



FRANKLIN *County*  
georgia

March 2024

## 4-SITE DESIGN, PAYMENT OPTIONS & SERVICE COMMITMENT

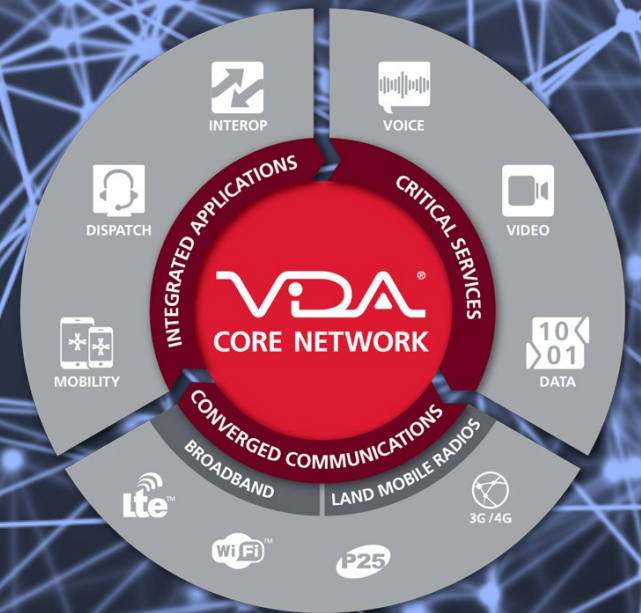


PROPRIETARY INFORMATION

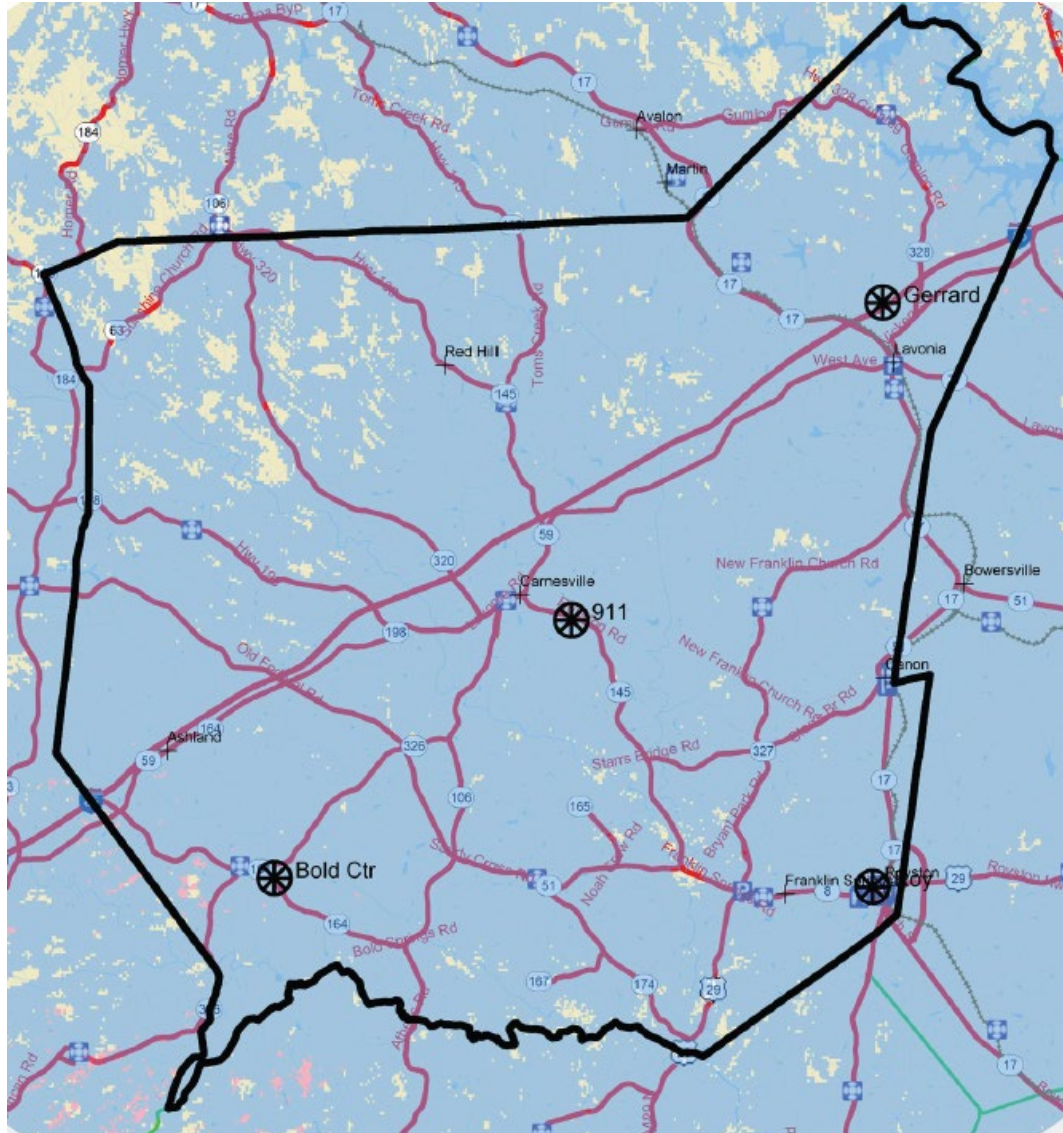


# FRANKLIN COUNTY SYSTEM OVERVIEW

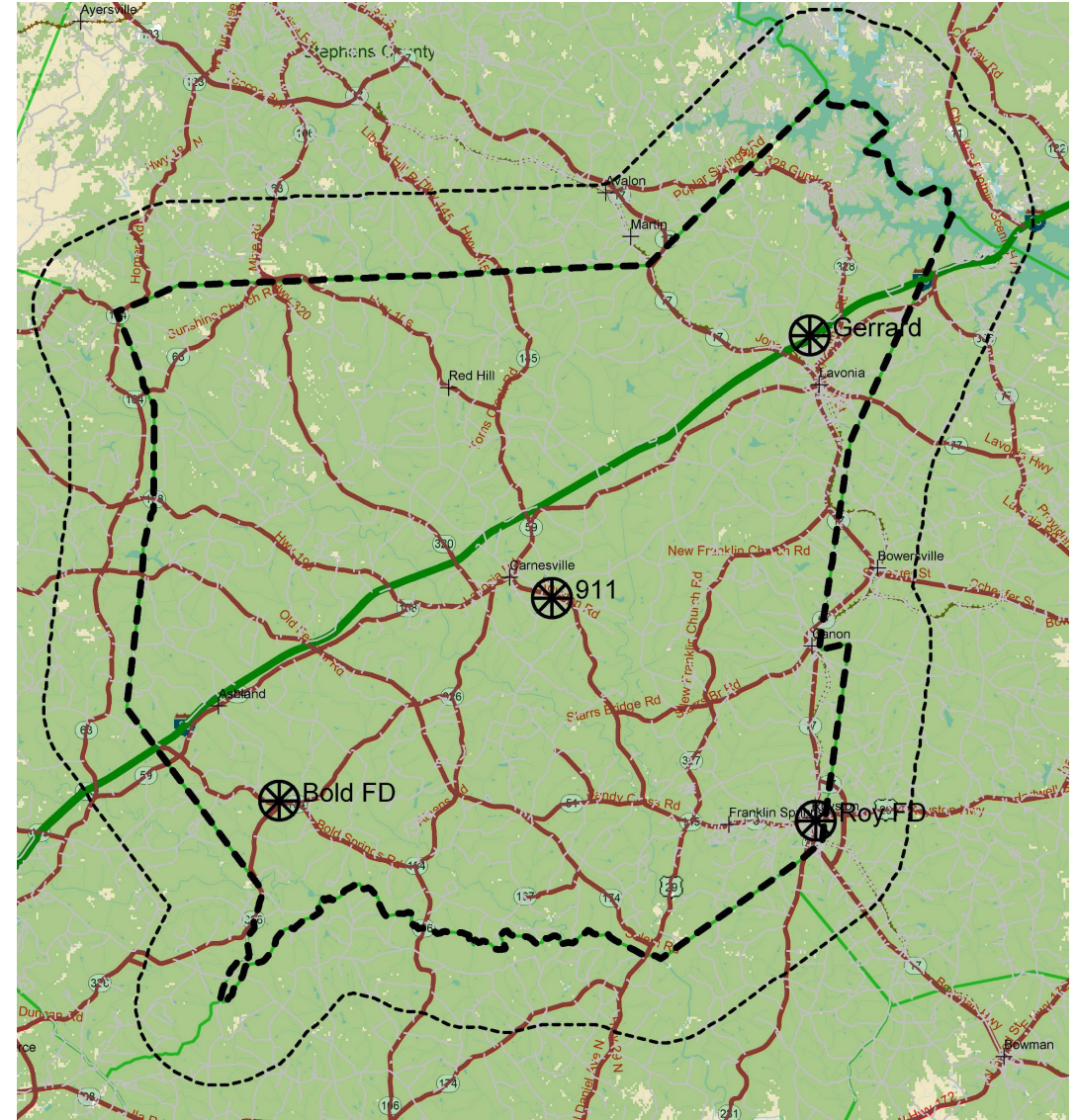
- ✓ 4-Site, 800 MHz P25 Phase 2 radio system
- ✓ 95% or greater guaranteed mobile and portable coverage Countywide
- ✓ Multiple layers of redundancy (Shared core, battery backup, and loop microwave)
- ✓ Interoperability with surrounding radio systems (GA State Patrol, Air Medical, & State Agencies)
- ✓ 5 Dispatch consoles, furniture & electrical upgrades
- ✓ 3-year infrastructure & 5-year terminal warranty



