



Enterprise and Mobility Solutions Sector

January 01, 2017

Webb County
1110 Washington St. Ste. 101 Laredo,
Texas
956-523-5935

Mr. Joe Lopez

Motorola is the sole source supplier for products, infrastructure, subscriber units, and software for radio communications equipment that is fully integrated and compatible with the Motorola 6x and 7x Smart Zone P25 Trunked Radio system. The STDC Regional Radio System is currently a 7.5x system

While P25 is an open air standard allowing disparate radios to communicate via voice, it was written to achieve a base level of interoperability. However, to achieve mission critical public safety communications, Motorola provides an integrated system with additional enhanced features with unique programming specific only to Motorola. For instance, the “preferred site roaming, emergency alarm”, “APD Encryption” and “talk group patch/merge” programming features are specific, and only compatible with Motorola products and Motorola infrastructure. These types of features require complete integration Encryption” and “talk group patch/merge” programming features are specific, and only compatible with Motorola products and Motorola infrastructure. These types of features require complete integration between infrastructure, subscriber units, and software; thus, representing the foundation for our sole source claim.

Motorola distributes radio products via factory direct sales and independently owned indirect Dealer and Agent programs. RZ Communications has been assigned to provide radio equipment and services for STDC Area and 911 Entities in Webb County to include state, local and federal agencies. However, the STDC Regional radio network is a premier account designated for factory direct(sole source) sales only.

Thank you for your continued interest in Motorola products and services. If I can be of further assistance, please contact me at direct number 956-532-8659.

Sincerely,
Motorola Solutions

David Champion
Account Manager

