



# COMMUNICATIONS SYSTEM MAINTENANCE PROPOSAL

**CITY OF REDONDO BEACH**  
**RFP# 2122-008**

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**DUE JANUARY 7, 2022 BEFORE 4:30PM**





January 5, 2022

City Of Redondo Beach - Purchasing  
415 Diamond St., Door 1  
Redondo Beach, CA 90277

Attn: RFP#2122-008  
Maintenance, Repair and Technical Support Services for Public Safety Radio Equipment

It is my pleasure to submit the enclosed response to your RFP.

Bear Communications, Inc., dba BearCom, is a major provider of engineering, installation, maintenance, and warranty for Motorola Solutions, Inc. products, including repeaters, base stations, portable radios, mobile radios, paging systems, large communications consoles, dispatch centers, point-to-point, point-to-multi point, broadband, mesh networking and security closed circuit television. We have serviced Southern California customers for 40+ years!

BearCom is proud to claim a 40-year relationship with Motorola, Inc.

We are the highest-level Motorola Solutions, Inc. service provider with a "Service Elite Specialist" (SES) rating and our technicians are certified by the Electronics Technicians Association of America (ETA). All our service monitors are re-calibrated annually, which ensures accurate / comparable readings from year-to-year for each piece of equipment serviced. We utilize JD Edwards to account for all labor and parts required for each repair; therefore, we can assist you in evaluating your equipment that may have higher than normal repair issues or that is subjected to non-normal use by the end user.

BearCom technicians are members of the L.A. Clean Card program, and all technicians, installers and sales personal are TWIC certified.

Bear Communications is uniquely qualified and built for this type of technical system maintenance support.

The Bear Communications Los Angeles branch which is a HUB for Bearcom is located in the city of Redondo Beach.

We invite and welcome all city employees needing radio service to simply stop in during business hours for any radio service needs for radios in vehicles or portable radios. This is of course on top of us dispatching technicians at any time for field work.

If we were to be awarded this contract, we would like to set up and do some of the following tasks at no additional cost to this contract which will be very beneficial to the city:

- Immediately Perform a complete equipment inventory for all radio related equipment and supporting devices such as microwave links, switches, routers, loggers, etc. Provide a completed list that will be updated throughout the year as radios and devices are replaced or removed. This includes devices that are not identified on any lists associated to this bid response but may be connected to the radio system in some fashion. We will not touch anything without proper communications with the city. Identify the age of the equipment and all items that are no longer supported by the manufacturer.
- Read each radio and device to identify and document the current and firmware and feature sets along with an age report.

- Make recommendations on how to properly utilize the original radio system components and discard any items that are not needed to prevent any wasted dollars.
- Set up a wireless connection at our office to be able to troubleshoot, update, program or verify radios in the system. (With Redondo Beach and SBR approval)
- Represent Redondo Beach on a technical and consulting level for all communications technologies as well as ICI, SBR, LARICS and any other agencies or entities that need technical response. All at the direction of The City of Redondo Beach and never acting alone. (i.e., working with the FCC for any License issues such as interference and letters of concurrence, attending meetings with on behalf of Redondo Beach)

In closing, I thank you for the opportunity to respond to your bid request. My staff at BearCom is eager to continue to provide the City of Redondo Beach with the highest level of professional service in our industry. If you have any questions, please do not hesitate to call me at any time at 424-675-7116 x40215. I also invite you to visit our Redondo Beach headquarters office at any time.

I look forward to a positive reply to our proposal.

Sincerely,

*Mark Carry*

Mark Carry  
General Manager  
[Mark.carry@bearcom.com](mailto:Mark.carry@bearcom.com)  
310-261-3620



Financial Services

415 Diamond Street, P.O. Box 270  
Redondo Beach, California 90277-0270  
www.redondo.org

tel 310 372-1171  
fax 310 937-6666

## **ADDENDUM #1 (2 Pages)**

**RFP NUMBER: 2122-008**

**RFP NAME: MAINTENANCE, REPAIR AND TECHNICAL SUPPORT  
SERVICES FOR PUBLIC SAFETY RADIO EQUIPMENT**

**ADDENDUM DATE: 7:00 p.m., January 3, 2022**

**ISSUED BY:**

  
Robert Norman, Financial Services Dept.

### **The following constitutes Addendum #1:**

- 1. Proposal due date is extended to 4:30pm, Friday, January 7, 2022.**
- 2. Responses to Questions – Page 2**
- 3. Acknowledgement of Addendum #1 may be submitted electronically to robert.norman@redondo.org**

**ACKNOWLEDGED:**

**Company Name:** BearCom

**Signature:** Mark Curry  
Authorized Representative

**Date:** 1-4-2022

## **Questions & Responses for RFP #2122-008**

*Q1: General Question: How many channels are currently being used through ICI for each Department: Police, Fire and Public Works? Any others?*

**A1: Five (5) for Police, Six (6) for Fire and one (1) Public Works**

*Q2: Re: Page 5 – Technical Support – Section A: Will remote access be provided to the Avtec Consoles?*

**A2: Yes.**

*Q3: Re: Page 5 – Technical Support – Section B: Will remote access be provided to the UEM & NM Client, PM, UNC and UNC Wizard?*

**A3: These are all parts of the ICI core system. Yes, remote access can be provided.**

*Q4: Re: Attachment A – Police Department: Are the remotes in the Emergency Operation Center (EOC) included somewhere in the equipment list?*

**A4: Yes.**

*Q5: Re: Attachment A – Police Department: Is the radio equipment in the Command Trailer included in the equipment list?*

**A5: Yes.**

*Q6: Re: Attachment A – Police Department: Are the XTL and XTS radios still in use for the Police Department?*

**A6: Very few remain in use. I would estimate less than 10. Most all portable radios are now APX.**

*Q7: Re: Attachment A – Fire Department: Are the Harbor Patrol radios included in the equipment totals under Fire Department?*

**A7: Yes.**

*Q8: Re: Attachment A – Fire Department: Are the XTL and XTS radios still in use for the Fire Department?*

**A8: No. All should have been replaced with APX radios.**



# ABOUT BEARCOM

BearCom designs and delivers high-performance wireless voice, video and data communication solutions that boost operating efficiency and increase safety. Whether you need a multi-point wireless network to connect your work teams, an integrated two-way radio system to add productivity across your facility, a bi-directional amplifier to enable communications between first responders, or any other wireless solution to improve staff collaboration, BearCom can help.

For more than 40 years, BearCom has been serving leading airlines, manufacturing and petrochemical plants, distribution centers, hotels and resorts, construction firms, public safety agencies, schools, and more. In addition, our rental team supports major sporting events, award shows, conventions, and fairs, as well as the largest music festivals in the nation.

BearCom sells, rents, and services two-way radios, video surveillance cameras, private LTE systems, radio interoperability systems, mesh broadband networks, point-to-point bridges, remote call boxes, WLAN systems, and mobile command centers. Thousands of customers depend on BearCom to keep them connected... everywhere, all the time.

## BearCom at a Glance

- Founded 1981 - Leader in wireless industry 40+ years
- 80+ local branch offices in North America
- Corporate Headquarters and 96,000 Sq. Ft. Distribution Center
- National Service Depot
- More than \$10 million in new product inventory
- 165,000+ two-way radios shipped annually
- Over 60,000 devices in our rental fleet
- Over 1,100 employees, including 350+ in Technical Services

## Executive Leadership Team

Chief Executive Officer/President	Bob Craycraft
Chief Financial Officer	Greg Collins
Chief Administrative Officer	Carla Rolinc
Sr. VP of Sales and Marketing	Les Fry
Sr. VP of Service and Operations	Mike Smith
President - Canada	Ryan Pryznyk



# WHAT WE DO

BearCom is the largest value-added reseller in the world of Motorola Solutions two-way radio systems. We have also earned Motorola Solutions' premier Service Elite Specialist designation. In addition to two-way radio systems for wireless voice and data communications, BearCom offers technical expertise in Point-To-Point and Point-To-Multipoint networks, CCTV/process cameras, as well as complete system design and installation of Bi-Directional Amplifiers (BDA) and Distributed Antenna Systems (DAS). When working with BearCom, you're partnering with a wireless solutions provider who knows your vertical market and provides the wireless voice and data solutions you need to be successful.

BearCom has earned a number of awards and accolades since 1981 for innovation, customer service, and industry leadership. BearCom is a board-level member of the Enterprise Wireless Alliance (EWA) and is regularly recognized as a leader in the wireless industry. In addition, BearCom has been named a Motorola Solutions Empower Circle winner multiple times, an honor that recognizes independent distributors, resellers, and dealers for outstanding sales performance and customer service.

## Experience and Technical Expertise

The BearCom Technical Services Group includes more than 350 highly knowledgeable, highly experienced wireless industry professionals, many of whom hold advanced engineering degrees. Our team stays up to date with wireless technology by earning the latest credentials for DMR and P25 networking, R56 site installation, and other key industry certifications.

If you have specialized needs, the BearCom team includes highly skilled system architects and technology engineers who can develop complex solutions for environments requiring advanced wireless radio networks. To achieve full coverage in challenging areas, we have proven experience deploying bi-directional amplifiers and distributed antenna equipment. In addition, we are iBwave-certified for designing the right BDA/DAS solutions.

