



**MOTOROLA SOLUTIONS**

City of Deltona

# Fire Station Alerting Enhancements

August 30, 2024

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

August 30, 2024

Bill Snyder, Fire Chief  
City of Deltona

1685 Providence Blvd.  
Deltona, FL 32725

Subject: Fire Station Alerting Enhancements

Dear Chief Snyder,

Motorola Solutions, Inc. (Motorola Solutions) is pleased to have the opportunity to provide the City of Deltona with quality communications equipment and services. The Motorola Solutions project team has taken great care to propose a solution that will meet your requirements.

To best meet the functional and operational specifications of this request, our solution includes a combination of hardware, software, and services. Specifically, this solution is for the Mach Alert fire station alerting Enhancements for Deltona Fire, stations 61,62,63,64,65 and includes:

- 8 LED Controllers
- 35 LED Light Strips
- 16 Touchpads
- 10 IDB modules
- Speakers at station 61
- Implementation

The products and services referenced in this proposal shall be provided under the terms and conditions set out in the Communications System and Services Agreement (CSSA) between Motorola Solutions and the County of Volusia (FL) dated June 21, 2024. This proposal shall remain valid until November 8, 2024. The City of Deltona may accept the proposal by delivering to Motorola Solutions a PO referencing the Communications System and Services Agreement (CSSA) executed between Motorola Solutions and the County of Volusia (FL) on June 21, 2024 and signature on the contractual documentation section of this proposal. Any questions can be directed to your local Motorola Solutions Account Executive, Melissa Cavallo, at 772-663-2994.

Sincerely,

Motorola Solutions, Inc.

A handwritten signature in black ink that reads 'Robert Richardson'.

Rob Richardson  
Area Sales Manager, North FL

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## Section 1

# System Description

In response to the City of Deltona request, Motorola Solutions, Inc. (Motorola Solutions) will install the following enhancements to the Mach Alert system being provided by the County of Volusia.

## 1.1 Mach Alert Fire Station Hardware

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

### Integration to Existing Station Lighting

Motorola is proposing to integrate to the existing station lighting via a low voltage interface at each station.

### Audio Selector Switches

Motorola is proposing to install either A/B or 4-way audio switches at certain stations. This will be further defined in the Statement of Work section.

### Incident Display Boards (IDBs)

IDBs modules and splitters will be provided as defined in the Statement of Work section. Monitors and/or TVs will be customer-provided and shall be configured to display incoming alert incident information based on input from the CAD system (for example, units responding, address/location, incident type, cross streets, etc.) When alerted, the displays present a screen border color-coded to indicate the call type. A “count-down” and “count-up” timer is displayed indicating the amount of turnout time left and the amount of time past the required departure. The count-down timer is yellow. When it indicates 00, it turns red for the count-up time. If Internet access is granted, a map of the incident location can also be displayed on the IDB.

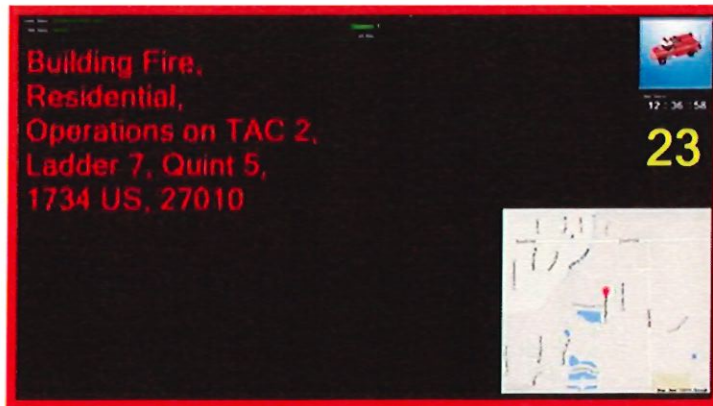


Figure 1-18: MACH Alert Incident Display Board

Section 2

# Statement of Work

Motorola Solutions is proposing to City of Deltona the installation and configuration of the following equipment at the specified locations.

Site Name	Major Equipment
Deltona Station 61	Install 7 lights with 2 lighting controllers, 4 touchpads and 2 IDB modules 2 for up to 2 customer-provided monitors/TVs. Install 11 speakers, 11 wall mounted volume knobs, and connecting the audio out of the control station/mobile to the audio on the Mach Alert Box.
Deltona Station 62	Install 4 lights with one controller, 2 touchpads, and 2 IDB modules for up to 2 customer provided TV's.
Deltona Station 63	Install 4 lights with one controller, 2 touchpads, and 2 IDB modules for up to 2 customer provided TV's.
Deltona Station 64	Install 4 lights with one controller, 2 touchpads, and 2 IDB modules for up to 2 customer provided TV's.
Deltona Station 65	Install 16 lights with three controllers, 6 touchpads, and 2 IDB modules for up to 2 customer provided TV's.

