



August 2, 2017

Common Council, City of Appleton  
Fox Cities Transit Commission

Re: Request for authorization to enter into a "Sole Source" procurement for a radio system

Dear Commissioners and Alderpersons,

Valley Transit uses a two-way radio system in its daily operation. The current system is in need of replacement.

As we consider replacement of the Valley Transit radio system, many items must be considered. Items of consideration include, but are not limited to, price, current infrastructure, potential future maintenance cost sharing, expandability, and perhaps most important is the ability to have a common line of interdepartmental communication during an emergency management event.

The City of Appleton Department of Public Works recently completed a competitive procurement and upgraded their radio to a Motorola Trunked system. With that project, a significant investment was made in infrastructure. Their system allows for expandability which effectively causes it to become more efficient with proper expansion. Furthermore, a common radio system allows for shared maintenance as well as expanded interdepartmental communications in an emergency.

For all of the reasons stated above, I humbly request authorization to proceed with a "Sole Source Procurement" and enter in to contract with Baycom Industries (Motorola Agent) for upgrade and replacement of Valley Transit's radio system for a contract amount and contingency not to exceed \$105,000.

Thank you, in advance, for consideration of this request.

Sincerely,

A handwritten signature in black ink that reads 'Ron McDonald'. The signature is written in a cursive style.

Ron McDonald  
General Manager  
Valley Transit





serious mobility  
when it matters most

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City of Appleton Valley Transit  
Ron McDonald  
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Appleton, WI 54914  
920 832-2291  
[Ronald.McDonald@Appleton.org](mailto:Ronald.McDonald@Appleton.org)

**SUBJECT: UHF DMR RADIO SYSTEM UPGRADE FOR CITY OF APPLETON VALLEY TRANSIT  
WITH TRBO CONNECT CAPABILITY**

Date: 8/2/2017

PRICING AND FINANCIAL OPTIONS SPECIFIC TO THIS OFFERING:  
EQUIPMENT DETAILS AND PRICING

QTY	MODEL	DESCRIPTION	UNIT PRICE	TOTAL PRICE
<b>DMR RADIO SYSTEM INFRASTRUCTURE</b>				
1	AAR10QCCGANQ1	SLR5700 MOTOROLA 403-470m Mhz 50 WATT REPEATER	\$2,087.04	\$2,087.04
1	HKLN4427	CAPACITY PLUS DIGITAL TRUNKING UPGRADE	\$434.80	\$434.80
1	HKVN4205A	DATA NETWORK APPLICATION INTERFACE (IP WIRELINE GATEWAY)	\$750.00	\$750.00
1	HKVN4206A	VOICE NETWORK APPLICATION INTERFACE (IP WIRELINE VOICE GATEWAY)	\$250.00	\$250.00
1	DSDB43683B	DB4368-3-B, 450-470 MHZ 3 CH TX COMBINER	\$7,619.00	\$7,619.00
1	DSDSRMC0608CA	RMC06, 8 CH HIGH GAIN AMP UNIVRMC SYSTEM, AC POWER, 700-902MHZ	\$5,649.00	\$5,649.00
1	DSDB3826BPB	UHF DUAL UNIVERSAL MILLED WINDOW FILTER, 456-460MHZ/466-470MHZ	\$7,065.00	\$7,065.00
1	DSDBSDB8922	DB8922, 50 OHM BNC MALE TERMINATION FOR UNUSED PORTS	\$10.25	\$10.25
1	DSDBMOFR34UM	DBMOFR-34UM, 34U FRAME RACK W/GROUND STRAP	\$1,639.00	\$1,639.00
30	FSJ4-50B	1/2" SUPERFLEX CABLE	\$4.95	\$148.50
15	FSJ1-50A	1/4" SUPERFLEX CABLE	\$2.28	\$34.20
8	F4PNMV2-HC	N-Male 1/2" SUPERFLEX CABLE	\$36.00	\$288.00
3	172126	N-M to N-FM RIGHT ANGLE ADAPTOR	\$16.00	\$48.00
6	F1TBM-C	BNC MALE 1/4" SUPERFLEX CONNECTOR	\$26.00	\$156.00
20	THHN-6-STR-GRN	#6 GROUNDING CABLE PER FOOT	\$0.80	\$16.00
40	TECH LABOR	TECH LABOR TO PROGRAM INSTALL AND TEST INFRASTRUCTURE LISTED ABOVE	\$110.00	\$4,400.00
1	FCC LICENSE FEES	LICENSING FCC FEES,	\$850.00	\$850.00
			<b>Sub-Total:</b>	<b>\$31,444.79</b>
<b>DMR PORTABLE RADIOS</b>				
18	AAH56RDN9RA1 N	XPR 7550E 403-512 4W FKP WITH TRBOCONNECT ENABLE	\$632.63	\$11,387.34
6	QA00505	PMMN4025 SPEAKER MICROPHONE WITH A TWO YEAR WARRANTY	\$61.63	\$369.78

