

March 10, 2015

Alcatel • Lucent

TAJIGUAS
Proposal #
14.us.504593.04

Prepared by: Sung Tran
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Account Executive: Jay Sungu
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This Proposal is submitted pursuant to the terms and conditions of the existing general purchase agreement between Alcatel-Lucent and County of Santa Barbara. Should no general purchase agreement exist, this Proposal is submitted pursuant to Alcatel-Lucent standard terms and conditions for such items and/or services as proposed herein.

E-Mail PO to Ordernow@Alcatel-Lucent.com and reference the ALU STARS # on cover sheet.

Detailed Pricing Summary

Alcatel-Lucent

County of Santa Barbara
 Santa Ynez - Tajiguas Landfill
 Proposal #

14.us.504593.04

March 10, 2015

Category	Item Description	Extended Price
HARDWARE/SOFTWARE and SPARES		
9500MPR Radio	Microwave Packet Radio	\$34,579.00
Antenna Materials	Antenna Materials	\$4,731.18
SPARES	Spares	\$24,110.50
HARDWARE/SOFTWARE and SPARES SubTotal:		\$63,420.68
TRANSMISSION ENGINEERING SERVICES		
FREQUENCY COORDINATION	Coordination	\$850.00
FCC LICENSING	Licensing	\$465.00
TRANSMISSION ENGINEERING SERVICES SubTotal:		\$1,315.00
ENGINEERING SERVICES		
PROGRAM MANAGEMENT	PMO	\$2,021.00
TECH SUPPORT GOLD	3 Year	\$416.10
STANDARD REPAIR	(Standard repair 45 days, 3 Year)	\$2,199.22
ENGINEERING SERVICES SubTotal:		\$4,636.32
Project Total:		\$69,372.00

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Pricing Notes:

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3. Prices are valid for 60 days.
4. This pricing is valid only for the equipment, equipment features, and services explicitly described within this proposal. *Any equipment item, equipment feature, installation item, or service not explicitly described in this bid is not included in this pricing, and any addition of such will require a revised proposal with modified pricing. Please review all sections of this bid carefully for details as to what this proposal includes, and what assumptions have been made.*
5. Pricing is based on attached Scope Of Work, Assumptions, Detailed Equipment List and/or Design Configurations.
6. Taxes, transportation, ancillary material, travel and living expenses are excluded.



601 Data Drive
Plano, TX 75075

Customer: County of Santa Barbara
Project: Santa Ynez - Tajiguas Landfill
STARS No: 14.us.504593.04
Date: March 10, 2015
Prepared by: Sung Tran
Phone: (972) 477-4400
Email: Sung.Tran@alcatel-lucent.com

Part Number	Description	Unit Sell Price	System Quantity Extended	System Line Item Extended
9500 MPR Microwave Switching Shelf (MSS)				
3DB19159AA	MSS-O KIT	\$1,687.50	2	\$3,375.00
3EM23067AAAA	9500 MPR CT License (Per PC Installed)	\$250.00	3	\$750.00
3DB18970BFBA	9500 MPR R5.1 SW Electronic Delivery Kit ICS01	\$500.00	4	\$2,000.00
3EM23086AQAA	9500 MPR R5.1 Flash Card ICS01	\$50.00	1	\$50.00
9500 MPR Microwave Packet Transceiver (MPT)				
3DB20547BC	MPT-HC 11199-11485MHz, HP, TX HIGH, 490/500 MHz, CH1P/1, w/LA GR-3108	\$5,515.00	2	\$11,030.00
3DB20474BB	MPT-HC 21781-22400MHz, HP, TX LOW, 1200/1232 MHz, CH2/2P, w/LA GR-3108	\$5,515.00	1	\$5,515.00
3DB20476BB	MPT-HC 22981-23600MHz, HP, TX HIGH, 1200/1232 MHz, CH2P/2, w/LA GR-3108	\$5,515.00	1	\$5,515.00
9500 MPR RTUs - per ODU/RF Transceiver/ Upgrade				
3EM24745AAAA	9500 MPRe/MSS1c OS License	\$750.00	4	\$3,000.00
3EM23068ABAA	RTU 80Mbps TRX Capacity	\$250.00	4	\$1,000.00
9500 MPR Microwave Packet Transceiver Accessories				
3MU00085AC	3 ft RJ45 Cat5e Cable	\$20.00	5	\$100.00
1AB328430001	Lightning arrester for Cat5e cable	\$363.00	4	\$1,452.00
1AD173640001	BRL Cushion BC141X 1-5/8in, 10@0.24in, 10p	\$25.00	8	\$200.00
916626	HANGER, STACKABLE 1-5/8 10 KIT	\$20.00	8	\$160.00
1AC016760006	Cat5e cable - GLP is per foot	\$0.50	200	\$100.00
1AD040130004	Ground kit (qty 3 per run, based on length)	\$14.50	12	\$174.00
1AB074610027	RJ-45 connector for indoor and outdoor ends of cat5e	\$4.00	22	\$88.00
1AB150990002	R2CT connector protection for RJ45 outdoor	\$17.50	4	\$70.00
HARDWARE TOTAL				\$34,579.00

