

Motorola Solutions, Inc.
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BRINC DFR Takeoff Program: 1 Year Free Evaluation of DFR for Public Safety Agencies

Offer Overview

Motorola Solutions and BRINC are offering a **1-year no-cost Drone as First Responder (DFR) evaluation program** to public safety agencies as part of a joint strategic initiative. This offer enables agencies to deploy and evaluate the end-to-end Motorola + BRINC DFR solution in a real-world operational environment—at no cost for Year 1—under the terms below.

Program Terms & Conditions

1. Term Structure

- **Initial Term:** Year 1 (no cost) Includes right to exercise termination for convenience at any point within the first year.
- **Year 2 - 6:** Paid period of performance begins and will be based on a jointly developed quotation and solution design.

2. Exclusivity Requirement

During the free year, the agency agrees to:

- Operate BRINC as the **exclusive DFR provider**
- Refrain from deploying or purchasing any **competing autonomous docked drone platforms** during the pilot term

3. Deliverables

Motorola + BRINC Will Provide:

- Full deployment support for a live DFR program: includes BRINC Station Recharging Nest Hardware, BRINC Responder Drone Hardware, and all required accessories
- FAA Certificate of Waiver (if required)
- Includes shipping and full scope implementation (all costs inclusive)
- Access to BRINC LiveOps Teleoperation Software
 - Includes unlimited cellular data plans for drones and mission data storage in LiveOps
- Integration with Motorola Systems
 - Integrations will be dependent on availability, existing systems, and version compatibility
- Training, onboarding, and ongoing support during the pilot

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The Agency Will Provide:

- Point-of-contact and internal executive sponsor
- Operational staffing support for DFR use cases (e.g., pilots)
- Location for drone stations that includes power and internet connectivity
- Internet-ready computers, monitors, and keyboards for operation of DFR system (existing infrastructure should be acceptable in most cases)
- Internal documentation and feedback to help refine the program
- Optional public reference or participation in a case study

Procurement & Contracting

- **Years 1–6** may be executed under an agreement against any of the various contractual options outlined below.
 - Motorola contract vehicles
 - Cooperative purchasing agreements (e.g., State Contract, Sourcewell, BuyBoard, etc.)
 - Local/state procurement methods as needed

Pricing & Quotation

- Final pricing will be determined based on the go-forward Solution Design:

Program Timeline

Milestone	Timing
Program Start	TBD
Free Year Duration	12 months
DFR Continuation Proposal	With Program Documentation

Strategic Benefits for Agencies

- Risk-free introduction to autonomous drone response
- Seamless integration across Motorola's public safety tech stack
- Opportunity to shape product direction and provide agency-driven feedback
- Ability to lock in multi-year pricing and preferred roadmap features