

**Please be sure to read these instructions carefully prior to completing this pricing document. Failure to follow the pricing instructions may result in rejection of the Proposal.**

All pricing is to be submitted on this multi-tabbed pricing document **ONLY**. All pricing is to include delivery FOB destination where applicable.

When submitted electronically, this workbook is to be submitted in Excel format (not in PDF or other, non-editable format).

Each price noted must be a not-to-exceed fee and be all inclusive; i.e. items which are normally referred to as **reimbursable expenses** and overtime work requiring higher than regular rates for which no additional compensation will be due must be included in the line item pricing.

Proposers must include pricing for the simulcast control equipment, local simulcast control equipment at a radio site, key network (local area network and wide area network) components, including, without limitation, any and all components that connect controllers, audio processors, dispatch consoles, interoperability equipment and radio sites, site repeaters and network management system equipment identified in Attachment B - Product Features and Requirements to RFP No. [\_\_\_\_\_] - [\_\_\_], or functional equivalents thereof at no additional cost, which shall remain firm for five (5) years from the execution a final Professional Services Agreement. Thereafter, pricing may only be increased once per year up to the maximum percentage quoted on the pricing form (marked on the form as: "Infrastructure Equipment Pricing Increase Percentage").

Proposers must include pricing for the mobile subscriber radios, portable subscriber radios and portable subscriber radio accessories, including, without limitation, remote speakers and microphones, batteries and antennas, identified in Attachment B - Product Features and Requirements to RFP No. [\_\_\_\_\_] - [\_\_\_], or functional equivalents thereof at no additional cost, which shall remain firm for five (5) years from the execution a final Professional Services Agreement. Thereafter, pricing may only be increased once per year up to the maximum percentage quoted on the pricing form (marked on the form as: "Subscriber Equipment Pricing Increase Percentage").

Proposers must include pricing for all other equipment identified in Attachment B - Product Features and requirements to RFP No. [\_\_\_\_\_]\_[\_\_], or functional equivalents thereof at no additional cost, which shall remain firm for two (2) years from System Acceptance. Thereafter, pricing may only be increased once per year up to the maximum percentage quoted on the pricing form (marked on the form as: "General Equipment Pricing Increase Percentage").

It is important to note that the percentages quoted for both infrastructure, subscriber and general equipment pricing increases are not to exceed percentages. However, it is not to be assumed Proposers will automatically get the full percentages quoted. Proposers must provide sufficient documentation supporting the actual pricing increase percentages required for purchases beyond the initial two (2) or five (5) year periods. The not to exceed pricing increase percentages will be considered when evaluating the life cycle cost. It is also expected that any decreases in pricing would be passed on to the County.

"No additional cost" means that the cost of a functional equivalent and the costs for any associated upgrades and/or replacements to functionally-associated in-use equipment that is required by the introduction of the functional equivalent shall be no greater than the cost of the product as proposed.

Wherever the word "Implementation" appears, the pricing must be all inclusive of the services necessary to deploy and implement the component(s) noted. This includes, without limitation, project management services and installation activities. The only prices that SHOULD NOT be included are training. There is a tab for Proposers to include all training prices.

Please do not leave any spaces blank. If the price of an item is included in the price of some other item, please designate it with the word "Included." If the item is not applicable to Radio System Package being offered, please designate that with the word "Not Applicable." Leave the discount for any "Included" or "Not Applicable" items as "0%."

Proposers must include pricing for infrastructure support and maintenance services provided on a twenty-four (24) hours per day, seven (7) days per week, basis, including, without limitation any and all upgrades and enhancements aimed at achieving efficient operation of the Radio System Package that will be provided pursuant to the terms and conditions of a final Professional Services Agreement. The first year of paid support will not commence until after warranty expiration. Pricing for any and all support services provided must be fixed for the first year of service. Thereafter, pricing may not increase by more than three percent (3%) for the prior one-year period.

Proposers shall include a per-unit price to provide depot subscriber maintenance services. Proposers shall also include a per-unit price to provide in-field subscriber maintenance services, including, without limitation, yearly preventive maintenance and incidental repairs of portable and mobile subscriber radios.

