

## **E.F. JOHNSON COMPANY**

**And**

### **County of Santa Cruz, California System Sales Agreement**

E.F. Johnson Company, a Minnesota corporation, located at 1440 Corporate Drive, Irving, TX 75038 (“E.F. Johnson”) and County of Santa Cruz, California whose business address is at 701 Ocean Street, Suite 330, Santa Cruz, CA 95060 (“Customer”) enter into this System Sales Agreement (“Agreement”), pursuant to which Customer will purchase and E.F. Johnson will sell the System, as described below. E.F. Johnson and Customer may be referred to individually as “party” and collectively as “parties.”

For good and valuable consideration, the parties agree as follows:

#### **Section 1 EXHIBITS**

The Exhibits listed below are incorporated into and made a part of this Agreement. In interpreting this Agreement and resolving any ambiguities, the main body of this Agreement will take precedence over the Exhibits and any inconsistency between Exhibits A through E will be resolved in the order in which they are listed below.

- Exhibit A “Payment Schedule”
- Exhibit B E.F. Johnson “Software License Agreement”
- Exhibit C E.F. Johnson “Warranty Statements”
  - C-1 E.F. Johnson “System Warranty Statement”
  - C-2 E.F. Johnson “Subscriber Warranty Statement”
- Exhibit D “Technical and Implementation Documents”
  - D-1 “Attachment C.1 Cost Proposal Revised August 25, 2025”
  - D-2 “Proposal to Santa Cruz County dated September 17, 2024, inclusive of the Final Revised Proposal dated June 27, 2025 as revised on June 30, 2025
  - D-3 “JVCKENWOOD Clarifying Questions and Answers 23P3-003\_11.15.24”
  - D-4 “Response to Santa Cruz County, California RFP #23P-003 dated September 17, 2024”
  - D-5 “County of Santa Cruz Request for Proposal (RFP) for Next Gen Radio System”
- Exhibit E “System Access Agreement”
- Exhibit F “Final System Acceptance Certificate”

#### **Section 2 DEFINITIONS**

Capitalized terms used in this Agreement shall have the following meaning:

“Acceptance Tests” means those tests described in the Acceptance Test Plan.

“Agreement Price” means the price for the System, exclusive of any applicable sales or similar taxes or freight charges.

“Agreement Time” means the time from commencement of the Work through Final System Acceptance.

“Beneficial Use” means when Customer first uses the System for operational purposes, excluding training or testing.

“Change Order” means a written order signed by Customer and E.F. Johnson issued after Detailed Design Review, authorizing a change in the Work or an adjustment in the Agreement Price or a change in the Implementation Schedule or any other amendment to this Agreement

“Detailed Design Review” occurs when the parties have agreed-upon Implementation and Technical Documents in accordance with Section 6 herein and the final System design has been completed.

“E.F. Johnson Software” means Software that E.F. Johnson owns.

“Effective Date” means that date upon which the last party has signed the Agreement.

“Equipment” means the hardware incorporated in the System or Subscriber Equipment.

“Factory Acceptance Test” means testing in accordance with Section 6.2 herein and the Implementation Plan section of the Proposal.

“Final System Acceptance” means acceptance in accordance with Section 6.3 herein and the Implementation Plan section of the Proposal.

“Infringement Claim” means a claim that the Equipment manufactured by E.F. Johnson or the E.F. Johnson Software infringes a United States patent or copyright.

“Non-E.F. Johnson Software” means Software that a party other than E.F. Johnson owns.

“Proprietary Rights” means the patents, patent applications, inventions, copyrights, trade secrets, trademarks, trade names, mask works, know-how, and other intellectual property rights in and to E.F. Johnson’s Products and software and any corrections, bug fixes, enhancements, updates or modifications to or derivative works from software whether made by E.F. Johnson or another party.

“Radio System” means for only line-item pricing as defined in Customer provided RFP pricing forms.

“Software” means the E.F. Johnson and/or Non-E.F. Johnson Software in object code format that is furnished with the System or Equipment and which may be listed on the Equipment list.

“Subscriber Equipment” means the portable and mobile radios that operate on the System Infrastructure.

“Support” means the services described in Exhibit A and in the Technical and Implementation Documents.

“System” means the System Infrastructure, System Infrastructure Software and services, including programming, combined together into a system as more fully described in the Technical and Implementation Documents.

“System Infrastructure” means the RF and data transport mechanism, including repeaters, consoles and interconnect equipment.

“Work” means providing all labor and incidentals including without limitations equipment, tools, materials and transportation, necessary to design, construct, ship, optimize and test the System required by this Agreement.

### **Section 3 SCOPE OF AGREEMENT AND TERM**

3.1 SCOPE OF WORK. E.F. Johnson will provide, ship, optimize, and test the System, perform its Work, and may subcontract performance of any portion of the Work all in accordance with this Agreement.

3.2 TERM. Unless otherwise terminated in accordance with the provisions of this Agreement or extended by mutual agreement of the parties, the term of this Agreement shall begin on the Effective Date and shall continue until the latter of the date of Final System Acceptance or expiration of the warranty period.

3.3 ADDITIONAL EQUIPMENT OR SOFTWARE. Utilizing this Agreement as a purchasing vehicle, Customer and/or agencies within the State of California may order E.F. Johnson equipment, software, or services provided it is then available at any time during the Term. It is agreed and acknowledged that such orders may be placed with E.F. Johnson directly or through E.F. Johnson’s then current authorized dealers, and an updated list of such dealers shall be provided to Customer from time to time. Any additional items not included in the Agreement Price and contained in E.F. Johnson’s then current E.F. Johnson price book shall be offered under this Agreement at pricing that is forty percent (40%) off list price. E.F. Johnson may also provide additional promotional offers from time to time. Each order must refer to this Agreement and must specify the pricing and delivery terms which are subject to the acceptance of E.F. Johnson. The applicable provisions of this Agreement (except for pricing, delivery, passage of title and risk of loss to equipment, and payment terms) will govern the purchase and sale of the additional equipment, software or services. Title and risk of loss to additional equipment will pass at shipment except title to software will not pass at any time. E.F. Johnson will send the end user customer an invoice as the additional equipment is shipped, software is licensed or service is performed, and payment is due thirty (30) calendar days from invoice date.

3.4 E.F. JOHNSON SOFTWARE. Any E.F. Johnson Software, including subsequent releases, is licensed to Customer solely in accordance with the Software License Agreement. Customer hereby accepts and agrees to abide by all of the terms and restrictions of the Software License Agreement.

3.5 NON-E.F. JOHNSON SOFTWARE. Any Non-E.F. Johnson Software is licensed to Customer in accordance with the standard license, terms, and restrictions of the copyright owner on the Effective Date unless the copyright owner has granted to E.F. Johnson the right to sublicense the Non-E.F. Johnson Software pursuant to the Software License Agreement, in which case it applies and the copyright owner will have all of Licensor’s rights and protections under the Software License Agreement. E.F. Johnson makes no representations or warranties of any kind regarding Non-E.F. Johnson Software.

3.6 SUBSTITUTIONS. At no additional cost to Customer, E.F. Johnson reserves the right to substitute any Equipment, Software, or services to be provided by E.F. Johnson, but only if the

substitute meets the specifications and is of equivalent or better quality and value than the original Equipment. Any such substitution shall be reflected in a Change Order.

### 3.7 LICENSE, REGISTRATION, AND CSLB NOTICE.

1. License and Registration. E.F. Johnson represents and warrants to Customer that E.F. Johnson shall, at its sole cost and expense, obtain and maintain throughout the term of this Agreement any licenses, certifications, and accreditations which are legally required for E.F. Johnson and/or their subcontractors to practice its profession at the time the services are performed. E.F. Johnson shall be registered with the Department of Industrial Relations pursuant to Labor Code section 1725.5. Non-compliance during the term of this Agreement will be considered a material breach and may result in termination of this Agreement or pursuit of other legal or administrative remedies.
2. REQUIRED CONTRACTORS STATE LICENSE BOARD NOTICE: Contractors are required by law to be licensed and regulated by the Contractors State License Board which has jurisdiction to investigate complaints against contractors if a complaint regarding a patent act or omission is filed within four years of the date of the alleged violation. A complaint regarding a latent act or omission pertaining to structural defects must be filed within 10 years of the date of the alleged violation. Any questions concerning a contractor may be referred to the Registrar, Contractors' State License Board, P.O. Box 26000, Sacramento, California 95826.

3.8 EXHIBITS INCORPORATED INTO AGREEMENT BY REFERENCE. All documents relating to Customer's Requestion for Proposal (RFP) for Next Gen Radio System (Exhibit D-5) and E.J. Johnson's responses and clarifying questions and answers (Exhibits D-2, D-3, and D-4) are hereby incorporated into this Agreement by reference.

## Section 4 PAYMENT OF AGREEMENT PRICE

4.1 AGREEMENT PRICE. The aggregate purchase price to be paid by Customer to E.F. Johnson for the System Infrastructure, Software Support and Upgrades, Hardware Refresh in Year 7, Onsite Support and Repair, On Call Support, Microwave Extended Warranty, Technical Support, and Zetron Extended Warranty is Twenty-Eight Million, Forty-Seven Thousand, Seven Hundred Forty-Eight and 88/100 U.S. Dollars (USD) (\$28,047,748.88) and shall consist of the eight (8) components as follows to be paid in accordance with Exhibit A:

1. Eighteen Million, Five Hundred Thirteen Thousand, Forty-Four and 38/100 USD (\$18,513,044.38) for the System Infrastructure; and
2. One Million, Seven Hundred Thousand, Three Hundred Twenty-Two and 58/100 USD (\$1,700,322.58) for Software Support and Upgrades; and
3. Three Million, Five Hundred Sixty-Nine Thousand, Four Hundred Thirty-Four and 38/100 USD (\$3,569,434.38) for Hardware Refresh in Year 7; and
4. One Million, Eight Hundred Ninety-Five Thousand, One Hundred Thirty-Five and 80/100 USD (\$1,895,135.80) for Onsite Support and Repair; and
5. Thirty-One Thousand, Nine Hundred Six and 97/100 USD (\$31,906.97) for On Call Support; and

6. Four Hundred Eighty-Two Thousand, Eight Hundred Sixty and 91/100 USD (\$482,860.91) for Microwave Extended Warranty; and
7. Five Hundred Fifty-Six Thousand, Four Hundred Eighty-One and 60/100 USD (\$556,481.60) for Technical Support; and
8. One Million, Two Hundred Ninety-Eight Thousand, Five Hundred Sixty-Two and 26/100 USD (\$1,298,562.26) for Zetron Extended Warranty.

Neither the Agreement Price, nor any other prices set forth herein includes sales, use, excise, or similar taxes, all of which shall be Customer's sole responsibility.

4.2 PAYMENT TERMS. E.F. Johnson shall issue Customer invoices in connection with each of the foregoing installments, and Customer shall pay such invoices in full, without set off, holdback, deduction or delay, within thirty (30) calendar days of the date of each such invoice.

4.3 OVERDUE INVOICES. Overdue invoices will bear simple interest at the rate of eighteen percent (18%) per annum, unless such rate exceeds the maximum allowed by law, in which case it will be reduced to the maximum allowable rate.

4.4 PERFORMANCE AND PAYMENT BONDS. Performance and payment bonds will be posted by E.F. Johnson with Customer in the amount of the Agreement Price for the System Infrastructure in Section 4.1.1 within ten (10) calendar days of the Effective Date and shall be released at Final System Acceptance.

4.5 FREIGHT, TITLE, AND RISK OF LOSS. All freight charges will be pre-paid by E.F. Johnson and added to the invoices. Title to the Equipment will pass to Customer upon payment, except that title to Software will not pass to Customer at any time. Risk of loss will pass to Customer upon shipment. E.F. Johnson will pack and ship all Equipment in accordance with good commercial practices.

4.6 PREVAILING WAGE. This Agreement is subject to the Prevailing Wage provisions and provisions relating to certified payroll records and apprenticeship as specified in California Labor Code section 1720 et seq., Title 8 of the California Code of Regulations section 16000 et. seq., and Department of Industrial Relations regulations. There shall be paid to each worker of E.F. Johnson, or any of their subcontractors engaged in work on the project, not less than the prevailing wage rate as determined by the Department of Industrial Relations regardless of any contractual relationship that may be alleged to exist between E.F. Johnson or subcontractor of such worker. Holiday and overtime work, when permitted by law, shall be paid at a rate of at least one and one-half (1 ½) times the above specified rate of per diem wages, unless otherwise specified. Non-compliance during the term of this Agreement will be considered a material breach and may result in termination of this Agreement or pursuit of other legal or administrative remedies. To the fullest extent permitted by law, E.F. Johnson shall indemnify and hold Customer harmless against any claims, or demands, or liability arising from failure to comply with all applicable requirements under the Prevailing Wage provisions and related requirements.

## **Section 5 PROJECT IMPLEMENTATION**

5.1 PROJECT MANAGERS. E.F. Johnson shall appoint a Project Manager ("E.F. Johnson Project Manager") who will work directly with Customer Project Manager and be the principal point

of contact. E.F. Johnson shall notify Customer's Project Manager in writing, when there is a new E.F. Johnson Project Manager assigned to the Work. The E.F. Johnson Project Manager's information is:

E.F. Johnson Project Manager: JR Mann  
1440 Corporate Dr.  
Irving, TX 75038:

Phone: 808-497-9408

Email: R.Mann@efji.com

Customer shall appoint a Project Manager ("Customer Project Manager") who will work directly with the E.F. Johnson Project Manager and be the principal point of contact for the Work. Customer shall notify E.F. Johnson's Project Manager in writing when there is a new Customer Project Manager assigned to the Work. Customer Project Manager's information is:

Customer Project Manager: Jim Frawley  
Address: 701 Ocean Street Rm 315  
Phone: 831 454 2100

Email: jim.frawley@santacruzcountyca.gov

Any changes to E.F. Johnson or Customer's appointed Project Manager will not require an amendment to this Agreement.

5.2 IMPLEMENTATION SCHEDULE. Customer and E.F. Johnson agree to perform their respective responsibilities in accordance with the schedule for the Work ("Implementation Schedule") to be preliminarily provided by the E.F. Johnson Project Manager and finalized at Detailed Design Review, subject to any agreed-upon Change Order. The Implementation Schedule shall set forth milestones beginning from the Effective Date. By executing this Agreement, Customer authorizes E.F. Johnson to proceed with the performance of the Work. Customer will generate a purchase order upon the Effective Date, and such purchase order number must appear on all itemized invoices and packing slips.

## **Section 6 PROJECT MILESTONES**

6.1 DETAILED DESIGN REVIEW. Upon timing that is mutually agreed-upon by the parties, a Detailed Design Review will be held with the respective Project Managers. At Detailed Design Review, the parties will finalize the completed detailed design of the System and will finalize the Technical and Implementation Documents comprising Exhibit D of the Agreement. At the completion of Detailed Design Review, Equipment orders shall be placed and building and staging of the System Infrastructure begins. Any changes to the System after Detailed Design Review will be processed by Change Order in accordance with Section 7.

6.2 FACTORY ACCEPTANCE. E.F. Johnson shall propose a Factory Acceptance test plan which shall be mutually agreed upon by the parties. Factory Acceptance will occur at E.F. Johnson's site located in Irving, Texas. This Factory Acceptance test process will ensure the Equipment is fully functional, Customer representative(s) have knowledge of the System's operational components assuming Customer attends the Factory Acceptance at its option, and the System is compliant with

mutually agreed-upon requirements prior to leaving the E.F. Johnson staging facility. Upon successful completion of the Factory Acceptance, the Equipment and applicable Software will be shipped to Customer staging site.

**6.3 FINAL SYSTEM ACCEPTANCE.** Final System Acceptance occurs after Factory Acceptance and Field Acceptance and receipt and installation of the Equipment and Software by Customer. E.F. Johnson will work with Customer to develop a Final System Acceptance plan, including coverage testing for acceptance of the System. Upon acceptance by Customer of the System, Customer shall have Beneficial Use, which then commences Customer's responsibility for the use and operation of the System. Customer agrees and acknowledges that testing procedures may be impeded if Customer begins using the System before Final System Acceptance; therefore, Customer should not commence Beneficial Use before Final System Acceptance. When Final System Acceptance occurs, the parties will memorialize this event by promptly executing the Final System Acceptance Certificate attached hereto as Exhibit F. After completion of the Final System Acceptance tests, if Customer believes that the System fails the acceptance tests, Customer will provide to E.F. Johnson within thirty (30) calendar days after completion of the tests a written notice that includes the specific details of such failure. If no notice is provided by Customer within thirty (30) calendar days, or if Customer makes Beneficial Use of the System at any time, Final System Acceptance will be deemed to have occurred.

## **Section 7 CHANGE ORDER PROCESS**

**7.1 CHANGE ORDERS.** Either party may request changes to the Work after the Effective Date within the general scope of this Agreement by written Change Order request. If a requested change causes an increase or decrease in the cost or time required to complete the System, Customer and E.F. Johnson shall make a good faith effort to agree to an equitable adjustment of the Agreement Price, Implementation Schedule, or both, and will reflect such adjustment in a Change Order.

**7.2 WITHDRAWAL OF CHANGE ORDER REQUEST.** If agreement on an equitable adjustment of the Agreement Price, Implementation Schedule, or both, cannot be reached, the requesting party shall advise the other in writing of its desire to withdraw the Change Order request. The Change Order request shall then have no effect.

**7.3 EXECUTION OF CHANGE ORDER REQUEST.** If the requesting party advises that it desires to execute a Change Order consistent with the request and equitable adjustment agreed upon by the parties, then the parties shall promptly execute a Change Order. Neither party is obligated to perform requested changes unless an authorized signatory from both parties executes a written Change Order. No oral statement of any party shall modify, otherwise change or affect the terms, conditions or requirements stated in the Agreement.

## **Section 8 SITES AND SITE CONDITIONS**

**8.1 ACCESS TO SITES.** In addition to its responsibilities described elsewhere in this Agreement, Customer will provide (i) a designated Project Manager; (ii) all necessary construction and building permits, zoning variances, licenses, and the like; and (iii) access to the work sites as reasonably requested by E.F. Johnson so that it may perform its duties in accordance with Exhibit D.

8.2 **SITE CONDITIONS.** Customer will ensure that all work sites it provides will be safe, secure for indoor sites, and in compliance with all applicable industry and OSHA standards. To the extent applicable and unless the Exhibit D specifically states to the contrary, Customer will ensure that these work sites will have (i) adequate physical space for the installation, use and maintenance of the System; (ii) adequate air conditioning and other environmental conditions; (iii) adequate electrical power outlets, distribution and equipment for the installation, use and maintenance of the System; and (iv) adequate telephone or other communication lines for the installation, use and maintenance of the System, including modem access, and adequate interfacing networking capabilities. Before installing the Equipment at a work site, E.F. Johnson will inspect the work site and advise Customer of any apparent deficiency or non-conformity with the requirements of this Section.

8.3 **SITE ISSUES.** If E.F. Johnson or Customer determines during the course of performance of this Agreement that the site identified in the exhibits is no longer available or desired, or if subsurface, structural, adverse environmental or latent conditions at any site differ from those indicated on the specifications as necessary, E.F. Johnson and Customer will promptly investigate the conditions and will select a replacement site or adjust the installation plans and specifications as necessary. If such change in sites or adjustment to the installation plans and specifications causes a change in the cost or time to perform, the parties will equitably amend the Agreement Price, by a written Change Order.

8.4 **INTERFERENCE.** E.F. Johnson shall design the System to provide adequate interference protection to prevent disruptive interference caused to other radio system; however, it is recognized that E.F. Johnson may not have control over the generation of interference by other systems. If an external source(s) of interference exists, E.F. Johnson shall, to the extent technically possible, assist Customer with identification of the condition, component or equipment generating interference at an additional expense to Customer not exceeding then current industry standard fees and out-of-pocket expenses. Interference is defined herein to mean a situation that results, on a demonstrable basis, in material performance degradation to the System.

## **Section 9      TRAINING**

If training is provided as part of the Work, E.F. Johnson shall provide a written training plan to Customer. The E.F. Johnson Project Manager, or their designee, shall serve as the point of contact for the coordination of such training. Customer shall notify E.F. Johnson immediately if a date change for a scheduled training program is required. If E.F. Johnson incurs additional costs because Customer reschedules a training program less than thirty (30) calendar days before its scheduled start date, E.F. Johnson is entitled to recover these additional costs.

## **Section 10    REPRESENTATIONS AND WARRANTIES**

10.1 **SYSTEM FUNCTIONALITY.** E.F. Johnson represents that the System will perform consistently with the System design and functionality specifications contained in Exhibit D in all material respects. Upon System Acceptance or Beneficial Use, whichever occurs first, this System functionality representation is fulfilled. E.F. Johnson is not responsible for System performance deficiencies that are caused by ancillary equipment not furnished by E.F. Johnson which is attached to or used in connection with the System or for reasons beyond E.F. Johnson's control, such as (i) an earthquake, adverse atmospheric conditions, or other natural causes; (ii) the construction of a building that adversely affects the microwave path reliability or radio frequency (RF) coverage;



(iii) the addition of frequencies at System sites that cause RF interference or intermodulation; (iv) Customer changes to load usage or configuration outside the specifications; or (v) any acts of parties who are beyond E.F. Johnson's control.

10.2 EQUIPMENT WARRANTY. Subject to the terms herein, the System Infrastructure and Subscriber Equipment shall be covered by the warranty statements set forth in Exhibit C of this Agreement attached hereto.

10.3 SOFTWARE WARRANTY. Subject to the terms herein, E.F. Johnson Software shall be licensed in accordance with the Software License Agreement set forth in Exhibit B of this Agreement attached hereto.

10.4 EXCLUSIONS TO WARRANTIES. These warranties do not apply to: (i) defects or damage resulting from use of the Equipment or E.F. Johnson Software in other than its normal, customary, and authorized manner; (ii) defects or damage occurring from misuse, accident, liquids, neglect, or acts of God; (iii) defects or damage occurring from testing, maintenance, disassembly, repair, installation, alteration, modification, or adjustment not provided or authorized in writing by E.F. Johnson; (iv) breakage of or damage to antennas unless caused directly by defects in material or workmanship; (v) defects or damage caused by Customer's failure to comply with all applicable industry and OSHA standards; (vi) Equipment that has had the serial number removed or made illegible; (vii) batteries (because they carry their own separate limited warranty); (viii) freight costs to ship Equipment to the repair depot; (ix) scratches or other cosmetic damage to Equipment surfaces that does not affect the operation of the Equipment; and (x) normal or customary wear and tear.

10.5 WARRANTY CLAIMS. Before the expiration of the warranty period, Customer must notify E.F. Johnson in writing if Equipment or E.F. Johnson Software does not conform to these warranties. Upon receipt of such notice, E.F. Johnson will investigate the warranty claim. If this investigation confirms a valid warranty claim, E.F. Johnson will (at its option and at no additional charge to Customer) repair the defective Equipment or E.F. Johnson Software, replace it with the same or equivalent product, or refund the price of the defective Equipment or E.F. Johnson Software. Such action will be the full extent of E.F. Johnson's liability hereunder. If this investigation indicates the warranty claim is not valid, then E.F. Johnson may invoice Customer for responding to the claim on a time and materials basis using E.F. Johnson's current labor rates. Repaired or replaced product is warranted for the balance of the original applicable warranty period. All replaced products or parts will become the property of E.F. Johnson.

10.6 ORIGINAL END USER IS COVERED. These express limited warranties are extended by E.F. Johnson to the original user purchasing the Equipment for commercial, industrial, or governmental use only, and are not assignable or transferable.

10.7 DISCLAIMER OF OTHER WARRANTIES. THESE WARRANTIES ARE THE COMPLETE WARRANTIES FOR THE EQUIPMENT AND SOFTWARE PROVIDED UNDER THIS AGREEMENT AND ARE GIVEN IN LIEU OF ALL OTHER WARRANTIES. E.F. JOHNSON DISCLAIMS ALL OTHER WARRANTIES OR CONDITIONS, EXPRESS OR IMPLIED. IN NO EVENT SHALL E.F. JOHNSON BE LIABLE TO CUSTOMER FOR INCIDENTAL, CONSEQUENTIAL, SPECIAL, INDIRECT, OR EXEMPLARY DAMAGES OF ANY KIND, NATURE OR CHARACTER, WHETHER FOR DEFECTIVE OR

NONCONFORMING EQUIPMENT, FOR BREACH OR REPUDIATION OF ANY TERM OR CONDITION HEREOF, FOR NEGLIGENCE OR ON THE BASIS OF STRICT LIABILITY OR OTHERWISE.

## **Section 11 DELAYS**

11.1 EXCUSABLE DELAYS. Neither party will be liable for its non-performance or delayed performance if caused by a “Force Majeure” which means an event, circumstance, or act of a third party that is beyond a party’s reasonable control, such as an act of God, omissions of Federal, State, and local governmental authorities and regulatory agencies, an act of the public enemy, an act of a government entity, strikes or other labor disturbances, hurricanes, earthquakes, fires, floods, epidemics, embargoes, war, riots, supplier shortages or any other similar cause. Each party will notify the other if it becomes aware of any Force Majeure that will significantly delay performance. The notifying party will give such notice promptly (but in no event later than fifteen (15) calendar days) after it discovers the Force Majeure. If a Force Majeure occurs, the parties will execute a Change Order to extend the Performance Schedule for a time period that is reasonable under the circumstances.

11.2 PERFORMANCE SCHEDULE DELAYS. Successful performance of the Implementation Schedule will require cooperation between the parties. Because it is impractical to provide for every contingency which may arise during the course of performance of this Agreement, the parties agree to notify the other if they become aware that any condition will significantly delay performance. The parties hereby agree to negotiate in good faith reasonable extensions of the Implementation Schedule caused by such contingencies. If Customer delays E.F. Johnson’s performance of its responsibilities, E.F. Johnson’s performance set forth in the Implementation Schedule will be automatically extended without penalty, and E.F. Johnson reserves the right to invoice Customer for all reasonable charges incurred because of the delay. Delay charges may include costs incurred including, but not limited to, freight, warehousing, and handling of Equipment, travel, suspending and re-mobilizing the Work and additional services required due to such delay.

## **Section 12 DISPUTES**

12.1 SETTLEMENT PREFERRED. E.F. Johnson and Customer will attempt to settle any claim or controversy arising from this Agreement (except for a claim relating to intellectual property) through consultation and negotiation in good faith and a spirit of mutual cooperation. The respective project managers will confer and attempt to settle a dispute. The dispute will be escalated to appropriate higher level managers of the parties, if necessary. If cooperative efforts fail, the dispute will be mediated by a mediator chosen jointly by E.F. Johnson and Customer within thirty (30) calendar days after notice by one of the parties demanding non-binding mediation. E.F. Johnson and Customer will not unreasonably withhold consent to the selection of a mediator, and they will share the cost of the mediation equally. The parties may postpone mediation until they have completed some specified but limited discovery about the dispute. The parties may also replace mediation with some other form of non-binding alternative dispute resolution (“ADR”), including arbitration in accordance with the then-most current rules of the American Arbitration Association, unless the parties mutually agree otherwise; provided that no such arbitration shall be binding if it would compromise or impinge on any insurer’s policy rights to defend or settle any covered claims or suits.

12.2 LITIGATION. Any claim relating to intellectual property and any dispute that cannot be

resolved between the parties through negotiation within two (2) months after the date of the initial demand as described above in Section 12.1 shall then be submitted by either party to a court of competent jurisdiction in the state in which the System is installed. Unless otherwise provided in this Agreement, the parties shall continue to perform according to the terms and conditions of the Agreement during the pendency of any litigation or other dispute resolution proceeding. In the event of litigation or arbitration between the parties to this Agreement, the non-prevailing party shall reimburse all reasonable costs and attorney fees to enforce this Agreement incurred by the prevailing party.

