

# BAYCOM

A Lifeline in the Moments that Matter

November 6, 2019

City of Waukesha Departments  
Attn: Joe Hoffman

Thank you for giving Baycom the opportunity to work with you on your Motorola radio equipment / trade-out project.

We appreciate being able to assist with this project and look forward to being of service to you for many years to come.

The purpose of this draft letter is to explain in “laymen’s terms” the arrangement to be made with the City of Waukesha and Motorola Solutions.

Total Equipment Cost: \$ 1,416,014.42  
Down Payment Cost: \$ -500,000.00 Due in January 2020

Balance To Finance: \$ 916,014.42

- Interest Free Financing (0%) for years 2020 and 2021. Equal Payments of \$ 458,007.21 due in January of 2021 and January of 2022.
- No Equipment will be received by the City of Waukesha until January 2020.
- All Costs reflect Motorola Promotional pricing of 7% additional discount above standard WCA Services Inc. Contract # 11-16200/CB.
- Purchase Order for entire system must be received no later than December 6, 2019.

All formal documents and contracts with Motorola will be forthcoming upon approval of basic agreement terms by the Waukesha City Council and Finance Committee.

Please feel free to call or email me with any questions or concerns.

Best Regards,

David J. Feiler  
Public Safety Account Executive  
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