# 4-SITE PORTABLE TALKOUT COUNTYWIDE COVERAGE



# 4-SITE MOBILE TALKOUT COVERAGE +2 MILE BOUNDARY





# PRICING AND PAYMENT MILESTONES

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# 4-SITE DESIGN PRICING

- **INFRASTRUCTURE DISCOUNT: -\$1,418,361.14**  
**NEW INFRASTRUCTURE PRICING WITH DISCOUNT: \$6,461,422.97**
- **COUNTY DISCOUNT: -\$257,368.93**  
**NEW COUNTY SUBSCRIBER PRICING: \$1,172,458.45**
- **CITY DISCOUNT: -\$195,062.06**  
**NEW CITY SUBSCRIBER PRICING: \$888,616.07**
- **OPTIONAL INFRASTRUCTURE 15-YEAR WARRANTY: \$5,064,738.97**  
**(FIRST 3-YEARS INCLUDED AT NO COST)**

# PAYMENT MILESTONES INFRASTRUCTURE

CI greatly appreciates the opportunity to partner with Franklin County, GA. To show our commitment to the County, we are extending our pricing through March 29, 2024. Effective April 1, L3Harris will have product price increases.

PERCENTAGE	AMOUNT DUE	DATE*	MILESTONE
15%	\$ 969,213.44	4/29/24	Notice to Proceed
10%	\$ 646,142.30	5/23/24	Completion of Detailed Design Review meeting
20%	\$ 1,292,284.59	3/3/25	L3Harris P25 Infrastructure Staging Acceptance Tests
20%	\$ 1,292,284.59	5/15/25	County's receipt of the L3Harris P25 System Infrastructure
20%	\$ 1,292,284.59	10/28/25	Completion of Installation of the System Infrastructure
5%	\$ 323,071.15	1/5/26	System satisfying the applicable Coverage Acceptance Test Plan
10%	\$ 646,142.30	3/2/26	Final System Acceptance
<b>Total: \$ 6,461,422.96</b>			
<b>* Milestone dates are preliminary. Current preliminary contract date is March 29, 2024.</b>			

# PAYMENT MILESTONES COUNTY SUBSCRIBERS

COUNTY SUBSCRIBER PAYMENT MILESTONE		
Subscribers - County	\$ 1,429,827.38	Payable (30 days) based upon delivery schedule <b>7/4/25</b> - Programming begins 8/4/25
Discount	- \$ 257,368.93	
Total Subscribers - County	\$ 1,172,458.45	

# FINANCE OPTIONS

## Infrastructure

System Infrastructure County - \$7,879,784.10

Discount - (\$1,461,361.14)

Total System Infrastructure - \$6,461,422.96

Customer Down Payment - (\$5,000,000.00)

Financed Amount - \$1,461,422.96

- Finance Term: 5 years
- Interest Rate: 5.5%
- Annual Payment: \$342,230.82
- (7 years - \$257,158.44 annual)

First payment due one year from signing

**Note: Assumes loan with Tax Exempt Leasing**

## Terminals County

Terminals County - \$1,429,827.38

Discount - (\$257,368.93)

Total Terminals - \$1,172,458.45

- Deferred financing for 18 months (when terminals are needed)
- Ci will provide financing at 5% (if current rate is lower, then customer can choose to finance elsewhere)
- Finance Term: 3 years
- Annual Payment: \$430,536.78 (first payment would be due one year from signing)

**Customer to provide commitment to purchase terminals in the future.**





# SERVICE COMMITMENT DURING IMPLEMENTATION

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# SERVICE COMMITMENT

Ci is willing to invest in a Preventive Maintenance (PM) exercise that would improve the current end user experience for your First Responders. The specific services we are willing to provide would include:

- **Deploy technicians to Franklin County to perform the PM on Franklin County's current infrastructure.**
- **Optimization and evaluation of the current infrastructure, that may if required, include the replacement of current repeaters, antennas, and feedline.**
- **Evaluation and tuning of portable and mobile terminals. Although we would not replace condemned units, we can work with the County to provide a plan for replacement of critical terminals in the most cost-effective way.**

# KEY TAKEAWAYS

**County infrastructure, subscribers, dispatch equipment and furniture: \$7,633,881.42**

**L3Harris P25 Radio Network - Flexible, scalable, and high availability radio network**

- **Enhanced, public-safety grade guaranteed coverage**
- **Control**
- **Multi-layered redundancy**
- **Increased interoperability**
- **Latest technology that grows with you**
- **3 Year Infrastructure Warranty**
- **5 Year Subscriber Warranty**
- **Reliable local support**