

ITB-RH-10-023 Motorola Radios						
Opening: 4/14/2010 @ 1 p.m.	Continental Wireless Inc		SAT Radio Communications, Ltd		Finger Lakes Communication Co Inc	
	10455 Vista Park		dba Industrial Communications		305 Clark Street	
Awarded to ComSource and Utility Communications	Dallas TX 75238		1019 E Euclid		Auburn NY 13021	
Comsource: 72 CM200 and 6 BPR4- chargers	Rita Weber		San Antonio TX 78212		Kris Martin	
Utility Communications: 40 BPR40 and 44 engraving opt.			Judy Markowski			
	Unit	Pricing	Unit	Pricing	Unit	Pricing
CP200	1 to 50 units	\$294.99	1 to 9 units	\$310.97	1 to 9 units	\$329.75
CP200			10 to 34 units	\$303.44	10 to 34 units	\$321.70
CP200			35 to 59 units	\$295.91	35 to 59 units	\$313.60
Rack charger price each	\$311.79	wpln4161	\$315.00		\$290 each	10 plus units \$270 ea
Is d deduct possible for single unit chargers:	-\$13.20	Option # Q653	-\$14.10		minus \$15.00 each	
BPR 40	1 to 50 units	\$210.60	1 to 50 units	\$195.66	1 to unlimited	\$206.00
BPR 40						
BPR 40						
Rack charger price each	\$291.00	RLN6393	\$279.00	Non-Motorola (no	\$290 each	10 plus units \$270.ea
Is d deduct possible for single unit chargers:	No		-\$15.00	Motorola multicharger)	No	
					Promo till 4/30/10, buy 20 get 2 free	
CDM750	1 to 29 units	\$433.29	1 to 9 units	\$408.24	1 to 9 units	\$435.00
CDM750	30 to 59 units	\$418.86	10 to 29 units	\$398.36	10 to 29 units	\$424.00
CDM750	60 plus units	\$408.03	30 to 59 units	\$385.18	30 to 59 units	\$409.00
			60 plus units	\$375.30	60 plus units	\$399.00
CDM1250	1 to 29 units	\$515.62	1 to 9 units	\$485.76	1 to 9 units	\$517.00
CDM1250	30 to 59 units	\$497.79	10 to 29 units	\$473.55	10 to 29 units	\$504.00
CDM1250	60 plus units	\$484.43	30 to 59 units	\$457.27	30 to 59 units	\$487.00
			60 plus units	\$445.07	60 plus units	\$474.00
CM200	1 to 34 units	\$365.13	1 to 9 units	\$337.23	1 to 9 units	\$354.00
CM200	35 to 99 units	\$347.62	10 to 34 units	\$329.24	10 to 34 units	\$346.00
CM200	100 to 150 units	\$330.11	35 to 59 units	\$321.24	35 to 59 units	\$337.00
			60-99 units	\$313.24	60 plus units	\$328.25
CM300	1 to 34 units	\$401.15	1 to 9 units	\$371.15	1 to 9 units	\$391.00
CM300	35 to 99 units	\$381.41	10 to 34 units	\$362.13	10 to 34 units	\$381.00
CM300	100 to 150 units	\$361.68	35 to 59 units	\$353.12	35 to 59 units	\$371.00
			60 to 99 units	\$344.11	60 to 99 units	\$361.35
Delivery within ___ days ARO:	5-7 days		14 days (as long as not on backorder)		10- days	
Any special discount or promotions:	Motorola offering rebate of \$200 for every 6 radios; offer ends April 30, 2010. Only valid for CP200, CM200 and CM 300.		Until 4/30/10-save \$200 when you purchase 6-SP200's, 6 CM200's, or 6CM300's		BPS 40's have buy 20 get 2 free promo, Expires 4/30/10, CP200/CM200/CM300 buy 6 get \$200 rebate	
Acknowledge all radios programmed to specs:	acknowledged		acknowledged		acknowledged	
City has 6-month option to purchases add'l radios:	acknowledged		acknowledged		acknowledged	
Pricing includes delivery to 48307 and 48309:	acknowledged		acknowledged		acknowledged	
Willing to extend to MITN:	Yes		Yes		Yes	
Added info, exceptions, points not addressed:	left blank		left blank		Rack chargers are an equivalent to Motorola	
MITN Comments:						

