

EXHIBIT B

LIST OF PRODUCTS AND PRICING

See Attached



South Dakota

BIT/Motorola Contract #09-16084/CB

Exhibit B

(Update 06/16/2023, Quote 2203146, 2203296,

Item Number	Description	Quantity	Unit List Price	Discount %	Discount \$	Unit Sale Price	APC
APX™ 4000 Series							
H51KDF9PW6AN	APX 4000 VHF MHZ MODEL 2 PORTABLE.	1	\$2,425.28	27.00%	\$654.83	\$1,770.45	0426
H51KDH9PW7AN	APX 4000 VHF MHZ MODEL 3 PORTABLE.	1	\$2,954.64	27.00%	\$797.75	\$2,156.89	0426
QA02812AA	ENH: P25 9600 BAUD TRUNKING W/ INTEROPERABILITY.	1	\$2,277.00	44.63%	\$1,016.29	\$1,260.71	0426
H869CE	ENH: MULTIKEY.	1	\$363.00	27.00%	\$98.01	\$264.99	0426
Q629AM	ENH: AES ENCRYPTION AND ADP.	1	\$523.00	27.00%	\$141.21	\$381.79	0426
H885BK	ADD: 3Y ESSENTIAL SERVICE.	1	\$133.00	0.00%	\$0.00	\$133.00	0185
APX™ 4500 Enhanced							
M22KSS9PW1BN	APX4500 ENHANCED VHF MOBILE.	1	\$2,117.44	27.00%	\$571.71	\$1,545.73	0471
G66BF	ADD: DASH MOUNT O2 APXM.	1	\$138.00	27.00%	\$37.26	\$100.74	0471
QA02812AE	ADD: P25 9600 TRUNKING W/ INTEROPERABILITY.	1	\$2,277.00	44.63%	\$1,016.29	\$1,260.71	0471
GA01606AA	ADD: NO GPS/WI-FI ANTENNA NEEDED.	1	\$0.00	0.00%	\$0.00	\$0.00	0471
B18CR	ADD: AUXILIARY SPKR 7.5 WATT APX.	1	\$66.00	27.00%	\$17.82	\$48.18	0471
G301AC	ADD:3BD ANT 136-174MHZ.	1	\$64.00	27.00%	\$17.28	\$46.72	0471
G843AH	ADD: AES ENCRYPTION AND ADP.	1	\$523.00	27.00%	\$141.21	\$381.79	0471
GA00804AA	ADD: APX O2 CH (GREY).	1	\$541.00	27.00%	\$146.07	\$394.93	0471
G444AH	ADD: APX CONTROL HEAD SOFTWARE.	1	\$0.00	0.00%	\$0.00	\$0.00	0471
W22BA	ADD: STD PALM MICROPHONE APX.	1	\$79.00	27.00%	\$21.33	\$57.67	0471
W969BG	ADD: MULTIKEY OPERATION.	1	\$363.00	27.00%	\$98.01	\$264.99	0471
G24AX	ENH: 3 YEAR ESSENTIAL SVC.	1	\$216.00	0.00%	\$0.00	\$216.00	0185
APX™ 6000 Series							
H98KGD9PW5BN	APX6000 VHF MHZ MODEL 1.5 PORTABLE.	1	\$3,213.00	27.00%	\$867.51	\$2,345.49	0481
H98KGF9PW6BN	APX6000 VHF MHZ MODEL 2.5 PORTABLE.	1	\$3,595.00	27.00%	\$970.65	\$2,624.35	0481
H98KGH9PW7BN	APX6000 VHF MHZ MODEL 3.5 PORTABLE.	1	\$4,104.00	27.00%	\$1,108.08	\$2,995.92	0481
Q361AR	ADD: P25 9600 BAUD TRUNKING.	1	\$330.00	27.00%	\$89.10	\$240.90	0481
H38BT	ADD: SMARTZONE OPERATION.	1	\$1,320.00	27.00%	\$356.40	\$963.60	0481
Q58AL	ADD: 3Y ESSENTIAL SERVICE.	1	\$184.00	0.00%	\$0.00	\$184.00	0185
Q806BM	ADD: ASTRO DIGITAL CAI OPERATION.	1	\$567.00	27.00%	\$153.09	\$413.91	0481
Q629AK	ENH: AES ENCRYPTION AND ADP.	1	\$523.00	27.00%	\$141.21	\$381.79	0481
QA09001AB	ADD: WIFI CAPABILITY.	1	\$330.00	27.00%	\$89.10	\$240.90	0481
QA07682AA	ADD: SMARTCONNECT.	1	\$0.00	0.00%	\$0.00	\$0.00	0481