## **Section 13    DEFAULT AND TERMINATION**

13.1    **DEFAULT.** If a party fails to perform a material obligation under this Agreement, the other party may consider that party to be in default, unless such failure has been based on an Excusable Delay. The non-defaulting party shall give the defaulting party written notice of such default, and specify in writing a reasonable amount of time that is in no event less than thirty (30) calendar days during which the defaulting party has to cure such default or provide a cure plan prior to any penalties assessed under this Agreement. The amount of time to cure specified shall take into consideration the gravity and nature of the default.

13.2    **FAILURE TO CURE.** If a defaulting party fails to cure the default as provided above in Section 13.1, unless otherwise agreed in writing, the non-defaulting party may terminate any unfulfilled portion of this Agreement. In the event of such termination, the defaulting party will promptly return to the non-defaulting party any of its Confidential Information (as defined in Section 16.1). If Customer is the non-defaulting party, terminates this Agreement as permitted by this Section, and completes the System through a third party, Customer may as its exclusive remedy recover from E.F. Johnson reasonable costs incurred to complete the System to a capability not exceeding that specified in this Agreement. Customer agrees to use its best efforts to mitigate such costs and to provide E.F. Johnson with detailed invoices substantiating the charges. If E.F. Johnson is the non-defaulting party in case of termination in any event, Customer shall pay, at a minimum, the price of the Equipment, Software, and services delivered to Customer, the price of Equipment and Software in E.F. Johnson's premises designed for Customer, and the price of any Equipment and Software on order with E.F. Johnson's suppliers as of the date of termination within thirty (30) calendar days from the effective date of such termination.

## **Section 14    INDEMNIFICATION**

14.1    **GENERAL INDEMNITY BY E.F. JOHNSON.** E.F. Johnson hereby agrees to release, indemnify, defend and hold harmless Customer, its officials, officers, employees and agents from and against all judgments, damages, penalties, losses, costs, claims, expenses, suits, demands, debts, actions, and/or causes of action of any type or nature whatsoever brought for or on account of persons or property, including actual and reasonable attorney's fees, which may be sustained or to which they may be exposed, directly or indirectly, by reason of personal injury, death, property damage, or other liability, alleged or proven, resulting from or arising out of the performance of E.F. Johnson, its officers, officials, employees, agents or assigns and not resulting from the fault, omission, and/or negligence of Customer, its officers, officials, employees, agents, or assigns.

14.2    **GENERAL INDEMNITY BY CUSTOMER.** Customer hereby agrees to release, indemnify, System Sales Agreement  
E.F. Johnson Company and County of Santa Cruz, California

defend and hold harmless E.F. Johnson, its officials, officers, employees, and agents from and against all judgments, damages, penalties, losses, costs, claims, expenses, suits, demands, debts, actions and/or causes of action of any type or nature whatsoever brought for or on account of persons or property, including actual and reasonable attorney's fees, which may be sustained or to which they may be exposed, directly or indirectly, by reason of personal injury, death, property damage, or other liability, alleged or proven, resulting from or arising out of the performance of Customer, its officers, officials, employees, agents or assigns and not resulting from the fault, omission and/or negligence of the E.F. Johnson, its officers, officials, employees, agents, or assigns.

### 14.3 PATENT AND COPYRIGHT INFRINGEMENT.

14.3.1 E.F. Johnson will defend at its expense any suit brought against Customer to the extent that it is based on an Infringement Claim, and E.F. Johnson will indemnify and hold harmless Customer for those costs and damages finally awarded against Customer for an Infringement Claim. E.F. Johnson's duties to defend and indemnify are conditioned upon: (i) Customer promptly notifying E.F. Johnson in writing of such Infringement Claim; (ii) E.F. Johnson having sole control of the defense of such suit and all negotiations for its settlement or compromise; (iii) Customer providing to E.F. Johnson cooperation and, if requested by E.F. Johnson, reasonable assistance in the defense of the Infringement Claim.

14.3.2 If an Infringement Claim occurs, or in E.F. Johnson's opinion is likely to occur, E.F. Johnson may at its option and expense procure for Customer the right to continue using the Equipment or E.F. Johnson Software, replace or modify it so that it becomes non-infringing while providing functionally equivalent performance, or grant Customer a credit for such Equipment or E.F. Johnson Software as depreciated and accept its return. The depreciation amount will be calculated based upon generally accepted accounting standards for such Equipment and Software.

14.3.3 E.F. Johnson will have no duty to defend or indemnify for any Infringement Claim that is based upon (i) the combination of the Equipment or E.F. Johnson Software with any software, apparatus or device not furnished by E.F. Johnson; (ii) the use of ancillary equipment or software not furnished by E.F. Johnson and that is attached to or used in connection with the Equipment or E.F. Johnson Software; (iii) any Equipment that is not E.F. Johnson's design or formula; (iv) a modification of the E.F. Johnson Software by a party other than E.F. Johnson; or (v) the failure by Customer to install an enhancement release to the E.F. Johnson Software that is intended to correct the claimed infringement. The foregoing states the entire liability of E.F. Johnson with respect to infringement of patents and copyrights by the Equipment and E.F. Johnson Software or any parts thereof.

## Section 15 LIMITATION OF LIABILITY

Although the parties acknowledge the possibility of such losses or damages, neither party (nor any of its officers, directors, employees, shareholders, agents and representatives) will be liable to the other party for special, incidental, indirect, or consequential damages in any way related to or arising from the contract or the performance of services by the parties pursuant to the contract. In no event shall either party have any liability (whether in contract, tort (including negligence)), indemnification or otherwise for any damages for lost profits, lost savings, loss of use, business interruption, lost or damaged files or data, or otherwise for any special, incidental or consequential damages in connection

with this transaction even if Customer has been advised of the possibility of such damages. Either party's liability for damages, from any cause whatsoever, and regardless of the form of action, will be limited to the actual damages proven, in no event to exceed the aggregate purchase price of the products or services forming the basis of the complaint. Notwithstanding anything herein to the contrary, neither party nor any of their respective officers, directors, employees, or agents shall be liable for losses constituting treble, exemplary, or punitive damages.

This limitation of liability will survive the expiration or termination of this Agreement. No action for breach of this Agreement or otherwise relating to the transactions contemplated by this Agreement may be brought more than four (4) years after the accrual of such cause of action, except for money due upon an open account.

## **Section 16 CONFIDENTIALITY AND PROPRIETARY RIGHTS**

### **16.1 CONFIDENTIAL INFORMATION.**

16.1.1 During the term of this Agreement, the parties may provide the other with Confidential Information. For the purposes of this Agreement, "Confidential Information" is any information disclosed in written, graphic, verbal, or machine-recognizable form, and is marked, designated, labeled or identified at the time of disclosure as being confidential or its equivalent; or if in verbal form is identified as confidential or proprietary at the time of disclosure and confirmed in writing within thirty (30) calendar days of such disclosure. Notwithstanding any other provisions of this Agreement, confidential information shall not include any information that: (i) is or becomes publicly known through no wrongful act of the receiving party; (ii) is already known to the receiving party without restriction when it is disclosed; (iii) is, or subsequently becomes, rightfully and without breach of this Agreement, in the receiving party's possession without any obligation restricting disclosure; (iv) is independently developed by the receiving party without breach of this Agreement; or (v) is explicitly approved for release by written authorization of the disclosing party.

16.1.2 Subject to the California Public Records Act, concerning the Confidential Information provided to it by the other party, each party will: (i) maintain the confidentiality of such Confidential Information and not disclose it to any third party, except as authorized by the disclosing party in writing or as required by a court of competent jurisdiction; (ii) restrict disclosure of Confidential Information to its employees who have a "need to know" and not copy or reproduce such Confidential Information; (iii) take necessary and appropriate precautions to guard the confidentiality of Confidential Information, including informing its employees who handle such Confidential Information that it is confidential and not to be disclosed to others, but such precautions shall be at least the same degree of care that the receiving party applies to its own confidential information and shall not be less than reasonable care; and (iv) use such Confidential Information only in furtherance of the performance of this Agreement. Confidential Information is and shall at all times remain the property of the disclosing party, and no grant of any proprietary rights in the Confidential Information is hereby given or intended, including any express or implied license, other than the limited right of the recipient to use the Confidential Information in the manner and to the extent permitted by this Agreement.

### **16.2 PRESERVATION OF E.F. JOHNSON'S PROPRIETARY RIGHTS.**

16.2.1 E.F. Johnson owns and retains all of its Proprietary Rights (as defined in Section 2) in the Equipment and Software. The third party manufacturer of any Equipment and the copyright owner of any Non-E.F. Johnson Software own and retain all of their Proprietary Rights in the Equipment and Software. Nothing in this Agreement is intended to restrict the Proprietary Rights of E.F. Johnson, any copyright owner of Non-E.F. Johnson Software, or any third party manufacturer of Equipment. All intellectual property developed, originated, or prepared by E.F. Johnson in connection with providing to Customer the Equipment, Software, or related services remain vested exclusively in E.F. Johnson, and this Agreement does not grant to Customer any shared development rights of intellectual property. This Agreement does not involve any Software that is a “work made for hire.”

16.2.2 Except as explicitly provided in the Software License Agreement, nothing in this Agreement will be deemed to grant, either directly or by implication, estoppel, or otherwise, any right, title or interest in E.F. Johnson’s Proprietary Rights. Concerning both the E.F. Johnson Software and the Non-E.F. Johnson Software, Customer agrees not to modify, disassemble, peel components, decompile, otherwise reverse engineer or attempt to reverse engineer, derive source code or create derivative works from, adapt, translate, merge with other software, reproduce, distribute, sublicense, sell or export the Software, or permit or encourage any third party to do so.

## **Section 17 GENERAL**

17.1 **ASSIGNABILITY.** No right or duty in whole or in part of either party may be assigned or delegated without the prior written consent of the other party, which consent shall not be unreasonably or untimely held. Notwithstanding anything herein to the contrary, either party may assign this Agreement, in whole or in part, without the other party's consent, to any affiliate or any purchaser of a substantial portion of that party's affiliate, business or facility(s) as to which the products or services provided to Customer shall relate.

17.2 **SUBCONTRACTING.** E.F. Johnson may subcontract any portion of the Work subject to the approval of Customer, but such subcontracting will not relieve E.F. Johnson of its duties under this Agreement.

17.3 **WAIVER.** Failure or delay by either party to exercise any right or power under this Agreement will not operate as a waiver of such right or power. For a waiver of a right or power to be effective, it must be in writing signed by the waiving party. An effective waiver of a right or powershall not be construed as either (i) a future or continuing waiver of that same right or power, or (ii) the waiver of any other right or power.

17.4 **SEVERABILITY.** If a court of competent jurisdiction renders any provision of this Agreement (or portion of a provision) to be invalid or otherwise unenforceable, that provision or portion of the provision will be severed and the remainder of this Agreement will continue in full force and effect as if the invalid provision or portion of the provision were not part of this Agreement.

17.5 **INDEPENDENT CONTRACTORS.** Nothing in this Agreement shall be construed to make either party or any of its respective employees or agents to be employees, agents, or representatives of the other party. E.F. Johnson shall be an independent contractor and shall have responsibility for and control over the details and means for performing the services described herein. E.F. Johnson shall be subject to the direction of Customer only with respect to the Scope of Services and the general

results required.

17.6 HEADINGS AND SECTION REFERENCES; CONSTRUCTION. The section headings in this Agreement are inserted only for convenience and are not to be construed as part of this Agreement or as a limitation of the scope of the particular section to which the heading refers. This Agreement will be fairly interpreted in accordance with its terms and conditions and not for or against either party.

17.7 GOVERNING LAW. This Agreement shall be construed and enforced in accordance with the laws of the State of California. Exclusive venue for any suit between the parties arising out of this Agreement shall be state and/or federal courts in Santa Cruz County, California.

17.8 EXTENT OF AGREEMENT. This Agreement, which includes the Exhibits referenced in Section 1 of this Agreement, represents the entire agreement between Customer and E.F. Johnson and supersedes all prior negotiations, representations, or agreements, either written or oral. This Agreement shall supersede any terms and conditions set forth on the back of any purchase order or other document used by either party in the performance of this Agreement.

17.9 NOTICES. Notices required under this Agreement to be given by one party to the other must be in writing and either delivered in person or sent to the address shown below by certified mail, return receipt requested and postage prepaid (or by a recognized courier service with an asset tracking system, such as Federal Express, UPS, or DHL), or by email in this section 17.9, and shall be effective upon receipt:

E.F. Johnson Company  
Attn: Vice President, System Engineering  
1440 Corporate Drive  
Irving, TX 75038  
email:

Customer-County of Santa Cruz  
Attn: ISD Director/CIO  
701 Ocean Street, Room 315  
Santa Cruz CA 95060  
email: \_\_\_\_\_

With a copy of legal notices to:

Attn: General Counsel  
email: legal@efji.com

17.10 COMPLIANCE WITH APPLICABLE LAWS. Each party will comply with all applicable federal, state, and local laws, regulations, and rules concerning the performance of this Agreement or use of the System. Customer will obtain and comply with all Federal Communications Commission ("FCC") licenses and authorizations required for the installation, operation, and use of the System before the scheduled installation of the Equipment. Although E.F. Johnson might assist Customer in the preparation of its FCC license applications, neither E.F. Johnson nor any of its employees is an agent or representative of Customer in FCC or other matters.

17.11 SURVIVAL. All obligations arising prior to the termination of this Agreement and all provisions of this Agreement allocating responsibility or liability between Customer and E.F. Johnson shall survive the completion of the services hereunder and the termination of this Agreement.

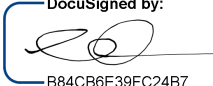
17.12 SIGNATURES. Unless otherwise specified below, the following signatories are the authorized representatives upon whose decisions and information each party may rely in performance of this Agreement. Any information of notices required or permitted hereunder shall be deemed to have been sufficiently given to either party if given to these signatories or to such parties and/or addresses as they may subsequently designate.

The parties hereby enter into this Agreement as of the Effective Date.

**County of Santa Cruz, California**

By: \_\_\_\_\_  
 Name: TAMMIE WEIGL  
 Title: ISD DIRECTOR  
 Date: \_\_\_\_\_

**E.F. Johnson Company**

DocuSigned by:  
  
 B84CB6E39FC24B7...  
 By: \_\_\_\_\_  
 Name: DUANE ANDERSON  
 Title: PRESIDENT & CEO  
 Date: 12/4/2025

APPROVED AS TO FORM:

Signed by:  
  
 12/4/2025  
 E4EAD05DA53D4DB  
 RISK MANAGEMENT

APPROVED AS TO FORM:

DocuSigned by:  
  
 12/4/2025  
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 OFFICE OF THE COUNTY COUNSEL



**Exhibit A**  
**Payment Schedule**  
**(Refer to Attachment C.1 of Exhibit D-1 for itemization)**

**System Infrastructure**

<b>System Infrastructure Payment Milestone Schedule</b>			
<b>Milestone No.</b>	<b>Description</b>	<b>Amount (USD)</b>	<b>% of Total</b>
1	Execution of the Agreement	\$1,851,304.44	10%
2	Kick-off Meeting Project Management Roadmap Workplan	\$1,851,304.44	10%
3	Approval of Customer Detailed Design Review	\$3,702,608.88	20%
4	Dispatch Console Installation	\$1,851,304.44	10%
5	Factory System Acceptance	\$1,851,304.44	10%
6	50% Completion of System Installation (10 sites)	\$1,851,304.44	10%
7	100% Completion of System Installation (20 sites)	\$1,851,304.44	10%
8	Coverage Acceptance	\$1,851,304.44	10%
9	Final System Acceptance	\$1,851,304.44	10%
<b>Total</b>	<b>System Contract Price</b>	<b>\$18,513,044.38</b>	<b>100%</b>

## Software Support and Upgrades

<b>Software Support and Upgrades (for all subsystems) 10-Year Payment Schedule</b>			
<b>Payment No.</b>	<b>Description</b>	<b>Due Date</b>	<b>Amount (USD)</b>
1	SW Support & Upgrades Year 1 (Warranty Year)	N/A	INCLUDED
2	SW Support & Upgrades Year 2	Final System Acceptance Date + 1 Year	\$148,320.00
3	SW Support & Upgrades Year 3	Final System Acceptance Date + 2 Years	\$152,769.60
4	SW Support & Upgrades Year 4	Final System Acceptance Date + 3 Years	\$157,352.69
5	SW Support & Upgrades Year 5	Final System Acceptance Date + 4 Years	\$162,073.27
6	SW Support & Upgrades Year 6	Final System Acceptance Date + 5 Years	\$166,935.47
7	SW Support & Upgrades Year 7	Final System Acceptance Date + 6 Years	\$171,943.53
8	SW Support & Upgrades Year 8	Final System Acceptance Date + 7 Years	\$177,101.84
9	SW Support & Upgrades Year 9	Final System Acceptance Date + 8 Years	\$182,414.89
10	SW Support & Upgrades Year 10	Final System Acceptance Date + 9 Years	\$187,887.34
11	SW Support & Upgrades Year 11	Final System Acceptance Date + 10 Years	\$193,523.96
<b>Total</b>			<b>\$1,700,322.58</b>

## Hardware Refresh in Year 7

Hardware Refresh in Year 7 Payment Milestone Schedule		
Installment Payment No.	To Be Invoiced Upon	Amount (USD)
1	Final System Acceptance Date	\$509,919.20
2	Final System Acceptance Date + 1 Year	\$509,919.20
3	Final System Acceptance Date + 2 Years	\$509,919.20
4	Final System Acceptance + 3 Years	\$509,919.20
5	Final System Acceptance Date + 4 Years	\$509,919.20
6	Final System Acceptance Date+ 5 Years	\$509,919.20
7	Final System Acceptance Date + 6 Years	\$509,919.20
<b>Total</b>		<b>\$3,569,434.38</b>

## On Site Support and Repair

On-Site Support and Repair 10-Year Payment Schedule			
Milestone No.	Description	Payment Due Date	Amount (USD)
1	On-Site Support and Repair Year 1 (Warranty Year)	N/A	INCLUDED
2	On-Site Support and Repair Year 2	Final System Acceptance Date + 1 Year	\$165,313.76
3	On-Site Support and Repair Year 3	Final System Acceptance Date + 2 Years	\$170,273.29

4	On-Site Support and Repair Year 4	Final System Acceptance Date + 3 Years	\$175,381.42
5	On-Site Support and Repair Year 5	Final System Acceptance Date + 4 Years	\$180,642.21
6	On-Site Support and Repair Year 6	Final System Acceptance Date + 5 Years	\$186,062.42
7	On-Site Support and Repair Year 7	Final System Acceptance Date + 6 Years	\$191,643.40
8	On-Site Support and Repair Year 8	Final System Acceptance Date + 7 Years	\$197,393.26
9	On-Site Support and Repair Year 9	Final System Acceptance Date + 8 Years	\$203,314.69
10	On-Site Support and Repair Year 10	Final System Acceptance Date + 9 Years	\$209,414.46
11	On-Site Support and Repair Year 11	Final System Acceptance Date + 10 Years	\$215,696.89
<b>Total</b>			<b>\$1,895,135.80</b>

## On Call Support

<b>On Call Support (for all subsystems) 10-Year Payment Schedule</b>			
	Description	Due Date	Amount (USD)
1	On Call Support Year 1 (Warranty Year)	N/A	INCLUDED
2	On Call Support Year 2	Final System Acceptance Date + 1 Year	\$2,783.06
3	On Call Support Year 3	Final System Acceptance Date + 2 Years	\$2,866.82
4	On Call Support Year 4	Final System Acceptance Date + 3 Years	\$2,951.94

5	On Call Support Year 5	Final System Acceptance Date + 4 Years	\$3,041.10
6	On Call Support Year 6	Final System Acceptance Date + 5 Years	\$3,132.97
7	On Call Support Year 7	Final System Acceptance Date + 6 Years	\$3,226.19
8	On Call Support Year 8	Final System Acceptance Date + 7 Years	\$3,323.46
9	On Call Support Year 9	Final System Acceptance Date + 8 Years	\$3,423.43
10	On Call Support Year 10	Final System Acceptance Date + 9 Years	\$3,526.11
11	On Call Support Year 11	Final System Acceptance Date + 10 Years	\$3,631.89
<b>Total</b>			<b>\$31,906.97</b>

## Microwave Extended Warranty

Microwave (MW) Extended Warranty 10-Year Payment Schedule			
Payment No.	Description	Due Date	Amount (USD)
1	MW Extended Warranty Year 1 (Warranty Year)	N/A	INCLUDED
2	MW Extended Warranty Year 2	Final System Acceptance Date + 1 Year	\$27,275.34
3	MW Extended Warranty Year 3	Final System Acceptance Date + 2 Years	\$50,620.62
4	MW Extended Warranty Year 4	Final System Acceptance Date + 3 Years	\$50,620.62
5	MW Extended Warranty Year 5	Final System Acceptance Date + 4 Years	\$50,620.62
6	MW Extended Warranty Year 6	Final System Acceptance Date + 5 Years	\$50,620.62
7	MW Extended Warranty Year 7	Final System Acceptance Date + 6 Years	\$50,620.62
8	MW Extended Warranty Year 8	Final System Acceptance Date + 7 Years	\$50,620.62
9	MW Extended Warranty Year 9	Final System Acceptance Date + 8 Years	\$50,620.62
10	MW Extended Warranty Year 10	Final System Acceptance Date + 9 Years	\$50,620.62
11	MW Extended Warranty Year 11	Final System Acceptance Date + 10 Years	\$50,620.62
<b>Total</b>			<b>\$482,860.91</b>

Technical Support

Technical Support 10-Year Payment Schedule			
Milestone No.	Description	Payment Due Date	Amount (USD)
1	Technical Support Year 1 (Warranty Year)	N/A	INCLUDED
2	Technical Support Year 2	Final System Acceptance Date + 1 Year	\$48,542.78
3	Technical Support Year 3	Final System Acceptance Date + 2 Years	\$49,997.81
4	Technical Support Year 4	Final System Acceptance Date + 3 Years	\$51,498.77
5	Technical Support Year 5	Final System Acceptance Date + 4 Years	\$53,042.96
6	Technical Support Year 6	Final System Acceptance Date + 5 Years	\$54,634.44
7	Technical Support Year 7	Final System Acceptance Date + 6 Years	\$56,273.20
8	Technical Support Year 8	Final System Acceptance Date + 7 Years	\$57,961.95
9	Technical Support Year 9	Final System Acceptance Date + 8 Years	\$59,700.69
10	Technical Support Year 10	Final System Acceptance Date + 9 Years	\$61,492.12
11	Technical Support Year 11	Final System Acceptance Date + 10 Years	\$63,336.88
Total			\$556,481.60

Zetron Extended Warranty

Zetron Extended Warranty 10-Year Payment Schedule			
Milestone No.	Description	Payment Due Date	Amount (USD)
1	Zetron Extended Warranty for Year 1 (Warranty Year)	N/A	INCLUDED
2	Zetron Extended Warranty for Year 2	Final System Acceptance Date + 1 Year	\$119,152.80

3	Zetron Extended Warranty for Year 3	Final System Acceptance Date + 2 Years	\$119,152.80
4	Zetron Extended Warranty for Year 4	Final System Acceptance Date + 3 Years	\$119,152.80
5	Zetron Extended Warranty for Year 5	Final System Acceptance Date + 4 Years	\$119,152.80
6	Zetron Extended Warranty for Year 6	Final System Acceptance Date + 5 Years	\$123,918.91
7	Zetron Extended Warranty for Year 7	Final System Acceptance Date + 6 Years	\$128,875.66
8	Zetron Extended Warranty for Year 8	Final System Acceptance Date + 7 Years	\$134,030.69
9	Zetron Extended Warranty for Year 9	Final System Acceptance Date + 8 Years	\$139,391.90
10	Zetron Extended Warranty for Year 10	Final System Acceptance Date + 9 Years	\$144,967.60
11	Zetron Extended Warranty for Year 11	Final System Acceptance Date + 10 Years	\$150,766.30
<b>Total</b>			<b>\$1,298,562.26</b>



## Exhibit B

### E.F. Johnson Software License Agreement

**WARNING: If you elect to use the Equipment, you agree to be bound by this Software License Agreement.**

1. Limited License. If County of Santa Cruz ("Licensee") elects to use the Equipment, Licensee agrees to be bound by the terms and conditions set forth in this Agreement. For any software provided with, or contained or embedded in, the equipment manufactured by E.F. Johnson (the "Equipment") and sold the user of such Equipment that this Software License Agreement accompanied (the "Licensee") pursuant to an agreement between E.F. Johnson and Licensee regarding the purchase of the Equipment by the Licensee (the "System Sales Agreement") and any additional E.F. Johnson manufactured equipment which Licensee may purchase from E.F. Johnson from time to time hereinafter for use with the Equipment (collectively, the "Software"), E.F. Johnson hereby grants to Licensee a personal, non-exclusive, non-transferable, non-assignable (by operation of law or otherwise), terminable license to use the Software on the terms and subject to the conditions contained herein with the exception of software developed by a manufacturer other than E.F. Johnson ("third-party software manufacturer") pursuant to a third-party license agreement. Such third-party software manufacturer may be a beneficiary of this Software License Agreement if required under such third-party license agreement. Licensee shall not have the right to sublicense, rent, lease, copy, modify, reverse engineer, disassemble, decompile or otherwise transfer the Software, except as provided herein. The license granted herein authorizes Licensee to use the Software for its own internal purposes and only in connection with the use of the Equipment. Licensee agrees not to use the Software for any other purpose or install the Software on any replacement or additional computer or equipment. E.F. Johnson prohibits (a) the use of the programs for rental, timesharing, subscription service, hosting or outsourcing; (b) the removal or modification of any program markings or any notice of proprietary rights; (c) the Licensee from making the programs available in any manner to any third party for use in any third party's business operations. Licensee shall not exercise any rights with respect to the Software that are not expressly granted herein.

2. Maintenance; New Releases; Copies. Provided Licensee is current in its payment of software maintenance fees, Licensee shall be entitled to receive any error or bug fixes provided by E.F. Johnson as part of the software maintenance. Maintenance shall be provided in accordance with the E.F. Johnson maintenance policy. E.F. Johnson may, but has no obligation to do so, offer for an additional license fee new features or enhancements to the Software. Licensee shall not copy, print, disassemble, modify, distribute, translate, reverse engineer or reproduce all or any portion of the Software or related documentation; provided that Licensee shall be entitled to make two (2) copies for back-up purposes only and not production use of the portions of the Software provided to Licensee.

3. Proprietary Rights. Licensee acknowledges that (a) the Software, including each program or system of which it is a part, and all supporting documentation and materials therefore, are the exclusive property of E.F. Johnson and/or any third-party software manufacturer as applicable, and (b) title to and all rights to the Software, including copyright, patent, intellectual property rights, trade secret and other rights in the Software, shall remain with E.F. Johnson and/or any third-party software manufacturer as applicable. Licensee shall not copy, reproduce, disclose or divulge the Software to any person, except to the extent reasonably required for purposes consistent with this license to an officer, employee, independent accountant, attorney or other similar agent of Licensee, and then only if Licensee uses the same degree of care, but no less than a reasonable degree of care, that Licensee uses to protect the confidentiality and title thereto of its own confidential or proprietary information of a like nature. Licensee shall not publish any results of benchmark tests run on the programs. Licensee acknowledges E.F. Johnson's right to seek equitable relief, including an injunction in the event of any breach or threatened breach by Licensee of this license. Notwithstanding the foregoing, Licensee shall have the right to disclose the Software to the extent required by a governmental agency or court with appropriate jurisdiction, provided that Licensee notifies E.F. Johnson in writing of the need to so disclose in advance of such disclosure. Licensee agrees that if any use of the Software comes to Licensee's attention which, in its opinion is unauthorized, Licensee shall promptly notify E.F. Johnson of such unauthorized use. Licensee, however, shall be under no affirmative obligation to make investigations to determine if an unauthorized use

has occurred. In addition to the system key and encryption keys (and any programming materials or documents foregoing, Licensee acknowledges and agrees that, in order to protect the privacy of its radio system, it shall treat its encryption key and/or Multi-Net containing such keys) as highly confidential information and not disclose such keys to any third party unless such third party is subject to obligations of confidentiality in favor of Licensee.

