Pittman

Motorola Solutions, Inc. Proposal for City of Clearwater Station #45

This quote proposes adding a Fire Station Alerting System to Station #45. Motorola Solutions is the exclusive service provider and integrator for both the Pinellas County Radio System and Mach Alert, which ensures a seamless implementation.

To meet the functional and operational specifications of this solicitation, our solution includes the following for Mach Alert Fire Station Alerting at Station #45:

- **Mach Alert Station Controller**
- **LED Zone Lighting System**
- **Zone Selector Switches**
- **Turnout Timers**

This proposal consists of this cover letter, system description, statement of work and pricing. This proposal shall be governed by the terms and conditions of the Sourcwell Contract # 020625-MOT. This proposal shall remain valid until March 8, 2026. The City of Clearwater may accept the proposal by delivering to Motorola, a purchase order referencing this proposal (#11252025) and the Sourcwell Contract # 020625-MOT. Alternatively, Motorola Solutions would be pleased to address any concerns the City of Clearwater may have regarding the proposal.

For questions or concerns, please contact your Senior Account Manager, Brian Wahl, at 941-713-6740. We appreciate the opportunity to provide Clearwater Fire Rescue (CFR) with industry-leading solutions and look forward to strengthening our partnership through this project. Our goal is to deliver the best products and services in the communications industry.
Sincerely,



Maurizio Callari
Area Sales Manager

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Section 1

System Description

This Section describes the general features and options available for the Mach Alert Fire Station Alerting (FSA) system and is not project-specific.

Introduction

The *Mach Alert* Fire Station Alerting (FSA) system serves as a cornerstone for the successful operation of the dispatch alerting process. This microprocessor-based alerting system will help manage resources with proven hardware and software, leading to a reduction in emergency response times, less firefighter stress, and the confidence your stations will be alerted every time.

Fire Services, now more than ever, are facing newer and greater challenges. System operating flaws, breakdowns, problematic interfaces, and alerting delays are unacceptable. Proven technology, communications compatibility, software customization, and an intuitive user interface are mandatory. The *Mach Alert* FSA system is designed for fast response, integration with existing infrastructure, redundancy, and the ability to gracefully migrate into the latest technologies and new features. It utilizes innovative design allowing installations to be tailored to your specific Fire and EMS needs.

The *Mach Alert* FSA system does not depend on PC hardware at the stations for its fundamental fire station operation. It utilizes Motorola's new ACE3600 high-performance controller offering enhanced reliability. As the lead component in our fire station alerting system, it meets these challenges head-on.



Motorola ACE3600 Remote Terminal Unit

The *Mach Alert* FSA system is capable of interfacing with IP-based CAD (Computer Aided Dispatch) systems to provide automated fire station alerting. *Mach Alert* provides a backup or

manual means of alerting the fire stations if the CAD system is unavailable. If there is no CAD system present, *Mach Alert* FSA functions as the primary means of alerting the fire stations. The dispatch operator can easily access the *Mach Alert* System and its associated Graphical User Interface (GUI) via a thin browser client on a Windows-based PC. The browser allows the dispatcher to manually select the sequence, station(s) and zones required for the alert.

In a request from the City of Clearwater Motorola Solutions Inc. is pleased to propose a Mach Alert Fire Station Alerting system that includes hardware at Station #45.

The new equipment in this quote includes:

Base System – Fire Station:

- One (1) Mach Alert Station Controllers
- LED Zone Lighting System for Station #45
- 39 canned lights, 3 Light Strips
- 15 Zone Touchpad Selector Switches
- 7 LED Controllers, Licenses
- 3 Turnout Timer Displays

Integration with Motorola ASTRO 25 IV&D (Integrated Voice & Data) Systems

While the *Mach Alert* System supports legacy Motorola Radio Systems, it was specifically designed for integration with the Motorola ASTRO 25 IV&D System and its associated state of the art dispatch consoles.

- The *Mach Alert* System is annually tested and verified for operation on the Motorola ASTRO 25 IV&D System for every new release.
- The *Mach Alert* System is annually tested for cohabitation on both the Motorola MCC7500 and MCC7100 Dispatch Operator Consoles.
- *Mach Alert* currently operates on numerous Motorola ASTRO 25 IV&D systems in North America.

