



# CUSTOMER QUOTE

**SALES QUOTE****23101101****SHIP TO:**

COMPANY: **City of Napa**  
 ATTENTION: **Max Hitzler**  
 ADDRESS: **770 Jackson St.**  
 CITY: **Napa, CA 94559**  
 PHONE: **(707)246-1101**

COMPANY:  
 ATTENTION: DEPT:  
 ADDRESS:  
 CITY:  
 PHONE: FAX:

[mhitzler@cityofnapa.org](mailto:mhitzler@cityofnapa.org)

QTY	EQUIPMENT DESCRIPTION	NASPO UNIT COST	NASPO EXTENDED COST
11	Protected Link Radio Tornado (LRU-T), 1+1 QAM64 / 120kbps - MWL-TORN1PLUS1-BCAA Includes CCMS, SNMP, M-DAP, 15 Months Warranty	\$9,771.84	\$107,490.24
10	Tornado Media Converter X21/RS422/RS530 - INT-TMC-X21-000-0000 15 Months Warranty	\$502.86	\$5,028.60
10	Tornado 6 x 4Wire E+M, Simulcast - INT-NIB-4WA-002-0000 15 Months Warranty	\$1,178.85	\$11,788.50
22	Tornado / Pyxis DC Connector & Lead - ACC-CBL-DC-0200	\$15.66	\$344.52
10	UHF MiMO Panel, Low Profile, 440-470MHz, 9dBi, 2x N-Female - ANT-440-470-009-PD00	\$315.81	\$3,158.10
2	Low Profile Antenna Long Cross Bar Mounting Bundle - ACC-MNT-LCB-001-0000	\$304.15	\$608.30
10	Tornado 1RU 19" Rack Mount, incl Media Conv Tray - ACC-MNT-RMT-004-0000	\$220.11	\$2,201.10
<b><u>Service</u></b>			
8.5	Mimomax Professional Planning, Implementation, Acceptance Testing, Training and Support Services - Configuration (Hrs) - SERV-TEC-CFG-HR	\$99.75	\$847.88
3	Radio Installation / Commissioning (Days) - SERV-TEC-COM-DY	\$1,475.00	\$4,425.00
2	Project Management (Days) - SERV-PMG-OFF-DY	\$1,975.00	\$3,950.00
2	2 Day Training Course, Per Trainee (Web based or In Person) - SERV-TRN-PER-TR	\$1,975.00	\$3,950.00
2	1 Day Custom Training Course, Duplexer, Per Trainee (Web based or In Person) - SERV-TRN-CTM-DY	\$1,285.00	\$2,570.00
2	- Travel Time (Days) - SERV-TRV-TME-DY	\$694.00	\$1,388.00
1	Travel & Sustenance (includes Food, Accomodation & Local Transport) - SERV-TRV-EXP-TS	\$5,794.00	\$5,794.00
1	Initial Support Agreement (Annum), purchased at Point of Sales, prior to equipment shipping - MMX-SERV-SIP-AGR - This is based on the cost of equipment purchased.	\$10,253.01	\$10,253.01
1	Extended Support Agreement for Year Two (2) (24/7 Helpdesk, Firmware updates and releases) - MMX-SERV-SIP-AGR - This is based on the cost of equipment purchased, purchase. at time of sale.	\$10,253.01	\$10,253.01
1	Extended Warranty (Mimomax Radio Hardware Only)(1 Year) - MMX-SERV-EXT-WAR Extension of one (1) year past initial 15 months warranty, Purchase at Time of Sale	\$6,275.28	\$6,275.28

<div>SPECIAL INSTRUCTIONS:</div> <div>ALL ORDERS ARE SUBJECTED TO 25% RESTOCKING FEE IF CANCELLED OR RETURNED.</div> <div>QUOTE IS VALID FOR 30 DAYS</div>		SUBTOTAL	\$130,619.36
	Tax Rate	7.75%	\$10,123.00
	Freight, Customs and Duty Charges		\$ 7,792.00
		SERVICE	\$49,706.18
		TOTAL DUE	\$ 198,240.54

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COMPLETED BY	CONTACT INFORMATION	DATE	SIGNATURE	PO #
Cathy Conley	OFFICE: (510) 864-7900 MOBILE: (510)703-3411 <a href="mailto:cconley@2viscom.com">cconley@2viscom.com</a>	10/11/2023		

THANK YOU FOR CHOOSING VISION COMMUNICATIONS, CO.