4	TECH LABOR	PROGRAMMING AND SETUP	\$110.00	\$440.00
			<b>Sub-Total:</b>	<b>\$12,197.12</b>
<b>DMR MOBILE RADIOS</b>				
38	AAM28QNN9RA1-N	XPR 5550E 403-470M 25W WITH TRBOCONNECT ENABLE	\$589.15	\$22,387.70
31	HMN4098	IMPRES TELEPHONE STYLE DISCREET HANDSET	\$195.00	\$6,045.00
31	PMKN4034	MICROPHONE EXTENSION CABLE	\$48.00	\$1,488.00
31	HKN9557A	UHF F/Mini U Male Adaptor	\$12.00	\$372.00
4	HAE6029A/K794/71969	UHF ROOF MOUNT ANTENNAS 17FT CABLE AND CONNECTORS	\$69.00	\$276.00
54	INSTALL LABOR	MOBILE INSTALLATION- will use existing antenna and coax except for 4 new buses	\$95.00	\$5,130.00
8	TECH LABOR	PROGRAMMING AND SETUP	\$110.00	\$880.00
			<b>Sub-Total:</b>	<b>\$36,578.70</b>
<b>BASE STATION FOR OFFICES</b>				
8	AAM28QNN9RA1-N	XPR 5550E 403-470M 25W WITH TRBOCONNECT ENABLE	\$589.15	\$4,713.20
8	SS-18-MT	ICT-CS120-15A/HYT5 15 AMP POWER SUPPLY W/ HOOD	\$113.43	\$907.44
8	PMMN4098	DESK MICROPHONE	\$120.00	\$960.00
8	TECH LABOR	PROGRAMMING, SETUP AND INSTALLATION	\$110.00	\$880.00
		<b>Note:</b> Using Existing UHF base antennas	<b>Sub-Total:</b>	<b>\$7,460.64</b>
<b>TRBONET DISPATCH SOFTWARE LICENSES</b>				
2	TT2960A	ADDITIONAL CLIENT LICENSES FOR DESK TOP COMPUTERS	\$951.13	\$1,902.26
57	TT2932A	ADDITIONAL RADIO license of access to the dispatcher system (per terminal)	\$88.32	\$5,034.24
4	TECH LABOR	Labor to setup all new and existing DMR radios into Trbnet Dispatch Software	\$110.00	\$440.00
8	TECH LABOR	Configuration, Implementatio and Hands on Training.	\$110.00	\$880.00
			<b>Sub-Total:</b>	<b>\$8,256.50</b>
			<b>Total Price:</b>	<b>\$95,937.75</b>

**Pricing good until 9/29/17**

**Terms: Payment due net 30 days**

We impose a surcharge of 2% on credit card purchases over \$1,000, which is not greater than our cost of acceptance

**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 Al Koivisto (920) 544-4203**