

Quote Date: 3/19/2019
Quote No.: DIR76389



Martin County Sheriff's Office, FL
VESTA® 9-1-1 Enhanced Data Window

Vesta Solutions, Inc. Contact Information	
Sales Support Specialist: Brandon Hoquist	Account Rep: Dan Bornstein
Phone: 951-719-2349	Phone: 951-401-1744
E-Mail: Brandon.Hoquist@MotorolaSolutions	E-Mail: Dan.Bornstein@MotorolaSolutions.com

Summary by Expense Category/Component		
<u>VESTA® 9-1-1 Enhanced Data Window</u>		
Hardware/Software	\$	4,848.56
Implementation, Project Management and Training	\$	5,324.00
Software Support, 1 Year	\$	5,624.00
	Grand Total \$	15,796.56
<u>Optional Items</u>		
Software Support, 5 Years	\$	26,808.00

Quote Date: 3/19/2019
Quote No.: DIR76389-1
Site No.: 103359
Account No: N/A



Martin County SO (Host A)

VESTA® 9-1-1 Enhanced Data Window

Customer Information

Customer: Martin County Sheriff's Office (Direct)
Contact:
Phone:
E-Mail:

Vesta Solutions, Inc. Contact Information

Sales Support Specialist: Brandon Hoquist
Phone: 951-719-2349
E-Mail: Brandon.Hoquist@MotorolaSolutions.com

Account Rep:
Phone:
E-Mail:

VESTA® 9-1-1

Qty.	Part No.	Description	U/M
1	870899-0104R7.2U	VESTA® 9-1-1 V911 R7.2 LIC/DOC/MED UPG <i>To support Enhanced Data Window, system must be upgraded from VESTA 9-1-1 R7.0 to VESTA 9-1-1 R7.1 SP1.</i> RapidSOS <i>RapidSOS requires VESTA 9-1-1 Advanced licenses. Customer is currently running (18) Advanced licenses.</i>	EA
1	809810-00103	V911 ADV DATA LVL 2 STD ANNUAL SUB <i>Note: Annual Subscription - Year 1</i> —or—	EA
1	809810-00103	V911 ADV DATA LVL 2 STD ANNUAL SUB <i>Note: Annual Subscription - Year 1</i>	EA
1	809810-00103	V911 ADV DATA LVL 2 STD ANNUAL SUB <i>Note: Annual Subscription - Year 2</i>	EA
1	809810-00103	V911 ADV DATA LVL 2 STD ANNUAL SUB <i>Note: Annual Subscription - Year 3</i>	EA
1	809810-00103	V911 ADV DATA LVL 2 STD ANNUAL SUB <i>Note: Annual Subscription - Year 4</i>	EA
1	809810-00103	V911 ADV DATA LVL 2 STD ANNUAL SUB <i>Note: Annual Subscription - Year 5</i>	EA
2	03800-03060	(2) firewalls for HA configuration: FIREWALL 60E	EA
2	03800-03061	WARR FIREWALL 60E 1YR	EA
2	03800-03065	WARR FIREWALL 60E 5YR	EA
2	809800-00200	CFG NTWK DEVICE	EA
1	06500-02302	Cabinet & Peripheral Equipment SHELF 19IN CAB MT BLK	EA
2	65000-00239	CBL PATCH BLUE 10FT	EA

Managed Services

Qty.	Part No.	Description	U/M
		Monitoring & Response (M&R) Support: IP Devices <i>Note: Includes (2) Firewalls.</i>	
2	809800-16343	M&R IP DEVICE SRVC 1YR	EA
2	809800-16347	M&R IP DEVICE SRVC 5YR	EA

Martin County SO (Host A)

VESTA® 9-1-1 Enhanced Data Window

VESTA® Services

Qty.	Part No.	Description	U/M
32	809800-17006	Field Engineering Services FIELD ENG-EXPRESS	EA
16	809800-51004	Project Management Services PROJECT MGMT-SECONDARY <i>Note: Support PM is Remote only.</i>	UN
		Training Training not requested.	
15	SHIPPING-CHARGES	Estimated Shipping Charges SHIPPING CHARGES	EA

