

Bayag, Brett

From: Kimberly Vardaman <kim.camps@motorolasolutions.com>
Sent: Wednesday, September 19, 2018 3:03 PM
To: Jonathan Franklin / Motorola / Signal Comm
Cc: Bayag, Brett; Danny Sanchez
Subject: Re: Motorola Credit Corp (MCC) Leasing for Broward County

Hi Brett,

Also as we discussed briefly this morning, below are bullet points of the financing offer extended to BSO and Broward County.

This offer is based upon a executable contract by Nov. 15, 2018.

- 0% interest until May 2019 (this aligns with the current P25 Contract migration pricing discounts)
- Below market interest rate of 2.33% for 3 years
- 1st year payment deferral (Nov. 2019)
- 3 equal payments (Nov. 2019,2020,2021)

Feel free to call with any questions.

Thank you,
Kim Camps
954-290-7139

On Wed, Sep 19, 2018 at 2:29 PM Jonathan Franklin / Motorola / Signal Comm <jf@signalcommunications.com> wrote:

Good afternoon Brett,

Following up on our telephone conversation yesterday, please find attached two examples of municipal leasing proposals. One for the BSO Contracted Cities radio procurement project and one for the sold Hallandale radio project on a smaller scale. Also attached is some information on MCC and its advantages to municipal agencies.

To reiterate our conversation, each of these leasing proposals is only an example and stands on it's own. Interest rates change and other incentives change based on volume and timing, among many other factors. So said in a different way, the proposals attached are examples only and should be communicated as such when you have internal discussions. We would be happy to look at these factors, as they become more clear, and customize a specific offer for you. As discussed, the strongest lease incentives will be made available in a scenario where Motorola can build and ship product in this calendar year.

If you would like, we can walk you through the attached information over the phone or in person at your convenience.

Thank you,

Jonathan Franklin,
Motorola Authorized Manufacturer's Representative,
Government & Public Safety,
Broward, Palm Beach and Miami-Dade Counties FL,
President, Signal Communications, LLC,
6820 Lyons Technology Circle,
Suite 115,
Coconut Creek, FL 33073,
email) jf@signalcommunications.com,
direct) 954.275.8854,
office) 954.427.9830,
toll free) 800.400.3220,
fax) 954.571.2070



--
Kim Camps

Account Executive
MOTOROLA SOLUTIONS, INC.

8000 W Sunrise Blvd
Plantation, FL 33322
954-290-7139
kim.camps@motorolasolutions.com