4. **Warranty of Title.** E.F. Johnson warrants that it has good title to the Software or the right to license the same hereunder and that, to the best of E.F. Johnson's knowledge, the Software does not infringe upon any valid

U.S. patent issued prior to the date of the Agreement. Subject to the terms of this license, E.F. Johnson will defend, at its expense, any action brought against Licensee to the extent it is based on a claim that the Software, used within the scope of this license, infringes upon any such U.S. patent, but only if (a) Licensee promptly notifies E.F. Johnson in writing of any such claim or proceeding, (b) Licensee permits E.F. Johnson to fully control the defense of such action, (c) Licensee fully cooperates with E.F. Johnson in connection with such defense, (d) Licensee does not compromise or settle any claim without the prior written consent of E.F. Johnson and (e) the infringement does not relate to any (i) modifications to the Software made other than by E.F. Johnson, (ii) modifications made to Licensee's specifications or (iii) use of the Software in combination with any equipment or products not manufactured by E.F. Johnson. E.F. Johnson shall have no other or further obligation or liability with respect to any claim of infringement or for breach of its warranty of title. If any part of the Software becomes, or if E.F. Johnson considers any of the Software likely to become, subject to a claim of infringement, E.F. Johnson may in its sole discretion (a) procure for Licensee the right to continue using such Software, (b) replace or modify the Software to make it non-infringing, refund the paid purchase price of the Equipment upon return of the Equipment upon return of the Equipment in undamaged condition, or (c) take such other action as is necessary and feasible to maintain Licensee's use of the Software.

5. **Limited Operational Warranty.** E.F. Johnson warrants the Software in accordance with Exhibit C.

6. **Term and Termination.** This license shall become effective as of the date of the initial shipment of the Equipment and shall remain effective thereafter so long as Licensee owns and operates the Equipment in accordance with the terms of this Agreement; provided that, this license and all Licensee's rights under this license shall be deemed to automatically terminate upon the cancellation, breach or termination of the Agreement. Immediately upon such termination, Licensee shall cease use of the Software and either return to E.F. Johnson or destroy the original and all copies of the Software and, if requested by E.F. Johnson, certify in writing that the Software has been so destroyed.

7. **Export.** Licensee will fully comply with all relevant export laws and regulations of the United States and other applicable export and import laws to assure that neither the programs, nor any direct product thereof, are exported, directly or indirectly, in violation of applicable laws.

8. **Audit.** Licensee grants E.F. Johnson the right to audit the use of the programs, and may require the Licensee to provide reasonable assistance and access to information in the course of such audit and allows E.F. Johnson to report the audit results to third-party software manufacturers of the Software if applicable. THE FOREGOING LIMITED OPERATIONAL WARRANTY, OTHER THAN THE WARRANTY SET FORTH IN SECTION 4 ABOVE, IS IN LIEU OF ALL OTHER WARRANTIES, EXPRESS OR IMPLIED, INCLUDING BUT NOT LIMITED TO ANY IMPLIED WARRANTY OF MERCHANTABILITY OR FITNESS FOR A PARTICULAR PURPOSE. ANY LIABILITY OF E.F. JOHNSON OR ANY THIRD-PARTY SOFTWARE MANUFACTURER RELATED TO THE SOFTWARE FOR ANY CAUSE WHATSOEVER AND WHETHER SUCH LIABILITY IS BASED ON CONTRACT, TORT OR ANY OTHER THEORY OF LIABILITY, SHALL BE LIMITED TO THE DIRECT AND ACTUAL DAMAGES INCURRED BY LICENSEE, TO THE EXTENT RECOVERABLE BY LAW AND, IN NO EVENT, SHALL SUCH DAMAGES EXCEED THE PORTION OF THE PURCHASE PRICE OF THE EQUIPMENT WHICH IS ALLOCATED TO THE SOFTWARE ACCORDING TO E.F. JOHNSON'S PRICING POLICIES. UNDER NO CIRCUMSTANCES SHALL E.F. JOHNSON OR ANY THIRD-PARTY SOFTWARE MANUFACTURER BE LIABLE FOR ANY DIRECT, INDIRECT, INCIDENTAL, SPECIAL, PUNITIVE OR CONSEQUENTIAL OR DAMAGES OF ANY KIND, EVEN IN THE EVENT THAT E.F. JOHNSON IS ADVISED OF THE POSSIBILITY OF SUCH DAMAGES. NEITHER E.F. JOHNSON NOR ANY THIRD-PARTY SOFTWARE MANUFACTURER SHALL BE LIABLE FOR ANY LOSS OF PROFITS, REVENUE, DATA OR DATA USE, ARISING FROM THE USE OF THE PROGRAMS. THIS SOFTWARE LICENSE EXCLUDES THE APPLICATION OF THE UNIFORM

COMPUTER INFORMATION TRANSACTIONS ACT.

E.F. JOHNSON COMPANY, 1440 Corporate Drive, Irving, Texas 75038

**Exhibit C**

**E.F. Johnson Warranty Statements**

**Exhibit C-1**

**System Warranty Statement**

**Exhibit C-2**

**Subscriber Equipment Warranty Statement**

## EXHIBIT C-1

### SYSTEM WARRANTY STATEMENT

E.F. Johnson shall provide an eleven (11) year product and software manufacturer's commercial standard warranty for System Infrastructure manufactured by E.F. Johnson ("Product(s)") and software implemented onto the Products ("Software") provided by E.F. Johnson. E.F. Johnson warrants that the Products and Software are free from defects in material and workmanship and will conform to E.F. Johnson's published operational and technical specifications as of the Effective Date (the "Warranty"). "Warranty" includes all necessary parts, labor, transportation, shipping to Customer with the services provided below to maintain the supplied network in order to meet original factory specifications. The Warranty program start date is the earlier of: (i) Final System Acceptance; or (ii) Beneficial Use by Customer, which means use for operational purposes and extends for a eleven (11) year period and for any additional eligible, contracted management and maintenance periods ("Warranty Period"). Any equipment not manufactured by E.F. Johnson shall carry the original equipment manufacturer's warranty only. E.F. Johnson makes no warranty as to, and specifically disclaims liability for, availability, range, coverage, grade of service or operation of the repeater system provided by the carrier or repeater operator.

#### WARRANTY SERVICES

Hardware Coverage: If any Product fails to meet the Warranty during the Warranty Period and is returned to the location designated by E.F. Johnson, E.F. Johnson will either repair or replace the defective Product, directly through our corporate repair facilities or through our local authorized service agent ("Local Support Office"). Any repaired or replaced Products shall be warranted for the remainder of the original Warranty Period or for thirty (30) calendar days from Customer's receipt of the repaired or replaced product, whichever is longer. Customer is responsible for obtaining a return materials authorization ("RMA") and for arranging the return of all Products to our corporate repair facilities or to the Local Support Office at no charge to Customer. E.F. Johnson will also pay the returned shipping charges if the Product is repaired or replaced under Warranty.

Software Warranty: If any Software fails to meet the Warranty set forth above during the Warranty Period, Customer must notify E.F. Johnson in writing before the expiration of the Warranty Period. Whether Software defects occur will be determined solely upon reference to E.F. Johnson's published operational and technical specifications as of the Effective Date, and to any additional technical documentation incorporated into the mutually agreed-upon contractual agreement. E.F. Johnson does not warrant that the use of the Software or Software Products will be uninterrupted or error-free or that the Software or Software Products will meet particular (other than contractually agreed-upon) requirements. Upon receipt of such notice, E.F. Johnson will investigate the Warranty claim. If this investigation confirms a valid Warranty claim, E.F. Johnson will, at its option and at no additional charge to Customer, repair the defect, replace the defective Software with the same or equivalent Software, or refund the price of the defective Software or individual Product in which the Software is embedded or for which it is provided. Such action will be the full extent of E.F. Johnson's liability and Customer's sole remedy for a breach of this Warranty. If the investigation indicates that the Warranty claim is not valid, then E.F. Johnson may invoice Customer for responding to a claim on a time and materials basis using E.F. Johnson's then current labor rates. Any repaired or replaced Software or Software Products shall be warranted for the remainder of the original Warranty Period or for thirty (30) days from Customer's receipt of the repaired or replaced Software, whichever is longer.

Software Maintenance: E.F. Johnson will provide: (i) feature releases for Software packages licensed pursuant to the contractual agreement between E.F. Johnson and Customer; (ii) enhancements to existing Software features; (iii) new features implemented via existing System components and Software for product

migration (may require purchase of new Products). The support will cover Software updates and upgrades to address Software issues during the Warranty but expressly excludes any priced options provided in the proposal, if applicable.

7 day/24 hour (“7/24”) Customer Support: During the Warranty Period, E.F. Johnson shall provide Customer a 7/24 toll free (in the United States) support line to reach an E.F. Johnson-employed customer support representative who will record Customer’s issue, open a trouble ticket, issue an RMA and/or provide further details as applicable.

8:00 am – 5:00 CST Technical Support: During the Warranty Period, E.F. Johnson shall provide a technical support line available from 8:00 am – 5:00 CST, Monday-Friday, excluding national US holidays, staffed by an E.F. Johnson-employed factory technologist trained to answer Customer’s technical questions and to troubleshoot System performance issues. In order to maximize the ability for the technologist to resolve such issues, Customer must sign a System Access Agreement attached hereto as Exhibit E to authorize E.F. Johnson remote secure access to the Customer’s System, including access to the Customer’s System logs. If the System issue is incapable of resolution over the telephone or via remote System access, an E.F. Johnson-employed field support technologist (“Field Technical Representative”) will be dispatched to investigate the issue on-site as provided in the maintenance services section below.

THE AFORESAID WARRANTIES ARE IN LIEU OF ALL OTHER WARRANTIES, EXPRESSED AND IMPLIED, INCLUDING BUT NOT LIMITED TO, ANY IMPLIED WARRANTY OF MERCHANTABILITY OR FITNESS FOR A PARTICULAR PURPOSE. E.F. JOHNSON AND CUSTOMER AGREE THAT CUSTOMER’S EXCLUSIVE REMEDY FOR ANY BREACH OF ANY SAID WARRANTIES IS AS SET FORTH ABOVE. CUSTOMER AGREES THAT IN NO EVENT SHALL E.F. JOHNSON BE LIABLE FOR INCIDENTAL, CONSEQUENTIAL, SPECIAL, INDIRECT, OR EXEMPLARY DAMAGES WHETHER ON THE BASIS OF NEGLIGENCE, STRICT LIABILITY OR OTHERWISE. THE TOTAL LIABILITY OF E.F. JOHNSON ON ANY AND ALL CLAIMS SHALL NOT EXCEED THE PRICE ALLOCABLE TO THE PRODUCTS GIVING RISE TO THE CLAIM. The purpose of the exclusive remedies set forth above shall be to provide Customer with repair or replacement of non-complying Products or Software in the manner provided above. These exclusive remedies shall not be deemed to have failed of their essential purpose so long as E.F. Johnson is willing and able to repair or replace non-complying Products or Software in the manner set forth above.

## MAINTENANCE SERVICES

7 day/24 hour Technical Support: E.F. Johnson’s trained and certified Local Support Office will provide a technical support line available 7/24 to answer Customer’s technical questions and to troubleshoot System performance issues. If the System issue is incapable of resolution over the telephone, the Local Support Office will dispatch a technologist to investigate the issue on-site as further detailed below.

On-Site Response: E.F. Johnson will provide local on-site support through our Local Support Office through the Warranty Period. The Local Support Office is staffed with competent, experienced personnel who are trained and experienced in standard communications industry practices and will receive specialized training necessary to install, maintain and troubleshoot Customer’s System. The Local Support Office will have the proper instructions and the necessary common and specialized test and repair equipment for the components to provide support and to have the capability to fully restore the network to proper operating conditions.

A dispatch center at the Local Support Office will dispatch qualified service technicians with the proper instructions and equipment needed to quickly and fully restore the network to proper operating conditions and on-site emergency response for emergency or critical situations to handle Major or Minor Failures (as defined below). Routine issues (non-Major or Minor failures) may be responded to over the telephone in a timely

manner without an on-site visit unless it is determined by the Local Support Office that an on-site visit is required. If such determination is made, Customer shall provide on-site support for such issue.

- **Emergency Response – Major Failure (traffic affecting):** Emergency requests for service are warranted in the event of major System or site failures or other anomalies. These anomalies include when a component of the System Infrastructure (expressly excludes Subscriber Equipment, if applicable) fails in such a way as to reduce the effectiveness, reliability, coverage area or usability of the System. The Local Support Office will acknowledge Major Failures within a mutually agreed-upon time period of notification.
- **Emergency Response – Minor Failure (non-traffic affecting):** Emergency requests for service are warranted in the event of minor system or site failures or other anomalies. These anomalies include when a component of the System (expressly excludes Subscriber Equipment, if applicable) fails in such a way that produces no harm or degradation of service, such as a fan failure. A Minor Failure may prevent users from properly using the System, its full feature set and/or requires a work around/failsoft mode of operations. The Local Support Office will acknowledge the minor failure within a mutually agreed-upon time period of notification.

THE AFORESAID WARRANTIES ARE IN LIEU OF ALL OTHER WARRANTIES, EXPRESSED AND IMPLIED, INCLUDING BUT NOT LIMITED TO, ANY IMPLIED WARRANTY OF MERCHANTABILITY OR FITNESS FOR A PARTICULAR PURPOSE. E.F. JOHNSON AND CUSTOMER AGREE THAT CUSTOMER'S EXCLUSIVE REMEDY FOR ANY BREACH OF ANY SAID WARRANTIES IS AS SET FORTH ABOVE. CUSTOMER AGREES THAT IN NO EVENT SHALL E.F. JOHNSON BE LIABLE FOR INCIDENTAL, CONSEQUENTIAL, SPECIAL, INDIRECT, OR EXEMPLARY DAMAGES WHETHER ON THE BASIS OF NEGLIGENCE, STRICT LIABILITY OR OTHERWISE. THE TOTAL LIABILITY OF E.F. JOHNSON ON ANY AND ALL CLAIMS SHALL NOT EXCEED THE PRICE ALLOCABLE TO THE PRODUCTS GIVING RISE TO THE CLAIM. The purpose of the exclusive remedies set forth above shall be to provide Customer with repair or replacement of non-complying Products or Software in the manner provided above. These exclusive remedies shall not be deemed to have failed of their essential purpose so long as E.F. Johnson is willing and able to repair or replace non-complying Products or Software in the manner set forth above.

Exclusions: Warranty and maintenance coverage for Products and/or Software shall not apply if: (i) the Products or Software are used other than in its normal and customary manner and/or in accordance with the applicable E.F. Johnson's user's guide; (ii) The Product has been subject to misuse, accident, neglect or damage or has been used with other than E.F. Johnson approved accessories and equipment or has been improperly installed; (iii) the Products have been installed and/or maintained by individuals who have not followed E.F. Johnson's then current installation or maintenance procedures and/or are not trained and certified by E.F. Johnson on the Products; (iv) unauthorized alterations or repairs have been made or unapproved parts have been used with the Product; (v) Customer failed to notify E.F. Johnson or E.F. Johnson's Local Support Office of the claim during the applicable Warranty Period; (vi) the Software is changed, modified, or maintained other than by E.F. Johnson or becomes defective as a result of Customer's hardware or systems software conversion or malfunction not related to E.F. Johnson's performance under the mutually agreed-upon contractual agreement; or (vii) the Products or Software are used or integrated with additional products or equipment which are not compatible with the operating specifications or characteristics of the Products or Software.

**EXHIBIT C-2****SUBSCRIBER EQUIPMENT WARRANTY STATEMENT**

E.F. Johnson Company (“E.F. Johnson”) warrants to the original purchaser for use (“Customer”) that all equipment manufactured by E.F. Johnson (“Products”), and software implemented onto the Products (“Software”) are free from defects in material and workmanship by conforming to E.F. Johnson’s published technical specifications at the time of shipment and in accordance with the periods of time in the below table commencing upon the date of shipment from E.F. Johnson (“Warranty Period”), unless otherwise expressly defined under separate written contractual agreement.

PRODUCT LINE	WARRANTY
<b>VIKING RADIO COMPONENTS</b> (Viking Portables VP5000, VP6000, VP8000, Viking Mobiles VM5000, VM6000, VM7000, and Control Heads KCH-19VM, KCH-20RV, KCH-21RVM)	5-Years
<b>VIKING ACCESSORIES</b> (Battery, Speaker Mic, Antenna, belt clips, holsters, etc.)	1-Year

E.F. Johnson makes no warranty with respect to the equipment not manufactured by E.F. Johnson, and any such equipment shall carry the original equipment manufacturer’s warranty. E.F. Johnson further makes no warranty as to, and specifically disclaims liability for, availability, range, coverage, grade of service or operation of the repeater system provided by the carrier or repeater operator. Any repaired or replaced Products or Software shall be warrantied for the remainder of the original Warranty Period or for ninety (90) calendar days from Customer’s receipt of the repaired or replaced Product or Software, whichever is longer.

**Hardware Warranty:** If any Product fails to meet the warranty set forth above during the applicable Warranty Period, and is returned to a location designated by E.F. Johnson, E.F. Johnson, at its option, shall either repair or replace such Product, directly or through an authorized service agent, within thirty (30) calendar days of receipt of same. No Products may be returned without prior written authorization from E.F. Johnson. E.F. Johnson will pay the shipping charges if the Product is repaired or replaced under warranty. Repair or replacement of Products as set forth in this paragraph fulfills any and all warranty obligations on the part of E.F. Johnson.

**Software Warranty:** If any Software fails to meet the warranty set forth above during the applicable Warranty Period, Customer must notify E.F. Johnson in writing before the expiration of the Warranty Period. Whether Software defects occur will be determined solely upon reference to E.F. Johnson’s published operational and technical specifications as of the date of shipment, and to any additional technical documentation incorporated into the mutually agreed-upon written contractual agreement. E.F. Johnson does not warrant that the use of the Software will be uninterrupted or error-free or that the Software will meet particular (other than contractually agreed-upon) requirements. Upon receipt of such notice, E.F. Johnson will investigate the warranty claim. If this investigation confirms a valid warranty claim, E.F. Johnson will, at its option and at no additional charge to Customer, repair the defect, replace the defective Software with the same or equivalent Software, or refund the price of the defective Software or individual Product in which the Software is embedded or for which it is provided. Such action will be the full extent of E.F. Johnson’s liability and Customer’s sole remedy for a breach of this warranty. If the investigation indicates that the warranty claim is not valid, then E.F. Johnson may invoice Customer for responding to a claim on a time and materials basis using E.F. Johnson’s then current labor rates.



**Exclusions:** This warranty is void and E.F. Johnson shall not be obligated to replace or repair any Products and/or Software if: (i) the Product and/or Software has been used in other than its normal and customary manner and/or in accordance with the applicable E.F. Johnson user's guide (ii) the Product and/or Software has been subject to misuse, accident, neglect, improper installation or damage, or has been used with other than E.F. Johnson approved accessories and equipment, and such use with other than E.F. Johnson approved accessories and equipment has caused defect and/or damage to any Products and/or Software, (iii) the Products and/or Software have been installed and/or maintained by individuals who have not followed E.F. Johnson's then current installation or maintenance procedures and/or are not trained and certified by E.F. Johnson on the Products and/or Software, (iv) unauthorized alterations or repairs have been made or unapproved parts have been used with the Product and/or Software and such use of unapproved parts has caused defect and/or damage to any Products and/or Software, (v) Customer failed to notify E.F. Johnson or an E.F. Johnson authorized service agent of the defect during the applicable Warranty Period, or (vi) the Software is changed, modified, or maintained other than by E.F. Johnson or becomes defective as a result of Customer's hardware or systems software conversion or malfunction not related to E.F. Johnson's performance under the mutually agreed-upon written contractual agreement.

ACCESSORIES OR OTHER ANCILLARY EQUIPMENT NOT SUPPLIED BY E.F. JOHNSON OR OTHERWISE NOT EXPRESSLY AUTHORIZED BY E.F. JOHNSON ARE EXPRESSLY EXCLUDED FROM THIS WARRANTY. ACCORDINGLY, DEFECT AND/OR DAMAGE TO THE PRODUCT AND/OR SOFTWARE CAUSED BY SUCH ACCESSORIES OR OTHER ANCILLARY EQUIPMENT NOT SUPPLIED BY E.F. JOHNSON OR OTHERWISE NOT EXPRESSLY AUTHORIZED BY E.F. JOHNSON ARE EXCLUDED FROM THE WARRANTY AS SET FORTH ABOVE.

THE AFORESAID WARRANTIES ARE IN LIEU OF ALL OTHER WARRANTIES, EXPRESSED AND IMPLIED, INCLUDING BUT NOT LIMITED TO, ANY IMPLIED WARRANTY OF MERCHANTABILITY OR FITNESS FOR A PARTICULAR PURPOSE. E.F. JOHNSON AND CUSTOMER AGREE THAT CUSTOMER'S EXCLUSIVE REMEDY FOR ANY BREACH OF ANY SAID WARRANTIES IS AS SET FORTH ABOVE. CUSTOMER AGREES THAT IN NO EVENT SHALL E.F. JOHNSON BE LIABLE FOR INCIDENTAL, CONSEQUENTIAL, SPECIAL, INDIRECT, OR EXEMPLARY DAMAGES WHETHER ON THE BASIS OF NEGLIGENCE, STRICT LIABILITY OR OTHERWISE. THE TOTAL LIABILITY OF E.F. JOHNSON ON ANY AND ALL CLAIMS SHALL NOT EXCEED THE PRICE ALLOCABLE TO THE PRODUCTS OR SERVICES GIVING RISE TO THE CLAIM. The purpose of the exclusive remedies set forth above shall be to provide Customer with repair or replacement of non-complying Products or Software in the manner provided above. These exclusive remedies shall not be deemed to have failed of their essential purpose so long as E.F. Johnson is willing and able to repair or replace noncomplying Products or Software in the manner set forth above.

**Exhibit D**

**Technical and Implementation Documents**

**Exhibit D-1**

**Attachment C.1 Cost Proposal Revised August 25, 2025**

**Exhibit D-2**

**Proposal to Santa Cruz County dated September 17, 2024, inclusive of the Final Revised Proposal dated June 27, 2025 as revised on June 30, 2025 – Incorporated into this Agreement by Reference.**

**Exhibit D-3**

**JVCKENWOOD Clarifying Questions and Answers 23P3-003\_11.15.24 – Incorporated into this Agreement by Reference.**

**Exhibit D-4**

**Response to Santa Cruz County, California RFP #23P-003 dated September 17, 2024 – Incorporated into this Agreement by Reference.**

**Exhibit D-5**

**County of Santa Cruz Request for Proposal (RFP) for Next Gen Radio System” – Incorporated into this Agreement by Reference.**

**EXHIBIT D-1**

**Attachment C.1 Cost Proposal**

**PROPOSER NAME: JVCKENWOOD****TABLE 1 - TOTAL PRICE SUMMARY REVISED August 25 2025**

<b>TABLE 1 – SYSTEM PRICE SUMMARY</b>	
<b>System Equipment (Table 2)</b>	<b>Discounted Price</b>
System Control Equipment, Software and Licensing	\$ 1,161,600.00
Simulcast Control Equipment, Software, and Licensing	\$ 433,941.00
P25 VHF Radio System (RF Site) Equipment, Software and Licensing	\$ 6,975,048.00
VHF Antenna Systems and Subsystem Equipment	\$ 851,743.34
County Backhaul and Networking Equipment, Software, and Licensing	\$ 1,283,693.23
County Dispatch System Equipment, Software, and Licensing	\$ 1,618,797.00
Fire Station Alerting Equipment, Software and Licensing	\$ -
Interface to/Upgrade existing County logging Recorder Equipment, Software and Licensing	\$ 141,815.00
Network Management System, Software and Licensing	\$ 1,716,602.56
Other Miscellaneous Equipment, Software and Licensing	\$ 1,475,998.99
Spare and Test Equipment	\$ 1,276,205.38
<b>TOTAL EQUIPMENT PRICE</b>	<b>\$ 16,935,444.50</b>
<b>System Services (Table 3)</b>	<b>Discounted Price</b>
Project Management	\$ 1,449,194.70
System Installation Services	\$ 497,523.49
System Engineering Services	\$ 2,752,334.82
Migration Services	\$ 99,801.07
System Training	\$ 185,989.89
Warranty Services	\$ 124,578.00
Other - Specify	\$ 58,288.62
<b>TOTAL SERVICES PRICE</b>	<b>\$ 5,167,710.59</b>
<b>Site Development (Table 4)</b>	<b>Discounted Price</b>
Existing Site Improvements - New Equipment and Services	\$ 4,620,370.03
Greenfield Site Equipment	\$ 1,780,516.69
Greenfield Site Implementation Services	\$ 257,851.87
Other Civil Equipment or Services	\$ 30,000.00
<b>TOTAL SITE DEVELOPMENT PRICE</b>	<b>\$ 6,688,738.59</b>
<b>Support Services (Table 6)</b>	<b>Discounted Price</b>
Software Support and Upgrades (Years 1 - 11)	\$ 1,700,322.58
Hardware Refresh (Year 7)	\$ 3,569,434.38
Onsite Support and Repair (Years 1 - 11)	\$ 1,895,135.80
On Call Support (Years 1 - 11)	\$ 31,906.97
MW Extended Warranty (Years 1 - 11)	\$ 482,860.91
Technical Support (Years 1 - 11)	\$ 556,481.60

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Zetron Extended Warranty (Years 1 - 11)	\$	1,298,562.26
TOTAL SUPPORT SERVICES PRICE	\$	9,534,704.50
SYSTEM PROPOSAL PRICE		
Total Price	\$	38,326,598.18
Additional Discount(s)	\$	(10,278,849.30)
SYSTEM DISCOUNTED PROPOSAL PRICE		
Price	\$	28,047,748.88

PROPOSER NAME: JVCKENWOOD		
TABLE 2 - SYSTEM SITES EQUIPMENT		ALL SITES TOTAL
	Notes	Equipment Totals
<b>System Control Equipment, Software, and Licensing (as applicable)</b>		
ATLAS 8200 TRUNK SITE NETWORK I/F (TSNI) ADVANCED		\$ 1,161,600.00
		\$ -
		\$ -
		\$ -
		\$ -
		\$ -
		\$ -
		\$ -
<b>SUBTOTAL</b>		<b>\$ 1,161,600.00</b>
<b>Control and Voting Equipment, Software, and Licensing (as applicable)</b>		
SecureSync Timing and Frequency Reference Kit		\$ 433,941.00
		\$ -
		\$ -
		\$ -
		\$ -
		\$ -
		\$ -
<b>SUBTOTAL</b>		<b>\$ 433,941.00</b>
<b>P25 Radio System (RF Site) Equipment, Software and Licensing</b>		
ATLAS 4500 AC VHF PHASE 2 TRUNK SIMULCAST	Repeater	\$ 764,008.00
ATLAS 4500 DC VHF PHASE 2 TRUNK SIMULCAST	Repeater	\$ 5,728,800.00
ATLAS 4500 DC UHF PHASE 2 TRUNK MULTICAST	Repeater	\$ 264,000.00
ATLAS 4500 7/800 PHASE 2 TRUNK SIMULCAST	Repeater	\$ 218,240.00
		\$ -
		\$ -
		\$ -
		\$ -
		\$ -
<b>SUBTOTAL</b>		<b>\$ 6,975,048.00</b>
<b>Antenna Systems and Equipment</b>		
Antennas and Feedlines		\$ 851,743.34
		\$ -
		\$ -
		\$ -
		\$ -