Quote Summary

PRODUCT
VESTA 9-1-1 Managed Services VESTA Services
TOTAL QUOTE
GRAND TOTAL

Power Draw Information

Product
VESTA 9-1-1 Managed Services
Total Amps
Total Watts/VA
Total KVA
BTU's

Configuration Notes

Existing VESTA 9-1-1 R7.1 system with VESTA Analytics Hosted adding VESTA 9-1-1 Enhanced
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Additional Comments

Quote is valid for 120 days from the date of this quote.

**Discount/Incentive Codes are provided for Vesta Solutions internal use only. Discount/Incentive ordered on customer PO's using the codes shown and instead can be applied as a bottom line discount.*

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Strategic Incentives, Discounts, etc.:

Any strategic incentives, discounts, etc. that are applied to this quote are based on the purchase of items listed within the quote. If the quote should change or if items are removed, the incentive is subject to change.

Budgetary Quotes:

Quotes marked Budgetary are nonbinding and subject to change. This quote is being provided as approximate pricing and cannot serve as the basis for any order.

Support Renewals:

If this is a first time renewal and is subject to the agreed upon grace period, then reinstatement fee will be waived as long as the PO is received prior to the expiration of the grace period. For questions regarding your renewal, please contact your account manager.

Martin County SO (Host A)

VESTA® 9-1-1 Enhanced Data Window

term, please contact Jennifer York at 951-719-2142.

Software Support Start and End Dates are based on active software support agreements. Dates are subject to change once existing software support agreements expire.

Implementation services

Field engineering, training and project management units are based on the scope and estimated cost of the Quote preparation. Change orders would be required during a scope or responsibility change and Vesta Solutions.

Please refer to the Terms & Conditions tab for additional information related to this Quote.

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Quote Date: 3/19/2019
 Quote No.: DIR76389-2
 Site No.: 103361
 Account No: N/A



artin County Disaster Recovery Center (Host
 VESTA® 9-1-1 Enhanced Data Window

Customer Information

Customer: Martin County Sheriff's Office (Direct)
 Contact:
 Phone:
 E-Mail:

Vesta Solutions, Inc. Contact Information

Sales Support Specialist: Brandon Hoquist
 Phone: 951-719-2349
 E-Mail: Brandon.Hoquist@MotorolaSolutions.com
 Account Rep:
 Phone:
 E-Mail:

VESTA® 9-1-1

Qty.	Part No.	Description	U/M
1	870899-0104R7.2U	VESTA® 9-1-1 V911 R7.2 LIC/DOC/MED UPG <i>To support Enhanced Data Window, system must be upgraded from VESTA 9-1-1 R7.0 to VESTA 9-1-1 R7.1 SP1.</i> RapidSOS <i>RapidSOS requires VESTA 9-1-1 Advanced licenses. Customer is currently running (10) Advanced licenses.</i>	EA
1	809810-00103	V911 ADV DATA LVL 2 STD ANNUAL SUB <i>Note: Annual Subscription - Year 1</i>	EA
1	809810-00103	—or— V911 ADV DATA LVL 2 STD ANNUAL SUB <i>Note: Annual Subscription - Year 1</i>	EA
1	809810-00103	V911 ADV DATA LVL 2 STD ANNUAL SUB <i>Note: Annual Subscription - Year 2</i>	EA
1	809810-00103	V911 ADV DATA LVL 2 STD ANNUAL SUB <i>Note: Annual Subscription - Year 3</i>	EA
1	809810-00103	V911 ADV DATA LVL 2 STD ANNUAL SUB <i>Note: Annual Subscription - Year 4</i>	EA
1	809810-00103	V911 ADV DATA LVL 2 STD ANNUAL SUB <i>Note: Annual Subscription - Year 5</i>	EA
2	03800-03060	(2) firewalls for HA configuration: FIREWALL 60E	EA
2	03800-03061	WARR FIREWALL 60E 1YR	EA
2	03800-03065	WARR FIREWALL 60E 5YR	EA
2	809800-00200	CFG NTWK DEVICE	EA
1	06500-02302	Cabinet & Peripheral Equipment SHELF 19IN CAB MT BLK	EA
2	65000-00239	CBL PATCH BLUE 10FT	EA

