

Attachment A-2

August 11, 2014



EOC - Santa Ynez - Lake Cachuma

Proposal #
14.us.093188.03

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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

EOC - Santa Ynez - Lake Cachuma

Proposal #

14.us.093188.03

August 11, 2014

Category	Item Description	Extended Price
HARDWARE/SOFTWARE and SPARES		
Network Management System	TSM-8000 Server Licensed upgrade	\$12,675.00
Network Management System	TSM-8000 Client Software Upgrade	\$2,400.00
SPARES	DC Power	\$3,542.00
SPARES	9500 MPR Spares (Lake Cachuma Project)	\$11,155.00
SPARES	9500 MPR Spares (EOC Project)	\$10,469.00
HARDWARE/SOFTWARE and SPARES SubTotal:		\$40,241.00

INSTALLATION SERVICES		
RADIO INSTALLATION	Installation, Test, and Turn Up	\$21,334.11
ANTENNA INSTALLATION	Installation and Alignment	\$62,744.88
NETWORK MANAGEMENT SYSTEM	TSM-8000 Licensed Upgrade	\$2,993.73
INSTALLATION SERVICES SubTotal:		\$87,072.72

ENGINEERING SERVICES		
ON SITE TRAINING	Training at Customer Facility	\$28,495.00
PROGRAM MANAGEMENT	PMO	\$5,331.00

ADDITIONAL SERVICES		
SERVICE LEVEL AGREEMENT	9500 MPR (3 Year) TS Gold	\$815.55
STANDARD REPAIR 45 DAYS	9500 MPR (3 Year)	\$3,757.10

Adjustments		
Management Adj - Services		-\$4,983.74
Management Adj - Training		-\$4,663.00

Project Total:	\$156,065.63
Estimated Taxes @ 8%	\$3,219.28

PROEJCT TOTAL WITH TAXES	\$159,284.91
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Pricing Notes:

1. The budgetary planning pricing included above provided by Alcatel-Lucent is indicative only, solely to inform County of Santa Barbara of Alcatel-Lucent's current estimate of prices for the relevant items(s) to enable County of Santa Barbara to evaluate its potential interest.
2. The terms and conditions, including planning pricing, of the items provided under this Proposal or subsequent agreements are subject to future negotiations and future agreement on the terms and conditions which would any sale. *There are no penalties, liquidated damages or other remedies associated with changes to the pricing.*
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.



Plano, TX 75075

Customer: County of Santa Barbara
Project: EOC - Santa Ynez - Lake Cachuma
STARS No: 14.us.093188.03
Date: August 11, 2014
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	EOC	Santa Ynez	Cachuma Lake	Undistributed
ISM-8000 Upgrade								
3EM16790CE	Server License Upgrade, 64NE Ltd, MCS-11/TL1 to SNMP & MCS-11/TL1	\$12,675.00	1	\$12,675.00				1
3EM16790CA	Software Upgrade for Client.	\$1,200.00	2	\$2,400.00				2
HARDWARE TOTAL					\$15,075.00			\$24,825.00

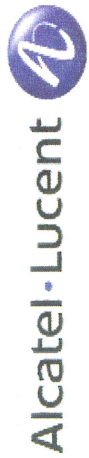


3400 W. Plano Pkwy
Plano, TX 75075

Customer: County of Santa Barbara
Project: EOC - Santa Ynez - Lake Cachuma
STARS No: 14.us.093188.03
Date: August 11, 2014
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					
3EM22715AC	9500 MPR Shelf Kit (MSS-8) w/Alarm FAN	\$850.00	1	\$850.00	1
3DB18326AC	Core Enhanced Module w 6 GbE ports (CORE-E) - TH/Clei	\$1,404.00	1	\$1,404.00	1
3DB19017AB	Ethernet Access Module (V2) w 8 GbE port	\$1,200.00	1	\$1,200.00	1
3DB18126AE	32xT1 TDM Module	\$1,015.00	1	\$1,015.00	1
3DB76047AA	Transceiver U6 GHZ	\$6,000.00	1	\$6,000.00	1
3DB20547BB	MPT-HC 11GHz 11205-11485	\$5,515.00	2	\$11,030.00	2
3CC50129AA	DC injector Box	\$125.00	1	\$125.00	1
	AC-DC Converter	\$3,542.00	1	\$3,542.00	1

HARDWARE TOTAL \$25,166.00



PIANO, I.A. / 09/13

Customer: County of Santa Barbara, California
 Project: 2 HOP (EOC-Santa Ynez- Lake Cachuma) 9500MPR Microwave System
 STARS No: 14.us.093188.03
 Date: August 11, 2014