BearCom has a dedicated staff offering complete FCC licensing and frequency management solutions. Our team processes approximately 1000 new FCC licenses with coordinators annually, as well as hundreds of renewals, construction notifications and license modifications.

With our proven expertise serving more than 30,000 customers in nearly every commercial and public sector, you can count on BearCom to design and deliver the best solutions for your organization. Our highly skilled professionals are ready to meet your challenges with a wide selection of innovative equipment, infrastructure, applications, and solutions that enhance the success of your voice/data communications, IoT, and M2M programs.

# OVERVIEW

## Your Team

BearCom is America's only nationwide wireless equipment dealer and integrator. We are headquartered in Dallas, Texas and have more than 80 branches across the United States and Canada. We're here to help you!

### **Stanley Cameron, Regional Vice President**

Email: [stan.cameron@bearcom.com](mailto:stan.cameron@bearcom.com)

Phone: 424-675-7116 x40223

### **Mark Carry, General Manager**

Email: [mark.carry@bearcom.com](mailto:mark.carry@bearcom.com)

Phone: 424-675-7116 x40215





# STATEMENT OF WORK

This proposal offers a 5-year Service Level Agreement and Maintenance Plan for existing Equipment as listed on "Attachment A" at all the **City of Redondo Beach** locations. We propose the following:

- A Kick-Off meeting be scheduled within 1 week of the "Award of the Bid".
- Project schedule and timeline is ongoing, annually and will be discussed at the Kick-Off Meeting.
- Warranty on replacement parts used in repairs is 1 (one) year.
- Warranty on labor is 90 (ninety) days).
- The City of Redondo Beach may elect to execute this contract for 1, 2, 3, 4 or 5 years based on pricing provided.
- Perform Preventive Maintenance on all Infrastructure Equipment on an annual basis and provide a report/data sheet to the **City of Redondo Beach** for review. BearCom field technicians will retune and align all equipment to factory specifications during this process. Schedule to be set at Kick-Off meeting.

## SUBSCRIBERS

**Mon-Fri 0800-1700** support. **On-demand pickup** of mobile and portable radio products via our courier service will be done within 48 hours of repair request or the City of Redondo Beach may send in the equipment via UPS/FedEx (at their expense) or drop off equipment at our Redondo Beach location.

Faulty equipment under warranty will be returned to the manufacturer for repair, faulty equipment out of warranty will be identified to the **City of Redondo Beach** for disposition (repair under contract or replacement at time and material rates). Repaired radios shall have a 90-day warranty on parts and labor.

General radio repairs will be defined as repairs of radios that include the following: intermittent or not transmit or receive; intermittent or no power; unresponsive equipment and programming of failed radios.

Repairs will be completed within two (2) weeks of receipt of equipment. Any delay must be approved by the **City of Redondo Beach**.

BearCom will provide new, manufacturer replacement parts and labor for on-demand and scheduled maintenance to Land Mobile Radio (LMR) communications equipment, **subject to the availability of parts**. Best Effort will be given to restore equipment to service that is no longer supported by the manufacturer. See the attached "Exception Page". If new parts are no longer available, BearCom will contract the **City of Redondo Beach** with recommendations on after market parts, used parts and/or replacement of equipment.

If radio repair costs go beyond the marked value of the radio, then it will be deemed beyond economical repair (BER) and the **City of Redondo Beach** shall be notified as such and a quote will be provided for a replacement unit.

# STATEMENT OF WORK

## INFRASTRUCTURE

**7x24** support. On site technician providing real-time repair on minor accessory repairs (e.g., enclosures, knobs). Board level failures will be picked up and delivered to **Redondo Beach branch office**. On demand, on-site troubleshooting, and repair of infrastructure related communications equipment. Annual Preventive Maintenance Inspection on all Infrastructure Equipment and provide a report/data sheets to the **City of Redondo Beach** for review. BearCom field technicians will retune and align all equipment to factory specifications during this process.

1	<b>7x24 Response</b> to catastrophic failure that detrimentally impedes operations or jeopardizes safety of personnel	2 hours	4 hours

This SOW provides the most current understanding of the work required by both parties to ensure a successful Service Level Agreement. It is understood that this SOW is a working document, and that it will be revised as needed to incorporate any changes associated system configuration, or any change orders that may occur during the term of the agreement.

### BearCom Major Responsibilities:

- Perform annual Preventive Maintenance measurements and alignments as necessary to restore existing repeater infrastructure equipment to factory specifications. Sweep antenna lines to ensure proper operation.
- Provide engineering test report.
- Attend technical meetings on behalf of Redondo Beach Police Department upon invitation of the support Services Division Commander or Administrative Manager.
- Provide consultation services for replacement, depreciation, and budgeting of radio equipment.
- Administratively manage Avtec consoles by monitoring system performance:
  - Manage for firmware and features
  - Provide annual software upgrades provided by the City of Redondo Beach
  - Plan and design enhancements and features
- Assist with Interoperability Network of South Bay (INSB)
  - Monitor changes and perform diagnostics of radio frequency sites as related to the participation of the Redondo Beach Police Department within the INSB as a member City
  - Monitor planned outages and ICI alert messages for the city as a participating City of INSB

Provide code-plug updates for City's radio Management program and provide code-plug updates as required by the Department twice per year, with automatic pushes through the Radio Management program, and will schedule (5) five days per department for non-Wi-Fi-enabled subscriber equipment

- Provide technical interoperability for the City with Interoperability of South Bay Network members to provide network access for equipment that uses shared functionality. Shared equipment includes:
  - Trunking Gateway – version compatibility and coordinated upgrades
  - Cambium Microwave ring and network equipment
  - Radio Management Database
  - Aruba Wi-Fi Access Points
  - Interagency Communications Interoperability firewall compatibility
- Maintain technical interoperability with South Bay Regional Public Communications Authority (SBRPCA) for Redondo Beach network access for equipment that uses shared functionality.
- Prepare administrative updates for radio frequency licenses, including but not limited to changes in radio frequency, address, phone number, fax number, control point, email address, point of contact information and removing parties from the license. Provide for renewal of radio licenses prior to expiration.
- Provide for field testing of the radio frequencies, prepare Letters of Concurrence as necessary.
- Review all prior Coordination Notices (PCN) for other proposed microwave systems to prevent radio interference with the City of Redondo Beach.

#### Customer's Responsibility:

- Provide site access or permit if any for BearCom field technician during preventive maintenance testing/measurements and for any on-site repair response.

## General Customer Responsibilities

Customer will assume responsibility for the performance of all other equipment and work necessary for completion of this project that is not provided by BearCom. Customer's general responsibilities include the following:

- Placing a Request for Service via Phone or Email:

#### Phone Procedure

To service the needs of our customers, our office hours are from 8:00 a.m. to 5:00 p.m., Monday through Friday, excluding Weekends and Legal Holidays.

If service is required during regular business hours, **simply call 424-675-7116, ext. 40261** for our "dispatch" office. Our friendly personnel will promptly handle your needs and schedule a field technician to your facility. We will always strive to provide same day service; however, on rare occasions we may have to schedule your service for the next business day.

If service is required after normal business hours, on Weekends and/or Legal Holidays, **simply call 800-725-7234, dial 9**. Please leave a detailed message, including your name, call back phone number and a description of the radio problem and a service technician will return your call within 30 minutes. If site response is required, a technician will be on site within 4 hours.

#### Email Procedure

Email your request for service to [dispatchrb@bearcom.com](mailto:dispatchrb@bearcom.com). Attaching a completed Service Request Form (this will be provided after award of contract).

- Provide all buildings, equipment shelters, and any other structures required for system operation.

- Ensure equipment sites meet power, grounding, space, and connectivity requirements for all equipment.
- Obtain all licensing, site access, or permitting required for project implementation.
- Coordinate the activities of all Customer vendors or other contractors.

All work will be performed at times determined by customer and Bearcom. Hours can vary depending upon facility availability. Normal work hours are 8:00 am to 5:00 pm, Monday through Friday, excluding the following Contractor holidays:

New Year's Day  
Good Friday  
Memorial Day  
Independence Day  
Labor Day

Thanksgiving Day  
Day after Thanksgiving  
Christmas Eve Day  
Christmas Day



# **PRICING**

## **FOR PROPOSED MAINTENANCE SERVICES**

<b>Description</b>	<b>Price</b>
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<b>SEE EXHIBIT A</b>	
<b>ATTACHED</b>	

