TOWN OF DERRY, NH

QUOTE/BID LIST

Company Name	Quote/Bid	Date	
1. CyberComm Inc	\$4,736	10/9/12	
2. Cen-Comm	\$6,216	9/17/12	
3. 2 Way Communications	\$4,165	10/16/12	
4. 5. HUDSON			

Budget line		
Bid Recipient		
Department Head Signature	Date	



Town of Derry, New Hampshire

REQUEST FOR QUOTES

(#13-116)

October 2, 2012

The Town of Derry, New Hampshire is requesting a quote to furnish and install the following items at the Warner Hill Road tower:

- Motorola XPR8400 Digital/Analog UHF Repeater 25-40 Watts
 100% Continuous Duty 2 simultaneous voice paths Digital Internal Power Supply Rack Mountable
 Use of existing Duplexer antenna system
- 100 Watt Amplifier 406 512MHZ, 20 50W Input, 100W Output, 13.8DC 110 AC including installation
- 46" open rack
- Installation of above system

INSTRUCTIONS TO BIDDERS:

Quotes must be submitted via fax to Derry Public Works at (603) 432-6130 by no later than 4pm – Thursday, October 18, 2012.

Questions may be directed to:

Derry Public Works
Michael A Fowler, Public Works Director
603 432-6144
mikefowler@derry-nh.org

The Town of Derry may reject any or all the quotes.

CENTRAL COMMUNICATIONS CORPORATION

CEN-COM

CHIP HULL

VICE PRESIDENT

9 INDEPENDENCE DRIVE

LONDONDERRY NH 03053

Derry Highway Department

Attention: John

Derry Highway Department

Tel:

Tel: (603) 432-4313 Fax: (603) 437-1969

September 17, 2012

\$

150.00

\$

150.00

Cost Total Description ITEM QTY Model \$ 3,400.00 \$ 3,400.00 Motorola XPR8400 Digital/Analog UHF Repeater 25-40 Watts Includes: Moto-Turbo 1 Use existing Duplexer antenna system Repeater 100% Continuous Duty - Supports 2 simultaneous voice paths in Digital Internal Power supply - Rack Mountable 100 Watt Amplifier - 406 512MHZ, 20 50W Input, 100W Output, 13.8DC / \$ 2,378.00 \$ 2,378.00 2 1 110 AC Including installation \$ 150.00 \$ 150.00 46" open Rack 2 1 288.00 288.00 Installation of above system 3 1 \$ 6,216.00 **Total Cost** Optional Equipment Battery Back-up Includes: Battery cahrger, Battery and all cableing and \$ 298.00 \$ 298.00 Recommended 1 1 connectors

		Lease Rates			
\$6,216.00	12 Month	24 Month	36 Month	48 Month	60 Month
Lease Rates	\$625.52	\$328.77	\$224.85	\$181.71	\$154.26
Security Deposit	1	2	2	2	2

Estimated payments shown are for companies in business 2 years or more. Documentation fee up to \$250 required. Please note: Payments shown are subject to state and local taxes. Consult your tax advisor for more information. Subject to Marlin's credit approval and receipt of required documents.

Notes:

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- Battery Back Up: I would recommend this option

Wall Mount Rack



Cyber Communications Sales, Inc. 56 Holton St
Woburn MA 01801
(781) 647-1010
Fax (781) 647-5943

