



M7300 (XG-75M 2-CAN) TRADE-IN PROGRAM **RADIO PURCHASES / CONTRACTUAL COMMITMENT** **XL SERIES FAMILY**

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M7300 (XG-75M 2-CAN) TRADE-IN PROGRAM



Slide Mountain

Reason for trade-in program



- M7300 / XG-75M 2-CAN aged product
- Radios have been replaced with XG-75M 1-CAN
- Aged radios may encounter noise issues
- Noise not as noticeable on EDACS
- Noise issues will become more prevalent on P25 system



Option 1 - \$750



• **Replace existing M7300 / XG-75M 2-CAN with XG-75M 1-CAN w/ these features:**

- EDACS
- P25 Conventional
- P25 Trunking
- TDMA
- P25 OTAR
- Multi-Key AES
- ProVoice
- Profile (OTAP)
- LLA



- If M7300 / XG-75M 2-CAN includes GPS SW replacement XG-75M 1-CAN mobile will include GPS SW at no additional cost
- If GPS feature is to be added to replacement XG-75M 1-CAN mobile, user must pay \$373.50 for these items:

GPS Upgrade					
Item	Part Number	Description	Qty	Unit List	Unit Sale (@ 55% off list)
100	MAMW-NMK5F	GPS Option	1	\$525.00	\$236.25
110	MW-PL8N	FEATURE, IN-BAND GPS	1	\$150.00	\$67.50
120	MAMW-NAN5F	ANTENNA, GPS, ROOF MOUNT	1	\$155.00	\$69.75

User is responsible for de-installation and return of M7300 / XG-75M to L3H Reno office within 30 days of receipt of replacement radio. User will be invoiced an additional \$780.39 for radios not returned. Installation is available for an additional \$450, per Washoe County contract. Installation efforts assume the re-use of existing wiring and antennas. Per Washoe County Contract, an additional fee of \$31.90 will be charged per radio to cover the cost of radio programming for P25 usage prior to P25 cutover. Radios purchased under this promotion will count towards the Washoe County contractual commitment and will have a 2-year warranty. Payment terms for this promotion is net 90 days ARO. This promotion cannot be combined with any other offer and is valid through June 30, 2021.

Option 2 - \$500 incentive off purchase of XL-185M



- **\$500 off XL-185M Public Safety configuration \$2,337.98, includes these features:**
 - EDACS
 - P25 Conventional
 - P25 Trunking
 - TDMA
 - P25 OTAR
 - Multi-Key AES
 - ProVoice
 - Profile (OTAP)
 - LLA
 - In-band GPS



User is responsible for de-installation and return of M7300 / XG-75M to L3H Reno office within 30 days of receipt of replacement XL-185M radio. User will be invoiced \$500 for radios not returned. Installation is available for an additional \$450, per Washoe County contract. Per Washoe County Contract, an additional fee of \$31.90 will be charged per radio to cover the cost of radio programming for P25 usage prior to P25 cutover. Radios purchased under this promotion will count towards the Washoe County contractual commitment and will have a 2-year warranty. Payment terms for this promotion is net 90 days ARO. This promotion cannot be combined with any other offer and is valid through June 30, 2021.

Option 3 - \$500 incentive off purchase of XL-200M



- **\$500 off XL-200M Public Safety configuration \$2,528.41, includes these features:**
 - EDACS
 - P25 Conventional
 - P25 Trunking
 - TDMA
 - P25 OTAR
 - Multi-Key AES
 - ProVoice
 - Profile (OTAP)
 - LLA
 - In-band GPS



User is responsible for de-installation and return of M7300 / XG-75M to L3H Reno office within 30 days of receipt of replacement XL-200M radio. User will be invoiced \$500 for radios not returned. Installation is available for an additional \$450, per Washoe County contract. Per Washoe County Contract, an additional fee of \$31.90 will be charged per radio to cover the cost of radio programming for P25 usage prior to P25 cutover. Radios purchased under this promotion will count towards the Washoe County contractual commitment and will have a 2-year warranty. Payment terms for this promotion is net 90 days ARO. This promotion cannot be combined with any other offer and is valid through June 30, 2021.