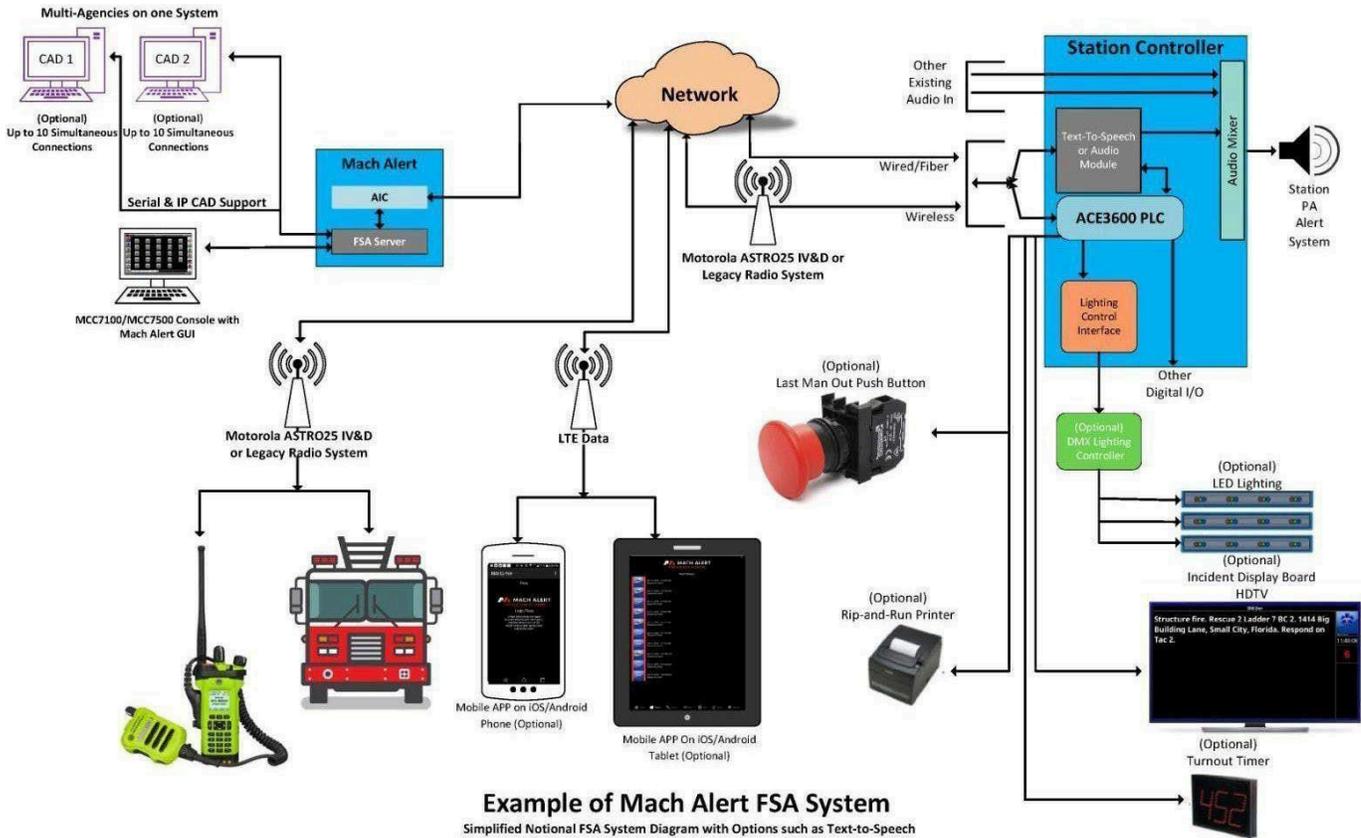
Hardened Systems – Information Assurance

To comply with Federal Government regulations for hardened systems, Information Assurance (IA) is required. *Mach Alert* meets these stringent regulations as follows:

- *Mach Alert* complies with multiple federal agencies' Information Assurance (IA) policies including those required for military bases.
- *Mach Alert* is tested and validated against the Motorola MotoPatch CD every month to ensure that all *Mach Alert* systems can be patched to the high standards set by Motorola.

Mach Alert – The Total System Solution

This “Total System Solution” consists of an Alerting Interface Controller (AIC), FSA Server, and Station Controllers (SC) as shown in the following figure. These components are described and their functionality presented in the ensuing sections. Available options to enhance the basic system are also provided.



Example of Mach Alert FSA System
 Simplified Notional FSA System Diagram with Options such as Text-to-Speech (TTS), LED Lighting Control, Incident Display Board, Turnout Timer, Rip-and-Run Printer and Mobile App
Mach Alert FSA Typical System Diagram

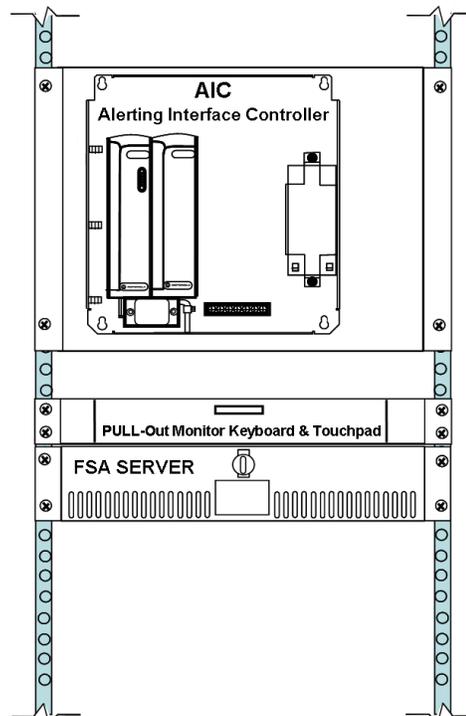
Mach Alert Dispatch Center Hardware

The *Mach Alert* Dispatch Center hardware consists of the *Mach Alert* FSA Server and Alerting Interface Controller (AIC). The dispatch operation is typically located at the Emergency Communications Center.

- The *Mach Alert* FSA Server hosts the primary *Mach Alert* software and provides a Graphical User Interface (GUI) to the fire station alerting system. The *Mach Alert* GUI is accessed using browser thin clients that normally cohabitate on the Motorola Dispatch Consoles but may also be located on separate dispatch operator terminals if required. The server also manages dispatch operator manual station alerting, automated optional text-to-speech incident announcements, remote system access, and system alarm and event logging. The server also provides the interface to the customer IP network for alerting over that network.
- The *Mach Alert* AIC is the fire station alerting interface to the Motorola Radio System. The Alerting Interface Controller is a Motorola ACE3600 high-performance controller that provides the means of communicating the alerting data over the radio network to the *Mach Alert* Station Controllers (SCs) located at the fire stations. The AIC also sends the alerting data over the IP network to provide redundancy to the FSA Server in the event it is offline.

***Mach Alert* FSA Typical Dispatch Center Hardware**

The following diagram shows the mounting of the FSA Server and the AIC on a standard 19" equipment rack. This equipment is usually located at the Dispatch Center.



FSA System Transport Functionality

This section addresses the *Mach Alert* functionality over the various possible transport media. *Mach Alert* supports numerous Motorola Radio Systems in addition to IP networks.