# EXHIBIT A

Police Department	Building	Manufacturer	Year Purchase	Lifespan	QTY	1st YEAR PER UNIT	Extended Per Month	2nd YEAR PER UNIT	Extended Per Month	3rd YEAR PER UNIT	Extended Per Month	4th YEAR PER UNIT	Extended Per Month	5th YEAR PER UNIT	Extended Per Month
Police Tactical Main Repeater	Cal Water / Prospect		2005	10	1	\$ 72.00	\$ 72.00	\$ 72.00	\$ 72.00	\$ 74.16	\$ 74.16	\$ 76.38	\$ 76.38	\$ 78.68	\$ 78.68
Police Detective Main Repeater	Cal Water / Prospect		2005	10	1	\$ 72.00	\$ 72.00	\$ 72.00	\$ 72.00	\$ 74.16	\$ 74.16	\$ 76.38	\$ 76.38	\$ 78.68	\$ 78.68
Municipal Services Main Repeater - 800Mhz	Cal Water / Prospect		2005	10	1	\$ 72.00	\$ 72.00	\$ 72.00	\$ 72.00	\$ 74.16	\$ 74.16	\$ 76.38	\$ 76.38	\$ 78.68	\$ 78.68
Police Primary Stand-by Repeater	Radio Room		2004	12	1	\$ 72.00	\$ 72.00	\$ 72.00	\$ 72.00	\$ 74.16	\$ 74.16	\$ 76.38	\$ 76.38	\$ 78.68	\$ 78.68
Police Primary Receiver (1 of 3)	Verizon		2004	12	1	\$ 30.00	\$ 30.00	\$ 30.00	\$ 30.00	\$ 30.90	\$ 30.90	\$ 31.83	\$ 31.83	\$ 32.78	\$ 32.78
Police Primary Receiver (2 of 3)	Northrop Grumman		2004	12	1	\$ 30.00	\$ 30.00	\$ 30.00	\$ 30.00	\$ 30.90	\$ 30.90	\$ 31.83	\$ 31.83	\$ 32.78	\$ 32.78
Police Primary Receiver (3 of 3)	South Bay Galleria		2004	12	1	\$ 30.00	\$ 30.00	\$ 30.00	\$ 30.00	\$ 30.90	\$ 30.90	\$ 31.83	\$ 31.83	\$ 32.78	\$ 32.78
Police Tactical Receiver (1 of 3)	Verizon		2004	12	1	\$ 30.00	\$ 30.00	\$ 30.00	\$ 30.00	\$ 30.90	\$ 30.90	\$ 31.83	\$ 31.83	\$ 32.78	\$ 32.78
Police Tactical Receiver (2 of 3)	Northrop Grumman		2004	12	1	\$ 30.00	\$ 30.00	\$ 30.00	\$ 30.00	\$ 30.90	\$ 30.90	\$ 31.83	\$ 31.83	\$ 32.78	\$ 32.78
Police Detective Receiver (1 of 3)	Verizon		2004	12	1	\$ 30.00	\$ 30.00	\$ 30.00	\$ 30.00	\$ 30.90	\$ 30.90	\$ 31.83	\$ 31.83	\$ 32.78	\$ 32.78
Police Detective Receiver (2 of 3)	Northrop Grumman		2004	12	1	\$ 30.00	\$ 30.00	\$ 30.00	\$ 30.00	\$ 30.90	\$ 30.90	\$ 31.83	\$ 31.83	\$ 32.78	\$ 32.78
Police Tactical Stand-by Repeater	PD Upstairs		2006	10	1	\$ 72.00	\$ 72.00	\$ 72.00	\$ 72.00	\$ 74.16	\$ 74.16	\$ 76.38	\$ 76.38	\$ 78.68	\$ 78.68
Police Primary Comparator	Radio Room		2006	10	1	\$ 10.00	\$ 10.00	\$ 10.00	\$ 10.00	\$ 10.30	\$ 10.30	\$ 10.61	\$ 10.61	\$ 10.93	\$ 10.93
Police Tactical Comparator	Radio Room		2006	10	1	\$ 10.00	\$ 10.00	\$ 10.00	\$ 10.00	\$ 10.30	\$ 10.30	\$ 10.61	\$ 10.61	\$ 10.93	\$ 10.93
Police Detective Comparator	Radio Room		2006	10	1	\$ 10.00	\$ 10.00	\$ 10.00	\$ 10.00	\$ 10.30	\$ 10.30	\$ 10.61	\$ 10.61	\$ 10.93	\$ 10.93
Police Primary Control Station	Radio Room		2006	10	1	\$ 11.00	\$ 11.00	\$ 11.00	\$ 11.00	\$ 11.33	\$ 11.33	\$ 11.67	\$ 11.67	\$ 12.02	\$ 12.02
Police Tactical Control Station	Radio Room		2006	10	1	\$ 11.00	\$ 11.00	\$ 11.00	\$ 11.00	\$ 11.33	\$ 11.33	\$ 11.67	\$ 11.67	\$ 12.02	\$ 12.02
XTL5000 Mobile Radios (77 each)	PD	Motorola	2006	10		Excluded	Excluded	Excluded	Excluded	Excluded	Excluded	Excluded	Excluded	Excluded	Excluded
CDM1250 Mobile Radios - MSO (2 each)	PD	Motorola	2006	10	2	\$ 11.00	\$ 22.00	\$ 11.00	\$ 22.00	\$ 11.33	\$ 22.66	\$ 11.67	\$ 23.34	\$ 12.02	\$ 24.04
XTS5000 Portable Radios (115 each)	PD	Motorola	2007	10		Excluded	Excluded	Excluded	Excluded	Excluded	Excluded	Excluded	Excluded	Excluded	Excluded
XTS3000 Portable Radios (35 each)	PD	Motorola	2007	10		Excluded	Excluded	Excluded	Excluded	Excluded	Excluded	Excluded	Excluded	Excluded	Excluded
Police Detective Standby Repeater	Radio Room		2008	10	1	\$ 72.00	\$ 72.00	\$ 72.00	\$ 72.00	\$ 74.16	\$ 74.16	\$ 76.38	\$ 76.38	\$ 78.68	\$ 78.68
Police Tactical Receiver (3 of 3)	South Bay Galleria		2008	10	1	\$ 30.00	\$ 30.00	\$ 30.00	\$ 30.00	\$ 30.90	\$ 30.90	\$ 31.83	\$ 31.83	\$ 32.78	\$ 32.78
Police Detective Receiver (3 of 3)	South Bay Galleria		2008	10	1	\$ 30.00	\$ 30.00	\$ 30.00	\$ 30.00	\$ 30.90	\$ 30.90	\$ 31.83	\$ 31.83	\$ 32.78	\$ 32.78
TXRX UHF Combiner	Cal Water / Prospect	Motorola	2005	15	1	\$ 30.00	\$ 30.00	\$ 30.00	\$ 30.00	\$ 30.90	\$ 30.90	\$ 31.83	\$ 31.83	\$ 32.78	\$ 32.78
Police Primary Main Repeater	BCHD		2012	10	1	\$ 10.00	\$ 10.00	\$ 10.00	\$ 10.00	\$ 10.30	\$ 10.30	\$ 10.61	\$ 10.61	\$ 10.93	\$ 10.93
UHF CLEMARS/NALEMARS Base Station	Dispatch Server Room	Motorola	2013	10	1	\$ 18.00	\$ 18.00	\$ 18.00	\$ 18.00	\$ 18.54	\$ 18.54	\$ 19.10	\$ 19.10	\$ 19.67	\$ 19.67
VHF CLEMARS/NALEMARS Base Station	Dispatch Server Room	Motorola	2013	10	1	\$ 18.00	\$ 18.00	\$ 18.00	\$ 18.00	\$ 18.54	\$ 18.54	\$ 19.10	\$ 19.10	\$ 19.67	\$ 19.67
XTL1500 Mobile Radios for MSO (6 each)	PD	Motorola	2013	10		Excluded	Excluded	Excluded	Excluded	Excluded	Excluded	Excluded	Excluded	Excluded	Excluded
APX 8000 Portable Radios (10)	PD	Motorola	2017	10	10	\$ 5.00	\$ 50.00	\$ 5.00	\$ 50.00	\$ 5.15	\$ 51.50	\$ 5.30	\$ 53.05	\$ 5.46	\$ 54.64
APX 8000 Portable Radios (83)	PD	Motorola	2018	10	83	\$ 5.00	\$ 415.00	\$ 5.00	\$ 415.00	\$ 5.15	\$ 427.45	\$ 5.30	\$ 440.27	\$ 5.46	\$ 453.48
APX 900 Portable Radios (27)	PD	Motorola	2018	10	27	\$ 5.00	\$ 135.00	\$ 5.00	\$ 135.00	\$ 5.15	\$ 139.05	\$ 5.30	\$ 143.22	\$ 5.46	\$ 147.52
APX 8500 Mobile Radios (77)	PD	Motorola	2018	10	77	\$ 5.00	\$ 385.00	\$ 5.00	\$ 385.00	\$ 5.15	\$ 396.55	\$ 5.30	\$ 408.45	\$ 5.46	\$ 420.70
Chargers single-unit Impres2 (93)	PD	Motorola	2018	10		Excluded	Excluded	Excluded	Excluded	Excluded	Excluded	Excluded	Excluded	Excluded	Excluded
Charger Multi-Unit, Impres2 6dispatch (4)	PD	Motorola	2018	10		Excluded	Excluded	Excluded	Excluded	Excluded	Excluded	Excluded	Excluded	Excluded	Excluded
Mobile Antenna (78)	PD vehicles	Motorola	2018	10	78	Included	No Charge	Included	No Charge	Included	No Charge	Included	No Charge	Included	No Charge
Portable Batteries (93)	PD	Motorola	2018	10	93	\$ 12.00	\$ 1,116.00	\$ 12.00	\$ 1,116.00	\$ 12.36	\$ 1,149.48	\$ 12.73	\$ 1,183.96	\$ 13.11	\$ 1,219.48
Palm Microphone Mobile (93)	PD	Motorola	2018	10		Included	No Charge	Included	No Charge	Included	No Charge	Included	No Charge	Included	No Charge
APX 8000 Portable Radios (20)	PD	Motorola	2020	10	20	\$ 5.00	\$ 100.00	\$ 5.00	\$ 100.00	\$ 5.15	\$ 103.00	\$ 5.30	\$ 106.09	\$ 5.46	\$ 109.27
Chargers single-unit Impres2 (20)	PD	Motorola	2020	10		Excluded	Excluded	Excluded	Excluded	Excluded	Excluded	Excluded	Excluded	Excluded	Excluded
Portable Batteries (20)	PD	Motorola	2020	10	20	\$ 12.00	\$ 240.00	\$ 12.00	\$ 240.00	\$ 12.36	\$ 247.20	\$ 12.73	\$ 254.62	\$ 13.11	\$ 262.25
Palm Microphone Mobile (20)	PD	Motorola	2020	10		Included	No Charge	Included	No Charge	Included	No Charge	Included	No Charge	Included	No Charge
Alternate PSAP	Building		Year Purchase	Lifespan											
Avtec Consolette for dispatch (1) I-PAD radio	FS2 / Alt PSAP	Avtec	2020	10	1	\$ 139.00	\$ 139.00	\$ 139.00	\$ 139.00	\$ 143.17	\$ 143.17	\$ 147.47	\$ 147.47	\$ 151.89	\$ 151.89
So. Bay Fire Base Station	FS2 / Alt PSAP	Motorola	2005	10	1	\$ 11.00	\$ 11.00	\$ 11.00	\$ 11.00	\$ 11.33	\$ 11.33	\$ 11.67	\$ 11.67	\$ 12.02	\$ 12.02

