




**DATE:** January 9, 2020 (revised)  
**TO:** Lewis Cheatham, Technical Services Manager  
**FROM:**  Aisha Miller, M/WBE Specialist  
**DEPARTMENT:** Guilford Metro 911  
**SUBJECT:** M/WBE Memo for Motorola Backhaul Refresh Networking

The M/WBE Office reviewed the Public Safety request for Motorola to provide a Backhaul Refresh inclusive of hardware, software and service. The requested service with Motorola is a necessary sole-source request compatible with the public safety communication system. The request is for a term of one year (12 months) at a discounted cost of \$738,000 with an option to renew equipment and service up-to but not to exceed an additional 3 years. To change or deny services at this time would be deemed as infeasible and impractical because it would create a gap in city services and reduce safety of Greensboro citizens.

Please be reminded that during the performance of the contract, if there are changes to the contract; the M/WBE Office must be contacted prior to making any changes.

Thank you

Cc: Gwen Carter, M/WBE Coordinator