Motorola Radio Systems Supported

The *Mach Alert* FSA system has multiple integrated communications ports allowing it to utilize various Motorola Radio Systems dedicated to fire station alerting (not voice). *Mach Alert* supports alerting over the following Motorola Radio Systems:

- 700/800 MHz IV&D Digital Trunking*
- UHF R2 (450-520 MHz) Band IV&D Digital Trunking*
- UHF R1 (380-470 MHz) Band IV&D Digital Trunking*
- VHF IV&D Digital Trunking*
- 800 MHz Analog Trunking
- RF Conventional UHF Analog
- RF Conventional VHF Analog

IP Network Support

In addition to alerting over the Motorola Radio System, *Mach Alert* also supports Ethernet IP Networks utilizing customer enterprise connectivity between the Dispatch Center(s) and the fire stations. Please note that minimum bandwidth requirements must be met in order to provide reliable Ethernet link connectivity. These bandwidth requirements are available upon request.

Alerting Over Redundant Communication Links

The *Mach Alert* FSA system supports up to two (2) redundant communications links for station alerting (data) and an independent communications link for announcements (voice). The system design offers a “high-availability” fire station alerting operation through multi-level redundancy.

Both the existing IP network and the existing radio system can be used to alert the fire stations. Station alerting is transmitted over the redundant communications links concurrently. The key point here is that the *Mach Alert* FSA system does not have to make a selection if one link fails, as is often the case with PC-based systems. This assures the alert data will reach each fire station controller selected to be alerted with minimal delays. Alerting over Redundant Communication Links meets NFPA 1221 requirements.

Motorola highly recommends utilizing two redundant communications links for station alerting when using ASTRO IV&D which ensures a highly responsive and highly reliable alerting solution. In the event that the IP link fails, alerting is still supported by the IV&D system. The IV&D system has a lower bandwidth than wired IP and when used in backup mode supports an alerting cadence of approximately 3 seconds per station for alerts to be received and acknowledged.

If the radio system used for alerting is offline, station alerting will be processed using the IP network. If the Ethernet link used for alerting is offline, station alerting will be processed using the radio link.

If the radio link or the IP network link fails to the fire stations, the *Mach Alert* System will continue to function, including toning, CAD processing, backup dispatch, zoning, event logging, and failure notifications. The system meets NFPA 1221 recommendations.

At the fire station, the Station Controller activates the alert tones based on data received on the first (quickest) link and does not process data from the other link. However, both the radio and IP communication links send an acknowledgment (“ACK”) back to the AIC to verify that both communication links are operational. ACKs are also sent to the CAD system, if present, for updating. After the alert tones are played, the dispatch operator can begin the voice announcement.

Mach Alert supports the following combination of alerting links:

- One (1) Ethernet link and one (1) Radio System (Trunking or Conventional) link
- Two (2) Radio System (Trunking and/or Conventional) links
- Two (2) Ethernet links

Note that two data links are required for NFPA1221 Compliance.

Data Integrity

The *Mach Alert* FSA system utilizes the Motorola Data Link Communications (MDLC) protocol specifically designed for data over radio networks. It creates a true wireless network environment that provides maximum data integrity. The MDLC protocol is based on the Open System Interconnection (OSI) model recommended by the International Organization for Standardization (ISO). MDLC utilizes all seven layers of the OSI model and is designed for point-to-multipoint links such as an FSA system. MDLC provides optimum operation in saturated RF environments. The protocol facilitates communications among all sites in the system, including extensive diagnostic messaging. CRC-32 level data detection is provided. The MDLC protocol is also used to ensure data integrity over Ethernet for alerting via the AIC over the IP network.

Dispatch Operator Voice Announcements

The dispatch operator voice announcements are sent on a separate and independent radio talk group/channel. The same Motorola Radio Systems that are supported for alerting is also supported for voice announcements.

Mach Alert Fire Station Hardware

The following sections detail the *Mach Alert* Hardware that is available for installation in the fire stations.

Mach Alert Station Controller

The *Mach Alert* Station Controller (SC) is a Motorola ACE3600-based high-performance RTU installed in a NEMA-1 wall-mount industrial panel. The SC is located at each fire station typically in a communications utility room. The SC processes information to and from the AIC and FSA Server, generates alert tones and provides station audio control including optional text-to-speech decoding.

The Station Controller (SC) is a modular unit containing the following hardware:

- Motorola ACE3600 Power Supply Module.
- Motorola ACE3600 CPU Module.
- Motorola ACE3600 Digital Input/Output Module - additional modules are available to support additional I/O functionality.
- Optional Motorola Radio(s) – space is provided within the SC to house one (1) Motorola Alerting Data Radio and (1) Motorola Voice Radio.
- Integrated 6.5 Ah Backup Battery.
- An XLR audio input is provided to interface with an optional external voice radio.
- A balanced line-level audio output connection is provided to interface with the fire station PA amplifier.
- A Tones module for the storage of audio tones. 35+ default tone library pre-loaded. Custom tones are supported.
- Optional TTS Module for in-station TTS.
- Audio mixer and audio relays to control the flow of audio to the station PA system.
- Live audio sensing device.
- 4-port Ethernet switch.
- Support for external Turnout Timers.
- 8 Digital Output Relays standard – may be purchased with up to 40 Output Relays for additional output control.
- 8 Digital Input Terminal Blocks standard – may be purchased with up to 24 Terminal Blocks for additional monitoring capability.
- Depending on the options purchased, the SC may also house supporting hardware for the LED Zoned Lighting System and Zone Selector Switches.
- Transient Voltage Surge Suppression.
- Automatically resets after an alert is completed in preparation for the next alert.

