



# POLICE DEPARTMENT REMODEL

Dispatch Relocation

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City of Fortuna

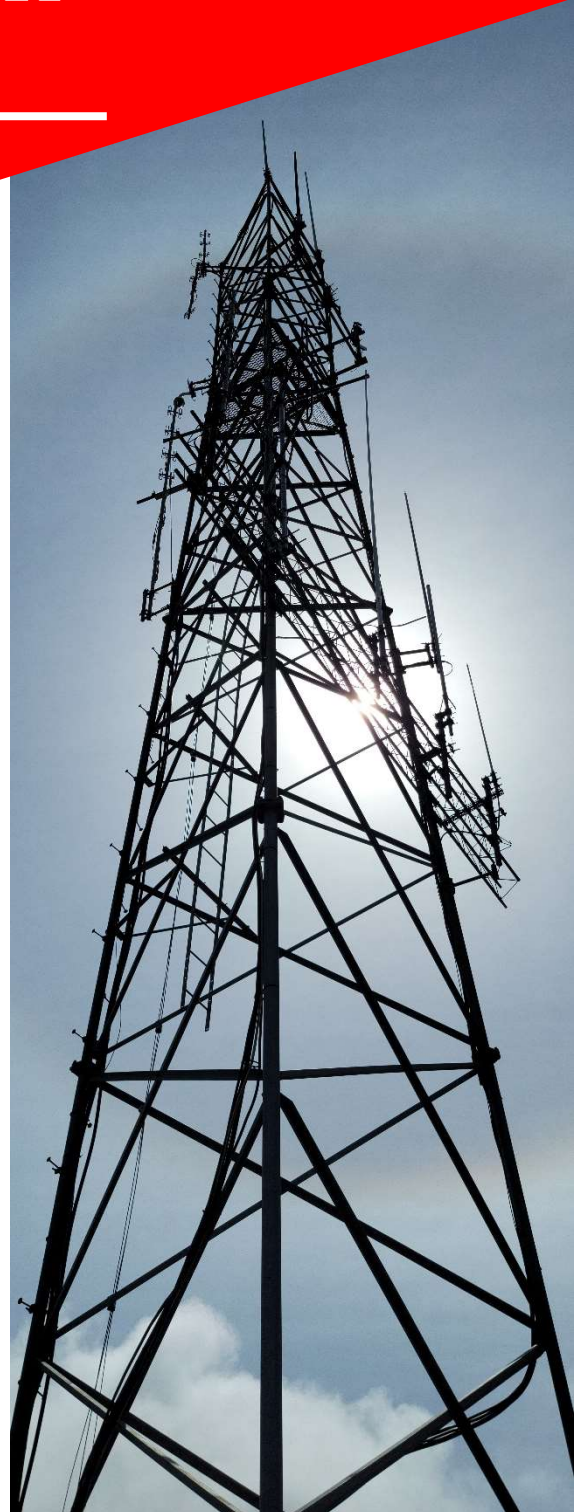
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February 22, 2023

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## About

Silke Communications Solutions has been serving 2-way radio communications needs for over 50 years, and now serves customers across the West. What was originally a small, family-owned business has become a national leader in wireless communications – thanks to devoted employees and loyal customers. Silke is now an employee-owned company, and it shows in our attentive service and dedication to successful, long-term partnerships with our customers.

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## Acronyms

AC: Alternating Current

AGL: Above Ground Level

AMSL: Height Above Mean Sea Level

DC: Direct Current

PMI: Preventative Maintenance Inspection

RX: Receive

SCS: Silke Communications Solutions

SoS: Statement of Services

SN: Serial Number

SWR: Standing Wave Ratio

TX: Transmit

UPS: Uninterruptible Power Supply

VNA: Vector Network Analyzer

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## Project Overview & Summary

### Request

The City of Fortuna is moving its Dispatch location to a building set to be remodeled. The city has asked Silke Communications Solutions to be the prime contract for the RF (Radio Frequency) and Dispatch equipment proposal. The city already has the technical drawings for the remodel which will be completed by a general contractor yet to be selected. The City wanted to ensure that the RF contractor was under contract prior to the general contractor being selected to ensure a great working relationship between the two contractors.

