THIRD AMENDMENT TO CONTRACT NO. DA-5300 BETWEEN THE CITY OF LOS ANGELES AND MOTOROLA SOLUTIONS, INC. TO PROVIDE TRUNK RADIO SYSTEM UPGRADE FOR THE DEPARTMENT OF AIRPORTS FOR THE CITY OF LOS ANGELES

This THIRD AMENDMENT TO CONTRACT NO. DA-5300 ("Third Amendment") is made and entered into this _____ day of _____, 2025, by and between the CITY OF LOS ANGELES, a municipal corporation, acting by order of and through its Board of Airport Commissioners of the Department of Airports also known as Los Angeles World Airports or LAWA (hereinafter referred to as "City"), and **MOTOROLA SOLUTIONS, INC.**, a Delaware corporation (hereinafter referred to as "Contractor").

RECITALS

WHEREAS, City and Contractor previously entered into Contract No. DA-5300 dated June 28, 2018, as amended by the First Amendment to Contract No. DA-5300A dated September 1, 2021, as further amended by the Second Amendment to Contract No. DA-5300B dated December 21, 2023 (collectively, the "Contract") for Trunk Radio System; and

WHEREAS, City and Contractor, by mutual agreement, desire to amend the Contract as set forth in this Third Amendment;

NOW, THEREFORE, the parties hereto, for and in consideration of the terms, covenants and conditions herein contained, City and Contractor do hereby mutually agree that the Contract shall BE AMENDED AS FOLLOWS:

AMENDMENTS

Section 1. The first sentence of Section 3.2 of the Contract shall be deleted and replaced with the following:

"The compensation to Contractor shall not exceed Thirty-Five Million Five Hundred Thousand One Hundred Sixty-Five Dollars ($35,500,165)."

Section 2. The Master Service Contract Change Order attached to this Third Amendment shall be incorporated into the Contract as Exhibit B-3. In addition to the terms of Section 3 of the Contract, Contractor agrees to provide the Services to City under the contractual terms and conditions set forth in Exhibits B-3.

Section 3. This Third Amendment may be executed in counterparts, including counterparts that are manually executed and counterparts that are in the form of electronic records and are electronically executed. An electronic signature means a signature that is executed by symbol attached to or logically associate with a record and adopted by a party with the intent to sign such record, including facsimile or e-mail signatures. All executed counterparts shall constitute one agreement, and each counterpart shall be deemed an original. The parties hereby acknowledge and agree that electronic records and electronic signatures, as well as facsimile signatures, may

be used in connection with the execution of this Third Amendment and electronic signatures, facsimile signatures or signatures transmitted by electronic mail in so-called PDF format shall be legal and binding and shall have the same full force and effect as if a paper original of this First Amendment had been delivered that had been signed using a handwritten signature. All parties to this Third Amendment (i) agree that an electronic signature, whether digital or encrypted, of a party to this Third Amendment is intended to authenticate this writing and to have the same force and effect as a manual signature; (ii) intended to be bound by the signatures (whether original, faxed, or electronic) on any document sent or delivered by facsimile or electronic mail or other electronic means; (iii) are aware that the other party(ies) will rely on such signatures; and, (iv) hereby waive any defenses to the enforcement of the terms of this Third Amendment based on the foregoing forms of signature. If this Third Amendment has been executed by electronic signature, all parties executing this document are expressly consenting, under the United States Federal Electronic Signatures in Global and National Commerce Act of 2000 ("E-SIGN") and the California Uniform Electronic Transactions Act ("UETA") (California Civil Code §1633.1 et seq.), that a signature by fax, e-mail, or other electronic means shall constitute an Electronic Signature to an Electronic Record under both E-SIGN and UETA with respect to this specific transaction.

Section 4. It is understood and agreed by and between the parties hereto that, except as specifically provided herein, this Third Amendment shall not in any manner alter, change, modify or affect any of the rights, privileges, duties or obligations of either of the parties hereto under or by reason of the Contract, and except as expressly amended herein, all of the terms, covenants, and conditions of the Contract shall remain in full force and effect.

IN WITNESS WHEREOF, City has caused this Third Amendment to be executed by the Chief Executive Officer and Contractor has caused the same to be executed by its duly authorized officers and its corporate seal to be hereunto affixed, all as of the day and year first hereinabove written.

APPROVED AS TO FORM:

HYDEE FELDSTEIN SOTO,
City Attorney

Date: _____

By: _____
Deputy/Assistant City Attorney

CITY OF LOS ANGELES
By signing below, the signatory attests that they have no personal, financial, beneficial, or familial interest in this Contract.

Date: _____

By: _____
Chief Executive Officer
Department of Airports

By: _____
Chief Financial Officer

ATTEST:

By: Ryan Christensen
Signature (Assistant Secretary)

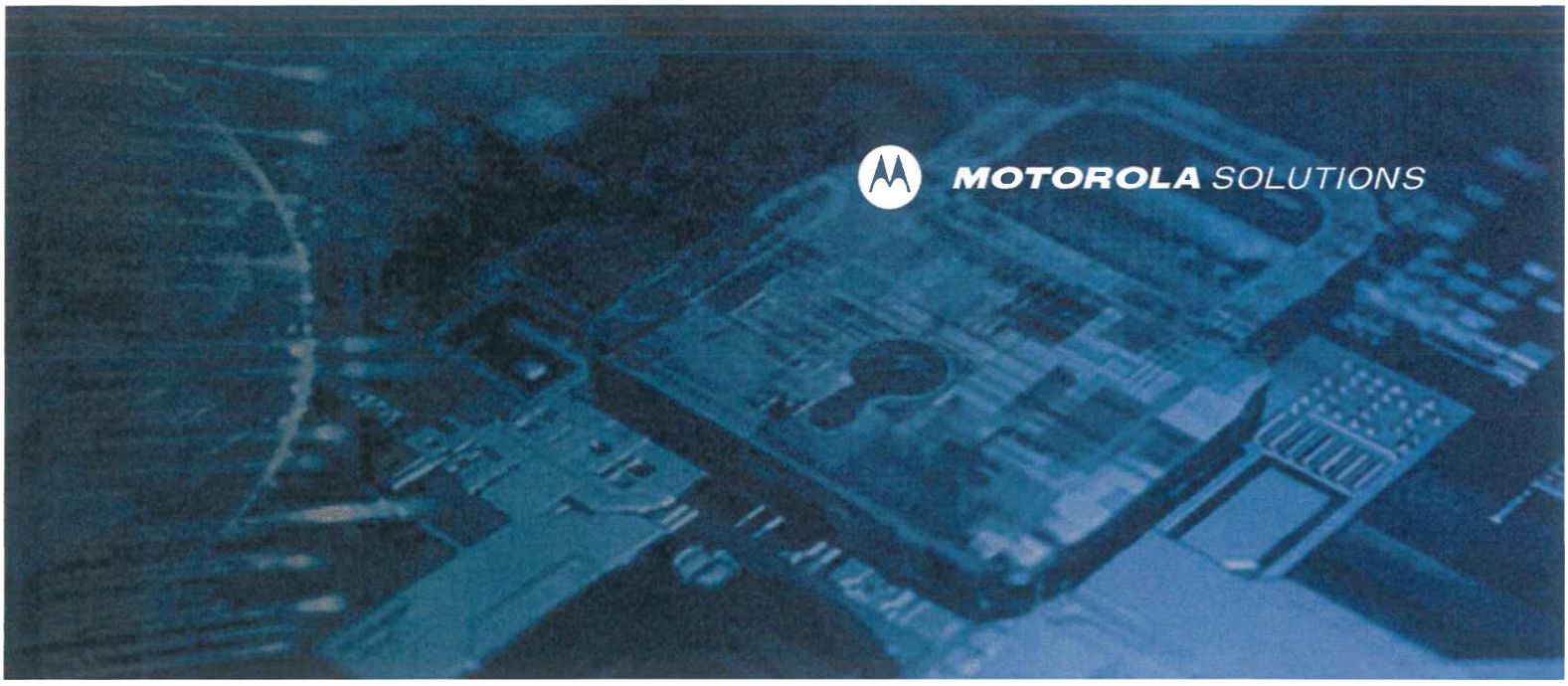
Ryan Christensen
Print Name

MOTOROLA SOLUTIONS, INC., a Delaware corporation

By: Jerry Buch
Signature

MSSSI Vice President
Print Name

Print Title



Proposal

Los Angeles World Airport

Master Service Contract

Change Order

January 28, 2025

MOTOROLA SOLUTIONS

Motorola Solutions, Inc.
500 W Monroe Street, Ste 4400
Chicago, IL 60661-3781
USA

January 28, 2025

Marine Mandoyan
Los Angeles World Airport
7333 World Way West
Los Angeles, CA 90045

Subject: Master Service Contract Change order to DA-5300

Dear Ms. Mandoyan,

Motorola Solutions, Inc. ("Motorola") is pleased to have the opportunity to provide Los Angeles World Airport with quality communications equipment and services. The Motorola project team has taken great care to propose solutions that will meet your needs and provide unsurpassed value.

To best meet the functional and operational specifications of your solicitations, our solutions include a combination of hardware, software, and services. Specifically, document summarizes a variety of proposed projects and quotations requested by Los Angeles World Airport in the past 12 months.

This document consists of this cover letter and separate appendices detailing each proposed project together with applicable contractual terms and conditions, as appropriate. Those proposals that are budgetary in nature are provided for informational purposes only, and do not constitute a binding offer to sell or license any Motorola product or services. Each appendix must be procured as a standalone order. Motorola would be pleased to address any concerns Los Angeles World Airport may have regarding the proposal. Any questions can be directed to your Motorola Account Executive, Michael Conrey at 310-420-3792 or Michael.conrey1@motorolasolutions.com.

We thank you for the opportunity to furnish Los Angeles World Airport with "best in class" solutions and we hope to strengthen our relationship by implementing this project. Our goal is to provide you with the best products and services available in the communications industry.

Sincerely,

Jerry Burch
MSSSI Vice President
Motorola Solutions, Inc.

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Section 1

Change Order Pricing Summary

The Below pricing summary lays out the total value of this change order. Each appendix stands as its own proposal with corresponding terms and conditions that must be purchased independently of this document. Budgetary quotes are informational only and require further evaluation to provide a firm proposal.

Appendix	Description	Quote #	Proposal Type	Total Value
A	Dispatch Console Upgrade to AXS Console	NA	Budgetary	$1,400,305.00
	Estimated Sales Tax 9.5%			$69,208.55
B	Baldwin Hills Battery Replacement	Proposal	Firm Offer	$215,392.00
C	ISSI Implementation with LAPD and POLA	Proposal	Firm Offer	$288,174.00
D	ASTRO MDR Cyber Security Add-on	Proposal	Firm Offer	$171,104.48
E	APX N30 and APX 4500 Subscribers	2647890	Firm Offer	$1,725,818.96
F	Replacement Subscriber Batteries – 1600	2770333	Firm Offer	$451,371.48
G	APX NEXT All Band Subscribers		Firm Offer	$308,528.89
	Change Order Project Contingency			$400,000.00
			Change Order Total	**$5,029,903.36**

Section 2

Project Summary

2.1 Appendix A - Dispatch Console Upgrade

Motorola Solutions' CommandCentral AXS Dispatch Console reduces the barriers between systems within a dispatch center, allowing access to all the mission-critical tools and applications dispatchers need in the moments that matter. CommandCentral AXS integrates the capabilities of other dispatch center technologies into a single, streamlined view. This makes operation more efficient in emergency situations. Resources are accessible with an intuitive, highly configurable GUI. Dispatchers will have an expansive feature set, a mission-critical IP network for transporting information and calls throughout the system, and robust integration capabilities with other dispatch center technologies.

Our solution provides ten (10) new CommandCenter AXS dispatch consoles for LAWA's dispatch center. The dispatch site will be connected to LAWA's existing core through their existing backhaul and customer provided MPLS routers.

The proposed system calls for the purchase of the following equipment:

- (10) CommandCentral AXS Dispatch Consoles
- (1) AXS Update Server

The following Accessories are included for each of the proposed dispatch positions:

- (1) Command Central HUB
- (1) 19" Non-Touchscreen Monitor
- (2) Speakers
- (2) Headset Jacks
- (1) Over the Head, Monaural, Noise canceling Headset
- (1) USB Microphone
- (1) Dual Pedal Footswitch
- Integrated Instant Recall Recorder
- OTEK Operation
- Secure Voice Services

This proposal also includes the following Training:

- CommandCentral AXS Dispatch Console Operator Training:
  - Up-to 10 total participants.
- CommandCentral AXS Dispatch Console Supervisor Training:
  - Up-to 6 total participants.
- Dispatch Console Technician Training:
  - Up-to 12 participants.
  - 3 day Instructor-led training to be held at customer provided location.

2.1.1 Appendix A – Pricing Summary

BUDGETARY EQUIPMENT AND SERVICES SUMMARY		
Equipment		$728,511
Systems Integration		$626,047
Training		$45,746
*Taxes Not Included	ROM ESTIMATE TOTAL:	$1,400,305

2.2 Appendix B – Baldwin Hills Battery Replacement

Motorola Solutions, Inc. ("Motorola") is pleased to propose the replacement of the existing backup batteries at the Los Angeles World Airports (LAWA) Baldwin Hills RF Site. The proposed design includes "like-for-like" replacement of the existing end of life (EoL) PowerSafe 190 AH batteries located at the Baldwin Hills RF site. Ten (10) new battery strings will be installed in the existing dedicated battery racks and make use of the current cabling and associated DC infrastructure. The removal and disposal of the decommissioned batteries is also included in the scope of this project.

In addition to the proposed battery replacement, Motorola is proposing the following options to LAWA:

1. Provide fault management capabilities to the DC Battery Management System with UEM integration
2. Replace the existing Eltek Valere DC System with the new Eltek Trilogy Dc System

The optional fault management functionality will allow for remote monitoring of DC Power System will allow for integration of the site alarms into LAWA's existing Unified Event Manager (UEM). The UEM will provide secure communication with the DC System I/O alarms via the included MC-EDGE Remote Terminal Unit. If a loss of communication with a managed device occurs, that failure will be reported to the UEM, which will alert administrators according to the severity of the event. The UEM's alarm view dynamically upgrades based on the condition of the reported device. UEM enhanced Navigation allows users to track all device and environmental information from a single-user interface. The organization and accessibility of this data allows for a more intuitive end-user experience.

The optional replacement of the existing Eltek Valere System with the Trilogy system will provide LAWA with the newest and most fully featured compact DC Power and Battery Management System offered by Eltek. The Trilogy with Smartpack S Controller will provide higher levels of efficiency, improved management and software functionality in addition to longer life expectancy than the current Valere solution. The optional upgrade also includes new rectifiers and new breakers to replace the existing DC system components.

2.2.1 Appendix B – Pricing Summary

Description	Price ($)
Battery Replacement Equipment and Services (Plus Tax)	$84,951
Remote Monitoring Equipment and Services (Plus Tax)	$72,247
DC Power Plant Equipment and Services (Plus Tax)	$58,194
Total System	**$215,392**

2.3 Appendix C – ISSI Implementation Services

In response to The City of Los Angeles' request to establish intersystem connection to enhance interoperability between Los Angeles Police Department (LAPD), Los Angeles Port Police (LAPP) and Los Angeles World Airports (LAWA), Motorola has proposed our Inter-RF Subsystem Interface 8000 (ISSI 8000) solution to best suit the 3 City agencies' communication needs. Due to each agency's own procurement process and contracts, this ISSI connection effort has been split into separate agency proposals addressed to the respective agency.

This proposal is for Los Angeles Police World Airports (LAWA).

The following sections provide a high level description of the ISSI feature and the three systems to be connected.

This solution provides the following key benefits:

- Interoperability needed to coordinate a multi-agency response and communicate effectively during these mutual aid incidents.
- Flexibility to connect as a node on another P25 network regardless of that other system's radio frequency bands, manufacturer type, and release versions—allowing the creation of regional multi-system communications networks.
- Ability for multiple agencies to communicate seamlessly while still maintaining control through roaming configuration at the system or talkgroup level.

2.3.1 Appendix C – Pricing Summary

Description	Price (USD)
Licenses: **- (35) Bundles of 500 Radio User Licenses**	$35,000
Discount (Incentive)	-$35,000
ISSI Project Services: **- Project Management** **- Engineering Support** **- Detailed Design Review** **- Programming and Configuration** **- Acceptance Testing**	$192,916
Codeplug Development **- Up-to 12 variants of codeplugs to be modified to enable the ISSI feature**	$70,613
LAWA Total (including all Discounts; taxes are not included)	**$263,529**
Engineering Support Services (Optional)	$24,645
LAWA Grand Total (including optional services)	**$288,174**

2.4 Appendix D – ASTRO Managed Detection Response Cyber Security –Multi Year Agreement

Motorola Solutions, Inc. (Motorola) is pleased to present the proposed cybersecurity Managed Detection and Response (MDR) services for Los Angeles World Airports (hereinafter referred to as "Customer"). MDR services for the Customer Enterprise Network (CEN) elements in this proposal are contingent upon MDR being activated at the core first.

Identifying and mitigating cyber threats requires a reliable solution that supplies the right data to cybersecurity experts. Motorola will provide access to our ActiveEyesm Security Platform, along with 24x7 support from specialized security technologists, who will monitor your mission critical network against threat and intrusion.

The following ASTRO® 25 MDR features and services are included in our proposal:

- **ActiveEyesm Managed Detection and Response Elements**
  - ActiveEyesm Security Management Platform
  - ActiveEyesm Remote Security Sensor (AERSS)
- Service Modules
  - Log Collection / Analytics
  - Network Detection
  - Attack Surface Management
- Security Operations Center Monitoring and Support

2.4.1 Appendix D – Pricing Summary

Description	Pricing($)
ASTRO 25 Managed Detection and Response - Year 1	$96,534.01
ASTRO 25 Managed Detection and Response - Year 2	$36,314.90
ASTRO 25 Managed Detection and Response - Year 3	$38,255.57
Contract Total	**$171,104.48**

2.5 Appendix E – APX N30 Subscribers – Maintenance Group

2.5.1 APX N30

The APX N30 offers affordable, next generation communications for LAWA, without compromising P25 interoperability or voice and data quality. It has a durable design with "pick-up-and-go" functionality, optimizing ease-of-use and focused communications in almost all environments.

Durable and Easy to Use

The APX N30 enhances operations with a front display with an upgraded user interface for better readability and loud and clear audio for reliable, everyday use. Additionally, the N30 offers extended battery life, a shorter antenna, and Bluetooth compatibility with audio accessories, promoting efficient communications between first responders.

ViQi Voice Command

To prevent first responders from losing focus while events unfold, ViQi Voice Control allows users to operate their device with customized voice commands. First responders can switch between preset channels and zones, adjust volume, and change audio profiles by pressing the preprogrammed ViQi button and speaking into the microphone.

Essential and Secure P25 Communications

The APX N30 is certified compliant with P25 standards and supports digital and analog trunking, FDMA and TDMA, and Integrated Voice and Data. All P25 communications over the N30 are safe and secure – it offers software encryption, single- and multi key encryption, and P25 Authentication, protecting communications during daily operations.

Reliable Connectivity

Using the APX N30 lets first responders stay connected across disparate networks. It is equipped with Wi-Fi®, Bluetooth®, GPS, and Geofence features, bringing future-ready applications, services, and best-in-class connectivity to everyday use. APX N30 radios support 7/800 MHz frequency bands across radio systems, with minimal intervention by the radio user.

2.5.2 APX 8500 Mobile Radio

The APX 8500 is Motorola Solutions' first all- band P25 mobile radio, created specifically for mission-critical first responders, who need to communicate across all frequency bands using the same device. It is a 4-in-1 radio that offers four RF bands and multi-mode system access. The APX 8500 enables radio users to communicate across 700 MHz, 800MHz, VHF and UHF Bands 1 and 2. Designed with mission-critical technology, the APX 8500 amplifies a radio user with the ability to keep the community safer than ever before.

With four RF bands and multi-mode system access, the APX 8500 knows no limits when it comes to interoperability. Some of its standard features and benefits are identified below:

- **All-Band Interoperability** – The APX 8500 offers four-band multi-mode interoperability with systems in 700 MHz, 800 MHz, VHF, and UHF frequency bands.
- **Multiple Control Head Options** – The APX 8500 mobile radio can be controlled by multiple control heads, with four different wired locations. There are five control heads available for the APX 8500: the O2 Rugged Control Head, O3 Handheld Control Head, O5 Standard Control Head, O7 Enhanced Control Head, and 09 Integrated Control Head. Dual control head support is offered for the O2, O5, and O7 control heads.
- **Easy to Install** – The APX 8500's Mid-Power Model has been designed to fit into any existing Motorola XTL footprint, so no further installation is necessary. The High-Power Model has been designed with a trunion design that secures the mobile while enabling it to be removed without also removing connecting cables.
- **Meet Radio Users' Needs** – The APX 8500 is compatible with the following optional advanced features and data applications: Programming over Project 25 (POP25), Text Messaging, Over the Air Rekeying (OTAR), 12 character RF ID asset tracking, Tactical OTAR Siren and Light Interface Module, and Enhanced Encryption Software Options.

2.5.3 Appendix E – Pricing Summary

QTY	Item Description	Total
347	APX N30 w/ 3yr Essential Plus	
200	Batteries, Carry Holders, Remote Mics, Antennas	
56	Multi-unit Charger	
90	Single Desktop Charger	
48	APX 4500 Mobiles	
	Total Equipment	$1,589,760.09
	Estimated Tax	$136,058.87

Quote Total	$1,725,818.96

2.6 Appendix F – Replacement Subscriber Batteries/ Control Heads and Pricing Summary

Motorola Solutions has provided the quote referenced in Appendix H to procure replacement batteries for the APX 6000 and APX 8000 portable radios. The below breakdown has been provided to Motorola Solutions by LAWA for quoting purposes.

Quantity	Description	Sale Price Per unit	Extended Price
100	O3 Control Heads	$1,353.33	$135,333.00
1140	IP67 3400T Batteries	$137.44	$156,681.60
720	IP68 5100T Batteries	$166.94	$120,196.80
		Estimated Tax	$39,160.08
		Grand Total	$451,371.48

2.7 Appendix G – APX NEXT Subscribers for the Automated People Mover Operations

Motorola Solutions has provided the quote referenced in Appendix H to procure new APX NEXT radios for the Automated People Mover operations.

2.7.1 APX NEXT All Band Radios

APX NEXT is Motorola Solutions' next-generation P25 platform purpose-built for first responders to access and act on information while maintaining focus in critical situations. Across all aspects of the radio experience—deployment, operation, maintenance, and evolution—APX NEXT brings critical advancements to usability and performance. Equipped with broadband, LTE, Wi-Fi, Bluetooth 5.0, and GPS capabilities, APX NEXT extends future-ready performance, applications, and full interoperability to the field and control room to transform accurate data into smarter action.

Key benefits of the APX NEXT include the following:

• **SmartTouch Experience** – Easier operation centered around a redefined 3.6" impact resistant touch display and shallow menu hierarchy. This cleaner and more intuitive visual layout increases the usability of the APX NEXT radio and helps users find the information they need without pause or distraction.

• **Ruggedized, Ergonomic Design** – Increased personnel safety and efficiency with an improved T-Grip ergonomic design, full-color top display, and tactile knobs for efficient use in emergency situations. Patented touch technology enables for reliable gloved use, while also making the screen immune to false actuations from water, snow, ice, or debris. The APX Next device meets the same MIL standards for ruggedization achieved by Motorola Solutions' APX platform radios.

• **Easy Fleet Management** – Easier and quicker radio provisioning, remote software updates, and streamlined management reduce downtime and support control center staff. Motorola Solutions' Device Management Services (DMS) maximize the effectiveness of APX NEXT, reducing maintenance risk, workload, and total cost of ownership. DMS brings RadioCentral (RC) programming to APX NEXT, as well, supporting faster provisioning and deployment to get devices in the hands of responders and out into the field.

• **Secure Communications** – Hardened End-to-End security allows only authorized units in the system to listen to transmissions. Real-time security provides seamless protection from the device and data in transit to the cloud and the LMR system.

Evolving with Applications Services

APX NEXT Application Services enhance device capabilities and improve user experience. These applications are subscription-based offerings for easier optimization and scaling to meet evolving needs.