Below is a mechanical design view of the *Mach Alert* Station Controller:

Station Controller

The image displays the mechanical design concept and a sample installed custom SC system. The design concept is a detailed schematic of the station controller, showing various components and their connections. The components are:

- Motorola Data Radio or IV&D
- 12V Battery Back-Up
- Motorola Voice Radio
- Network switch
- Smart Switch Controller (Option)
- Tones Module
- TTS Module (Option)
- Audio Mixer
- Audio Detector
- DMX Lighting Module (Option)

The design concept also shows the following components:

- ACE 3600 RTU CPU, Power Supply and Digital I/O Card
- DC Power Bus
- I/O Relays
- Audio Hook-Up
- AC power in
- I/O Hook-Up Blocks

The sample installed custom SC system is a photograph of the physical hardware installed in a rack. The components are arranged in a similar manner to the design concept.

Mechanical Design Concept **Sample Installed Custom SC System**

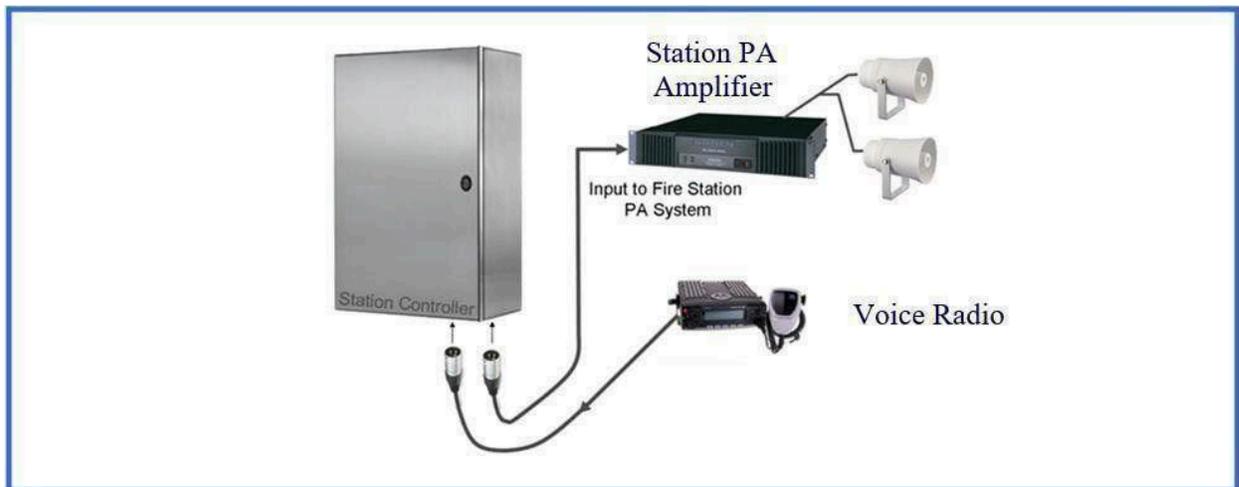
Mach Alert Station Controller

Station Audio Alerting

The *Mach Alert* Station Controller hardware and software automatically controls the alerting process. When stations are alerted, unique alert tones are played over the station's PA system. To prevent additional stress, these tones are ramped ("heart saver"); that is, they start at low volumes and escalate in volume to a desired level for a specific period of time. The tones can also be unique based on incident type, apparatus, company, and/or personnel. They can include a combination of tone and recorded voice. Custom, user-supplied tones are a standard feature of the system design. Toned alerting meets NFPA 1221 recommendations.

Mach Alert provides several available options for providing audio to the fire station.

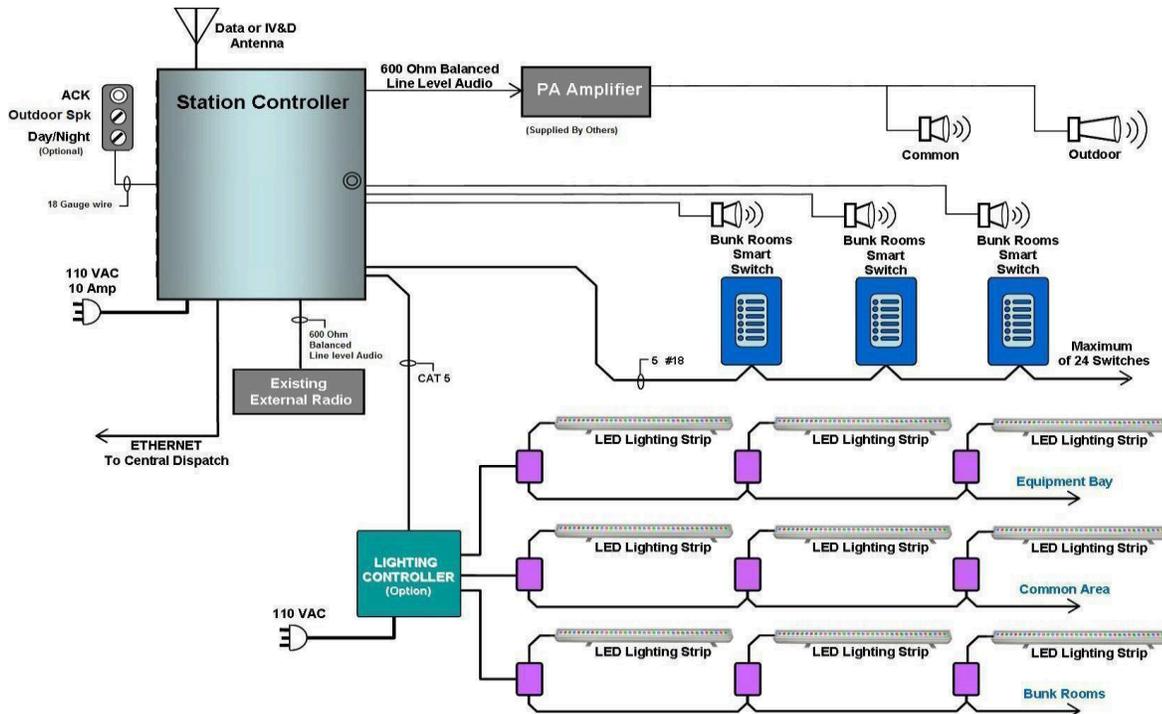
- An Audio Tones Module supplies ramped alert tones and a brief pre-recorded voice alert designating for the type of alert, followed by opening the station PA system for the dispatch operator to verbally alert personnel. This is a standard feature of *Mach Alert*.
- An optional Text-to-Speech (TTS) function can translate a CAD generated text string containing specifics of the alert message (or a type-written message generated via the dispatcher if there is no CAD in the system, or it is unavailable) into human-voice quality speech and transmit it over the IP network to the Station Controller as a compressed audio file for playback after completion of the locally stored alert tone.
- A TTS Over-the-Air (OTA) option is also available to provide the TTS announcement over the Motorola Radio System as opposed to over the IP network.