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<b>Interface to/Upgrade existing County Logging Recorder Equipment , Software and Licensing</b>		
P25 Expansion (Higher Grounds Logging recorder)		\$ 141,815.00
		\$ -
		\$ -
		\$ -
		\$ -
		\$ -
		\$ -
		\$ -
		\$ -
		\$ -
		\$ -
<b>SUBTOTAL</b>		<b>\$ 141,815.00</b>
<b>Network Management System, Software, and Licensing (as applicable)</b>		
ATLAS 6200 ADVANCED NETWORK MANAGEMENT SYSTEM		\$ 77,440.00
ATLAS 6300 MANAGEMENT WORKSTATION		\$ 5,808.00
ATLAS 6500 KEY MANAGEMENT FACILITY		\$ 39,600.00
ATLAS 6600 ISSI GATEWAY		\$ -
LAN/WAN		\$ 1,450,631.60
Cybersecurity Infrastructure		\$ 143,122.96
		\$ -
		\$ -
		\$ -
		\$ -
<b>SUBTOTAL</b>		<b>\$ 1,716,602.56</b>
<b>Other Miscellaneous Equipment, Software and Licensing</b>		
Rack and Rack Accessories		\$ 193,467.43
Alarm System		\$ 234,437.60
Control Stations		\$ 589,794.24
NEXEDGE		\$ 8,518.72
Site UPS / Battery		\$ 449,781.00
		\$ -
		\$ -
		\$ -
		\$ -
		\$ -
<b>SUBTOTAL</b>		<b>\$ 1,475,998.99</b>
<b>Spare and Test Equipment</b>		
System Spares		\$ 1,231,244.10
MW Spares		\$ 44,961.28



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		\$ -
		\$ -
		\$ -
		\$ -
		\$ -
		\$ -
		\$ -
		\$ -
SUBTOTAL		\$ 1,276,205.38
TOTAL EQUIPMENT PRICE		\$ 16,935,444.50

PROPOSER NAME: JVCKENWOOD											
TABLE 2 - SYSTEM SITES EQUIPMENT		Site --->	1	701 Ocean St.		Site --->	2	Bielawski			
				(SCC) RF Site				(SCC) RF Site			
		Unit Price	Qty	Extended Price	Discount %	Discounted Price	Unit Price	Qty	Extended Price	Discount %	Discounted Price
<b>System Control Equipment, Software, and Licensing (as applicable)</b>											
ATLAS 8200 TRUNK SITE NETWORK I/F (TSNI) ADVAN	\$ 72,600.00	1	\$	72,600.00	20.00%	\$ 58,080.00	\$ 72,600.00	1	\$ 72,600.00	20.00%	\$ 58,080.00
			\$	-		\$ -		\$	-		\$ -
			\$	-		\$ -		\$	-		\$ -
			\$	-		\$ -		\$	-		\$ -
			\$	-		\$ -		\$	-		\$ -
			\$	-		\$ -		\$	-		\$ -
			\$	-		\$ -		\$	-		\$ -
			\$	-		\$ -		\$	-		\$ -
<b>SUBTOTAL</b>						\$ 58,080.00					\$ 58,080.00
<b>Control and Voting Equipment, Software, and Licensing (as applicable)</b>											
SecureSync Timing and Frequency Reference Kit	\$ 22,839.00	1	\$	22,839.00		\$ 22,839.00	\$ 22,839.00	1	\$ 22,839.00		\$ 22,839.00
			\$	-		\$ -		\$	-		\$ -
			\$	-		\$ -		\$	-		\$ -
			\$	-		\$ -		\$	-		\$ -
			\$	-		\$ -		\$	-		\$ -
			\$	-		\$ -		\$	-		\$ -
			\$	-		\$ -		\$	-		\$ -
<b>SUBTOTAL</b>						\$ 22,839.00					\$ 22,839.00
<b>P25 Radio System (RF Site) Equipment, Software and Licensing</b>											
ATLAS 4500 AC VHF PHASE 2 TRUNK SIMULCAST			\$	-		\$ -		\$	-		\$ -
ATLAS 4500 DC VHF PHASE 2 TRUNK SIMULCAST	\$ 68,200.00	7	\$	477,400.00	20.00%	\$ 381,920.00	\$ 68,200.00	7	\$ 477,400.00	20.00%	\$ 381,920.00
ATLAS 4500 DC UHF PHASE 2 TRUNK MULTICAST			\$	-		\$ -		\$	-		\$ -
ATLAS 4500 7/800 PHASE 2 TRUNK SIMULCAST			\$	-		\$ -		\$	-		\$ -
			\$	-		\$ -		\$	-		\$ -
			\$	-		\$ -		\$	-		\$ -
			\$	-		\$ -		\$	-		\$ -
			\$	-		\$ -		\$	-		\$ -
			\$	-		\$ -		\$	-		\$ -
<b>SUBTOTAL</b>						\$ 381,920.00					\$ 381,920.00
<b>Antenna Systems and Equipment</b>											
Antennas and Feedlines	\$ 41,490.91	1	\$	41,490.91		\$ 41,490.91	\$ 32,608.30	1	\$ 32,608.30		\$ 32,608.30
			\$	-		\$ -		\$	-		\$ -
			\$	-		\$ -		\$	-		\$ -
			\$	-		\$ -		\$	-		\$ -
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			\$	-		\$ -		\$	-		\$ -
			\$	-		\$ -		\$	-		\$ -
<b>SUBTOTAL</b>						\$ 41,490.91					\$ 32,608.30
<b>County Backhaul and Networking Equipment, Software, and Licensing</b>											

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Eclipse Radios	\$ 71,427.37	1	\$ 71,427.37		\$ 71,427.37	\$ 94,603.78	1	\$ 94,603.78		\$ 94,603.78
NMS System			\$ -		\$ -			\$ -		\$ -
Racks and Installation Materials	\$ 7,091.40	1	\$ 7,091.40		\$ 7,091.40	\$ 12,204.93	1	\$ 12,204.93		\$ 12,204.93
Antennas and Accessories	\$ 19,605.71	1	\$ 19,605.71		\$ 19,605.71	\$ 19,751.62	1	\$ 19,751.62		\$ 19,751.62
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					<b>\$ 98,124.48</b>					<b>\$ 126,560.33</b>
<b>County Dispatch System Equipment, Software, and Licensing</b>										
Console System Hardware (Zetron)			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
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			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					<b>\$ -</b>					<b>\$ -</b>
<b>Fire Station Alerting Equipment, Software and Licensing</b>										
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
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			\$ -		\$ -			\$ -		\$ -
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			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					<b>\$ -</b>					<b>\$ -</b>
<b>Interface to/Upgrade existing County Logging Recorder Equipment , Software and Licensing</b>										
P25 Expansion (Higher Grounds Logging recorder)			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
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			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					<b>\$ -</b>					<b>\$ -</b>
<b>Network Management System, Software, and Licensing (as applicable)</b>										

Santa Cruz RFP #23P3-003

Cost Proposal Workbook

ATLAS 6200 ADVANCED NETWORK MANAGEMENT S\			\$ -		\$ -			\$ -		\$ -
ATLAS 6300 MANAGEMENT WORKSTATION			\$ -		\$ -			\$ -		\$ -
ATLAS 6500 KEY MANAGEMENT FACILITY			\$ -		\$ -			\$ -		\$ -
ATLAS 6600 ISSI GATEWAY			\$ -		\$ -			\$ -		\$ -
LAN/WAN	\$ 59,471.83	1	\$ 59,471.83		\$ 59,471.83	\$ 59,471.83	1	\$ 59,471.83		\$ 59,471.83
Cybersecurity Infrastructure			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
SUBTOTAL					\$ 59,471.83					\$ 59,471.83
Other Miscellaneous Equipment, Software and Licensing										
Rack and Rack Accessories	\$ 8,319.76	1	\$ 8,319.76		\$ 8,319.76	\$ 8,319.76	1	\$ 8,319.76		\$ 8,319.76
Alarm System	\$ 5,956.40	1	\$ 5,956.40		\$ 5,956.40	\$ 5,956.40	1	\$ 5,956.40		\$ 5,956.40
Control Stations	\$ 9,768.60	1	\$ 9,768.60	20.00%	\$ 7,814.88	\$ 9,768.60	1	\$ 9,768.60	20.00%	\$ 7,814.88
NEXEDGE			\$ -		\$ -			\$ -		\$ -
Site UPS / Battery	\$ 20,925.00	1	\$ 20,925.00		\$ 20,925.00	\$ 20,925.00	1	\$ 20,925.00		\$ 20,925.00
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
SUBTOTAL					\$ 43,016.04					\$ 43,016.04
Spare and Test Equipment										
System Spares			\$ -		\$ -			\$ -		\$ -
MW Spares			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
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			\$ -		\$ -			\$ -		\$ -
SUBTOTAL					\$ -					\$ -
TOTAL EQUIPMENT PRICE					\$ 704,942.26					\$ 724,495.50

PROPOSER NAME: JVCKENWOOD										
TABLE 2 - SYSTEM SITES EQUIPMENT	Site --->	3	Big Creek Lumber			Site --->	4	Cadillac WT		
			(Davenport) RF Site					(SCC) RF Site		
	Unit Price	Qty	Extended Price	Discount %	Discounted Price	Unit Price	Qty	Extended Price	Discount %	Discounted Price
<b>System Control Equipment, Software, and Licensing (as applicable)</b>										
ATLAS 8200 TRUNK SITE NETWORK I/F (TSNI) ADVAN	\$ 72,600.00	1	\$ 72,600.00	20.00%	\$ 58,080.00	\$ 72,600.00	1	\$ 72,600.00	20.00%	\$ 58,080.00
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
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			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					\$ 58,080.00					\$ 58,080.00
<b>Control and Voting Equipment, Software, and Licensing (as applicable)</b>										
SecureSync Timing and Frequency Reference Kit	\$ 22,839.00	1	\$ 22,839.00		\$ 22,839.00	\$ 22,839.00	1	\$ 22,839.00		\$ 22,839.00
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
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			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					\$ 22,839.00					\$ 22,839.00
<b>P25 Radio System (RF Site) Equipment, Software and Licensing</b>										
ATLAS 4500 AC VHF PHASE 2 TRUNK SIMULCAST			\$ -		\$ -			\$ -		\$ -
ATLAS 4500 DC VHF PHASE 2 TRUNK SIMULCAST	\$ 68,200.00	7	\$ 477,400.00	20.00%	\$ 381,920.00	\$ 68,200.00	7	\$ 477,400.00	20.00%	\$ 381,920.00
ATLAS 4500 DC UHF PHASE 2 TRUNK MULTICAST			\$ -		\$ -			\$ -		\$ -
ATLAS 4500 7/800 PHASE 2 TRUNK SIMULCAST			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					\$ 381,920.00					\$ 381,920.00
<b>Antenna Systems and Equipment</b>										
Antennas and Feedlines	\$ 34,637.44	1	\$ 34,637.44		\$ 34,637.44	\$ 39,914.53	1	\$ 39,914.53		\$ 39,914.53
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
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			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					\$ 34,637.44					\$ 39,914.53

<b>County Backhaul and Networking Equipment, Software, and Licensing</b>										
Eclipse Radios			\$ -		\$ -	\$ 25,113.74	1	\$ 25,113.74		\$ 25,113.74
NMS System			\$ -		\$ -			\$ -		\$ -
Racks and Installation Materials			\$ -		\$ -	\$ 5,113.54	1	\$ 5,113.54		\$ 5,113.54
Antennas and Accessories			\$ -		\$ -	\$ 4,555.57	1	\$ 4,555.57		\$ 4,555.57
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					\$ -					\$ 34,782.85
<b>County Dispatch System Equipment, Software, and Licensing</b>										
Console System Hardware (Zetron)			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
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			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					\$ -					\$ -
<b>Fire Station Alerting Equipment, Software and Licensing</b>										
			\$ -		\$ -			\$ -		\$ -
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			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					\$ -					\$ -
<b>Interface to/Upgrade existing County Logging Recorder Equipment , Software and Licensing</b>										
P25 Expansion (Higher Grounds Logging recorder)			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
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			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -

<b>SUBTOTAL</b>					\$ -					\$ -
<b>Network Management System, Software, and Licensing (as applicable)</b>										
ATLAS 6200 ADVANCED NETWORK MANAGEMENT SY			\$ -		\$ -			\$ -		\$ -
ATLAS 6300 MANAGEMENT WORKSTATION			\$ -		\$ -			\$ -		\$ -
ATLAS 6500 KEY MANAGEMENT FACILITY			\$ -		\$ -			\$ -		\$ -
ATLAS 6600 ISSI GATEWAY			\$ -		\$ -			\$ -		\$ -
LAN/WAN	\$ 59,471.83	1	\$ 59,471.83		\$ 59,471.83	\$ 59,471.83	1	\$ 59,471.83		\$ 59,471.83
Cybersecurity Infrastructure			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					\$ 59,471.83					\$ 59,471.83
<b>Other Miscellaneous Equipment, Software and Licensing</b>										
Rack and Rack Accessories	\$ 8,319.76	1	\$ 8,319.76		\$ 8,319.76	\$ 8,319.76	1	\$ 8,319.76		\$ 8,319.76
Alarm System	\$ 5,956.40	1	\$ 5,956.40		\$ 5,956.40	\$ 5,956.40	1	\$ 5,956.40		\$ 5,956.40
Control Stations	\$ 9,768.60	1	\$ 9,768.60	20.00%	\$ 7,814.88	\$ 9,768.60	1	\$ 9,768.60	20.00%	\$ 7,814.88
NEXEDGE			\$ -		\$ -			\$ -		\$ -
Site UPS / Battery	\$ 20,925.00	1	\$ 20,925.00		\$ 20,925.00	\$ 20,925.00	1	\$ 20,925.00		\$ 20,925.00
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					\$ 43,016.04					\$ 43,016.04
<b>Spare and Test Equipment</b>										
System Spares			\$ -		\$ -			\$ -		\$ -
MW Spares			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
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			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					\$ -					\$ -
<b>TOTAL EQUIPMENT PRICE</b>					\$ 599,964.31					\$ 640,024.25

PROPOSER NAME: JVCKENWOOD										
TABLE 2 - SYSTEM SITES EQUIPMENT	Site --->	5	Central Water Tank			Site --->	6	Davenport (FG1523)		
			(SCC) RF Site					(SCC) RF Site		
	Unit Price	Qty	Extended Price	Discount %	Discounted Price	Unit Price	Qty	Extended Price	Discount %	Discounted Price
<b>System Control Equipment, Software, and Licensing (as applicable)</b>										
ATLAS 8200 TRUNK SITE NETWORK I/F (TSNI) ADVAN	\$ 72,600.00	1	\$ 72,600.00	20.00%	\$ 58,080.00	\$ 72,600.00	1	\$ 72,600.00	20.00%	\$ 58,080.00
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					\$ 58,080.00					\$ 58,080.00
<b>Control and Voting Equipment, Software, and Licensing (as applicable)</b>										
SecureSync Timing and Frequency Reference Kit	\$ 22,839.00	1	\$ 22,839.00		\$ 22,839.00	\$ 22,839.00	1	\$ 22,839.00		\$ 22,839.00
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					\$ 22,839.00					\$ 22,839.00
<b>P25 Radio System (RF Site) Equipment, Software and Licensing</b>										
ATLAS 4500 AC VHF PHASE 2 TRUNK SIMULCAST			\$ -		\$ -			\$ -		\$ -
ATLAS 4500 DC VHF PHASE 2 TRUNK SIMULCAST	\$ 68,200.00	7	\$ 477,400.00	20.00%	\$ 381,920.00	\$ 68,200.00	7	\$ 477,400.00	20.00%	\$ 381,920.00
ATLAS 4500 DC UHF PHASE 2 TRUNK MULTICAST			\$ -		\$ -			\$ -		\$ -
ATLAS 4500 7/800 PHASE 2 TRUNK SIMULCAST			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					\$ 381,920.00					\$ 381,920.00
<b>Antenna Systems and Equipment</b>										
Antennas and Feedlines	\$ 32,629.62	1	\$ 32,629.62		\$ 32,629.62	\$ 40,842.48	1	\$ 40,842.48		\$ 40,842.48
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
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			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					\$ 32,629.62					\$ 40,842.48
<b>County Backhaul and Networking Equipment, Software, and Licensing</b>										



## Santa Cruz RFP #23P3-003

## Cost Proposal Workbook

Eclipse Radios	\$ 25,113.74	1	\$ 25,113.74		\$ 25,113.74	\$ 25,113.74	1	\$ 25,113.74		\$ 25,113.74
NMS System			\$ -		\$ -			\$ -		\$ -
Racks and Installation Materials	\$ 5,113.54	1	\$ 5,113.54		\$ 5,113.54	\$ 5,113.54	1	\$ 5,113.54		\$ 5,113.54
Antennas and Accessories	\$ 4,555.57	1	\$ 4,555.57		\$ 4,555.57	\$ 4,555.57	1	\$ 4,555.57		\$ 4,555.57
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					<b>\$ 34,782.85</b>					<b>\$ 34,782.85</b>
<b>County Dispatch System Equipment, Software, and Licensing</b>										
Console System Hardware (Zetron)			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
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			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					<b>\$ -</b>					<b>\$ -</b>
<b>Fire Station Alerting Equipment, Software and Licensing</b>										
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
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			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					<b>\$ -</b>					<b>\$ -</b>
<b>Interface to/Upgrade existing County Logging Recorder Equipment , Software and Licensing</b>										
P25 Expansion (Higher Grounds Logging recorder)			\$ -		\$ -			\$ -		\$ -
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			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					<b>\$ -</b>					<b>\$ -</b>
<b>Network Management System, Software, and Licensing (as applicable)</b>										

## Santa Cruz RFP #23P3-003

## Cost Proposal Workbook

ATLAS 6200 ADVANCED NETWORK MANAGEMENT S			\$ -		\$ -			\$ -		\$ -
ATLAS 6300 MANAGEMENT WORKSTATION			\$ -		\$ -			\$ -		\$ -
ATLAS 6500 KEY MANAGEMENT FACILITY			\$ -		\$ -			\$ -		\$ -
ATLAS 6600 ISSI GATEWAY			\$ -		\$ -			\$ -		\$ -
LAN/WAN	\$ 59,471.83	1	\$ 59,471.83		\$ 59,471.83	\$ 59,471.83	1	\$ 59,471.83		\$ 59,471.83
Cybersecurity Infrastructure			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					<b>\$ 59,471.83</b>					<b>\$ 59,471.83</b>
<b>Other Miscellaneous Equipment, Software and Licensing</b>										
Rack and Rack Accessories	\$ 8,319.76	1	\$ 8,319.76		\$ 8,319.76	\$ 8,319.76	1	\$ 8,319.76		\$ 8,319.76
Alarm System	\$ 5,956.40	1	\$ 5,956.40		\$ 5,956.40	\$ 5,956.40	1	\$ 5,956.40		\$ 5,956.40
Control Stations	\$ 9,768.60	1	\$ 9,768.60	20.00%	\$ 7,814.88	\$ 9,768.60	1	\$ 9,768.60	20.00%	\$ 7,814.88
NEXEDGE			\$ -		\$ -			\$ -		\$ -
Site UPS / Battery	\$ 20,925.00	1	\$ 20,925.00		\$ 20,925.00	\$ 20,925.00	1	\$ 20,925.00		\$ 20,925.00
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					<b>\$ 43,016.04</b>					<b>\$ 43,016.04</b>
<b>Spare and Test Equipment</b>										
System Spares			\$ -		\$ -			\$ -		\$ -
MW Spares			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
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			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					<b>\$ -</b>					<b>\$ -</b>
<b>TOTAL EQUIPMENT PRICE</b>					<b>\$ 632,739.34</b>					<b>\$ 640,952.20</b>

PROPOSER NAME: JVCKENWOOD										
TABLE 2 - SYSTEM SITES EQUIPMENT	Site --->	7	Empire Grade			Site --->	8	Goat Farm		
			RF Site					RF Site		
	Unit Price	Qty	Extended Price	Discount %	Discounted Price	Unit Price	Qty	Extended Price	Discount %	Discounted Price
<b>System Control Equipment, Software, and Licensing (as applicable)</b>										
ATLAS 8200 TRUNK SITE NETWORK I/F (TSNI) ADVAN	\$ 72,600.00	1	\$ 72,600.00	20.00%	\$ 58,080.00	\$ 72,600.00	1	\$ 72,600.00	20.00%	\$ 58,080.00
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					\$ 58,080.00					\$ 58,080.00
<b>Control and Voting Equipment, Software, and Licensing (as applicable)</b>										
SecureSync Timing and Frequency Reference Kit	\$ 22,839.00	1	\$ 22,839.00		\$ 22,839.00	\$ 22,839.00	1	\$ 22,839.00		\$ 22,839.00
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
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			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					\$ 22,839.00					\$ 22,839.00
<b>P25 Radio System (RF Site) Equipment, Software and Licensing</b>										
ATLAS 4500 AC VHF PHASE 2 TRUNK SIMULCAST			\$ -		\$ -			\$ -		\$ -
ATLAS 4500 DC VHF PHASE 2 TRUNK SIMULCAST	\$ 68,200.00	7	\$ 477,400.00	20.00%	\$ 381,920.00	\$ 68,200.00	7	\$ 477,400.00	20.00%	\$ 381,920.00
ATLAS 4500 DC UHF PHASE 2 TRUNK MULTICAST			\$ -		\$ -			\$ -		\$ -
ATLAS 4500 7/800 PHASE 2 TRUNK SIMULCAST			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					\$ 381,920.00					\$ 381,920.00
<b>Antenna Systems and Equipment</b>										
Antennas and Feedlines	\$ 34,742.73	1	\$ 34,742.73		\$ 34,742.73	\$ 34,355.62	1	\$ 34,355.62		\$ 34,355.62
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
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			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					\$ 34,742.73					\$ 34,355.62

County Backhaul and Networking Equipment, Software, and Licensing										
Eclipse Radios	\$ 25,113.74	1	\$ 25,113.74		\$ 25,113.74			\$ -		\$ -
NMS System			\$ -		\$ -			\$ -		\$ -
Racks and Installation Materials	\$ 5,113.54	1	\$ 5,113.54		\$ 5,113.54			\$ -		\$ -
Antennas and Accessories	\$ 4,555.57	1	\$ 4,555.57		\$ 4,555.57			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
SUBTOTAL					\$ 34,782.85					\$ -
County Dispatch System Equipment, Software, and Licensing										
Console System Hardware (Zetron)			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
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			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
SUBTOTAL					\$ -					\$ -
Fire Station Alerting Equipment, Software and Licensing										
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
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			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
SUBTOTAL					\$ -					\$ -
Interface to/Upgrade existing County Logging Recorder Equipment , Software and Licensing										
P25 Expansion (Higher Grounds Logging recorder)			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
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			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -

<b>SUBTOTAL</b>					\$ -					\$ -
<b>Network Management System, Software, and Licensing (as applicable)</b>										
ATLAS 6200 ADVANCED NETWORK MANAGEMENT SY			\$ -		\$ -			\$ -		\$ -
ATLAS 6300 MANAGEMENT WORKSTATION			\$ -		\$ -			\$ -		\$ -
ATLAS 6500 KEY MANAGEMENT FACILITY			\$ -		\$ -			\$ -		\$ -
ATLAS 6600 ISSI GATEWAY			\$ -		\$ -			\$ -		\$ -
LAN/WAN	\$ 59,471.83	1	\$ 59,471.83		\$ 59,471.83	\$ 59,471.83	1	\$ 59,471.83		\$ 59,471.83
Cybersecurity Infrastructure			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					\$ 59,471.83					\$ 59,471.83
<b>Other Miscellaneous Equipment, Software and Licensing</b>										
Rack and Rack Accessories	\$ 8,319.76	1	\$ 8,319.76		\$ 8,319.76	\$ 8,319.76	1	\$ 8,319.76		\$ 8,319.76
Alarm System	\$ 5,956.40	1	\$ 5,956.40		\$ 5,956.40	\$ 5,956.40	1	\$ 5,956.40		\$ 5,956.40
Control Stations	\$ 9,768.60	1	\$ 9,768.60	20.00%	\$ 7,814.88	\$ 9,768.60	1	\$ 9,768.60	20.00%	\$ 7,814.88
NEXEDGE			\$ -		\$ -			\$ -		\$ -
Site UPS / Battery	\$ 20,925.00	1	\$ 20,925.00		\$ 20,925.00	\$ 20,925.00	1	\$ 20,925.00		\$ 20,925.00
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					\$ 43,016.04					\$ 43,016.04
<b>Spare and Test Equipment</b>										
System Spares			\$ -		\$ -			\$ -		\$ -
MW Spares			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
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			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					\$ -					\$ -
<b>TOTAL EQUIPMENT PRICE</b>					\$ 634,852.45					\$ 599,682.49

PROPOSER NAME: JVCKENWOOD										
TABLE 2 - SYSTEM SITES EQUIPMENT	Site --->	9	CTI 1302002			Site --->	10	Loma Prieta		
			RF Site					(SCC) RF Site		
	Unit Price	Qty	Extended Price	Discount %	Discounted Price	Unit Price	Qty	Extended Price	Discount %	Discounted Price
<b>System Control Equipment, Software, and Licensing (as applicable)</b>										
ATLAS 8200 TRUNK SITE NETWORK I/F (TSNI) ADVAN	\$ 72,600.00	1	\$ 72,600.00	20.00%	\$ 58,080.00	\$ 72,600.00	1	\$ 72,600.00	20.00%	\$ 58,080.00
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					\$ 58,080.00					\$ 58,080.00
<b>Control and Voting Equipment, Software, and Licensing (as applicable)</b>										
SecureSync Timing and Frequency Reference Kit	\$ 22,839.00	1	\$ 22,839.00		\$ 22,839.00	\$ 22,839.00	1	\$ 22,839.00		\$ 22,839.00
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					\$ 22,839.00					\$ 22,839.00
<b>P25 Radio System (RF Site) Equipment, Software and Licensing</b>										
ATLAS 4500 AC VHF PHASE 2 TRUNK SIMULCAST			\$ -		\$ -			\$ -		\$ -
ATLAS 4500 DC VHF PHASE 2 TRUNK SIMULCAST	\$ 68,200.00	7	\$ 477,400.00	20.00%	\$ 381,920.00	\$ 68,200.00	7	\$ 477,400.00	20.00%	\$ 381,920.00
ATLAS 4500 DC UHF PHASE 2 TRUNK MULTICAST			\$ -		\$ -			\$ -		\$ -
ATLAS 4500 7/800 PHASE 2 TRUNK SIMULCAST			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					\$ 381,920.00					\$ 381,920.00
<b>Antenna Systems and Equipment</b>										
Antennas and Feedlines	\$ 41,200.30	1	\$ 41,200.30		\$ 41,200.30	\$ 30,160.30	1	\$ 30,160.30		\$ 30,160.30
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
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			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					\$ 41,200.30					\$ 30,160.30