Section 3

Appendix

3.1 Appendix A

Dispatch Console Upgrade

Los Angeles World Airports (LAWA)

Ten (10) CommandCentral AXS Consoles

ROM Estimate: $1,400,305

Solution Overview

Motorola Solutions is pleased to provide Los Angeles World Airport with the confidence of state-of-the-art secure communications, flexible system architecture with scalable components, and centralized console management. The proposed system builds upon Motorola Solution's ASTRO 25 architecture by combining the open standards of Project 25 (P25) with distributed architecture and IP-based addressing.

Motorola Solutions' CommandCentral AXS Dispatch Console reduces the barriers between systems within a dispatch center, allowing access to all the mission-critical tools and applications dispatchers need in the moments that matter. CommandCentral AXS integrates the capabilities of other dispatch center technologies into a single, streamlined view. This makes operation more efficient in emergency situations. Resources are accessible with an intuitive, highly configurable GUI. Dispatchers will have an expansive feature set, a mission-critical IP network for transporting information and calls throughout the system, and robust integration capabilities with other dispatch center technologies.

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Solution Highlights:

Our solution provides ten (10) new CommandCenter AXS dispatch consoles for LAWA's dispatch center. The dispatch site will be connected to LAWA's existing core through their existing backhaul and customer provided MPLS routers.

The proposed system calls for the purchase of the following equipment:

- (10) CommandCentral AXS Dispatch Consoles
- (1) AXS Update Server

The following Accessories are included for each of the proposed dispatch positions:

- (1) Command Central HUB
- (1) 19" Non-Touchscreen Monitor
- (2) Speakers
- (2) Headset Jacks
- (1) Over the Head, Monaural, Noise canceling Headset
- (1) USB Microphone
- (1) Dual Pedal Footswitch
- Integrated Instant Recall Recorder
- OTEK Operation
- Secure Voice Services

This proposal also includes the following Training:

- CommandCentral AXS Dispatch Console Operator Training:
  - Up-to 10 total participants.
- CommandCentral AXS Dispatch Console Supervisor Training:
  - Up-to 6 total participants.
- Dispatch Console Technician Training:
  - Up-to 12 participants.
  - 3 day Instructor-led training to be held at customer provided location.

The training is priced with the assumption that 2 of the proposed dispatch console positions will be available in one customer provided location where the training will be conducted.

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Training Overview:

This quote includes the following Training Classes for the CommandCentral AXS Consoles:

CommandCentral AXS Dispatch Console Technical Workshop

AST0092

Course Synopsis and Objectives:	This workshop provides training for technicians in troubleshooting and repair functions, operating procedures, and hardware and software applications for the CommandCentral AXS console. The focus is on a detailed discussion of console hardware and practical activities with the installation and configuration of the CommandCentral AXS console. By the end of this course, the student will be able to: ☐ Install and configure the hardware and software components of the CommandCentral AXS Dispatch Console Subsystem. ☐ Troubleshoot installation and configuration problems for the CommandCentral AXS Dispatch Console.
Delivery Method:	ILT – Instructor-led training
Duration:	3 days
Participants:	System Managers, Radio System and Console Service Personnel
Class Size:	Up to 12
Prerequisite:	☐ Knowledge of basic two-way FM communication theory and logic circuits ☐ Familiarity with local area networks concepts ☐ Knowledge of Linux, Docker Containers, and Red Hat OpenShift will greatly benefit the student.
Curriculum:	Course Modules: ☐ Module 1: Overview ☐ Module 2: Dispatch Console Installation and Configuration ☐ Module 3: Aux I/O ☐ Module 4: Conventional Channel Gateway ☐ Module 5: CommandCentral AXS Dispatch Console Administrator ☐ Module 6:Maintenance and Troubleshooting ☐ Module 7: Addendum

CommandCentral AXS Dispatch Console Administrator

Course Synopsis and Objectives:	This course provides students with an introduction to the Command Central AXS dispatch console, its basic operation and tailored job aids which will be available for assistance in administration. Through facilitation and hands-on activities, the user learns how to perform common tasks associated with the console administration. By the end of this course, the student will be able to:

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	☐ Operate, administer and configure a CommandCentral AXS Dispatch position for daily use within an organization ☐ Identify the hardware components that make up the dispatcher position ☐ Describe the Purpose of the CommandCentral AXS Dispatch application ☐ Identify elements that make up the menu and toolbar structure within the Dispatch software ☐ Perform dispatcher operations: o Communicating with radios: transmitting and receiving calls within group and individual communications categories o Perform advanced signaling features i.e. Quicklists, Emergency call and alarms, Ambience Listening calls o Perform basic procedures within screen configurations i.e. expanding and compressing resources, adjusting volume o Perform basic procedures within resource groups i.e. multiselect or patch group, APB and patch transmit
Delivery Method:	ILT – Instructor-led training
Duration:	4 hours – CommandCentral AXS Dispatch Console Operator plus 4 hours – CommandCentral AXS Dispatch Console Administrator
Participants:	Dispatch Console Administrators
Class Size:	Based on number of Training Consoles available (2 students per Console)
Prerequisite:	None
Curriculum:	Course Modules: ☐ Course Introduction ☐ CommandCentral AXS Console Overview ☐ CommandCentral AXS Software Administrator Reference User Guide ☐ Course Summary ☐ Final Assessment

CommandCentral AXS Dispatch Console Operator

Course Synopsis and Objectives:	This course provides students with an introduction to the Command Central AXS dispatch console, its basic operation and tailored job aids which will be available for assistance in operation. Through facilitation and hands-on activities, the user learns how to perform common tasks associated with the console operation. By the end of this course, the student will be able to: ☐ Operate and configure a CommandCentral AXS Dispatch position for daily operational use within an organization ☐ Identify the hardware components that make up the dispatcher position ☐ Describe the Purpose of the CommandCentral AXS Dispatch application ☐ Identify elements that make up the menu and toolbar structure within the Dispatch software ☐ Perform dispatcher operations: o Communicating with radios: transmitting and receiving calls within group and individual communications categories

	o Perform advanced signaling features i.e. Quicklists, Emergency call and alarms, Ambience Listening calls o Perform basic procedures within screen configurations i.e. expanding and compressing resources, adjusting volume o Perform basic procedures within resource groups i.e. multiselect or patch group, APB and patch transmit
Delivery Method:	ILT – Instructor-led training
Duration:	4 hours
Participants:	Dispatch Console Operators
Class Size:	Based on number of Training Consoles available (2 students per Console)
Prerequisite:	None
Curriculum:	Course Modules: ☐ Course Introduction ☐ CommandCentral AXS Console Overview ☐ CommandCentral AXS Software Operator Reference User Guide ☐ Course Summary ☐ Final Assessment

Michael Conrey 310-420-3792 Michael.conrey1@motorolasolutions.com

Training Plan:

Technician Training Plan

Course Title	Target Audience	Sessions	Duration	Location	Date	Participants
CommandCentral AXS Dispatch Console Technical Workshop Course#: AST0092 (Instructor-led)	Technicians	1	3 days	Los Angeles, CA	Prior to maintaining	Up to 12

Console Operator and Supervisor Training Plan

Course Title	Target Audience	Sessions	Duration	Location	Date	Participants
CommandCentral AXS Dispatch Console ADMIN and CommandCentral AXS Dispatch Console Operator 2 training consoles Ratio: 2 per training console (Instructor-led)	Console Supervisors	2 (8-hour Sessions)	2 days	Los Angeles, CA	Prior to Cutover	6 (3 per Session)
CommandCentral AXS Dispatch Console Operator 2 training consoles Ratio: 2 per training console (Instructor-led)	Console Operators	4 (4-hour Sessions)	2 days	Los Angeles, CA	Prior to Cutover	10 (2-3 per Session)

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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 peripheral dispatch accessories have been included for each dispatch position in the pricing.
- Connections to the existing core are to be provided by the customer.
- The dispatch centers will have adequate electrical AC power in the proper phase and voltage, and site grounding to support the requirements of the system described.
- The dispatch centers will have sufficient space available to house the new system's equipment.
- No CAD interface is provided in this proposal
- No Aux I/Os are provided in this proposal.
- No Logging solution is provided in this proposal.
- No Consolettes or CCGWs are provided in this proposal.
- No UPS/backup power is provided in this proposal.
- No Spares have been included in this proposal.

Michael Conrey 310-420-3792 Michael.conrey1@motorolasolutions.com

Rough Estimate (ROM) Pricing

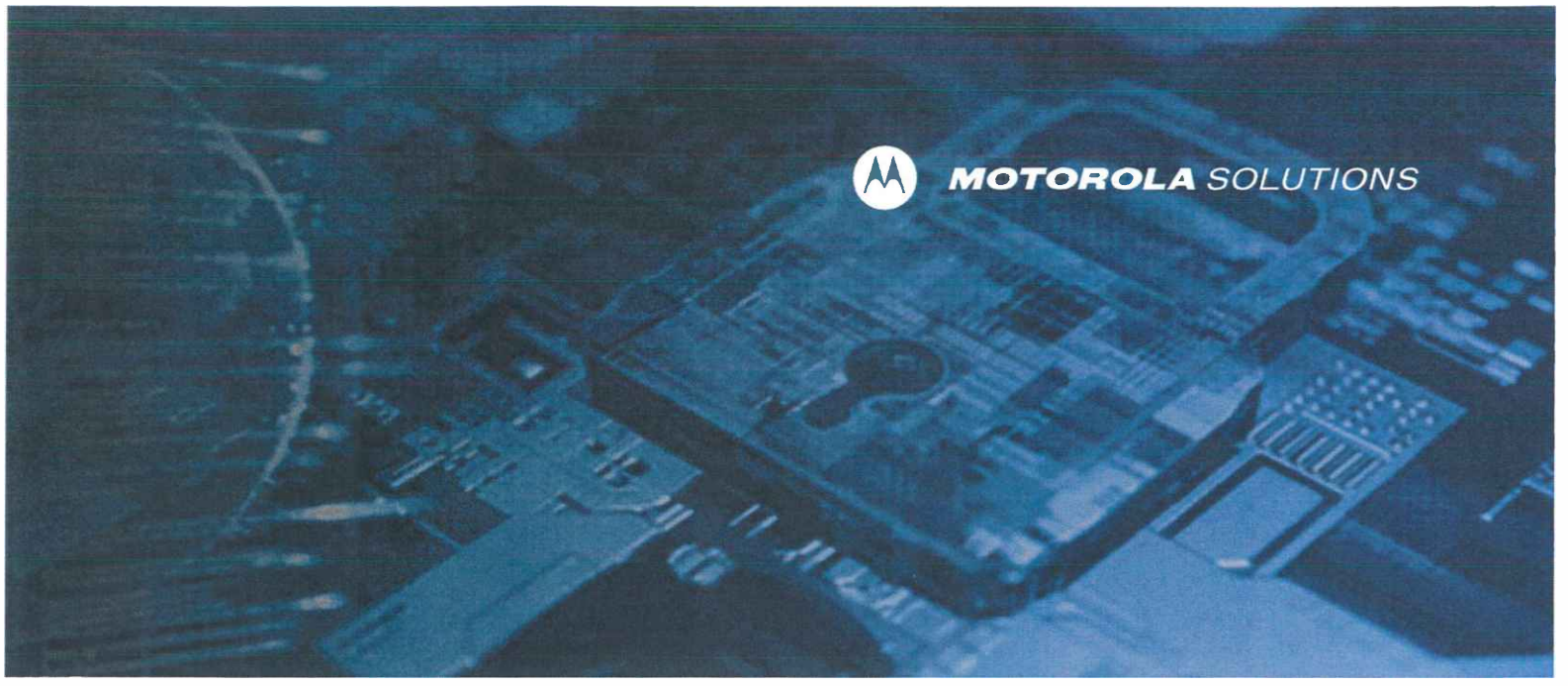
BUDGETARY EQUIPMENT AND SERVICES SUMMARY		
Equipment		$728,511
Systems Integration		$626,047
Training		$45,746
**Taxes Not Included*	**ROM ESTIMATE TOTAL:**	**$1,400,305**

This Rough Estimate (ROM) Pricing is budgetary in nature and is provided for informational purposes only, and does not constitute a binding offer to sell or license any Motorola product or services. MSI and LAWA will finalize the statement of work for the new CommandCentral AXS consoles and will provide an updated price and payment schedule for execution. MSI makes no representation, warranties, or commitments with respect to pricing, products, payment terms, credit, or terms and conditions. A firm offer would require more information and further detailed analysis of the requirements.

Michael Conrey 310-420-3792 Michael.conrey1@motorolasolutions.com

3.2 Appendix B

Baldwin Hills Battery Replacement



Proposal

Los Angeles World Wide Airports

Baldwin Hills Battery Replacement

9/30/2024

PS-000167624

9/30/2024

Ms. Marine Mandoyan
Los Angeles World Wide Airports
6053 West Century Blvd
Ste 200
Los Angeles, CA 90045
Subject: Baldwin Hills Battery Replacement

Dear Ms. Mandoyan,

Motorola Solutions, Inc. ("Motorola") is pleased to have the opportunity to provide Los Angeles World Wide Airports with quality communications equipment and services. The Motorola project team has taken great care to propose a solution that will meet your needs and provide unsurpassed value.

To best meet the functional and operational specifications of this solicitation, our solution includes a combination of hardware, software, and services. Specifically, this solution is to replace the existing batteries at the Baldwin Hills RF Site and provides:

- Replacement of existing ten (10) strings of 12v Batteries
- Installation of one (1) MC Edge for Fault Management and UEM Integration of DC System for remote monitoring
- Replacement of existing DC Power System used to support the battery backup

This proposal is subject to the terms and conditions of contract DA-5300 between the City of Los Angeles and Motorola Solutions Inc., executed June 28th, 2018. This proposal shall remain valid for a period of 90 days from the date of this cover letter. Los Angeles World Wide Airports may accept the proposal by delivering to Motorola a signed Purchase Order referencing "the terms and conditions of DA-5300 and Motorola's proposal dated September 30th, 2024". Alternatively, Motorola would be pleased to address any concerns Los Angeles World Wide Airports may have regarding the proposal. Questions can be directed to your Motorola Account Executive, Michael A. Conrey, at (310)-420-3792.

We thank you for the opportunity to furnish Los Angeles World Wide Airports with "best in class" solutions and we hope to strengthen our relationship by implementing this project. Our goal is to provide you with the best products and services available in the communications industry.

Sincerely,

Jim Hardimon

Motorola Solutions, Inc.
Jim Hardimon
Area Sales Manager Los Angeles

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Section 1

System Description

Motorola Solutions, Inc. ("Motorola") is pleased to propose the replacement of the existing backup batteries at the Los Angeles World Wide Airport ("LAWA") Baldwin Hills RF Site. The proposed design includes "like-for-like" replacement of the existing end of life (EoL) PowerSafe 190AH batteries located at the Baldwin Hills RF site. Ten (10) new battery strings will be installed in the existing dedicated battery racks and make use of the current cabling and associated DC infrastructure. The removal and disposal of the decommissioned batteries is also included in the scope of this project.

In addition to the proposed battery replacement, Motorola is proposing the following to LAWA:

1. Provide fault management capability to the DC Battery Management System with UEM integration
2. Replace the existing Eltek Valere DC System with the new Eltek Trilogy DC System

The fault management functionality will allow for remote monitoring of DC Power System and will allow for integration of the site alarms into LAWA's existing Unified Event Manager (UEM). The UEM will provide secure communications with the DC System I/O alarms via the included MC-EDGE Remote Terminal Unit. If a loss of communication with a managed device occurs, that failure will be reported to the UEM, which will alert administrators according to the severity of the event. The UEM's alarm view dynamically updates based on the condition of the reported device. UEM Enhanced Navigation allows users to track all device and environmental information from a single-user interface. The organization and accessibility of this data allows for a more intuitive end-user experience.

The replacement of the existing Eltek Valere System with the Trilogy system will provide LAWA with the newest and most fully featured compact DC Power and Battery Management System offered by Eltek. The Trilogy with Smartpack S Controller will provide higher levels of efficiency, improved management and software functionality in addition to longer life expectancy than the current Valere solution. The proposed upgrade also includes new rectifiers and new breakers to replace the existing DC system components.

1.1 Replacement Batteries

The PowerSafe™ SBS-190F battery utilizes unique and proven technology to provide superior performance with an extended service life in compact and energy dense configurations. PowerSafe SBS batteries are manufactured to the highest international standards and are ideal for reliable use in all wireless and fixed-line communication applications.

PowerSafe SBS-190F batteries are designed to cope with elevated temperatures and harsh environments. The advanced thin plate, pure lead technology and unique manufacturing methods, used by EnerSys®, make PowerSafe SBS batteries the choice for long and trouble-free service.

SBS-190F Battery Features and Benefits:

- Proven Long Service
- High energy density
- Very low ventilation requirement
- Wide operating temperature range: -40°F (-40°C) to 122°F (50°C)

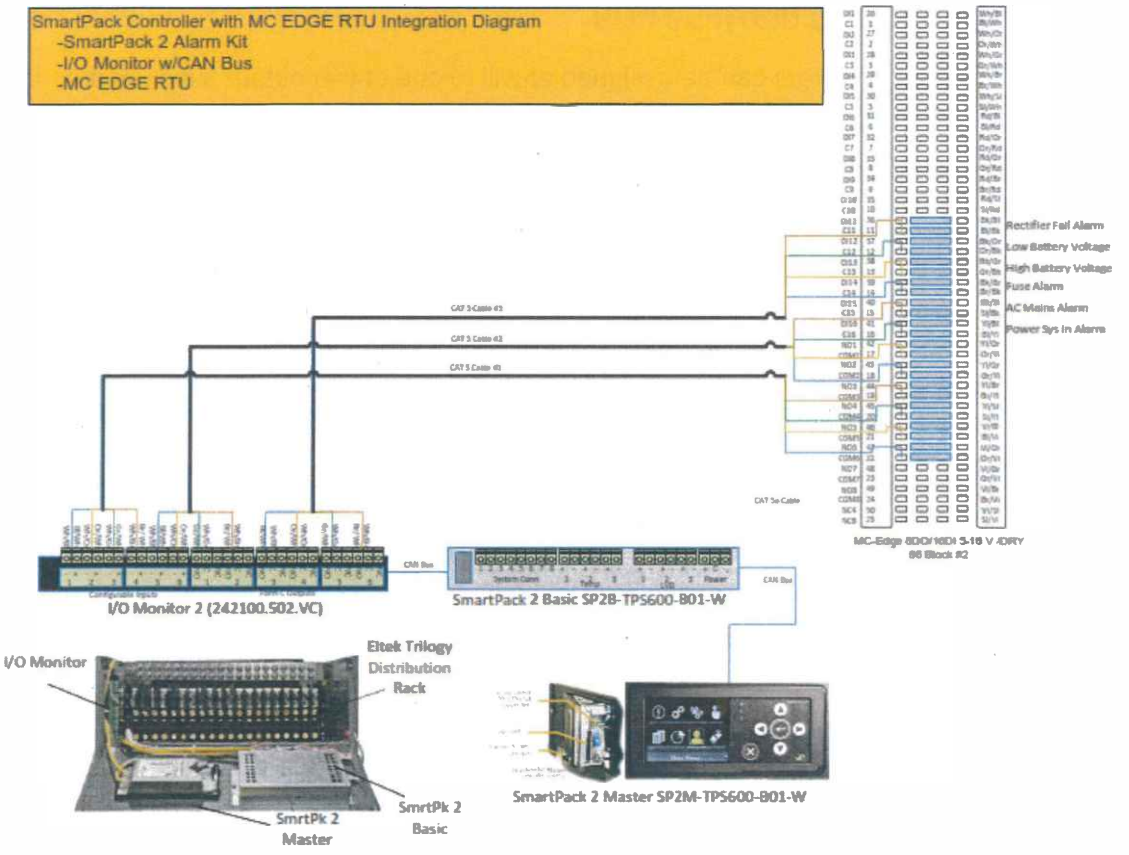
1-1 PowerSafe SBS-190F Battery

1.2 MC-EDGE RTU

MC-EDGE Intelligent gateway and Remote Terminal Unit's capabilities have expanded to allow monitoring of digital and analog inputs at remote sites. The MC-EDGE will allow for remote monitoring of the DC Battery System via direct connection to the CAN Node, which provides sensors to indicate battery temperature, power consumption and other variable components.

One (1) MC-EDGE is included with the following features:

- One (1) 8DO EE 16DI 5-18 V /DRY
- One (1) Terminal Blocks
- AC Power supply Unit



1-2 MC-EDGE Intgeration with SmartPack Controller

The modular MC-EDGE device is rack mounted and may be expanded with additional optional modules in the future to monitor other AUX I/O inputs.

1.3 Replacement DC Power System

1.3.1 Eltek Trilogy Power System

The Trilogy DC power system consists of 19" Flatpack2 rectifier shelves, a Smartpack controller, and a 15"-deep distribution section. It can be mounted in a standard 19" or 23" telecommunications equipment rack.

System features include:

- **COMPACT DESIGN**

  Small overall dimensions are ideal for both rack and cabinet solutions.

- **CONFIGURABLE DISTRIBUTION**

  Circuit breakers can be assigned at-will to one of two output buses and an LVD contactor can be included.

- **DIGITAL CONTROLLERS**

  The Smartpack S digital controller system provides comprehensive monitoring and regulation by utilizing a variety of specialized data collection devices.

- **HEAT MANAGEMENT**

  Flatpack2 modules feature front-to-back airflow and chassis-integrated heat-sinks, supplementing high-efficiency energy conversion with excellent heat management.

- **COST-EFFICIENCY**

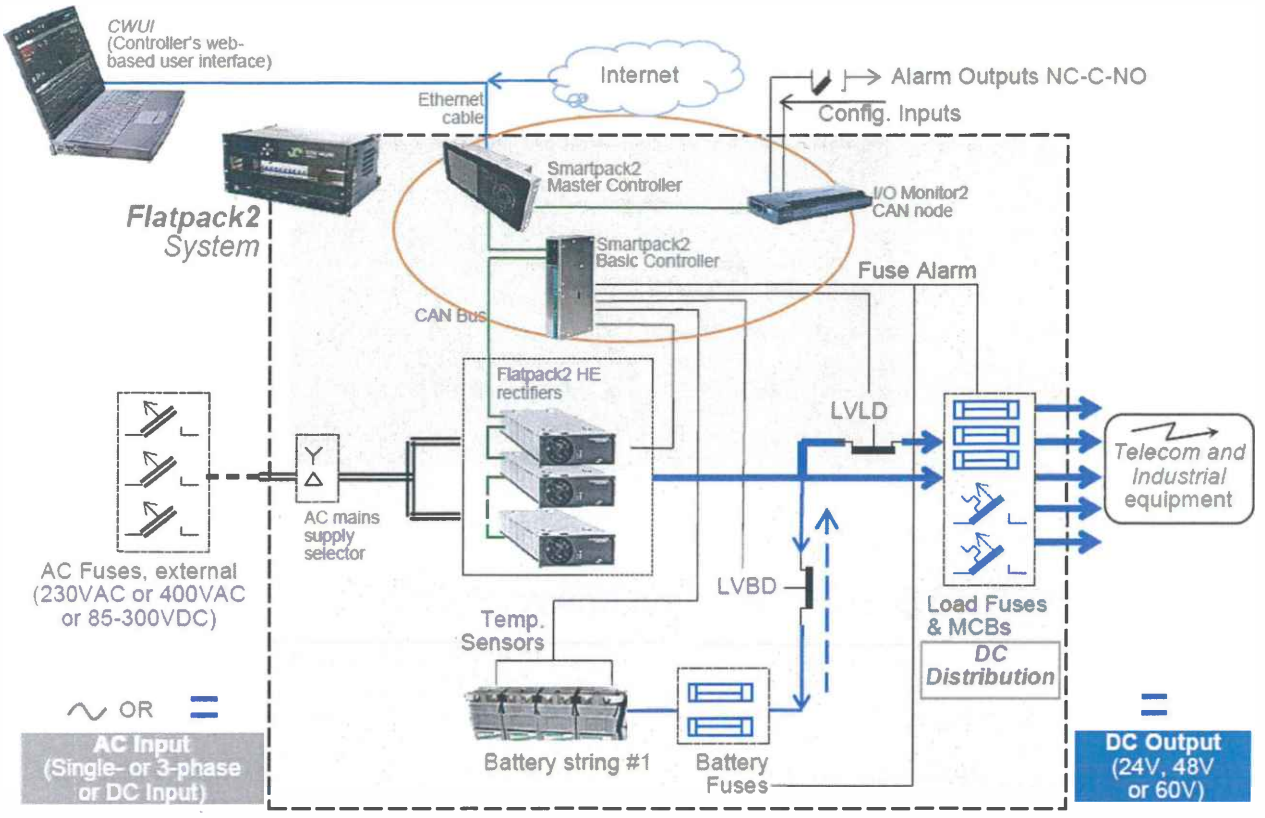
  A true plug-and-play system, the Trilogy system reduces both time-to-Install and overall costs.