APX™ 6500 Enhanced		Quantit y	Unit List Price	Discount %	Discount \$	Unit Sale Price	APC
M25KSS9PW1BN	APX6500 ENHANCED VHF MOBILE.	1	\$3,383.12	27.00%	\$913.44	\$2,469.68	0527
G66BJ	ADD: DASH MOUNT E5 APXM.	1	\$138.00	27.00%	\$37.26	\$100.74	0527
G51AU	ENH: SMARTZONE OPERATION APX6500.	1	\$1,320.00	27.00%	\$356.40	\$963.60	0527
G78AT	ENH: 3 YEAR ESSENTIAL SVC.	1	\$288.00	0.00%	\$0.00	\$288.00	0185
B18CR	ADD: AUXILIARY SPKR 7.5 WATT APX.	1	\$66.00	27.00%	\$17.82	\$48.18	0527
G843AH	ADD: AES ENCRYPTION AND ADP.	1	\$523.00	27.00%	\$141.21	\$381.79	0527
G806BL	ENH: ASTRO DIGITAL CAI OP APX.	1	\$567.00	27.00%	\$153.09	\$413.91	0527
GA01670AA	ADD: APX E5 CONTROL HEAD.	1	\$717.00	27.00%	\$193.59	\$523.41	0527
W22BA	ADD: STD PALM MICROPHONE APX.	1	\$79.00	27.00%	\$21.33	\$57.67	0527
W969BG	ADD: MULTIKEY OPERATION.	1	\$363.00	27.00%	\$98.01	\$264.99	0527
G361AH	ENH: P25 TRUNKING SOFTWARE APX.	1	\$330.00	27.00%	\$89.10	\$240.90	0527
G301AC	ADD:3BD ANT 136-174MHZ.	1	\$64.00	27.00%	\$17.28	\$46.72	0527
G72AD	ADD: APX O3 HANDHELD CH.	1	\$1,041.00	27.00%	\$281.07	\$759.93	0527
GA00250AA	ADD: WIFI/GNSS STUBBY ANTENNA LMR240.	1	\$110.00	27.00%	\$29.70	\$80.30	0527

APX™ 8000 Series		Quantit y	Unit List Price	Discount %	Discount \$	Unit Sale Price	APC
H91TGD9PW5AN	APX 8000 ALL BAND PORTABLE MODEL 1.5.	1	\$7,137.52	27.00%	\$1,927.13	\$5,210.39	0579
H91TGD9PW6AN	APX 8000 ALL BAND PORTABLE MODEL 2.5.	1	\$7,392.32	27.00%	\$1,995.93	\$5,396.39	0579
H91TGD9PW7AN	APX 8000 ALL BAND PORTABLE MODEL 3.5.	1	\$7,774.00	27.00%	\$2,098.98	\$5,675.02	0579
Q806CB	ADD: ASTRO DIGITAL CAI OPERATION.	1	\$567.00	27.00%	\$153.09	\$413.91	0579
Q361AN	ADD: P25 9600 BAUD TRUNKING.	1	\$330.00	27.00%	\$89.10	\$240.90	0579

Q58AL	ADD: 3Y ESSENTIAL SERVICE.	1	\$184.00	0.00%	\$0.00	\$184.00	0185
QA05507AA	DEL: DELETE 7/800 MHZ BAND.	1	-\$800.00	27.00%	-\$216.00	-\$584.00	0579
QA05509AA	DEL: DELETE UHF BAND.	1	-\$800.00	27.00%	-\$216.00	-\$584.00	0579
QA09001AB	ADD: WIFI CAPABILITY.	1	\$330.00	27.00%	\$89.10	\$240.90	0579
H38BS	ADD: SMARTZONE OPERATION.	1	\$1,650.00	27.00%	\$445.50	\$1,204.50	0579
QA07682AA	ADD: SMARTCONNECT.	1	\$0.00	0.00%	\$0.00	\$0.00	0579
Q629AH	ENH: AES ENCRYPTION AND ADP.	1	\$523.00	27.00%	\$141.21	\$381.79	0579

