

Change Order No. 007

Date: 09/17/18

Project Name: MERA Next Generation Radio System

Customer Name: Marin County

Customer Project Mgr: Ernest Klock

The purpose of this Change Order is to:

Capture the following changes:

1. Addition of 200 AES/DES encryption to subscriber radios
2. Addition of Radio Management, Wi-Fi, and OTAP feature

Contract # 31701399

Contract Date: 03/07/17

In accordance with the terms and conditions of the contract identified above between Marin County and Motorola Solutions, Inc., the following changes are approved:

Contract Price Adjustments

| | |
|--|------------------|
| Original Contract Value: | \$ 34,337,451.06 |
| Previous Change Order amounts for Change Order numbers <input type="text" value="0"/> through <input type="text" value="6"/> | \$ 3,279,495.50 |
| This Change Order: | \$ 631,403.15 |
| Existing Contract Credit: | \$ 0.00 |
| Net Contract Impact of this Change Order: | \$ 631,403.15 |
| New Contract Value: | \$ 38,248,349.71 |

Completion Date Adjustments

| | |
|---------------------------|-----------|
| Original Completion Date: | 3/27/2019 |
|---------------------------|-----------|

| | |
|---|-----------|
| Current Completion Date prior to this Change Order: | 3/27/2019 |
| New Completion Date: | 3/27/2019 |

Changes in Equipment: *(additions, deletions or modifications)* **Include attachments if needed**

Please refer to the attached equipment list

Changes in Services: *(additions, deletions or modifications)* **Include attachments if needed**

This Change Order only captures the cost of AES/DES encryption modules for radios. Services required for applying these modules to radios are not included.

Addition of 2920 Radio Management licenses to the radio system core
Addition of WiFi capability to 1052 APX8500 mobiles and 1560 APX8000 portables
Addition of OTAP capability to 100 radios

Schedule Changes: *(describe change or N/A)*

The project schedule will be finalized upon CDR approvals and is contingent upon CEQA and site construction timelines

Pricing Changes: *(describe change or N/A)*

Please refer to the attached pricing summary sheet
Please note that taxes are estimated at 9% but the final number will be determined based on where the equipment will be shipped

Customer Responsibilities: *(describe change or N/A)*

N/A

Payment Schedule for this Change Order:
(describe new payment terms applicable to this change order)

The payment is 100% due upon the delivery of equipment



CHANGE ORDER

[#007]

Unless amended above, all other terms and conditions of the Contract shall remain in full force. If there are any inconsistencies between the provisions of this Change Order and the provisions of the Contract, the provisions of this Change Order will prevail.

IN WITNESS WHEREOF the parties have executed this Change Order as of the last date signed below.

| Motorola Solutions, Inc. | Customer |
|---|--------------------------|
| By: _____ | By: _____ |
| Printed Name: KENT MARTIN | Printed Name: _____ |
| Title: Regional Services Manager | Title: _____ |
| Date: September 17, 2018 | Date: _____ |
| Reviewed by: Kourosh Mostashari | Date: September 17, 2018 |
| _____ Motorola Solutions Project Manager | _____ |

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MERA Change Order #7 Equipment List