1-3 Trilogy DC Power System

1.3.2 Eltek Smartpack2 Distributed Control System

The Smartpack2 (SP2) distributed control system — used in Eltek's power systems — monitors and controls the whole system, and consists of the Smartpack2 control system consists of the Smartpack2 Master and the Smartpack2 Basic controllers and the I/O Monitor2 CAN node.

The Smartpack2 Master serves as the local user interface between the user and the system. The Smartpack2 Basic monitors and controls the power system's internal wiring, supplies the CAN bus with power and takes full control if the master controller fails. The Controller's Web-based User Interface (CWUI) enables the user to configure and operate the system from a standard web browser. The I/O Monitor2 CAN node implements input and output signals.



1-4 Example Eltek SmartPack System Design

1.3.3 I/O Monitor 2 CAN node

I/O Monitor CAN node is used to monitor the input and output control signals from the Eltek DC power supply system. Some of the key features of the I/O monitor are:

- 6 user programmable voltage-free relay outputs for traditional remote control
- 6 user programmable and configurable inputs for fuse monitoring and other site equipment monitoring
- Storage of calibration data and real time event log
- Setup, configuration and calibration from the NM client via a standard web browser.

Alarms / Events available

Alarms can be set up with monitoring of minor and major levels. Hysteresis and time delay is user configurable. All average and peak levels on analogue values are auto logged in Event log

Power & Control System

- AC Mains Low (2-level)
- AC Phase Voltage x3 (2-level)
- "Digital" Inputs (programmable descriptions)
- Events trigger by inputs

Service mode (block relays), Generator running, Lower charge current limit, Battery test, Boost inhibit, Emergency low voltage, Clear manual reset alarms.

Load

- Load Disconnect
  -Voltage or Timer (from mains failure) based
  -Mains independent (optional)
- Load Fuse
- Load Current

Battery

- Battery Voltage (4-level, optional 8-level)
- Battery Temperature (2-level)
- Battery Used Capacity (2-level) [Ah or %]
- Battery Remaining Capacity (2-level) [Ah or %]
- Battery Fuse
- Symmetry Failure (2-level)
- -Only with BM Can Node
- Battery Quality after test (2-level)
- Battery Current (4-level)
- Battery Life Time (2-level) [from temperature log]

Rectifier

- Rectifier Failure (2-level)
- Rectifier Capacity (2-level)
- Rectifier Current (2-level)
- Rectifier Avg. Temperature (2-level)
- Rectifier Current Share (2-level)

Section 2

Statement of Work

Motorola is proposing to Los Angeles World Wide Airports the installation and configuration of the following equipment at the specified locations.

Site Name	Major Equipment
Baldwin Hills RF Site	Ten (10) SBS 190F Battery Strings MC-EDGE and UEM Licensing DC Powerplant Replacement

The document delineates the general responsibilities between Motorola and LAWA as agreed to by contract.

2.1 Motorola Responsibilities

Motorola's general responsibilities for the proposed battery replacement, MC-EDGE install, and DC plant upgrade are as follows. Any changes in the statement of work due to unforeseen issues or incorrect assumptions may require an adjustment of the proposed price.

- Review preliminary installation plan with LAWA.
- Review equipment list with LAWA prior to equipment order.
- Order equipment and have shipped to a Motorola provided storage facility.
- Transport solution equipment from the warehouse and deliver to the Baldwin RF site for installation.
- Setup temporary DC plant with battery backup to support existing DC system load and connect to customer provided AC power.
- Turn down and decommission the existing ten (10) strings of SBS 190F batteries and DC plant.
- Remove decommissioned DC power system batteries.
- Decommission and remove the existing LAWA DC Powerplant.
- Install new TRILOGY power system and connect to customer provided AC power.
- Install ten (10) new SBS 190F batteries and connect to the TRILOGY power system and Battery Management System
- Transition DC loads from the temporary DC plant system to the new TRILOGY system.
- Once all DC loads have been transitioned and commissioned on the TRILOGY system decommission and remove the temporary DC Plant
- Install an additional 3A circuit breaker in an open circuit breaker in the Eltek DC plant distribution to support the MC-EDGE IOT device
- Install MC-EDGE IOT device into LAWA's existing equipment rack, connect, and configure to receive status input from DC Plant controller
- Add UEM licensing to LAWA Core and configure the existing UEM to receive status alerts from the newly installed Baldwin RF Site MC-EDGE
- Update LAWA system manual documentation to reflect the addition of the MC-EDGE Device.
- Dispose of batteries and provide a State of California accepted certificate of disposal for all hazardous materials and present certificates to LAWA.

- Motorola has not provided pricing for removal and disposal of equipment or batteries over and above the batteries that are a direct one-for-one replacement.
- Conduct an R-56 audit of the Baldwin RF site shelter and note any deficiencies. LAWA can elect to directly remedy the identified deficiencies or can engage Motorola to remediate the deficiencies through the Change Order process.

2.2 Los Angeles World Wide Airports Responsibilities

General responsibilities for Los Angeles World Wide Airports include the following:

- Develop a preliminary installation plan with Motorola during the design review.
- Verify that all buildings/equipment shelters where the battery replacement, and remote monitoring and DC power system work will be performed, meet R56 standards. Any site deficiencies are the responsibility of LAWA to remediate.
- Ensure that sites meet space, grounding, power, and connectivity requirements for the installation of all equipment.
- Verify that the main electrical service, wire sizing, main panel, subpanel and breaker panels are of proper size to support the upgraded DC power batteries and any other loads that will be on the site.
- Provide all required breaker panels and circuits to support the new DC power batteries at the site.
- Provide and install cabling between the battery plant and the DC rectifier/chassis as required.
- Obtain all licensing, site access, or permitting required for project implementation.
- Verify that existing battery racks to be reused are of sufficient size and strength to support the weight of the new batteries.
- Conduct any necessary floor loading analysis where new DC power batteries are to be installed.
- LAWA will provide site access and have a member of their staff onsite at all times during the decommissioning and installation of DC power batteries, MC-EDGE, and DC Powerplant.
- Execute an installation plan of the DC power batteries that minimizes impact to the radio system operations. LAWA will direct Motorola and/or their subcontractor(s), while onsite, when to decommission and install equipment according to the overall cutover plan for that site. At no time will Motorola or its subcontractor be asked to manage or control the cutover process of the DC power system equipment.
- Complete all other required electrical work.
- Provide any other required system interconnections.

2.3 Assumptions for Battery Replacement and Services

Motorola has made several assumptions in preparing this proposal, which are noted below. If Los Angeles World Wide Airports disagrees with any of these assumptions then Motorola will review and provide an updated proposal to accommodate the change in scope of the project.

- Motorola will assign a remote project manager for this project.
- LAWA will schedule all DC power system upgrades as a contiguous effort such that Motorola and its subcontractor(s) can plan for a single deployment of resources until the work is complete. Multiple deployments that stop and restart efforts may result in a change order with additional cost to LAWA.

- There is sufficient space and power to setup the temporary DC plant
- Motorola will retrieve and install batteries in the quantities and locations as specified in the solution description and will connect the battery strings. LAWA is responsible for connecting any alarming or other monitoring systems unless contracted with Motorola to provide these services.
- Motorola will coordinate the schedule of work at the Baldwin Hills site with LAWA. LAWA is responsible for scheduling and coordinating all system outages (if any) with its users.
- The Baldwin Hills site will be ready for DC power system upgrade prior to Motorola and/or their subcontractor arriving onsite. Delays resulting from the site not being ready upon arrival or LAWA rescheduling that require extra days or redeployment will require a change order and result in additional costs to LAWA.
- Motorola and its subcontractors are not responsible to remove or dispose of any equipment other than specific existing DC power system parts/components that are being replaced as part of this upgrade.
- LAWA will provide any additional parts not specified, in order to complete an operational DC power system that meets the needs of LAWA.
- LAWA's existing UEM will be used for the MC-EDGE integration services and that there is existing network connectivity between the Baldwin Hills RF site and the System Core. No additional network connections, network testing, or network configuration is included in this proposal.
- Existing racks/battery shelves have enough space for the proposed battery strings and other equipment.
- LAWA will work directly with the battery and power distribution system manufacturer for all battery and power distribution system warranty and service issues. Motorola is proposing the manufacturer's warranty only.
- Each existing DC power system has an existing breaker/distribution panel that will be reused or upgraded by LAWA prior to Motorola and/or its subcontractors arriving onsite.
- Existing conduit, DC cabling and associated DC infrastructure, unless otherwise noted in this proposal will be reused for this project.
- Motorola is not responsible for any potential delays in availability and shipment delays of the proposed batteries or other equipment
- Any site/location upgrades or modifications are the responsibility of LAWA.
- Approved local, State, or Federal permits as may be required for the installation and operation of the proposed equipment are the responsibility of LAWA.

Section 3

Acceptance Test Plan

3.1 Field Acceptance Test

The proposed replacement batteries and DC Power plant will be tested and commissioned in the field. For the remote monitoring equipment and service installation a detailed ATP will be determined during the detailed design review (DDR). A sample ATP document is provided below.

3.1.1 UEM Enhanced Navigation functionality - Views

DESCRIPTION

The Enhanced Navigation feature extends Unified Event Manager (UEM) Client presentation capabilities with additional views and operations to improve visualization of fault management information.

Note System Map functionality is useful in case of systems with multiple zones or using DSR feature.

SET UP

UEM Enhanced Navigation licenses installed.

TEST PROCEDURE

Login to UEM Client application with appropriate user and password.

Verify the navigation tree is displaying System Map under System Views and Site Views under Zone Views.

Select System Map from navigation tree. An internal window will be opened displaying overall status of current zone.
In the right corner of the map click Zones Visibility button (icon) to open window where other zones visibility can be configured. Select zones and zone cores that shall be visible. Save change and verify that configured zone symbols are added on

the map.

Site Views on the navigation tree

Expand Site Views in the navigation tree to see all site types that can be displayed. Expand site type to see what sites of that type are discovered. Select specific site and verify that Site View window is displayed.

On Site view (opened from navigation tree or from Zone Map) expand and review all elements displayed in the Objects section. Verify the quantity and overall state of managed devices displayed on the view.

Network element view can be opened from Network Database for selected resource, which is not representing a site or network, or from Site View. Verify that network element view has been loaded and review Objects section for details on list of directly related managed resources representing given device, type and quantity of objects for a given resource as well as current state of each object.

Comments:

Test Passed: Yes / No

Tested By:	Witnessed By:
Title:	Title:
Date:	Date:

Section 4

Project Duration

Motorola estimates the project implementation for the battery replacement and DC power system upgrade project to be approximately 3-4 months from Contract Execution to Final Acceptance though current worldwide parts and resource shortages may impact schedule. The project schedule assumes that LAWA tasks will be completed in a timely manner and appropriate resources from LAWA will be available when necessary to complete various project tasks. As part of the Design Review and Implementation Planning, the implementation project schedule will be created and finalized by Motorola's Project Manager in conjunction with the LAWA project team.

Section 5

Warranty

Motorola Solutions will provide LAWA with the Motorola standard commercial warranty for the MC-EDGE and other Motorola manufactured equipment. This warranty will begin on the date of system acceptance, and will continue for 12 months from that date on a 24/7 basis. LAWA will work directly with the battery and DC power plant manufacturer for warranty and service issues for those products. This warranty will begin on the date of system acceptance, and will continue for 12 months from that date per the terms of those manufacturers.

Section 6

Equipment List

This section lists the equipment necessary for the proposed solution(s). The equipment list will be refined during the Detailed Design Review to account for any changes necessary to support the finalized design.

BATTERY REPLACEMENT		
QTY	NOMENCLATURE	DESCRIPTION
10	DS0991072458	48V 190AH BATT SET # SBS190F

REMOTE MONITORING		
QTY	NOMENCLATURE	DESCRIPTION
1	DSCBB003E	CIRCUIT BREAKER, 3 AMP PLUG-IN BULLET, ELECTRO-MECHANICAL
10	DS230700	KIT: BATTERY MONITOR 10M G1, BATTERY MONITOR CAN BUS NODE
2	DS242100120	SMARTPACK R RETRO WEB/SNMP CONTROLLER
1	DS242100501VC	SMARTPACK2 BASIC MODULE, POWERS CONTROL UNITS ATTACHED TO THE CAN BUS
1	SQM01SUM0273	MASTER SITE CONFIGURATION
1	CA01316AA	ADD: UNC ADDTL DEVICE LIC (QTY 10)
10	DS0991072458	48V 190AH BATT SET # SBS190F
1	F0016A	MC IOT MAIN MODEL
1	VA01946AA	ADD: MC EDGE AS NFM
1	VA00973AA	ADD: IOT MC-EDGE ENHANCED COMM PLUG-IN BOARD

1	VA00989AA	ADD: 8DO EE 16DI 5-18 V /DRY
1	VA00991AA	ADD: DC/DC - [48 >>24] PS W/O HOUSING
1	VA00155	ADD:DC POWER CABLE
1	FHN1668	TERM BLOCK & CONN WIRED M25T68
1	FHN0057	DIN RAIL STOPPER
1	DSIABDIN4	PANDUIT IABDIN4 4 RACK UNIT DIN RAIL FOR EIA 19" MOUNT

DC PLANT REPLACEMENT		
QTY	NOMENCLATURE	DESCRIPTION
1	DST2S2161200001	TRILOGY 600A POWER SYSTEM W/SMARTPACK S 23IN, ID CAB: 28X24X84IN
6	GMDN4303A	RECTIFIER FLATPACK2 HE 48/2000, ELTEK
10	DS0991072458	48V 190AH BATT SET # SBS190F
10	DS230700	KIT: BATTERY MONITOR 10M G1, BATTERY MONITOR CAN BUS NODE
1	DS242100303VC	CAN POWER MOD TO SUPPLEMENT AVAILABLE POWER, IN 20-57VDC SCREW TERM
1	DS3672495500	ALARM CABLE 50F FOR TRILOGY S POWER SYSTEMS
1	DS242100501VC	SMARTPACK2 BASIC MODULE, POWERS CONTROL UNITS ATTACHED TO THE CAN BUS
4	DS331E23640800	BLIND PANEL FP2 HE BLACK G1
6	DSCBB060E	CIRCUIT BREAKER, 60 AMP, E TRIP
2	DSCBB005E	BREAKER, 5 AMP DC BULLET BREAKER

Section 7

Pricing Summary

Motorola is pleased to provide the following equipment and services to Los Angeles World Wide Airports.

7.1 Proposed Equipment and Services

Description	Price ($)
Equipment including • Battery Replacement • Remote Monitoring • DC Plant upgrade	$82,114
Implementation Services	$125,477
Equipment Taxes at 9.5%	$7,801
Total System	**$215,392**

7.2 Price Adjustment

MATERIALS AND LABOR PRICE INCREASE. In the event that there are significant increases in the prices that Motorola pays for materials and supplies for the work to be performed between the date the Agreement is signed and the date that materials are purchased for the work to be performed, Motorola shall be entitled to additional compensation from Customer as described herein. A significant increase in price is defined herein as an increase as to any specific items of materials of three percent (3%) or more from original proposal. In such a case, Customer shall pay to Motorola, on request, all sums by which the cost to Motorola for any such items of materials has increased beyond 3%. This would apply, but not be limited to price increases in any components included in the Bill of Materials or Scope of Work as well as manufactured products and equipment or third party manufactured products and equipment. Motorola shall not be responsible for increased prices of materials when caused by delays, shortages or unavailability of materials due to conditions not caused by Contractor. Any pricing change would be documented in a change order executed with the Customer.

7.3 Payment Terms

Contract Price. The total proposed Contract Price in U.S. dollars is $_215,392___.

Except for a payment that is due on the Effective Date, Los Angeles World Wide Airports will make payments to Motorola within thirty (30) days after the date of each invoice. Los Angeles World Wide Airports will make payments when due in the form of a check, cashier's check, or wire transfer drawn on a U.S. financial institution and in accordance with the following milestones.

System Purchase:

1. 50% of the Contract Price due upon Contract Execution (due upon effective date);
2. 50% of the Contract Price due upon Final Acceptance.

Motorola reserves the right to make partial shipments of equipment and to request payment upon shipment of such equipment. In addition, Motorola reserves the right to invoice for installations or civil work completed on a site-by-site basis, when applicable.

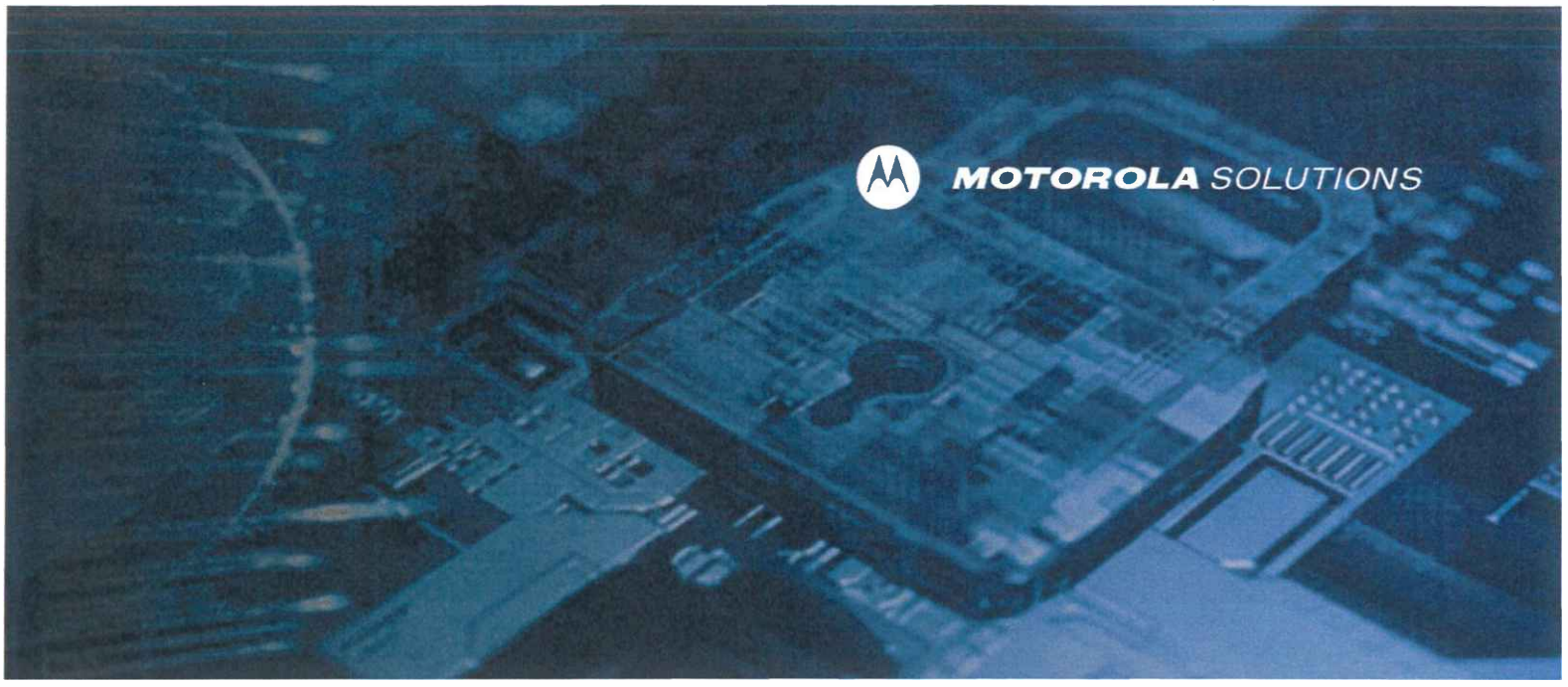
Section 8

Contractual Documentation

This proposal is subject to the terms and conditions of existing contract DA-5300 as amended. Los Angeles World Wide Airports may accept this proposal by issuing a purchase order that refers to and incorporates the terms and conditions of this proposal and Contract DA-5300 as amended.

3.3 Appendix C

ISSI Implementation with LAPD and POLA



Los Angeles World Airports

ISSI Activation - LAPD, LAPP and LAWA

September 13th, 2024

MOTOROLA SOLUTIONS

Motorola Solutions, Inc.
500 W Monroe Street, Ste 4400
Chicago, IL 60661-3781

September 13th, 2024

Marine Mandoyan
The Los Angeles World Airports
6053 W. Century Blvd., Ste. 200
Los Angeles, CA 90045

Subject: ISSI Activation - LAPD, LAPP and LAWA

Dear Ms Mandoyan,

Motorola Solutions, Inc. ("Motorola") is pleased to provide Los Angeles World Airports ("LAWA") with this proposal to connect them to LAPD & LAPP via ISSI. Motorola has provided separate proposals to three agencies: LAWA, Los Angeles Police Department ("LAPD"), and Los Angeles Port Police ("LAPP"), to connect all three via ISSI. The three proposals are interdependent and will enable ISSI automatic roaming amongst the three City agencies. Since ISSI automatic roaming functionality relies on mutual agency agreements and participation, each proposal is conditioned on *all three agencies* entering into their respective contracts with Motorola and Motorola's full performance of all services to be provided under all three proposals.

Note that the proposals that we provided to LAPD and LAPP in Feb 2024 have since expired. Motorola is working with the two agencies to refresh their proposals as well.

To best meet the functional and operational specifications of this solicitation, our solution includes a combination of licenses and services, and provides:

- Visiting Radio user Licenses on LAWA's system to allow all LAPD & LAPP radios to be programmed natively into LAWA's system.
- Services to establish and verify ISSI autoroaming functionality between all 3 agencies for a specific, limited number of subscribers and talkgroups as defined in this proposal.
- Codeplug development support to modify up-to 12 existing codeplugs to enable ISSI functionality similar to LAWA's master ISSI codeplug.

Motorola's proposal is subject to the terms and conditions of the existing Contract DA-5300 as amended. Los Angeles World Airports may accept this proposal by returning a signed copy of the Contract Acknowledgement enclosed with this proposal or by issuing a purchase order that refers to and incorporates the terms and conditions of this proposal and Contract DA-5300 as amended. This pricing will remain valid until 3/31/2025. Alternatively, Motorola would be pleased to address any concerns LAWA may have regarding the proposal. Any questions can be directed to your Motorola Account Executive, Michael Conrey, at 310-420-3792 or michael.conrey1@motorolasolutions.com.

We thank you for the opportunity to furnish Los Angeles World Airports with "best in class" solutions and we hope to strengthen our relationship by implementing this project. Our goal is to provide you with the best products and services available in the communications industry.

Sincerely,

Motorola Solutions, Inc.

Jerry Burch
MSSSI Vice President

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Section 1

System Description

1.1 Introduction

In response to The City of Los Angeles' request to establish intersystem connection to enhance interoperability between Los Angeles Police Department (LAPD), Los Angeles Port Police (LAPP) and Los Angeles World Airports (LAWA), Motorola has proposed our Inter-RF Subsystem Interface 8000 (ISSI 8000) solution to best suit the 3 City agencies' communication needs.

Due to each agency's own procurement process and contracts, this ISSI connection effort has been split into separate agency proposals addressed to the respective agency.

This proposal is for Los Angeles Police World Airports (LAWA).

The following sections provide a high level description of the ISSI feature and the three systems to be connected.

This solution provides the following key benefits:

- Interoperability needed to coordinate a multi-agency response and communicate effectively during these mutual aid incidents.
- Flexibility to connect as a node on another P25 network regardless of that other system's radio frequency bands, manufacturer type, and release versions—allowing the creation of regional multi-system communications networks.
- Ability for multiple agencies to communicate seamlessly while still maintaining control through roaming configuration at the system or talkgroup level.