Mach Alert Station Audio

Typical Station System with LED Zoned Lighting

The diagram below shows a typical *Mach Alert* Station Controller-based system with options implemented for alert lighting and audio as well as zone selection switches.



LED Alert Lighting

The optional use of LED lighting strips for the FSA installation are for visual alerting in addition to the audio alert (PA) system. The RGB lighting strip is compatible with a commercially available controller. LED lighting strips are activated and controlled in various colors and sequences to alert station personnel of conditions and warnings.

The optional LED lighting is connected to the Station Controller. The LED lighting can be configured for ramp time, maximum intensity and colors.

Bunkroom LED lighting is ramped. Each bunkroom can have a LED light strip that will activate based on the type of alert. For example, if the bunkroom is reserved for the engine, the LED strip can be set to ramp to a red display. If the bunkroom is reserved for rescue, the LED strip can be set to ramp to a blue display. These high-intensity, RGB color LED strips can also be used in the common areas, bays, weight rooms, outside, offices, etc. When used in the hallways, they provide adjustable soft white egress lighting.



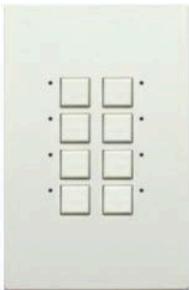
- RGB Color Mixing
- High power LEDs
- Extruded aluminum housing
- Input power of ~ 1 Amp @48VDC

Mach Alert LED Lighting Option

Optional Dynamic Zone Touch Pads

If a department desires to have the flexibility of using their bunkrooms based on specific personnel, apparatus, and/or company, wall switches may be provided as an option, allowing each bunkroom (or Zone) to select the type of alert, or combination of alerts, to be directed to that bunkroom. Fire or EMS personnel can use any bunkroom and select their specific alert(s) to be directed to that room. LED indicators on the wall switch indicate which alerts have been selected, or no alerts.

Example Zone Selection



More than one zone can be selected such as BC & Rescue

- **Rescue-** This room will receive Rescue, All Call, & Announcement
- **Engine-** This room will receive Fire, All Call, & Announcement
- **Assistant Chief (AC)-** This room will receive Assistant Chief, All Call, & Announcement
- **Battalion Chief (BC)-** This room will receive Battalion Chief, All Call, & Announcement
- **Light-** This Rooms Night light will be on when lighting controller is in Night Light Mode
- **Vacant-** This room will not receive any Calls

Note: If no Zones are selected Room will receive every call

Mach Alert Zone Selector Switch

Section 2

Statement of Work

This Statement of Work (SOW) describes the most current understanding of the work required by Motorola Solutions, Inc. ("Motorola") to provide a successful implementation of a MACH Alert Fire Station Alerting (FSA) system.

It is understood that this SOW may be revised during contract negotiations or during the Detailed Design Review (DDR), and through any other Change Orders that may occur during the execution of the project.

Motorola is pleased to propose the MACH Alert Fire Station Alerting System (FSA) for CFR for installation at Fire Station #45.

The following sections detail specific responsibilities of the Customer and Motorola in general and during various project phases. Motorola is responsible for coordinating and ensuring proper execution.

PROJECT INITIATION		
Contract Finalization and Team Creation		
	MSI	CFR
Execute contract and distribute contract documents.	X	X
Assign a Project Manager as a single point of contact.	X	X
Assign resources.	X	X
Schedule project kickoff meeting.	X	X
Deliverable: Signed contract, defined project team, and scheduled project kickoff meeting.		
Project Administration	MSI	CFR
Ensure that project team members attend all meetings relevant to their role on the project.	X	X
Set up the project in the Motorola Solutions information system.	X	
Record and distribute project status meeting minutes.	X	

Maintain responsibility for third-party services contracted by Motorola Solutions.	X	
Maintain responsibility for third-party services contracted by CFR.		X
Complete assigned project tasks according to the project schedule.	X	X
Submit project milestone completion documents.	X	
Upon completion of tasks, approve project milestone completion documents.		X
Conduct all project work Monday thru Friday, 8:00 a.m. to 5:00 p.m.).	X	
Deliverable: Completed and approved project milestones throughout the project.		
Project Kickoff		
	MSI	CFR
Introduce team, review roles, and decision authority.	X	X
Present project scope and objectives.	X	
Review SOW responsibilities and project schedule.	X	X
Schedule Design Review.	X	X
Deliverable: Completed project kickoff and scheduled Design Review.		
Design Review		
	MSI	CFR
Review the Customer's operational requirements.	X	X
Present the system design and operational requirements for the solution.	X	
Present installation plan.	X	
Present preliminary cutover plan and methods to document final cutover process.	X	
Present configuration and details of sites required by system design.	X	