| System | Site | SysSeg | Item Num | Total Qty | Nomenclature | Description |
|------------|-------------|---------|----------|-----------|--------------|---|
| ENCRYPTION | Subscribers | AES/DES | | 200 | G851 | ADD: AES/DES-XL/DES-OFB UCM ENCRYPTION |
| RADIO MGT | Subscribers | WIFI | | 1052 | GA09001 | ADD: WI-FI CAPABILITY |
| RADIO MGT | Subscribers | WIFI | | 1052 | GA09007 | ADD: OUT OF THE BOX WI-FI PROVISIONING |
| RADIO MGT | Subscribers | WIFI | | 1052 | GA00250 | ADD: WIFI/GNSS FLEXIBLE CABLE LMR195 |
| RADIO MGT | Subscribers | WIFI | | 1560 | GA09001 | ADD: WI-FI CAPABILITY |
| RADIO MGT | Subscribers | WIFI | | 1560 | GA09007 | ADD: OUT OF THE BOX WI-FI PROVISIONING |
| RADIO MGT | EOF | RM WIFI | 2 | 1 | SQM01SUM0273 | MASTER SITE CONFIGURATION |
| RADIO MGT | EOF | RM WIFI | 2a | 1 | CA02629AB | ADD: EXPAND 7.16 M CORE |
| RADIO MGT | EOF | RM WIFI | 2b | 2 | CA02838AA | ADD: NM/ZC RACK |
| RADIO MGT | EOF | RM WIFI | 3 | 1 | T7914 | RADIO MANAGEMENT ONLINE |
| RADIO MGT | EOF | RM WIFI | 3a | 2871 | UA00049AA | ADD: RADIO MANAGEMENT LICENSES ONLINE |
| RADIO MGT | EOF | RM WIFI | 4 | 1 | DSSUBSERVER3 | RACK MOUNT WINDOWS SERVER |
| RADIO MGT | EOF | RM WIFI | 5 | 24 | HKN6184C | CABLE CH, PROGRAMMING, USB |
| RADIO MGT | EOF | RM WIFI | 6 | 24 | PMKN4012B | PORTABLE PROGRAMMING CABLE |
| RADIO MGT | EOF | RM WIFI | 7 | 12 | PMKN4013C | PROGRAMMING, TEST & ALIGNMENT CABLE |
| RADIO MGT | EOF | RM WIFI | 8 | 1 | DSSUBSERVER1 | RACK MOUNT WINDOWS SERVER |
| RADIO MGT | EOF | RM WIFI | 9 | 1 | SQM01SUM0273 | MASTER SITE CONFIGURATION |
| RADIO MGT | EOF | OTAP | 9a | 1 | CA02629AB | ADD: EXPAND 7.16 M CORE |
| RADIO MGT | EOF | OTAP | 9b | 2 | CA02838AA | ADD: NM/ZC RACK |
| RADIO MGT | EOF | OTAP | 10 | 1 | SQM01SUM0257 | INTELLIGENT MIDDLEWARE |
| RADIO MGT | EOF | OTAP | 10a | 1 | CA02384AE | ADD: UNIFIED NETWORK SERVICES SOFTWARE |
| RADIO MGT | EOF | OTAP | 10b | 1 | CA02354AA | ADD: ASTRO NETWORK APPLICATION INTERFACE |
| RADIO MGT | EOF | OTAP | 10c | 1 | CA02362AE | ADD: MCAFEE STANDALONE ANTI VIRUS SOFTWARE |
| RADIO MGT | EOF | OTAP | 10d | 1 | UA00054AA | ADD: 201-400 RESOURCES FOR PRESENCE |
| RADIO MGT | EOF | OTAP | 10e | 1 | CA02053AE | ADD: SUPPLEMENTAL CD IA (IMW) |
| RADIO MGT | EOF | OTAP | 11 | 1 | T7562 | DIGITAL SMARTZONE |
| RADIO MGT | EOF | OTAP | 11a | 32 | G996AW | ENH: OVER THE AIR PROVISIONING |
| RADIO MGT | EOF | OTAP | 12 | 1 | T8012 | 9600 OR 3600 SINGLE SYSTEM DIGITAL TRUNKING |
| RADIO MGT | EOF | OTAP | 12a | 197 | G996AW | ENH: OVER THE AIR PROVISIONING |

| | Equipment | MERA Equipment Discount | Services | Warranty and Post-Warranty Services | System Discount Applied |
|---|-----------------|-------------------------|----------|-------------------------------------|-------------------------|
| 1. Item #15 – AES and DES Encryption for Subscribers during migration | \$ 159,800.00 | \$ 59,957.03 | \$ - | \$ - | \$ 20,007.95 |
| 2. Item #19 - Radio Management, including WiFi and OTAP | \$ 1,231,667.00 | \$ 809,430.97 | \$ - | \$ - | \$ 270,111.10 |
| TOTAL | \$ 1,391,467.00 | \$ 869,388.00 | \$ - | \$ - | \$ 290,119.05 |

| | List Price | After Discount |
|---------------------------------|---------------------------------|----------------|
| Equipment | \$ 1,391,467.00 | \$ 869,388.00 |
| Services | \$ - | \$ - |
| Warranty and Maintenance | \$ - | \$ - |
| Total | \$ 1,391,467.00 | \$ 869,388.00 |
| | System Discount | \$ 290,119.05 |
| | Final Price Without Taxes | \$ 579,268.95 |
| | Estimated Equipment Taxes at 9% | \$ 52,134.21 |
| | Final Price | \$ 631,403.15 |