RADIO PURCHASES / CONTRACTUAL COMMITMENT



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Radio purchases by agency versus 5,097 commitment



Sold-to Agency	Quantity
Reno, City of	422
Truckee Meadows Fire Protection	36
Washoe County School District	119
Drone America	1
Sparks Police Dept	2
Reno-Tahoe Airport Authority	4
VA Sierra Health Care System	8
Washoe County Comptroller	178
University of Nevada	7
North Lake Tahoe Fire Protection	9
Truckee Meadows Water Authority	55
Reno Sparks Indian Colony	8
Sparks, City of	41
Regional Emergency Medical Services	12
Care On Site	1
Walker River Paiute Tribe	20
Bryson Sales & Service Inc	25
Dept of Veterans Affairs	26
Pyramid Lake Paiute Tribe	18
Carson City, City of	143
Carson City Public Works	99
	1,234



Radio purchases by year versus 5,097 commitment



Year	Sold-to Agency	Quantity
2018	Reno, City of	34
2018	Sparks, City of	3
2018	Truckee Meadows Fire Protection	5
2018	Walker River Paiute Tribe	14
2018	Washoe County Comptroller	2
2019	Bryson Sales & Service Inc	12
2019	Carson City Public Works	29
2019	Carson City, City of	143
2019	Dept of Veterans Affairs	26
2019	Drone America	1
2019	North Lake Tahoe Fire Protection	7
2019	Reno Sparks Indian Colony	8
2019	Reno, City of	264
2019	Reno-Tahoe Airport Authority	4
2019	Sparks Police Dept	2
2019	Sparks, City of	18
2019	Truckee Meadows Fire Protection	14
2019	Truckee Meadows Water Authority	55
2019	University of Nevada	7
2019	VA Sierra Health Care System	8
2019	Washoe County Comptroller	27
2019	Washoe County School District	106
2020	Bryson Sales & Service Inc	13
2020	Care On Site	1
2020	Carson City Public Works	70
2020	North Lake Tahoe Fire Protection	2
2020	Pyramid Lake Paiute Tribe	18
2020	Regional Emergency Medical Services	12
2020	Reno, City of	124
2020	Sparks, City of	20
2020	Truckee Meadows Fire Protection	17
2020	Walker River Paiute Tribe	6
2020	Washoe County Comptroller	149
2020	Washoe County School District	13
		1,234



XL SERIES FAMILY



Fox Mountain

Expanded XL Portable Family



XL FAMILY of LTE Land Mobile Radios (LMRs) that can access powerful FirstNet® capabilities. Situational Awareness is front and center with crystal-clear audio over your P25 radio system with data sharing over the nationwide Public Safety Broadband Network.

® Plus LMR in One Device

Share intel on the move

- Priority and preemption* with nationwide broadband access through FirstNet®
- Adheres to P25 standards for LMR interoperability
- Built-in Wi-Fi®, Bluetooth® and GPS



SECURE, END-TO-END VOICE AND DATA ENCRYPTION

LOUD AND CLEAR AUDIO OVER P25 AND LTE WITH ADVANCED NOISE CANCELLATION

RUGGEDIZED TO MEET STRINGENT MIL-SPEC STANDARDS

INTUITIVE AND EASY-TO-USE

EXISTING XL-185P AND XL-200P PORTABLES ARE FIELD-UPGRADEABLE TO FirstNet®



Single-band XL-150P



Single-band XL-185P



Multiband XL-200P

New Lower Cost Converged XL-150P



Future-ready, Featured-packed

- High performance single band VHF, UHF, 7/800 MHz
- NO EDACS
- Analog Conventional
- P25 Conventional
- P25 Trunked – Phase 1 and Phase 2
- Single Key AES and DES
- Encryption Lite
- Over the Air Programming (OTAP)
- Wi-Fi
- Bluetooth
- In-Band GPS
- Global Modem (factory only)
- FirstNet Ready, Verizon Certified LTE Capable



To be added
to WC contract

XL-150P Pre-packaged hardware



The XL-150P Radio: A lower cost single band, packaged portable

Future-ready, Hardware Package

- Radio
- Battery (3100 mAh)
- Single bay charger
- Belt Clip
- Antenna

One Tough Radio – Exceeds MIL-810G

- Black Full Keypad only
- NRB and US version available
- Rugged construction with I-beam metal frame
- IP-54 not immersible
- Outer casing impervious to chemicals



XL-185P Single-band Radio



Future-ready, Featured-packed

- High performance single band VHF, UHF, 7/800 MHz
- EDACS
- Analog Conventional
- P25 Conventional
- P25 Trunked – Phase 1 and Phase 2
- Multi Key AES and DES
- Encryption Lite
- Over the Air Programming (OTAP)
- Over the Air Rekeying (OTAR)
- Wi-Fi
- Bluetooth
- In-Band GPS
- Global Modem (field or factory upgradeable)
- FirstNet Ready, Verizon Certified LTE Capable



