

February 14, 2017

Marin County Communications System Proposal
Marin County Department of Public Works
Attn: Pat Echols
3501 Civic Center Drive, Room 304
San Rafael, CA 94903

Subject: Proposal for MERA/Marin County Radio Communications System

Dear Mr. Echols,

Motorola Solutions, Inc. ("Motorola") is pleased to have the opportunity to provide MERA and Marin County with an updated proposal for Project 25 TDMA communications equipment and services, which will replace the legacy Motorola UHF SmartZone equipment currently in use. This revised proposal includes the revisions as documented during the project negotiations. Motorola's compliant proposal is for both the Infrastructure Replacement Services and Radio Subscriber Products and Services. The solution pricing, design, and options are modular, allowing you to tailor the final product to fit your specific needs and budgets. We look forward to finalizing the contract details and beginning the Design Review phase of the project. Below are some key factors that Motorola feels will make this a successful project.

- Smooth & Seamless Transition - a fully developed migration plan to minimize risk, re-use recent investments, and provide a real-world design to take the system smoothly into the future
- Innovative Architecture - Motorola's thorough analysis of Marin's existing sites and future investments to determine the best constellation for 700MHz trunking while meeting budget projections

Motorola will be pleased to address any concerns the County may have regarding the proposal. Please direct any questions to me or your Motorola Account Executive, Rodney Hughes, at 805-390-7782.

We thank you for the opportunity to furnish Marin County with the most reliable Project 25 TDMA communications solutions. We are honored and excited to work with you to implement the very best communications system and radios for Marin County's bravest first responders and public servants.

Sincerely,



Micah Applewhite
MSSI Vice President
Motorola Solutions, Inc.