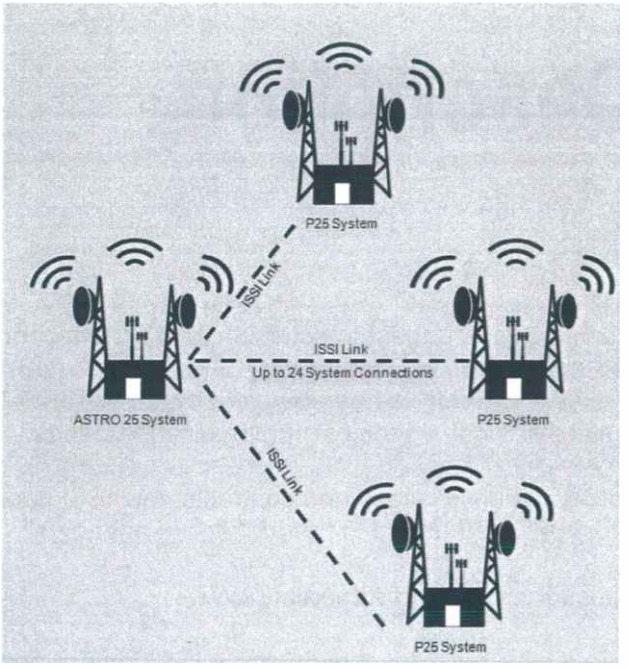


Figure 1: Point to Point ISSI Connections

1.2 High-Level System Designs

1.2.1 Los Angeles Police Department

The LAPD system is a hybrid conventional/P25 TDMA digital trunking simulcast radio system featuring both a primary and redundant controller. The primary controller is located at Mt. Lee with the secondary controller located at the Metropolitan Dispatch Center (MDC). LAPD's P25 Trunking cells/sites operate in the 7/800 MHz frequency band.

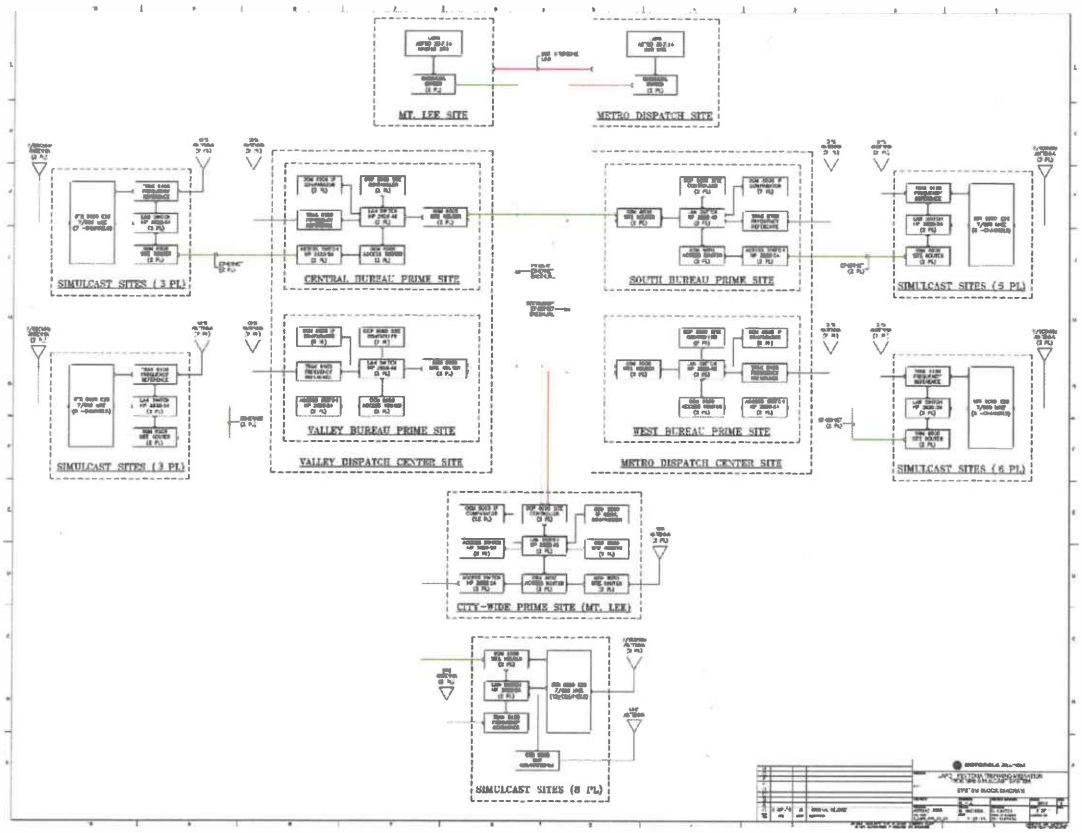


Figure 1-1: LAPD System Block Diagram

1.2.2 Los Angeles World Airports

The LAWA system is a UHF & 7/800MHz trunking radio system with a non-geographically redundant controller located at the Nash Data Center. For the purposes of ISSI interoperability this solution will focus on the 7/800MHz P25 TDMA digital trunking simulcast layer.

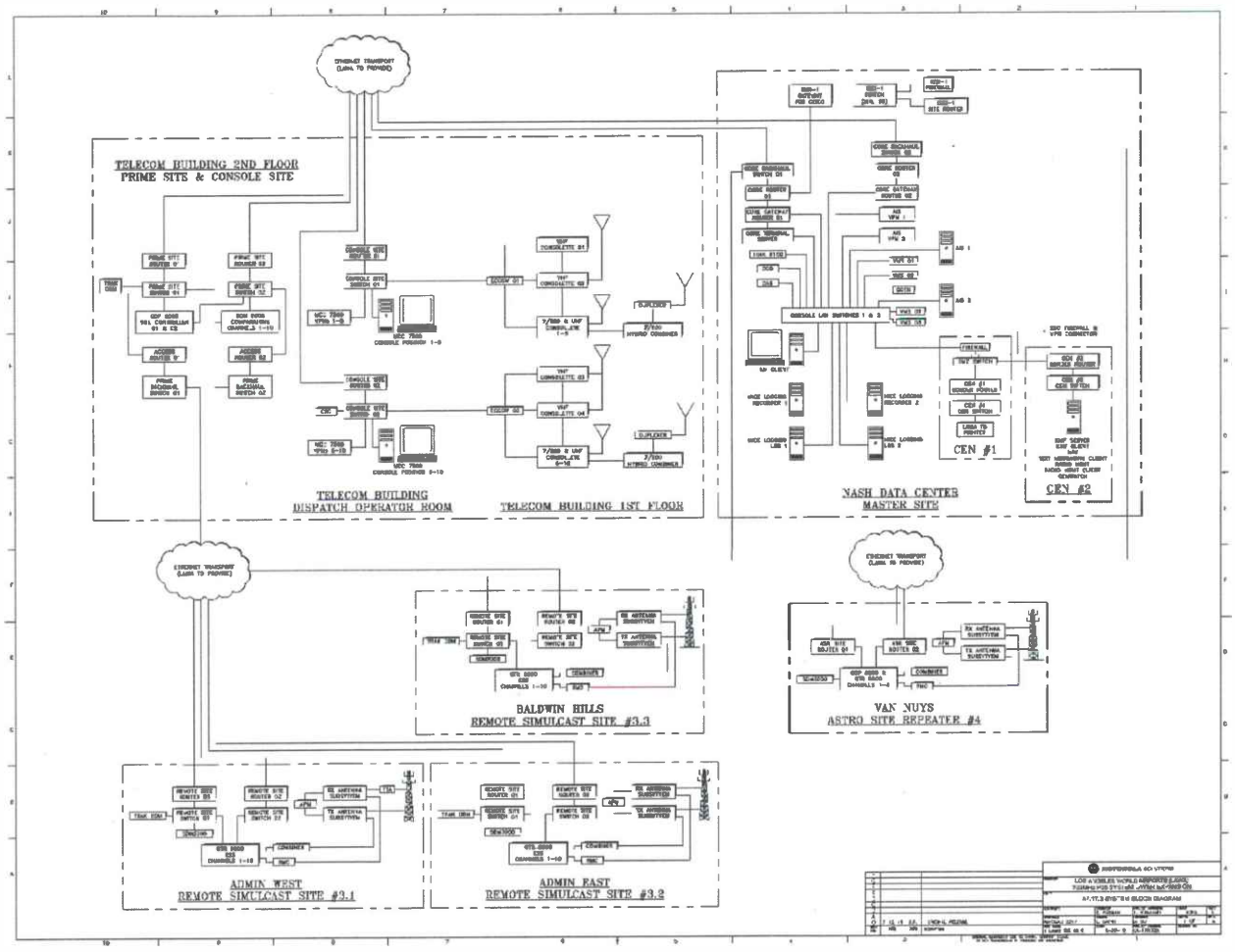


Figure 1-2: LAWA System Block Diagram

1.2.3 Los Angeles Port Police

The LAPP system is a geographically redundant 7/800MHz P25 TDMA digital trunking simulcast system with controllers located at the MLETC and Marine Exchange Facility. This system was cutover in 2023.

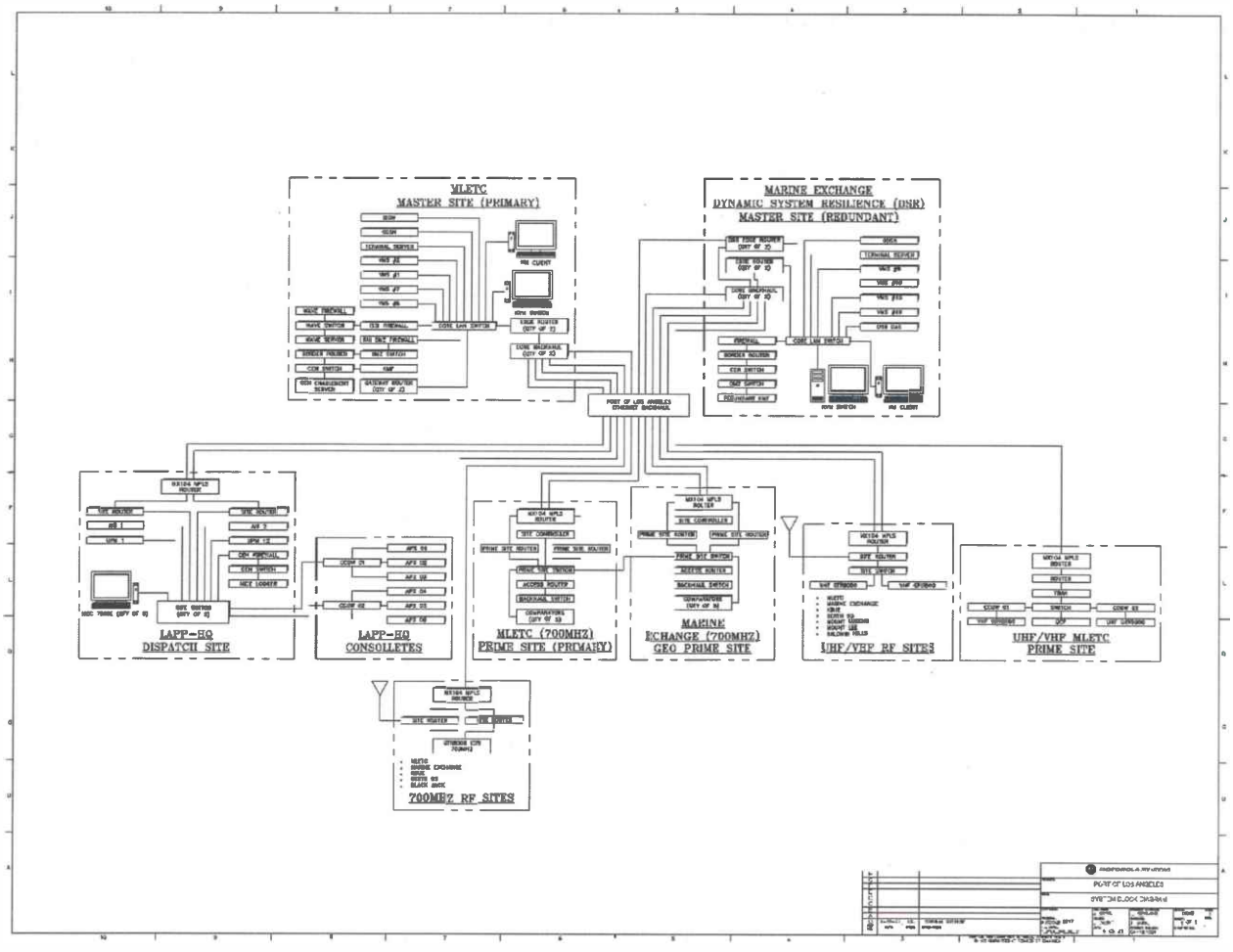


Figure 1-3: LAPP System Block Diagram

1.3 ASTRO 25 ISSI Standards-Based Interoperability Overview

ISSI 8000 is a P25 standard based, wireline interoperability solution that enables ASTRO 25 customers to connect to other P25 systems, regardless of their RF bands, manufacturer type, or release version.

ISSI will enable disparate P25 networks to:

- Interoperate with up to 24 neighboring P25 systems
- Extend their coverage area
- Build an autonomous interconnected network
- Support FDMA or TDMA talkgroup calls
- Maintain system security

The simultaneous talkgroup calls over ISSI are scalable, and the loading of local talkgroup calls can be tailored such that talkgroup resources are only counted when voice is carried to or from a foreign system.

Manual roaming over ISSI requires user intervention to switch the radio between its home personality and a personality of a foreign system. A console patch is required to bridge home and foreign talkgroups.

Automatic roaming over ISSI, on the other hand, requires no user intervention to do the switching of the radio back and forth between the home and foreign system. It is handled as if the radio is actually roaming to another site within its own home system.

COMMUNICATIONS
Extend communication and collaboration across interoperable P25 networks

CONTROL
Maintain full autonomy and control over your system

FLEXIBILITY
Operate across different frequency bands

USABILITY
Eliminate the need to use unfamiliar donor radios

CONTACT
Maintain communications and data connection with roaming personnel

Figure 2: Benefits of ISSI

1.4 Solution Design

1.4.1 Backhaul Connectivity

In order to establish connectivity between all three agencies - LAPP, LAWA and LAPD, Motorola will utilize Mt Lee as the Meet-Me point where all three agencies will have network connectivity.

LAPP is expected to reach Mt Lee as a remaining punchlist item under the POLA Trunking upgrade project.

The current ISSI network connection between LAWA & LAPD is located at the Baldwin Hills site. This existing connection uses a networking protocol that is different from what has been established at Mt Lee to more optimally connect multiple agencies together.

In order to reconfigure the connectivity between LAWA & LAPD at Mt Lee, MSI will baseline the existing network connections between the agencies and utilize that information to create an updated regional network design. In order to implement this design, MSI will work with partners such as IPKeys, AT&T (LAWA's existing contract), as well as the City's ITA. If required, any related networking equipment that may be out of support will be updated as a part of this effort. Finally the new network connection will be tested to Motorola's specifications. The end result of this effort will be for all three agencies to meet at LAPD's ISSI Switch located at Mt Lee.

The scope of work at Mt Lee would be to configure the MPLS routers and Meet-Me switch only. The actual microwave links will not be touched as a part of this scope, as it is not required.

The above defined task to configure and test the new network configuration between the ISSI subsystems from LAWA, LAPD, and LAPP at Mt. Lee will be completed by Motorola under the POLA Trunking upgrade project.

1.4.2 ISSI Interoperability Scope

With this implementation, LAWA will utilize two of their existing ISSI Licenses with Automatic Roaming to connect to the other two agencies. There are no additional ISSI Licenses included in this proposal.

All ISSI connections will be routed through Mt Lee without a redundant connection point.

The final solution resulting from all 3 agencies' proposals is designed to provide a functional ISSI system connecting the 3 City agencies' 7/800MHz P25 LMR systems and supporting voice services across the ISSI connection, including

- Group Call
- Emergency Call
- Emergency Alarm
- Clear or Encrypted Audio
- Unit & Group Registration
- PTT ID, Seamless Automatic Roaming
- Project 25 TDMA Access Mode

Inter-System Data services across ISSI are not part of this project scope.

In order to verify the ISSI functionality across the three City agencies, the acceptance test plan that is proposed is in alignment with the tests that were completed and signed off for the LAWA – LAPD connection. Motorola has accounted for up-to 1 week of ATP testing in each agency's proposal. The details of the Acceptance Test plan and the specific locations where automatic roaming functionality will be verified and finalized during the post-sale Design Review process.

Motorola will provision all three systems with ISSI network configuration parameters. During the postsale implementation process, Motorola will work with the three agencies to define a limited, efficient number of inter-agency test trunking talkgroups as per ISSI best practice. Services have been included to provision these inter-agency talkgroups as well as (12) existing test portables, (3) existing test mobiles, and (2) existing test consoles. Motorola assumes that the test radios that LAWA will provide for this effort will be on the same firmware and software release version or that Motorola will be allowed to upgrade these test radios to the same firmware and software release version in order to efficiently manage the number of codeplugs that will need to be created per agency.

Note that each agency's ISSI automatic roaming license comes with the ability to process 10 simultaneous TG calls over the ISSI link. Additional talkpaths require additional licenses, network changes, as well as careful consideration as they may have an impact on the system capacity.

The resulting LAWA subscriber codeplugs created as per the SOW defined in this proposal will be able to support the addition of additional users from LAWA in a phased approach by LAWA, as long as the total number of talkgroups does not change.

This proposal includes the cost of up-to 6 total joint working sessions for pilot codeplug development discussions with the other two agencies. This pilot codeplug will support the future phased implementation of an operational interoperability plan between the three agencies. In order for the implementation of this project to commence, it is essential that each agency participate in these joint working sessions.

The desired outcome of these meetings would be to refine the test plan requirements and define the ISSI interoperability parameters such as:

- Talkgroup ID's
- Encryption CKR number
- Voice Type (TDMA)
- ISSI Gateway IP addresses
- Frequency Band Plans
- Cells/Sites to be used to support roaming
- The desired number of test encryption keys

1.4.3 ISSI Backhaul Requirements

The inter-system link is an IP-based link that can be configured for IPv4 or IPv6, depending on the capabilities of the foreign system. For consistency with existing backhaul implementation, Motorola plans to use IPv4 to enable Ethernet connectivity between LAPD, LAWA, and POLA at Mt. Lee.

The ISSI 8000 solution provides an Ethernet connection to connect to the inter-system link. The recommended specifications for the inter-system links without link encryption can be found below. If the bandwidth specification for the link is below the minimum bandwidth required for the simultaneously active talkgroups, then all inter-system calls will suffer from poor audio quality.

The link specifications provided below were calculated based on the 10 licensed ISSI talkgroups between the City agencies. The final number of the talkgroups to be used for autoroaming is to be determined during the postsale implementation. An increase in the number of simultaneous talkpaths above the licensed count will increase the link specification requirements accordingly.

Table 1-1 Preliminary ISSI Link Specifications

ISSI Link	Recommended Max Jitter	Minimum Bandwidth Required	Recommended End-to-End Delay**
LAPD to LAWA	20ms	4Mbps	20ms
LAWA to POLA	20ms	4Mbps	20ms
LAPD to POLA	20ms	4Mbps	20ms

Jitter

The 20ms (core to remote zone core) 99th percentile values are end to end jitter specifications. For a particular system with Ethernet Site/interzone links, there may be multiple links in the call, each with its own jitter characteristics. Because jitter is not additive the derivation of end to end jitter is not trivial. In other words, it is not correct to add up jitter across a source and destination link to arrive at the overall value.

In the ASTRO system the method of calculating jitter across multiple link segments is done via ITU-T Recommendation Y.1541 Amendment 1.

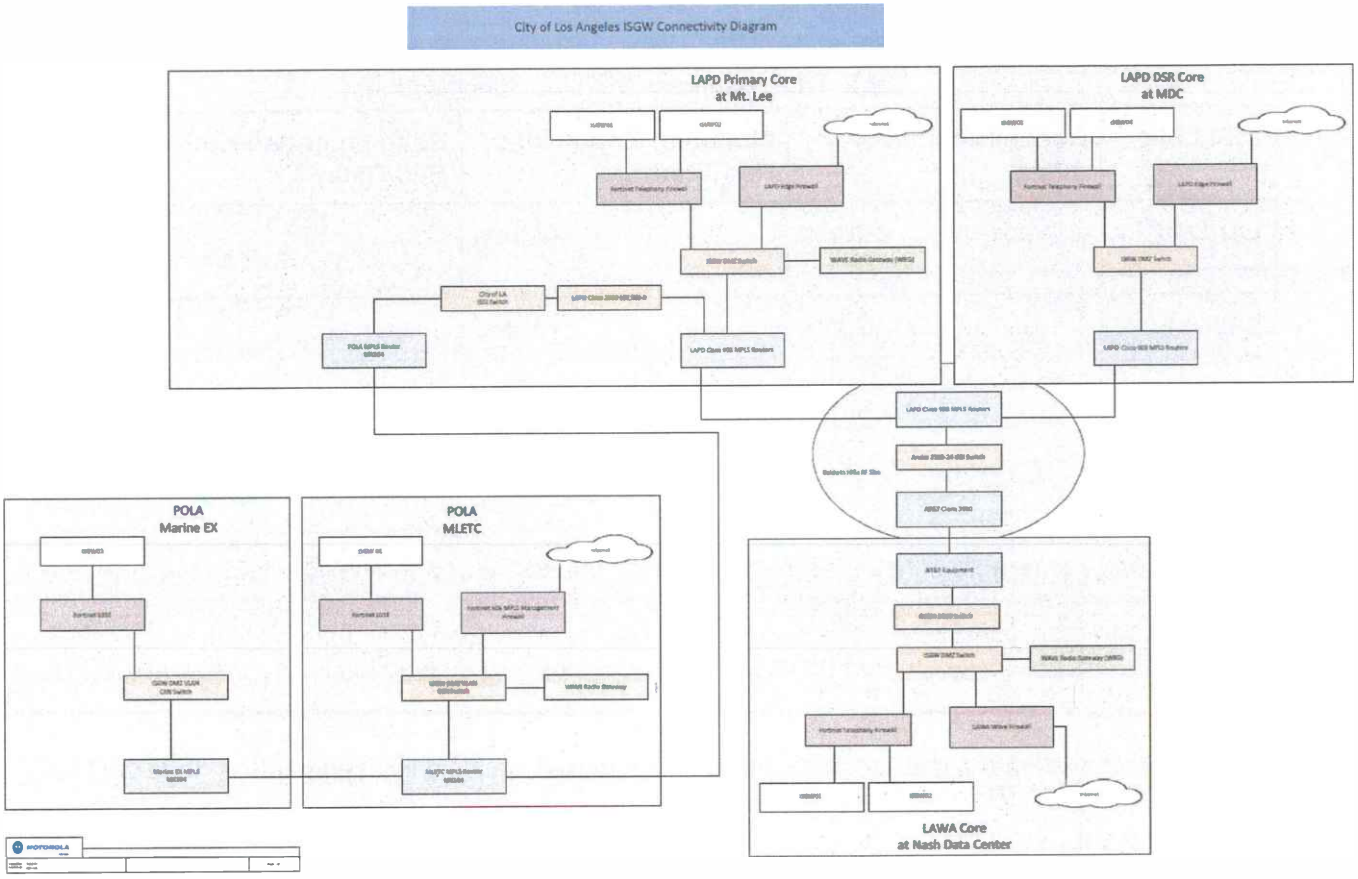
Bandwidth Required

The 4Mbps value is the minimum committed information rate required. Changes to the autoroam talkgroup or mutual aid patchable talkgroup call count may change the minimum bandwidth requirement.

Delay

The 20ms is a conservative value to minimize the audio delay. The ISSI standard recommends up to 100ms maximum delay with up to 20ms average delay.

1.5 System Diagram



1.6 Visiting Radio User Licenses

As requested by LAWA, this proposal also includes visiting radio user licenses on LAWA's system to allow all LAPD & LAPP radios to be programmed natively into LAWA's system. As such, these licenses are not necessary for ISSI. Provisioning of Radio IDs in the systems/subscribers is not included.

The Visiting Radio Users licenses are sold in bundles of 500 users. The number of bundles included per agency is defined in Table 1-2 below.