VISION COMMUNICATIONS CO  
1770 Neptune Dr. San Leandro, CA 94577  
PHONE (510) 346-0300 FAX (510) 346-8474



SALES QUOTE

JH421231

COMPANY: CITY OF NAPA	SHIP TO:
ATTENTION: MAX HITZLER	COMPANY:
ADDRESS: 770 JACKSON STREET	ATTENTION: DEPT:
CITY: NAPA CA, 94559	ADDRESS:
PHONE: (707)258-7867	CITY: STATE:
	PHONE: FAX:
<a href="mailto:Mhitzler@cityofnapa.org">Mhitzler@cityofnapa.org</a>	

QTY	EQUIPMENT DESCRIPTION	UNIT COST	EXTENDED COST
CORP YARD			
1	LABOR 75FT FREE STANDING TOWER (USED TOWER LEG WITH LIGHTING ROD) MOUNT AT THE TOP 1 MIMO MAX PANEL ANTENNA TO (1) MAST AND (1) STAND OFF BRACKET SECURE X2 85' 7/8 COAX CABLES TO EXISTING TOWER CABLE MANANMENT SYSTEM STRAP DOWN CABLES EVERY 4 FEET AND TERMINATE (6) 7/8 CONNECTORS . INSTALL (2) POLY PHASERS AND GROUND 7/8 CABLES TO TOWER AND MASTER GROUND BAR. PREFORM & RECORD VSWR TEST (5 PARAMETERS) PERFORM ANTENNA ALIGNMENT PER PROVIDED PL5 DOCUMENTS ALL HARDWARD AND SUPPLIES WILL BE PROVIDED BY CITY OF NAPA		\$28,000.00
MONTICELO WATER TANK			
1	LABOR 75FT FREE STANDING TOWER (USED TOWER LEG WITH LIGHTING ROD) MOUNT AT THE TOP 1 MIMO MAX PANEL ANTENNA TO (1) MAST AND (1) STAND OFF BRACKET SECURE X2 140' 7/8 COAX CABLES TO EXISTING TOWER CABLE MANANMENT SYSTEM STRAP DOWN CABLES EVERY 4 FEET AND TERMINATE (6) 7/8 CONNECTORS . INSTALL (2) POLY PHASERS AND GROUND 7/8 CABLES TO TOWER AND MASTER GROUND BAR. PREFORM & RECORD VSWR TEST (5 PARAMETERS) PERFORM ANTENNA ALIGNMENT PER PROVIDED PL5 DOCUMENTS ALL HARDWARD AND SUPPLIES WILL BE PROVIDED BY CITY OF NAPA		\$28,000.00
MAIN POLICE DEPARTMENT			
1	LABOR 75FT FREE STANDING TOWER MOUNT AT THE TOP 1 MIMO MAX PANEL ANTENNA TO (1) MAST AND (1) STAND OFF BRACKET SECURE X2 100' 7/8 COAX CABLES TO EXISTING TOWER CABLE MANANMENT SYSTEM STRAP DOWN CABLES EVERY 4 FEET AND TERMINATE (6) 7/8 CONNECTORS . INSTALL (2) POLY PHASERS AND GROUND 7/8 CABLES TO TOWER AND MASTER GROUND BAR. PREFORM & RECORD VSWR TEST (5 PARAMETERS) PERFORM ANTENNA ALIGNMENT PER PROVIDED PL5 DOCUMENTS ALL HARDWARD AND SUPPLIES WILL BE PROVIDED BY CITY OF NAPA		\$28,000.00

SPECIAL INSTRUCTIONS:	SUBTOTAL	\$84,000.00
ALL ORDERS ARE SUBJECTED TO 25% RESTOCKING FEE IF CANCELLED OR RETURNED.	TAX RATE	10.25%
QUOTE IS VALID FOR 30 DAYS	SHIPPING SERVICE	

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TOTAL DUE	\$	84,000.00
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COMPLETED BY	CONTACT INFORMATION	DATE	SIGNATURE	PO #
John Hidalgo	OFFICE: (510) 346-0300 MOBILE: (510)798-2877 jhidalgo@2viscom.com	10/11/2023		

THANK YOU FOR CHOOSING VISION COMMUNICATIONS, CO.

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1770 Neptune Dr. San Leandro, CA 94577  
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