Part Number	Description	Unit Sell Price	System Quantity Extended	System Line Item Extended	EOC	Santa Ynez	Lake Cachuma	System-Undefined Site
Radio/DSX/Mux/Cabinet System Installation								
9.91	Install Radio and Rack	\$753.30	2	\$1,506.60		1		
2.93	Install 9500MPR in Customer furnished Rack**	\$330.00	1	\$330.00			1	
38.67	Site Grounding and Bonding (Materials Included)	\$4,350.00	1	\$4,350.00				1
1.87	Install MPR-HC on new antenna - integrated (1 radio/single pol, 2 radios (hybrid mount) /dual pol)	\$210.00	2	\$420.00				1
2.00	Install DC Power Injector (for MPR-HC)	\$225.00	2	\$450.00				1
2	Site Alarm Wiring	\$223.67	3	\$671.00				1
6.6	Implementation and documentation and close out	\$480.00	3	\$1,440.00				1
2.67	Remove and dispose of radio crates (per crate)	\$183.60	4	\$734.40				1
4.00	Deliver other equipment to site (per site)	\$450.00	3	\$1,350.00				1
	TSM 8000 License Upgrade service	\$2,993.73	1	\$2,993.73				1
	Radio Test & Turnup			\$7,289.41				
6.51	Testing 9500 MPR (w/g) Radio Hot Standby ** (per RF Link / Channel)	\$855.60	4	\$3,422.40				1
3.01	RFCS44 Testing	\$583.88	3	\$1,751.63				1
3.01	Test Equipment	\$705.00	3	\$2,115.00				1
	Misc Radio: RX Threshold, Site Alarm Verification, Misc.			\$2,792.70				
2.47	RX Threshold Testing (per site)	\$167.40	3	\$502.20				1
1.63	Site Alarm Verification (per Site)	\$148.80	3	\$446.40				1
1.33	Supply Miscellaneous Installation Materials	\$614.70	3	\$1,844.10				1
	Antenna/Waveguide Installation			\$44,889.72				
24.66	Install Pipe Mounts	\$2,774.66	4	\$11,098.62				1
27.32	6' Single or Dual Pol Antenna (High Performance style) Installation	\$3,073.46	1	\$3,073.46				0
31.32	8' Single or Dual Pol Antenna (High Performance style) Installation	\$3,523.46	1	\$3,523.46				0
9.44	Up to 3' Single or Dual Pol Antenna (High Performance style) Installation	\$1,061.78	2	\$2,123.55				1
2.85	WG Sweep and record results - Per Run (no space diversity)	\$320.15	2	\$640.31				1
18.97	Site Set Up (Tower Rigging etc.) (per site)	\$7,134.35	3	\$21,403.05				1
0.24	6GHz Waveguide Install - Per Foot	\$26.89	240	\$6,454.27				90
0.06	Install Cat5e (energized ethernet cable) - Per Foot	\$7.00	140	\$979.73				50
12.14	MAIN Antenna Path Alignment (no install)	\$1,365.98	4	\$5,463.94				2
2.75	Remove and dispose of antenna crate (per antenna)	\$309.83	4	\$1,239.30				1
3.06	Remove and dispose of waveguide/coax spool (per spool)	\$344.25	2	\$688.50				1
9.49	Deliver Antenna Systems from staging area (warehouse) to site (per site)	\$1,067.18	3	\$3,201.53				1
	Mob & Demob Labor			\$6,352.00				
30	2 Man Radio Crew (per system)	\$1,536.00	1	\$1,536.00				1
45	4 Man Antenna Crew (per system)	\$4,096.00	1	\$4,096.00				1
1	Mob per site/per crew member)	\$240.00	3	\$720.00				1
	Mob/Demob Transportation			\$1,280.00				
0	Round Trip Airfare (2)	\$1,280.00	1	\$1,280.00				1
	Site Survey			\$4,371.00				

Part Number	Description	Unit Sell Price	System Quantity Extended	System Line Item Extended	EOC	Santa Ynez	Lake Cachuma	System-Undefined Site
15	Site Survey Mob/Demob Labor	\$896.00	1	\$896.00				1
0	Round Trip Airfare Site Survey	\$640.00	1	\$640.00				1
8.67	Site Survey Labor (per site)	\$945.00	3	\$2,835.00	1	1	1	1
				\$5,852.16	\$1,951	\$1,951	\$1,951	
D&I Project Management (NOT PMO/CFPM)				\$5,852.16	\$1,951	\$1,951	\$1,951	
D&I Project Management (NOT PMO/CFPM)					\$24,175	\$29,778	\$21,677	\$8,448
Sell Quote TOTALS				\$87,072.72	\$24,175	\$29,778	\$21,677	\$8,448