# EXHIBIT A

Fire Admin Control Station	FS2 / Alt PSAP	Motorola	2011	10	1	\$ 11.00	\$ 11.00	\$ 11.00	\$ 11.00	\$ 11.33	\$ 11.33	\$ 11.67	\$ 11.67	\$ 12.02	\$ 12.02
Police Primary Radio	FS2 / Alt PSAP	Motorola	2012	10	1	\$ 11.00	\$ 11.00	\$ 11.00	\$ 11.00	\$ 11.33	\$ 11.33	\$ 11.67	\$ 11.67	\$ 12.02	\$ 12.02
Police Tactical Radio	FS2 / Alt PSAP	Motorola	2012	10	1	\$ 11.00	\$ 11.00	\$ 11.00	\$ 11.00	\$ 11.33	\$ 11.33	\$ 11.67	\$ 11.67	\$ 12.02	\$ 12.02
Dispatch	Building		Year Purchase	Lifespan											
Avtec Dispatch (4)	Dispatch	Avtec	2020	10	4	\$ 139.00	\$ 556.00	\$ 139.00	\$ 556.00	\$ 143.17	\$ 572.68	\$ 147.47	\$ 589.86	\$ 151.89	\$ 607.56
Gold Elite Radio Server (Dispatch/glass room)	Dispatch Server Room	Motorola	2005	10	1	\$ 100.00	\$ 100.00	\$ 100.00	\$ 100.00	\$ 103.00	\$ 103.00	\$ 106.09	\$ 106.09	\$ 109.27	\$ 109.27
Gold Elite Dispatch - Back Room Equipment	Dispatch Server Room	Motorola	2005	10	1	\$ 100.00	\$ 100.00	\$ 100.00	\$ 100.00	\$ 103.00	\$ 103.00	\$ 106.09	\$ 106.09	\$ 109.27	\$ 109.27
Twelve channel selectable receiver (#1)	Dispatch	Motorola	2013	10	1	\$ 30.00	\$ 30.00	\$ 30.00	\$ 30.00	\$ 30.90	\$ 30.90	\$ 31.83	\$ 31.83	\$ 32.78	\$ 32.78
Twelve channel selectable receiver (#2)	Dispatch	Motorola	2013	10	1	\$ 30.00	\$ 30.00	\$ 30.00	\$ 30.00	\$ 30.90	\$ 30.90	\$ 31.83	\$ 31.83	\$ 32.78	\$ 32.78
Public Works	Building		Year Purchase	Lifespan											
Public Works Main Repeater	Cal Water / Prospect		2006	10	1	\$ 72.00	\$ 72.00	\$ 72.00	\$ 72.00	\$ 74.16	\$ 74.16	\$ 76.38	\$ 76.38	\$ 78.68	\$ 78.68
Public Works Standby Repeater	PW		2008	10	1	\$ 72.00	\$ 72.00	\$ 72.00	\$ 72.00	\$ 74.16	\$ 74.16	\$ 76.38	\$ 76.38	\$ 78.68	\$ 78.68
Pubic Works Receiver (1 of 3)	Verizon		2008	10	1	\$ 30.00	\$ 30.00	\$ 30.00	\$ 30.00	\$ 30.90	\$ 30.90	\$ 31.83	\$ 31.83	\$ 32.78	\$ 32.78
Pubic Works Receiver (2 of 3)	Northrop Grumman		2008	10	1	\$ 30.00	\$ 30.00	\$ 30.00	\$ 30.00	\$ 30.90	\$ 30.90	\$ 31.83	\$ 31.83	\$ 32.78	\$ 32.78
Pubic Works Receiver (3 of 3)	South Bay Galleria		2008	10	1	\$ 30.00	\$ 30.00	\$ 30.00	\$ 30.00	\$ 30.90	\$ 30.90	\$ 31.83	\$ 31.83	\$ 32.78	\$ 32.78
8 Channel Comparator	PW	Motorola	2008	10	1	\$ 10.00	\$ 10.00	\$ 10.00	\$ 10.00	\$ 10.30	\$ 10.30	\$ 10.61	\$ 10.61	\$ 10.93	\$ 10.93
APX 7000 Portable Radios (20)	PW	Motorola	2020	7	20	\$ 5.00	\$ 100.00	\$ 5.00	\$ 100.00	\$ 5.15	\$ 103.00	\$ 5.30	\$ 106.09	\$ 5.46	\$ 109.27
Fire Department	Building		Year Purchase	Lifespan											
Fire Primary Control Station	Radio Room		2005	10	1	\$ 11.00	\$ 11.00	\$ 11.00	\$ 11.00	\$ 11.33	\$ 11.33	\$ 11.67	\$ 11.67	\$ 12.02	\$ 12.02
Fire Primary Base Station	Fire 1		2005	10	1	\$ 11.00	\$ 11.00	\$ 11.00	\$ 11.00	\$ 11.33	\$ 11.33	\$ 11.67	\$ 11.67	\$ 12.02	\$ 12.02
Fire Admin Base Station	Fire 1		2005	10	1	\$ 11.00	\$ 11.00	\$ 11.00	\$ 11.00	\$ 11.33	\$ 11.33	\$ 11.67	\$ 11.67	\$ 12.02	\$ 12.02
Fire Primary Base Station	Fire 2		2005	10	1	\$ 11.00	\$ 11.00	\$ 11.00	\$ 11.00	\$ 11.33	\$ 11.33	\$ 11.67	\$ 11.67	\$ 12.02	\$ 12.02
Fire Admin Base Station	Fire 2		2005	10	1	\$ 11.00	\$ 11.00	\$ 11.00	\$ 11.00	\$ 11.33	\$ 11.33	\$ 11.67	\$ 11.67	\$ 12.02	\$ 12.02
Controller / Decoder	Fire 1		2005	10	1	\$ 30.00	\$ 30.00	\$ 30.00	\$ 30.00	\$ 30.90	\$ 30.90	\$ 31.83	\$ 31.83	\$ 32.78	\$ 32.78
Controller / Decoder	Fire 2		2005	10	1	\$ 30.00	\$ 30.00	\$ 30.00	\$ 30.00	\$ 30.90	\$ 30.90	\$ 31.83	\$ 31.83	\$ 32.78	\$ 32.78
Fire Zetron Encoder (Pod 1)	Dispatch		2005	10	1	\$ 18.00	\$ 18.00	\$ 18.00	\$ 18.00	\$ 18.54	\$ 18.54	\$ 19.10	\$ 19.10	\$ 19.67	\$ 19.67
Fire Zetron Encoder (Pod 4)	Dispatch		2005	10	1	\$ 18.00	\$ 18.00	\$ 18.00	\$ 18.00	\$ 18.54	\$ 18.54	\$ 19.10	\$ 19.10	\$ 19.67	\$ 19.67
Fire Admin Main Repeater	Cal Water / Prospect		2008	8	1	\$ 72.00	\$ 72.00	\$ 72.00	\$ 72.00	\$ 74.16	\$ 74.16	\$ 76.38	\$ 76.38	\$ 78.68	\$ 78.68
Fire Primary Main Repeater	Cal Water / Prospect		2006	10	1	\$ 72.00	\$ 72.00	\$ 72.00	\$ 72.00	\$ 74.16	\$ 74.16	\$ 76.38	\$ 76.38	\$ 78.68	\$ 78.68
Fire Primary Standby Repeater	Radio Room		2006	10	1	\$ 72.00	\$ 72.00	\$ 72.00	\$ 72.00	\$ 74.16	\$ 74.16	\$ 76.38	\$ 76.38	\$ 78.68	\$ 78.68
Fire Primary Comparator -Digitac 8 Channel	Radio Room		2006	10	1	\$ 10.00	\$ 10.00	\$ 10.00	\$ 10.00	\$ 10.30	\$ 10.30	\$ 10.61	\$ 10.61	\$ 10.93	\$ 10.93
CDM1250 Fire Base Station (2 each)	Fire 1/Back Room		2006	10	2	\$ 11.00	\$ 22.00	\$ 11.00	\$ 22.00	\$ 11.33	\$ 22.66	\$ 11.67	\$ 23.34	\$ 12.02	\$ 24.04
CDM1250 Fire Base Station (2 each)	Fire 2/Back Room		2006	10	2	\$ 11.00	\$ 22.00	\$ 11.00	\$ 22.00	\$ 11.33	\$ 22.66	\$ 11.67	\$ 23.34	\$ 12.02	\$ 24.04
Fire Admin Standby Repeater	PD Attic		2008	10	1	\$ 72.00	\$ 72.00	\$ 72.00	\$ 72.00	\$ 74.16	\$ 74.16	\$ 76.38	\$ 76.38	\$ 78.68	\$ 78.68
Fire Primary Receiver (1 of 3)	Verizon		2008	10	1	\$ 30.00	\$ 30.00	\$ 30.00	\$ 30.00	\$ 30.90	\$ 30.90	\$ 31.83	\$ 31.83	\$ 32.78	\$ 32.78
Fire Primary Receiver (2 of 3)	Northrop Grumman		2008	10	1	\$ 30.00	\$ 30.00	\$ 30.00	\$ 30.00	\$ 30.90	\$ 30.90	\$ 31.83	\$ 31.83	\$ 32.78	\$ 32.78
Fire Primary Receiver (3 of 3)	South Bay Galleria		2008	10	1	\$ 30.00	\$ 30.00	\$ 30.00	\$ 30.00	\$ 30.90	\$ 30.90	\$ 31.83	\$ 31.83	\$ 32.78	\$ 32.78
Fire Admin Receiver (1 of 3)	Verizon		2008	10	1	\$ 30.00	\$ 30.00	\$ 30.00	\$ 30.00	\$ 30.90	\$ 30.90	\$ 31.83	\$ 31.83	\$ 32.78	\$ 32.78
Fire Admin Receiver (2 of 3)	Northrop Grumman		2008	10	1	\$ 30.00	\$ 30.00	\$ 30.00	\$ 30.00	\$ 30.90	\$ 30.90	\$ 31.83	\$ 31.83	\$ 32.78	\$ 32.78
Fire Admin Receiver (3 of 3)	South Bay Galleria		2008	10	1	\$ 30.00	\$ 30.00	\$ 30.00	\$ 30.00	\$ 30.90	\$ 30.90	\$ 31.83	\$ 31.83	\$ 32.78	\$ 32.78
Fire Admin Comparator - Digitac 8 Chanel	Radio Room		2008	10	1	\$ 30.00	\$ 30.00	\$ 30.00	\$ 30.00	\$ 30.90	\$ 30.90	\$ 31.83	\$ 31.83	\$ 32.78	\$ 32.78
Fire Admin Control Station	Radio Room		2013	10	1	\$ 11.00	\$ 11.00	\$ 11.00	\$ 11.00	\$ 11.33	\$ 11.33	\$ 11.67	\$ 11.67	\$ 12.02	\$ 12.02
VHF Fire White/So. Bay Fire Tac Base Station	Radio Room	Motorola	2013	10	1	\$ 11.00	\$ 11.00	\$ 11.00	\$ 11.00	\$ 11.33	\$ 11.33	\$ 11.67	\$ 11.67	\$ 12.02	\$ 12.02
APX 8000 ALL BAND Portable radio (18)	FD	Motorola	2017	10	18	\$ 5.00	\$ 90.00	\$ 5.00	\$ 90.00	\$ 5.15	\$ 92.70	\$ 5.30	\$ 95.48	\$ 5.46	\$ 98.35