The document delineates the general responsibilities between Motorola Solutions and City of Deltona as agreed to by contract.

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

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

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

	Motorola Solutions	City of Deltona
<b>PROJECT INITIATION</b>		
<b>Contract Finalization and Team Creation</b>		
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

	Motorola Solutions	City of Deltona
Deliverable: Signed contract, defined project team, and scheduled project kickoff meeting.		
<b>Project Administration</b>		
Ensure that project team members attend all meetings relevant to their role on the project.	X	X
Record and distribute project status meeting minutes.	X	
Maintain responsibility for third-party services contracted by Motorola Solutions.	X	
Complete assigned project tasks according to the project schedule.	X	X
Submit project milestone completion documents.	X	
Upon completion of tasks, approve project milestone completion documents.		X
Conduct all project work Monday thru Friday, 8:00 a.m. to 5:00 p.m.).	X	
Deliverable: Completed and approved project milestones throughout the project.		
<b>Project Kickoff (Completed in conjunction with the County of Volusia Project)</b>		
Introduce team, review roles, and decision authority.	X	X
Present project scope and objectives.	X	
Review SOW responsibilities and project schedule.	X	X
Schedule Design Review.	X	X
Deliverable: Completed project kickoff and scheduled Design Review.		
<b>Design Review (Completed in conjunction with the County of Volusia Project)</b>		
Review the Customer's operational requirements.	X	X
Present the system design and operational requirements for the solution.	X	
Present installation plan.	X	
Present preliminary cutover plan and methods to document final cutover process.	X	
Present configuration and details of sites required by system design.	X	
Validate that Customer sites can accommodate proposed equipment.	X	X
Provide approvals required to add equipment to proposed existing sites.		X
Review safety, security, and site access procedures.	X	
Present equipment layout plans and system design drawings.	X	
Provide demarcation points.	X	
Provide information on existing system interfaces.		X
Assume liability and responsibility for providing all information necessary for complete installation.		X

	Motorola Solutions	City of Deltona
Provide minimum acceptable performance specifications for customer provided hardware.	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.		
Deliverable: Solution equipment received and ready for installation		
<b>General Installation</b>		
Deliver solution equipment to installation location.	X	
Coordinate receipt of and inventory solution equipment with designated contact.	X	
Provide system interconnections that are not specifically outlined in the system design, including low voltage interfaces to the existing lighting systems.		X
Note any required changes to the installation for inclusion in the "as-built" system documentation.	X	
Deliverable: Equipment installed.		
<b>Fire Station Installation</b>		
Install Audio Selector Switches, IDB Modules, HDMI splitter (if applicable) and low voltage interface from Mach Alert to existing lighting system interface.	X	
Obtain Electrical Subcontractor (if required)		X
Perform Equipment Inventory and Delivery to Customer Sites	X	
<b>Functional Acceptance Testing (Completed in conjunction with the County of Volusia Project)</b>		
Functional Acceptance Testing is part of the County of Volusia Purchase	X	X
<b>PROJECT TRANSITION</b>		
<b>Cutover (Completed in conjunction with the County of Volusia Project)</b>		
Cutover is part of the County of Volusia Purchase	X	X
<b>Finalize Documentation and System Acceptance</b>		
Receive and approve documentation.		X
Execute Final Project Acceptance.	X	X
Deliverable: All required documents are provided and approved. Final Project Acceptance.		

## 2.1 City of Deltona Responsibilities

City of Deltona will assume responsibility for the installation and performance of all other equipment and work necessary for completion of this project that is not provided by Motorola Solutions. General responsibilities for City of Deltona include the following:

- Provide all buildings, equipment shelters, and towers required for system installation.
- Ensure communications sites meet space, grounding, power, and connectivity requirements for the installation of all equipment.
- Obtain all licensing, site access, or permitting required for project implementation.
- City of Deltona will provide a dedicated delivery point, such as a warehouse, for receipt, inventory, and storage of equipment prior to delivery to the site(s). Equipment may also be delivered and staged along with the County of Volusia Mach Alert project.
- Coordinate the activities of all City of Deltona vendors or other contractors.