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Opening: 4/14/2010 @ 1 p.m.							
	Utility Communications, Inc 920 Sherman Avenue Hamden CT 06514 Edward Abrams		ComSource Inc 2130 Austin Road Rochester Hills MI 48309 James Bott		Advanced Wireless Telecom 49716 Martin Drive Wixom MI 48393 Neil Sheaffer		
Awarded to ComSource and Utility Communications							
Comsource: 72 CM200 and 6 BPR4- chargers							
Utility Communications: 40 BPR40 and 44 engraving opt.							
	Unit	Pricing	Unit	Pricing	Unit	Pricing	
CP200	1 to 15 units	\$278.00	1 to 100 units	\$285.15	1 to 9 units	\$271.95	
CP200	16 to 30 units	\$275.00			10 to 34 units	\$263.79	
CP200	31 to 50 units	\$272.00			35 to 59 units	\$255.63	
Rack charger price each	\$270.00		\$318.00	WPLN4161R	\$330.75		
Is d deduct possible for single unit chargers:	-\$10.00		-\$12.00		yes (but no amount given)		
BPR 40	1 to 19 units	\$170.00	1 to 100 units	\$205.00	1 to unlimited units	\$210.00	
BPR 40	20 to 35 units	\$161.00					
BPR 40	36 to 50 units	\$159.00					
Rack charger price each	\$315.00		\$298.00	RLN6393	\$308.70		
Is d deduct possible for single unit chargers:	No		No		No		
CDM750	1 to 15 units	\$375.00	1 to 100 units	\$390.00	1 to 9 units	\$439.95	
CDM750	16 to 30 units	\$370.00			10 to 29 units	\$429.24	
CDM750	31 to 80 units	\$360.00			30 to 59 units	\$414.96	
					60 plus units	\$404.25	
CDM1250	1 to 15 units	\$453.00	1 to 100 units	\$462.00	1 to 9 units	\$523.95	
CDM1250	16 to 30 units	\$449.00			10 to 29 units	\$510.30	
CDM1250	31 to 80 units	\$432.00			30 to 59 units	\$493.08	
					60 plus units	\$479.85	
CM200	1 to 15 units	\$308.75	1 to 100 units	\$305.75	1 to 9 units	\$371.17	
CM200	16 to 30 units	\$305.75			10 to 29 units	\$362.59	
CM200	31 to 80 units	\$295.00			35 to 59 units	\$353.85	
CM300	1 to 15 units	\$343.00	1 to 100 units	\$335.50	1 to 9 units	\$407.92	
CM300	16 to 30 units	\$339.00			10 to 34 units	\$398.16	
CM300	31 to 80 units	\$331.00			35 to 59 units	\$388.59	
					60 to 99 units	\$378.63	
Delivery within ___ days ARO:	21-days		10-days		30-days		
Any special discount or promotions:	Custom Engraving Add \$5 per radio		Yes, \$200 rebate with order of 6-radios of CP200, CM200, CM300 on a single order.		No		
			Orders must be placed by 4/30/10.				
			Rebate site: www.motorolapromotion.com				
Acknowledge all radios programmed to specs:	acknowledged		acknowledged		acknowledged		
City has 6-month option to purchases add'l radios:	acknowledged		acknowledged		Exception taken (see below)		
Pricing includes delivery to 48307 and 48309:	acknowledged		acknowledged		acknowledged		
Willing to extend to MITN:	Yes		No		Yes		
Added info, exceptions, points not addressed:	Minimum Order 10-radios		Left Blank		Exception: Additional quantity pricing shall		
MITN Comments:	Minimum order is 10-radios; custom engraving is available for \$5 per radio.		No Exceptions		be priced within the order quantity at time of each order.		

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Opening: 4/14/2010 @ 1 p.m.		Advance Digital Systems
		Vital Communication Systems
Awarded to ComSource and Utility Communications		909 Henry Street
Comsource: 72 CM200 and 6 BPR4- chargers		Detroit MI 48201
Utility Communications: 40 BPR40 and 44 engraving opt.		Vickie Laporte
	Unit	Pricing
CP200	1 to 9 units	\$354.00
CP200	10 to 34 units	\$346.00
CP200	35 to 59 units	\$334.00
Rack charger price each	\$238.00	
Is d deduct possible for single unit chargers:	\$need clips for rack charger	
BPR 40	1 to 9 units	\$323.00
BPR 40	10 to 34 units	\$318.00
BPR 40	35 to 59 units	\$313.00
Rack charger price each	\$345.00	
Is d deduct possible for single unit chargers:	n/a	
CDM750	1 to 9 units	\$457.00
CDM750	10 to 34 units	\$447.00
CDM750	60 to 99 units	\$418.00
CDM1250	1 to 9 units	\$547.00
CDM1250	10 to 34 units	\$524.00
CDM1250	60 to 99 units	\$490.00
CM200	1 to 9 units	\$456.00
CM200	10 to 34 units	\$448.00
CM200	60 to 99 units	\$427.00
CM300	1 to 9 units	\$481.00
CM300	10 to34(or 59?) units	\$476.00
CM300	60 to 99 units	\$459.00
Delivery within ____ days ARO:	5-10 days	
Any special discount or promotions:	See attached, get \$200 rebate on every six CP200, CM200 & CM 300 purchases.	
Acknowledge all radios programmed to specs:	acknowledged	
City has 6-month option to purchases add'l radios:	acknowledged	
Pricing includes delivery to 48307 and 48309:	acknowledged	
Willing to extend to MITN:	Yes	
Added info, exceptions, points not addressed:	Left Blank	
MITN Comments:		