## EXHIBIT A

APX 8500 ALL BAND Mobile Radio (12)	FD	Motorola	2017	10
APX 8000 ALL BAND Portable radio (64)	FD	Motorola	2018	10
APX 8500 ALL BAND Mobile Radio (32)	FD	Motorola	2018	10
Remote Speaker Microphone (64)	FD	Motorola	2018	10
Desk Set Radios (6)	FD	Motorola	2018	10
Bank Chargers (6)	FD	Motorola	2018	10
Portable Chargers (20)	FD	Motorola	2018	10
Hand Microphone Water Resist (40)	FD	Motorola	2018	10
Mobile Antenna (32)	FD	Motorola	2018	10
Power Cord Desk Set (3)	FD	Motorola	2018	10
Head Set Jack (4)	FD		2018	10
Zetron FD Paging System	FD	WestNet	2020	10
<b>Estimated number of portable radio's the contractor will be required to service</b>				
<b>FY19-20 Portable Radios by Unit (org code) - Police Department</b>				
	Police			
POLICE	Administration			5
	Police Internal			
POLICE	Affairs			1
POLICE	Patrol Watches & Reserves			56
POLICE	Community Based Officers			5
POLICE	School Resource Officers			3
POLICE	Canine Unit			5
POLICE	Traffic			5
POLICE	Parking Enforcement +VIP			18
	General			
POLICE	Investigations			15
POLICE	Special Investigations Unit			7
POLICE	Crime Analysis			1
POLICE	Crime Lab			1
POLICE	Records			5
POLICE	Administration Services			1
	Communications			
POLICE	Unit			3
POLICE	Jail Unit			3
POLICE	Harbor Uplands Pier Patrol			5
POLICE	Harbor Uplands Investigation			1
	Pub Works			
PUBLIC WORKS	portables			20
FIRE	Fire Department portables			126
		T o t a l		286



## EXCEPTIONS

1. The following equipment is no longer supported by the manufacturer and will be excluded from the contract:

### Police Department

77 XTL5000 Mobile Radios  
115 XTS5000 Portable Radios  
35 XTS3000 Portable Radios  
6 XTL1500 Mobile Radios for MSO

\*If any of these units should need repair, BearCom will evaluate them at no cost to the City of Redondo Beach and provide a quote for repair. BearCom will make a "Best Effort" to repair them.

2. The following equipment is not repairable, replacement will be quoted on an as needed basis:

### Police Department

93 Chargers single-unit Impres2  
4 Charger Multi-Unit, Impres2 6dispatch  
20 Chargers single-unit Impres2

### Fire Department

64 Remote Speaker Microphone  
6 Bank Chargers  
20 Portable Chargers  
40 Hand Microphone Water Resist

## REFERENCES

**City of San Fernando Police Department**  
910 First Street  
San Fernando, CA 91340

Anthony Vairo, Chief of Police  
[avairo@sfcity.org](mailto:avairo@sfcity.org)  
818-898-1250

### 10-1-2014 to Current

Maintenance Agreement – 24/7 with 2-hour response for critical failures, Annual PMI (various agreements for over 20 years covering radios, Microwave, Cameras and MESH network (Private LTE)  
Three position dispatch consoles consisting of Motorola MCC5500 computer-based dispatch console interfaced to Plant Vesta 911 system.

### 10-1-2020 to 11-30-2021

#### New System Install

Install 3 new MCC7500e dispatch consoles, including network rack and cabling. Install 3 new APX console radios to replace existing consolettes. Remove existing MCC5500 console positions. Install Master Site and Remote RF site equipment. Performed all work to R56 installation standards.

Provide 24/7 Warranty Wrap service on new equipment.

**City of Inglewood Police Department**  
1 W. Manchester Blvd.  
Inglewood, CA 90301

Jeff LaGree, Sergeant, Technology Manager  
[jlagreek@cityofinglewood.org](mailto:jlagreek@cityofinglewood.org)  
310-412-5641

### 2-1-2014 to Current

Maintenance Agreement – 24/7 with 4-hour response for critical failures, Annual PMI (for over 20 years). Installed 9 new MCC 7500 consoles at the Police Department dispatch center. Installed 2 additional MCC 7500 consoles at the IPD dispatch Center at SO Fi stadium – Assisting with their cut over to LARCIS regional radios system.

### 8-2018 To Current

#### Inglewood PD and SoFi Stadium – New Install

Maintenance Agreement – 24/7 with 4-hour response New Install  
Deployment of K-Core Site electronics and 8 MCC7550 operator positions. Coordinate installation schedule, program, and optimization of system. Provide as-built documentation to engineering staff. Install APX6500 Control Stations and interface to console. Remove existing operator, rack and radio structures not used in new system.

Provide 24/7 Warranty Wrap service on new equipment.

**City of Signal Hill Police Department**

2745 Walnut Ave.  
Signal Hill, CA 90755

Brian Lelyn, Captain  
[bleyn@signalhillpd.org](mailto:bleyn@signalhillpd.org)  
562-989-7209

7-1-1989 to Current

Maintenance Agreement – 24/7 with 4-hour response for critical failures, Annual PMI.

Assisting customer in upgrading their current city owned radio system...Assisting SH PD to tie into the regional communications systems (ICI&LARICS).