<b>County Backhaul and Networking Equipment, Software, and Licensing</b>										
Eclipse Radios	\$ 30,908.18	1	\$ 30,908.18		\$ 30,908.18	\$ 167,505.09	1	\$ 167,505.09		\$ 167,505.09
NMS System			\$ -		\$ -			\$ -		\$ -
Racks and Installation Materials	\$ 5,113.54	1	\$ 5,113.54		\$ 5,113.54	\$ 14,182.80	1	\$ 14,182.80		\$ 14,182.80
Antennas and Accessories	\$ 6,405.09	1	\$ 6,405.09		\$ 6,405.09	\$ 44,672.17	1	\$ 44,672.17		\$ 44,672.17
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					<b>\$ 42,426.81</b>					<b>\$ 226,360.06</b>
<b>County Dispatch System Equipment, Software, and Licensing</b>										
Console System Hardware (Zetron)			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
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			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					<b>\$ -</b>					<b>\$ -</b>
<b>Fire Station Alerting Equipment, Software and Licensing</b>										
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
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			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					<b>\$ -</b>					<b>\$ -</b>
<b>Interface to/Upgrade existing County Logging Recorder Equipment , Software and Licensing</b>										
P25 Expansion (Higher Grounds Logging recorder)			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
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			\$ -		\$ -			\$ -		\$ -
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			\$ -		\$ -			\$ -		\$ -
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			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -

<b>SUBTOTAL</b>					\$ -					\$ -
<b>Network Management System, Software, and Licensing (as applicable)</b>										
ATLAS 6200 ADVANCED NETWORK MANAGEMENT SY			\$ -		\$ -			\$ -		\$ -
ATLAS 6300 MANAGEMENT WORKSTATION			\$ -		\$ -			\$ -		\$ -
ATLAS 6500 KEY MANAGEMENT FACILITY			\$ -		\$ -			\$ -		\$ -
ATLAS 6600 ISSI GATEWAY			\$ -		\$ -			\$ -		\$ -
LAN/WAN	\$ 59,471.83	1	\$ 59,471.83		\$ 59,471.83	\$ 59,471.83	1	\$ 59,471.83		\$ 59,471.83
Cybersecurity Infrastructure			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					\$ 59,471.83					\$ 59,471.83
<b>Other Miscellaneous Equipment, Software and Licensing</b>										
Rack and Rack Accessories	\$ 8,319.76	1	\$ 8,319.76		\$ 8,319.76	\$ 8,319.76	1	\$ 8,319.76		\$ 8,319.76
Alarm System	\$ 5,956.40	1	\$ 5,956.40		\$ 5,956.40	\$ 5,956.40	1	\$ 5,956.40		\$ 5,956.40
Control Stations	\$ 9,768.60	1	\$ 9,768.60	20.00%	\$ 7,814.88	\$ 9,768.60	1	\$ 9,768.60	20.00%	\$ 7,814.88
NEXEDGE			\$ -		\$ -			\$ -		\$ -
Site UPS / Battery	\$ 20,925.00	1	\$ 20,925.00		\$ 20,925.00	\$ 20,925.00	1	\$ 20,925.00		\$ 20,925.00
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					\$ 43,016.04					\$ 43,016.04
<b>Spare and Test Equipment</b>										
System Spares			\$ -		\$ -			\$ -		\$ -
MW Spares			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
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			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					\$ -					\$ -
<b>TOTAL EQUIPMENT PRICE</b>					\$ 648,953.98					\$ 821,847.23



PROPOSER NAME: JVCKENWOOD										
TABLE 2 - SYSTEM SITES EQUIPMENT	Site --->	11	Mar Monte (ATC 413903)			Site --->	12	Netcom		
			RF Site					(Dispatch) RF Site		
	Unit Price	Qty	Extended Price	Discount %	Discounted Price	Unit Price	Qty	Extended Price	Discount %	Discounted Price
<b>System Control Equipment, Software, and Licensing (as applicable)</b>										
ATLAS 8200 TRUNK SITE NETWORK I/F (TSNI) ADVAN	\$ 72,600.00	1	\$ 72,600.00	20.00%	\$ 58,080.00	\$ 72,600.00	1	\$ 72,600.00	20.00%	\$ 58,080.00
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					\$ 58,080.00					\$ 58,080.00
<b>Control and Voting Equipment, Software, and Licensing (as applicable)</b>										
SecureSync Timing and Frequency Reference Kit	\$ 22,839.00	1	\$ 22,839.00		\$ 22,839.00	\$ 22,839.00	1	\$ 22,839.00		\$ 22,839.00
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					\$ 22,839.00					\$ 22,839.00
<b>P25 Radio System (RF Site) Equipment, Software and Licensing</b>										
ATLAS 4500 AC VHF PHASE 2 TRUNK SIMULCAST			\$ -		\$ -	\$ 68,215.00	7	\$ 477,505.00	20.00%	\$ 382,004.00
ATLAS 4500 DC VHF PHASE 2 TRUNK SIMULCAST	\$ 68,200.00	7	\$ 477,400.00	20.00%	\$ 381,920.00			\$ -		\$ -
ATLAS 4500 DC UHF PHASE 2 TRUNK MULTICAST			\$ -		\$ -			\$ -		\$ -
ATLAS 4500 7/800 PHASE 2 TRUNK SIMULCAST			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					\$ 381,920.00					\$ 382,004.00
<b>Antenna Systems and Equipment</b>										
Antennas and Feedlines	\$ 33,633.57	1	\$ 33,633.57		\$ 33,633.57	\$ 28,920.06	1	\$ 28,920.06		\$ 28,920.06
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
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			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					\$ 33,633.57					\$ 28,920.06
<b>County Backhaul and Networking Equipment, Software, and Licensing</b>										

## Santa Cruz RFP #23P3-003

## Cost Proposal Workbook

Eclipse Radios	\$ 25,113.74	1	\$ 25,113.74		\$ 25,113.74	\$ 38,092.80	1	\$ 38,092.80		\$ 38,092.80
NMS System			\$ -		\$ -			\$ -		\$ -
Racks and Installation Materials	\$ 5,113.54	1	\$ 5,113.54		\$ 5,113.54	\$ 5,113.54	1	\$ 5,113.54		\$ 5,113.54
Antennas and Accessories	\$ 4,555.57	1	\$ 4,555.57		\$ 4,555.57	\$ 17,726.47	1	\$ 17,726.47		\$ 17,726.47
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					<b>\$ 34,782.85</b>					<b>\$ 60,932.81</b>
<b>County Dispatch System Equipment, Software, and Licensing</b>										
Console System Hardware (Zetron)			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
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			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					<b>\$ -</b>					<b>\$ -</b>
<b>Fire Station Alerting Equipment, Software and Licensing</b>										
			\$ -		\$ -			\$ -		\$ -
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			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					<b>\$ -</b>					<b>\$ -</b>
<b>Interface to/Upgrade existing County Logging Recorder Equipment , Software and Licensing</b>										
P25 Expansion (Higher Grounds Logging recorder)			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
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			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					<b>\$ -</b>					<b>\$ -</b>
<b>Network Management System, Software, and Licensing (as applicable)</b>										

## Santa Cruz RFP #23P3-003

## Cost Proposal Workbook

ATLAS 6200 ADVANCED NETWORK MANAGEMENT S\			\$ -		\$ -			\$ -		\$ -
ATLAS 6300 MANAGEMENT WORKSTATION			\$ -		\$ -			\$ -		\$ -
ATLAS 6500 KEY MANAGEMENT FACILITY			\$ -		\$ -			\$ -		\$ -
ATLAS 6600 ISSI GATEWAY			\$ -		\$ -			\$ -		\$ -
LAN/WAN	\$ 59,471.83	1	\$ 59,471.83		\$ 59,471.83			\$ -		\$ -
Cybersecurity Infrastructure			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					<b>\$ 59,471.83</b>					<b>\$ -</b>
<b>Other Miscellaneous Equipment, Software and Licensing</b>										
Rack and Rack Accessories	\$ 8,319.76	1	\$ 8,319.76		\$ 8,319.76	\$ 9,163.56	1	\$ 9,163.56		\$ 9,163.56
Alarm System	\$ 5,956.40	1	\$ 5,956.40		\$ 5,956.40	\$ 6,056.40	1	\$ 6,056.40		\$ 6,056.40
Control Stations	\$ 9,768.60	1	\$ 9,768.60	20.00%	\$ 7,814.88			\$ -		\$ -
NEXEDGE			\$ -		\$ -			\$ -		\$ -
Site UPS / Battery	\$ 20,925.00	1	\$ 20,925.00		\$ 20,925.00	\$ 20,925.00	1	\$ 20,925.00		\$ 20,925.00
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					<b>\$ 43,016.04</b>					<b>\$ 36,144.96</b>
<b>Spare and Test Equipment</b>										
System Spares			\$ -		\$ -			\$ -		\$ -
MW Spares			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					<b>\$ -</b>					<b>\$ -</b>
<b>TOTAL EQUIPMENT PRICE</b>					<b>\$ 633,743.29</b>					<b>\$ 588,920.83</b>

PROPOSER NAME: JVCKENWOOD										
TABLE 2 - SYSTEM SITES EQUIPMENT	Site --->	13	Santa Cruz (SBA - 45157-A)			Site --->	14	Soquel		
			RF Site					(Camp) RF Site		
	Unit Price	Qty	Extended Price	Discount %	Discounted Price	Unit Price	Qty	Extended Price	Discount %	Discounted Price
<b>System Control Equipment, Software, and Licensing (as applicable)</b>										
ATLAS 8200 TRUNK SITE NETWORK I/F (TSNI) ADVAN	\$ 72,600.00	1	\$ 72,600.00	20.00%	\$ 58,080.00	\$ 72,600.00	1	\$ 72,600.00	20.00%	\$ 58,080.00
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					\$ 58,080.00					\$ 58,080.00
<b>Control and Voting Equipment, Software, and Licensing (as applicable)</b>										
SecureSync Timing and Frequency Reference Kit	\$ 22,839.00	1	\$ 22,839.00		\$ 22,839.00	\$ 22,839.00	1	\$ 22,839.00		\$ 22,839.00
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					\$ 22,839.00					\$ 22,839.00
<b>P25 Radio System (RF Site) Equipment, Software and Licensing</b>										
ATLAS 4500 AC VHF PHASE 2 TRUNK SIMULCAST			\$ -		\$ -			\$ -		\$ -
ATLAS 4500 DC VHF PHASE 2 TRUNK SIMULCAST	\$ 68,200.00	7	\$ 477,400.00	20.00%	\$ 381,920.00	\$ 68,200.00	7	\$ 477,400.00	20.00%	\$ 381,920.00
ATLAS 4500 DC UHF PHASE 2 TRUNK MULTICAST			\$ -		\$ -			\$ -		\$ -
ATLAS 4500 7/800 PHASE 2 TRUNK SIMULCAST			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					\$ 381,920.00					\$ 381,920.00
<b>Antenna Systems and Equipment</b>										
Antennas and Feedlines	\$ 41,593.82	1	\$ 41,593.82		\$ 41,593.82	\$ 40,146.64	1	\$ 40,146.64		\$ 40,146.64
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
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			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					\$ 41,593.82					\$ 40,146.64

<b>County Backhaul and Networking Equipment, Software, and Licensing</b>										
Eclipse Radios	\$ 25,113.74	1	\$ 25,113.74		\$ 25,113.74	\$ 25,113.74	1	\$ 25,113.74		\$ 25,113.74
NMS System			\$ -		\$ -			\$ -		\$ -
Racks and Installation Materials	\$ 5,113.54	1	\$ 5,113.54		\$ 5,113.54	\$ 5,113.54	1	\$ 5,113.54		\$ 5,113.54
Antennas and Accessories	\$ 4,555.57	1	\$ 4,555.57		\$ 4,555.57	\$ 4,555.57	1	\$ 4,555.57		\$ 4,555.57
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					<b>\$ 34,782.85</b>					<b>\$ 34,782.85</b>
<b>County Dispatch System Equipment, Software, and Licensing</b>										
Console System Hardware (Zetron)			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
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			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					<b>\$ -</b>					<b>\$ -</b>
<b>Fire Station Alerting Equipment, Software and Licensing</b>										
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
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			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					<b>\$ -</b>					<b>\$ -</b>
<b>Interface to/Upgrade existing County Logging Recorder Equipment , Software and Licensing</b>										
P25 Expansion (Higher Grounds Logging recorder)			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
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			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -

<b>SUBTOTAL</b>					\$ -					\$ -
<b>Network Management System, Software, and Licensing (as applicable)</b>										
ATLAS 6200 ADVANCED NETWORK MANAGEMENT SY			\$ -		\$ -			\$ -		\$ -
ATLAS 6300 MANAGEMENT WORKSTATION			\$ -		\$ -			\$ -		\$ -
ATLAS 6500 KEY MANAGEMENT FACILITY			\$ -		\$ -			\$ -		\$ -
ATLAS 6600 ISSI GATEWAY			\$ -		\$ -			\$ -		\$ -
LAN/WAN	\$ 59,471.83	1	\$ 59,471.83		\$ 59,471.83	\$ 59,471.83	1	\$ 59,471.83		\$ 59,471.83
Cybersecurity Infrastructure			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					\$ 59,471.83					\$ 59,471.83
<b>Other Miscellaneous Equipment, Software and Licensing</b>										
Rack and Rack Accessories	\$ 8,319.76	1	\$ 8,319.76		\$ 8,319.76	\$ 8,319.76	1	\$ 8,319.76		\$ 8,319.76
Alarm System	\$ 5,956.40	1	\$ 5,956.40		\$ 5,956.40	\$ 5,956.40	1	\$ 5,956.40		\$ 5,956.40
Control Stations	\$ 9,768.60	1	\$ 9,768.60	20.00%	\$ 7,814.88	\$ 9,768.60	1	\$ 9,768.60	20.00%	\$ 7,814.88
NEXEDGE			\$ -		\$ -			\$ -		\$ -
Site UPS / Battery	\$ 20,925.00	1	\$ 20,925.00		\$ 20,925.00	\$ 20,925.00	1	\$ 20,925.00		\$ 20,925.00
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					\$ 43,016.04					\$ 43,016.04
<b>Spare and Test Equipment</b>										
System Spares			\$ -		\$ -			\$ -		\$ -
MW Spares			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
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			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					\$ -					\$ -
<b>TOTAL EQUIPMENT PRICE</b>					\$ 641,703.54					\$ 640,256.36

PROPOSER NAME: JVCKENWOOD										
TABLE 2 - SYSTEM SITES EQUIPMENT	Site --->	15	Summit			Site --->	16	Watsonville PD		
			RF Site					RF Site		
	Unit Price	Qty	Extended Price	Discount %	Discounted Price	Unit Price	Qty	Extended Price	Discount %	Discounted Price
<b>System Control Equipment, Software, and Licensing (as applicable)</b>										
ATLAS 8200 TRUNK SITE NETWORK I/F (TSNI) ADVAN	\$ 72,600.00	1	\$ 72,600.00	20.00%	\$ 58,080.00	\$ 72,600.00	1	\$ 72,600.00	20.00%	\$ 58,080.00
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					\$ 58,080.00					\$ 58,080.00
<b>Control and Voting Equipment, Software, and Licensing (as applicable)</b>										
SecureSync Timing and Frequency Reference Kit	\$ 22,839.00	1	\$ 22,839.00		\$ 22,839.00	\$ 22,839.00	1	\$ 22,839.00		\$ 22,839.00
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					\$ 22,839.00					\$ 22,839.00
<b>P25 Radio System (RF Site) Equipment, Software and Licensing</b>										
ATLAS 4500 AC VHF PHASE 2 TRUNK SIMULCAST			\$ -		\$ -	\$ 68,215.00	7	\$ 477,505.00	20.00%	\$ 382,004.00
ATLAS 4500 DC VHF PHASE 2 TRUNK SIMULCAST	\$ 68,200.00	7	\$ 477,400.00	20.00%	\$ 381,920.00			\$ -		\$ -
ATLAS 4500 DC UHF PHASE 2 TRUNK MULTICAST			\$ -		\$ -			\$ -		\$ -
ATLAS 4500 7/800 PHASE 2 TRUNK SIMULCAST			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					\$ 381,920.00					\$ 382,004.00
<b>Antenna Systems and Equipment</b>										
Antennas and Feedlines	\$ 33,525.62	1	\$ 33,525.62		\$ 33,525.62	\$ 19,890.95	1	\$ 19,890.95		\$ 19,890.95
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
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			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					\$ 33,525.62					\$ 19,890.95
<b>County Backhaul and Networking Equipment, Software, and Licensing</b>										

## Santa Cruz RFP #23P3-003

## Cost Proposal Workbook

Eclipse Radios	\$ 25,113.74	1	\$ 25,113.74		\$ 25,113.74	\$ 38,546.73	1	\$ 38,546.73		\$ 38,546.73
NMS System			\$ -		\$ -			\$ -		\$ -
Racks and Installation Materials	\$ 5,113.54	1	\$ 5,113.54		\$ 5,113.54	\$ 5,113.54	1	\$ 5,113.54		\$ 5,113.54
Antennas and Accessories	\$ 4,555.57	1	\$ 4,555.57		\$ 4,555.57	\$ 21,855.13	1	\$ 21,855.13		\$ 21,855.13
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					<b>\$ 34,782.85</b>					<b>\$ 65,515.40</b>
<b>County Dispatch System Equipment, Software, and Licensing</b>										
Console System Hardware (Zetron)			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
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			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					<b>\$ -</b>					<b>\$ -</b>
<b>Fire Station Alerting Equipment, Software and Licensing</b>										
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
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			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					<b>\$ -</b>					<b>\$ -</b>
<b>Interface to/Upgrade existing County Logging Recorder Equipment , Software and Licensing</b>										
P25 Expansion (Higher Grounds Logging recorder)			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
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			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					<b>\$ -</b>					<b>\$ -</b>
<b>Network Management System, Software, and Licensing (as applicable)</b>										



## Santa Cruz RFP #23P3-003

## Cost Proposal Workbook

ATLAS 6200 ADVANCED NETWORK MANAGEMENT S			\$ -		\$ -			\$ -		\$ -
ATLAS 6300 MANAGEMENT WORKSTATION			\$ -		\$ -			\$ -		\$ -
ATLAS 6500 KEY MANAGEMENT FACILITY			\$ -		\$ -			\$ -		\$ -
ATLAS 6600 ISSI GATEWAY			\$ -		\$ -			\$ -		\$ -
LAN/WAN	\$ 59,471.83	1	\$ 59,471.83		\$ 59,471.83			\$ -		\$ -
Cybersecurity Infrastructure			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					<b>\$ 59,471.83</b>					<b>\$ -</b>
<b>Other Miscellaneous Equipment, Software and Licensing</b>										
Rack and Rack Accessories	\$ 8,319.76	1	\$ 8,319.76		\$ 8,319.76	\$ 14,146.26	1	\$ 14,146.26		\$ 14,146.26
Alarm System	\$ 5,956.40	1	\$ 5,956.40		\$ 5,956.40	\$ 6,056.40	1	\$ 6,056.40		\$ 6,056.40
Control Stations	\$ 9,768.60	1	\$ 9,768.60	20.00%	\$ 7,814.88			\$ -		\$ -
NEXEDGE			\$ -		\$ -			\$ -		\$ -
Site UPS / Battery	\$ 20,925.00	1	\$ 20,925.00		\$ 20,925.00	\$ 20,925.00	1	\$ 20,925.00		\$ 20,925.00
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					<b>\$ 43,016.04</b>					<b>\$ 41,127.66</b>
<b>Spare and Test Equipment</b>										
System Spares			\$ -		\$ -			\$ -		\$ -
MW Spares			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
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			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					<b>\$ -</b>					<b>\$ -</b>
<b>TOTAL EQUIPMENT PRICE</b>					<b>\$ 633,635.34</b>					<b>\$ 589,457.01</b>

PROPOSER NAME: JVCKENWOOD										
TABLE 2 - SYSTEM SITES EQUIPMENT	Site --->	17	Santa Cruz			Site --->	18	Santa Cruz		
			Main Dispatch					Back Up Dispatch 1		
	Unit Price	Qty	Extended Price	Discount %	Discounted Price	Unit Price	Qty	Extended Price	Discount %	Discounted Price
<b>System Control Equipment, Software, and Licensing (as applicable)</b>										
ATLAS 8200 TRUNK SITE NETWORK I/F (TSNI) ADVAN			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
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			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					\$ -					\$ -
<b>Control and Voting Equipment, Software, and Licensing (as applicable)</b>										
SecureSync Timing and Frequency Reference Kit			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					\$ -					\$ -
<b>P25 Radio System (RF Site) Equipment, Software and Licensing</b>										
ATLAS 4500 AC VHF PHASE 2 TRUNK SIMULCAST			\$ -		\$ -			\$ -		\$ -
ATLAS 4500 DC VHF PHASE 2 TRUNK SIMULCAST			\$ -		\$ -			\$ -		\$ -
ATLAS 4500 DC UHF PHASE 2 TRUNK MULTICAST			\$ -		\$ -			\$ -		\$ -
ATLAS 4500 7/800 PHASE 2 TRUNK SIMULCAST			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					\$ -					\$ -
<b>Antenna Systems and Equipment</b>										
Antennas and Feedlines	\$ 49,885.16	1	\$ 49,885.16		\$ 49,885.16	\$ 21,884.01	1	\$ 21,884.01		\$ 21,884.01
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
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			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					\$ 49,885.16					\$ 21,884.01

<b>County Backhaul and Networking Equipment, Software, and Licensing</b>										
Eclipse Radios			\$ -		\$ -			\$ -		\$ -
NMS System			\$ -		\$ -			\$ -		\$ -
Racks and Installation Materials			\$ -		\$ -			\$ -		\$ -
Antennas and Accessories			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					\$ -					\$ -
<b>County Dispatch System Equipment, Software, and Licensing</b>										
Console System Hardware (Zetron)			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
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			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					\$ -					\$ -
<b>Fire Station Alerting Equipment, Software and Licensing</b>										
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
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			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					\$ -					\$ -
<b>Interface to/Upgrade existing County Logging Recorder Equipment , Software and Licensing</b>										
P25 Expansion (Higher Grounds Logging recorder)			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
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			\$ -		\$ -			\$ -		\$ -
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			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -

Santa Cruz RFP #23P3-003

Cost Proposal Workbook

<b>SUBTOTAL</b>					\$ -					\$ -
<b>Network Management System, Software, and Licensing (as applicable)</b>										
ATLAS 6200 ADVANCED NETWORK MANAGEMENT SYSTEM	\$ 48,400.00	1	\$ 48,400.00	20.00%	\$ 38,720.00			\$ -		\$ -
ATLAS 6300 MANAGEMENT WORKSTATION	\$ 3,630.00	1	\$ 3,630.00	20.00%	\$ 2,904.00			\$ -		\$ -
ATLAS 6500 KEY MANAGEMENT FACILITY	\$ 49,500.00	1	\$ 49,500.00	20.00%	\$ 39,600.00			\$ -		\$ -
ATLAS 6600 ISSI GATEWAY	\$ 49,500.00	1	\$ 49,500.00	100.00%	\$ -			\$ -		\$ -
LAN/WAN	\$ 65,298.75	1	\$ 65,298.75		\$ 65,298.75	\$ 65,298.75	1	\$ 65,298.75		\$ 65,298.75
Cybersecurity Infrastructure	\$ 88,261.48	1	\$ 88,261.48		\$ 88,261.48			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					\$ 234,784.23					\$ 65,298.75
<b>Other Miscellaneous Equipment, Software and Licensing</b>										
Rack and Rack Accessories	\$ 10,457.60	1	\$ 10,457.60		\$ 10,457.60	\$ 3,803.10	1	\$ 5,834.60		\$ 5,834.60
Alarm System	\$ 103,196.80	1	\$ 103,196.80		\$ 103,196.80			\$ -		\$ -
Control Stations	\$ 173,163.80	1	\$ 173,163.80	20.00%	\$ 138,531.04	\$ 81,254.00	1	\$ 81,254.00	20.00%	\$ 65,003.20
NEXEDGE			\$ -		\$ -			\$ -		\$ -
Site UPS / Battery			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					\$ 252,185.44					\$ 70,837.80
<b>Spare and Test Equipment</b>										
System Spares			\$ -		\$ -			\$ -		\$ -
MW Spares			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
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			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					\$ -					\$ -
<b>TOTAL EQUIPMENT PRICE</b>					\$ 536,854.83					\$ 158,020.56

PROPOSER NAME: JVCKENWOOD										
TABLE 2 - SYSTEM SITES EQUIPMENT	Site --->	19	Santa Cruz			Site --->	20	Natural Sciences 2		
			Back Up Dispatch 2					RF Site		
	Unit Price	Qty	Extended Price	Discount %	Discounted Price	Unit Price	Qty	Extended Price	Discount %	Discounted Price
<b>System Control Equipment, Software, and Licensing (as applicable)</b>										
ATLAS 8200 TRUNK SITE NETWORK I/F (TSNI) ADVAN			\$ -		\$ -	\$ 72,600.00	1	\$ 72,600.00	20.00%	\$ 58,080.00
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					\$ -					\$ 58,080.00
<b>Control and Voting Equipment, Software, and Licensing (as applicable)</b>										
SecureSync Timing and Frequency Reference Kit			\$ -		\$ -	\$ 22,839.00	1	\$ 22,839.00		\$ 22,839.00
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					\$ -					\$ 22,839.00
<b>P25 Radio System (RF Site) Equipment, Software and Licensing</b>										
ATLAS 4500 AC VHF PHASE 2 TRUNK SIMULCAST			\$ -		\$ -			\$ -		\$ -
ATLAS 4500 DC VHF PHASE 2 TRUNK SIMULCAST			\$ -		\$ -			\$ -		\$ -
ATLAS 4500 DC UHF PHASE 2 TRUNK MULTICAST			\$ -		\$ -			\$ -		\$ -
ATLAS 4500 7/800 PHASE 2 TRUNK SIMULCAST			\$ -		\$ -	\$ 68,200.00	4	\$ 272,800.00	20.00%	\$ 218,240.00
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					\$ -					\$ 218,240.00
<b>Antenna Systems and Equipment</b>										
Antennas and Feedlines	\$ 16,125.16	1	\$ 21,884.01		\$ 21,884.01	\$ 42,693.13	1	\$ 42,693.13		\$ 42,693.13
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
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			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					\$ 21,884.01					\$ 42,693.13

<b>County Backhaul and Networking Equipment, Software, and Licensing</b>										
Eclipse Radios			\$ -		\$ -	\$ 25,113.74	1	\$ 25,113.74		\$ 25,113.74
NMS System			\$ -		\$ -			\$ -		\$ -
Racks and Installation Materials			\$ -		\$ -	\$ 5,113.54	1	\$ 5,113.54		\$ 5,113.54
Antennas and Accessories			\$ -		\$ -	\$ 4,555.57	1	\$ 4,555.57		\$ 4,555.57
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					\$ -					\$ 34,782.85
<b>County Dispatch System Equipment, Software, and Licensing</b>										
Console System Hardware (Zetron)			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
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			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					\$ -					\$ -
<b>Fire Station Alerting Equipment, Software and Licensing</b>										
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
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			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					\$ -					\$ -
<b>Interface to/Upgrade existing County Logging Recorder Equipment , Software and Licensing</b>										
P25 Expansion (Higher Grounds Logging recorder)			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
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			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -

<b>SUBTOTAL</b>					\$ -					\$ -
<b>Network Management System, Software, and Licensing (as applicable)</b>										
ATLAS 6200 ADVANCED NETWORK MANAGEMENT SY			\$ -		\$ -			\$ -		\$ -
ATLAS 6300 MANAGEMENT WORKSTATION			\$ -		\$ -			\$ -		\$ -
ATLAS 6500 KEY MANAGEMENT FACILITY			\$ -		\$ -			\$ -		\$ -
ATLAS 6600 ISSI GATEWAY			\$ -		\$ -			\$ -		\$ -
LAN/WAN	\$ 65,298.75	1	\$ 65,298.75		\$ 65,298.75	\$ 59,471.83	1	\$ 59,471.83		\$ 59,471.83
Cybersecurity Infrastructure			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					\$ 65,298.75					\$ 59,471.83
<b>Other Miscellaneous Equipment, Software and Licensing</b>										
Rack and Rack Accessories	\$ 3,523.10	1	\$ 3,523.10		\$ 3,523.10	\$ 5,739.17	1	\$ 5,739.17		\$ 5,739.17
Alarm System			\$ -		\$ -	\$ 5,956.40	1	\$ 5,956.40		\$ 5,956.40
Control Stations	\$ 30,193.00	1	\$ 30,193.00	20.00%	\$ 24,154.40	\$ 9,768.60	1	\$ 9,768.60	20.00%	\$ 7,814.88
NEXEDGE			\$ -		\$ -			\$ -		\$ -
Site UPS / Battery			\$ -		\$ -	\$ 20,093.00	1	\$ 20,093.00		\$ 20,093.00
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					\$ 27,677.50					\$ 39,603.45
<b>Spare and Test Equipment</b>										
System Spares			\$ -		\$ -			\$ -		\$ -
MW Spares			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
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			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					\$ -					\$ -
<b>TOTAL EQUIPMENT PRICE</b>					\$ 114,860.26					\$ 475,710.26

