

## Schedule A

GM911 (Emergency Communications) has secured State 911 funds to pay for the MCC7500 consoles in the 911 center.

GM911 Console Upgrade MCC7500	\$1.82 Million	FY 14
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Phase 1 is complete and paid in full by **both Parties** in the amount of \$4,990,688.28.

Phase 2 is complete and paid in full by **both Parties** in the amount of \$4,122,799

Phase 3 (also denoted as Year 1 of the MAP) is complete and paid in full by **both Parties** in the amount of \$2,293,762.00. This is the amount prior to removing paging.

Phase 4 (also denoted as Year 2 of the MAP) is complete and paid in full by **both Parties** in the amount of \$ 2,408,688.00. This is the amount prior to removing paging.

Phase 5 (also denoted as Year 3 of the MAP) is currently in process.

Total Remaining Project Estimate for both Parties:

Maintenance and Project Pricing if Purchased Separately							28-Oct-13
DESCRIPTION	7/1/2014	7/1/2015	7/1/2016	7/1/2017	7/1/2018	TOTALS	
Existing Maintenance (Includes all Existing Equipment)	\$334,229	\$501,780	\$548,352	\$564,804	\$581,747	\$2,530,913	
SUA II	\$514,958	\$479,400	\$441,400	\$452,200	\$462,800	\$2,350,758	
YEAR 1 Project (Tower & 14 Channels)	\$1,811,741					\$1,811,741	
Maintenance Additions for YEAR 1 Project	warranty year	\$24,186	\$24,912	\$25,659	\$26,429	\$101,185	
YEAR 1 Project (Paging)	\$0					\$0	
Maintenance Additions for YEAR 1 Project (Includes 5 stations)	warranty year	\$16,949	\$17,457	\$17,981	\$18,521	\$70,908	
YEAR 2 Project (Tower & 14 Channels)		\$1,775,422				\$1,775,422	
Maintenance Additions for YEAR 2 Project		warranty year	\$24,912	\$25,659	\$26,429	\$77,000	
YEAR 2 Project (Paging)		\$0				\$0	
Maintenance Additions for YEAR 1 Project		warranty year	\$1,047	\$1,078	\$1,111	\$3,236	
YEAR 3 Project (Tower & 14 Channels)			\$1,734,543			\$1,734,543	
Maintenance Additions for YEAR 3 Project			warranty year	\$25,659	\$26,429	\$52,088	
YEAR 3 Project (Paging)			\$0			\$0	
Maintenance Additions for YEAR 1 Project			warranty year	\$1,078	\$1,110	\$2,188	
YEAR 4 Project (Tower & 14 Channels)				\$1,859,487		\$1,859,487	
Maintenance Additions for YEAR 4 Project				warranty year	\$26,429	\$26,429	
YEAR 4 Project (Paging)				\$0		\$0	
Maintenance Additions for YEAR 1 Project				warranty year	\$1,110	\$1,110	
YEAR 5 Project (14 Channels @ 9 Sites)					\$4,475,284	\$4,475,284	
SUB TOTAL (Maintenance & SUAII)	\$849,187	\$1,022,315	\$1,058,080	\$1,114,119	\$1,172,115	\$5,215,816	
SUB TOTAL (Projects)	\$1,811,741	\$1,775,422	\$1,734,543	\$1,859,487	\$4,475,284	\$11,656,477	
CUSTOMER LOYALTY SYSTEM DISCOUNT	(\$239,484)	(\$251,796)	(\$251,336)	(\$267,625)	(\$508,266)	(\$1,518,506)	
	\$2,421,444	\$2,545,941	\$2,541,287	\$2,705,981	\$5,139,133	\$15,353,786	
Loyalty Discount %	9.000000%	9.000000%	9.000000%	9.000000%	9.000000%		

### PROPOSED Migration Assurance Plan (MAP)

DESCRIPTION	7/1/2014	7/1/2015	7/1/2016	7/1/2017	7/1/2018	TOTALS
Maintenance / Projects Purchased Separately	\$2,421,444	\$2,545,941	\$2,541,287	\$2,705,981	\$5,139,133	\$15,353,786
Savings for MAP Multi-Year MAP Agreement	(\$207,014)	(\$216,619)	(\$216,516)	(\$230,427)	\$0	(\$870,577)
5 Year MAP - Payment Option (Spiked)	\$2,214,430.69	\$2,329,321.51	\$2,324,771.16	\$2,475,553.74	\$5,139,133	\$14,483,210
	8.5491858568%	8.5084134383%	8.5199415506%	8.5154828822%		
checksum	\$0.00	\$0.00	\$0.00	\$0.00		
Maintenance / SUAll						
YEAR 1 Project (Tower & 14 Channels; Paging)						
YEAR 2 Project (Tower & 14 Channels; Paging)						
YEAR 3 Project (Tower & 14 Channels; Paging)						
YEAR 4 Project (Tower & 14 Channels; Paging)						
YEAR 5 Project (14 Channels @ 9 Sites)						

NOTES: (1) At the end of the proposed MAP, the annual maintenance and SUA II pricing for 2019 will be \$1,195,557, or the City of Greensboro can renegotiate another long term MAP agreement with Motorola Solutions, Inc.

(2) The annual payments for the proposed MAP agreements are due within 30 days of the contract start date.

(3) All pricing is valid through December 15, 2013.

Both Parties are responsible for funding of contingencies for the project, and they are not contained within the aforementioned estimates. The determination of ownership of future sites will be negotiated and addressed specifically in the new interlocal. The interlocal will also address the acquisition of sites, preparation, engineering, and consultative needs for a “shovel ready” site per Motorola’s specifications.

