



"...meeting community needs...enhancing quality of life."

APPLETON FIRE DEPARTMENT
700 N. DREW STREET
APPLETON, WI 54911

MEMORANDUM

To: Alderperson Oswald, Chair
Safety and Licensing Committee
Members of the Common Council

From: Len Vander Wyst, Interim Fire Chief

Date: August 22, 2013

Re: Request Authorization to Purchase Station Alerting Radio Equipment

The department is requesting authorization for the purchase of radio equipment in the sum of \$66,524.60 from Baycom, Inc. The purpose of this request is for fire station alerting equipment as part of the Outagamie County radio upgrade project. Monies for this purchase have been previously approved as part of the overall 2013 capital improvement project for the public safety radio upgrade.

The department conducted a formal request for proposal (RFP) process. Eight vendors were sent proposal packages. Baycom was the only vendor that responded to the request for proposal. The department did contact vendors to determine their reason for not submitting and determined that the amount of coordinated work needed with Baycom made the projects difficult for them to complete and not cost effective.

The department then worked directly with Baycom under the original RFP to identify operational needs. Based on the attached proposal, the department is confident that the operational needs identified in the original RFP are being met in a cost effective manner.

Should you have any questions regarding this request for authorization, please feel free to contact me.

BAYCOM

serious mobility.
when it matters most

Ryan Kosmoski
2040 RADISSON ST
GREEN BAY, WI 54302
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Appleton Fire Department
Eugene Reece
700 North Drew St
Appleton, WI 54911
(920) 832-1704

Gene.Reece@appleton.org
Date: 8/20/13

Quote # RK20130820A- Station Alerting System
SUBJECT: Motorola APX7500 Console and MCD5000 Desk Sets Price Quote

Contract No.: WCA Public Safety Communications Equipment and Service
PRICING AND FINANCIAL OPTIONS SPECIFIC TO THIS OFFERING:

EQUIPMENT DETAILS AND PRICING

QTY	MODEL	MODEL AND DESCRIPTION	LIST PRICE	WCA PRICE	TOTAL PRICE
6	L30KSS9PW1 N	APX7500 SINGLE BAND 7/800 CONSOLETTTE	\$3,980.00	\$2,865.60	\$17,193.60
6	GA00244	7/800 PRIMARY BAND	\$0.00	\$0.00	\$0.00
6	G806	ASTRO DIGITAL CAI OP APX	\$515.00	\$370.80	\$2,224.80
6	G51	SMARTZONE OPERATION	\$1,500.00	\$1,080.00	\$6,480.00
6	QA01749	ADVANCED SYS HARDWARE KEY	\$0.00	\$0.00	\$0.00
6	G361	ASTRO P25 TRUNKING SOFTWARE	\$300.00	\$216.00	\$1,296.00
6	L999	FULL FP W/05/KEYPAD PANEL W/CLOCKVU	\$789.00	\$568.08	\$3,408.48
6	W382	CONTROL STATION DESK GCAI MIC	\$169.00	\$121.68	\$730.08
6	GA00469	EXTENDED DISPATCH APX CONSOLETTTE	\$500.00	\$360.00	\$2,160.00
7	F2380	MCD 5000 NEXT GEN DESKSET	\$1,500.00	\$1,350.00	\$9,450.00
9		ETHERNET CABLE	\$20.00	\$18.00	\$162.00
8	FHN7469	RGU/MCD POWER SUPPLY WITH USA PWR CORD	\$100.00	\$90.00	\$720.00
1	FVN5847	MCD 5000 DESKSET CONFIG TOOL W/OUT OMC	\$250.00	\$225.00	\$225.00
1	F7979	RADIO GATEWAY UNIT (RGU)	\$1,500.00	\$1,350.00	\$1,350.00
600	22065172	ETHERNET CABLE PER FOOT	\$0.66	\$0.59	\$356.40
18	AT8X8	ETHERNET CONNECTORS	\$0.20	\$0.18	\$3.24

NON WCA ITEMS:

INSTALLATION AND MATERIALS:

6	CS Antenna Kit	Antenna, Line, Connectors, Suppression, Bracket	\$775.00	\$775.00	\$4,650.00
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Professional Services - Programming, Optimization, and Installation:

1 System Installation at Appleton Firehouse(s) to include: \$15,965.00 \$15,965.00 \$15,965.00
 *Configuration of County Consoles for Day/Night Ops.
 *Programming of all control stations to work with new system
 *Interfacing New System to Existing Speaker(s)/PA Systems
 *Hardware Installation (6 total Locations)
 *Entire system staging at Baycom
 *Complete system build including documentation
 *Test and optimize system onsite
 * Includes Travel

1 TRAINING: NC NC NC
 System Training for Station Alerting Administrator.

This proposal assumes that Appleton Fire Dept will:
 *Grant access "as needed" to all installation locations.
 *AC Power will exist where new equipment is to be installed.

Total Equipment: \$66,374.60
 Shipping: \$150.00
 Grand Total: \$66,524.60

Terms: Payment due net 10 days
 Quotation Good for 60 days

Approved By: _____ Date: _____

Your Signature Is An Agreement To Purchase And An Acceptance Of The Above Terms

All of the information listed on this proposal is confidential and proprietary information.

If You Have Any Questions Please Contact Ryan Kosmoski At BAYCOM INC. (920) 544-4274