Managed Services

Qty.	Part No.	Description	U/M
		Monitoring & Response (M&R) Support: IP Devices <i>Note: Includes (2) Firewalls.</i>	
2	809800-16343	M&R IP DEVICE SRVC 1YR	EA
2	809800-16347	M&R IP DEVICE SRVC 5YR	EA

Martin County Disaster Recovery Center (Host
VESTA® 9-1-1 Enhanced Data Window

VESTA® Services

Qty.	Part No.	Description	U/M
		Field Engineering Services FE services reflected on tab for Martin County SO.	
		Project Management Services PM services reflected on tab for Martin County SO.	
		Training Training not requested.	
15	SHIPPING-CHARGES	Estimated Shipping Charges SHIPPING CHARGES	EA

Quote Summary

PRODUCT
VESTA 9-1-1 Managed Services VESTA Services
TOTAL QUOTE
GRAND TOTAL

Power Draw Information

Product
VESTA 9-1-1 Managed Services
Total Amps
Total Watts/VA
Total KVA
BTU's

Configuration Notes

Existing VESTA 9-1-1 R7.1 system with VESTA Analytics Hosted adding VESTA 9-1-1 Enhanced
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Additional Comments

<p>Quote is valid for 120 days from the date of this quote.</p> <p><i>*Discount/Incentive Codes are provided for Vesta Solutions internal use only. Discount/Incentive ordered on customer PO's using the codes shown and instead can be applied as a bottom line discount.</i></p> <p>Any line items listed as "Optional" in this quote are not included in the Product Totals, Product Summary, Quote Summary, or the Grand Total. These items are not considered to be part of the system. The Quote Summary page reflects the quote value. This figure includes any and all applicable discounts. Costs for actual freight will be added to your invoice. All pricing is in U.S. Dollars unless otherwise noted.</p> <p><u>Strategic Incentives, Discounts, etc.:</u> Any strategic incentives, discounts, etc. that are applied to this quote are based on the purchase of items listed within the quote. If the quote should change or if items are removed, the incentive is subject to change.</p> <p><u>Budgetary Quotes:</u> Quotes marked Budgetary are nonbinding and subject to change. This quote is being provided as approximate pricing and cannot serve as the basis for any order.</p> <p><u>Support Renewals:</u> If this is a first time renewal and is subject to the agreed upon grace period, then reinstatement fee will be applied.</p>

artin County Disaster Recovery Center (Host

VESTA® 9-1-1 Enhanced Data Window

long as the PO is received prior to the expiration of the grace period. For questions regarding your term, please contact Jennifer York at 951-719-2142.

Software Support Start and End Dates are based on active software support agreements. Dates are subject to change once existing software support agreements expire.

Implementation services

Field engineering, training and project management units are based on the scope and estimated cost of the Quote preparation. Change orders would be required during a scope or responsibility change and Vesta Solutions.

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Quote Date: 3/19/2019
Quote No.: DIR76389-3
Site No.: 103360
Account No: N/A



Martin County - Stuart PD

VESTA® 9-1-1 Enhanced Data Window

Customer Information

Customer: Martin County Sheriff's Office (Direct)
Contact:
Phone:
E-Mail:

Vesta Solutions, Inc. Contact Information

Sales Support Specialist: Brandon Hoquist
Phone: 951-719-2349
E-Mail: Brandon.Hoquist@MotorolaSolutions.com

Account Rep:
Phone:
E-Mail:

