

November 15, 2016

Mr. Brian Peacock
CIS Director
Baldwin County Commission
312 Courthouse Square
Bay Minette, Al. 36507

Dear Brian,

Per your current request, here's the revised pricing for the Elberta/Lillian RF Site add to the existing P25 Radio Network .

Five (5) Channel RF Site - \$439,000. Pricing based on the State of Alabama T300 Contract. Price reduction from previous proposal is \$61,000 due to the removal of the Point to Point Microwave shot. Customer to provide their own backhaul to the Master Core. Customer to provide their own Building, Generator, and UPS. Proposal assumes the use of the American Tower Site for installation of the RF Site Equipment.

Pricing includes a 2 Year Post-Warranty Equipment Maintenance Contract. In the first year, the Warranty covers the Equipment Maintenance. Pricing includes a 3 Year SUAII agreement on this RF Site. SUAII starts upon implementation completion.

Lease-Purchase Options – 3 Years with 0% Financing.

	<u>Option 1</u>	<u>Option 2</u>
Lease Term	3 Years	5 Years
Payment Frequency	Annual	Annual
Lease Payment	\$146,334	\$89,463
Payment Due	First Payment due one year after Contract execution on both options.	
Interest - Year 4 & 5	N/A	3.23%
Pre-Payment Penalty	None	None

Offer valid until December 15, 2016 with Purchase Order and Signed Contract. Order would ship by the end of December.

Thank you for the opportunity to present this solution for your consideration. Full System Description to follow.

Let me know if you have question. Thanks for your business.



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