**Veterans Administration – West LA**

11301 Wilshire Blvd.  
Los Angeles, CA 90073

Robert Dalley, Emergency Manager  
Occupational Safety & Health  
[Robert.dalley@va.gov](mailto:Robert.dalley@va.gov)  
310-268-30031

5-1-2019 to Current

Maintenance Agreement – M-F, 8:00am to 5:00pm, Annual PMI Microwave Network and Astro K-Core System

Multiple system deployments:

New P25 radio systems

New Cameras systems

New Private LTE systems (CBRS)

Call boxes

Multiple microwave system deployments (Cambium)

Access Control

**City of Monterey Park Police Department**

320 W. Newmark Ave.  
Monterey Park, CA 91754

Tim Wisniewski, Sergeant, Technical Services Division  
[twisniewski@monterepark.ca.gov](mailto:twisniewski@monterepark.ca.gov)  
626-307-1442

7-1-2012 to 8-31-21

Maintenance Agreement – 24/7 with 4-hour response for critical failures, Annual PMI

New System

7-27-2021 to Current

New MCC 7500 consoles and subscribers enabling them to join a regional radio system (ICI)

About 80% completed.

## **Project Team**

### **Service Manager**

**John Malin – Primary Contact**

**John.malin@bearcom.com**

**954-448-4255 cell**

CET Master Certified Electronics Technician - Lifetime  
CET Senior Certified Electronics Comm Site Inspector - Auditor  
CET Senior Certified Electronics Technician Antenna System Analysis  
CET Certified Electronics Technician Master Specialty RF Communications  
Criminal Justice Information Services Security Awareness Training  
FCC General Radiotelephone Operator License with Ship Radar Endorsement  
Microwave Networks CM Series Certified  
Motorola Astro P25 Advanced Systems Mobility Operations Certified  
Motorola APX Radio Management Certified  
OSHA Certified

Number of years in the radio industry: 34 years

### **Systems Engineer**

**Ken Scott**

CET Certified Journeyman Electronics Technician  
FCC License  
Motorola MotoTrbo Certified  
Motorola IP Site Connect Certified  
Motorola Capacity Plus Certified  
Motorola LCP Certified  
Motorola Connect Plus Certified  
Motorola Capacity Max Certified  
BDA/DAS Certified  
Bird Technologies Certified  
R56 Certified

Numbers of years in the radio industry 41 years

### **Engineering Program Manager**

**Jack Szymanski**

Avigilon Certified Installer and Administrator  
Firetide Certified  
Motorola MVX1000 Certified  
Motorola MMD200 Certified  
ONSSI Certified  
Sony Security Systems Certified Professional  
Dedicated Micros Certified  
Exacq Technologies NVR Certified  
Receptors RISG Installation & Administration Certified  
HID 125kHz Prox Technology Certified  
ObjectVideo VEW Partner Certified  
Pelco Video Security Institute Certified  
Motorola R56 Certified

Numbers of years in the industry 22 years

**Field Technicians****Kyle Cascadden**

AVTEC/SCOUT SCT220/250 Scout System Administration Certified  
Certified P25 System Technical Associate  
Motorola Certified P25 System Technical Associate  
Motorola Certified Professional and Commercial Radio Technical Associate  
OSHA Certified

Number of years in the radio industry: 12 years

**Connor Hart**

CET Certified General Communications Technician–Level 1  
CET Certified Journeyman Electronics Technician  
Motorola Certified P25 System Technical Associate  
OSHA Certified

Number of years in the radio industry: 7 years

**Greg Leeser**

CET Certified R56 Installer  
P25 (Public Safety) System Deployment Specialist

Number of years in the radio industry: 22 years

**Robert Duran**

CET Certified Senior Electronics Technician

Numbers of years in the radio industry: 30 years

**Alfredo Penate**

ETA - Associate Certified Electronics Technician  
ETA - Certified R56 Installer

Numbers of years in the radio industry: 15 years

**Luke Henry**

CET Certified Electronics Technician

Number of years in the industry 25 years

**Shop Technician**

**Brian Kim**

ETA Certified Communications Technology Technician  
FCC General Radiotelephone Operator License

Number of years in the radio industry                      30 years

**Customer Service  
Manager**

**Vickie Dubois**

Certified Customer Service Specialist

Number of years in the radio industry                      35 years



## **MOTOROLA SOLUTIONS**

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January 5<sup>th</sup> 2022

Bear Communications & Electronics  
2601 Manhattan Beach Blvd  
Redondo Beach, CA 90278

To Whom It May Concern:

This letter represents that Bear Communications & Electronics currently may use the following Motorola subcontractor service status designations while acting as a subcontractor to Motorola on a service contract:

Motorola Service Elite Specialist

As a Motorola Service Elite Specialist, Bear Communications & Electronics may, while acting as a Motorola subcontractor, perform maintenance, installation and warranty services for select Motorola products such as two-way radio systems, consoles, and subscriber units. Bear Communications & Electronics has a authorized service location in Redondo Beach, CA. Being a Motorola Service Elite Specialist means that Bear Communications & Electronics, meets Motorola's high level of service requirements including accreditation as a Certified Service Center by an industry recognized institution, and compliance with Motorola's internal Environmental Health and Safety policy. In addition, Motorola requires that a minimum number of a Service Partner's technicians achieve certification and meet rigorous training requirements necessary to perform certain services on both new and existing Motorola radio systems and subscribers.

Bear Communications & Electronics is also authorized to perform warranty repair services at the locations listed above. As such, Bear Communications & Electronics can, while acting as a Motorola subcontractor, perform warranty services for only those two-way radio products it is authorized by Motorola to resell.

Please note that the Motorola Service Elite Specialist designation expires on 12/31/2022 at which time it will be reviewed by Motorola.

Also please note that this designation is internal to Motorola and is only intended for use by Motorola to differentiate between its service subcontractors. The designation applies only when Motorola Service Elite Specialists are performing work under the direct supervision of Motorola as a subcontractor with access to Motorola technical support, and Motorola makes no representations about and accepts no responsibility for the ability or performance of such Service Elite Specialists when these entities are acting independently. This designation does not prohibit any Service Elite Specialist from offering independent services to a customer.

If you have any additional questions, please do not hesitate to contact me.

Sincerely,

A handwritten signature in black ink, appearing to read 'Scott Urban'.

Scott Urban  
Service Partner Program  
Phone #: 847-576-8122  
Email: [scotturban@motorolasolutions.com](mailto:scotturban@motorolasolutions.com)



**CERTIFIED  
SERVICE  
CENTER**

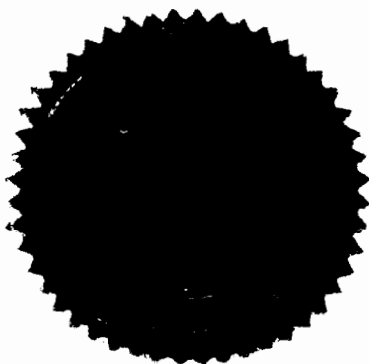
A consortium of international  
organizations dedicated to  
achieving the highest levels of  
professional product service

**Registration  
Number:**

**TX0157**

**Expiration:**

**June 4, 2022**



# Certified Service Center

A Symbol of Quality Service

*Be it known by these present that*

## BEARCOM COMMUNICATIONS, INC.

### Redondo Beach, CA

*has met the highest standards of achievement in its service facilities, staff and management as reviewed by the  
CSC Certification Board and is hereby designated a*



**RF Communications  
Service Center**

*Kevin Carter*

*Kevin Carter, President*

*Carla Hurtubise*

*Carla Hurtubise, Secretary*

Consumer Electronics Association  
(CEA)  
1919 S Eads St  
Arlington VA 22202  
[www.cea.org](http://www.cea.org)  
703-907-7045

Electronic Equipment Association  
(EESA)  
5 Depot St  
Greencastle IN 46135  
[www.eesa.org](http://www.eesa.org)  
765-653-8262

Professional Service Association  
(PSA)  
71 Columbia St  
Cohoes NY 12047  
[www.psaworld.com](http://www.psaworld.com)  
888-777-8851

Enterprise Wireless Alliance  
(EWA)  
2121 Cooperative Way, Ste 225  
Herndon, VA 20171  
[www.enterprise-wireless.org](http://www.enterprise-wireless.org)  
703-797-5107



**CITY OF REDONDO BEACH  
BUSINESS LICENSE CERTIFICATE  
NOT VALID AT ANY OTHER BUSINESS LOCATION**

BUSINESS NAME: BEAR COMMUNICATIONS INC  
BUSINESS LOCATION: 4009 DISTRIBUTION DR 200, GARLAND, TX 75041

CLASSIFICATION: CONSTRUCTION  
SUB CLASSIFICATION: SPECIALTY CONTR (SUB-OUT CITY)

BUSINESS OWNER: JERRY A DENHAM - PRES  
MAILING ADDRESS: 4009 DISTRIBUTION DR #200  
GARLAND, TX 75041

ACCOUNT # 325596

**EXPIRATION DATE  
12/31/2022**

BUSINESS TAX TO BE PAID  
ANNUALLY BY ABOVE DATE

**THIS CERTIFICATE MUST BE POSTED IN A CONSPICUOUS PLACE FOR PUBLIC VIEW / OR CARRIED ON PERSON**

**CONTRACTORS STATE LICENSE BOARD**

STATE OF CALIFORNIA | DEPARTMENT OF CONSUMER AFFAIRS

P.O. BOX 26000, SACRAMENTO, CA 95826-0026

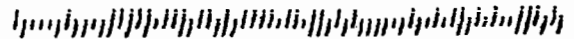


**\$000.51<sup>0</sup>**

ZIP 95827  
041L1

00763369  
BEAR COMMUNICATIONS INC  
4009 DISTRIBUTION DRIVE #200  
GARLAND, TX 75041

7504136164 C003



**CONTRACTORS  
STATE LICENSE BOARD  
ACTIVE LICENSE**



License Number **763369** Entity **CORP**  
Business Name **BEAR COMMUNICATIONS INC**

Classification(s) **C-7**

Expiration Date **05/31/2023**

[www.cslb.ca.gov](http://www.cslb.ca.gov)



Any change of business address/name must be reported to the Registrar within 90 days.

