



November 4, 2010

Mr. Ed Woo  
Contra Costa County -DoIT  
30 Douglas Drive  
Martinez, CA 94553

Dear Mr. Woo,

Motorola supplies a wide array of communications products. Some products are available from both our Direct and In-Direct Sales Channels, while others, often depending on complexity, availability or degree of engineering requirements, are only available through one channel or the other. At this time, the APX series of portables and mobiles are not in our Dealer price books but are only distributed through our Direct Salespeople or designated Manufacture Representatives. Manufacture Representatives are only assigned to help support a customer where we do not have a Direct Motorola Representative. Contra Costa County does not have a specific Manufacture Representative assigned and is supported by my direct Salesperson, Chris Clay. He can be contacted at 707-585-9191 or [chris.clay@motorola.com](mailto:chris.clay@motorola.com). For any purchases of APX radios please contact Mr. Clay.

If you should have any questions regarding this issue please feel free to contact me at 650-577-0339. Thank you for your continued interest in Motorola products and services.

Best regards,

MOTOROLA, INC.

A handwritten signature in black ink, appearing to read 'Paolo Caltagirone'.

Paolo Caltagirone  
Northern California Sales Manager,  
Government Markets

CC: C Clay