## 2.2 Assumptions

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

- City of Deltona to provide all buildings, equipment shelters, and towers required for system installation.
- City of Deltona are to ensure communications sites meet space, grounding, power, and connectivity requirements for the installation of all equipment.
- City of Deltona are to obtain all licensing, site access, or permitting required for project implementation.
- City of Deltona will provide a dedicated delivery point, such as a warehouse, for receipt, inventory, and storage of equipment prior to delivery to the site(s).
- This proposal assumes existing lighting can interface to Mach Alert system utilizing existing low-voltage interfaces to activate/deactivate existing station lighting. Motorola will interface to those existing interfaces only using a standard low voltage (12-24v normal open or normal closed circuit).
- All existing sites or equipment locations will have sufficient space available for the system described as required/specified by R56.
- All existing sites or equipment locations will have adequate electrical power in the proper phase and voltage, and site grounding to support the requirements of the system described.
- Any site/location upgrades or modifications are the responsibility of City of Deltona
- Approved FCC licensing provided by City of Deltona.
- Approved local, State, or Federal permits as may be required for the installation and operation of the proposed equipment are the responsibility of City of Deltona.
- Any required system interconnections not specifically outlined here will be provided by City of Deltona. These may include low voltage interfaces and other types of connectivity.
- Motorola Solutions is not responsible for interference caused or received by the Motorola Solutions-provided equipment except for interference that is directly caused by the Motorola Solutions-provided transmitter(s) to the Motorola Solutions-provided receiver(s). Should the system experience interference, Motorola Solutions can be contracted to investigate the source and recommend solutions to mitigate the issue.



## Section 3

# Service/Warranty

## 3.1 Warranty

Motorola Solutions is providing a warranty under the County of Volusia Mach Alert project. Pursuant to the master agreement with Volusia County under section 3.2, if the proposed equipment is purchased on or before November 8, 2024, the equipment will include 5 years of maintenance and support at no additional cost. If the purchase is made after the November 8, 2024 deadline, the equipment will include the standard warranty of 12 months.

Section 4

# Pricing Summary

Motorola Solutions is pleased to provide the following equipment and services to the City of Deltona.

## 4.1 Equipment and Services

Description	Price (\$)
Equipment and Implementation Services	\$184,547
<i>Sourcewell Discount</i>	<i>(\$5,592)</i>
<b>Total System</b>	<b>\$178,955</b>

This proposal is subject to the terms and conditions of Motorola Solutions' Sourcewell contract and this pricing is valid through November 8, 2024.

## 4.2 Payment Schedule

Except for a payment that is due on the Effective Date, Customer will make payments to Motorola within forty-five (45) days after the date of each invoice. Customer will make payments when due in the form of a check, cashier's check, or wire transfer drawn on a U.S. financial institution. If Customer has purchased additional Professional or Subscription services, payment will be in accordance with the applicable addenda. Payment for the System purchase will be in accordance with the following milestones.

### System Purchase

1. 50% of the System Price due upon contract execution (due upon effective date); and
2. 50% of the System Price due upon Final Acceptance.

Motorola reserves the right to make partial shipments of equipment and to invoice upon shipment of such equipment. In addition, Motorola reserves the right to invoice for installations completed on a site-by-site basis, when applicable. The value of the equipment shipped/services performed will be determined by the value shipped/services performed as a percentage of the total milestone value. Unless otherwise specified, contract discounts are based upon all items proposed and overall system package. For invoicing purposes only, discounts will be applied proportionately to the FNE and Subscriber equipment values to total contract price.

Motorola shall make partial shipments of equipment and will request payment upon shipment of such equipment. In addition, Motorola shall invoice for installations completed on a site-by-site basis or when professional services are completed, when applicable. The value of the equipment shipped/services performed will be determined by the value shipped/services performed as a percentage of the total milestone value. Unless otherwise specified, contract discounts are based upon all items proposed and overall system package. For invoicing purposes only, discounts will be applied proportionately to the FNE and Subscriber equipment values to total contract price. Overdue invoices will bear simple interest at the maximum allowable rate by state law.

For Lifecycle Support Plan and Subscription Based Services:

Motorola will invoice Customer annually in advance of each year of the plan.

The chart below outlines the hourly labor rates for Motorola System Integration resources to be used. The staffing requirements shall be multiplied by the appropriate rate per resource in the table below. The hourly labor rates are fully burdened. The hourly rates per resource type and level are listed in Table 1.