Use the "Pricing Comments Area" for any comments regarding the pricing provided herein. Include in these areas any notes about how the price of an item is included in the price of another or explanations as to why an item is "Not Applicable". **Any and all comments shall be taken as information only to confirm that Proposers have addressed all pricing items and will not be used to adjust any prices submitted without further discussion. If additional space is needed, use the tab labeled "Pricing Comments" but be sure the comment includes a direct reference back to the pricing item being referred to.**

Proposers shall provide hourly rates in the "Hourly Rates" tab should additional services be required after implementation is complete. The rates quoted will be firm for a period of one (1) year from contract execution. The County also reserves the right to negotiate fixed fees for any additional services required based on the hourly rates provided.

Proposers shall offer lease/purchase options for five (5), seven (7) and ten (10) year terms. Proposers shall describe each financing option available and the advantages thereof, such as annual payment vs. monthly or quarterly payment, including maintenance costs in the lease. The description of any and all financing options shall define when title passes to the County, insurance requirements and include, without limitation, lease rates and buy-out factors and terms.

Proposers shall include pricing for each accessory item required for each model of portable subscriber radio that will be included in the Radio System Package provided pursuant to the terms and conditions of a final Professional Services Agreement. In the event that an accessory requires an option not specified in Section 5.4.4 of Attachment B - Product Features and Requirements to RFP No. [\_\_\_\_\_] - [\_\_\_] (e.g. wireless remote speaker microphones), the Proposer shall note the description and cost of the option per radio in the comments section of this pricing workbook.

Proposers shall provide pricing for an application programmer interface document detailing how GPS location information can be exchanged, manipulated and displayed in other third-party mapping applications.

The County intends on keeping the system for its product life; however, for purposes of cost evaluation, cost will be based on a ten-year life cycle, including all of the mandatory items and services included in this pricing workbook.

## Humboldt County RFP Pricing Workbook

**Infrastructure**

**Proposer:**

**Vendor Name**

Section 1: Simulcast Controller Site					
Item #	Description	Unit List Price	Discount %	Unit Sales Price	Quantity
1	Simulcast Control Equipment		0%	\$ -	1
2	Simulcast Control Network Mgr		0%	\$ -	1
3	Simulcast Control Pwr System		0%	\$ -	1
4	Simulcast Control Spares (Lot)		0%	\$ -	1
5	Simulcast Control Implementation		0%	\$ -	1
6			0%	\$ -	
7	Microwave Equipment		0%	\$ -	1
8	Microwave Network Mgr		0%	\$ -	1
9	Microwave Spares (Lot)		0%	\$ -	1
10	Microwave Implementation		0%	\$ -	1
11			0%	\$ -	
12			0%	\$ -	
13			0%	\$ -	
14			0%	\$ -	
15			0%	\$ -	
<b>Extended Total</b>					

## Humboldt County RFP Pricing Workbook

**Infrastructure**

**Proposer:**

**Vendor Name**

Section 2: RF Sites Equipment					
Item #	Description	Unit List Price	Discount %	Unit Sales Price	Quantity
1	RF Site 1: Antenna System		0%	\$ -	
2	RF Site 1: Digital Repeater Station		0%	\$ -	
3	RF Site 1: Analog Repeater Station		0%	\$ -	
4	RF Site 1: Network LAN/WAN Equipment		0%	\$ -	
5	RF Site 1: Simulcast Control Equipment		0%	\$ -	
6	RF Site 1: DC Pwr System		0%	\$ -	
7	RF Site 1: Racks, mounting hardware (Lot)		0%	\$ -	
8	RF Site 1: Implementation Costs		0%	\$ -	
9	RF Site 1: Site Improvement Eqpmt (Lot)		0%	\$ -	
10	RF Site 1: Site Improvement Implementation Costs		0%	\$ -	
11	RF Site 1:Site Microwave Equipment		0%	\$ -	
12	RF Site 1:Site Microwave Equipment Implementation Costs		0%	\$ -	
13			0%	\$ -	
14			0%	\$ -	
15			0%	\$ -	
16			0%	\$ -	
17			0%	\$ -	
18			0%	\$ -	
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26			0%	\$ -	
27			0%	\$ -	

## Humboldt County RFP Pricing Workbook

Infrastructure	Proposer:			Vendor Name	
28			0%	\$	-
29			0%	\$	-
30			0%	\$	-
31			0%	\$	-
32			0%	\$	-
33			0%	\$	-
34			0%	\$	-
35			0%	\$	-
36			0%	\$	-
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## Humboldt County RFP Pricing Workbook