Santa Ynez	Tajiguas Landfill	Tajiguas Landfill Trailer
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1	1	1
1	1	1
1	2	1
		1
1	1	
	1	
		1
1	2	1
1	2	1
1	3	1
1	2	1
2	4	2
2	4	2
50	100	50
3	6	3
6	10	6
1	2	1
\$7,848.00	\$17,145.50	\$9,585.50



601 Data Drive
Plano, TX 75075

Customer: County of Santa Barbara
Project: Santa Ynez - Tajiguas Landfill
STARS No: 14.us.504593.04
Date: March 10, 2015
Prepared by: Sung Tran
Phone: (972) 477-4400
Email: Sung.Tran@alcatel-lucent.com

Part Number	Description	Unit Sell Price	System Quantity Extended	System Line Item Extended	SPARES
SPARES					
1A8328430001	Lightning arrester for Cat5e cable	\$363.00	1	\$363.00	1
3DB20371BC	MPT-HC 10695-10961MHz,HP,TX HIGH,490/500 MHz, CH1P/1, w/LA GR-3108	\$5,515.00	1	\$5,515.00	1
3DB20547BC	MPT-HC 11199-11485MHz,HP,TX HIGH,490/500 MHz, CH1P/1, w/LA GR-3108	\$5,515.00	1	\$5,515.00	1
3DB20474BB	MPT-HC 21781-22400MHz,HP,TX LOW, 1200/1232 MHz, CH2/2P, w/LA GR-3108	\$5,515.00	1	\$5,515.00	1
3DB20476BB	MPT-HC 22981-23600MHz,HP,TX HIGH, 1200/1232 MHz, CH2P/2, w/LA GR-3108	\$5,515.00	1	\$5,515.00	1
3DB19159AA	MSS-O KIT	\$1,687.50	1	\$1,687.50	1
HARDWARE TOTAL				\$24,110.50	\$24,110.50



3400 W. PLANO PKWY
Plano, TX 75075

Customer: County of Santa Barbara, California
Project: Santa Ynez - Foxen Canyon
STARS No: 14.us.504256.01
Date: October 24, 2014

Part Number	Description	System Quantity	System Line Item	Santa Ynez	Tajiguas Landfill	Tajiguas Trailer
		Extended	Extended			
Antenna/Waveguide						
TBD	SBL-220 BMPT - 1' HI Perf, Integrated (MPT-HC), Single Pol Ant., Includes Radome, 1 strut (FCC cat	2	\$3,681.18			
TBD	SC3-W100AMP - 3' HI Perf, Integrated (MPT-HC), Single Pol Ant., Includes Radome, 1 strut (FCC c	2	\$590.58	1	1	1
1AF28451AAAA	Tieback Steel - Bulk Angle 4" X 4" X 3/8" X 20' (ANG414)	3	\$1,713.60	1	1	1
			\$1,377.00	1	1	1
Freight Fee			\$1,050.00			
	Freight Per Antenna (up to 3ft)	3	\$1,050.00	1	1	1
Sell Quote TOTALS			\$4,731	\$1,666	\$1,961	\$1,104



Plano, TX 75075

Customer: County of Santa Barbara
Project: Santa Ynez - Tajiguas Landfill
STARS No: 14.us.504593.04
Date: March 10, 2015

Part Number	Description	Unit Sell Price	System Quantity Extended	System Line Item Extended
TRANSMISSION ENGINEERING SERVICES				
U.S. DOMESTIC FREQUENCY SELECTION / COORDINATION				
SVC-KWIE-ENGR	Frequency Selection (per Path)	\$850.00	1	\$850.00
FCC LICENSE APPLICATION				
SVC-KWIE-ENGR	FCC License Application (Form 601) (per Site)	\$465.00	1	\$465.00
SERVICES TOTAL				\$1,315.00