VESTA® 9-1-1

Qty.	Part No.	Description	U/M
		RapidSOS RapidSOS requires VESTA 9-1-1 Advanced licenses. Customer is currently running (4) Advanced licenses.	
1	809810-00103	V911 ADV DATA LVL 2 STD ANNUAL SUB Note: Annual Subscription - Year 1	EA
		—or—	
1	809810-00103	V911 ADV DATA LVL 2 STD ANNUAL SUB Note: Annual Subscription - Year 1	EA
1	809810-00103	V911 ADV DATA LVL 2 STD ANNUAL SUB Note: Annual Subscription - Year 2	EA
1	809810-00103	V911 ADV DATA LVL 2 STD ANNUAL SUB Note: Annual Subscription - Year 3	EA
1	809810-00103	V911 ADV DATA LVL 2 STD ANNUAL SUB Note: Annual Subscription - Year 4	EA
1	809810-00103	V911 ADV DATA LVL 2 STD ANNUAL SUB Note: Annual Subscription - Year 5	EA

Managed Services

Qty.	Part No.	Description	U/M
		N/A	

VESTA® Services

Qty.	Part No.	Description	U/M
		Field Engineering Services FE services reflected on tab for Martin County SO.	
		Project Management Services PM services reflected on tab for Martin County SO.	
		Training Training not requested.	
		Estimated Shipping Charges N/A	

Martin County - Stuart PD

VESTA® 9-1-1 Enhanced Data Window

Quote Summary

PRODUCT
VESTA 9-1-1 Managed Services VESTA Services
TOTAL QUOTE
GRAND TOTAL

Power Draw Information

Product
VESTA 9-1-1 Managed Services
Total Amps Total Watts/VA Total KVA BTU's

Configuration Notes

Existing VESTA 9-1-1 R7.1 system with VESTA Analytics Hosted adding VESTA 9-1-1 Enhanced
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Additional Comments

Quote is valid for 120 days from the date of this quote.

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Quote Date: 3/19/2019
Quote No.: DIR76389-4
Site No.: 108604
Account No: N/A



Martin County Fire Rescue

VESTA® 9-1-1 Enhanced Data Window

Customer Information

Customer: Martin County Sheriff's Office (Direct)
Contact:
Phone:
E-Mail:

Vesta Solutions, Inc. Contact Information

Sales Support Specialist: Brandon Hoquist
Phone: 951-719-2349
E-Mail: Brandon.Hoquist@MotorolaSolutions.com

Account Rep:
Phone:
E-Mail:

VESTA® 9-1-1

Qty.	Part No.	Description	U/M
		RapidSOS RapidSOS requires VESTA 9-1-1 Advanced licenses. Customer is currently running (6) Advanced licenses.	
1	809810-00103	V911 ADV DATA LVL 2 STD ANNUAL SUB <i>Note: Annual Subscription - Year 1</i>	EA
		—or—	
1	809810-00103	V911 ADV DATA LVL 2 STD ANNUAL SUB <i>Note: Annual Subscription - Year 1</i>	EA
1	809810-00103	V911 ADV DATA LVL 2 STD ANNUAL SUB <i>Note: Annual Subscription - Year 2</i>	EA
1	809810-00103	V911 ADV DATA LVL 2 STD ANNUAL SUB <i>Note: Annual Subscription - Year 3</i>	EA
1	809810-00103	V911 ADV DATA LVL 2 STD ANNUAL SUB <i>Note: Annual Subscription - Year 4</i>	EA
1	809810-00103	V911 ADV DATA LVL 2 STD ANNUAL SUB <i>Note: Annual Subscription - Year 5</i>	EA

Managed Services

Qty.	Part No.	Description	U/M
		N/A	

VESTA® Services

Qty.	Part No.	Description	U/M
		Field Engineering Services FE services reflected on tab for Martin County SO.	
		Project Management Services PM services reflected on tab for Martin County SO.	
		Training Training not requested.	
		Estimated Shipping Charges N/A	