Infrastructure				Proposer:	Vendor Name
61			0%	\$	-
62			0%	\$	-
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64			0%	\$	-
65			0%	\$	-
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92			0%	\$	-
93			0%	\$	-

## Humboldt County RFP Pricing Workbook

Infrastructure	Proposer:	Vendor Name
94	0%	\$ -
95	0%	\$ -
96	0%	\$ -
97	0%	\$ -
Recommended Site Spares (Lot)		\$ -
<b>Extended Total</b>		

Section 3: Optional Items					
Item #	Description	Unit List Price	Discount %	Unit Sales Price	Quantity
1	Option: OTAP		0%	\$ -	1
2	Option: OTAP Implementation		0%	\$ -	1
3	Option: GPS Location		0%	\$ -	1
4	Option: GPS Location Implementation		0%	\$ -	1
5	Option: Test Equipment (Lot)		0%	\$ -	1
6			0%	\$ -	
7			0%	\$ -	
8			0%	\$ -	
9			0%	\$ -	
10			0%	\$ -	

Section 4: Training					
Item #	Description	Unit List Price	Discount %	Unit Sales Price	Quantity
1	System management		0%	\$ -	1
2	Microwave infrastructure administration		0%	\$ -	1
3			0%	\$ -	
4			0%	\$ -	
5			0%	\$ -	
6			0%	\$ -	
7			0%	\$ -	
8			0%	\$ -	
9			0%	\$ -	
10			0%	\$ -	

Section 5: Maintenance and Support Services
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## Humboldt County RFP Pricing Workbook

### Infrastructure

### Proposer:

### Vendor Name

Item #	Description	Price for 1st Maintenance Year	Price for 2nd Maintenance Year	Price for 3rd Maintenance Year	Price for 4th Maintenance Year
1	Simulcast Control Maintenance and Support	\$ -	\$ -	\$ -	\$ -
2	RF Site Maintenance and Support	\$ -	\$ -	\$ -	\$ -
3	Microwave Network Maintenance and Support	\$ -	\$ -	\$ -	\$ -
4	Option: Technical Support Service	\$ -	\$ -	\$ -	\$ -
5	Option: Software Update Service	\$ -	\$ -	\$ -	\$ -
6		\$ -	\$ -	\$ -	\$ -
Item #	Description	Price for 6th Maintenance Year	Price for 7th Maintenance Year	Price for 8th Maintenance Year	Price for 9th Maintenance Year
1	Simulcast Control Maintenance and Support	\$ -	\$ -	\$ -	\$ -
2	RF Site Maintenance and Support	\$ -	\$ -	\$ -	\$ -
3	Microwave Network Maintenance and Support	\$ -	\$ -	\$ -	\$ -
4	Option: Technical Support Service	\$ -	\$ -	\$ -	\$ -
5	Option: Software Update Service	\$ -	\$ -	\$ -	\$ -
6		\$ -	\$ -	\$ -	\$ -

# Humboldt County RFP Pricing Workbook

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# Humboldt County RFP Pricing Workbook

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# Humboldt County RFP Pricing Workbook

Price for 5th Maintenance Year	
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Price for 10th Maintenance Year	
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**Subscriber Units**

**Proposer:**

**Vendor Name**

<b>Section 1: Subscriber Units Mandatory Items</b>					
<b>Item #</b>	<b>Description</b>	<b>Unit List Price</b>	<b>Discount %</b>	<b>Unit Sales Price</b>	<b>Quantity</b>
1	Portable: Public Safety		0%	\$ -	187
2	Mobile: Public Safety		0%	\$ -	188
3	Control Station: Desktop Mobile-in-tray		0%	\$ -	7
4	Control Station: Console Backup Station		0%	\$ -	2
5			0%	\$ -	
6			0%	\$ -	
7			0%	\$ -	
8			0%	\$ -	
9			0%	\$ -	
10			0%	\$ -	
					<b>Extended Total</b>

<b>Section 2: Optional Items</b>					
<b>Item #</b>	<b>Description</b>	<b>Unit List Price</b>	<b>Discount %</b>	<b>Unit Sales Price</b>	<b>Quantity</b>
1	Option: Encryption		0%	\$ -	1
2	Option: GPS Location		0%	\$ -	1
3	Option: OTAP		0%	\$ -	1
4	Option: Portable Man-down Alert		0%	\$ -	1
5	Option: Backup Ctrl Station Rack Mount		0%	\$ -	1
6			0%	\$ -	
7			0%	\$ -	
8			0%	\$ -	
9			0%	\$ -	
10			0%	\$ -	