This license is not transferrable, and shall be returned to the Registrar upon demand when suspended, revoked, or invalidated for any reason.  
This pocket card is valid through the expiration date only.

If found, drop in any mailbox  
Postage guaranteed by:  
Contractors State License Board  
P.O. Box 26000, Sacramento, CA 95826

Licensee Signature

Issue Date: 5/14/2021  
Expiration Date  
LifeTime



CETma

Electronics Technicians



# Master Certified Electronics Technician

John D. Martin  
Hollywood, Florida

has successfully completed the technical examinations and requirements to be universally recognized for competency, ability, and knowledge as a MASTER Electronics Technician. The practicing technicians can master examinations in six or more categories of electronics technology, and they are placed on a Masters of the profession. Only one technician can be recognized as a Master. The Electronics Technicians Association takes great pride in the recognition of the above-named expert electronics technician. His/her name has been published in the ETI magazine, embedded in the CET permanent data base, and is available for recognition by the industry. This individual also becomes a member of the CET Program Review Council. His/her name is included in the technical skills standards for the electronics technician profession. Congratulations from ETI to all members and the electronics industry.

ETIA International  
Greencastle, Indiana  
www.etia-1.org



Byron Allen

Byron Allen, CSM, CSS - President

Issue Date: 3/16/2021

Expiration Date

March 16

2025



**CETms**

RF Communications



# Certified Electronics Technician

## Master Specialty

### RF Communications

**John D. Malin, MS-RF246219**  
**Hollywood, Florida**

Has successfully completed the technical examinations and requirements to be universally recognized for competency, ability, and knowledge as a Certified Electronics Technician Master Specialist. Only a few practicing technicians worldwide complete the core topics and attain ETAS certification. This technician is an expert in more than one specialty category. Accomplishing this feat shows that this technician is an expert in their profession. ETAS International takes great pride in presenting this official recognition to the above-named Master Specialist. His/Her name has been published in the High Tech News Journal, recorded in the certification archive, and is available for recognition by officials in the industry. This individual may display the CETms credential or advertise his/her level of accomplishment as a Certified Electronics Technician Master Specialist. Congratulations from ETAS officers and members and the electronics industry.

*Bryan Allen*

Bryan Allen, CSM, CSS - President

ETAS International  
Greencastle, Indiana  
[www.etas-i.org](http://www.etas-i.org)



**ADDITIONAL CERTIFICATES WILL BE PROVIDED IF REQUESTED**

## EXCEPTIONS

1. The following equipment is no longer supported by the manufacturer and will be excluded from the contract:

### Police Department

77 XTL5000 Mobile Radios  
115 XTS5000 Portable Radios  
35 XTS3000 Portable Radios  
6 XTL1500 Mobile Radios for MSO

\*If any of these units should need repair, BearCom will evaluate them at no cost to the City of Redondo Beach and provide a quote for repair. BearCom will make a "Best Effort" to repair them.

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93 Chargers single-unit Impres2  
4 Charger Multi-Unit, Impres2 6dispatch  
20 Chargers single-unit Impres2

### Fire Department

64 Remote Speaker Microphone  
6 Bank Chargers  
20 Portable Chargers  
40 Hand Microphone Water Resist

## REFERENCES

### **City of San Fernando Police Department**

910 First Street  
San Fernando, CA 91340

Anthony Vairo, Chief of Police

[avairo@sfcity.org](mailto:avairo@sfcity.org)

818-898-1250

#### 10-1-2014 to Current

Maintenance Agreement – 24/7 with 2-hour response for critical failures, Annual PMI (various agreements for over 20 years covering radios, Microwave, Cameras and MESH network (Private LTE)

Three position dispatch consoles consisting of Motorola MCC5500 computer-based dispatch console interfaced to Plant Vesta 911 system.

#### 10-1-2020 to 11-30-2021

New System Install

Install 3 new MCC7500e dispatch consoles, including network rack and cabling. Install 3 new APX console radios to replace existing console radios. Remove existing MCC5500 console positions. Install Master Site and Remote RF site equipment. Performed all work to R56 installation standards.

Provide 24/7 Warranty Wrap service on new equipment.

### **City of Inglewood Police Department**

1 W. Manchester Blvd.  
Inglewood, CA 90301

Jeff LaGree, Sergeant, Technology Manager

[jlagree@cityofinglewood.org](mailto:jlagree@cityofinglewood.org)

310-412-5641

#### 2-1-2014 to Current

Maintenance Agreement – 24/7 with 4-hour response for critical failures, Annual PMI (for over 20 years). Installed 9 new MCC 7500 consoles at the Police Department dispatch center. Installed 2 additional MCC 7500 consoles at the IPD dispatch Center at SO Fi stadium – Assisting with their cut over to LARCIS regional radios system.

#### 8-2018 To Current

Inglewood PD and SoFi Stadium – New Install

Maintenance Agreement – 24/7 with 4-hour response New Install

Deployment of K-Core Site electronics and 8 MCC7550 operator positions. Coordinate installation schedule, program, and optimization of system. Provide as-built documentation to engineering staff. Install APX6500 Control Stations and interface to console. Remove existing operator, rack and radio structures not used in new system.

Provide 24/7 Warranty Wrap service on new equipment.

**City of Signal Hill Police Department**

2745 Walnut Ave.  
Signal Hill, CA 90755

Brian Leyn, Captain  
[bleyn@signalhillpd.org](mailto:bleyn@signalhillpd.org)  
562-989-7209

7-1-1989 to Current

Maintenance Agreement – 24/7 with 4-hour response for critical failures, Annual PMI.

Assisting customer in upgrading their current city owned radio system...Assisting SH PD to tie into the regional communications systems (ICI&LARICS).

**Veterans Administration – West LA**

11301 Wilshire Blvd.  
Los Angeles, CA 90073

Robert Dalley, Emergency Manager  
Occupational Safety & Health  
[Robert.dalley@va.gov](mailto:Robert.dalley@va.gov)  
310-268-30031

5-1-2019 to Current

Maintenance Agreement – M-F, 8:00am to 5:00pm, Annual PMI Microwave Network and Astro K-Core System

Multiple system deployments:

New P25 radio systems

New Cameras systems

New Private LTE systems (CBRS)

Call boxes

Multiple microwave system deployments (Cambium)

Access Control

**City of Monterey Park Police Department**

320 W. Newmark Ave.  
Monterey Park, CA 91754

Tim Wisniewski, Sergeant, Technical Services Division  
[twisniewski@monterepark.ca.gov](mailto:twisniewski@monterepark.ca.gov)  
626-307-1442

7-1-2012 to 8-31-21

Maintenance Agreement – 24/7 with 4-hour response for critical failures, Annual PMI

New System

7-27-2021 to Current

New MCC 7500 consoles and subscribers enabling them to join a regional radio system (ICI)

About 80% completed.



## Project Team

### Service Manager

**John Malin – Primary Contact**

**John.malin@bearcom.com**

**954-448-4255 cell**

CET Master Certified Electronics Technician - Lifetime  
CET Senior Certified Electronics Comm Site Inspector - Auditor  
CET Senior Certified Electronics Technician Antenna System Analysis  
CET Certified Electronics Technician Master Specialty RF Communications  
Criminal Justice Information Services Security Awareness Training  
FCC General Radiotelephone Operator License with Ship Radar Endorsement  
Microwave Networks CM Series Certified  
Motorola Astro P25 Advanced Systems Mobility Operations Certified  
Motorola APX Radio Management Certified  
OSHA Certified

Number of years in the radio industry: 34 years

### Systems Engineer

**Ken Scott**

CET Certified Journeyman Electronics Technician  
FCC License  
Motorola MotoTrbo Certified  
Motorola IP Site Connect Certified  
Motorola Capacity Plus Certified  
Motorola LCP Certified  
Motorola Connect Plus Certified  
Motorola Capacity Max Certified  
BDA/DAS Certified  
Bird Technologies Certified  
R56 Certified

Numbers of years in the radio industry 41 years

### Engineering Program Manager

**Jack Szymanski**

Avigilon Certified Installer and Administrator  
Firetide Certified  
Motorola MVX1000 Certified  
Motorola MMD200 Certified  
ONSSI Certified  
Sony Security Systems Certified Professional  
Dedicated Micros Certified  
Exacq Technologies NVR Certified  
Receptors RISG Installation & Administration Certified  
HID 125kHz Prox Technology Certified  
ObjectVideo VEW Partner Certified  
Pelco Video Security Institute Certified  
Motorola R56 Certified

Numbers of years in the industry 22 years

**Field Technicians****Kyle Cascadden**

AVTEC/SCOUT SCT220/250 Scout System Administration Certified  
Certified P25 System Technical Associate  
Motorola Certified P25 System Technical Associate  
Motorola Certified Professional and Commercial Radio Technical Associate  
OSHA Certified