Validate that Customer sites can accommodate proposed equipment.	X	X
Provide approvals required to add equipment to proposed existing sites.		X
Review safety, security, and site access procedures.	X	
Finalize site acquisition and development plan.	X	
Present equipment layout plans and system design drawings.	X	
Provide backhaul performance specifications and demarcation points		X
Provide information on existing system interfaces.	X	
Assume liability and responsibility for proving all information necessary for complete installation.		X
Assume responsibility for issues outside of Motorola Solutions' control.	X	
If necessary, complete the required forms required for frequency coordination and licensing.	X	
Ensure that frequency availability and licensing meet project requirements, and pay licensing and frequency coordination fees.		X
Review and update design documents, including System Description, Statement of Work, Project Schedule, and Acceptance Test Plan, based on Design Review agreements.	X	
Provide minimum acceptable performance specifications for customer provided hardware, software, LAN, WAN and internet connectivity.	X	
Execute Change Order in accordance with all material changes to the Contract resulting from the Design Review.	X	
Deliverable: Completed Design Review.		
General Installation	MSI	CFR
Perform Equipment Inventory and Delivery to Customer Sites	X	
Coordinate receipt of and inventory solution equipment with	X	

designated contact.		
Provide system interconnections that are not specifically outlined in the system design, including dedicated phone circuits, microwave links, or other types of connectivity.		X
Install and terminate all network cables between site routers and network demarcation points, including microwave, leased lines, and Ethernet.	X	
Ensure that Type 1 and Type 2 AC suppression is installed to protect installed equipment.		X
Label equipment, racks, and cables.	X	
Note any required changes to the installation for inclusion in the "as-built" system documentation.	X	
Remove, transport, and dispose of old equipment.		X
Provide an Ethernet network connection with a minimum throughput of 512 Kbps from Fire Station to the FSA server located in the Dispatch facility.		X
Deliverable: Solution equipment received and ready for installation.		
Fire Station Installation	MSI	CFR
Base System-Fire Station Installation		
Install one (1) Mach Alert Station Controller (SC) in designated space on the wall.	X	
Provide mounting hardware, support strut, and required fasteners to SC.	X	
Land all Ethernet connections into assigned switch ports predetermined by Motorola/Customer.	X	
Land audio line into assigned input on PA amp, determine best spot if needed.	X	
Run, terminate, and test one (1) Category 6 Ethernet feed(s) to SC from customer network switch.	X	
Run, terminate, and test two (2) 18 AWG TSP Shielded audio lines from SC to customer PA amplifier.	X	
Provide and install two (2) antennas and two (2) transmission lines. One set is for the data radio. The other set is for the voice	X	

radio.		
Provide code plugs for the data radio and voice radio.	X	
Provide programming, configuration, and optimization of the data radio(s) inside the SC panel for data communication on the Motorola RNI.	X	
Verify adequate outlet power or provided by others if not available.	X	
LED Lighting Hardware Installation	MSI	CFR
Install forty-two (42) LED Light Fixtures (LLF) connected to four (7) LED Lighting Controllers (LC).	X	
Install (15) Zone Selector Switches.	X	
Plug LC into local AC outlets.	X	
Run, terminate, and test one (1) Category 6 Ethernet feed to primary LC and additional Category 6 feeds to subsequent LCs and LLFs.	X	
Provide all required Category 6 cabling, termination ends, and cable management hardware as needed.	X	
Verify adequate outlet power.	X	
Turnout Timer Display installation quantity (3).	X	
Provide and pull all required cabling and wiring, termination ends and cable management, hardware as needed along with conduit in bay areas as required.	X	
Provide one Category 6 Ethernet feed(s) to SC from customer network switch.		X
Provide two (2) 18 AWG TSP Shielded audio lines from SC to PA amplifier.	X	
Land all Ethernet connections into assigned switch ports predetermined by CFR.	X	
Land audio line into assigned input on PA amp, determine best spot if needed.	X	
Terminate and one (1) Category 6 Ethernet feed to primary LC and terminate Category 6 feeds to subsequent LCs and LLFs.	X	
Plug LC into local AC outlets and terminate all Category 6 cabling for all LCs and LLFs.	X	

Provide all required Category 6 cabling, termination ends, and cable management hardware as needed along with nominal conduit/wire mold if required to connect all ZSS back to the fire network switching the IT closet all individually homerun wired for each ZSS.	X	
Terminate, and test audio cables for existing speakers for audio zoning to SC.	X	
Terminate, and test one (1) 18/6 shielded cable (provided by CFR) from Turn Out Timer to SC for signal and power.	X	
Deliverable: Equipment installed.		
Functional Acceptance Testing	MSI	CFR
Verify the operational functionality and features of the solution supplied by Motorola Solutions, as contracted.	X	X
Witness the functional testing.		X
Document all issues that arise during the acceptance tests.	X	
If any major task for the system as contractually described fails during the Customer acceptance testing or beneficial use, repeat that particular task after Motorola Solutions determines that corrective action has been taken.	X	
Resolve any minor task failures before Final System Acceptance.	X	
Document the results of the acceptance tests and present for review.	X	
Review and approve final acceptance test results.	X	X
If any major task as contractually described fails, repeat that particular task after Motorola Solutions determines that corrective action has been taken.	X	
Document all issues that arise during the acceptance tests.	X	
Document the results of the acceptance tests and present to the Customer for review.	X	
Resolve any minor task failures before Final System Acceptance.	X	
Deliverable: Completion of functional testing and approval by Customer.		
PROJECT TRANSITION		
Training	MSI	CFR