Alcatel-Lucent

UNIVERSITY

Renee Loge
renee.loge@alcatel-lucent.com
 623-581-4279

ALU Contact:
 Email:
 Phone:

Delivery Mgr: Fred Vest
 Please Contact Sales
 Email: fred.vest@alcatel-lucent.com
 Class No: See Below
 Class Location: On-site training for instructor-led courses
 No of Students: TBD
 Instructor: TBD
 Equipment: TBD

Item	Course No	Service Description	Start Date	End Date	Number of Students	Service Days	Per Student Price @ ALU facility	Per Session Price for On-site Training at Customer Site. Min 6, Max 8 Students
9500 MPR/MPR-e Training								
1	TWT42035	9500 MPR (Microwave Packet Radio) Global Market Node (MSS-1/MSS-4/MSS-8) Functional and Hardware Description	TBD	TBD	1	1	\$727	\$4,361
2	TWT42036	9500 MPR (Microwave Packet Radio) Global Market Node (MSS-1/MSS-4/MSS-8) Common functionality Operation and Maintenance	TBD	TBD	1	1	\$727	\$4,361
3	TWT42038	9500 MPR R5 Global market Terminal (MPR-e / MSS-1c) Functional and Hardware Description	TBD	TBD	1	1	\$727	\$4,361
4	TWT42039	9500 MPR R5 global market Terminal (MPR-e / MSS-1c) Operations & Maintenance - two-day version of the course	TBD	TBD	1	2	\$1,454	\$8,722
Onsite Fees for Training at Customer Location								
5	N/A	Instructor T&L On-Site Fee - approximately \$3,190 for each 5 days of class; extended price assumes back-to-back delivery	TBD	TBD	TBD	TBD	N/A	\$3,190
6	N/A	On-site Equipment Fee - \$3,500 each round-trip shipment of 9500 MPR equipment; extended price assumes back-to-back delivery	TBD	TBD	TBD	TBD	N/A	\$3,500
TOTAL:								\$28,495

Notes:

Pricing:

- o Training courses are quoted at a 15% discount off of the catalog pricing.
- o Two Options on the Quote: 1 - is per-student at ALU facility; 2 - is per-session at customer location.
- o The maximum number of students allowable for instructor-led classes is 8 students. Minimum class size for onsite training is 6 students.
- o Prices shall remain valid for 60 days from the date of this quote.
- o Customer is responsible for all travel arrangements and expenses for their students when traveling to an Alcatel-Lucent site for training
- o Prices do not include duties or taxes, which shall be Customer's responsibility.
- o Customer cancellation within business fifteen (15) days of the scheduled training will result in the full amount of the course being billed.

Onsite Training

- o A suitable classroom and classroom equipment to meet the student's needs, including the use of an overhead projector, customer technical documentation should be provided by the customer.
- o If the Customer is providing the training equipment for a practical (hands-on) course, it must be free of live traffic, dedicated and available for training purposes only.
- o An adequate supply of terminals (PC/laptop) connected to the training platform with access to internet is required. The standard is one terminal for two trainees.

Statement of Work for PMO
for
County of Santa Barbara

1. Project Management (PMO)

Alcatel-Lucent and County of Fresno will perform the responsibilities assigned to them, respectively, in this SOW.

Table Legend: AL=Alcatel-Lucent; C=Customer (County of Santa Barbara)

Tasks	AL	C
Project Management		
Provide PM Services for duration of project. Utilize a Project Manager who will function as single point of contact (SPOC) and coordinate project activities through final delivery of all contracted-for elements, coordinating all in-scope tasks until project closeout. The assigned project manager(s) will be guided by the principles of PM established by the Project Management Institute (PMI®).	x	
Collaborate to develop a baseline Project Management Plan & Schedule Management Plan (Project Timeline) with baseline schedule that includes critical paths & key milestones.	x	
Gain consensus/approval on a Communication Management Plan which includes status meeting location/duration/frequency, and reporting content & format with distribution list & media type. The plan will also include exception reporting and escalations.	x	
Establish a Change Management Plan, which is a change control system of formal documented procedures that define how project deliverables are controlled, changed, and approved.	x	
Manage Resources – allocate staff and other resources (e.g., equipment, laboratories, etc.), and gain commitment to project schedule.	x	
Analyze & track project risks to verify that risks are identified, status is reported, and appropriate risk response plans are executed. Escalate & issue jeopardies as necessary.	x	
Manage close-out activities before any necessary resources are released. Verify that all activities within scope of Alcatel-Lucent’s responsibility under accepted purchase orders have been completed.	x	

Service	Price (\$)	Unit/Comment	Ordering Instructions
Project Mgmt	\$5331.00		301091625
Total	\$5,331.00		