PROPOSER NAME: JVCKENWOOD										
TABLE 2 - SYSTEM SITES EQUIPMENT	Site --->	21	UCSC			Site --->	22	Davenport Pump Station		
			Main Dispatch					MW Only		
	Unit Price	Qty	Extended Price	Discount %	Discounted Price	Unit Price	Qty	Extended Price	Discount %	Discounted Price
<b>System Control Equipment, Software, and Licensing (as applicable)</b>										
ATLAS 8200 TRUNK SITE NETWORK I/F (TSNI) ADVAN			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					\$ -					\$ -
<b>Control and Voting Equipment, Software, and Licensing (as applicable)</b>										
SecureSync Timing and Frequency Reference Kit			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					\$ -					\$ -
<b>P25 Radio System (RF Site) Equipment, Software and Licensing</b>										
ATLAS 4500 AC VHF PHASE 2 TRUNK SIMULCAST			\$ -		\$ -			\$ -		\$ -
ATLAS 4500 DC VHF PHASE 2 TRUNK SIMULCAST			\$ -		\$ -			\$ -		\$ -
ATLAS 4500 DC UHF PHASE 2 TRUNK MULTICAST			\$ -		\$ -			\$ -		\$ -
ATLAS 4500 7/800 PHASE 2 TRUNK SIMULCAST			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					\$ -					\$ -
<b>Antenna Systems and Equipment</b>										
Antennas and Feedlines	\$ 34,704.41	1	\$ 34,704.41		\$ 34,704.41	\$ 6,603.65	1	\$ 6,603.65		\$ 6,603.65
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
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			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					\$ 34,704.41					\$ 6,603.65
<b>County Backhaul and Networking Equipment, Software, and Licensing</b>										



## Santa Cruz RFP #23P3-003

## Cost Proposal Workbook

Eclipse Radios		\$ -		\$ -	\$ 25,113.74	1	\$ 25,113.74		\$ 25,113.74
NMS System		\$ -		\$ -			\$ -		\$ -
Racks and Installation Materials		\$ -		\$ -	\$ 3,501.79	1	\$ 3,501.79		\$ 3,501.79
Antennas and Accessories		\$ -		\$ -	\$ 4,555.57	1	\$ 4,555.57		\$ 4,555.57
		\$ -		\$ -			\$ -		\$ -
		\$ -		\$ -			\$ -		\$ -
		\$ -		\$ -			\$ -		\$ -
		\$ -		\$ -			\$ -		\$ -
		\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>				<b>\$ -</b>					<b>\$ 33,171.10</b>
<b>County Dispatch System Equipment, Software, and Licensing</b>									
Console System Hardware (Zetron)		\$ -		\$ -			\$ -		\$ -
		\$ -		\$ -			\$ -		\$ -
		\$ -		\$ -			\$ -		\$ -
		\$ -		\$ -			\$ -		\$ -
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		\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>				<b>\$ -</b>					<b>\$ -</b>
<b>Fire Station Alerting Equipment, Software and Licensing</b>									
		\$ -		\$ -			\$ -		\$ -
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		\$ -		\$ -			\$ -		\$ -
		\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>				<b>\$ -</b>					<b>\$ -</b>
<b>Interface to/Upgrade existing County Logging Recorder Equipment , Software and Licensing</b>									
P25 Expansion (Higher Grounds Logging recorder)		\$ -		\$ -			\$ -		\$ -
		\$ -		\$ -			\$ -		\$ -
		\$ -		\$ -			\$ -		\$ -
		\$ -		\$ -			\$ -		\$ -
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		\$ -		\$ -			\$ -		\$ -
		\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>				<b>\$ -</b>					<b>\$ -</b>
<b>Network Management System, Software, and Licensing (as applicable)</b>									

Santa Cruz RFP #23P3-003

Cost Proposal Workbook

ATLAS 6200 ADVANCED NETWORK MANAGEMENT SYSTEM	\$ 48,400.00	1	\$ 48,400.00	20.00%	\$ 38,720.00			\$ -		\$ -
ATLAS 6300 MANAGEMENT WORKSTATION	\$ 3,630.00	1	\$ 3,630.00	20.00%	\$ 2,904.00			\$ -		\$ -
ATLAS 6500 KEY MANAGEMENT FACILITY			\$ -		\$ -			\$ -		\$ -
ATLAS 6600 ISSI GATEWAY			\$ -		\$ -			\$ -		\$ -
LAN/WAN	\$ 65,298.75	1	\$ 65,298.75		\$ 65,298.75	\$ 59,471.83	1	\$ 59,471.83		\$ 59,471.83
Cybersecurity Infrastructure	\$ 54,861.48	1	\$ 54,861.48		\$ 54,861.48			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					<b>\$ 161,784.23</b>					<b>\$ 59,471.83</b>
<b>Other Miscellaneous Equipment, Software and Licensing</b>										
Rack and Rack Accessories	\$ 5,554.60	1	\$ 5,554.60		\$ 5,554.60	\$ 1,660.90	1	\$ 1,660.90		\$ 1,660.90
Alarm System			\$ -		\$ -	\$ 5,956.40	1	\$ 5,956.40		\$ 5,956.40
Control Stations	\$ 60,829.60	1	\$ 60,829.60	20.00%	\$ 48,663.68			\$ -		\$ -
NEXEDGE	\$ 1,521.20	7	\$ 10,648.40	20.00%	\$ 8,518.72			\$ -		\$ -
Site UPS / Battery			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					<b>\$ 62,737.00</b>					<b>\$ 7,617.30</b>
<b>Spare and Test Equipment</b>										
System Spares			\$ -		\$ -			\$ -		\$ -
MW Spares			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
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			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					<b>\$ -</b>					<b>\$ -</b>
<b>TOTAL EQUIPMENT PRICE</b>					<b>\$ 259,225.64</b>					<b>\$ 106,863.88</b>

PROPOSER NAME: JVCKENWOOD										
TABLE 2 - SYSTEM SITES EQUIPMENT	Site --->	23	Mt. Hermon WT			Site --->	24	Mt. Toro		
			MW Only					MW Only		
	Unit Price	Qty	Extended Price	Discount %	Discounted Price	Unit Price	Qty	Extended Price	Discount %	Discounted Price
<b>System Control Equipment, Software, and Licensing (as applicable)</b>										
ATLAS 8200 TRUNK SITE NETWORK I/F (TSNI) ADVAN			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
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			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					\$ -					\$ -
<b>Control and Voting Equipment, Software, and Licensing (as applicable)</b>										
SecureSync Timing and Frequency Reference Kit			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					\$ -					\$ -
<b>P25 Radio System (RF Site) Equipment, Software and Licensing</b>										
ATLAS 4500 AC VHF PHASE 2 TRUNK SIMULCAST			\$ -		\$ -			\$ -		\$ -
ATLAS 4500 DC VHF PHASE 2 TRUNK SIMULCAST			\$ -		\$ -			\$ -		\$ -
ATLAS 4500 DC UHF PHASE 2 TRUNK MULTICAST			\$ -		\$ -			\$ -		\$ -
ATLAS 4500 7/800 PHASE 2 TRUNK SIMULCAST			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					\$ -					\$ -
<b>Antenna Systems and Equipment</b>										
Antennas and Feedlines	\$ 6,603.65	1	\$ 6,603.65		\$ 6,603.65	\$ 6,603.65	1	\$ 6,603.65		\$ 6,603.65
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					\$ 6,603.65					\$ 6,603.65

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<b>County Backhaul and Networking Equipment, Software, and Licensing</b>										
Eclipse Radios	\$ 30,908.18	1	\$ 30,908.18		\$ 30,908.18	\$ 45,277.41	1	\$ 45,277.41		\$ 45,277.41
NMS System			\$ -		\$ -			\$ -		\$ -
Racks and Installation Materials	\$ 5,113.54	1	\$ 5,113.54		\$ 5,113.54	\$ 5,113.54	1	\$ 5,113.54		\$ 5,113.54
Antennas and Accessories	\$ 6,405.06	1	\$ 6,405.06		\$ 6,405.06	\$ 29,285.63	1	\$ 29,285.63		\$ 29,285.63
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					<b>\$ 42,426.78</b>					<b>\$ 79,676.58</b>
<b>County Dispatch System Equipment, Software, and Licensing</b>										
Console System Hardware (Zetron)			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					<b>\$ -</b>					<b>\$ -</b>
<b>Fire Station Alerting Equipment, Software and Licensing</b>										
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					<b>\$ -</b>					<b>\$ -</b>
<b>Interface to/Upgrade existing County Logging Recorder Equipment , Software and Licensing</b>										
P25 Expansion (Higher Grounds Logging recorder)			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -

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<b>SUBTOTAL</b>					\$ -					\$ -
<b>Network Management System, Software, and Licensing (as applicable)</b>										
ATLAS 6200 ADVANCED NETWORK MANAGEMENT SY			\$ -		\$ -			\$ -		\$ -
ATLAS 6300 MANAGEMENT WORKSTATION			\$ -		\$ -			\$ -		\$ -
ATLAS 6500 KEY MANAGEMENT FACILITY			\$ -		\$ -			\$ -		\$ -
ATLAS 6600 ISSI GATEWAY			\$ -		\$ -			\$ -		\$ -
LAN/WAN	\$ 59,471.83	1	\$ 59,471.83		\$ 59,471.83	\$ 59,471.83	1	\$ 59,471.83		\$ 59,471.83
Cybersecurity Infrastructure			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					\$ 59,471.83					\$ 59,471.83
<b>Other Miscellaneous Equipment, Software and Licensing</b>										
Rack and Rack Accessories	\$ 1,660.90	1	\$ 1,660.90		\$ 1,660.90	\$ 1,660.90	1	\$ 1,660.90		\$ 1,660.90
Alarm System	\$ 5,956.40	1	\$ 5,956.40		\$ 5,956.40	\$ 5,956.40	1	\$ 5,956.40		\$ 5,956.40
Control Stations			\$ -		\$ -			\$ -		\$ -
NEXEDGE			\$ -		\$ -			\$ -		\$ -
Site UPS / Battery			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					\$ 7,617.30					\$ 7,617.30
<b>Spare and Test Equipment</b>										
System Spares			\$ -		\$ -			\$ -		\$ -
MW Spares			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					\$ -					\$ -
<b>TOTAL EQUIPMENT PRICE</b>					\$ 116,119.56					\$ 153,369.36

PROPOSER NAME: JVCKENWOOD										
TABLE 2 - SYSTEM SITES EQUIPMENT	Site --->	25	DSPBR			Site --->	26	Soquel Fire Station		
			PACE Site					(UHF Multicast) PACE Donor		
	Unit Price	Qty	Extended Price	Discount %	Discounted Price	Unit Price	Qty	Extended Price	Discount %	Discounted Price
<b>System Control Equipment, Software, and Licensing (as applicable)</b>										
ATLAS 8200 TRUNK SITE NETWORK I/F (TSNI) ADVAN			\$ -		\$ -	\$ 72,600.00	2	\$ 145,200.00	20.00%	\$ 116,160.00
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					\$ -					\$ 116,160.00
<b>Control and Voting Equipment, Software, and Licensing (as applicable)</b>										
SecureSync Timing and Frequency Reference Kit			\$ -		\$ -	\$ 22,839.00	1	\$ 22,839.00		\$ 22,839.00
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					\$ -					\$ 22,839.00
<b>P25 Radio System (RF Site) Equipment, Software and Licensing</b>										
ATLAS 4500 AC VHF PHASE 2 TRUNK SIMULCAST			\$ -		\$ -			\$ -		\$ -
ATLAS 4500 DC VHF PHASE 2 TRUNK SIMULCAST			\$ -		\$ -			\$ -		\$ -
ATLAS 4500 DC UHF PHASE 2 TRUNK MULTICAST			\$ -		\$ -	\$ 55,000.00	6	\$ 330,000.00	20.00%	\$ 264,000.00
ATLAS 4500 7/800 PHASE 2 TRUNK SIMULCAST			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					\$ -					\$ 264,000.00
<b>Antenna Systems and Equipment</b>										
Antennas and Feedlines	\$ 4,556.10	1	\$ 4,556.10		\$ 4,556.10	\$ 54,653.47	1	\$ 54,653.47		\$ 54,653.47
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					\$ 4,556.10					\$ 54,653.47

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<b>County Backhaul and Networking Equipment, Software, and Licensing</b>										
Eclipse Radios			\$ -		\$ -	\$ 25,113.74	1	\$ 25,113.74		\$ 25,113.74
NMS System			\$ -		\$ -			\$ -		\$ -
Racks and Installation Materials			\$ -		\$ -	\$ 5,113.54	1	\$ 5,113.54		\$ 5,113.54
Antennas and Accessories			\$ -		\$ -	\$ 4,555.57	1	\$ 4,555.57		\$ 4,555.57
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					<b>\$ -</b>					<b>\$ 34,782.85</b>
<b>County Dispatch System Equipment, Software, and Licensing</b>										
Console System Hardware (Zetron)			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					<b>\$ -</b>					<b>\$ -</b>
<b>Fire Station Alerting Equipment, Software and Licensing</b>										
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					<b>\$ -</b>					<b>\$ -</b>
<b>Interface to/Upgrade existing County Logging Recorder Equipment , Software and Licensing</b>										
P25 Expansion (Higher Grounds Logging recorder)			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -

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<b>SUBTOTAL</b>					\$ -					\$ -
<b>Network Management System, Software, and Licensing (as applicable)</b>										
ATLAS 6200 ADVANCED NETWORK MANAGEMENT SY			\$ -		\$ -			\$ -		\$ -
ATLAS 6300 MANAGEMENT WORKSTATION			\$ -		\$ -			\$ -		\$ -
ATLAS 6500 KEY MANAGEMENT FACILITY			\$ -		\$ -			\$ -		\$ -
ATLAS 6600 ISSI GATEWAY			\$ -		\$ -			\$ -		\$ -
LAN/WAN			\$ -		\$ -	\$ 59,471.83	1	\$ 59,471.83		\$ 59,471.83
Cybersecurity Infrastructure			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					\$ -					\$ 59,471.83
<b>Other Miscellaneous Equipment, Software and Licensing</b>										
Rack and Rack Accessories	\$ 797.77	1	\$ 797.77		\$ 797.77	\$ 8,471.67	1	\$ 8,471.67		\$ 8,471.67
Alarm System			\$ -		\$ -	\$ 5,956.40	1	\$ 5,956.40		\$ 5,956.40
Control Stations			\$ -		\$ -	\$ 9,768.60	1	\$ 9,768.60	20.00%	\$ 7,814.88
NEXEDGE			\$ -		\$ -			\$ -		\$ -
Site UPS / Battery	\$ 94,888.00	1	\$ 94,888.00		\$ 94,888.00	\$ 20,925.00	1	\$ 20,925.00		\$ 20,925.00
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					\$ 95,685.77					\$ 43,167.95
<b>Spare and Test Equipment</b>										
System Spares			\$ -		\$ -			\$ -		\$ -
MW Spares			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					\$ -					\$ -
<b>TOTAL EQUIPMENT PRICE</b>					\$ 100,241.87					\$ 595,075.10



PROPOSER NAME: JVCKENWOOD										
TABLE 2 - SYSTEM SITES EQUIPMENT	Site --->	27	Loch Lomond			Site --->	28	System		
			RF Site					System Level		
	Unit Price	Qty	Extended Price	Discount %	Discounted Price	Unit Price	Qty	Extended Price	Discount %	Discounted Price
<b>System Control Equipment, Software, and Licensing (as applicable)</b>										
ATLAS 8200 TRUNK SITE NETWORK I/F (TSNI) ADVAN	\$ 72,600.00	1	\$ 72,600.00	20.00%	\$ 58,080.00			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					\$ 58,080.00					\$ -
<b>Control and Voting Equipment, Software, and Licensing (as applicable)</b>										
SecureSync Timing and Frequency Reference Kit	\$ 22,839.00	1	\$ 22,839.00		\$ 22,839.00			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					\$ 22,839.00					\$ -
<b>P25 Radio System (RF Site) Equipment, Software and Licensing</b>										
ATLAS 4500 AC VHF PHASE 2 TRUNK SIMULCAST			\$ -		\$ -			\$ -		\$ -
ATLAS 4500 DC VHF PHASE 2 TRUNK SIMULCAST	\$ 68,200.00	7	\$ 477,400.00	20.00%	\$ 381,920.00			\$ -		\$ -
ATLAS 4500 DC UHF PHASE 2 TRUNK MULTICAST			\$ -		\$ -			\$ -		\$ -
ATLAS 4500 7/800 PHASE 2 TRUNK SIMULCAST			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					\$ 381,920.00					\$ -
<b>Antenna Systems and Equipment</b>										
Antennas and Feedlines	\$ 41,379.21	1	\$ 41,379.21		\$ 41,379.21			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					\$ 41,379.21					\$ -
<b>County Backhaul and Networking Equipment, Software, and Licensing</b>										

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Eclipse Radios	\$ 25,113.74	1	\$ 25,113.74		\$ 25,113.74			\$ -		\$ -
NMS System			\$ -		\$ -	\$ 56,273.20	1	\$ 56,273.20		\$ 56,273.20
Racks and Installation Materials	\$ 5,113.54	1	\$ 5,113.54		\$ 5,113.54	\$ 69,614.33	1	\$ 69,614.33		\$ 69,614.33
Antennas and Accessories	\$ 4,555.57	1	\$ 4,555.57		\$ 4,555.57			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					<b>\$ 34,782.85</b>					<b>\$ 125,887.53</b>
<b>County Dispatch System Equipment, Software, and Licensing</b>										
Console System Hardware (Zetron)			\$ -		\$ -	\$ 1,618,797.00	1	\$ 1,618,797.00		\$ 1,618,797.00
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					<b>\$ -</b>					<b>\$ 1,618,797.00</b>
<b>Fire Station Alerting Equipment, Software and Licensing</b>										
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					<b>\$ -</b>					<b>\$ -</b>
<b>Interface to/Upgrade existing County Logging Recorder Equipment , Software and Licensing</b>										
P25 Expansion (Higher Grounds Logging recorder)			\$ -		\$ -	\$ 141,815.00	1	\$ 141,815.00		\$ 141,815.00
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					<b>\$ -</b>					<b>\$ 141,815.00</b>
<b>Network Management System, Software, and Licensing (as applicable)</b>										

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ATLAS 6200 ADVANCED NETWORK MANAGEMENT SY			\$ -		\$ -			\$ -		\$ -
ATLAS 6300 MANAGEMENT WORKSTATION			\$ -		\$ -			\$ -		\$ -
ATLAS 6500 KEY MANAGEMENT FACILITY			\$ -		\$ -			\$ -		\$ -
ATLAS 6600 ISSI GATEWAY			\$ -		\$ -			\$ -		\$ -
LAN/WAN	\$ 59,471.83	1	\$ 59,471.83		\$ 59,471.83			\$ -		\$ -
Cybersecurity Infrastructure			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					<b>\$ 59,471.83</b>					<b>\$ -</b>
<b>Other Miscellaneous Equipment, Software and Licensing</b>										
Rack and Rack Accessories	\$ 8,319.76	1	\$ 8,319.76		\$ 8,319.76			\$ -		\$ -
Alarm System	\$ 5,956.40	1	\$ 5,956.40		\$ 5,956.40			\$ -		\$ -
Control Stations	\$ 9,768.60	1	\$ 9,768.60	20.00%	\$ 7,814.88	\$ 8,360.60	27	\$ 225,736.20	20.00%	\$ 180,588.96
NEXEDGE			\$ -		\$ -			\$ -		\$ -
Site UPS / Battery	\$ 20,925.00	1	\$ 20,925.00		\$ 20,925.00			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					<b>\$ 43,016.04</b>					<b>\$ 180,588.96</b>
<b>Spare and Test Equipment</b>										
System Spares			\$ -		\$ -	\$ 1,231,244.10	1	\$ 1,231,244.10		\$ 1,231,244.10
MW Spares			\$ -		\$ -	\$ 44,961.28	1	\$ 44,961.28		\$ 44,961.28
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
<b>SUBTOTAL</b>					<b>\$ -</b>					<b>\$ 1,276,205.38</b>
<b>TOTAL EQUIPMENT PRICE</b>					<b>\$ 641,488.93</b>					<b>\$ 3,343,293.87</b>

PROPOSER NAME: JVCKENWOOD		
TABLE 3- SYSTEM SERVICES		
TABLE 3.A System Services		
Description	Services Prices	
<b>Project Management</b>		
Project Management	\$ 1,449,194.70	
Other - specify		
Other - specify		
<b>Project Management Subtotal</b>	<b>\$ 1,449,194.70</b>	
<b>System Installation Services</b>		
Installation (including all equipment, antenna systems, etc.)	\$ 474,361.73	
Decommissioning		included in equipment removal
NOC Setup	\$ 23,161.76	
<b>System Installation Services Subtotal</b>	<b>\$ 497,523.49</b>	
<b>System Engineering Services</b>		
Detailed Design	\$ 1,620,033.26	
Structural Analyses		
FCC License Preparation		
Frequency Coordination for both LMR and Microwave backhaul systems	\$ 717,386.00	
Site surveys		
Radio path surveys		
Factory/Staging Acceptance Testing		
Delivery/Shipping	\$ 113,021.96	
Coverage Testing	\$ 73,926.72	
Acceptance Testing (including field/functional and final system testing)	\$ 64,685.88	
Documentation		
Spectra Fingerprinting and Noise Floor Monitoring	\$ 163,281.00	
<b>System Engineering Subtotal</b>	<b>\$ 2,752,334.82</b>	
<b>Migration Services</b>		
System Cutover and execution	\$ 36,963.36	
Equipment Removal	\$ 62,837.71	
Other - specify		
<b>Migration Services Subtotal</b>	<b>\$ 99,801.07</b>	
<b>System Training</b>		
<b>Operational Console Training</b>		
APCO P25 Fundamentals		
Console Administrator Training	\$ 14,400.00	
P25 IP Console Operation		
<b>Operational Training Subtotal</b>	<b>\$ 14,400.00</b>	
<b>Technical Training</b>		
P25 Systems Operations	\$ 36,000.00	
P25 Control Site Design		
P25 Repeater Site Design		
P25 Digital Simulcast Design and Interference Analysis		
P25 System Troubleshooting		
P25 Base Station Programming and Maintenance	\$ 51,300.00	
Dispatch Console maintenance, configuration, and troubleshooting	\$ 50,600.00	

NMS maintenance, configuration, troubleshooting and report generation		
Microwave radio maintenance, configuration, and troubleshooting	\$ 26,934.89	
Router maintenance, configuration, and troubleshooting		
Technical Training Subtotal	\$ 164,834.89	
System Management Training		included in technical training courses
Planning and setting up the System and network		
Building and implementing system and network profiles and configurations		
Performing database management functions		
Monitoring and managing the System's performance		
Writing and printing system reports.		
System Management Training Subtotal	\$ -	
NOC Training	\$ 6,755.00	
Other - specify		
System Training Subtotal	\$ 185,989.89	
Warranty Services		
MW Warranty Plus (Year 1)		Year 1 included
MW Provision (Year 1)		Year 1 included
MW Tariff	\$ 124,578.00	
Initial Warranty Services (Year 1)	\$ -	Year 1 included
Warranty Services Subtotal	\$ 124,578.00	
Other - Specify		
NOC Monitoring Year 1	\$ 58,288.62	
Other - specify		
Other - Specify Subtotal	\$ 58,288.62	
Total Services	\$ 5,167,710.59	

PROPOSER NAME: JVCKENWOOD		
TABLE 4 - CIVIL/SITE DEVELOPMENT PRICING	Notes	ALL SITES TOTAL
Subsystem Category		Equipment Totals
Existing Site Improvements - New Equipment and Services		
Site Remediation		\$ 80,384.50
Tower		\$ 264,985.14
Shelter		\$ 996,565.15
Generator		\$ 599,587.31
HVAC		\$ 190,491.00
Grounding	includes electrical	\$ 747,238.10
Waveguide Bridge Installation		\$ 58,444.26
Architectural and Engineering Services		\$ 1,173,181.44
Project Management		\$ 304,769.34
Title/Leasing/Zoning/Permitting		\$ 204,723.79
FAA/FCC		\$ -
SUBTOTAL		\$ 4,620,370.03
Greenfield Site Equipment		
Towers		\$ 643,832.56
Shelters		\$ 388,750.25
Generators		\$ 246,760.15
Construction Drawings		\$ -
Architectural and Engineering Services		\$ 296,091.93
Grounding	includes electrical	\$ 205,081.80
		\$ -
		\$ -
		\$ -
		\$ -
SUBTOTAL		\$ 1,780,516.69
Greenfield Site Implementation Services		
A&E services		\$ -
Site Development services (Program Management)		\$ 63,145.74
Tower installation services		\$ -
Shelter installation services		\$ -
Generator services		\$ -
Title/Leasing/Zoning/Permitting		\$ 55,890.87
FAA / FCC		\$ 8,795.01
Site Remediation		\$ 104,972.71
Waveguide Bridge Installation		\$ 25,047.54
		\$ -
SUBTOTAL		\$ 257,851.87
Other Civil Equipment or Services		
A&L		\$ 30,000.00
		\$ -
		\$ -
		\$ -
		\$ -
		\$ -
		\$ -
		\$ -
		\$ -
		\$ -
		\$ -
SUBTOTAL		\$ 30,000.00
TOTAL EQUIPMENT PRICE		\$ 6,688,738.59