APX™ 8500		Quantit y	Unit List Price	Discount %	Discount \$	Unit Sale Price	APC
M37TSS9PW1AN	APX8500 ALL BAND MP MOBILE.	1	\$5,893.68	27.00%	\$1,591.29	\$4,302.39	0681
GA05507AA	DEL: DELETE 7/800MHZ BAND.	1	-\$800.00	27.00%	-\$216.00	-\$584.00	0681
GA05509AA	DEL: DELETE UHF BAND.	1	-\$800.00	27.00%	-\$216.00	-\$584.00	0681
G51AT	ENH:SMARTZONE.	1	\$1,650.00	27.00%	\$445.50	\$1,204.50	0681
G806BL	ENH: ASTRO DIGITAL CAI OP APX.	1	\$567.00	27.00%	\$153.09	\$413.91	0681
G361AH	ENH: P25 TRUNKING SOFTWARE APX.	1	\$330.00	27.00%	\$89.10	\$240.90	0681
GA01670AA	ADD: APX E5 CONTROL HEAD.	1	\$717.00	27.00%	\$193.59	\$523.41	0681
GA01843AA	ADD: MOBILE IMPACT DETECTION.	1	\$165.00	27.00%	\$44.55	\$120.45	0681
GA00250AA	ADD: WIFI/GNSS STUBBY ANTENNA LMR240.	1	\$110.00	27.00%	\$29.70	\$80.30	0681
GA00255AF	ADD: 5Y ESSENTIAL ACCIDENTAL DAMAGE.	1	\$670.00	0.00%	\$0.00	\$670.00	0185
GA01513AB	ADD: ALL BAND MOBILE ANTENNA (7/8V/U).	1	\$105.00	27.00%	\$28.35	\$76.65	0681
G628AC	ADD: REMOTE MOUNT CABLE 17 FT APX.	1	\$17.00	27.00%	\$4.59	\$12.41	0681
G53AL	ADD: FPP & CLONE APX.	1	\$165.00	27.00%	\$44.55	\$120.45	0681
GA00092AU	ADD: APXM DUAL E5 CH.	1	\$627.00	27.00%	\$169.29	\$457.71	0681
GA09001AA	ADD: WI-FI CAPABILITY.	1	\$330.00	27.00%	\$89.10	\$240.90	0681
B18CR	ADD: AUXILIARY SPKR 7.5 WATT APX.	1	\$66.00	27.00%	\$17.82	\$48.18	0681
G843AH	ADD: AES ENCRYPTION AND ADP.	1	\$523.00	27.00%	\$141.21	\$381.79	0681
G610AC	ADD: REMOTE MOUNT CABLE 30 FT APX.	1	\$28.00	27.00%	\$7.56	\$20.44	0681
G444AH	ADD: APX CONTROL HEAD SOFTWARE.	1	\$0.00	0.00%	\$0.00	\$0.00	0681
G67EH	ADD: REMOTE MOUNT E5 MP.	1	\$327.00	27.00%	\$88.29	\$238.71	0681
GA01517AA	DEL: NO J600 ADAPTER CABLE NEEDED	1	\$0.00	0.00%	\$0.00	\$0.00	0681
W22BA	ADD: STD PALM MICROPHONE APX.	1	\$79.00	27.00%	\$21.33	\$57.67	0681
GA01630AA	ADD: SMARTCONNECT.	1	\$0.00	0.00%	\$0.00	\$0.00	0681
W969BG	ADD: MULTIKEY OPERATION.	1	\$363.00	27.00%	\$98.01	\$264.99	0681