Number of years in the radio industry: 12 years

**Connor Hart**

CET Certified General Communications Technician–Level 1  
CET Certified Journeyman Electronics Technician  
Motorola Certified P25 System Technical Associate  
OSHA Certified

Number of years in the radio industry: 7 years

**Greg Leeser**

CET Certified R56 Installer  
P25 (Public Safety) System Deployment Specialist

Number of years in the radio industry: 22 years

**Robert Duran**

CET Certified Senior Electronics Technician

Numbers of years in the radio industry: 30 years

**Alfredo Penate**

ETA - Associate Certified Electronics Technician  
ETA - Certified R56 Installer

Numbers of years in the radio industry: 15 years

**Luke Henry**

CET Certified Electronics Technician

Number of years in the industry 25 years

**Shop Technician**

**Brian Kim**

ETA Certified Communications Technology Technician  
FCC General Radiotelephone Operator License

Number of years in the radio industry                      30 years

**Customer Service  
Manager**

**Vickie Dubois**

Certified Customer Service Specialist

Number of years in the radio industry                      35 years



## **MOTOROLA SOLUTIONS**

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January 5<sup>th</sup> 2022

Bear Communications & Electronics  
2601 Manhattan Beach Blvd  
Redondo Beach, CA 90278

To Whom It May Concern:

This letter represents that Bear Communications & Electronics currently may use the following Motorola subcontractor service status designations while acting as a subcontractor to Motorola on a service contract:

### **Motorola Service Elite Specialist**

As a Motorola Service Elite Specialist, Bear Communications & Electronics may, while acting as a Motorola subcontractor, perform maintenance, installation and warranty services for select Motorola products such as two-way radio systems, consoles, and subscriber units. Bear Communications & Electronics has a authorized service location in Redondo Beach, CA. Being a Motorola Service Elite Specialist means that Bear Communications & Electronics, meets Motorola's high level of service requirements including accreditation as a Certified Service Center by an industry recognized institution, and compliance with Motorola's internal Environmental Health and Safety policy. In addition, Motorola requires that a minimum number of a Service Partner's technicians achieve certification and meet rigorous training requirements necessary to perform certain services on both new and existing Motorola radio systems and subscribers.

Bear Communications & Electronics is also authorized to perform warranty repair services at the locations listed above. As such, Bear Communications & Electronics can, while acting as a Motorola subcontractor, perform warranty services for only those two-way radio products it is authorized by Motorola to resell.

Please note that the Motorola Service Elite Specialist designation expires on 12/31/2022 at which time it will be reviewed by Motorola.

Also please note that this designation is internal to Motorola and is only intended for use by Motorola to differentiate between its service subcontractors. The designation applies only when Motorola Service Elite Specialists are performing work under the direct supervision of Motorola as a subcontractor with access to Motorola technical support, and Motorola makes no representations about and accepts no responsibility for the ability or performance of such Service Elite Specialists when these entities are acting independently. This designation does not prohibit any Service Elite Specialist from offering independent services to a customer.

If you have any additional questions, please do not hesitate to contact me.

Sincerely,

A handwritten signature in black ink, appearing to read 'Scott Urban'.

Scott Urban  
Service Partner Program  
Phone #: 847-576-8122  
Email: [scotturban@motorolasolutions.com](mailto:scotturban@motorolasolutions.com)



CERTIFIED  
SERVICE  
CENTER

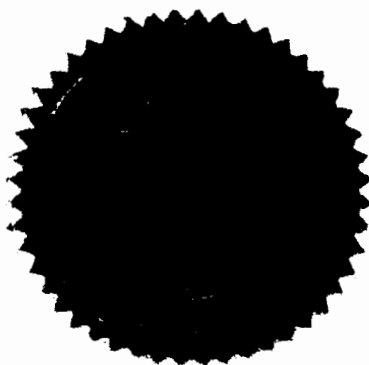
A consortium of international  
organizations dedicated to  
achieving the highest levels of  
professional product service

Registration  
Number:

TX0157

Expiration:

June 4, 2022



# Certified Service Center

A Symbol of Quality Service

*Be it known by these present that*

## BEARCOM COMMUNICATIONS, INC.

### Redondo Beach, CA

*has met the highest standards of achievement in its service facilities, staff and management as reviewed by the  
CSC Certification Board and is hereby designated a*



**RF Communications  
Service Center**

Kevin Carter, President

Carla Hurtubise, Secretary

Consumer Electronics Association  
(CEA)  
1919 S Eads St  
Arlington VA 22202  
[www.cea.org](http://www.cea.org)  
703-907-7045

Electronic Industries Association  
(EIA)  
5 Depot St  
Greencastle IN 46135  
[www.eia.org](http://www.eia.org)  
765-653-8262

Professional Service Association  
(PSA)  
71 Columbia St  
Cohoes NY 12047  
[www.psaworld.com](http://www.psaworld.com)  
888-777-8851

Enterprise Wireless Alliance  
(EWA)  
2121 Cooperative Way, Ste 225  
Herndon, VA 20171  
[www.enterprisewireless.org](http://www.enterprisewireless.org)  
703-797-5107

**CITY OF REDONDO BEACH**  
**BUSINESS LICENSE CERTIFICATE**  
**NOT VALID AT ANY OTHER BUSINESS LOCATION**

BUSINESS NAME: BEAR COMMUNICATIONS INC  
BUSINESS LOCATION: 4009 DISTRIBUTION DR 200, GARLAND, TX 75041

CLASSIFICATION: CONSTRUCTION  
SUB CLASSIFICATION: SPECIALTY CONTR (SUB-OUT CITY)

BUSINESS OWNER: JERRY A DENHAM - PRES  
MAILING ADDRESS: 4009 DISTRIBUTION DR #200  
GARLAND, TX 75041

ACCOUNT # 325596

**EXPIRATION DATE**  
**12/31/2022**

BUSINESS TAX TO BE PAID  
ANNUALLY BY ABOVE DATE

**THIS CERTIFICATE MUST BE POSTED IN A CONSPICUOUS PLACE FOR PUBLIC VIEW / OR CARRIED ON PERSON**

**CONTRACTORS STATE LICENSE BOARD**

STATE OF CALIFORNIA | DEPARTMENT OF CONSUMER AFFAIRS  
P.O. BOX 26000, SACRAMENTO, CA 95826-0026

**\$000.51<sup>0</sup>**

ZIP 95627  
041L1

00763369  
BEAR COMMUNICATIONS INC  
4009 DISTRIBUTION DRIVE #200  
GARLAND, TX 75041

7504136164 C003

|||||



**CONTRACTORS  
STATE LICENSE BOARD  
ACTIVE LICENSE**



License Number **763369** Entity **CORP**  
Business Name **BEAR COMMUNICATIONS INC**

Classification(s) **C-7**

Expiration Date **05/31/2023**

[www.cslb.ca.gov](http://www.cslb.ca.gov)



Any change of business address/name must be reported to the Registrar within 90 days

This license is not transferrable, and shall be returned to the Registrar upon demand when suspended, revoked, or invalidated for any reason.  
This pocket card is valid through the expiration date only.

If found, drop in any mailbox  
Postage guaranteed by:  
Contractors State License Board  
P.O. Box 26000 Sacramento, CA 95826

Licensee Signature

Issue Date: 5/14/2021  
Expiration Date  
LifeTime



CETma

Electronics Technicians



# Master Certified Electronics Technician

John D. M...  
Hollywood

has successfully completed the technical examinations and requirements for Master Certified Electronics Technician. This individual is recognized for competency, ability, and knowledge as a MASTER Electronics Technician. Only one out of every 100 practicing technicians can master examinations in six or more categories of electronics technology. This individual has demonstrated the ability to accomplish this feat. The Electronics Technicians Association takes great pride in this achievement and is proud to recognize the above-named expert electronics technician. His/her name has been placed in the Master Electronics Technician Hall of Fame, an honor magazine, embedded in the CET permanent data base, and is available for recognition by all members of the industry. This individual also becomes a member of the CET Program Review Council and will be responsible for setting technical skills standards for the electronics technician profession. Congratulations from all Electronics Technicians and the electronics industry.

*Raymond Allen*

Raymond Allen, CSM, CSS - President

ETA International  
Greencastle, Indiana

www.eta-int.org





Issue Date: 3/16/2021

Expiration Date

March 16

2025



CETms

RF Communications



# Certified Electronics Technician

## Master Specialty

### RF Communications

John D. Malin, MS-RF246219

Hollywood, Florida

Has successfully completed the technical examinations and requirements to be universally recognized for competency, ability, and knowledge as a Certified Electronics Technician Master Specialist. Only a few practicing technicians are able to complete the core topics and fulfill the advanced certification examinations with four or more earned from a single specialty category. Accomplishing this feat allows this technician to be an expert in their profession. ETAS International takes great pride in presenting this official recognition to the above-named Master Specialist. His/her name has been published in the High Tech News Journal, recorded in the certification archives, and is available for recognition by officials in the industry. This individual may display the CETms credential on adhesive his/her level of accomplishment as a Certified Electronics Technician Master Specialist. Congratulations from ETAS officers and members and the electronics industry.

*Bryan Allen*

Bryan Allen, CSM, CSS - President

ETAS International  
Greencastle, Indiana

[www.etas-i.org](http://www.etas-i.org)



**ADDITIONAL CERTIFICATES WILL BE PROVIDED IF REQUESTED**