

9/26/2014

Wildflower International Ltd. in concert with Motorola United States Federal Government Markets Division has spent almost two years studying the DOE complex its need regarding Land/Mobile Radio (LMR) requirements. As a result, Wildflower has presented the ICPT committee with highly discounted pricing on LMR products and services based on the enterprise as a whole.

Further, Wildflower ensures that DOE facilities will be able to use their local Motorola Authorized Reseller for service and repairs on the contract. All orders shall be placed with Wildflower who will manage and dispatch the local service partners DOE knows and trusts. In addition to realizing enterprise wide discounts, the complex will have greater visibility to savings and other ad-hoc reports provided by Wildflower.

Wildflower International Ltd., is a small woman-owned, HUBZone certified business headquartered in Santa Fe, New Mexico and has been serving DOE since 1993. Please contact Dustin Freels via:

- Email: dfreels@wildflowerintl.com
- Phone: 865-438-9199



Motorola Solutions, Inc.
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July 7, 2014

Wildflower International, LTD
1500 South St. Francis Dr.
Santa Fe, NM 87505
Attn: Kimberly deCastro

Subject: Wildflower International Letter of Authorization and Support

Dear Ms. deCastro:

This Letter of Authorization and Support is provided to Wildflower International, LTD (Wildflower) by Motorola Solutions, Inc. ("Motorola") operating through its United States Federal Government Markets Division ("USFGMD"). Wildflower is an authorized small business reseller of Motorola land mobile radio equipment and services to the U.S. Federal Government. As you know, Wildflower has been serving the U.S. Federal Government for over twenty years and has enjoyed a mutually beneficial relationship with USFGMD for over six years.

We understand the Government has asked you to state with specificity how our relationship will enable the Department of Energy (DOE) to save money. Motorola and Wildflower have spent nearly two years analyzing the DOE's market needs and processes. We concluded that an enterprise contract offering is the most cost-effective option for the agency and developed this proposal with their needs in mind. We are proposing highly discounted pricing based on anticipated volumes and efficiencies realized through the Wildflower/USFGMD relationship.

We appreciate that Wildflower maintains a robust infrastructure and exceptional reporting capabilities ensure Wildflower can meet the ICPT contractual guidelines and guarantee DOE benefits from quality customer support. This ICPT contract solution will allow all DOE entities to continue to use the local Motorola subcontract and direct service support they have come to rely on. We are confident that this service model coupled with a more streamlined contracting vehicle and highly competitive pricing will save DOE time and money.



MOTOROLA SOLUTIONS

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We hope that this correspondence responds to the agency's request for clarification, but please do not hesitate to contact us if you require further information.

Sincerely,

A handwritten signature in black ink, appearing to read 'P. Mueller', followed by a horizontal line.

Paul D. Mueller
Vice President
U.S. Federal Government Markets Division
Motorola Solutions, Inc.