A quick summary of our conversations including the following points:

- Dispatch Console options - Possibility of either moving the current Moducom Dispatch System or purchasing a new solution from one of the Dispatch Solutions Silke represents.
- Adding a local radio for the following:
  - Police Dispatch
  - Fire Dispatch
  - Public Works
  - Interoperability
- Adding ham radio equipment to the tower
  - Amateur Radio – HF
  - Amateur Radio – V/UHF

The City of Fortuna Police Department currently dispatches for three (3) police agencies. The city desires the ability to communicate with the Fire Department and Public Works as well.

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## Scope of Work

Silke Communications will work with the prime contractor to install equipment at specific phases of the remodel. Those phases are noted below:

### Schedule

#### Phase 1

Installation of Antennas and Coax.

Once the following remodel tasks are completed,

- Tower erected.
- Server Room racks installed.
- 3” conduit installed between the server room and the Conference room.

Silke will complete:

- Install the antennas, seven (7)
- Install Wire/coax ladder.
- Install and route coax:
  - IT room for dispatch control stations
  - Conference Room/EOC for ham radio use

#### Phase 2

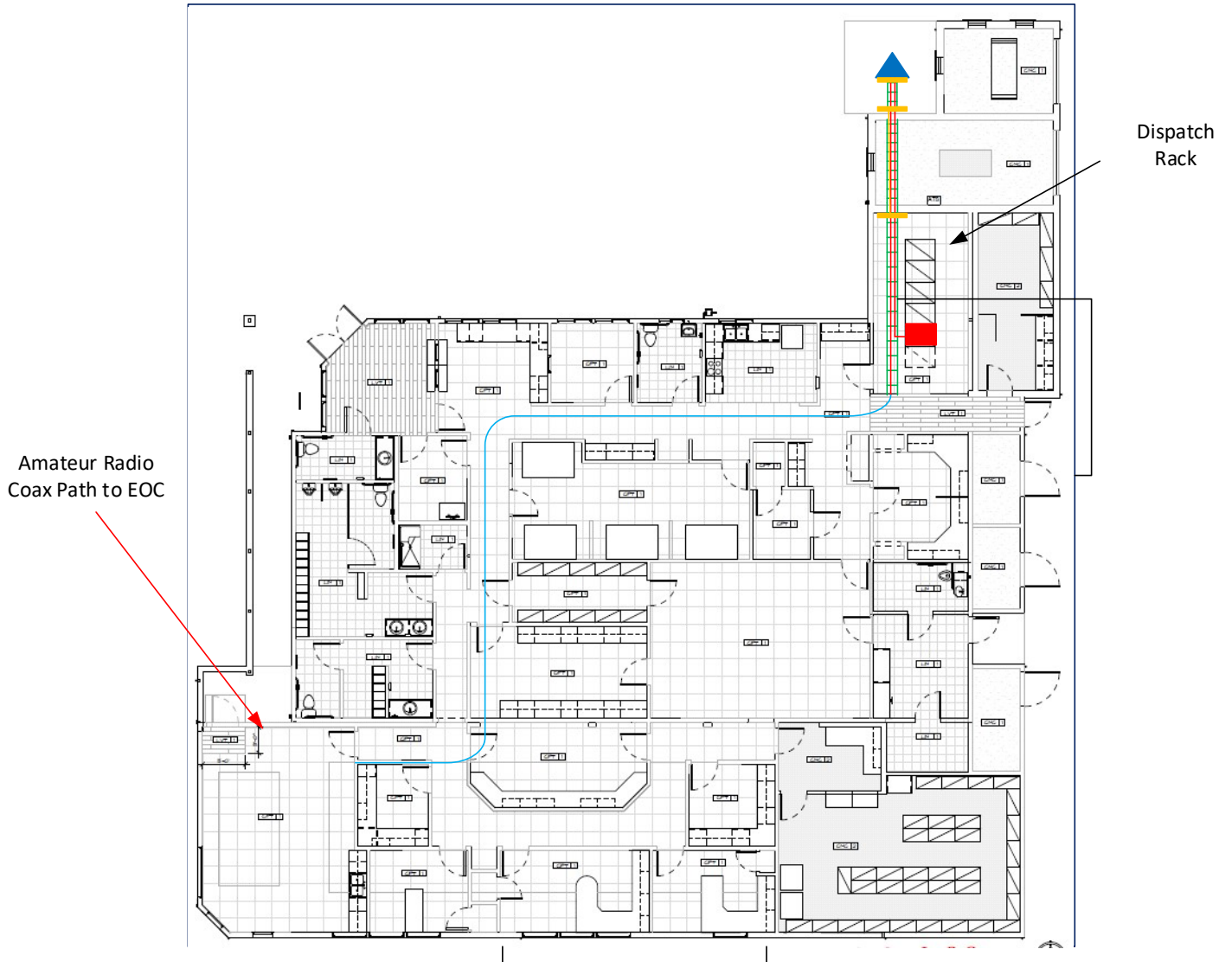
Install dispatch console solution.