Levels	Resource Types			
	Project Management	System Engineering	System Technologist	Project Administration
4	\$ 290.00	\$ 300.00	\$ 280.00	\$ 200.00
3	\$ 240.00	\$ 250.00	\$ 240.00	\$ 180.00
2	\$ 220.00	\$ 220.00	\$ 220.00	\$ 170.00
1	\$ 190.00	\$ 210.00	\$ 210.00	\$ 160.00

Table 1 - Hourly Rates

These rates apply to ordinary days and times (Monday to Friday during the hours 8am to 5pm). Additional surcharges may apply to work done outside these timeframes. The minimum charge for any resource will be 4 hours. Travel expenses are not included in these rates and may be charged separately. The qualifications of each type and level of resource are defined in the tables found at <https://www.motorolasolutions.com/content/dam/msi/secure/services/labor-rates-exhibit-160408.pdf>. All Motorola System Integration personnel assigned to this project will be classified according these levels. Project Administrative roles are varied and their specific duties and qualifications will be determined by the complexity and requirements of each project.

# 4.3 Invoicing

Invoices will be sent to the Customer at the following address:

Name: Bush Swisher, Maria Burgos  
Address: 2345 Providence Blvd., Deltona, Florida 32725  
Phone: 386-575-6904

E-INVOICE. To receive invoices via email: [bswisher@deltonafl.gov](mailto:bswisher@deltonafl.gov), [mburgos@deltonafl.gov](mailto:mburgos@deltonafl.gov)

Customer Accounts Payable Email: mburgos@deltonafl.gov  
Customer CC(optional) Email: bswisher@deltonafl.gov

The address which is the ultimate destination where the Equipment will be delivered to Customer is:

Name: Bush Swisher  
Address: 1685 Providence Blvd., Deltona, Florida 32725

The Equipment will be shipped to the Customer at the following address (insert if this information is known):

Name: Bush Swisher  
Address: 1685 Providence Blvd., Deltona, Florida 32725  
Phone: 386-575-6904

Customer Account Number 1036452449

Section 5

# Contractual Documentation

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This proposal shall be governed by the terms and conditions set out in the Communications System and Services Agreement (CSSA) executed between Motorola Solutions and the County of Volusia (FL) on June 21, 2024.

Please indicate acceptance of these terms by signing the acceptance block below:

**Customer: City of Deltona**

Signature: \_\_\_\_\_

Printed Name: \_\_\_\_\_

Title: \_\_\_\_\_

Date: \_\_\_\_\_

**Certificate Of Completion**

Envelope Id: A1DBF6D4E19745C9B830317959B585AD	Status: Completed
Subject: Here is your signed document: Deltona_MachAlertEnhancements_Proposal	
Source Envelope:	
Document Pages: 13	Signatures: 1
Certificate Pages: 2	Initials: 0
AutoNav: Disabled	Envelope Originator:
EnvelopeId Stamping: Disabled	Robert Richardson
Time Zone: (UTC-06:00) Central Time (US & Canada)	500 West Monroe
	Chicago, IL 60661
	rob.richardson@motorolasolutions.com
	IP Address: 140.101.164.247

**Record Tracking**

Status: Original	Holder: Robert Richardson	Location: DocuSign
9/16/2024 4:56:30 PM	rob.richardson@motorolasolutions.com	

**Signer Events**

Signature	Timestamp
Robert Richardson rob.richardson@motorolasolutions.com Area Sales Manager Motorola Solutions Inc Security Level: Email, Account Authentication (None)	Sent: 9/16/2024 4:56:59 PM Viewed: 9/16/2024 4:57:16 PM Signed: 9/16/2024 4:58:05 PM Freeform Signing
Signature Adoption: Pre-selected Style Using IP Address: 140.101.164.247	

Electronic Record and Signature Disclosure:  
Not Offered via DocuSign

**In Person Signer Events**

Signature

Timestamp

**Editor Delivery Events**

Status

Timestamp

**Agent Delivery Events**

Status

Timestamp

**Intermediary Delivery Events**

Status

Timestamp

**Certified Delivery Events**

Status

Timestamp

**Carbon Copy Events**

Status

Timestamp

Robert Richardson  
rob.richardson@motorolasolutions.com  
Area Sales Manager  
Motorola Solutions Inc  
Security Level: Email, Account Authentication (None)

**COPIED**

Sent: 9/16/2024 4:58:06 PM  
Resent: 9/16/2024 4:58:08 PM  
Viewed: 9/17/2024 10:58:18 AM

Electronic Record and Signature Disclosure:  
Not Offered via DocuSign

**Witness Events**

Signature

Timestamp

**Notary Events**

Signature

Timestamp

**Envelope Summary Events**

Status

Timestamps

Envelope Sent	Hashed/Encrypted	9/16/2024 4:56:59 PM
Certified Delivered	Security Checked	9/16/2024 4:57:16 PM
Signing Complete	Security Checked	9/16/2024 4:58:05 PM
Completed	Security Checked	9/16/2024 4:58:06 PM

Payment Events

Status

Timestamps