PROPOSER NAME: JVCKENWOOD										
TABLE 4 - CIVIL/SITE DEVELOPMENT PRICING	Site --->	1	701 Ocean St.			Site --->	2	Bielawski		
			(SCC) RF Site					(SCC) RF Site		
Subsystem Category	Unit Price	Qty	Extended Price	Discount %	Discounted Price	Unit Price	Qty	Extended Price	Discount %	Discounted Price
Existing Site Improvements - New Equipment and Services										
Site Remediation			\$ -		\$ -			\$ -		\$ -
Tower			\$ -		\$ -			\$ -		\$ -
Shelter	\$ 15,536.50	1	\$ 15,536.50		\$ 15,536.50	\$ 15,536.50	1	\$ 15,536.50		\$ 15,536.50
Generator			\$ -		\$ -	\$ 5,944.40	1	\$ 5,944.40		\$ 5,944.40
HVAC			\$ -		\$ -	\$ 4,728.50	1	\$ 4,728.50		\$ 4,728.50
Grounding	\$ 19,130.16	1	\$ 19,130.16		\$ 19,130.16	\$ 19,130.16	1	\$ 19,130.16		\$ 19,130.16
Waveguide Bridge Installation			\$ -		\$ -			\$ -		\$ -
Architectural and Engineering Services	\$ 57,579.62	1	\$ 57,579.62		\$ 57,579.62	\$ 55,850.34	1	\$ 55,850.34		\$ 55,850.34
Project Management	\$ 9,611.01	1	\$ 9,611.01		\$ 9,611.01	\$ 9,611.01	1	\$ 9,611.01		\$ 9,611.01
Title/Leasing/Zoning/Permitting	\$ 5,404.00	1	\$ 5,404.00		\$ 5,404.00	\$ 5,404.00	1	\$ 5,404.00		\$ 5,404.00
FAA/FCC			\$ -		\$ -			\$ -		\$ -
SUBTOTAL					\$ 107,261.29					\$ 116,204.91
Greenfield Site Equipment										
Towers			\$ -		\$ -			\$ -		\$ -
Shelters			\$ -		\$ -			\$ -		\$ -
Generators			\$ -		\$ -			\$ -		\$ -
Construction Drawings			\$ -		\$ -			\$ -		\$ -
Architectural and Engineering Services			\$ -		\$ -			\$ -		\$ -
Grounding			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
SUBTOTAL					\$ -					\$ -
Greenfield Site Implementation Services										
A&E services			\$ -		\$ -			\$ -		\$ -
Site Development services (Program Management)			\$ -		\$ -			\$ -		\$ -
Tower installation services			\$ -		\$ -			\$ -		\$ -
Shelter installation services			\$ -		\$ -			\$ -		\$ -
Generator services			\$ -		\$ -			\$ -		\$ -
Title/Leasing/Zoning/Permitting			\$ -		\$ -			\$ -		\$ -
FAA / FCC			\$ -		\$ -			\$ -		\$ -
Site Remediation			\$ -		\$ -			\$ -		\$ -
Waveguide Bridge Installation			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
SUBTOTAL					\$ -					\$ -
Other Civil Equipment or Services										
A&L			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
SUBTOTAL					\$ -					\$ -
TOTAL EQUIPMENT PRICE					\$ 107,261.29					\$ 116,204.91

PROPOSER NAME: JVCKENWOOD											
TABLE 4 - CIVIL/SITE DEVELOPMENT PRICING	Site --->	3	Big Creek Lumber			Site --->	4	Cadillac WT			
			(Davenport) RF Site					(SCC) RF Site			
Subsystem Category	Unit Price	Qty	Extended Price	Discount %	Discounted Price	Unit Price	Qty	Extended Price	Discount %	Discounted Price	
Existing Site Improvements - New Equipment and Services											
Site Remediation			\$ -		\$ -	\$ 7,430.50	1	\$ 7,430.50		\$ 7,430.50	
Tower			\$ -		\$ -	\$ 88,328.38	1	\$ 88,328.38		\$ 88,328.38	
Shelter			\$ -		\$ -	\$ 52,689.00	1	\$ 52,689.00		\$ 52,689.00	
Generator			\$ -		\$ -	\$ 65,050.65	1	\$ 65,050.65		\$ 65,050.65	
HVAC			\$ -		\$ -			\$ -		\$ -	
Grounding			\$ -		\$ -	\$ 68,360.60	1	\$ 68,360.60		\$ 68,360.60	
Waveguide Bridge Installation			\$ -		\$ -	\$ 8,349.18	1	\$ 8,349.18		\$ 8,349.18	
Architectural and Engineering Services					\$ -	\$ 67,002.85	1	\$ 67,002.85		\$ 67,002.85	
Project Management			\$ -		\$ -	\$ 21,048.58	1	\$ 21,048.58		\$ 21,048.58	
Title/Leasing/Zoning/Permitting						\$ 15,712.13	1	\$ 15,712.13		\$ 15,712.13	
FAA/FCC			\$ -		\$ -			\$ -		\$ -	
SUBTOTAL					\$ -					\$ 393,971.87	
Greenfield Site Equipment											
Towers	\$ 88,328.38	1	\$ 88,328.38		\$ 88,328.38			\$ -		\$ -	
Shelters	\$ 52,689.00	1	\$ 52,689.00		\$ 52,689.00			\$ -		\$ -	
Generators	\$ 65,050.65	1	\$ 65,050.65		\$ 65,050.65			\$ -		\$ -	
Construction Drawings			\$ -		\$ -			\$ -		\$ -	
Architectural and Engineering Services	\$ 98,697.31	1	\$ 98,697.31		\$ 98,697.31			\$ -		\$ -	
Grounding	\$ 68,360.60	1	\$ 68,360.60		\$ 68,360.60			\$ -		\$ -	
			\$ -		\$ -			\$ -		\$ -	
			\$ -		\$ -			\$ -		\$ -	
			\$ -		\$ -			\$ -		\$ -	
			\$ -		\$ -			\$ -		\$ -	
SUBTOTAL					\$ 373,125.94					\$ -	
Greenfield Site Implementation Services											
A&E services			\$ -		\$ -			\$ -		\$ -	
Site Development services (Program Management)	\$ 21,048.58	1	\$ 21,048.58		\$ 21,048.58			\$ -		\$ -	
Tower installation services			\$ -		\$ -			\$ -		\$ -	
Shelter installation services			\$ -		\$ -			\$ -		\$ -	
Generator services			\$ -		\$ -			\$ -		\$ -	
Title/Leasing/Zoning/Permitting	\$ 18,630.29	1	\$ 18,630.29		\$ 18,630.29			\$ -		\$ -	
FAA / FCC	\$ 2,931.67	1	\$ 2,931.67		\$ 2,931.67			\$ -		\$ -	
Site Remediation	\$ 35,767.73	1	\$ 35,767.73		\$ 35,767.73			\$ -		\$ -	
Waveguide Bridge Installation	\$ 8,349.18	1	\$ 8,349.18		\$ 8,349.18			\$ -		\$ -	
					\$ -			\$ -		\$ -	
SUBTOTAL					\$ 86,727.45					\$ -	
Other Civil Equipment or Services											
A&L			\$ -		\$ -			\$ -		\$ -	
			\$ -		\$ -			\$ -		\$ -	
			\$ -		\$ -			\$ -		\$ -	
			\$ -		\$ -			\$ -		\$ -	
			\$ -		\$ -			\$ -		\$ -	
			\$ -		\$ -			\$ -		\$ -	
			\$ -		\$ -			\$ -		\$ -	
			\$ -		\$ -			\$ -		\$ -	
			\$ -		\$ -			\$ -		\$ -	
			\$ -		\$ -			\$ -		\$ -	
			\$ -		\$ -			\$ -		\$ -	
SUBTOTAL					\$ -					\$ -	
TOTAL EQUIPMENT PRICE					\$ 459,853.39					\$ 393,971.87	



TABLE 4 - CIVIL/SITE DEVELOPMENT PRICING	Site ---->	5	Central Water Tank			Site ---->	6	Davenport (FG1523)		
			(SCC) RF Site					(SCC) RF Site		
Subsystem Category	Unit Price	Qty	Extended Price	Discount %	Discounted Price	Unit Price	Qty	Extended Price	Discount %	Discounted Price
Existing Site Improvements - New Equipment and Services										
Site Remediation	\$ 7,430.50	1	\$ 7,430.50		\$ 7,430.50			\$ -		\$ -
Tower			\$ -		\$ -			\$ -		\$ -
Shelter	\$ 52,689.00	1	\$ 52,689.00		\$ 52,689.00			\$ -		\$ -
Generator	\$ 65,050.65	1	\$ 65,050.65		\$ 65,050.65	\$ 5,944.40	1	\$ 5,944.40		\$ 5,944.40
HVAC			\$ -		\$ -	\$ 4,728.50	1	\$ 4,728.50		\$ 4,728.50
Grounding	\$ 68,360.60	1	\$ 68,360.60		\$ 68,360.60			\$ -		\$ -
Waveguide Bridge Installation			\$ -		\$ -			\$ -		\$ -
Architectural and Engineering Services	\$ 49,075.08	1	\$ 49,075.08		\$ 49,075.08	\$ 40,975.83	1	\$ 40,975.83		\$ 40,975.83
Project Management	\$ 21,048.58	1	\$ 21,048.58		\$ 21,048.58	\$ 9,611.01	1	\$ 9,611.01		\$ 9,611.01
Title/Leasing/Zoning/Permitting	\$ 15,712.13	1	\$ 15,712.13		\$ 15,712.13	\$ 5,404.00	1	\$ 5,404.00		\$ 5,404.00
FAA/FCC			\$ -		\$ -			\$ -		\$ -
SUBTOTAL					\$ 279,366.54					\$ 66,663.74
Greenfield Site Equipment										
Towers			\$ -		\$ -			\$ -		\$ -
Shelters			\$ -		\$ -			\$ -		\$ -
Generators			\$ -		\$ -			\$ -		\$ -
Construction Drawings			\$ -		\$ -			\$ -		\$ -
Architectural and Engineering Services			\$ -		\$ -			\$ -		\$ -
Grounding			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
SUBTOTAL					\$ -					\$ -
Greenfield Site Implementation Services										
A&E services			\$ -		\$ -			\$ -		\$ -
Site Development services (Program Management)			\$ -		\$ -			\$ -		\$ -
Tower installation services			\$ -		\$ -			\$ -		\$ -
Shelter installation services			\$ -		\$ -			\$ -		\$ -
Generator services			\$ -		\$ -			\$ -		\$ -
Title/Leasing/Zoning/Permitting			\$ -		\$ -			\$ -		\$ -
FAA / FCC			\$ -		\$ -			\$ -		\$ -
Site Remediation			\$ -		\$ -			\$ -		\$ -
Waveguide Bridge Installation			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
SUBTOTAL					\$ -					\$ -
Other Civil Equipment or Services										
A&L			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
SUBTOTAL					\$ -					\$ -
TOTAL EQUIPMENT PRICE					\$ 279,366.54					\$ 66,663.74

PROPOSER NAME: JVCKENWOOD											
TABLE 4 - CIVIL/SITE DEVELOPMENT PRICING	Site ---->	7	Empire Grade			Site ---->	8	Goat Farm			
			RF Site					RF Site			
Subsystem Category	Unit Price	Qty	Extended Price	Discount %	Discounted Price	Unit Price	Qty	Extended Price	Discount %	Discounted Price	
Existing Site Improvements - New Equipment and Services											
Site Remediation			\$ -		\$ -			\$ -		\$ -	
Tower			\$ -		\$ -			\$ -		\$ -	
Shelter	\$ 86,936.85	1	\$ 86,936.85		\$ 86,936.85			\$ -		\$ -	
Generator	\$ 5,944.40	1	\$ 5,944.40		\$ 5,944.40			\$ -		\$ -	
HVAC	\$ 54,040.00	1	\$ 54,040.00		\$ 54,040.00			\$ -		\$ -	
Grounding	\$ 19,130.16	1	\$ 19,130.16		\$ 19,130.16			\$ -		\$ -	
Waveguide Bridge Installation			\$ -		\$ -			\$ -		\$ -	
Architectural and Engineering Services	\$ 70,981.54	1	\$ 70,981.54		\$ 70,981.54			\$ -		\$ -	
Project Management	\$ 21,048.58	1	\$ 21,048.58		\$ 21,048.58			\$ -		\$ -	
Title/Leasing/Zoning/Permitting	\$ 5,404.00	1	\$ 5,404.00		\$ 5,404.00						
FAA/FCC			\$ -		\$ -			\$ -		\$ -	
SUBTOTAL					\$ 263,485.53					\$ -	
Greenfield Site Equipment											
Towers			\$ -		\$ -	\$ 88,328.38	1	\$ 88,328.38		\$ 88,328.38	
Shelters			\$ -		\$ -	\$ 52,689.00	1	\$ 52,689.00		\$ 52,689.00	
Generators			\$ -		\$ -	\$ 65,050.65	1	\$ 65,050.65		\$ 65,050.65	
Construction Drawings			\$ -		\$ -			\$ -		\$ -	
Architectural and Engineering Services			\$ -		\$ -	\$ 98,697.31	1	\$ 98,697.31		\$ 98,697.31	
Grounding			\$ -		\$ -	\$ 68,360.60	1	\$ 68,360.60		\$ 68,360.60	
			\$ -		\$ -			\$ -		\$ -	
			\$ -		\$ -			\$ -		\$ -	
			\$ -		\$ -			\$ -		\$ -	
			\$ -		\$ -			\$ -		\$ -	
SUBTOTAL					\$ -					\$ 373,125.94	
Greenfield Site Implementation Services											
A&E services			\$ -		\$ -			\$ -		\$ -	
Site Development services (Program Management)			\$ -		\$ -	\$ 21,048.58	1	\$ 21,048.58		\$ 21,048.58	
Tower installation services			\$ -		\$ -			\$ -		\$ -	
Shelter installation services			\$ -		\$ -			\$ -		\$ -	
Generator services			\$ -		\$ -			\$ -		\$ -	
Title/Leasing/Zoning/Permitting			\$ -		\$ -	\$ 18,630.29	1	\$ 18,630.29		\$ 18,630.29	
FAA / FCC			\$ -		\$ -	\$ 2,931.67	1	\$ 2,931.67		\$ 2,931.67	
Site Remediation			\$ -		\$ -	\$ 35,767.73	1	\$ 35,767.73		\$ 35,767.73	
Waveguide Bridge Installation			\$ -		\$ -	\$ 8,349.18	1	\$ 8,349.18		\$ 8,349.18	
			\$ -		\$ -			\$ -		\$ -	
SUBTOTAL					\$ -					\$ 86,727.45	
Other Civil Equipment or Services											
A&L			\$ -		\$ -			\$ -		\$ -	
			\$ -		\$ -			\$ -		\$ -	
			\$ -		\$ -			\$ -		\$ -	
			\$ -		\$ -			\$ -		\$ -	
			\$ -		\$ -			\$ -		\$ -	
			\$ -		\$ -			\$ -		\$ -	
			\$ -		\$ -			\$ -		\$ -	
			\$ -		\$ -			\$ -		\$ -	
			\$ -		\$ -			\$ -		\$ -	
			\$ -		\$ -			\$ -		\$ -	
			\$ -		\$ -			\$ -		\$ -	
SUBTOTAL					\$ -					\$ -	
TOTAL EQUIPMENT PRICE					\$ 263,485.53					\$ 459,853.39	

PROPOSER NAME: JVCKENWOOD											
TABLE 4 - CIVIL/SITE DEVELOPMENT PRICING	Site --->	9	CTI 1302002			Site --->	10	Loma Prieta			
			RF Site					(SCC) RF Site			
Subsystem Category	Unit Price	Qty	Extended Price	Discount %	Discounted Price	Unit Price	Qty	Extended Price	Discount %	Discounted Price	
Existing Site Improvements - New Equipment and Services											
Site Remediation	\$ 7,430.50	1	\$ 7,430.50		\$ 7,430.50			\$ -		\$ -	
Tower			\$ -		\$ -			\$ -		\$ -	
Shelter	\$ 86,936.85	1	\$ 86,936.85		\$ 86,936.85	\$ 15,536.50	1	\$ 15,536.50		\$ 15,536.50	
Generator	\$ 59,106.25	1	\$ 59,106.25		\$ 59,106.25	\$ 5,944.40	1	\$ 5,944.40		\$ 5,944.40	
HVAC	\$ 54,040.00	1	\$ 54,040.00		\$ 54,040.00	\$ 4,728.50	1	\$ 4,728.50		\$ 4,728.50	
Grounding	\$ 68,360.60	1	\$ 68,360.60		\$ 68,360.60	\$ 25,655.49	1	\$ 25,655.49		\$ 25,655.49	
Waveguide Bridge Installation	\$ 8,349.18	1	\$ 8,349.18		\$ 8,349.18			\$ -		\$ -	
Architectural and Engineering Services	\$ 58,288.90	1	\$ 58,288.90		\$ 58,288.90	\$ 59,943.87	1	\$ 59,943.87		\$ 59,943.87	
Project Management	\$ 21,048.58	1	\$ 21,048.58		\$ 21,048.58	\$ 9,611.01	1	\$ 9,611.01		\$ 9,611.01	
Title/Leasing/Zoning/Permitting	\$ 15,712.13	1	\$ 15,712.13		\$ 15,712.13	\$ 5,404.00	1	\$ 5,404.00		\$ 5,404.00	
FAA/FCC			\$ -		\$ -			\$ -		\$ -	
SUBTOTAL					\$ 379,272.99					\$ 126,823.77	
Greenfield Site Equipment											
Towers			\$ -		\$ -			\$ -		\$ -	
Shelters			\$ -		\$ -			\$ -		\$ -	
Generators			\$ -		\$ -			\$ -		\$ -	
Construction Drawings			\$ -		\$ -			\$ -		\$ -	
Architectural and Engineering Services			\$ -		\$ -			\$ -		\$ -	
Grounding			\$ -		\$ -			\$ -		\$ -	
			\$ -		\$ -			\$ -		\$ -	
			\$ -		\$ -			\$ -		\$ -	
			\$ -		\$ -			\$ -		\$ -	
			\$ -		\$ -			\$ -		\$ -	
SUBTOTAL					\$ -					\$ -	
Greenfield Site Implementation Services											
A&E services			\$ -		\$ -			\$ -		\$ -	
Site Development services (Program Management)			\$ -		\$ -			\$ -		\$ -	
Tower installation services			\$ -		\$ -			\$ -		\$ -	
Shelter installation services			\$ -		\$ -			\$ -		\$ -	
Generator services			\$ -		\$ -			\$ -		\$ -	
Title/Leasing/Zoning/Permitting			\$ -		\$ -			\$ -		\$ -	
FAA / FCC			\$ -		\$ -			\$ -		\$ -	
Site Remediation			\$ -		\$ -			\$ -		\$ -	
Waveguide Bridge Installation			\$ -		\$ -			\$ -		\$ -	
			\$ -		\$ -			\$ -		\$ -	
SUBTOTAL					\$ -					\$ -	
Other Civil Equipment or Services											
A&L			\$ -		\$ -			\$ -		\$ -	
			\$ -		\$ -			\$ -		\$ -	
			\$ -		\$ -			\$ -		\$ -	
			\$ -		\$ -			\$ -		\$ -	
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			\$ -		\$ -			\$ -		\$ -	
			\$ -		\$ -			\$ -		\$ -	
			\$ -		\$ -			\$ -		\$ -	
SUBTOTAL					\$ -					\$ -	
TOTAL EQUIPMENT PRICE					\$ 379,272.99					\$ 126,823.77	

PROPOSER NAME: JVCKENWOOD										
TABLE 4 - CIVIL/SITE DEVELOPMENT PRICING	Site --->	11	Mar Monte (ATC 413903)			Site --->	12	Netcom		
			RF Site					(Dispatch) RF Site		
Subsystem Category	Unit Price	Qty	Extended Price	Discount %	Discounted Price	Unit Price	Qty	Extended Price	Discount %	Discounted Price
Existing Site Improvements - New Equipment and Services										
Site Remediation	\$ 7,430.50	1	\$ 7,430.50		\$ 7,430.50			\$ -		\$ -
Tower			\$ -		\$ -			\$ -		\$ -
Shelter	\$ 52,689.00	1	\$ 52,689.00		\$ 52,689.00	\$ 15,536.50	1	\$ 15,536.50		\$ 15,536.50
Generator	\$ 59,106.25	1	\$ 59,106.25		\$ 59,106.25	\$ 5,944.40	1	\$ 5,944.40		\$ 5,944.40
HVAC			\$ -		\$ -	\$ 4,728.50	1	\$ 4,728.50		\$ 4,728.50
Grounding	\$ 68,360.60	1	\$ 68,360.60		\$ 68,360.60	\$ 25,655.49	1	\$ 25,655.49		\$ 25,655.49
Waveguide Bridge Installation	\$ 8,349.18	1	\$ 8,349.18		\$ 8,349.18			\$ -		\$ -
Architectural and Engineering Services	\$ 45,427.38	1	\$ 45,427.38		\$ 45,427.38	\$ 55,850.34	1	\$ 55,850.34		\$ 55,850.34
Project Management	\$ 21,048.58	1	\$ 21,048.58		\$ 21,048.58	\$ 9,611.01	1	\$ 9,611.01		\$ 9,611.01
Title/Leasing/Zoning/Permitting	\$ 15,712.13	1	\$ 15,712.13		\$ 15,712.13	\$ 5,404.00	1	\$ 5,404.00		\$ 5,404.00
FAA/FCC			\$ -		\$ -			\$ -		\$ -
SUBTOTAL					\$ 278,123.62					\$ 122,730.24
Greenfield Site Equipment										
Towers			\$ -		\$ -			\$ -		\$ -
Shelters			\$ -		\$ -			\$ -		\$ -
Generators			\$ -		\$ -			\$ -		\$ -
Construction Drawings			\$ -		\$ -			\$ -		\$ -
Architectural and Engineering Services			\$ -		\$ -			\$ -		\$ -
Grounding			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
SUBTOTAL					\$ -					\$ -
Greenfield Site Implementation Services										
A&E services			\$ -		\$ -			\$ -		\$ -
Site Development services (Program Management)			\$ -		\$ -			\$ -		\$ -
Tower installation services			\$ -		\$ -			\$ -		\$ -
Shelter installation services			\$ -		\$ -			\$ -		\$ -
Generator services			\$ -		\$ -			\$ -		\$ -
Title/Leasing/Zoning/Permitting			\$ -		\$ -			\$ -		\$ -
FAA / FCC			\$ -		\$ -			\$ -		\$ -
Site Remediation			\$ -		\$ -			\$ -		\$ -
Waveguide Bridge Installation			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
SUBTOTAL					\$ -					\$ -
Other Civil Equipment or Services										
A&L			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
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			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
			\$ -		\$ -			\$ -		\$ -
SUBTOTAL					\$ -					\$ -
TOTAL EQUIPMENT PRICE					\$ 278,123.62					\$ 122,730.24

PROPOSER NAME: JVCKENWOOD											
TABLE 4 - CIVIL/SITE DEVELOPMENT PRICING	Site ---->	13	Santa Cruz (SBA - 45157-A)			Site ---->	14	Soquel			
			RF Site					(Camp) RF Site)			
Subsystem Category	Unit Price	Qty	Extended Price	Discount %	Discounted Price	Unit Price	Qty	Extended Price	Discount %	Discounted Price	
Existing Site Improvements - New Equipment and Services											
Site Remediation	\$ 7,430.50	1	\$ 7,430.50		\$ 7,430.50	\$ 20,940.50	1	\$ 20,940.50		\$ 20,940.50	
Tower			\$ -		\$ -			\$ -		\$ -	
Shelter	\$ 86,936.85	1	\$ 86,936.85		\$ 86,936.85	\$ 52,689.00	1	\$ 52,689.00		\$ 52,689.00	
Generator	\$ 58,714.46	1	\$ 58,714.46		\$ 58,714.46	\$ 65,050.65	1	\$ 65,050.65		\$ 65,050.65	
HVAC	\$ 54,040.00	1	\$ 54,040.00		\$ 54,040.00			\$ -		\$ -	
Grounding	\$ 25,655.49	1	\$ 25,655.49		\$ 25,655.49	\$ 25,655.49	1	\$ 25,655.49		\$ 25,655.49	
Waveguide Bridge Installation			\$ -		\$ -	\$ 8,349.18	1	\$ 8,349.18		\$ 8,349.18	
Architectural and Engineering Services	\$ 64,489.99	1	\$ 64,489.99		\$ 64,489.99	\$ 65,881.52	1	\$ 65,881.52		\$ 65,881.52	
Project Management	\$ 21,048.58	1	\$ 21,048.58		\$ 21,048.58	\$ 21,048.58	1	\$ 21,048.58		\$ 21,048.58	
Title/Leasing/Zoning/Permitting	\$ 14,178.75	1	\$ 14,178.75		\$ 14,178.75	\$ 15,712.13	1	\$ 15,712.13		\$ 15,712.13	
FAA/FCC			\$ -		\$ -			\$ -		\$ -	
SUBTOTAL					\$ 332,494.62					\$ 275,327.05	
Greenfield Site Equipment											
Towers			\$ -		\$ -			\$ -		\$ -	
Shelters			\$ -		\$ -			\$ -		\$ -	
Generators			\$ -		\$ -			\$ -		\$ -	
Construction Drawings			\$ -		\$ -			\$ -		\$ -	
Architectural and Engineering Services			\$ -		\$ -			\$ -		\$ -	
Grounding			\$ -		\$ -			\$ -		\$ -	
			\$ -		\$ -			\$ -		\$ -	
			\$ -		\$ -			\$ -		\$ -	
			\$ -		\$ -			\$ -		\$ -	
			\$ -		\$ -			\$ -		\$ -	
SUBTOTAL					\$ -					\$ -	
Greenfield Site Implementation Services											
A&E services			\$ -		\$ -			\$ -		\$ -	
Site Development services (Program Management)			\$ -		\$ -			\$ -		\$ -	
Tower installation services			\$ -		\$ -			\$ -		\$ -	
Shelter installation services			\$ -		\$ -			\$ -		\$ -	
Generator services			\$ -		\$ -			\$ -		\$ -	
Title/Leasing/Zoning/Permitting			\$ -		\$ -			\$ -		\$ -	
FAA / FCC			\$ -		\$ -			\$ -		\$ -	
Site Remediation			\$ -		\$ -			\$ -		\$ -	
Waveguide Bridge Installation			\$ -		\$ -			\$ -		\$ -	
			\$ -		\$ -			\$ -		\$ -	
SUBTOTAL					\$ -					\$ -	
Other Civil Equipment or Services											
A&L			\$ -		\$ -			\$ -		\$ -	
			\$ -		\$ -			\$ -		\$ -	
			\$ -		\$ -			\$ -		\$ -	
			\$ -		\$ -			\$ -		\$ -	
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			\$ -		\$ -			\$ -		\$ -	
			\$ -		\$ -			\$ -		\$ -	
			\$ -		\$ -			\$ -		\$ -	
SUBTOTAL					\$ -					\$ -	
TOTAL EQUIPMENT PRICE					\$ 332,494.62					\$ 275,327.05	

PROPOSER NAME: JVCKENWOOD											
TABLE 4 - CIVIL/SITE DEVELOPMENT PRICING		Site --->	15	Summit		Site --->		16	Watsonville PD		
				RF Site					RF Site		
Subsystem Category	Unit Price	Qty	Extended Price	Discount %	Discounted Price	Unit Price	Qty	Extended Price	Discount %	Discounted Price	
Existing Site Improvements - New Equipment and Services											
Site Remediation			\$ -		\$ -			\$ -		\$ -	
Tower			\$ -		\$ -			\$ -		\$ -	
Shelter	\$ 15,536.50	1	\$ 15,536.50		\$ 15,536.50	\$ 15,536.50	1	\$ 15,536.50		\$ 15,536.50	
Generator	\$ 5,944.40	1	\$ 5,944.40		\$ 5,944.40	\$ 5,944.40	1	\$ 5,944.40		\$ 5,944.40	
HVAC	\$ 4,728.50	1	\$ 4,728.50		\$ 4,728.50			\$ -		\$ -	
Grounding	\$ 25,655.49	1	\$ 25,655.49		\$ 25,655.49	\$ 19,130.16	1	\$ 19,130.16		\$ 19,130.16	
Waveguide Bridge Installation			\$ -		\$ -			\$ -		\$ -	
Architectural and Engineering Services	\$ 51,918.93	1	\$ 51,918.93		\$ 51,918.93	\$ 52,560.66	1	\$ 52,560.66		\$ 52,560.66	
Project Management	\$ 9,611.01	1	\$ 9,611.01		\$ 9,611.01	\$ 9,611.01	1	\$ 9,611.01		\$ 9,611.01	
Title/Leasing/Zoning/Permitting	\$ 5,404.00	1	\$ 5,404.00		\$ 5,404.00	\$ 5,404.00	1	\$ 5,404.00		\$ 5,404.00	
FAA/FCC			\$ -		\$ -			\$ -		\$ -	
SUBTOTAL					\$ 118,798.83					\$ 108,186.73	
Greenfield Site Equipment											
Towers			\$ -		\$ -			\$ -		\$ -	
Shelters			\$ -		\$ -			\$ -		\$ -	
Generators			\$ -		\$ -			\$ -		\$ -	
Construction Drawings			\$ -		\$ -			\$ -		\$ -	
Architectural and Engineering Services			\$ -		\$ -			\$ -		\$ -	
Grounding			\$ -		\$ -			\$ -		\$ -	
			\$ -		\$ -			\$ -		\$ -	
			\$ -		\$ -			\$ -		\$ -	
			\$ -		\$ -			\$ -		\$ -	
SUBTOTAL					\$ -					\$ -	
Greenfield Site Implementation Services											
A&E services			\$ -		\$ -			\$ -		\$ -	
Site Development services (Program Management)			\$ -		\$ -			\$ -		\$ -	
Tower installation services			\$ -		\$ -			\$ -		\$ -	
Shelter installation services			\$ -		\$ -			\$ -		\$ -	
Generator services			\$ -		\$ -			\$ -		\$ -	
Title/Leasing/Zoning/Permitting			\$ -		\$ -			\$ -		\$ -	
FAA / FCC			\$ -		\$ -			\$ -		\$ -	
Site Remediation			\$ -		\$ -			\$ -		\$ -	
Waveguide Bridge Installation			\$ -		\$ -			\$ -		\$ -	
			\$ -		\$ -			\$ -		\$ -	
SUBTOTAL					\$ -					\$ -	
Other Civil Equipment or Services											
A&L			\$ -		\$ -			\$ -		\$ -	
			\$ -		\$ -			\$ -		\$ -	
			\$ -		\$ -			\$ -		\$ -	
			\$ -		\$ -			\$ -		\$ -	
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			\$ -		\$ -			\$ -		\$ -	
			\$ -		\$ -			\$ -		\$ -	
			\$ -		\$ -			\$ -		\$ -	
SUBTOTAL					\$ -					\$ -	
TOTAL EQUIPMENT PRICE					\$ 118,798.83					\$ 108,186.73	