AA A 2

March 10, 2015

Alcatel • Lucent

FOXEN
Proposal #
14.us.504256.04

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Alcatel-Lucent

County of Santa Barbara
 Santa Ynez - Foxen Canyon
 Proposal #

14.us.504256.04

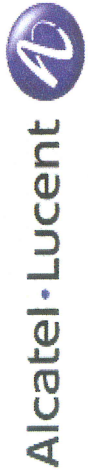
March 10, 2015

Category	Item Description	Extended Price
HARDWARE/SOFTWARE and SPARES		
9500MPR Radio	Microwave Packet Radio	\$14,628.00
DC Power	DC Power	\$879.75
Antenna Materials	Antenna Materials	\$4,672.00
SPARES	Spares	\$4.00
HARDWARE/SOFTWARE and SPARES SubTotal:		\$20,183.75
ENGINEERING SERVICES		
PROGRAM MANAGEMENT	PMO	\$646.00
TECH SUPPORT GOLD	3 Year	\$416.10
STANDARD REPAIR	(Standard repair 45 days, 3 Year)	\$930.34
ENGINEERING SERVICES SubTotal:		\$1,992.44
Project Total:		\$22,176.19

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3400 W. Plano Pkwy
Plano, TX 75075

Customer: County of Santa Barbara
Project: Santa Ynez - Foxen Canyon
STARS No: 14.us.504256.04
Date: March 10, 2015
Prepared by: Sung Tran
Phone: (972) 477-4400
Email: Sung.Tran@alcatel-lucent.com

Part Number	Description	System Quantity		System Line Item		Foxen Canyon	Santa Ynez	
		Extended	Price	Extended	Price			
9500 MPR Microwave Packet Transceiver (MPT)								
3DB20547BC	MPT-HC 11199-11485MHz,HP,TX HIGH,490/500 MHz, CH1P/1, w/LA GR-3108	2	\$5,515.00	2	\$11,030.00	1	1	
9500 MPR RTUs - per ODU/RF Transceiver/ Upgrade								
3EM24745AAAA	9500 MPre/MSS1c OS License	2	\$750.00	2	\$1,500.00	1	1	
3EM23068ABAA	RTU 80Mbps TRX Capacity	2	\$250.00	2	\$500.00	1	1	
9500 MPR Microwave Packet Transceiver Accessories								
1AB328430001	Lightning arrester for Cat5e cable	2	\$363.00	2	\$726.00	1	1	
3MU00085AC	3 ft RJ45 Cat5e Cable	2	\$20.00	2	\$40.00	1	1	
1AD173640001	BRL Cushion BC141X 1-5/8in,10@0.24in,10p	3	\$25.00	3	\$75.00	2	1	
916626	HANGER, STACKABLE 1-5/8 10 KIT	4	\$20.00	4	\$80.00	2	2	
1AC016760006	Cat5e cable - GLP is per foot	100	\$0.50	100	\$50.00	50	50	
3CC50129AA	DC injector Box	2	\$125.00	2	\$250.00	1	1	
1AD040130004	Ground kit (qty 3 per run, based on length)	12	\$14.50	12	\$174.00	6	6	
1AB074610027	RJ-45 connector for indoor and outdoor ends of cat5e	12	\$4.00	12	\$48.00	6	6	
1AB150990002	R2CT connector protection for RJ45 outdoor	2	\$17.50	2	\$35.00	1	1	
3DB77008AC	DC Injector Rack Kit (Bracket for 2 MPT 19in rack)	2	\$60.00	2	\$120.00	1	1	
DC Power								
1AF28245AAAA	EP0500-UTEZ -48 Vdc, 500W (10 Amp) with AC input current 6.25-4.5A @ 90-120Vac	1	\$420.75	1	\$420.75	1	1	
TBD	CC109148136 SPS List 1 Shelf, bulk output, 3 rectifier slots	1	\$403.92	1	\$403.92	1	1	
1AF28246AAAA	CC848847368 C19 Plug, Underminated 12 AWG, 8'	1	\$55.08	1	\$55.08	1	1	
HARDWARE TOTAL						\$15,507.75	\$8,206.25	\$7,301.50



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Email: Sung.Tran@alcatel-lucent.com

Part Number	Description	Unit Price	System Extended	Quantity	System Line Item Extended	SPARES
1AB074610027	RJ-45 connector for indoor and outdoor ends of cat5e	\$4.00		1	\$4.00	1
HARDWARE TOTAL						\$4.00



Plano, TX 75075

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 STARS No: 14.us.504256.04
 Date: March 10, 2015

Part Number	Description	Unit Sell Price	System Quantity Extended	System Line Item Extended	Santa Ynez	Foxen Canyon
Antenna/Waveguide						
TBD	SB4-W100CMPT - 4' HI Perf, Integrated (MPT-HC), Single Pol Ant., Includes Radome, 1 strut (FCC cat A, Not SRSP cat A or cat B)	\$1,377.00	2	\$2,754.00	1	1
1AF28451AAAA	Tieback Steel - Bulk Angle 4" X 4" X 3/8" X 20' (ANG414)	\$459.00	2	\$918.00	1	1
Freight Fee						
	Freight Per Antenna (4ft to 10ft)	\$500.00	2	\$1,000.00	1	1
Sell Quote TOTALS					\$4,672	\$2,336