Martin County Fire Rescue

VESTA® 9-1-1 Enhanced Data Window

Quote Summary

PRODUCT
VESTA 9-1-1 Managed Services VESTA Services
TOTAL QUOTE
GRAND TOTAL

Power Draw Information

Product
VESTA 9-1-1 Managed Services
Total Amps Total Watts/VA Total KVA BTU's

Configuration Notes

Existing VESTA 9-1-1 R7.1 system with VESTA Analytics Hosted adding VESTA 9-1-1 Enhanced
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Additional Comments

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Implementation services

Field engineering, training and project management units are based on the scope and estimated cost of the Quote preparation. Change orders would be required during a scope or responsibility change and Vesta Solutions.

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Martin County Sheriff's Office, FL

Rev #	Rev Date	Requestor (Name /Co.)	Changes	Quote Author
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Quote Date: 3/19/2019
Quote No.: DIR76389
Site No.: 0
Account No.: N/A



Terms & Conditions

Martin County Sheriff's Office (Direct)

1. PRODUCTS AND PRICING.

The term "Products" mean the Products listed herein and more fully described in the specification documents for such Products. The current pricing for such Products is listed in this Quote. This Quote is valid for 120 days from the Quote Date. Thereafter pricing may change.

All shipments by Vesta Solutions, Inc., a Motorola Solutions company (hereafter referred to as "Vesta Solutions"), shall be FOB point of origin, freight prepaid and add.

The pricing in this Quote does not include any applicable taxes such as sales tax, state use tax, etc.

The pricing in this Quote is in U.S. Dollars unless otherwise stated.

2. OTHER TERMS AND CONDITIONS.

Vesta Solutions' sale of Products to Buyer is subject to the terms and conditions contained in the master purchase agreement or other purchase agreement between Vesta Solutions and Buyer. In the event there is no purchase agreement in place between the parties, Vesta Solutions will provide a purchase agreement to govern the sale of Products to Buyer.

Quote Date: 3/19/2019
Quote No.: DIR76389
Site No.: 0
Account No.: N/A



Field Service Cancellation Policy

Martin County Sheriff's Office (Direct)

1. INTRODUCTION

This document defines the Vesta Solutions, Inc., a Motorola Solutions company (hereafter referred to as "Vesta Solutions"), policy for customer requested changes to scheduled field resources that occur with less than the required 14-day notice.

Vesta Solutions provides many types of field resources, such as Field Engineering, Training, Project Management, Systems Verification Testing (SVT), Meridian Implementation and others ("Field Services"). There is significant demand for these Field Services, and Vesta Solutions continuously strives to ensure that our customers' field needs are met in the most efficient manner. To this end, Vesta Solutions schedules such Field Services well in advance of the intended service date.

Cancellations for scheduled Field Services with less than the required 14-day notice negatively impact resource availability and cost. Therefore, Vesta Solutions has implemented a cancellation policy to address these issues.

The Field Services Cancellation Policy will apply to any customer change request that directly or indirectly affects an existing resource schedule for Vesta Solutions Field Services. Vesta Solutions requires all schedule change requests to be submitted in writing no later than 14 days before the start of the scheduled service ("Notice Period"). Changes received less than 14 days before the start of the scheduled service are subject to a service charge.

Vesta Solutions will make every effort to accommodate change requests from our customers. However, consideration must be given to costs associated with change requests made with less than the required notice. Vesta Solutions reserves the right to determine how the customer requested schedule change for Vesta Solutions provided Field Services impacts the cost and availability of the Field Services.

Vesta Solutions Field Services are scheduled in several ways. After submitting a purchase order that includes Field Services, the customer can:

- schedule Field Services through the assigned Vesta Solutions Project Manager.
- schedule Field Services through the assigned Vesta Solutions Project Coordinator.
- schedule Field Services directly with the resource manager.
- schedule Field Services in accordance with the process identified in the project plan or associated statement of work, as applicable.

