

Motorola Solutions, Inc.
10680 Treena Street
Suite 200
San Diego, CA 92131

March 17, 2025

Sheriff Dave Kain
Tehama County Sheriff's Office
22840 Antelope Blvd,
Red Bluff, CA 96080

Dear Sheriff Kain,

For over ten years, the Tehama County Sheriff's Office dispatchers and first responders have relied on communications and dispatch equipment featuring key components manufactured by Motorola, serviced, and supported by Day Wireless Systems, the Motorola representative for this project.

While the system continues to serve the County, portions of it are now outdated, unsupported, and in need of an upgrade to ensure continued reliability and enhanced functionality. The proposed P25 system upgrade from Motorola will integrate with the County's existing equipment, preserving previous investments while modernizing operations. This upgrade will be procured through the HGAC Cooperative Purchasing Agreement, which offers pre-negotiated and discounted pricing commonly utilized by municipalities and agencies across California.

Given that Motorola Solutions adheres to the pre-negotiated HGAC agreement and is the only provider capable of implementing this upgrade without compromising the County's current infrastructure, the procurement should be designated as a sole-source purchase. Choosing an alternative provider would require extensive network re-engineering, significantly increasing costs, prolonging the project timeline, and making critical public safety improvements unfeasible.

Sincerely,

MOTOROLA SOLUTIONS INC.



Gordon Poole
Area Sales Manager
Northern California, Government Sales