PROPOSAL

Customer

Name Derry Public Works, Attn. Michael Fowler

Address

Cty,St,Zip Derry NH

Phone 603-432-6144 FAX 603-432-6130

Email: <u>mikefowler@derry-nh.org</u>

Date 10/9/12 Quote valid for 45 days

Sales Cell Phone John DeGenova

FAX

978-530-6668 781-647-5943

jdegenova@cybercomminc.com

Ob.	Madel	Desire of the second of the se		-
Qty 1	Model XPR8400	Description	Unit Price	Extended Price
1	AFK0400	Motorola Troo digital/analog repeater. 450-512MHz, 25-40watt	\$2,088.00	\$2,088.00
1		output. Two talk paths in digital mode. 2 YEAR WARRANTY	-	\$0.00
1 '		DSP1020MOUPS UHF power amplifier 406-512MHz	\$1,568.00	\$1,568.00
1	1	20-50 watt input, 100 watt output with integrated 110VAC supply		\$0.00
1	1	Cable Kit		\$0.00
	1	46 inch equipment rack	\$380.00	\$380.00
	1	46 inch equipment rack	\$0.00	\$0.00
]		9		\$0.00
1	1			\$0.00
1	1			\$0.00
	1		i	\$0.00
	1		ľ	\$0.00
				\$0.00
l		WORK DESCRIPTION		\$0.00
	1			\$0.00
	i	Set up and install XPR 8400 trbo repeater with 100 watt		\$0.00
1		amplifier at Warner Hill Road Site. Re-use existing		\$0.00
		duplexer transmission line and antenna		\$0.00
				\$0.00
		S THE CHARLES BROWN		\$0.00
			[8]	\$0.00
1 1				\$0.00
				\$0.00
				\$0.00
5	hrs labor	Repeater programming, set up and installation	\$140.00	
		, and the distance of	\$140.00	\$700.00
1 1				\$0.00
1 1				\$0.00
		Equipment		\$0.00
		Tax		\$4,036.00
		Labor		\$0.00
		Total	to the Asia A	\$700.00
		• Ammerican selas reralis june si≷us en si fest		\$4,736.00
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2-Way Communications Service, Inc. 23 River Road, Newington NH 03801 1-800-441-6288 Fax: 603-431-4832 www.2-way.biz

October 16, 2012

Derry Public Works Michael Fowler, Public Works Director 603-432-6144

Dear Mr. Fowler:

On behalf of 2-Way Communications I am pleased to present our quotes for your replacement UHF repeater. I have included two options;

- One is for the XPR8400 with 100 watt amplifier as requested.
- The other is for the MTR3000 100 watt repeater. The MTR is a bit more expensive, but in the long run will be a more reliable, purpose-built high powered MotoTRBO station.

If you have any questions, please don't hesitate to give me a call. We look forward to the opportunity to work with you.

Sincerely,

Nicholas Hamel Sales Manager

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2-Way Communications Service, Inc.

23 River Road

Newington, NH 03801



Proposal

17461

Date: 10/16/2012

Name / Address:

Derry Public Works Michael Fowler 603-432-6144 Phone: 1-800-441-6288

Fax: 603-431-4832

E-mail us :

CommDivision@2-way.biz

Visit our Web Site:

www.2-way.biz

2-Way is the only Motorola Premier Service Partner in New Hampshire and Maine!







P.O. No.: Rep:

Oty	Ifem	Description	700 Total
1 1 1 1 3 3	AAM27TRR9JA7 361991 377772 HP5 Comm Adv	MotoTRBO Digital Repeater: Per RFQ: XPR8400 with power amp, installed. MotoTRBO XPR 8400 450-512 MHZ 1-40W. TPL Amplifier - 450-470 MHz 15-30W In, 75-100W Out Amp w/ Power Supply. Bud Industries 50" Open Rack Hardware Package. Communications Division Advanced Labor.	2,200.00 1,500.00 200.00 25.00 240.00

Subtota!

\$4,165.00

Thank you for taking the time to review my proposal. Sign and return to accept. Valid for 30 days.

Sales Tax (0.0%)

\$0.00

Total \$4,165.00

Signature		

2-Way Communications Service, Inc.

23 River Road Newington, NH 03801



Proposal

17462

Date: 10/16/2012

Name / Address:

Phone:

1-800-441-6288

Derry Public Works Michael Fowler 603-432-6144

Fax:

603-431-4832

E-mail us:

CommDivision@2-way.biz

Visit our Web Site:

www.2-way.biz

2-Way is the only Motorola Premier Service Partner in New Hampshire and Maine!







P.O. No.: Rep:

Qty	Item	Description	Total
1 1 1 1 1 1 2	T3000 X540-MTR X265-MTR3K X153-MTR3K 377772 X216-MTR3K HP4 Comm Adv	MotoTRBO Digital Repeater: 2-Way Recommended: 100w Continuous duty rated MTR3000 MotoTRBO Repeater: Motorola MTR3000 Base/Repeater Radio UHF (470-524 MHz.) Frequency Option High Performance Preselector (Requires operating freq.) Rack Mount Hardware Bud Industries 50" Open Rack 4 Wire Wireline Hardware Package. Communications Division Advanced Labor.	2,600.00 2,400.00 400.00 50.00 200.00 340.00 20.00 160.00

Subtotal

\$6,170.00

Thank you for taking the time to review my proposal. Sign and return to accept. Valid for 30 days.

Sales Tax (0.0%)

\$0.00

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Signature	
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