Table 1-2 Visiting Radio User Licenses

Agency	License Qty (500 Visiting Radio Users per license)
LAWA	35

1.7 ISSI Codeplug Development

Upon final testing and approval of LAWA's pilot ISSI portable and mobile radio codeplugs, Motorola will modify up-to 12 additional existing LAWA mobile and portable radio codeplugs with the ISSI parameters. LAWA is responsible for providing their different APX 8000 and APX 8500 codeplugs to Motorola.

Section 2

Statement of Work

2.1 ISSI Activation and Codeplug Development Statement of Work

2.1.1 Interoperability Objectives

Through the RFI process and subsequent discussions, Motorola understands the following items to be the primary expected operational objectives of the ISSI Activation effort.

- Establish System to System ISSI connectivity between all three City agencies
- Establish DSR to DSR connectivity for LAPD/POLA for enhanced redundancy
- Enable and test automatic roaming at the system level for all three systems.
- Create and connect up-to 10 AES encrypted, mutual-aid talkgroups to be used city-wide across all three systems.
- Create & deploy the pilot dispatch console templates containing the mutual-aid talkgroups and an additional "citywide dispatch intercom" talkgroup for two console positions per agency.
- Update a pilot codeplug for each agency to include the mutual-aid channels and automatic roaming capabilities.

This proposal is intended as a proof of concept to be used to demonstrate ISSI between the three City of LA agencies. The proposed scope intends to show ISSI functionality and does not provide a day to day operational configuration or plan accounting for actual mission critical call processing on each agency's system TGs. Extensive multi-agency meetings, discussions and configuration to both the systems and subscribers are needed to deliver a regional and operational ISSI deployment.

2.1.2 Responsibilities Matrix

The following matrix is intended to capture the operational objectives and identify the responsible entity for each of the major tasks required for successful implementation of the objectives listed above.

Tasks	Motorola	LAWA
PRE-CONTRACT REQUIREMENTS		
Execute Contract for the City of LA ISSI interoperability		
Issue individual ISSI System Proposals to LAPD, LAWA & LAPP	X	
Review their own ISSI System Proposal		X
Each agency to sign their respective contracts to initiate project		X

Tasks	Motorola	LAWA
Deliverable: All three City of LA agencies (LAPD, LAWA, LAPP) in active contract with Motorola for the implementation of ISSI automatic roaming between them.		
PROJECT INITIATION		
Contract Finalization and Team Creation		
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		
Ensure that project team members attend all meetings relevant to their role on the project.	X	X
Complete assigned project tasks according to the project schedule.	X	X
Submit project milestone completion documents.	X	
Identify designated technical point of contact per agency that is knowledgeable in radio programming.		X
Upon completion of tasks, approve project milestone completion documents.		X
Conduct all project work Monday thru Friday, 7:30 a.m. to 5:00 p.m.). Adjustments can be made with mutual agreement.	X	X
Deliverable: Completed and approved project milestones throughout the project.		
Project Kickoff / Design Review		
Define DDR duration prior to Meeting Date	X	
Introduce team, review roles, and decision authority.	X	X
Provide detailed MOU(s) containing autoroaming talkgroup requirements established between the agencies for the proof of concept implementation.		X
Review MOU(s) and update Interoperability design accordingly	X	
Present the current ISSI design and operational requirements for the solution.	X	
Present configuration and details of sites required by system design.	X	

Tasks	Motorola	LAWA
Validate that radio sites can accommodate proposed equipment if applicable.	X	X
Provide approvals required to add equipment (if necessary) to proposed existing sites.		X
Review safety, security, and site access procedures.	X	
Provide ISSI connectivity & backhaul performance specifications and demarcation requirements.	X	
Review and update design documents, including System Description, Statement of Work, Project Schedule, and Acceptance Test Plan, based on Design Review agreements.	X	
Execute Change Order in accordance with all material changes to the Contract resulting from the Design Review.	X	
Deliverable: Finalized design documentation based upon "frozen" design, along with any relevant Change Order documentation.		
SITE PREPARATION AND DEVELOPMENT		
Site Access		
Provide unescorted/pre-approved entry to sites identified in the project design documentation. For sites requiring City escorts, MSI shall provide sufficient notice for site access requests.		X
Deliverable: Access necessary to install system equipment at each site.		
General Facility Improvements		
During Pre and Post Contract DDR, validate facility improvement requirements based upon the final solution design.	X	
If required, provide adequate AC/DC power, HVAC, grounding, lighting, cable routing, floor space, rack space, and surge protection based upon Motorola Solutions' Standards and Guidelines for Communication Sites (R56).		X
Deliverable: Sites meet physical requirements for equipment installation.		
SYSTEM CONFIGURATION		
Develop Console and User Radio Pilot Codeplugs		
Review and determine appropriate settings for the pilot codeplug for LAWA	X	X
Review pilot codeplug requirements with LAWA, including user ID and talkgroup structures.	X	X
Review pilot codeplug requirements with all City agencies together, including User ID and talkgroup structures.	X	X

Tasks	Motorola	LAWA
Designate user group representatives for the user groups, to make timely decisions on their behalf.		X
Provide advisory input during pilot codeplug development.		X
Create and maintain an Encryption key for the ISSI Mutual Aid talkgroups.		X
Update one (1) pilot ISSI portable radio codeplug template for LAWA to include a new personality for the ISSI Talkgroups and selected automatic roaming enabled channels.	X	
Update one (1) pilot ISSI mobile radio codeplug template for LAWA to include a new personality for the ISSI Talkgroups and selected automatic roaming enabled channels.	X	
Update one (1) pilot ISSI dispatch console template for LAWA to include a new personality for the ISSI Talkgroups and selected automatic roaming enabled channels.	X	
Participate in a meeting to finalize any changes among user groups.	X	X
Review and approve initial pilot codeplug templates.		X
Program sample radios with approved templates and deliver for evaluation by the agencies. (3 Mobiles, 12 Portables.)	X	
Program the approved console templates and ISSI encryption keys into the two pilot dispatch console positions for LAWA.	X	
Evaluate sample radio pilot codeplug functionality and provide feedback.		X
Approve final pilot codeplug templates.		X
Provide LAWA with a basic "User Instruction Manual" covering ISSI-centric codeplug parameters.	X	
Deliverable: Pilot ISSI codeplug completed and approved by LAWA and "User Instruction Manual" provided.		
System Configuration		
Ensure network can provide Ethernet (bandwidth, latency, jitter) requirements as indicated in Section 1.4.3 of this proposal.		X
For LAWA, provide network requirements and provide configuration guidance.	X	
For LAWA, configure the LAWA enterprise network (Cisco routers) to support ISSI connectivity.		X
For LAWA, configure non-enterprise network devices (e.g. Microwave and radio MPLS routers) to support ISSI connectivity.	X	

Tasks	Motorola	LAWA
For Meet-Me / Connection locations (Mt. Lee, Baldwin Hills, etc.) provide Ethernet connectivity between floors, racks, shelters, etc.		X
Program and patch a limited number of regional ISSI talkgroups into each agency core.	X	
Configure the determined number of limited ISSI talkgroups to require AES encryption.	X	
Provide radio user licenses on the LAWA system as defined in the System Description to allow all LAPD and LAPP radios to be programmed natively into LAWA's system. Provisioning of Radio IDs in the systems/subscribers is not included.	X	

Deliverable: LMR System is configured for the ISSI functionality between the three City Agencies.

SYSTEM OPTIMIZATION AND TESTING		
Functional Acceptance Testing		
Provide advance copies of functional Acceptance Test Plan for City's review.	X	
Approve ATPs.		X
Verify the Auto-Roaming functionality and features of the ISSI solution.	X	
Verify the Mutual-Aid talkgroup functionality and features of the ISSI solution.	X	
Verify the console-to-console intercom functionality and features of the ISSI solution.	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 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 (FATP) results.		X
Perform a successful 30 Days Pilot Phase test period and apply corrective action as needed during test period.	X	X

Deliverables: Completion of functional testing, 30 Days pilot test period, and approved by LAWA.

Tasks	Motorola	LAWA
Codeplug Development		
Provide additional codeplugs that are in use in the LAWA radios for modification to enable ISSI functionality.		X
Modify up-to 12 additional existing LAWA codeplugs with ISSI parameters.	X	
Program LAWA radios with the provided codeplugs as defined in Section 1.7 of this proposal.		X
Deliverable: Up-to 12 additional variants of ISSI codeplugs created and delivered to LAWA.		
PROJECT TRANSITION		
Transition to Warranty		
Provide 3-year support for the ISSI hardware components for LAWA under their existing radio system support contract. Note that support of the existing MPLS equipment was covered during the manufacturers' one year warranty and any extended support is not covered in this proposal.	X	
Deliverable: Service information delivered and approved by Customer		
Finalize Documentation and System Acceptance		

Tasks	Motorola	LAWA
Provide manufacturer's installation material, parts list and other related material to LAWA upon project completion.	X	
Provide an electronic as-built system manual. The documentation will include the following: • ATP Test Checklists • Functional Acceptance Test Plan Test Sheets and Results • Equipment Inventory List • System Interconnect Diagrams • ISSI IP Plan • Updated Router / Microwave Configurations • Console Programming Template (where applicable) • Codeplugs Developed as part of this proposal Drawings will be delivered in Adobe 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.

2.2 Assumptions and Considerations

Motorola has made several assumptions and considerations in preparing this proposal, which are noted below.

- A memorandum of understanding and inter-agency agreement has been agreed upon between LAPP, LAWA and LAPD to enable and coordinate system and project resources to establish ISSI connectivity.
- Motorola is planning on using 2 of the existing automatic roaming licenses on LAWA's core. This design does not include any additional ISSI licenses.
- This proposal is only limited to configuring a limited number of portables, mobiles, and consoles, and a limited number of automatic roaming talkgroups between the three agencies.
- It is assumed that the test radios that LAWA will provide for will be on the latest firmware and software release version or that Motorola will be allowed to upgrade these test radios to the latest firmware and software release version in order to efficiently manage the number of codeplugs that will need to be created per agency.
- Codeplug development discussions need to include the appropriate decision makers from each of the three agencies / City of LA in order to finalize over 6 working sessions. Any additional sessions beyond the 6 will require a Change Order.
- Subscriber programming is included for a limited number of subscribers as referenced in Section 1.4.2 of this proposal. Up-to two subscriber programming touches are included in case modifications are required based on customer feedback.

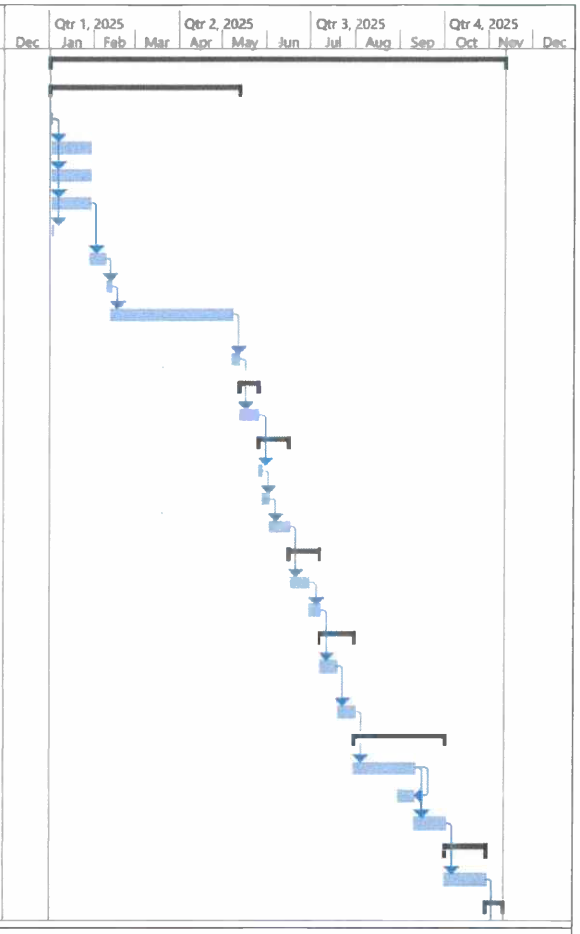
- Future ISSI roaming operations will require further detailed discussions and MOUs to be established between the City of LA Agencies.
- Although each ATP test case may not be run with all 12 portables and 3 mobiles, it will be ensured that all 12 configured portables and 3 configured mobiles are tested at least once to ensure that they are programmed correctly to roam between the three systems.
- Visiting Radio User licenses are included in this proposal, however, the visiting subscriber database in the provisioning manager of the foreign systems will not be updated to add all Visiting Radio IDs for the purposes of manual roaming.
- The configured automatic roaming talkgroups and mutual aid talkgroups will be limited to the three City of LA Agencies – LAPD, LAPP and LAWA only. Any additional agencies such as LARICS, ICI, Orange County, etc. are not a part of the scope of this proposal.
- LAWA is responsible for programming their remaining fleet of subscriber radios with the provided ISSI enabled codeplugs.
- Compared to call processing within an ASTRO Core, ISSI has a limited set of Project 25 features.
- Automatic roaming across ISSI depends on configured GTR 8000 site equipment and TDMA and AES encryption capable APX subscribers on LAPP, LAWA's and LAPD's trunking systems.
- All the sites in each system are TDMA capable. As such, a transcoder is not required and transcoders are not included in this proposal.
- Ethernet Site Links between the three systems meet the ISSI bandwidth requirement and Ethernet Service Level Agreement.
- This solution is designed to enable voice services across the ISSI connection. Inter-System Data services across ISSI are not part of this project scope.
- Customer has power, space, and grounding availability to accommodate any new hardware equipment that may be required for this solution.
- The demarcation point between the three agencies shall be at the Mt Lee site.
- Any required FCC licensing will be provided by Customer.
- Approved local, State or Federal permits as may be required for the installation and operation of any required equipment are the responsibility of the Customer.
- All required Ethernet connections will be within the industry standard 100 meter limitations.
- Because ISSI automatic roaming functionality relies on mutual agency agreements and participation, ***all three*** interdependent proposals submitted to LAWA, LAPD, and LAPP are required to be accepted by each of the three City agencies as a condition for Motorola providing the products and services detailed in this proposal.

2.3 Project Schedule

The estimated time for completion of the project is 11 months from Project Kickoff through Final Project Acceptance. A detailed project schedule will be prepared by the assigned Motorola Solutions Project Manager during Detailed Design Review.

Below is a snapshot of the preliminary project schedule prepared for this proposal.

ID	Task Name	Duration	Start	Finish
1	LAWA ISSI Implementation to LAPD & POLA	225 days	Thu 1/2/25	Wed 11/12/25
2	Project Planning	93 days	Thu 1/2/25	Mon 5/12/25
3	Project Kick-Off	1 day	Thu 1/2/25	Thu 1/2/25
4	Schedule Created	18 days	Fri 1/3/25	Tue 1/28/25
5	Detailed Design Information Acquisition	18 days	Fri 1/3/25	Tue 1/28/25
6	System / Network Diagrams Completed	18 days	Fri 1/3/25	Tue 1/28/25
7	IPKeys engaged for network configurati	1 day	Fri 1/3/25	Fri 1/3/25
8	IP Plan Created	8 days	Wed 1/29/25	Fri 2/7/25
9	Detailed Design Review (DDR) Meeting	3 days	Mon 2/10/25	Wed 2/12/25
10	Biweekly meetings involving all parties over 3 months	60 days	Thu 2/13/25	Wed 5/7/25
11	Customer to Review and Approve DDR	3 days	Thu 5/8/25	Mon 5/12/25
12	Equipment	10 days	Tue 5/13/25	Mon 5/26/25
13	Process Equipment List	10 days	Tue 5/13/25	Mon 5/26/25
14	Functional Link and Connectivity	15 days	Tue 5/27/25	Mon 6/16/25
15	Motorola Switch Configuration (Mt Lee)	2 days	Tue 5/27/25	Wed 5/28/25
16	Link Verification (Y.1564)	3 days	Thu 5/29/25	Mon 6/2/25
17	Program ISSI Hardware	10 days	Tue 6/3/25	Mon 6/16/25
18	ISSI Configuration	15 days	Tue 6/17/25	Mon 7/7/25
19	ISSI Programming	10 days	Tue 6/17/25	Mon 6/30/25
20	Functional Testing	5 days	Tue 7/1/25	Mon 7/7/25
21	Subscriber Prep	18 days	Tue 7/8/25	Thu 7/31/25
22	APX Subscriber Programming and Keyloading	9 days	Tue 7/8/25	Fri 7/18/25
23	Console Programming and Keyloading	9 days	Mon 7/21/25	Thu 7/31/25
24	Testing	45 days	Fri 8/1/25	Thu 10/2/25
25	30 day Pilot Test Period	30 days	Fri 8/1/25	Thu 9/11/25
26	Second Touch for Subscriber Programm	9 days	Mon 9/1/25	Thu 9/11/25
27	ATP Testing	15 days	Fri 9/12/25	Thu 10/2/25
28	Codeplug Development	20 days	Fri 10/3/25	Thu 10/30/25
29	Codeplug Development	20 days	Fri 10/3/25	Thu 10/30/25
30	Finalize	9 days	Fri 10/31/25	Wed 11/12/25



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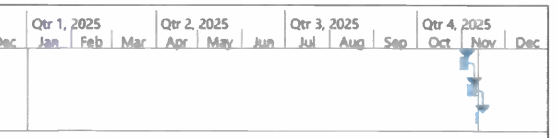
ID	Task Name	Duration	Start	Finish
31	Punchlist Resolution	3 days	Fri 10/31/25	Tue 11/4/25
32	Finalize Documentation (System Manua	4 days	Wed 11/5/25	Mon 11/10/25
33	Final Acceptance	2 days	Tue 11/11/25	Wed 11/12/25



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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 feature and functions to verify that the ISSI solution operates according to its design. A preliminary Functional Acceptance Test is summarized below. The FATP will be jointly developed and finalized during the proposed working sessions as well as the Design Review.

In order to optimize testing of the automatic roaming between the agencies, Motorola will work with the agencies to select key locations where we expect the radios to affiliate to a foreign system via ISSI. Examples of these locations may be the tunnels at LAX, Underground train stations, and inside the Port HQ building.

This proposal includes up-to 1 week of ATP testing time for LAWA. Motorola expects this to be sufficient to verify the recommended Acceptance test cases as well as automatic roaming between the different systems. Any additional time required to perform Acceptance Testing will result in a change order.

3.1 Automatic Roaming

3.1.1 Automatic Roaming - Automatic Roaming to Foreign System

DESCRIPTION

This test demonstrates that a home radio can roam automatically from its home system to a foreign system without manually changing mode on the radio.

3.1.2 Automatic Roaming - Talkgroup Call for Home Talkgroup

DESCRIPTION

This test will demonstrate that a group call initiated from a home radio/console in the local system that is affiliated to a home talkgroup can be heard by a home radio that has roamed to a foreign system and is affiliated to the home talkgroup.

This test will also demonstrate that a group call initiated from a home radio that has roamed to a foreign system and is affiliated to a talkgroup home to the local system can be heard by home radio and console affiliated to the home talkgroup in the local system.

3.1.3 Automatic Roaming - Secure Talkgroup Call for Home Talkgroup

DESCRIPTION

This test will demonstrate that a secure group call initiated from a home radio/console in the local system that is affiliated to a home talkgroup can be heard by a home radio that has roamed to a foreign system and is affiliated to the home talkgroup.

3.1.4 Automatic Roaming - Emergency Alarm and Call for Home Talkgroup

DESCRIPTION

This test will demonstrate that emergency alarm and call initiated from a home radio that has roamed to a foreign system and is affiliated to a talkgroup home to the local system can be heard by a console that is affiliated to the home talkgroup in the local system. This test also verifies that the emergency can be acknowledged and knocked down by the console in the local system.

3.1.5 Automatic Roaming - Talkgroup Call for Foreign Talkgroup

DESCRIPTION

This test will demonstrate that a group call initiated from a home radio/console in the local system that is affiliated to a foreign talkgroup can be heard by a home radio that has roamed to the foreign system and is affiliated to the foreign talkgroup.

This test will also demonstrate that a group call initiated from a home radio that has roamed to a foreign system and is affiliated to a talkgroup home to the foreign system can be heard by home radio and console affiliated to the foreign talkgroup in the local system.

3.1.6 Automatic Roaming - Secure Talkgroup Call for Home Talkgroup

DESCRIPTION

This test will demonstrate that a secure group call initiated from a home radio/console in the local system that is affiliated to a foreign talkgroup can _be heard by a home radio that has roamed to a foreign system and is affiliated to the foreign talkgroup.

This test will also demonstrate that a secure group call initiated from a home radio that has roamed to a foreign system and is affiliated to a talkgroup home to the foreign system can be heard by home radio and console affiliated to the foreign talkgroup in the local system.

3.1.7 Automatic Roaming - Emergency Alarm and Call for Foreign Talkgroup

DESCRIPTION

This test will demonstrate that emergency alarm and call initiated from a home radio that has roamed to a foreign system and is affiliated to a talkgroup home to the foreign system can be heard by a console that is affiliated to the foreign talkgroup in the local system. This test will also demonstrate that the emergency can be acknowledged and knocked down by the console in the local system.

Section 4

Service/Warranty

Motorola will provide 3-Year support for the existing ISSI hardware components for LAWA under their existing radio system support contracts. Note that support of the existing MPLS equipment was only covered during the manufacturers' one year warranty period and any extended support is not included in this proposal.

The table below provides the validity dates for LAWA's service contract.

Table 5-1 Existing Service Contract Validity

Agency	Existing Service Contract
LAWA	Valid until 10/31/27

Section 5

Bill of Materials

AGENCY	QUANTITY	NOMENCLATURE	DESCRIPTION
LAWA	1	SQM01SUM0323	ASTRO MASTER SITE
LAWA	1	CA03517AC	ADD: CORE EXPANSION
LAWA	35	UA00664AA	ADD: 500 VISITING RADIO USER LICENSES

Section 6

Pricing Summary

6.1 Pricing Summary

The pricing provided below is valid until March 31, 2025.

Description	Price (USD)
Licenses: **- (35) Bundles of 500 Radio User Licenses**	$35,000
Discount (Incentive)	*-$35,000*
ISSI Project Services: **- Project Management** **- Engineering Support** **- Detailed Design Review** **- Programming and Configuration** **- Acceptance Testing**	$192,916
Codeplug Development **- Up-to 12 variants of codeplugs to be modified to enable the ISSI feature**	$70,613
LAWA Total (including all Discounts; taxes are not included)	**$263,529**
Engineering Support Services (Optional)	$24,645
LAWA Grand Total (including optional services)	**$288,174**

6.2 Payment Terms

The Contract Price in U.S. dollars is $2□□□1□□.

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 Contract Price due upon Customer Kickoff Meeting;

2. 25% of the Contract Price due upon completion of the FATP;

3. 25% of the Contract Price due upon Final Acceptance.

Motorola reserves the right to make partial shipments of equipment and to request payment upon shipment of such equipment. In addition, Motorola reserves the right to invoice for installations or civil work completed on a site-by-site basis, when applicable.

Section 7

Contractual Documentation

Motorola Solutions, Inc. ("Motorola") is providing separate proposals to three agencies: Los Angeles Police Department ("LAPD"), Los Angeles World Airports ("LAWA"), and Los Angeles Port Police ("LAPP"), to connect all three via ISSI. The three proposals are interdependent and will enable ISSI automatic roaming amongst the three City agencies. Since ISSI automatic roaming functionality relies on mutual agency agreements and participation, each proposal is conditioned on *all three agencies* entering into their respective contracts with Motorola and Motorola's full performance of all services to be provided under all three proposals.

This proposal is subject to the terms and conditions of the existing Contract DA-5300 as amended. Los Angeles World Airports may accept this proposal by returning a signed copy of the Contract acknowledgement below or by issuing a purchase order that refers to and incorporates the terms and conditions of this proposal and Contract DA-5300 as amended.