Once a Field Service has been scheduled, changes must be requested through the same channel as initially scheduled. Customers who have any questions about who they should contact to schedule Vesta Solutions Field Services or how to make changes to previously scheduled Field Services should contact Vesta Solutions at (951) 719-2100.

2. TYPES OF CHANGES

Vesta Solutions recognizes that there are many factors that drive Field Service schedule changes. The most common types of changes have been divided into three categories:

Category 1: Changes that result from non-Vesta Solutions controlled milestones and are considered a billable schedule change:

- Missed milestone delivery of configuration, material or services.□
- Changes in availability of key personnel (not to include Vesta Solutions personnel).
- Customer or channel requested configuration, installation, or feature changes.

Category 2: Changes that result from non-Vesta Solutions controlled milestones and may, in Vesta Solutions's sole discretion, be considered a billable schedule change:

- Operational commitments that result in disruption of the planned schedule.□
- Failure of channel provided equipment or materials during the implementation process.

Quote Date: 3/19/2019
Quote No.: DIR76389
Site No.: 0
Account No.: N/A



Field Service Cancellation Policy

Martin County Sheriff's Office (Direct)

☐ Acts of God (weather, disaster, etc.).

Category 3: Changes that result from Vesta Solutions, Inc.. controlled milestones and are not considered a billable schedule change:

- Missed Vesta Solutions milestone delivery of configuration, material or services.
- Changes in availability of key Vesta Solutions personnel.
- Failure of equipment or materials provided by Vesta Solutions during the implementation process.

Vesta Solutions reserves the right to determine if any Category 1 or 2 schedule change that occurs after the Notice Period for the scheduled Field Service has a cost impact on Vesta Solutions and consequently may be eligible for the applicable schedule change service fee.

3. SERVICE FEES FOR TRAINING SCHEDULE CHANGES

Vesta Solutions Factory Training

Student cancellations for classes given at one of our factory training facilities will be accepted within the Notice Period without penalty. After that time, cancellations and "no shows" are subject to a service fee not to exceed 50% of the student's class tuition. After that time, cancellations and "no shows" are subject to a service fee not to exceed 50% of the student's class tuition.

Customer Site Training

Scheduled class cancellations for classes given at the customer site will be accepted within the Notice Period without penalty. After that time, class cancellations are subject to a service fee not to exceed 50% of the total class fee. This applies to all student seats reserved for the cancelled class at the customer site.

4. SERVICE FEES FOR FIELD SERVICE SCHEDULE CHANGES (NON-TRAINING)

Customer requested changes to Field Engineering, Project Management, Systems Verification Testing, Meridian Implementation and other non-training related Field Services will be accepted within the Notice Period without penalty. Any change requests outside the Notice Period will be subject to a service fee.

A requested schedule change received after the Notice Period is subject to a service fee up to but not greater than 50% of the usual and customary Vesta Solutions labor charge for 5 days of service.

The service fee will not be considered by Vesta Solutions to be a purchase of additional resource time, and will be attributed to the project only as a schedule change service fee.

If additional resource time becomes necessary to accommodate the Vesta Solutions project deliverables, they must be purchased by the customer at the quoted Field Service rate.

5. FIELD SERVICE RESOURCE LEAD TIMES

Vesta Solutions Field Service resources shall be scheduled according to staff availability and standard lead times, which average six to eight weeks.

Only those Field Services purchased will be provided.

Special requests shall be considered on a case-by-case basis. Such requests include:

- Modifications to an existing implementation schedule.☐
- Shortened lead time for service requests.
- Non-standard business days or hours of operation.
- Any other factor which may contribute to unanticipated project related costs.

Quote Date: 3/19/2019
Quote No.: DIR76389
Site No.: 0
Account No.: N/A



Field Service Cancellation Policy

Martin County Sheriff's Office (Direct)

Unless otherwise stated, Field Services and on-site training will be performed during the normal business hours of 8:00 AM to 5:00 PM local time.