Once the remodel is complete Silke will install:

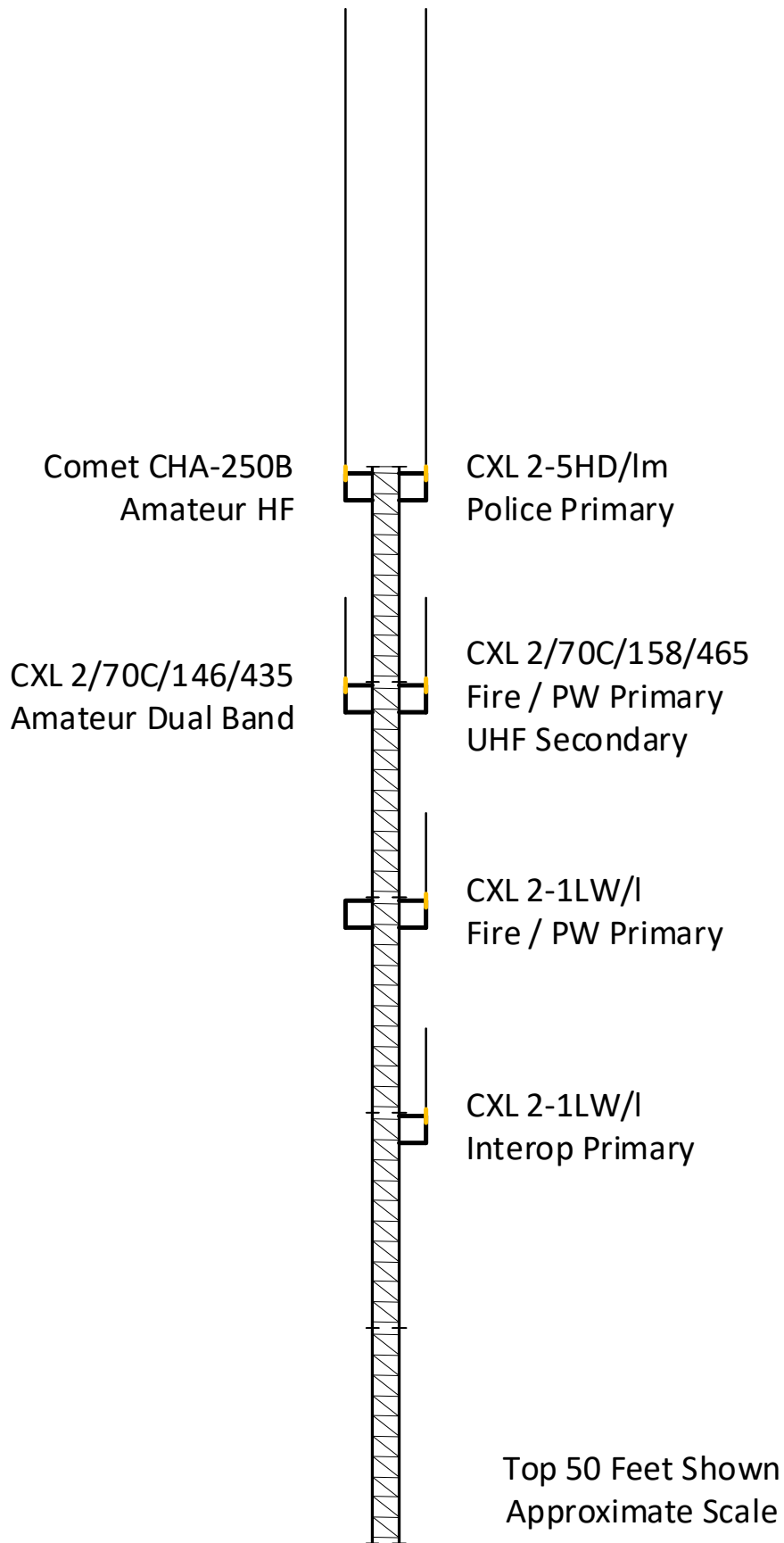
- New control station radios for Dispatch Console Integration
- Install Dispatch equipment determined by selection below.