XL-200P Multiband Radio

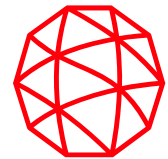


Future-ready, Featured-packed

- High performance multi-band VHF, UHF, 7/800 MHz
- EDACS
- Analog Conventional
- P25 Conventional
- P25 Trunked – Phase 1 and Phase 2
- Multi Key AES and DES
- Encryption Lite
- Over the Air Programming (OTAP)
- Over the Air Rekeying (OTAR)
- Wi-Fi
- Bluetooth
- In-Band GPS
- Global Modem (field or factory upgradeable)
- FirstNet Ready, Verizon Certified LTE Capable



Rugged P25 Portable Radio Products



Specification

- MIL-810G
- Dust and Water
- Drop Shock

XL-150P



IP-54
1.5m

XL-185P



IP-68
1.5m

XL-200P



IP-68
1.5m

 Extensive P25 portable radio portfolio, designed for rugged conditions

Features



Specification	XL-150P	XL-185P	XL-200P
410 - 420 MHz	✓	✓	✓
Analog Conventional	✓	✓	✓
P25 Conventional	✓	✓	✓
P25 Phase 1 Trunked	✓	✓	✓
P25 Phase 2 Trunked	✓	✓	✓
Single Key DES	✓	✓	✓
Single Key AES	✓	✓	✓
Multi-Key DES Encryption	X	✓	✓
Multi-Key AES Encryption	X	✓	✓
Over-the-air Programming	✓	✓	✓
Over-the-air Rekeying	X	✓	✓
Multiband Capable	X	X	✓
GPS	✓	✓	✓
Bluetooth	✓	✓	✓
WiFi	✓	✓	✓
LTE	✓	✓	✓
BeOn	✓	✓	✓
Top Display	✓	✓	✓
Programmable 2-Position Top Switch	✓	✓	✓
Additional Programmable Top Switch	✓	✓	✓
Noise Suppression	✓	✓	✓
Voice Annunciation	✓	✓	✓

XL Mobile Family



The XL-185M & XL-200M Radios have an intuitive user interface, high-visibility display and are engineered for the unique demands of Utilities and Public Safety—letting you get behind the wheel with confidence.



FirstNet Ready™

Be heard loud and clear while connecting on the move with the FirstNet Ready XL-200M. Kick voice and data interoperability into high gear by communicating via VHF, UHF, 700/800 and 900 MHz—all from the same converged P25 radio.

- > Built-in LTE, Wi-Fi®, Bluetooth® and GPS
- > 5 speaker output including front speaker and advanced noise cancellation
- > Flexible configuration and mounting options reduces cost
- > High visibility 3-inch color display
- > 8 programmable buttons with simple menu access
- > Optional keypad mic available for added flexibility



Rugged P25 Portable Radio Products



Specification	XG-15P	XG-25P	XG-75Pe	XL-150P	XL-185P	XL-200P
MIL-810G	✓	✓	✓	✓	✓	✓
Dust and Water	IP-54	IP-66	IP-68	IP-54	IP-68	IP-68
Drop Shock	1.0m	1.0m	1.5m	1.5m	1.5m	1.5m

 Extensive P25 portable radio portfolio, designed for rugged conditions

Features



Specification	XG-15P	XG-25P	XG-75Pe	XL-150P	XL-185P	XL-200P
410 - 420 MHz	X	✓	✓	✓	✓	✓
Analog Conventional	✓	✓	✓	✓	✓	✓
P25 Conventional	✓	✓	✓	✓	✓	✓
P25 Phase 1 Trunked	✓	✓	✓	✓	✓	✓
P25 Phase 2 Trunked	✓	✓	✓	✓	✓	✓
Single Key DES	✓	✓	✓	✓	✓	✓
Single Key AES	✓	✓	✓	✓	✓	✓
Multi-Key DES Encryption	X	✓	✓	X	✓	✓
Multi-Key AES Encryption	X	✓	✓	X	✓	✓
Over-the-air Programming	✓	✓	✓	✓	✓	✓
Over-the-air Rekeying	X	✓	✓	X	✓	✓
Multiband Capable	X	X	X	X	X	✓
GPS	A	A	A	✓	✓	✓
Bluetooth	X	✓	A	✓	✓	✓
WiFi	X	X	X	✓	✓	✓
LTE	X	X	X	✓	✓	✓
BeOn	X	X	X	✓	✓	✓
Top Display	X	X	X	✓	✓	✓
Programmable 2-Position Top Switch	X	X	✓	✓	✓	✓
Additional Programmable Top Switch	X	X	X	✓	✓	✓
Noise Suppression	X	X	✓	✓	✓	✓
Voice Annunciation	✓	✓	✓	✓	✓	✓