Additionally, a termination of any interdependent agreement by LAWA, LAPD, and LAPP for Motorola's Inter-RF Subsystem Interface 8000 (ISSI 8000) solution will necessitate an immediate termination of this Agreement. Customer shall pay Motorola for the conforming products delivered and all services performed up to the date of termination

Contractual Acknowledgement

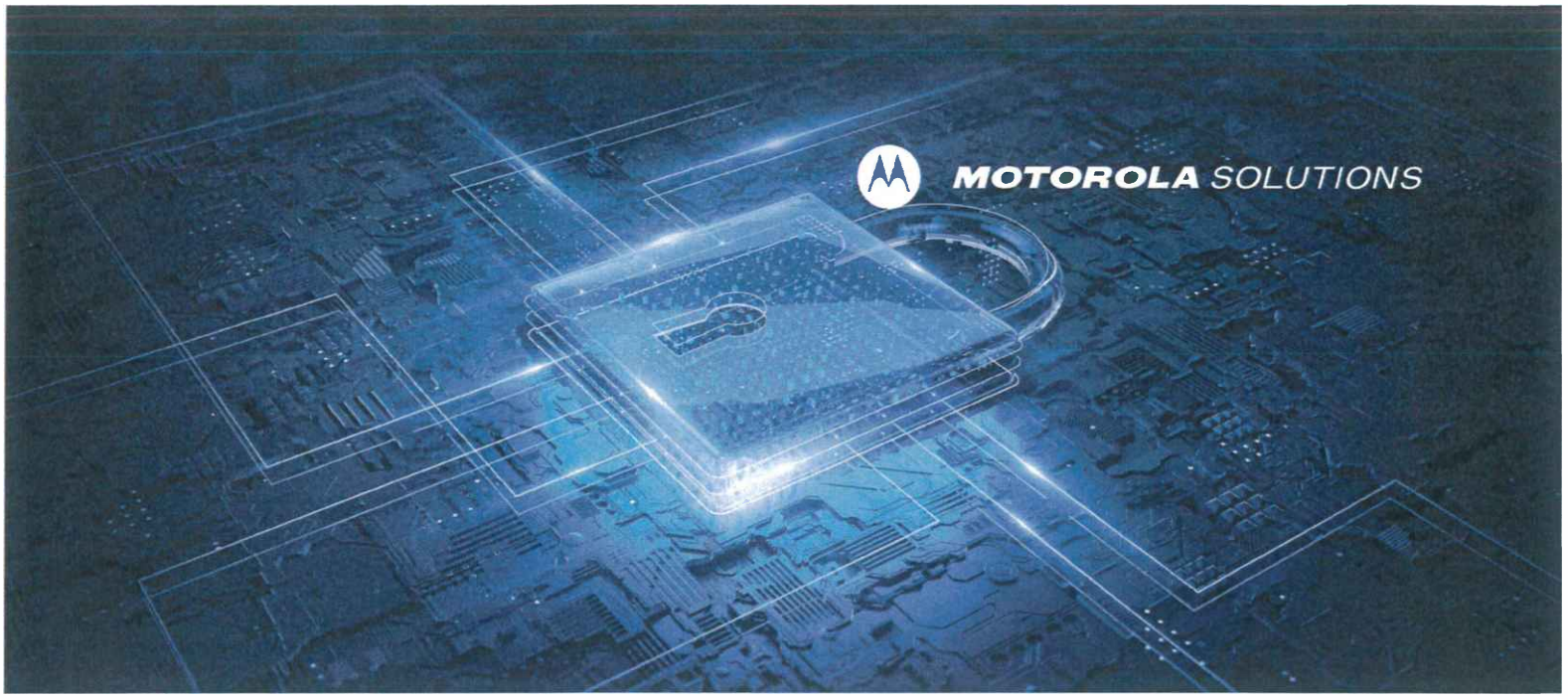
Motorola Solutions proposal regarding ISSI Activation to LAPD and LAPP, dated September 13, 2024 (the "Proposal"), is hereby accepted subject to the terms and conditions of existing Contract DA-5300 as amended and the terms specified within the Proposal.

The Parties hereby enter into this Agreement as of the date upon which the last Party executes this Agreement.

Motorola Solutions, Inc.	**Los Angeles World Airport**
By: _____	By: _____
Name: _____	Name: _____
Title: _____	Title: _____
Date: _____	Date: _____

3.4 Appendix D

ASTRO MDR Cyber Security Add-on



Firm Fixed Price Proposal

Los Angeles World Airports

ASTRO 25 Managed Detection and Response

24-179480 / Cybersecurity Services

August 28, 2024

PS-000179480

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Section 1

Solution Description

1.1 Solution Overview

Motorola Solutions, Inc. (Motorola) is pleased to present the proposed cybersecurity Managed Detection and Response (MDR) services for Los Angeles World Airports (hereinafter referred to as "Customer").

Identifying and mitigating cyber threats requires a reliable solution that supplies the right data to cybersecurity experts. Motorola will provide access to our ActiveEye℠ Security Platform, along with 24x7 support from specialized security technologists, who will monitor your mission critical network against threat and intrusion.

The following ASTRO® 25 MDR features and services are included in our proposal:

- **ActiveEye℠ Managed Detection and Response Elements**
  - ActiveEye℠ Security Management Platform
  - ActiveEye℠ Remote Security Sensor (AERSS)
- **Service Modules**
  - Log Collection / Analytics
- **Security Operations Center Monitoring and Support**

1.1.1 Site Information

The following site information is included in the scope of our proposal:

Table 1-1: Site Information

Site / Location	Quantity
Core Site	1
Co-located CEN	2
Network Management Clients	2
Dispatch Consoles	17
AIS	2
CEN Endpoints	20

Services Included

The ActiveEye℠ service modules included in our proposal are shown in the tables below. The **Network Environment** column will designate the location of each module: ASTRO 25 Radio Network Infrastructure (RNI), Customer Enterprise Network (CEN), or the Control Room CEN.

Table 1-2: Service Modules

Service Module	Features Included	Network Environment
Log Collection / Analytics	Online Storage Period: 30 Day Storage Extended Log Storage Length: 12 Months	RNI CEN
Network Detection	Up to 1 Gbps per sensor port	RNI CEN

1.2 Service Description

Managed Detection and Response is performed by Motorola's Security Operations Center (SOC) using the ActiveEye℠ security platform. The SOC's cybersecurity analysts monitor for alerts 24x7x365. If a threat is detected, analysts will investigate and initiate an appropriate Customer engagement. Customer engagements may include, but are not limited to: requesting additional information from the Customer, continuing to monitor the event for further development, or informing the Customer to enact the Customer's documented Incident Response plan.

SOC analysts rely on monitoring elements to detect signs of a potential threat impacting the Customer's ASTRO 25 network and applicable Customer Enterprise Network (CEN) systems. These elements are described below.

The MDR service includes the deployment and optimization of these elements into the Customer's network.

1.2.1 Managed Detection and Response Elements

This section and its subsections describe Managed Detection and Response elements, and their applicability for specific infrastructure.

1.2.1.1 ActiveEye℠ Security Platform

Motorola's ActiveEye℠ security platform collects and analyzes security event streams from ActiveEye℠ Remote Security Sensors (AERSS) in the Customer's ASTRO 25 network and applicable CEN systems, using security orchestration and advanced analytics to identify the most important security events from applicable systems. The ActiveEye platform is provided in the English language.

The platform automates manual investigation tasks, verifies activity with external threat intelligence sources, and learns what events will require rapid response action.

The Customer will receive access to the ActiveEye℠ platform as part of this service. ActiveEye℠ will serve as a single interface to display system security information. Using ActiveEye℠, the Customer will be able to configure alerts and notifications, review security data, and perform security investigations.

Applies to included ASTRO 25 RNI, CEN, and Control Room CEN infrastructure.

1.2.1.2 ActiveEye[SM] Managed Security Portal

The ActiveEye[SM] Managed Security Portal will synchronize security efforts between the Customer and Motorola. From this central point, the Customer will be able to view threat insights, event investigations, security reports, threat advisories, and status of any security cases.

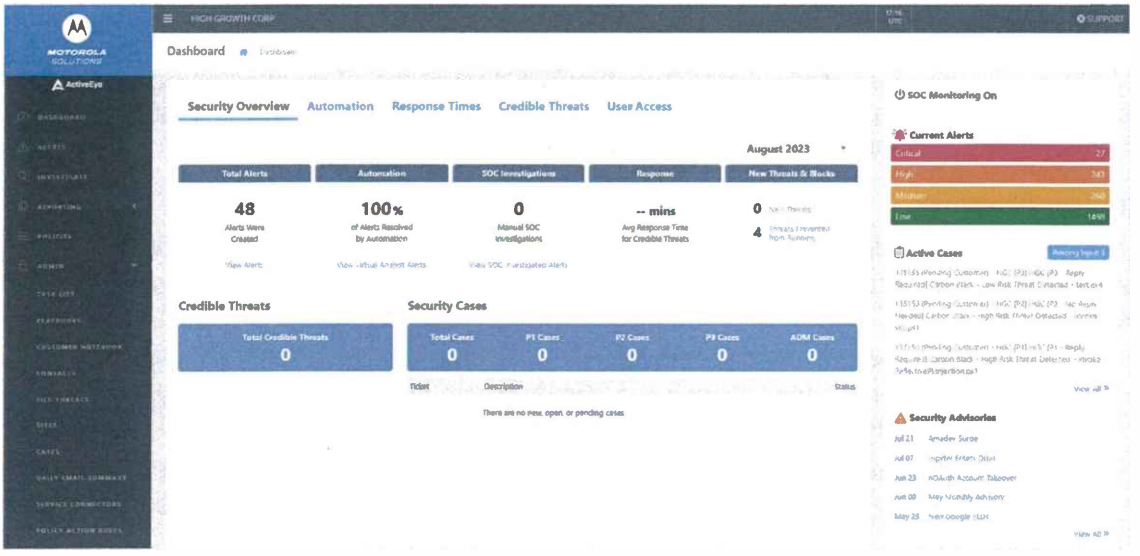

Figure 1-1: ActiveEye[SM] Portal

Dashboard

Key information in the ActiveEye[SM] Portal is summarized on the dashboard. This dashboard provides details about open alerts, an overview of alert categories, alert processing, key performance indicators (KPI), open security cases, and recent threat advisories. Also, users can access more in-depth information like security cases, alert details, alert trends, reports, and group communications.

Security Cases

When the Customer and Motorola identify a threat, the SOC will create a security case. Through the ActiveEye[SM] Portal, the Customer can view details of current or past cases, create new cases, or respond to ongoing cases.

Alert Details and Trends

Alerts can be evidence of a past, active, or developing threat. ActiveEye[SM] records relevant data for each alert, enabling users to quickly view its triggers, systems it impacts, and any actions taken to address the alert. ActiveEye[SM] Portal also provides tools for reviewing groups of alerts based on key attributes or time periods. Attribute filters enable users to toggle which alert groups ActiveEye[SM] Portal shows, helping to spot trends or threat activity. Users can also compare alert logs for specific time periods to determine if specific trends are associated with a threat or are false positives.

Investigations and Reporting

ActiveEye[SM] Portal includes robust *ad hoc* reporting capabilities, which will provide important, additional information about active and historical threats. Users can share information outside of ActiveEye[SM] Portal by downloading reports in .csv or .json format.

In addition to *ad hoc* reporting, ActiveEye[SM] Portal can provide a daily email summary and monthly report. Daily email summaries can include alert counts, security cases opened or closed, saved queries that have new data, and detailed endpoint security statistics. If needed, ActiveEye[SM] Portal can send one or more summary emails with different content for different groups. Monthly reports are available as a PDF download.

Security Advisories

Security Advisories are messages initiated from the SOC that share information on active threats with the Customer's security teams. These advisories guide security teams on how to best take action against a threat and tell them where they can find further information.

Information Sharing

The ActiveEye[SM] Portal includes several functions for sharing information. Automatic security alerts notify pre-defined contacts of incidents, based on incident priority. Other information sharing functions include:

- **SOC Bulletins** - Instructions from the Customer, or the SOC, that SOC analysts reference when creating security cases. These can communicate short-term situations where a security case may not be needed, such as during testing or maintenance windows.
- **Customer Notebook** - The SOC will use the Customer Notebook to document the Customer's environment and any specific network implementation details that will help the SOC investigate security cases.
- **Contact Procedures** - Escalation procedures and instructions on who to contact if an incident occurs. Contact procedures include instructions and procedures for specific security incident levels. The SOC and the Customer will jointly manage contact procedures.

User Access

The ActiveEye[SM] Portal provides the ability to add, update, and remove user access. Every ActiveEye[SM] user can save queries, customize reports, and set up daily email summaries. Users may be given administrative access, allowing them to perform administrative tasks, such as setting up new service connectors, resetting passwords, and setting up multi-factor authentication for other users.

1.2.1.3 ActiveEye[SM] Remote Security Sensor

One or more AERSS will be deployed into the ASTRO 25 network and if applicable to CEN environments to deliver the service. These sensors monitor geo diverse sites for security events and pass security information to the ActiveEye[SM] platform.

AERSS integrate the ActiveEye[SM] platform with network elements, enabling it to collect logs from Syslog, as well as to analyze network traffic over port(s) and scan elements for vulnerabilities.

The following are the environmental requirements and specifications the Customer must provide to prepare for the AERSS deployment.

Specifications	Requirements
Rack Space	1U
Power Consumption (Max)	550 Watts (Redundant Power Supply)
Power Input	100-240V AC

Specifications	Requirements
Current	3.7 A – 7.4 A
Circuit Breaker	Qty. 2
Line Cord	NEMA 5-15P
Heat Dissipation (max)	2107 BTU/hr.
Internet Service Bandwidth	Bandwidth throughput 10Mbps per zone

Applies to included ASTRO 25 RNI, CEN, and Control Room CEN infrastructure.

1.2.1.4 Internetworking Firewall

Motorola introduces a formalized and centralized Internet connection to the ASTRO® 25 system using an Internetworking Firewall. The Internetworking Firewall serves as a security barrier and demarcation point between a master site and the Internet (or a customer network leading to the Internet). The Internetworking Firewall supports traffic for various ASTRO® 25 features that require access to the Internet. The Internetworking Firewall sits between the Demilitarized Zone (DMZ) and the Internet (or customer network leading to the Internet).

The following are the environmental requirements and specifications the Customer must provide to prepare for the Internetworking Firewall deployment, if one is required.

Specifications	Requirement
Rack Space	1U
Power Consumption (Max)	28.6 W (Single Power Supply)
Power Input	100-240V AC
Current	.52 A
Circuits Breaker	Qty. 1
Heat Dissipation (Max)	97.6 BTU/hr.
Line Cord	NEMA 5-15P
Internet Service Bandwidth	Bandwidth throughput 10 MB High availability Internet Connection (99.99% (4-9s) or higher). Packet loss < 0.5%. Jitter <10 ms. Delay < 120 ms. RJ45 Port Speed - Auto Negotiate

1.2.2 Service Modules

ActiveEye℠ delivers service capability by integrating one or more service modules. These modules provide ActiveEye℠ analytics more information to correlate and a clearer vision of events on Los Angeles World Airports' network. In addition, modules enable security teams and analysts to more easily access and compare data from these disparate systems. The following subsections describe each ActiveEye℠ service module in detail.

1.2.2.1 Log Collection / Analytics

The AERSS deployed in the system collects logs and other security information from applicable servers, workstations, switches, routers, Network Detection, and firewalls. This information is forwarded to the ActiveEye℠ platform, which uses advanced analytics to identify signs of security incidents. If it identifies signs of a security incident, ActiveEye℠ notifies the SOC for further analysis.

Collected events will be stored in the ActiveEye℠ Security Management Platform to enable historical searching or threat hunting as needed. Some high volume, repetitive logs may be aggregated as noted in the documentation. The default storage time period is one year, but no longer than 90 days, following expiration or termination of the Agreement. A longer time period can be provided if subscribed, see Table 1-2: Service Modules for subscription details.

1.2.2.2 Network Detection

The AERSS supports Network Detection, constantly monitoring traffic passing across, into, or out of infrastructure. Network Detection analyzes traffic for signs of malicious activity in real time, and performs packet level and flow level analysis to enable communications modeling. This information is used to identify anomalous behavior that is not captured by pre-defined traffic signatures, including traffic using encrypted connections. Network Detection forwards detected suspicious activity to the SOC for further analysis.

1.2.3 Security Operations Center Services

Motorola delivers SOC Monitoring using one or more SOC facilities. The SOC includes any centralized hardware and software used to deliver this Service and its service modules. The SOC and its centralized hardware and software are housed within an SSAE-18 compliant data center.

Motorola's SOC is staffed with security experts who will use ActiveEye℠ Security Management Platform to monitor elements integrated by service modules. In addition, SOC staff will take advantage of their extensive experience to investigate and triage detected threats, and to recommend responses to the Customer.

Section 2

Statement of Work

2.1 Overview

In accordance with the terms and conditions of the Agreement, this Statement of Work (SOW), including all of its subsections and attachments, defines the principal activities and responsibilities of all parties for the delivery of Motorola Solutions, Inc. (Motorola) Cybersecurity services as presented in this proposal to Los Angeles World Airports (Customer).

Motorola's ASTRO® 25 MDR provides monitoring of radio network security information by specialized cybersecurity analysts with extensive experience working with ASTRO® 25 mission-critical networks.

The following sections describe the deliverables of the service, its technologies, and service obligations.

In order to receive the services as defined within this SOW, the Customer is required to keep the system within a standard support period as described in Motorola's Software Support Policy (SwSP). Contact your local Customer Support Manager for details.

2.2 Description of Service

2.2.1 Deployment Timeline and Milestones

The following phase descriptions lay out the necessary deployment activities and milestones required to achieve service readiness:

Phase 1: Service Onboarding

After contract signature, Motorola will schedule a service kick-off meeting with the Customer and provide information-gathering documents. This kick-off meeting is conducted remotely at the earliest, mutually available opportunity within 30 days of contract signing. Customer is to identify and ensure participation of key team members in kickoff and project initiation activities.

The Customer will be provisioned onto the ActiveEye℠ MDR portal and be able to configure key contacts for interaction with the Security Operations team. The portal will enable service notifications, access to vulnerability scans and cybersecurity advisories. The first vulnerability scan will be conducted and reported within the first 30-day period. The Customer will receive instructions for accessing the Security Operations Center and Incident Response (IR) teams within the first 30 days. Once access is provisioned, the customer will receive any assistance required from the IR team.

Phase 2: Infrastructure Readiness

Motorola will provide detailed requirements regarding Customer infrastructure preparation actions after kick-off meeting. It is the Customer's responsibility to accomplish all agreed upon infrastructure

preparations. It is Motorola's responsibility to separately complete any obligated and/or agreed infrastructure readiness tasks.

Phase 3: System Buildout and Deployment

Motorola Solutions will build and provision tools in accordance with the requirements of this proposal and consistent with information gathered in earlier phases. Motorola Solutions will also provide detailed requirements regarding Customer deployment actions. The Customer may be required to deploy software and/or configurations in cases where Motorola Solutions does not manage the device and does not have access or authorization to perform the installation.

Phase 4: Monitoring "Turn Up"

Motorola will verify all in-scope assets are forwarding logs or events. Motorola will notify Customer of any exceptions. Motorola will begin monitoring any properly connected in-scope sources after the initial tuning period.

Phase 5: Tuning/Report Setup

Motorola will conduct initial tuning of the events and alarms in the service and conduct an additional ActiveEye^{SM} Portal training session.

Service Commencement

The Service will commence with the Service Onboarding phase or within 30 days of contract signature, whichever event occurs soonest for existing customers.

In the case of a new ASTRO system, the Service will commence in parallel to the commencement date of the core ASTRO Service package "Turn Up" date. Motorola and the Customer will collaborate to complete the additional deployment tasks.

2.2.2 General Responsibilities

2.2.2.1 Motorola Responsibilities

- Provide, maintain, and when necessary, repair under warranty hardware and software required to monitor the ASTRO 25 network and applicable CEN systems Inclusive of the AERSS and all software operating on it.
  - If the Centralized Event Logging feature is not installed on the Customer's ASTRO 25 RNI, Motorola will install it as part of this service.
- Coordinate with the Customer on any system changes necessary to integrate the AERSS into the system and establish necessary connectivity.
- Provide software and licenses to the Customer necessary to remotely monitor the ASTRO 25 network and applicable CEN environments.
- Verify connectivity and monitoring is active prior to start of service.
- Coordinate with the Customer to maintain Motorola service authentication credentials.
- Monitor the Customer's ASTRO 25 network and applicable CEN systems 24/7/365 for malicious or unusual activity.
- Respond to security incidents in the Customer's system in accordance with Section 2.3.6: Incident Priority Level Definitions and Response Times. This may include, but is not limited to,

requesting additional information from the Customer, continuing to monitor the event for further development or informing the Customer to enact the Customer's documented Incident Response plan.

- Assist the Customer with identifying devices that support logging within the ASTRO 25 network and that applicable CEN systems have been configured to forward Syslog events to the AERSS.
- Provide the Customer with access to the ActiveEye^{SM} platform enabling Customer access to security event and incident details.

2.2.2.2 Customer Responsibilities

- The ASTRO 25 MDR service requires a connection from the Customer's ASTRO 25 network and applicable CEN systems to the Internet. Establish connectivity with sufficient bandwidth before service commences. Internet service bandwidth requirements are as follows:
  - Bandwidth throughput of 10MB
  - High availability Internet Connection (99.99% (4-9s) or higher)
  - Packet loss < 0.5%
  - Jitter <10 ms
  - Delay < 120 ms
  - RJ45 Port Speed - Auto Negotiate
- Maintain an active subscription for:
  - Security Update Service (SUS) (or Remote Security Update Service), ensuring patches and antivirus definitions are applied according to the release cadence of the service.
  - ASTRO Dispatch Service and ASTRO Infrastructure Response.
- Allow Motorola continuous remote access to monitor the ASTRO 25 network and applicable CEN systems. This includes keeping the connection active, providing passwords, and working with Motorola to understand and maintain administration privileges.
- Provide continuous utility service(s) to any equipment installed or utilized at the Customer's premises to support service delivery and remote monitoring.
- Provide Motorola with contact information necessary to complete the Customer Support Plan (CSP). Notify the Customer's Customer Support Manager (CSM) within two weeks of any contact information changes.
- Notify Motorola if any components are added to or removed from the environment as it may be necessary to update or incorporate in Managed Detection and Response. Changes to monitored components may result in changes to the pricing of the Managed Detection and Response service.
- As necessary, upgrade the ASTRO 25 system, on-site systems, and third-party software or tools to supported releases.
- Allow Motorola's dispatched field service technicians physical access to monitoring hardware when required.
- Cooperate with Motorola and perform all acts that are required to enable Motorola to provide the services described in this SOW.

- Configure and maintain networking infrastructure physical and logical configuration to mirror (typically via a port(s) on a switch) network traffic to the ActiveEye^{SM} sensor for applicable CEN systems.
- Respond to Cybersecurity Incident Cases created by the Motorola SOC.

2.2.3 Service Modules

The following subsections describe the delivery of the service modules selected in Table 1-2: Service Modules.

2.2.3.1 Log Analytics

The AERSS deployed in the system collects logs and other security information from applicable servers, workstations, switches, routers, Network Detection, and firewalls. This information is forwarded to the ActiveEye^{SM} platform, which uses advanced analytics to identify signs of security incidents. If it identifies signs of a security incident, ActiveEye^{SM} notifies the SOC for further analysis.

Motorola Responsibilities

- Consult with and advise the Customer on performing necessary system configurations to direct log sources to the appropriate Remote Security Sensor.
- The SOC will consult with the Customer to identify appropriate log sources for the level of threat detection desired in each environment.

Customer Responsibilities

- If applicable, configure customer-managed networking infrastructure to allow AERSS to Communicate with ActiveEye^{SM} as defined.
- If applicable, configure any Customer managed devices in the CEN to forward data to ActiveEye^{SM}.

Applies to included ASTRO 25 RNI, CEN, and Control Room CEN infrastructure.

2.2.3.2 Network Detection

The AERSS deploys a Network Intrusion Detection System (NIDS), constantly monitoring traffic passing across, into, or out of infrastructure. Network Detection analyzes traffic for signs of malicious activity in real time and performs packet level and flow level analysis to enable communications modeling. This information is used to identify anomalous behavior that is not captured by pre-defined traffic signatures, including traffic using encrypted connections. Network Detection forwards detected suspicious activity to the SOC for further analysis.

Motorola Responsibilities

- Work with the Customer to integrate AERSS.
- Optimize the policies and configuration to tune out noise and highlight potential threats.
- The SOC consults with the Customer to identify the appropriate deployment of Network Detection Service Components. The SOC will monitor and update the security policy of each sensor to tune out unnecessary alerting and flow monitoring so that the system is optimized to detect true malicious activity.