Plans

Summary Floor Plan



Tower Layout



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## Responsibilities

### Silke Communications Solutions

Silke Communications will provide the following:

- Antennas & Mounting Hardware
- Tower Standoff Brackets
- Coax & Mounting Hardware
- Connectors
- Lighting Protection
- Ground Bars & Wiring
- Ice Bridge
- Cable Ladder
- Building Cable Ports & Hardware

### City of Fortuna or General Contractor

Shall provide the following:

- Access to the general contractor
- Tower Grounding System
- Ground Connection for Ground Bars

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## Disclaimer

While it is our intent to provide a turnkey solution, there are edge cases that end up requiring additional services and or materials not captured within this document. Any materials or services not specifically captured within this document are the responsibility of the Customer.

# Pricing

## Services

Silke Communications will perform the requested services per site as requested, including expenses, for the amounts below per site listed. Approval is required for all sites services listed. Requesting individual site services will require a new quote for services. As requested, Silke Communications will bill separately per site for the amounts listed below:

### Antenna & Coax Installation – Phase 1

Please chose one of the following Antenna & Coax systems.

**Recommended Phase I Work - Antenna System**

#### Public Safety & Amateur

<b>Project Pricing</b>		
	<b>Project Costs</b>	<b>Compensation</b>
Travel / Mobilization		\$10,376.00
Materials		\$28,028.05
Shipping		\$2,802.81
	<b>Project Costs per Task</b>	<b>Compensation</b>
Antenna Installation Labor		\$49,088.00
	<b>Project Subtotal</b>	<b>\$87,492.05</b>
	<b>Sales Tax 8.5%</b>	<b>\$2,620.62</b>
	<b>Project Total</b>	<b>\$90,112.67</b>

#### Public Safety Only

<b>Project Pricing</b>		
	<b>Project Costs</b>	<b>Compensation</b>
Travel / Mobilization		\$10,376.00
Materials		\$22,369.22
Shipping		\$2,236.92
	<b>Project Costs per Task</b>	<b>Compensation</b>
Antenna Installation Labor		\$49,088.00
	<b>Project Subtotal</b>	<b>\$84,070.14</b>
	<b>Sales Tax 8.5%</b>	<b>\$2,091.52</b>
	<b>Project Total</b>	<b>\$86,161.66</b>



## Dispatch Console – Phase 2

Please choose one of the following Dispatch Solutions.