APX™ Accessories		Quantit y	Unit List Price	Discount %	Discount \$	Unit Sale Price	APC
PMNN4424B	BATT IMPRES LIION IP68 2350T.	1	\$148.84	27.00%	\$40.19	\$108.65	0453
PMPN4284B	CHARGER DESKTOP MULTI-UNIT IMPRES 2 1 DISPLAY EXT PS 100-240VAC US/NA.	1	\$707.40	27.00%	\$191.00	\$516.40	0785
PMPN4027A	PWR SUPPLY, SMPS, MICRO USB-NA.	1	\$15.00	27.00%	\$4.05	\$10.95	0785
PMNN4448AR	BATTERY PACK,BATT IMPRES LIION IP67 2800T.	1	\$155.30	27.00%	\$43.80	\$109.50	0453
PMPN4576A	CHARGER,CHGR DESKTOP SINGLE UNIT IMPRES EXT PS US/NA/TW.	1	\$82.08	27.00%	\$22.16	\$59.92	0785
NNTN8560B	BATT IMPRES LIION TIA4950 HE DENS IP68 2500T	1	\$202.13	27.00%	\$54.58	\$147.55	0453
PMNN4461A	BATT STD LIION 1800T.	1	\$68.25	27.00%	\$18.43	\$49.82	0453
PMMN4069AL	MICROPHONE,IMPRES RSM, 3.5MM JACK, IP55.	1	\$143.64	27.00%	\$38.78	\$104.86	0372
NNTN8128C	BATT IMPRES LIION IP67 2000T.	1	\$128.99	27.00%	\$34.83	\$94.16	0453
PMMN4135B	XVP850 REMOTE SPEAKER MICROPHONE WITH CHANNEL KNOB.	1	\$507.60	27.00%	\$137.05	\$370.55	0372
PMLN6716A	WIRELESS RSM VEHICULAR CHARGER.	1	\$77.76	27.00%	\$21.00	\$56.76	0785

APX™ Consolette		Quantit y	Unit List Price	Discount %	Discount \$	Unit Sale Price	APC
L37TSS9PW1AN	ALL BAND CONSOLETTTE.	1	\$9,933.04	27.00%	\$2,681.92	\$7,251.12	0681
HA00694AA	ADD: 7Y ESSENTIAL SERVICE HTM.	1	\$604.80	0.00%	\$0.00	\$604.80	0185
GA01513AB	ADD: ALL BAND MOBILE ANTENNA (7/8V/U).	1	\$105.00	27.00%	\$28.35	\$76.65	0681
CA01598AB	ADD: AC LINE CORD US.	1	\$0.00	0.00%	\$0.00	\$0.00	0681
G51AT	ENH:SMARTZONE.	1	\$1,650.00	27.00%	\$445.50	\$1,204.50	0681
L999AG	ADD: FULL FP W/E5/KEYPAD/CLOCK/VU.	1	\$868.00	27.00%	\$234.36	\$633.64	0681
G843AH	ADD: AES ENCRYPTION AND ADP.	1	\$523.00	27.00%	\$141.21	\$381.79	0681
GA01439AB	ADD:GATEWAY RSM AND WIRELESS RSM.	1	\$431.00	27.00%	\$116.37	\$314.63	0681
G806BL	ENH: ASTRO DIGITAL CAI OP APX.	1	\$567.00	27.00%	\$153.09	\$413.91	0681
W969BG	ADD: MULTIKEY OPERATION.	1	\$363.00	27.00%	\$98.01	\$264.99	0681
G361AH	ENH: P25 TRUNKING SOFTWARE APX.	1	\$330.00	27.00%	\$89.10	\$240.90	0681
HKN6233C	APX CONSOLETTTE RACK MOUNT KIT.	1	\$200.00	27.00%	\$54.00	\$146.00	0761

MOTOROLA DISCOUNT MATRIX

APX Accessories	25.00%	APX Accessories
Lex 11 Device and Accessories	15.00%	Lex 11 Device and Accessories
Wave Equipment	10.00%	Wave Equipment
Wave Servers	10.00%	Wave Servers
VESTA Hardware and Licensing	15.00%	VESTA Hardware and Licensing
INFRASTRUCTURE / FIXED EQUIPMENT / OTHER		INFRASTRUCTURE / FIXED EQUIPMENT / OTHER
GTR8000 BASE/REPEATER STATIONS	20.00%	GTR8000 BASE/REPEATER STATIONS
INFRASTRUCTURE/FIXED EQUIPMENT/OTHER	20.00%	INFRASTRUCTURE/FIXED EQUIPMENT/OTHER
MECC7500E RADIO CONSOLE AXS Console	15.00%	MCC7500E RADIO CONSOLE AXS Console
Avtec Dispatch Radio Console	10.00%	Avtec Dispatch Radio Console
MPLS Parts/Accessories Juniper	10.00%	MPLS Parts/Accessories Juniper
Fixed Microwave and Nokia MPLS Parts	10.00%	Fixed Microwave and Nokia MPLS Parts
Dropship	9.00%	Dropship Accessories