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October 12 2007

Mr Kent Ruckey  
Procurement Services Division, City Hall  
300 S Adams Street  
Tallahassee, FL 32301 1731

**Subject Extension of Bid Validity Dates in Response to RFP No 0091-07 KR RC**

Dear Mr Ruckey

In reply to your request for an extension of the price validity date of our proposals in response to RFP No 0091-07 KR-RC, Motorola proposes to extend all current pricing through December 31, 2007. The Motorola proposals reflect a significant amount of civil work which is being provided by our local subcontractor partners. We have been able to secure our current subcontractor and supplier pricing through December 31 2007. Therefore, Motorola is pleased to be able to extend the current RFP proposal pricing through the end of this calendar year.

More important than Motorola's pricing guarantee, the City and County have a tremendous opportunity this year to leverage significant funds through the rebanding process. The Sprint/Nextel rebanding effort is a critical initiative currently underway by the City of Tallahassee and Leon County with the Sprint/Nextel team. In an effort to minimize radio frequency interference, Sprint/Nextel is in the process of rebanding all 800MHz radio systems across the United States. This is an FCC authorized activity which impacts thousands of public safety agencies, including the existing Tallahassee/Leon 800MHz analog radio system. As part of this rebanding effort, Sprint/Nextel is obligated to pay the costs to reband all impacted 800MHz radio systems. ***In the case of the Tallahassee/Leon radio system, this rebanding cost to be paid by Sprint Nextel would most likely exceed \$1,000,000 based on similar rebanding contracts recently approved and contracted by Sprint Nextel.*** The opportunity to leverage these funds will only be possible should the procurement process for the new digital 700/800MHz radio system stay on track for a 2007 contract execution. If the City and County can produce an acceptable implementation schedule to the FCC for the new radio system, then the need to reband the existing radio system is eliminated, and the dollars received as the result of the rebanding initiative can be more appropriately applied to the purchase of new technology.

Currently the FCC requires that the existing analog equipment is rebanded by summer 2008. In order to elect to apply these funds to the new system, the City and County must commit to deploying the new digital stations by summer 2008 in lieu of rebanding the old analog equipment. Motorola has reviewed our currently proposed implementation plan for the new digital 700/800MHz radio system, and ***will be able to accelerate our deployment schedule with no cost increases to the City and County to meet the FCC rebanding deadline if we receive a contract by December 31, 2007.*** A Notice to Proceed in January would allow us to accelerate the infrastructure installation and guarantee the City and County an opportunity to leverage the rebanding funds.



**MOTOROLA**

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We are optimistic that with the RFP evaluation process complete and with the tremendous support of this very important public safety project (as illustrated by the funding commitment made this month by both the City and County Board of Commissioners) that there is a real opportunity to facilitate this procurement by December 31 2007

Please consider the following critical points of our strong recommendation to facilitate this procurement before December 31 2007

- The RFP Evaluation Process Is Complete
  - Tusa Consulting formally recommended the Motorola P25 proposal as the top ranked solution for the City of Tallahassee and Leon County
  - The PSCB technical subcommittee voted unanimously to accept the consultant s RFP proposal ranking evaluation and Motorola recommendation
- Funding Support
  - Both the City and County have included funding for this project in their 2007/2008 Fiscal Year budgets
- Motorola's Commitment
  - Motorola s proposal price extension through December 31 2007
  - Motorola s commitment to accelerate project implementation at no additional cost to meet the FCC construction deadlines allowing the City and County to leverage rebanding funds
- Leverage Rebanding Funds
  - The Sprint/Nextel Rebanding Project will result in an opportunity to potentially leverage **more than \$1,000,000 in funding**

Motorola is prepared to support the City of Tallahassee and Leon County in any way possible to ensure that all funding opportunities are leveraged We look forward to working with you to ensure the success of this very important public safety initiative.

Sincerely

**MOTOROLA, Inc.**

A handwritten signature in cursive script, appearing to read 'Robert Schassler'.

Robert Schassler  
Vice President Government Markets  
Government & Public Safety