### ~~ModUCom Relocation~~

<b>Project Pricing</b>			
<b>Project Costs</b>		<b>Compensation</b>	
Travel / Mobilization		\$	2,370.00
Materials		\$	45,301.68
<b>Project Costs per Task</b>		<b>Compensation</b>	
Relocation - Moducom - Labor		\$	13,088.00
		<b>Project Subtotal</b>	<b>\$ 60,759.68</b>
		<b>Shipping 10%</b>	<b>\$ -</b>
		<b>Sales Tax 8.50%</b>	<b>\$ 3,850.64</b>
		<b>Project Total</b>	<b>\$ 64,610.32</b>

### ~~ModUCom New~~

<b>Project Pricing</b>			
<b>Project Costs</b>		<b>Compensation</b>	
Travel / Mobilization		\$	2,370.00
Materials		\$	119,028.31
<b>Project Costs per Task</b>		<b>Compensation</b>	
New - Moducom Dispatch Console Installation Labor		\$	13,088.00
		<b>Project Subtotal</b>	<b>\$ 134,486.31</b>
		<b>Shipping 10%</b>	<b>\$ -</b>
		<b>Sales Tax 8.50%</b>	<b>\$ 10,117.41</b>
		<b>Project Total</b>	<b>\$ 144,603.72</b>

### Mindshare Dispatch Console

<b>Project Pricing</b>			
<b>Project Costs</b>		<b>Compensation</b>	
Travel / Mobilization			\$6,980.00
Dispatch Console System Parts			\$63,463.08
Shipping			\$6,346.31
<b>Project Costs per Task</b>		<b>Compensation</b>	
Mindshare Dispatch Console Installation Labor			\$33,952.00
		<b>Project Subtotal</b>	<b>\$110,741.39</b>
		<b>Sales Tax 8.50%</b>	<b>\$5,933.80</b>
		<b>Project Total</b>	<b>\$116,675.19</b>

Recommended Phase II  
Work - Dispatch Console

<b>Project Pricing</b>		
<b>Project Costs</b>	<b>Compensation</b>	
Travel / Mobilization	\$6,980.00	
Dispatch Console System Parts	\$128,205.54	
Shipping	\$12,820.55	
<b>Project Costs per Task</b>	<b>Compensation</b>	
Zetron Dispatch Console Installation Labor	\$33,952.00	
	<b>Project Subtotal</b>	<b>\$181,958.09</b>
	<b>Sales Tax 8.50%</b>	<b>\$11,987.22</b>
	<b>Project Total</b>	<b>\$193,945.31</b>

**Additional Services**

When the Customer requests additional services in writing, Silke Communications Solutions will prepare a proposal for these services, including a fee and terms (lump sum, hourly/not to exceed, etc.). Silke Communications requires the Customer approve additional services in writing prior to being performed.

**Reimbursable Expenses**

Any additional travel or services other than shown above will be considered reimbursable.

<b>Additional Task Fees and Rates</b>		
<b>2023 Silke Standard Rates (per Unit)</b>	<b>Qty</b>	<b>Compensation</b>
Travel Time	1	\$ 112.00
Ground Tower Technician	1	\$ 235.00
Tower Technician	1	\$ 310.00
Lodging	1	\$ 250.00
Line Sweep	1	\$ 300.00
System Technician	1	\$ 310.00
Field Technical Work	1	\$ 171.00
Shop/Bench Technical	1	\$ 157.00
Administration	1	\$ 149.00
Project Management	1	\$ 198.00

## Invoicing

Please provide the name and address where invoices should be sent. If any additional information is required on the invoices, such as Contract or Purchase Order Number, indicate that below.

Address: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Attention: \_\_\_\_\_

Additional Information: \_\_\_\_\_  
\_\_\_\_\_

## Authorization

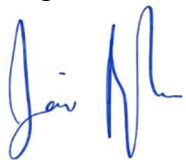
Please acknowledge your acceptance of this Agreement by signing below and returning one copy of the Agreement for our records. If this Agreement is not accepted by the Client within 30 days from the date first written above, it will be deemed null and void.

\_\_\_\_\_  
Customer

\_\_\_\_\_  
Date

We appreciate this opportunity and look forward to hearing from you.

Regards,



Jamie Hughes,  
Sales Engineer,

cc: Kenny Adamson  
Mike Sadlowski