Finalize schedule for training coursework.	X	
Provide training facility.		X
Ensure that the training participants fulfill course prerequisites.		X
Conduct the training classes outlined in the Training Plan.	X	
Attend proposed training classes.	X	X
Deliverable: Training coursework completed.		
Cutover	MSI	CFR
Finalize Cutover Plan.	X	X
Provide programming of user radios and related services (i.e. template building, re-tuning, testing and installations), as needed, during cutover period.		X
Conduct cutover meeting with relevant personnel to address both how to mitigate technical and communication problem impacts to the users during cutover and during the general operation of the system.	X	
Notify the personnel affected by the cutover of the date and time planned for the cutover.		X
Provide ongoing communication with users regarding the project and schedule.	X	X
Cut over users and ensure that user radios are operating on the system.		X
Resolve punchlist items, documented during the Acceptance Testing phase, in order to meet all the criteria for final system acceptance.	X	
Assist Motorola Solutions with resolution of identified punchlist items by providing support, such as access to the sites, equipment and system, and approval of the resolved punchlist items.		X
Deliverable: Migration to new system completed, and punchlist items resolved.		
Transition to Warranty	MSI	CFR
Review the items necessary for transitioning the project to warranty support and service.	X	
Motorola Solutions to provide services during year 1 warranty which align with the proposed services.	X	
Provide a Customer Support Plan detailing the warranty support associated with the contract equipment.	X	

Participate in the Transition Service/Project Transition Certificate (PTC) process.		X
Deliverable: Service information delivered and approved by the Customer.		
Finalize Documentation and System Acceptance	MSI	CFR
Provide manufacturer's installation material, part list and other related material to Customer upon project completion.	X	
Provide an electronic as-built system manual on CD or other Customer preferred electronic media. The documentation will include the following: <ul style="list-style-type: none"> • System Level Diagram. • Site Block Diagrams. • Site Equipment Rack & Enclosure Configurations. • System Acceptance Test Plan Test Sheets and Results. • Equipment Inventory List. • Product Manuals. • Drawings will be delivered in PDF format. 	X	
Receive and approve documentation.		X
Execute Final Project Acceptance.	X	X
Deliverable: All required documents are provided and approved. Final Project Acceptance.		

Assumptions

Motorola has made several assumptions in preparing this proposal, which are noted below. In order to provide a firm quote, Motorola will need to verify all assumptions or seek alternate solutions in the case of invalid assumptions.

- All existing sites or equipment locations will have sufficient space available for the system described as required/specified by R56. All sites will meet Motorola Solutions' R56 2005 Standards for Communications sites. If the customer does not have a copy of the "R56 v.2005 Standards & Guidelines for Communications site," one will be provided by Motorola Solutions.
- All existing sites or equipment locations will have adequate electrical power in the proper phase and voltage, and site grounding to support the requirements of the system described. Adequate backup power is available to support the proposed equipment. Existing generators, if available, have adequate capacity to support the equipment.
- Any site/location upgrades or modifications are the responsibility of CFR
- Approved local, State, or Federal permits as may be required for the installation and operation of the proposed equipment are the responsibility of CFR
- Any required system interconnections not specifically outlined here will be provided by CFR. These may include dedicated phone circuits, microwave links, or other types of connectivity.
- No coverage guarantee is included in this proposal.
- Motorola is not responsible for interference caused or received by the Motorola-provided equipment except for interference that is directly caused by the Motorola-provided transmitter(s) to the Motorola-provided receiver(s). Should CFR's system experience interference, Motorola can be contracted to investigate the source and recommend solutions to mitigate the issue.
- If CFR chooses to purchase the optional Incident Display Board functionality it is assumed that the City will be providing the HDMI monitors. Monitors must have a HDMI input and a 2 gang 120V AC outlet must be within 3' of the mounting locations inside the fire stations. If the City does not have a 2 gang 120V AC outlet within 3' of their desired mounting location MSI can quote the required electrical work as part of a change order.
- Customer is currently utilizing a 2020.1 ASTRO system release with expectation to fully upgrade to system release 2022.1 in 2024. The customer should understand that current system release is past standard support and in extended support.
- MACH ALERT thin clients to be installed upon existing MCC 7500 positions. (NOTE: Thin clients licenses are only intended to be utilized in the event the customer CAD system were to fail, otherwise all primary alerting begins within CAD).
- Interfacing software API (Application Program Interface) is accomplished by employing the Motorola Fire Dispatch Protocol (MFD-P).
- IV&D is presumed to be the responsibility of the MASTER site for the City, and no IV&D or Enhanced Data services are listed for purchase by CFR to implement MACH ALERT on their sites. Ethernet IP Network, customer enterprise connectivity between the dispatch center(s) and the fire station.

Network Design Diagram and Specific Assumptions

The following is a system overview, as understood by discussions on shared site services between the CFR ASTRO CORE RNI sites. The network connectivity presumes the MACH ALERT FSA server, AIC, and CAD server are co-located at the ASTRO CORE RNI site, which reduced the need for using the existing MW loop to connect the Dispatch site with the EOC site via a network e- pipe. All terrestrial IP network connectivity between Dispatch and Fire Station #45 are

maintained and serviced by the customer's IT network team. At a future date, should the customer elect to add an IP link between the EOC and station 45, it would only require a reconfiguration of the MACH ALERT server, but not additional HW.

Section 3

Acceptance Test Plan

System Acceptance of the proposed solution will occur upon successful completion of a Functional Acceptance Test Plan (FATP), which will test the features, functions, and failure modes for the installed equipment in order to verify that the solution operates according to its design. This plan will validate that the CFR solution will operate according to its design, and increase the efficiency and accuracy of the final installation activities. A detailed FATP will be developed and finalized during project implementation.

An example of a standard Mach Alert FATP is included below.