**Subscriber Units**

**Proposer:**

**Vendor Name**

<b>Section 3: Implementation Services</b>					
<b>Item #</b>	<b>Description</b>	<b>Unit List Price</b>	<b>Discount %</b>	<b>Unit Sales Price</b>	<b>Quantity</b>
1	Portable: Configuration and Programming		0%	\$ -	187
2	Portable: Alignment and Adjustment		0%	\$ -	187
3	Portable: Initial Battery Charging		0%	\$ -	187
4	Portable: Delivery and Distribution		0%	\$ -	187
5	Portable: Inventory		0%	\$ -	187
6	Mobile: Development and Programming		0%	\$ -	188
7	Mobile: Alignment and Adjustment		0%	\$ -	188
8	Mobile: Installation		0%	\$ -	188
9			0%	\$ -	
10			0%	\$ -	

<b>Section 4: Training Services</b>					
<b>Item #</b>	<b>Description</b>	<b>Unit List Price</b>	<b>Discount %</b>	<b>Unit Sales Price</b>	<b>Quantity</b>
1	Portable: Usage Training		0%	\$ -	1
2	Mobile: Usage Training		0%	\$ -	1
3	Template-Building and Programming Training		0%	\$ -	1
4			0%	\$ -	
5			0%	\$ -	

<b>Section 5: Depot Maintenance and Support Services</b>					
<b>Item #</b>	<b>Description</b>	<b>Unit List Price</b>	<b>Discount %</b>	<b>Unit Sales Price</b>	<b>Quantity</b>
1	Portable: Public Safety		0%	\$ -	187
2	Mobile: Public Safety		0%	\$ -	188
3	Control Station: Desktop Mobile-in-tray		0%	\$ -	7
4	Control Station: Console Backup Station		0%	\$ -	2
5			0%	\$ -	

**Section 5A: In-field Maintenance and Support Services**

**Subscriber Units**

**Proposer:**

**Vendor Name**

Item #	Description	Unit List Price	Discount %	Unit Sales Price	Quantity
1	Mobile: Public Safety		0%	\$ -	188
2	Control Station: Desktop Mobile-in-tray		0%	\$ -	7
3	Control Station: Console Backup Station		0%	\$ -	2
4			0%	\$ -	
5			0%	\$ -	

**Subscriber Units**

**Proposer:**

**Vendor Name**

Section 6: Accessories					
Item #	Description	Unit List Price	Discount %	Unit Sales Price	Quantity
1	Leather or Plastic Holsters		0%	\$ -	188
2	Corded Remote Speaker Microphones		0%	\$ -	188
3	Wireless Remote Speaker Microphones (e.g. Bluetooth) – If available		0%	\$ -	188
4	Earpieces		0%	\$ -	188
5	Covert microphones/headsets		0%	\$ -	188
6	Single Unit Rapid Battery Charger		0%	\$ -	188
7	Multi-unit Rapid Battery Charger		0%	\$ -	188
8	Spare Batteries		0%	\$ -	188
9	Vehicle Mounted Charger (12 VDC Cigarette lighter)		0%	\$ -	188
10	Vehicle Mounted Charger (12 VDC direct battery connection)		0%	\$ -	188
11	“AA” Clamshell Battery Holder		0%	\$ -	188
12	Intrinsically Safe Batteries (12 hour operation @ 90/5/5 duty cycle)		0%	\$ -	188
13			0%	\$ -	
14			0%	\$ -	
15			0%	\$ -	
16			0%	\$ -	
17			0%	\$ -	
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20			0%	\$ -	

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# Humboldt County RFP Pricing Workbook

Hourly Rates

Proposer:

Vendor Name

Section 1: Hourly Rates for Add-on Services		
Item #	Description	Hourly Rate
1	Engineer	
2	Project Management	
3	System Technician	
4	Repair Technician	
5	Installation Technician	
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# Humboldt County RFP Pricing Workbook

Price Increase Percentage

Proposer:

Vendor Name

Section 1: Price Increase Percentage		
Item #	Description	%
1	Subscriber Pricing Increase %	
2	Infrastructure Pricing Increase %	

Pricing Comments

Proposer:

Vendor Name

Section 1: Pricing Comments		
Item #	Section Ref.	Comment
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