### Schedule B

	For Fiscal Year	FY18
	Scope of the Work	Upgrade all sites with 14
300212	Infrastructure Sub Total	\$ 4,475,284.00
	Guilford County 50% share	\$ 2,237,642.00
	Customer Loyalty Discount (9%)	\$ (201,387.78)
		\$ 2,036,254.22
	MAP Discount	\$ (173,150.43)
		\$ 1,863,103.79
300213	UHF Paging	NO scheduled project
	Infrastructure Sub Total	\$ -
	Guilford County 100% share	\$ -
	Customer Loyalty Discount (9%)	\$ -
		\$ -
	MAP Discount	\$ -
		\$ -
320210	Maintenance of 800 MHz direct to Motorola	\$ 687,463.00
	SUAll	\$ 462,800.00
	Sub-Total	\$ 1,150,263.00
	Guilford County 50% share	\$ 575,131.50
	Customer Loyalty Discount (9%)	\$ (51,761.84)
		\$ 523,369.67
	MAP Discount	\$ (44,486.42)
		\$ 478,883.24
320210	Maintenance of Paging	\$ 21,852.00
	Guilford County 100% share	\$ 21,852.00
	Customer Loyalty Discount (9%)	\$ (1,966.68)
		\$ 19,885.32
	MAP Discount	\$ (1,690.25)
		\$ 18,195.07
	Summary of Cash Flows	
300212	Infrastructure	\$ 1,863,103.79
300213	Paging	\$ -
320210	Maintenance	\$ 497,078.31
		\$ 2,360,182.10

## Schedule C

Annual overhead of the Greensboro Technical Services Radio Shop:

\$106.24 x number of Guilford County radios on the system as of July 1, 2016

\$106.24 x 2300 (estimate) = \$244,352.00 payable in quarterly installments.

## Schedule D

Maintenance and Project Pricing if Purchased Separately						28-Oct-13
DESCRIPTION	7/1/2014	7/1/2015	7/1/2016	7/1/2017	7/1/2018	TOTALS
Existing Maintenance (Includes all Existing Equipment)	\$0	\$0	\$0	\$0	\$0	\$0
SUA II	\$0	\$0	\$0	\$0	\$0	\$0
YEAR 1 Project (Tower & 14 Channels)	\$0					\$0
Maintenance Additions for YEAR 1 Project	warranty year	\$0	\$0	\$0	\$0	\$0
YEAR 1 Project (Paging)	\$95,327					\$95,327
Maintenance Additions for YEAR 1 Project (Includes 5 stations)	warranty year	\$0	\$0	\$0	\$0	\$0
YEAR 2 Project (Tower & 14 Channels)		\$0				\$0
Maintenance Additions for YEAR 2 Project		warranty year	\$0	\$0	\$0	\$0
YEAR 2 Project (Paging)		\$95,327				\$95,327
Maintenance Additions for YEAR 1 Project		warranty year	\$0	\$0	\$0	\$0
YEAR 3 Project (Tower & 14 Channels)			\$0			\$0
Maintenance Additions for YEAR 3 Project			warranty year	\$0	\$0	\$0
YEAR 3 Project (Paging)			\$96,526			\$96,526
Maintenance Additions for YEAR 1 Project			warranty year	\$0	\$0	\$0
YEAR 4 Project (Tower & 14 Channels)				\$0		\$0
Maintenance Additions for YEAR 4 Project				warranty year	\$0	\$0
YEAR 4 Project (Paging)				\$97,723		\$97,723
Maintenance Additions for YEAR 1 Project				warranty year	\$0	\$0
YEAR 5 Project (14 Channels @ 9 Sites)					\$0	\$0
SUB TOTAL (Maintenance & SUAII)	\$0	\$0	\$0	\$0	\$0	\$0
SUB TOTAL (Projects)	\$95,327	\$95,327	\$96,526	\$97,723	\$0	\$384,903
CUSTOMER LOYALTY SYSTEM DISCOUNT	(\$8,579)	(\$8,579)	(\$8,687)	(\$8,795)	\$0	(\$34,641)
	\$86,748	\$86,748	\$87,839	\$88,928	\$0	\$350,262
Loyalty Discount %	9.000000%	9.000000%	9.000000%	9.000000%	#DIV/0!	
<b>PROPOSED Migration Assurance Plan (MAP)</b>						
DESCRIPTION	7/1/2014	7/1/2015	7/1/2016	7/1/2017	7/1/2018	TOTALS
Maintenance / Projects Purchased Separately	\$86,748	\$86,748	\$87,839	\$88,928	\$0	\$350,262
Savings for MAP Mult-Year MAP Agreement	(\$7,416)	(\$7,381)	(\$7,484)	(\$7,573)	\$0	(\$29,853)
5 Year MAP - Payment Option (Spiked)	\$79,331.36	\$79,366.73	\$80,354.86	\$81,355.29	\$0	\$320,408
MAP Savings %	8.5491858568%	8.5084134383%	8.5199415506%	8.5154828822%		
checksum	\$0.00	\$0.00	\$0.00	\$0.00		
Maintenance / SUAII						
YEAR 1 Project (Tower & 14 Channels; Paging)						
YEAR 2 Project (Tower & 14 Channels; Paging)						
YEAR 3 Project (Tower & 14 Channels; Paging)						
YEAR 4 Project (Tower & 14 Channels; Paging)						
YEAR 5 Project (14 Channels @ 9 Sites)						
NOTES: (1) At the end of the proposed MAP, the annual maintenance and SUA II pricing for 2019 will be \$1,195,557, or the City of Greensboro can renegotiate another long term MAP agreement with Motorola Solutions, Inc.						
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