MACHALERT FIRE STATION ALERTING

ACCEPTANCE TEST PLAN (ATP) ¹

Purpose and Scope

The Field Acceptance Test Plan (ATP) will be performed by Mach Alert, Inc. (Mach Alert) and Motorola Solutions, Inc. (Motorola). The purpose of the ATP is to verify the basic operation, functionality, and installation quality of the MACH Alert FSA system. The ATP has been designed to validate the ability of the system to deliver the designed and contract required system functionality to end users. System functions and features not included within this ATP plan will not be tested. Successful completion of the Field ATP will fulfill the Final Acceptance requirements. The ATP provides a brief description and a list of the tests, which will be executed with end user representatives. The actual Test Procedure sheets will be provided to the end user before the scheduled start of the Field Test. In addition to the functional tests covered in the ATP, the ATP will include site and installation related tests.

Site Inspections and Tests

The following items will be checked to verify the installation quality and configuration of the system Dispatch and Fire Station sites. The site installations should conform to Motorola's R56 Installation Quality Standards where applicable.

1. Equipment inventory and configuration.
2. Dispatch equipment room rack availability, location, and rack layouts.
3. Fire station equipment room SC mounting options and space availability, Ethernet connectivity, lighting controls, PA amplifier interface, and audio connection to the end user provided voice radio.
4. 120 V electrical power source.
5. Grounding and bonding.
6. AIC and Server interfaces with CAD.
7. The Radio Dispatch Console system browser thin client interface to the FSA Server.

System Performance and Verification Tests

¹ This document describes a general Acceptance Test Plan for the *MACH Alert* Fire Station Alerting and Automation (FSA) solution and is not project specific. The project specific ATP will be developed during the Detailed Design Review (DDR) phase of the project.

System Performance and Verification testing is performed during the Field Acceptance Test phase and is designed to verify the performance / operation of the FSA subsystems and site installations as outlined in this ATP. System Performance and Verification Tests will be completed for the following:

1. Network equipment and interfaces.
2. Dispatch center equipment and software.
3. End-to-end FSA station alerting.

FSA System Functional Tests

Functional Testing is included in Field Testing phases and is designed to verify the required FSA system functionality and features.

Section 4

Service/Warranty

Motorola's standard 1 year warranty applies to all Motorola equipment.

Section 5

Pricing Summary

Item	Qty	Unit List Price	Discount %	Unit Sale	Ext Sale Price
ACE3600	1	\$6,698.00	\$6,698.00	10.00%	\$6,028.20
APX 6500	2	\$3,465.00	\$6,930.00	10.00%	\$3,118.50
APX 6500 Install Kit	2	\$471.00	\$942.00	10.00%	\$423.90
Station Controller Software License	1	\$1,400.00	\$1,400.00	20.00%	\$1,120.00
LED Lighting Software for License	1	\$700.00	\$700.00	20.00%	\$560.00
Turnout Timer Display	3	\$740.00	\$2,220.00	20.00%	\$592.00
IDB Module	1	\$390.00	\$390.00	20.00%	\$312.00
Enhanced Station Controller	1	\$4,150.00	\$4,150.00	20.00%	\$3,320.00
Mount Digital Voice Dispatch Radio	1	\$140.00	\$140.00	20.00%	\$112.00
4 Relays	6	\$230.00	\$1,380.00	20.00%	\$184.00
LED Light Strip	3	\$220.00	\$660.00	20.00%	\$176.00
LED Canned Light	39	\$120.00	\$4,680.00	20.00%	\$96.00
LED Controller	7	\$1,340.00	\$9,380.00	20.00%	\$1,072.00
Touchpad	15	\$650.00	\$9,750.00	20.00%	\$520.00
Smart Switch Gateway	2	\$520.00	\$1,040.00	20.00%	\$416.00
Standard Mixer	1	\$440.00	\$440.00	20.00%	\$352.00
Surge Protector	1	\$143.00	\$143.00	20.00%	\$114.40
8 Port Switch	1	\$420.00	\$420.00	20.00%	\$336.00
Device Installation	1	\$56,892.86	\$56,892.86	0.00%	\$56,892.86
Rip and Run Printer License	1	\$350.00	\$350.00	20.00%	\$280.00
Rip and Run Printer	1	\$790.00	\$790.00	20.00%	\$632.00
Yr 2 Support	1	\$8,700.00	\$8,700.00	\$0.00	\$8,700.00
MSRP Total					\$118,195.86
Sourcewell Contract Discount					(\$9,255.40)
Grand Total					\$108,940.46

This pricing is valid through March 8, 2026.

Due to significant market and tariff volatility, as well as fluctuations in the cost of energy and raw materials including, but not limited to, steel, copper, finished wood, and concrete, Motorola Solutions reserves the right to equitably adjust the contract price, completion schedule, and/or contract requirements. Additionally, Motorola Solutions reserves the right to apply a fuel surcharge to quoted freight rates based on the prevailing diesel cost at the time of shipment.

Payment Milestones

Except for a payment that is due on the Effective Date, Customer will make payments to Motorola within thirty (30) days after the date of each invoice. Customer will make payments when due in the form of a check, cashier's check, or wire transfer drawn on a U.S. financial institution. If Customer has purchased additional Professional or Subscription services, payment will be in accordance with the applicable addenda. Payment for the System purchase will be in accordance with the following milestones.

System Purchase

- 1. 50% of the System Price due upon shipment of equipment; and**
- 2. 50% of the System Price due upon Final Acceptance.**

Motorola shall make partial shipments of equipment and will request payment upon shipment of such equipment. In addition, Motorola shall invoice for installations completed on a site-by-site basis or when professional services are completed, when applicable. Overdue invoices will bear simple interest at the maximum allowable rate by state law.

Section 6

Contractual Documentation

The products and services described in this proposal shall be provided under the terms and conditions of the Sourcwell Contract # 020625-MOT.