Customer Responsibilities

- If necessary, configure Customer's networking infrastructure to allow AERSS to communicate with ActiveEye℠ as defined.
- For Customer's owned CEN infrastructure, configure and maintain networking infrastructure physical and logical configuration to mirror (typically via a port(s) on a switch) network traffic to the ActiveEye℠ sensor.
- Initiate recommended response actions when active attacks are detected.

Applies to included ASTRO 25 RNI, CEN, and Control Room CEN infrastructure.

2.2.3.3 External Vulnerability Scanning

External Vulnerability Scanning is provided for the ASTRO® internet-facing, external network interfaces. The scan is enabled from an internet cloud hosted service outside the ASTRO® network. Discovery and vulnerability scans will be run quarterly or on a less frequent schedule defined with the Customer.

The initial scan results will be discussed with the Customer during service onboarding. Subsequent scans will be reviewed by a cybersecurity analyst. If any new findings of interest surface, a ticket will be created to communicate these findings with the customer defined contacts.

Motorola Responsibilities

- Configure scans to match the Customer's preferences for external scope.
- Verify vulnerability scans are operating correctly.
- Make generated results available in the Customer's ActiveEye℠ portal.
- Create ticket notifications for significant, new findings of interest.

Customer Responsibilities

- During Service Onboarding kickoff, provide Motorola with the IP addresses and/or domain names to be included in the external vulnerability scans.
- In accepting this Statement of Work, the Customer authorizes Motorola to engage in external vulnerability scans of internet-facing, external assets disclosed by the Customer.
- Update Motorola with any changes to the IP addresses and/or domain names of the internet-facing, external assets subject to the external vulnerability scans.
- If the information required to enable vulnerability scanning of the internet-facing, external assets is not provided initially or is not current at any time during the term, Motorola will suspend scans until it is reasonably satisfied that it has been provided with the most current information.
- Review all quarterly vulnerability reports, and tickets of new findings.
- Perform any remediation actions required to address identified vulnerabilities.

Applies to Internet facing assets only.

2.3 Security Operations Center Monitoring and Support

2.3.1 Scope

Motorola delivers SOC Monitoring using one or more SOC facilities. The SOC includes any centralized hardware and software used to deliver this Service and its service modules. The SOC and its centralized hardware and software are housed within an SSAE-18 compliant data center.

Motorola's SOC is staffed with security experts who will use ActiveEye℠ Security Management Platform to monitor elements integrated by service modules. In addition, SOC staff will take advantage of their extensive experience to investigate, and triage detected threats, and to recommend responses to the Customer. Customer support is provided in the English language.

Motorola will start monitoring the ASTRO® 25 MDR service in accordance with Motorola processes and procedures after deployment, as described in Section 2.2.1: Deployment Timeline and Milestones.

The SOC receives system-generated alerts 24x7 and provides the Customer with a toll-free telephone number and email address for support requests, available 24x7. Support requests are stored in a ticketing system for accountability and reporting. The SOC will respond to detected events in accordance with Section 2.3.6: Incident Priority Level Definitions and Response Times.

2.3.2 Ongoing Security Operations Center Service Responsibilities

Motorola Responsibilities

If a probable security incident is detected, provide phone and email support to:

- Engage the Customer's defined Incident Response Process.
- Gather relevant information and attempt to determine the extent of compromise using existing monitoring capabilities in place as part of the ASTRO 25 MDR service.
- Analysis and support to help the Customer determine if the Customer's corrective actions are effective.
- Continuous monitoring, in parallel with analysis, to support incident response.

Customer Responsibilities

- Provide Motorola with accurate and up-to-date information, including the name, email, landline telephone numbers, and mobile telephone numbers for all designated, authorized Customer escalation Points of Contact (PoC).
- Provide a timely response to SOC security incident tickets or investigation questions.
- Notify Motorola at least 24 hours in advance of any scheduled maintenance, network administration activity, or system administration activity that would affect Motorola's ability to perform the Managed SOC Service, as described in this SOW.

2.3.3 Technical Support

ActiveEye℠ Security Management Technical Support provides the Customer with a toll-free telephone number and email address for ActiveEye℠ Security Management support requests, available Monday through Friday from 8am to 7pm CST.

Motorola Responsibilities

- Notify Customer of any scheduled maintenance or planned outages.
- Provide technical support, security control, and service improvements related to ActiveEye℠.

Customer Responsibilities

- Provide sufficient information to allow Motorola technical support agents to diagnose and resolve the issue.

Limitations and Exclusions

Technical support is limited to the implementation and use of the ActiveEye℠ Security Management platform and does not include use or implementation of third-party components.

2.3.4 Incident Response

An Indicator of Compromise (IoC) is an observable event that Motorola Security Analysts have determined will jeopardize the confidentiality, integrity, or availability of the system. Examples of IoC include ransomware or malicious use of PowerShell.

When an IoC is observed, the Motorola Security Operations team will engage with the customer to investigate the issue, determine the extent of the compromise and contain the activity to the extent possible with the Motorola security controls deployed within the environment. This expert guidance is available upon contract signature and extends through MDR infrastructure deployment phases and the term of the contract.

When an IoC is observed by the Security Analyst, Motorola and Customer will be responsible for the tasks defined in the following subsections.

Motorola Responsibilities

- Upon the identification of an IoC, notify the Customer's documented contact and initiate the escalation plan.
- Take documented, Customer approved actions in an attempt to contain an IoC to the extent enabled via Motorola managed technology. Communicate to the Customer any additional potential containment actions and incident response resources that can be taken across the Customer's managed IT infrastructure.
- Perform investigation using the ActiveEye℠ Managed Detection and Response integrated and enabled data sources in an initial attempt to determine the extent of an IoC.
- Document and share IoC and artifacts discovered during investigation. Motorola services exclude performing on-site data collection or official forensic capture activities on physical devices.

Customer Responsibilities

- Maintain one named PoC to coordinate regular team discussions and organize data collection and capture across the Customer and Motorola teams.
- If determined to be required by Customer, contract an Incident Response service provider to perform procedures beyond the scope of this Agreement such as forensic data capture, additional malware removal, system recovery, ransomware payment negotiation, law enforcement engagement, insurance provider communications, identify patient zero, etc.

2.3.5 Event Response and Notification

Motorola will analyze events created and/or aggregated by the Service, assess their type, and notify the Customer in accordance with the following table.

Table 2-1: Event Handling

Event Type	Details	Notification Requirement
False Positive or Benign	Any event(s) determined by Motorola Solutions to not likely have a negative security impact on the organization.	None
Event of Interest (EOI)	Any event(s) determined by Motorola Solutions to likely have a negative security impact on the organization.	Escalate to Customer in accordance with routine notification procedure. Escalate in accordance with urgent notification procedure when required by agreed-upon thresholds and SOC analysis. Notification procedures are included in Table 2-2: Notification Procedures.

Notification

Motorola will establish notification procedures with the Customer, generally categorized in accordance with the following table.

Table 2-2: Notification Procedures

Notification Procedure	Details
Routine Notification Procedure	The means, addresses, format, and desired content (within the capabilities of the installed technology) for Events of Interest. These can be formatted for automated processing, e.g., by ticketing systems.
Urgent Notification Procedure	Additional, optional means and addresses for notifications of Events of Interest that require urgent notification. These usually include telephone notifications.

Motorola will notify the Customer according to the escalation and contact procedures defined by the Customer and Motorola during the implementation process.

Tuning

Motorola will assess certain events to be environmental noise, potentially addressable configuration issues in the environment, or false positives. Motorola may recommend these be addressed by the Customer to preserve system and network resources.

Motorola will provide the Customer with the ability to temporarily suppress alerts reaching ActiveEye^{SM}, enabling a co-managed approach to tuning and suppressing events or alarms. The SOC may permanently suppress particular alerts and alarms if not necessary for actionable threat detection.

Tuning Period Exception

The tuning period is considered to be the first 30 days after each service module has been confirmed deployed and configured and starts receiving data. During the tuning period, Motorola may make recommendations to the Customer to adjust the configurations of their installed software so Services can be effectively delivered. Service Availability will not be applicable during the tuning period and

responses or notifications may not be delivered. However, Motorola will provide responses and notifications during this period.

Motorola may continue to recommend necessary tuning changes after this period, with no impact on Service Availability.

2.3.6 Incident Priority Level Definitions and Response Times

Priority for an alert-generated incident or EOI is determined by the ActiveEye[SM] Platform analytics that process multiple incoming alert feeds, automation playbooks, and cybersecurity analyst knowledge.

Table 2-3: Priority Level Definitions and Response Times

Incident Priority	Incident Definition	Notification Time
Critical P1	Security incidents that have caused or are suspected to have caused significant damage to the functionality of Customer's ASTRO 25 system or information stored within it. Effort to recover from the incident may be significant. Examples: • Malware that is not quarantined by anti-virus. • Evidence that a monitored component has communicated with suspected malicious actors.	Response provided 24 hours, 7 days a week, including US public holidays.
High P2	Security incidents that have localized impact and may become more serious if not quickly addressed. Effort to recover from the incident may be moderate to significant. Examples: • Malware that is quarantined by antivirus. • Multiple behaviors observed in the system that are consistent with known attacker techniques.	Response provided 24 hours, 7 days a week, including US public holidays.
Medium P3	Security incidents that potentially indicate an attacker is performing reconnaissance or initial attempts at accessing the system. Effort to recover from the incident may be low to moderate. Examples include: • Suspected unauthorized attempts to log into user accounts. • Suspected unauthorized changes to system configurations, such as firewalls or user accounts. • Observed failures of security components. • Informational events. • User account creation or deletion. • Privilege change for existing accounts.	Response provided on standard business days, Monday through Friday 8:00 a.m. to 5:00 p.m. CST/CDT, excluding US public holidays.

Incident Priority	Incident Definition	Notification Time
Low P4	These are typically service requests from the Customer.	Response provided on standard business days, Monday through Friday from 8:00 a.m. to 5:00 p.m. CST/CDT, excluding US public holidays.

2.3.6.1 Response Time Goals

Priority	Response Time
Critical P1	An SOC Cybersecurity Analyst will make contact with the customer technical representative within one (1) hour of the request for support being logged in the issue management system or the creation of an alert suggesting a cybersecurity incident that requires action. Continual effort will be maintained to identify the extent of the incident and provide actions for containment.
High P2	An SOC Cybersecurity Analyst will make contact with the customer technical representative within four (4) hours of the request for support being logged at the issue management system or the creation of an alert suggesting a cybersecurity incident that requires action. Continual effort will be maintained to identify the extent of the incident and provide actions for containment.
Medium P3	An SOC Cybersecurity Support Engineer will make contact with the customer technical representative within the next business day of the request for support being logged at the issue management system or the creation of an alert suggesting a cybersecurity incident that requires action.
Low P4	An SOC Cybersecurity Support Engineer will make contact with the Customer technical representative within seven business days of the logged request for support at the issue management system.

2.3.6.2 ActiveEye^{SM} Platform Availability

The platform utilizes a multi-zone architecture which can recover from failures in different data collection, enhancement, analysis, and visualization tiers. Motorola will make commercially reasonable efforts to provide monthly availability of 99.9% for the ActiveEye^{SM} Platform services. Service availability is subject to limited scheduled downtime for servicing and upgrades, as well as unscheduled and unanticipated downtime resulting from circumstances or events outside of Motorola's reasonable control, such as disruptions of, or damage, to the Customer's or a third-party's information or communications systems or equipment, telecommunication circuit availability/performance between Customer sites, any on-premises core and/or between on-premises equipment and the ActiveEye^{SM} Platform.

2.3.6.3 ActiveEye^{SM} Remote Security Sensor

One or more AERSS may be deployed as part of the MDR solution. The AERSS is configured with multiple local redundancy features such as hot-swap hard disk drives in a redundant drive array configuration and dual redundant power supplies.

The AERSS and all components of ActiveEye^{SM} are monitored by a dedicated Site Reliability Engineering team. In cases of hardware failure of the AERSS, Motorola will provide, subject to active service subscriptions in the Customer contract, onsite services to repair the AERSS and restore

service. AERSS operation and outage troubleshooting requires network connection to the ActiveEye℠ Platform which may be impacted by customer configuration changes, telecommunications connectivity, and/or customer network issues/outages.

2.4 Limitations and Exclusion

Motorola's ASTRO MDR service does not include services to perform physical containment and/or remediation of confirmed security incidents, remote or onsite. The Customer may choose to purchase additional Incident Response professional services to assist in the creation of and/or completion of a Customer's Incident Response Plan.

Motorola's scope of services does not include responsibilities relating to active protection of customer data, including its transmission to Motorola, recovery of data available through the products or services, or remediation or responsibilities relating to the loss of data, ransomware, or hacking.

Motorola does not represent that it will identify, fully recognize, discover or resolve all security events or threats, system vulnerabilities, malicious codes, files or malware, indicators of compromise or internal threats or concerns

NOTWITHSTANDING ANY PROVISION OF THE AGREEMENT TO THE CONTRARY, MOTOROLA WILL HAVE NO LIABILITY FOR (A) INTERRUPTION OR FAILURE OF CONNECTIVITY, VULNERABILITIES, OR SECURITY EVENTS; (B) DISRUPTION OF OR DAMAGE TO CUSTOMER'S OR THIRD PARTIES' SYSTEMS, EQUIPMENT, OR DATA, INCLUDING DENIAL OF ACCESS TO USERS, OR SHUTDOWN OF SYSTEMS CAUSED BY INTRUSION DETECTION SOFTWARE OR HARDWARE; (C) AVAILABILITY OR ACCURACY OF ANY DATA AVAILABLE THROUGH THE SERVICES, OR INTERPRETATION, USE, OR MISUSE THEREOF; (D) TRACKING AND LOCATION-BASED SERVICES; OR (E) BETA SERVICES

2.4.1 Service Limitations

Cybersecurity services are inherently limited and will not guarantee that the Customer's system will be error-free or immune to security breaches as a result of any or all of the services described in this SOW. Motorola does not warrant or guarantee that this service will identify all cybersecurity incidents that occur in the Customer's system. Services and deliverables are limited by, among other things, the evolving and often malicious nature of cyber threats, conduct/attacks, as well as the complexity/disparity and evolving nature of Customer computer system environments, including supply chains, integrated software, services, and devices. To the extent we do offer recommendations in connection with the services, unless otherwise stated in the Statement of Work, our recommendations are necessarily subjective, may or may not be correct, and may be based on our assumptions relating to the relative risks, priorities, costs and benefits that we assume apply to you.

2.4.2 Processing of Customer Data in the United States and/or other Locations

Customer understands and agrees that data obtained, accessed, or utilized in the performance of the services may be transmitted to, accessed, monitored, and/or otherwise processed by Motorola in the U.S. and/or other Motorola operations globally. Customer consents to and authorizes all such processing and agrees to provide, obtain, or post any necessary approvals, consents, or notices that may be necessary to comply with applicable law.

2.4.3 Customer and Third-Party Information

Customer understands and agrees that Motorola may obtain, use and/or create and use, anonymized, aggregated and/or generalized Customer Data, such as data relating to actual and potential security threats and vulnerabilities, for its lawful business purposes, including improving its services and sharing and leveraging such information for the benefit of Customer, other customers, and other interested parties. For avoidance of doubt, so long as not specifically identifying the Customer, Customer Data shall not include, and Motorola shall be free to use, share and leverage security threat intelligence and mitigation data generally, including without limitation, third party threat vectors and IP addresses (i.e., so long as not defined as personal information under applicable law), file hash information, domain names, malware signatures and information, information obtained from third party sources, indicators of compromise, and tactics, techniques, and procedures used, learned or developed in the course of providing Services, which data shall be deemed Service Use Data (i.e., Motorola data).

2.4.4 Third-Party Software and Service Providers, including Resale

Motorola may use, engage, license, resell, interface with or otherwise utilize the products or services of third-party processors or sub-processors and other third-party software, hardware, or services providers (such as, for example, third-party endpoint detection and response providers). Such processors and sub-processors may engage additional sub-processors to process personal data and other Customer Data. Customer understands and agrees that the use of such third-party products and services, including as it relates to any processing or sub-processing of data, is subject to each respective third-party's own terms, licenses, End User License Agreements (EULA), privacy statements, data processing agreements and/or other applicable terms. Such third-party providers and terms may include the following, if applicable, or as otherwise made available publicly, through performance, or upon request.

Motorola disclaims any and all responsibility for any and all loss or costs of any kind associated with security events. Motorola disclaims any responsibility for customer use or implementation of any recommendations provided in connection with the services. Implementation of recommendations does not ensure or guarantee the security of the systems and operations evaluated.

Section 3

Proposal Pricing

3.1 Pricing Summary

Motorola pricing is based on the services and solution presented in Section 1. The addition or deletion of any component(s) may subject the total solution price to modifications.

Description	
ASTRO® 25 Managed Detection and Response	$130,977.71
Hardware and Equipment	Included
Installation and Activation Services	Included
SecMon Tech Credit	-$34,443.70
Year 1 Total	**$96,534.01**

Initial Subscription Period after Year 1:

Description			
Year	MDR Price	SecMon Tech Credit	Total
Initial Subscription Period - Year 2	$69,789.54	-$33,474.64	$36,314.90
Initial Subscription Period - Year 3	$72,581.12	-$34,325.55	$38,255.57

The Total Contract Value of this proposal is: $171,104.48.

3.2 Payment Schedule & Terms

Period of Performance

The initial MDR subscription period of the contract will extend three (3) years, from the Commencement Date of Service, defined as the date data is available for analysis, or not later than thirty (30) days after Motorola provides the Customer with necessary hardware or software.

Term

The Term of the contract begins on the Commencement Date of Service and remains in effect until the expiration of the initial period so specified.

Billing

Upon acceptance of this proposal by the Customer, Motorola will invoice the Customer for all service fees in advance for the full Year 1 amount according to the Pricing table in Section 3.1.

Thereafter, Motorola will invoice the Customer annually, in advance for (a) the Services to be performed (as applicable); and (b) any other charges incurred as agreed upon between the parties during the term of the subscription.

Customer will make payments to Motorola within thirty (30) days after receipt of each invoice. Customer will make payments when due in the form of a check, cashier's check, or wire transfer drawn on a United States financial institution.

INFLATION ADJUSTMENT. For multi-year agreements, at the end of the first year of the Agreement and each year thereafter, a CPI percentage change calculation shall be performed using the U.S. Department of Labor, Consumer Price Index, all Items, Unadjusted Urban Areas (CPI-U). Should the annual inflation rate increase greater than 3% during the previous year, Motorola shall have the right to increase all future maintenance prices by the CPI increase amount exceeding 3%. All items, not seasonally adjusted shall be used as the measure of CPI for this price adjustment. Measurement will take place once the annual average for the new year has been posted by the Bureau of Labor Statistics. For purposes of illustration, if in year 5 the CPI reported an increase of 8%, Motorola may increase the Year 6 price by 5% (8%-3% base).

Tax

Unless otherwise noted, this proposal excludes sales tax or other applicable taxes (such as Goods and Services Tax, Value Added Tax and other taxes of a similar nature). Any tax the customer is subject to will be added to invoices.

3.3 Invoicing and Shipping Addresses

Invoices will be sent to Customer at the following address:
Name:
Address:
Phone:
Email:
Address of Ultimate Destination for Equipment to be Delivered to Customer:
Name:
Address:
Equipment Shipped to Customer at the following address:
Name:
Address:
Phone:

Section 4

Contractual Documentation

PRODUCTS AND SERVICES AGREEMENT

This Products and Services Agreement (this "**Agreement**") is entered into between **Motorola Solutions Inc.**, ("**Seller**" or "**Motorola**") and the entity set forth in section I(b) ("**Customer**") as of the date last signed below ("Effective Date"). Seller and Customer will each be referred to herein as a "**Party**" and collectively as the "**Parties**".

I. Seller and Customer Information

(a)	Seller	Motorola Solutions, Inc.
(b)	Customer	Name: Los Angeles World Airports Address: Contact:

II. Transaction Details

(a)	Proposal	Proposal No.: 24-179480 Date: August 28, 2024 Motorola will provide Customer with the products and services set forth in the proposal dated above (the "Proposal"), a copy of which is attached hereto and incorporated herein.
(b)	Pricing	Pricing for products and services being purchased by Customer is set forth in the Proposal.
(c)	Terms and Conditions	The Parties acknowledge and agree that the terms of the Motorola Customer Agreement ("MCA"), including all applicable addenda, are incorporated herein and shall apply to the products and services provided to Customer as set forth in the Proposal. A copy of the MCA is available upon request.

III. Entire Agreement

This Agreement, including the Proposal and any terms and conditions referenced herein, constitutes the entire agreement of the Parties regarding the subject matter of the Agreement and supersedes all previous agreements, proposals, and understandings, whether written or oral, relating to this subject matter. This Agreement may be executed in multiple counterparts, and shall have the same legal force and effect as if the Parties had executed it as a single document. The Parties may sign in writing, or by electronic signature, including by email. An electronic signature, or a facsimile copy or computer image, such as a PDF or tiff image, of a signature, shall be treated as and shall have the same effect as an original signature. In addition, an electronic signature, a true and correct facsimile copy or computer image of this Agreement shall be treated as and shall have the same effect as an original signed copy of this document. This Agreement may be amended or modified only by a written instrument signed by authorized representatives of both Parties. The preprinted terms and conditions found on any Customer purchase or purchase order, acknowledgment or other form will not be considered an amendment or modification of this Agreement, even if a representative of each Party signs that document, and the terms of this Agreement will take precedence.

CUSTOMER:	MOTOROLA SOLUTIONS INC.
By:_____	By:_____
Print Name:_____	Print Name:_____
Title:_____	Title:_____
Date:_____	Date:_____

3.5 Appendix E

APX N30 and APX8500 Subscribers

MOTOROLA SOLUTIONS

QUOTE-2904565
(48) APX4500 (347) N30 + misc.

Billing Address:
LOS ANGELES WORLD
AIRPORTS
6053 W CENTURY BLVD STE 200
LOS ANGELES, CA 90045
US

Shipping Address:
LOS ANGELES WORLD
AIRPORTS
6053 W CENTURY BLVD STE 200
LOS ANGELES, CA 90045
US

Quote Date:11/20/2024
Expiration Date:06/30/2025
Quote Created By:
Dianne Kiehne
Dianne.Kiehne@
motorolasolutions.com

End Customer:
LOS ANGELES WORLD AIRPORTS
Debajit Roy
droy@lawa.org
(310)-877-0192

Contract: 18105 - LA COUNTY , CA
AGREEMENT: STATE OF CALIFORNIA
Freight Terms:FREIGHT PREPAID

Summary:

Any sales transaction resulting from Motorola's quote is based on and subject to the applicable Motorola Standard Terms and Conditions, notwithstanding terms and conditions on purchase orders or other Customer ordering documents. Motorola Standard Terms and Conditions are found at www.motorolasolutions.com/product-terms.

