

1440 Corporate Drive
Irving, TX 75038

September 7, 2016

City of Roseville
Attn: City Clerk Department
311 Vernon Street
Roseville, CA 95678

Dear City of Roseville Proposal Evaluators:

On behalf of the employees of E.F. Johnson Company (EFJohnson)—a JVCKENWOOD Company—I am pleased to submit this response to the City of Roseville for its **800 MHz Radio System Replacement** Request for Proposal. We accept and will adhere to the general requirements and contract terms outlined therein and acknowledge receipt of the following Addendums:

Addendum One, dated June 15, 2016
Addendum Two, dated July 27, 2016
Addendum Three, dated August 10, 2016
Addendum Four, dated August 22, 2016.

In choosing EFJohnson, the City of Roseville will experience the peace of mind that only the ATLAS® platform offers. Our patented Latitude™ technology provides an IT-based solution with distributed call control, self-healing sites, and unparalleled redundancy. ATLAS breaks the cycle of end-of-life issues with a software-based platform that runs on commercial off-the-shelf hardware. Expansion, maintenance and upgrades are simple and inexpensive, eliminating the danger that tomorrow or next year, your system will become obsolete. Giving customers choice, control and flexibility, ATLAS is the most modern system solution on the market.

EFJohnson's proposal to the City of Roseville includes:

- 3-Site, 9-Channel P25 800 MHz Phase 1 Digital Trunked Simulcast Radio System
- 10 StarGate® Dispatch Consoles
- Viking® Subscriber Fleet (VP400s, VP600s, VP900s and VM400s, VM600s, VM900s)
- Microwave Backhaul Solution
- Optional Equipment/Functions:
 - Inter RF Subsystem Interface (ISSI)
 - Over-the-Air Rekeying (OTAR)
 - Over-the Air Programming (OTAP)

- GPS Location CAD Interface
- PTT Application Integration

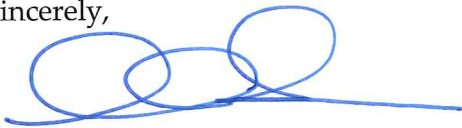
Our coverage guarantee ensures users receive the coverage they need—indoors and out—to serve and protect Roseville residents.

The proposed optional Viking radios feature TrueVoice™ software-based technology, an advanced approach to voice clarity that consistently outperforms multi-microphone radio technologies. TrueVoice uses complex algorithms to provide a simple approach to reducing noise.

Viking radios are protected, not only by the industry's strongest standard warranty, but also the industry's first Perpetual Software Licensing program. This newly launched licensing program can result in a significant cost savings for the City by eliminating the reoccurring costs typically imposed when a purchased feature is transferred to a new radio.

We look forward to providing the evaluation committee a presentation that will highlight the unique benefits of the ATLAS solution to simplify your decision. Please forward requests for clarification or other communication to Peter Hambuch, System Sales Director, at 858-337-1304 or phambuch@efji.com.

Sincerely,



Duane Anderson
CFO, E.F. Johnson Company

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