- LARGE QUANTITY DISCOUNTS APPLY

Line #	Item Number	Description	Qty	Term	List Price	Disc %	Sale Price	Ext. Sale Price
	APX™ 4500 Enhanced							
1	M22URS9PW1BN	APX4500 ENHANCED 7/800 MHZ MOBILE	48		$2,117.44	30.0%	$1,482.21	$71,146.08
1a	G24AX	ENH: 3 YEAR ESSENTIAL SVC	48		$216.00	0.0%	$216.00	$10,368.00
1b	GA09007AA	ADD: OUT OF THE BOX WIFI PROVISIONING	48		$0.00	0.0%	$0.00	$0.00
1c	GA00250AA	ADD: GNSS/BT-WIFI THRU MNT ANT, 17FT LOW LOSS PFP-100A/ 240, QMA	48		$110.00	30.0%	$77.00	$3,696.00
1d	GA00580AA	ADD: TDMA OPERATION	48		$495.00	30.0%	$346.50	$16,632.00
1e	G67DQ	ADD: REMOTE MOUNT O2 APXM	48		$327.00	30.0%	$228.90	$10,987.20
1f	G142AD	ADD: NO SPEAKER APX	48		$0.00	0.0%	$0.00	$0.00

Line #	Item Number	Description	Qty	Term	List Price	Disc %	Sale Price	Ext. Sale Price
1g	QA02756AD	ADD: 3600 OR 9600 TRUNKING BAUD SINGLE SYSTEM	48		$1,727.00	30.0%	$1,208.90	$58,027.20
1h	GA09001AA	ADD: WI-FI CAPABILITY	48		$330.00	30.0%	$231.00	$11,088.00
1i	GA00804AA	ADD: APX O2 CH (GREY)	48		$541.00	30.0%	$378.70	$18,177.60
1j	G444AH	ADD: APX CONTROL HEAD SOFTWARE	48		$0.00	0.0%	$0.00	$0.00
1k	G335AW	ADD: ANT 1/4 WAVE 762-870MHZ	48		$15.00	30.0%	$10.50	$504.00
1l	W22BA	ADD: STD PALM MICROPHONE APX	48		$79.00	30.0%	$55.30	$2,654.40
1m	QA09113AB	ADD: BASELINE RELEASE SW	48		$0.00	0.0%	$0.00	$0.00
1n	G193AK	ADD: ADP ONLY (NON-P25 CAP COMPLIANT) (US ONLY)	48		$0.00	0.0%	$0.00	$0.00
2	LSV00Q00203A	DEVICE INSTALLATION	48		$1,921.43	0.0%	$1,921.43	$92,228.64
	APX™ N30	APX N30						
3	H15UCF9PW6AN	APX N30 7/800 MODEL 2 PORTABLE	347		$2,463.00	33.0%	$1,650.21	$572,622.87
3a	Q387CB	ADD: MULTICAST VOTING SCAN	347		$0.00	0.0%	$0.00	$0.00
3b	QA00982AH	ADD: SITE SELECTABLE ALERT FOR P25 TRUNKING	347		$0.00	0.0%	$0.00	$0.00
3c	QA03399AK	ADD: ENHANCED DATA	347		$0.00	0.0%	$0.00	$0.00
3d	QA08715AA	ADD:BASIC VOICE CONTROL	347		$0.00	0.0%	$0.00	$0.00
3e	QA00580BA	ADD: TDMA OPERATION	347		$0.00	0.0%	$0.00	$0.00
3f	G996AU	ADD: PROGRAMMING OVER P25 (OTAP)	347		$0.00	0.0%	$0.00	$0.00
3g	QA09001AM	ADD: WIFI CAPABILITY	347		$0.00	0.0%	$0.00	$0.00
3h	QA09007AD	ADD: OUT OF THE BOX WIFI PROVISIONING	347		$0.00	0.0%	$0.00	$0.00
3i	BD00032AA	ADD: ESSENTIAL CORE BUNDLE	347		$2,244.00	33.0%	$1,503.48	$521,707.56
3j	QA08853AA	ADD: CPS ENABLEMENT*	347		$0.00	0.0%	$0.00	$0.00

Line #	Item Number	Description	Qty	Term	List Price	Disc %	Sale Price	Ext. Sale Price
3k	QA02756AB	ENH: 3600 OR 9600 TRUNKING BAUD SINGLE SYSTEM	347		$0.00	0.0%	$0.00	$0.00
3l	QA09113AA	ADD: BASELINE RELEASE SW	347		$0.00	0.0%	$0.00	$0.00
3m	QA08772AA	ALT: BATT LIION IMPRES 2 DIV 1 IP68 3200T	347		$193.73	33.0%	$129.80	$45,040.60
4	LSV01S03084A	APX N50/30 DMS ESSENTIAL	347	3 YEARS	$158.40	0.0%	$158.40	$54,964.80
5	PMNN4815A	BATT LIION IMPRES 2 DIV 1 IP68 3200T	200		$215.25	27.0%	$157.13	$31,426.00
6	PMPN4820A	CHGR DESKTOP SINGLE UNIT IMPRES 2 EXT PS US	90		$85.71	27.0%	$62.57	$5,631.30
7	PMPN4594A	CHGR DESKTOP MULTI UNIT IMPRES 2 1 DISPLAY EXT PS NA/LA/CA	56		$712.86	27.0%	$520.39	$29,141.84
8	PMLN8370A	CARRY ACCESSORY-BELT CLIP,APX N30/APX N50 2.5" BELT CLIP	200		$14.30	26.99%	$10.44	$2,088.00
9	PMMN4128A	RM780 IMPRES WINDPORTING REMOTE SPEAKER MICROPHONE, LARGE (IP68)	200		$172.80	27.0%	$126.14	$25,228.00
10	AN000411A01	ANTENNA, WHIP,ANTENNA, WHIP, 762-870 MHZ , 15CM,FERRULE	200		$40.00	20.0%	$32.00	$6,400.00

Subtotal $1,589,760.09

Estimated Tax $136,058.87

Grand Total **$1,725,818.96(USD)**

Notes:

- The Pricing Summary is a breakdown of costs and does not reflect the frequency at which you will be invoiced.
- Additional information is required for one or more items on the quote for an order.

Motorola's quote (Quote Number: _____ Dated: _____) is based on and subject to the terms and conditions of the valid and executed written contract between Customer and Motorola (the "Underlying Agreement") that authorizes Customer to purchase equipment and/or services or license software (collectively "Products"). If no Underlying Agreement exists between Motorola and Customer, then the following Motorola's Standard Terms of use and Purchase Terms and Conditions govern the purchase of the Products which is found at http://www.motorolasolutions.com/product-terms.

The Parties hereby enter into this Agreement as of the Effective Date.

Motorola Solutions, Inc.	Customer
By: _____	By: _____
Name: _____	Name: _____
Title: _____	Title: _____
Date: _____	Date: _____

- This quote contains items with approved price exceptions applied against them.

APX N30 PORTABLE RADIO SOLUTION DESCRIPTION

OVERVIEW

The APX N30 offers affordable, next generation communications without compromising P25 interoperability or voice and data quality. It has a durable design with "pick-up-and-go" functionality, optimizing ease-of-use and focused communications in almost all environments.

DURABLE AND EASY TO USE

The APX N30 enhances operations with a front display with an upgraded user interface for better readability and loud and clear audio for reliable, everyday use. Additionally, the N30 offers extended battery life, a shorter antenna, and Bluetooth compatibility with audio accessories, promoting efficient communications between first responders.

ViQi Voice Command

To prevent first responders from losing focus while events unfold, ViQi Voice Control allows users to operate their device with customized voice commands. First responders can switch between preset channels and zones, adjust volume, and change audio profiles by pressing the preprogrammed ViQi button and speaking into the microphone.

ESSENTIAL AND SECURE P25 COMMUNICATIONS

The APX N30 is certified compliant with P25 standards and supports digital and analog trunking, FDMA and TDMA, and Integrated Voice and Data. All P25 communications over the N30 are safe and secure–it offers software encryption, single- and multi key encryption, and P25 Authentication, protecting communications during daily operations.

RELIABLE CONNECTIVITY

Using the APX N30 lets first responders stay connected across disparate networks. It can be equipped with Wi-Fi®, Bluetooth®, GPS, and Geofence features, bringing future-ready applications, services, and best-in-class connectivity to everyday use. APX N30 radios support 7/800 MHz frequency bands across radio systems, with minimal intervention by the radio user.

MANAGING AND PROVISIONING DEVICES

APX N50 can be programmed in two ways: one-at-a-time through Customer Programming Service ("CPS") or through a combination of CPS and batch programming over Wi-Fi available with the radio management ("RM") software.

CPS is a proprietary, Windows-based application, used to configure APX subscriber radios in offline situations that include provisioning, networking, and monitoring tools that provide greater awareness and faster radio management. The CPS application offers drag-and-drop, clone-wizard, and basic import/export functions that allow the addition of new software and feature enhancements. APX N radios can be programmed one-at-a-time on a local PC, *via* secure USB port connection, with TLS-PSK based encryption. Once loaded, subscriber radios are read and edited, and codeplugs and templates can be saved and duplicated to program other fleet radios.

Batch Programming is available through the RM software for simultaneous programming and upgrading throughout the radio fleet. With Batch Programming, up to 16 radios can be programmed at once over a Wi-Fi connection. This reduces programming time and ensures that the radio fleet is always up-to-date and ready-to-use in the field.

Device Management Services

Device Management Services ("DMS") packages provide programming, management, and maintenance services to maximize the effectiveness of this APX N50 solution, while reducing maintenance risk, workload, and total cost of ownership. DMS tackles a range of customer needs, whether the solution is self-maintained or managed by Motorola Solutions.

APX N-Series Device Management Services - Essential Statement Of Work

Overview

Device Management Servces ("DMS") efficiently maintains the Customer's device fleet while helping to keep devices up-to-date and fully operational in the field.

DMS Essential services provide basic hardware and software support.

This Statement of Work ("SOW"), including all of its subsections and attachments is an integral part of the applicable agreement ("Agreement") between Motorola Solutions, Inc. ("Motorola Solutions") and Customer ("Customer").

In the event of a conflict between the terms and conditions of the Agreement and the terms and conditions of this SOW, this SOW will control as to the inconsistency only. The SOW applies to the device specifically named in the Agreement.

HardwareRepair

Hardware Repair provides repair coverage for internal and external device components that do not work in accordance with published specifications. Repair services are performed at a Motorola Solutions-operated or supervised facility. The device will be repaired to bring it to compliance with its specifications, as published by Motorola Solutions at the time of delivery of the original device.

For malfunctioning devices that must be replaced, Motorola Solutions will attempt to read the codeplugs from those devices. If successful, Motorola Solutions will load the codeplug to any replacement devices. If not, Motorola Solutions will load a factory codeplug, and the Customer will need to load the previous codeplug.

Motorola Solutions will load factory available firmware to any replacement devices, which may not match the Customer's firmware version.

Motorola Solutions Responsibilities

- Repair or replace malfunctioning device, as determined by Motorola Solutions.
- Complete repair or replacement with a turnaround time of five business days in-house, provided the device is delivered to the repair center by 9:00 a.m. (local repair center time). Turnaround time represents thetime a product spends in the repair process, and does not include time in transit to and from the Customer's site. Business days do not include US holidays or weekends.
- If applicable, apply periodically-released device updates, in accordance with an Engineering Change Notice.
- Provide two-way air shipping when a supported Motorola Solutions electronic system, such as MyView Portal, is used to initiate a repair. A shipping label will be generated via the electronic system.

Customer Responsibilities

- For non-contiguous renewals, Customer must provide a complete list, preferably in electronic format, of all hardware serial numbers to be covered under the Agreement to Motorola Solutions.
- Initiate device repairs, as needed.
    - When initiating a repair via a supported Motorola Solutions electronic system, label each package correctly with the shipping label and Return Material Authorization ("RMA") number generated by the electronic system.
    - When initiating a repair via paper Return Material Form ("RMF"), the RMF must be completed for each device, included in the package with the device, and shipped to the Motorola Solutions depot specified on the RMF.

- Remove any data or other information from the device that the Customer wishes to destroy or retain prior to sending the device for repair.
- If a malfunctioning device must be replaced and the Customer has loaded information for that device to Motorola Solutions' cloud environment, the Customer will need to remove the information for the malfunctioning device and add information for the replacement device to the applicable cloud environment.

Limitations And Exclusions

The Customer will incur additional charges at the prevailing rates for any activities that are not included or are specifically excluded from this service scope, as described below. Motorola Solutions will notify the Customer and provide a quotation of any incremental charges related to such exclusions prior to completing the repair and said repair will be subject to Customer's acceptance of the quotation.

- Replacement of consumable parts or accessories, as defined by product, including but not limited to batteries, cables, and carrying cases.
- Repair of problems caused by:
  - Natural or manmade disasters, including but not limited to internal or external damage resulting from fire, theft, and floods.
  - Third-party software, accessories, or peripherals not approved in writing by Motorola Solutions for use with the device.
  - Using the device outside of the product's operational and environmental specifications, including improper handling, carelessness, or reckless use.
  - Unauthorized alterations or attempted repair, or repair by a third party.
- Non-remedial work, including but not limited to administration and operator procedures, reprogramming, and operator or user training.
- Problem determination and/or work performed to repair or resolve issues with non-covered products. For example, any hardware or software products not specifically listed on the service order form are excluded from service.
- File backup or restoration.
- Completion and test of incomplete application programming or system integration if not performed by Motorola Solutions and specifically listed as covered.
- Accidental damage, chemical or liquid damage, or other damage caused outside of normal device operating specifications, except if optional Accidental Damage Coverage was purchased.
- Cosmetic imperfections that do not affect the functionality of the device.
- Software support for unauthorized modifications or other misuse of the device software is not covered.

Motorola Solutions is not obligated to provide support for any device that has been subject to the following:

- Repaired, tampered with, altered or modified (including the unauthorized installation of any software) — except by Motorola Solutions authorized service personnel.
- Subjected to unusual physical or electrical stress, abuse, or forces or exposure beyond normal use within the specified operational and environmental parameters set forth in the applicable product specification.
- If the Customer fails to comply with the obligations contained in the Agreement, the applicable software license agreement, and Motorola Solutions terms and conditions of service.

DeviceTechnicalSupport

Motorola Solutions' Device Technical Support service provides telephone consultation for device and accessory issues. Support is delivered through the Motorola Solutions Centralized Managed Support Operations ("CMSO") organization by a staff of technical support specialists.

For Device Technical Support, Motorola Solutions will respond to calls within two (2) hours during the support days. Support hours are 7 a.m. to 7 p.m. CST Monday through Friday, excluding US holidays. In addition, Customers may

contact the Call Management Center (800-MSI-HELP) at any time (24 hours a day, seven days a week) and a Motorola Solutions representative will log a technical request in Motorola Solutions Case Management System on the Customer's behalf.

Motorola Solutions Responsibilities

- Provide technical support for devices, assessing and troubleshooting reported issues.
- Receive and log Customer support requests, and assign a technical representative to respond to a Customer incident per the defined timeframes.

Customer Responsibilities

- Use the provided methods to contact Motorola Solutions technical support.
- Provide sufficient information to allow Motorola Solutions technical support agents to diagnose and resolve Customer issues.
- Provide contact information for field service technicians in the event that Motorola Solutions has to follow up.

Limitations And Exclusions

- Device support does not include Land Mobile Radio ("LMR") network, Wi-Fi, and LTE network troubleshooting.

Software Maintenance

Motorola Solutions is continually developing new features and functionality for our portfolio of public-safety-grade radios. By purchasing software maintenance, the Customer can take advantage of these firmware releases and future-proof their communications investment.

Motorola Solutions Responsibilities

- Test all firmware releases to minimize software defects.
- Announce new firmware releases and post release notes in a timely manner via MyView Portal.
- Provide firmware updates. Motorola Solutions makes no guarantees as to the frequency or timing of firmware updates.
- Provide upgrade capability through supported Programming Tools.
- Provide programming and service tools and technical support through the firmware support window.
- Provide documentation via MyView Portal with each release detailing new features, bug fixes, and any known issues.

Customer Responsibilities

- Periodically check MyView Portal for firmware update announcements.
- Keep the radio fleet updated with firmware versions within the support window.

MyView Portal Access

MyView Portal is the single location to track the status of subscriptions and service contracts, including start and end dates. This portal includes order, RMA, and technical support ticket status, as well as a consolidated download site for software and documentation.

Outside of pre-announced maintenance periods, MyView Portal will be available on a best effort 24/7 basis. Motorola Solutions cannot guarantee the availability of Internet networks outside of our control.

MOTOROLA SOLUTIONS RESPONSIBILITIES

- Provide a web accessible, secure portal to view the Customer's data.
- Provide the Customer with login credentials for the site.
- Provide end-user training for the site.
- Provide technical support to answer end user questions between the hours of 8 a.m. to 5 p.m. CST Monday through Friday, excluding US holidays.
- Keep the site updated with the latest Customer information.

CUSTOMER RESPONSIBILITIES

- Provide Motorola Solutions with contact information for administrative users.
- Administer user access.
- Provide Internet access for users to access the site.
- Attend available MyView Portal training.
- Protect login information against unauthorized use.
- Provide Motorola Solutions with updated equipment information, as needed.

3.6 Appendix F

Replacement Subscriber Batteries and Control Heads

MOTOROLA SOLUTIONS

QUOTE-2770333
LMR parts - APD & OPS

Billing Address:
LOS ANGELES WORLD
AIRPORTS
6053 W CENTURY BLVD STE 200
LOS ANGELES, CA 90045
US

Shipping Address:
LOS ANGELES WORLD
AIRPORTS
6053 W CENTURY BLVD STE 200
LOS ANGELES, CA 90045
US

Quote Date:08/28/2024
Expiration Date:06/30/2025
Quote Created By:
Dianne Kiehne
Dianne.Kiehne@
motorolasolutions.com

End Customer:
LOS ANGELES WORLD AIRPORTS
DEBAJIT ROY
DROY@lawa.org
(310)-877-0192

Line #	Item Number	Description	Qty	List Price	Sale Price	Ext. Sale Price
1	PMUN1034G	O3 CONTROL HEAD	100	$1,691.88	$1,353.33	$135,333.00
2	PMNN4486A	BATT IMPRES 2 LIION R IP67 3400T	1140	$188.27	$137.44	$156,681.60
3	PMNN4494A	BATT IMPRES 2 LIION R IP68 5100T	720	$228.69	$166.94	$120,196.80

Subtotal $412,211.40

Estimated Tax $39,160.08

Grand Total $451,371.48(USD)

Notes:

3.7 Appendix G

APX NEXT All Band Subscribers

MOTOROLA SOLUTIONS

QUOTE-2866495
(30) APX NEXT

Billing Address:
LOS ANGELES WORLD
AIRPORTS
6053 W CENTURY BLVD STE 200
LOS ANGELES, CA 90045
US

Shipping Address:
LOS ANGELES WORLD
AIRPORTS
6053 W CENTURY BLVD STE 200
LOS ANGELES, CA 90045
US

Quote Date:10/25/2024
Expiration Date:06/30/2025
Quote Created By:
Dianne Kiehne
Dianne.Kiehne@
motorolasolutions.com

End Customer:
LOS ANGELES WORLD AIRPORTS
Debajit Roy
droy@lawa.org
(310)-877-0192

Contract: 18105 - LA COUNTY , CA MA-IS-2240228
Freight Terms:FREIGHT PREPAID
Payment Terms:30 NET

Line #	Item Number	Description	Qty	Term	List Price	Sale Price	Ext. Sale Price
	APX™ NEXT	APX NEXT MULTI					
1	H55TGT9PW8AN	APX NEXT; ALL-BAND MODEL 4.5 PORTABLE	30		$8,241.00	$6,015.93	$180,477.90
1a	BD00001AA	ADD: CORE BUNDLE	30		$3,106.00	$2,267.38	$68,021.40
1b	H499KC	ENH: SUBMERSIBLE (DELTA T)	30		Included	Included	Included
1c	H38DA	ADD: SMARTZONE OPERATION	30		Included	Included	Included
1d	Q806CH	ADD: ASTRO DIGITAL CAI OPERATION	30		Included	Included	Included
1e	QA09028AA	ADD: VIQI VC RADIO OPERATION	30		Included	Included	Included
1f	Q629BD	ENH: AES ENCRYPTION AND ADP	30		Included	Included	Included
1g	QA03399AK	ADD: ENHANCED DATA	30		Included	Included	Included
1h	Q387CB	ADD: MULTICAST VOTING SCAN	30		Included	Included	Included
1i	QA00580BA	ADD: TDMA OPERATION	30		Included	Included	Included
1j	QA09001AM	ADD: WIFI CAPABILITY	30		Included	Included	Included

Line #	Item Number	Description	Qty	Term	List Price	Sale Price	Ext. Sale Price
1k	QA09113AA	ADD: BASELINE RELEASE SW	30		$0.00	$0.00	$0.00
1l	Q361CD	ADD: P25 9600 BAUD TRUNKING	30		Included	Included	Included
1m	G996AP	ADD: PROGRAMMING OVER P25 (OTAP)	30		Included	Included	Included
1n	Q53BF	ADD: FRONT PANEL PROGRAMMING & CLONING	30		Included	Included	Included
1o	BD00040AB	PROVISIONING NON-FEDERAL BUNDLE	30		$206.00	$150.38	$4,511.40
1p	QA08853AA	ADD: CPS ENABLEMENT	30		$0.00	$0.00	$0.00
2	LSV01S03446A	APX NEXT DMS ESSENTIAL	30	3 YEARS	$230.76	$230.76	$6,922.80
3	PSV00S01424A	APX NEXT PROVISIONING*	1		$0.00	$0.00	$0.00
4	PSV03S02465A	APX DMS PROVISIONING PD3*	1		$0.00	$0.00	$0.00
5	PSV01S03059A	APX NEXT PROVISIONING WITH CPS	1		$0.00	$0.00	$0.00
6	NNTN9216A	BATTERY PACK,IMPRES GEN2, LIION,IP68, 4400T	30		$248.05	$181.08	$5,432.40
7	PMKN4265A	CABLE,DATA CABLE	2		$60.00	$48.00	$96.00
8	PMMN4136BTAA	XVP830 REMOTE SPEAKER MICROPHONE NO CHANNEL KNOB, TAA	30		$535.00	$390.55	$11,716.50
9	NNTN9115A	CHARGER, MULTI-UNIT, IMPRES G2, 6-DISP, US/NA/CA/LA PLUG, ACC-CHARGER	5		$1,420.20	$1,036.75	$5,183.75

Subtotal	$384,225.30
Total Discount Amount	$101,863.15
Estimated Tax	$26,166.74
Grand Total	**$308,528.89(USD)**

This quote does not include Motorola Subscription Services or LTE Services. In the event the Los Angeles World Airport elects to add Subscription Services or LTE Services to these APX NEXT radios, Motorola's applicable Terms and Conditions for Subscription Services and LTE Services will apply. Said Terms and Conditions will have to be added to Contract No. DA-5300 and or attached to the quote to procure these services.

Notes:

- The Pricing Summary is a breakdown of costs and does not reflect the frequency at which you will be invoiced.
- Additional information is required for one or more items on the quote for an order.

Motorola's quote (Quote Number: _____ Dated: _____) is based on and subject to the terms and conditions of the valid and executed written contract between Customer and Motorola (the "Underlying Agreement") that authorizes Customer to purchase equipment and/or services or license software (collectively "Products"). If no Underlying Agreement exists between Motorola and Customer, then the following Motorola's Standard Terms of use and Purchase Terms and Conditions govern the purchase of the Products which is found at http://www.motorolasolutions.com/product-terms.

The Parties hereby enter into this Agreement as of the Effective Date.

Motorola Solutions, Inc.	Customer
By: _____	By: _____
Name: _____	Name: _____
Title: _____	Title: _____

Date: _____ Date: _____

APX NEXT RADIO SOLUTIONS

Overview

APX NEXT is Motorola Solutions' next-generation P25 platform purpose-built for first responders to access and act on information while maintaining focus in critical situations. Across all aspects of the radio experience—deployment, operation, maintenance, and evolution—APX NEXT brings critical advancements to usability and performance. Equipped with broadband, LTE, Wi-Fi, Bluetooth 5.0, and GPS capabilities, APX NEXT extends future-ready performance, applications, and full interoperability to the field and control room to transform accurate data into smarter action.

Key benefits of the APX NEXT include the following:

- **SmartTouch Experience** – Easier operation centered around a redefined 3.6" impact resistant touch display and shallow menu hierarchy. This cleaner and more intuitive visual layout increases the usability of the APX NEXT radio and helps users find the information they need without pause or distraction.
- **Ruggedized, Ergonomic Design** – Increased personnel safety and efficiency with an improved T-Grip ergonomic design, full-color top display, and tactile knobs for efficient use in emergency situations. Patented touch technology enables for reliable gloved use, while also making the screen immune to false actuations from water, snow, ice, or debris. The APX Next device meets the same MIL standards for ruggedization achieved by Motorola Solutions' APX platform radios.
- **Easy Fleet Management** – Easier and quicker radio provisioning, remote software updates, and streamlined management reduce downtime and support control center staff. Motorola Solutions' Device Management Services (DMS) maximize the effectiveness of APX NEXT, reducing maintenance risk, workload, and total cost of ownership. DMS brings RadioCentral (RC) programming to APX NEXT, as well, supporting faster provisioning and deployment to get devices in the hands of responders and out into the field.
- **Secure Communications** – Hardened End-to-End security allows only authorized units in the system to listen to transmissions. Real-time security provides seamless protection from the device and data in transit to the cloud and the LMR system

Evolving with Applications Services

APX NEXT Application Services enhance device capabilities and improve user experience. These applications are subscription-based offerings for easier optimization and scaling to meet evolving needs.