PROPOSER NAME: JVCKENWOOD											
TABLE 4 - CIVIL/SITE DEVELOPMENT PRICING	Site --->	17	Santa Cruz			Site --->	18	Santa Cruz			
			Main Dispatch					Back Up Dispatch 1			
Subsystem Category	Unit Price	Qty	Extended Price	Discount %	Discounted Price	Unit Price	Qty	Extended Price	Discount %	Discounted Price	
Existing Site Improvements - New Equipment and Services											
Site Remediation			\$ -		\$ -			\$ -		\$ -	
Tower			\$ -		\$ -			\$ -		\$ -	
Shelter			\$ -		\$ -			\$ -		\$ -	
Generator			\$ -		\$ -			\$ -		\$ -	
HVAC			\$ -		\$ -			\$ -		\$ -	
Grounding			\$ -		\$ -			\$ -		\$ -	
Waveguide Bridge Installation			\$ -		\$ -			\$ -		\$ -	
Architectural and Engineering Services			\$ -		\$ -			\$ -		\$ -	
Project Management			\$ -		\$ -			\$ -		\$ -	
Title/Leasing/Zoning/Permitting											
FAA/FCC			\$ -		\$ -			\$ -		\$ -	
SUBTOTAL					\$ -					\$ -	
Greenfield Site Equipment											
Towers			\$ -		\$ -			\$ -		\$ -	
Shelters			\$ -		\$ -			\$ -		\$ -	
Generators			\$ -		\$ -			\$ -		\$ -	
Construction Drawings			\$ -		\$ -			\$ -		\$ -	
Architectural and Engineering Services			\$ -		\$ -			\$ -		\$ -	
Grounding			\$ -		\$ -			\$ -		\$ -	
			\$ -		\$ -			\$ -		\$ -	
			\$ -		\$ -			\$ -		\$ -	
			\$ -		\$ -			\$ -		\$ -	
			\$ -		\$ -			\$ -		\$ -	
SUBTOTAL					\$ -					\$ -	
Greenfield Site Implementation Services											
A&E services			\$ -		\$ -			\$ -		\$ -	
Site Development services (Program Management)			\$ -		\$ -			\$ -		\$ -	
Tower installation services			\$ -		\$ -			\$ -		\$ -	
Shelter installation services			\$ -		\$ -			\$ -		\$ -	
Generator services			\$ -		\$ -			\$ -		\$ -	
Title/Leasing/Zoning/Permitting			\$ -		\$ -			\$ -		\$ -	
FAA / FCC			\$ -		\$ -			\$ -		\$ -	
Site Remediation			\$ -		\$ -			\$ -		\$ -	
Waveguide Bridge Installation			\$ -		\$ -			\$ -		\$ -	
			\$ -		\$ -			\$ -		\$ -	
SUBTOTAL					\$ -					\$ -	
Other Civil Equipment or Services											
A&L			\$ -		\$ -			\$ -		\$ -	
			\$ -		\$ -			\$ -		\$ -	
			\$ -		\$ -			\$ -		\$ -	
			\$ -		\$ -			\$ -		\$ -	
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			\$ -		\$ -			\$ -		\$ -	
			\$ -		\$ -			\$ -		\$ -	
			\$ -		\$ -			\$ -		\$ -	
SUBTOTAL					\$ -					\$ -	
TOTAL EQUIPMENT PRICE					\$ -					\$ -	



PROPOSER NAME: JVCKENWOOD											
TABLE 4 - CIVIL/SITE DEVELOPMENT PRICING	Site --->	19	Santa Cruz			Site --->	20	Natural Sciences 2			
			Back Up Dispatch 2					RF Site			
Subsystem Category	Unit Price	Qty	Extended Price	Discount %	Discounted Price	Unit Price	Qty	Extended Price	Discount %	Discounted Price	
Existing Site Improvements - New Equipment and Services											
Site Remediation			\$ -		\$ -			\$ -		\$ -	
Tower			\$ -		\$ -			\$ -		\$ -	
Shelter			\$ -		\$ -	\$ 15,536.50	1	\$ 15,536.50		\$ 15,536.50	
Generator			\$ -		\$ -			\$ -		\$ -	
HVAC			\$ -		\$ -			\$ -		\$ -	
Grounding			\$ -		\$ -			\$ -		\$ -	
Waveguide Bridge Installation			\$ -		\$ -			\$ -		\$ -	
Architectural and Engineering Services			\$ -		\$ -	\$ 55,573.39	1	\$ 55,573.39		\$ 55,573.39	
Project Management			\$ -		\$ -	\$ 9,611.01	1	\$ 9,611.01		\$ 9,611.01	
Title/Leasing/Zoning/Permitting			\$ -		\$ -	\$ 5,404.00	1	\$ 5,404.00		\$ 5,404.00	
FAA/FCC			\$ -		\$ -			\$ -		\$ -	
SUBTOTAL					\$ -					\$ 86,124.90	
Greenfield Site Equipment											
Towers			\$ -		\$ -			\$ -		\$ -	
Shelters			\$ -		\$ -			\$ -		\$ -	
Generators			\$ -		\$ -			\$ -		\$ -	
Construction Drawings			\$ -		\$ -			\$ -		\$ -	
Architectural and Engineering Services			\$ -		\$ -			\$ -		\$ -	
Grounding			\$ -		\$ -			\$ -		\$ -	
			\$ -		\$ -			\$ -		\$ -	
			\$ -		\$ -			\$ -		\$ -	
			\$ -		\$ -			\$ -		\$ -	
			\$ -		\$ -			\$ -		\$ -	
SUBTOTAL					\$ -					\$ -	
Greenfield Site Implementation Services											
A&E services			\$ -		\$ -			\$ -		\$ -	
Site Development services (Program Management)			\$ -		\$ -			\$ -		\$ -	
Tower installation services			\$ -		\$ -			\$ -		\$ -	
Shelter installation services			\$ -		\$ -			\$ -		\$ -	
Generator services			\$ -		\$ -			\$ -		\$ -	
Title/Leasing/Zoning/Permitting			\$ -		\$ -			\$ -		\$ -	
FAA / FCC			\$ -		\$ -			\$ -		\$ -	
Site Remediation			\$ -		\$ -			\$ -		\$ -	
Waveguide Bridge Installation			\$ -		\$ -			\$ -		\$ -	
			\$ -		\$ -			\$ -		\$ -	
SUBTOTAL					\$ -					\$ -	
Other Civil Equipment or Services											
A&L	\$ 30,000.00	1	\$ 30,000.00		\$ 30,000.00			\$ -		\$ -	
			\$ -		\$ -			\$ -		\$ -	
			\$ -		\$ -			\$ -		\$ -	
			\$ -		\$ -			\$ -		\$ -	
			\$ -		\$ -			\$ -		\$ -	
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			\$ -		\$ -			\$ -		\$ -	
			\$ -		\$ -			\$ -		\$ -	
			\$ -		\$ -			\$ -		\$ -	
SUBTOTAL					\$ 30,000.00					\$ -	
TOTAL EQUIPMENT PRICE					\$ 30,000.00					\$ 86,124.90	



PROPOSER NAME: JVCKENWOOD											
TABLE 4 - CIVIL/SITE DEVELOPMENT PRICING	Site --->	21	UCSC			Site --->	22	Davenport Water Pump			
			Main Dispatch					MW Only			
Subsystem Category	Unit Price	Qty	Extended Price	Discount %	Discounted Price	Unit Price	Qty	Extended Price	Discount %	Discounted Price	
Existing Site Improvements - New Equipment and Services											
Site Remediation			\$ -		\$ -	\$ 7,430.50	1	\$ 7,430.50		\$ 7,430.50	
Tower			\$ -		\$ -	\$ 88,328.38	1	\$ 88,328.38		\$ 88,328.38	
Shelter	\$ 15,536.50	1	\$ 15,536.50		\$ 15,536.50	\$ 33,910.10	1	\$ 33,910.10		\$ 33,910.10	
Generator	\$ 5,944.40	1	\$ 5,944.40		\$ 5,944.40	\$ 12,023.90	1	\$ 12,023.90		\$ 12,023.90	
HVAC			\$ -		\$ -			\$ -		\$ -	
Grounding	\$ 19,130.16	1	\$ 19,130.16		\$ 19,130.16	\$ 68,360.60	1	\$ 68,360.60		\$ 68,360.60	
Waveguide Bridge Installation			\$ -		\$ -	\$ 8,349.18	1	\$ 8,349.18		\$ 8,349.18	
Architectural and Engineering Services	\$ 50,736.81	1	\$ 50,736.81		\$ 50,736.81	\$ 64,267.07	1	\$ 64,267.07		\$ 64,267.07	
Project Management	\$ 9,611.01	1	\$ 9,611.01		\$ 9,611.01	\$ 9,611.01	1	\$ 9,611.01		\$ 9,611.01	
Title/Leasing/Zoning/Permitting	\$ 5,404.00	1	\$ 5,404.00		\$ 5,404.00	\$ 15,712.13	1	\$ 15,712.13		\$ 15,712.13	
FAA/FCC			\$ -		\$ -			\$ -		\$ -	
SUBTOTAL					\$ 106,362.88					\$ 307,992.87	
Greenfield Site Equipment											
Towers			\$ -		\$ -			\$ -		\$ -	
Shelters			\$ -		\$ -			\$ -		\$ -	
Generators			\$ -		\$ -			\$ -		\$ -	
Construction Drawings			\$ -		\$ -			\$ -		\$ -	
Architectural and Engineering Services			\$ -		\$ -			\$ -		\$ -	
Grounding			\$ -		\$ -			\$ -		\$ -	
			\$ -		\$ -			\$ -		\$ -	
			\$ -		\$ -			\$ -		\$ -	
			\$ -		\$ -			\$ -		\$ -	
			\$ -		\$ -			\$ -		\$ -	
SUBTOTAL					\$ -					\$ -	
Greenfield Site Implementation Services											
A&E services			\$ -		\$ -			\$ -		\$ -	
Site Development services (Program Management)			\$ -		\$ -			\$ -		\$ -	
Tower installation services			\$ -		\$ -			\$ -		\$ -	
Shelter installation services			\$ -		\$ -			\$ -		\$ -	
Generator services			\$ -		\$ -			\$ -		\$ -	
Title/Leasing/Zoning/Permitting			\$ -		\$ -			\$ -		\$ -	
FAA / FCC			\$ -		\$ -			\$ -		\$ -	
Site Remediation			\$ -		\$ -			\$ -		\$ -	
Waveguide Bridge Installation			\$ -		\$ -			\$ -		\$ -	
			\$ -		\$ -			\$ -		\$ -	
SUBTOTAL					\$ -					\$ -	
Other Civil Equipment or Services											
A&L			\$ -		\$ -			\$ -		\$ -	
			\$ -		\$ -			\$ -		\$ -	
			\$ -		\$ -			\$ -		\$ -	
			\$ -		\$ -			\$ -		\$ -	
			\$ -		\$ -			\$ -		\$ -	
			\$ -		\$ -			\$ -		\$ -	
			\$ -		\$ -			\$ -		\$ -	
			\$ -		\$ -			\$ -		\$ -	
			\$ -		\$ -			\$ -		\$ -	
			\$ -		\$ -			\$ -		\$ -	
			\$ -		\$ -			\$ -		\$ -	
SUBTOTAL					\$ -					\$ -	
TOTAL EQUIPMENT PRICE					\$ 106,362.88					\$ 307,992.87	

PROPOSER NAME: JVCKENWOOD											
TABLE 4 - CIVIL/SITE DEVELOPMENT PRICING		Site --->	23	Mt. Hermon			Site --->	24	Mt. Toro		
				MW Only					MW Only		
Subsystem Category	Unit Price	Qty	Extended Price	Discount %	Discounted Price	Unit Price	Qty	Extended Price	Discount %	Discounted Price	
Existing Site Improvements - New Equipment and Services											
Site Remediation	\$ 7,430.50	1	\$ 7,430.50		\$ 7,430.50			\$ -		\$ -	
Tower	\$ 88,328.38	1	\$ 88,328.38		\$ 88,328.38			\$ -		\$ -	
Shelter	\$ 52,689.00	1	\$ 52,689.00		\$ 52,689.00	\$ 15,536.50	1	\$ 15,536.50		\$ 15,536.50	
Generator	\$ 65,050.65	1	\$ 65,050.65		\$ 65,050.65	\$ 5,944.40	1	\$ 5,944.40		\$ 5,944.40	
HVAC			\$ -		\$ -	\$ 4,728.50	1	\$ 4,728.50		\$ 4,728.50	
Grounding	\$ 68,360.60	1	\$ 68,360.60		\$ 68,360.60	\$ 25,655.49	1	\$ 25,655.49		\$ 25,655.49	
Waveguide Bridge Installation	\$ 8,349.18	1	\$ 8,349.18		\$ 8,349.18			\$ -		\$ -	
Architectural and Engineering Services	\$ 67,002.85	1	\$ 67,002.85		\$ 67,002.85	\$ 55,566.63	1	\$ 55,566.63		\$ 55,566.63	
Project Management	\$ 21,048.58	1	\$ 21,048.58		\$ 21,048.58	\$ 9,611.01	1	\$ 9,611.01		\$ 9,611.01	
Title/Leasing/Zoning/Permitting	\$ 15,712.13	1	\$ 15,712.13		\$ 15,712.13	\$ 5,404.00	1	\$ 5,404.00		\$ 5,404.00	
FAA/FCC			\$ -		\$ -			\$ -		\$ -	
SUBTOTAL					\$ 393,971.87					\$ 122,446.53	
Greenfield Site Equipment											
Towers			\$ -		\$ -			\$ -		\$ -	
Shelters			\$ -		\$ -			\$ -		\$ -	
Generators			\$ -		\$ -			\$ -		\$ -	
Construction Drawings			\$ -		\$ -			\$ -		\$ -	
Architectural and Engineering Services			\$ -		\$ -			\$ -		\$ -	
Grounding			\$ -		\$ -			\$ -		\$ -	
			\$ -		\$ -			\$ -		\$ -	
			\$ -		\$ -			\$ -		\$ -	
			\$ -		\$ -			\$ -		\$ -	
SUBTOTAL					\$ -					\$ -	
Greenfield Site Implementation Services											
A&E services			\$ -		\$ -			\$ -		\$ -	
Site Development services (Program Management)			\$ -		\$ -			\$ -		\$ -	
Tower installation services			\$ -		\$ -			\$ -		\$ -	
Shelter installation services			\$ -		\$ -			\$ -		\$ -	
Generator services			\$ -		\$ -			\$ -		\$ -	
Title/Leasing/Zoning/Permitting			\$ -		\$ -			\$ -		\$ -	
FAA / FCC			\$ -		\$ -			\$ -		\$ -	
Site Remediation			\$ -		\$ -			\$ -		\$ -	
Waveguide Bridge Installation			\$ -		\$ -			\$ -		\$ -	
SUBTOTAL					\$ -					\$ -	
Other Civil Equipment or Services											
A&L			\$ -		\$ -			\$ -		\$ -	
			\$ -		\$ -			\$ -		\$ -	
			\$ -		\$ -			\$ -		\$ -	
			\$ -		\$ -			\$ -		\$ -	
			\$ -		\$ -			\$ -		\$ -	
			\$ -		\$ -			\$ -		\$ -	
			\$ -		\$ -			\$ -		\$ -	
			\$ -		\$ -			\$ -		\$ -	
			\$ -		\$ -			\$ -		\$ -	
			\$ -		\$ -			\$ -		\$ -	
SUBTOTAL					\$ -					\$ -	
TOTAL EQUIPMENT PRICE					\$ 393,971.87					\$ 122,446.53	

PROPOSER NAME: JVCKENWOOD											
TABLE 4 - CIVIL/SITE DEVELOPMENT PRICING	Site ---->	25	DSPBR			Site ---->	26	Soquel Fire Station			
			PACE Site					(UHF Multicast) PACE Donor			
Subsystem Category	Unit Price	Qty	Extended Price	Discount %	Discounted Price	Unit Price	Qty	Extended Price	Discount %	Discounted Price	
Existing Site Improvements - New Equipment and Services											
Site Remediation			\$ -		\$ -						
Tower			\$ -		\$ -						
Shelter	\$ 245,882.00	1	\$ 245,882.00		\$ 245,882.00						
Generator	\$ 31,883.60	1	\$ 31,883.60		\$ 31,883.60						
HVAC			\$ -		\$ -						
Grounding	\$ 19,130.16	1	\$ 19,130.16		\$ 19,130.16						
Waveguide Bridge Installation			\$ -		\$ -						
Architectural and Engineering Services	\$ 44,981.55	1	\$ 44,981.55		\$ 44,981.55						
Project Management	\$ 9,611.01	1	\$ 9,611.01		\$ 9,611.01			\$ -		\$ -	
Title/Leasing/Zoning/Permitting	\$ 5,404.00	1	\$ 5,404.00		\$ 5,404.00			\$ -		\$ -	
FAA/FCC			\$ -		\$ -						
SUBTOTAL					\$ 356,892.32						
Greenfield Site Equipment											
Towers			\$ -		\$ -	\$ 467,175.80	1	\$ 467,175.80		\$ 467,175.80	
Shelters			\$ -		\$ -	\$ 283,372.25	1	\$ 283,372.25		\$ 283,372.25	
Generators			\$ -		\$ -	\$ 116,658.85	1	\$ 116,658.85		\$ 116,658.85	
Construction Drawings			\$ -		\$ -						
Architectural and Engineering Services			\$ -		\$ -	\$ 98,697.31	1	\$ 98,697.31		\$ 98,697.31	
Grounding			\$ -		\$ -	\$ 68,360.60	1	\$ 68,360.60		\$ 68,360.60	
			\$ -		\$ -						
			\$ -		\$ -						
			\$ -		\$ -						
			\$ -		\$ -						
SUBTOTAL					\$ -						
Greenfield Site Implementation Services											
A&E services			\$ -		\$ -						
Site Development services (Program Management)			\$ -		\$ -	\$ 21,048.58	1	\$ 21,048.58		\$ 21,048.58	
Tower installation services			\$ -		\$ -						
Shelter installation services			\$ -		\$ -						
Generator services			\$ -		\$ -						
Title/Leasing/Zoning/Permitting			\$ -		\$ -	\$ 18,630.29	1	\$ 18,630.29		\$ 18,630.29	
FAA / FCC			\$ -		\$ -	\$ 2,931.67	1	\$ 2,931.67		\$ 2,931.67	
Site Remediation			\$ -		\$ -	\$ 33,437.25	1	\$ 33,437.25		\$ 33,437.25	
Waveguide Bridge Installation			\$ -		\$ -	\$ 8,349.18	1	\$ 8,349.18		\$ 8,349.18	
			\$ -		\$ -			\$ -		\$ -	
SUBTOTAL					\$ -						
Other Civil Equipment or Services											
A&L			\$ -		\$ -						
			\$ -		\$ -						
			\$ -		\$ -						
			\$ -		\$ -						
			\$ -		\$ -						
			\$ -		\$ -						
			\$ -		\$ -						
			\$ -		\$ -						
			\$ -		\$ -						
			\$ -		\$ -						
			\$ -		\$ -						
SUBTOTAL					\$ -						
TOTAL EQUIPMENT PRICE					\$ 356,892.32						

PROPOSER NAME: JVCKENWOOD											
TABLE 4 - CIVIL/SITE DEVELOPMENT PRICING	Site --->	27	Loch Lomond			Site --->	28	System			
			RF Site					System Level			
Subsystem Category	Unit Price	Qty	Extended Price	Discount %	Discounted Price	Unit Price	Qty	Extended Price	Discount %	Discounted Price	
Existing Site Improvements - New Equipment and Services											
Site Remediation	\$ 7,430.50	1	\$ 7,430.50		\$ 7,430.50						
Tower											
Shelter	\$ 52,689.00	1	\$ 52,689.00		\$ 52,689.00						
Generator	\$ 65,050.65	1	\$ 65,050.65		\$ 65,050.65						
HVAC											
Grounding	\$ 68,360.60	1	\$ 68,360.60		\$ 68,360.60						
Waveguide Bridge Installation	\$ 8,349.18	1	\$ 8,349.18		\$ 8,349.18						
Architectural and Engineering Services	\$ 39,226.29	1	\$ 39,226.29		\$ 39,226.29						
Project Management	\$ 21,048.58	1	\$ 21,048.58		\$ 21,048.58						
Title/Leasing/Zoning/Permitting	\$ 15,712.13	1	\$ 15,712.13		\$ 15,712.13						
FAA/FCC											
SUBTOTAL											
Greenfield Site Equipment											
Towers											
Shelters											
Generators											
Construction Drawings											
Architectural and Engineering Services											
Grounding											
SUBTOTAL											
Greenfield Site Implementation Services											
A&E services											
Site Development services (Program Management)											
Tower installation services											
Shelter installation services											
Generator services											
Title/Leasing/Zoning/Permitting											
FAA / FCC											
Site Remediation											
Waveguide Bridge Installation											
SUBTOTAL											
Other Civil Equipment or Services											
A&L											
SUBTOTAL											
TOTAL EQUIPMENT PRICE											

PROPOSER NAME: JVCKENWOOD		
TABLE 6 - LIFECYCLE SUPPORT SERVICES FOR COUNTY SYSTEM		
Table 6.A – TECHNICAL SUPPORT (for all subsystems)		COUNTY
Description	Services Price	Notes
Technical Support for Year 1	\$ -	included at no cost when agreeing to the Technical Support W&M plan
Technical Support for Year 2	\$ 48,542.78	
Technical Support for Year 3	\$ 49,997.81	
Technical Support for Year 4	\$ 51,498.77	
Technical Support for Year 5	\$ 53,042.96	
Technical Support for Year 6	\$ 54,634.44	
Technical Support for Year 7	\$ 56,273.20	
Technical Support for Year 8	\$ 57,961.95	
Technical Support for Year 9	\$ 59,700.69	
Technical Support for Year 10	\$ 61,492.12	
Technical Support for Year 11	\$ 63,336.88	
Discounted or bundled package(s)		
Table 6.B - SOFTWARE SUPPORT AND UPGRADES (for all subsystems)		COUNTY
Description	Services Price	Notes
Software Support and Upgrades for Year 1	\$ -	included at no cost when agreeing to the Software Support and Upgrades W&M plan
Software Support and Upgrades for Year 2	\$ 148,320.00	
Software Support and Upgrades for Year 3	\$ 152,769.60	
Software Support and Upgrades for Year 4	\$ 157,352.69	
Software Support and Upgrades for Year 5	\$ 162,073.27	
Software Support and Upgrades for Year 6	\$ 166,935.47	
Software Support and Upgrades for Year 7	\$ 171,943.53	
Software Support and Upgrades for Year 8	\$ 177,101.84	
Software Support and Upgrades for Year 9	\$ 182,414.89	
Software Support and Upgrades for Year 10	\$ 187,887.34	
Software Support and Upgrades for Year 11	\$ 193,523.96	
Discounted or bundled package(s)		
Table 6.C - HARDWARE REFRESH (for all subsystems)		COUNTY
Description	Services Price	Notes
Hardware Refresh for Year 1		
Hardware Refresh for Year 2		
Hardware Refresh for Year 3		
Hardware Refresh for Year 4		
Hardware Refresh for Year 5		
Hardware Refresh for Year 6		
Hardware Refresh for Year 7	\$ 3,569,434.38	
Hardware Refresh for Year 8		

TABLE 6 - LIFECYCLE SUPPORT SERVICES FOR COUNTY SYSTEM		
Hardware Refresh for Year 9		
Hardware Refresh for Year 10		
Hardware Refresh for Year 11		
Discounted or bundled package(s)		
Table 6.D- ONSITE SUPPORT AND REPAIR (for all subsystems)		COUNTY
Description	Services Price	Notes
Onsite Support and Repair for Year 1	\$ -	included at no cost when agreeing to the Onsite Support and Repair W&M plan
Onsite Support and Repair for Year 2	\$ 165,313.76	
Onsite Support and Repair for Year 3	\$ 170,273.29	
Onsite Support and Repair for Year 4	\$ 175,381.42	
Onsite Support and Repair for Year 5	\$ 180,642.21	
Onsite Support and Repair for Year 6	\$ 186,062.42	
Onsite Support and Repair for Year 7	\$ 191,643.40	
Onsite Support and Repair for Year 8	\$ 197,393.26	
Onsite Support and Repair for Year 9	\$ 203,314.69	
Onsite Support and Repair for Year 10	\$ 209,414.46	
Onsite Support and Repair for Year 11	\$ 215,696.89	
Discounted or bundled package(s)		
Table 6.E - NETWORK OPERATIONS CENTER (NOC) MONITORING (for all subsystems)		COUNTY
Description	Services Price	Notes
NOC Monitoring for Year 1	\$ -	included at no cost when agreeing to the NOC Monitoring W&M plan
NOC Monitoring for Year 2	\$ 58,288.62	
NOC Monitoring for Year 3	\$ 58,288.62	
NOC Monitoring for Year 4	\$ 58,288.62	
NOC Monitoring for Year 5	\$ 58,288.62	
NOC Monitoring for Year 6	\$ 58,288.62	
NOC Monitoring for Year 7	\$ 58,288.62	
NOC Monitoring for Year 8	\$ 58,288.62	
NOC Monitoring for Year 9	\$ 58,288.62	
NOC Monitoring for Year 10	\$ 58,288.62	
NOC Monitoring for Year 11	\$ 58,288.62	
Discounted or bundled package(s)		
Table 6.F - Microwave Extended Warranty		COUNTY
Description	Services Price	Notes
Microwave Extended Warranty for Year 1	\$ -	included at no cost when agreeing to the MW Extended Warranty W&M plan
Microwave Extended Warranty for Year 2	\$ 27,275.34	

TABLE 6 - LIFECYCLE SUPPORT SERVICES FOR COUNTY SYSTEM		
Microwave Extended Warranty for Year 3	\$	50,620.62
Microwave Extended Warranty for Year 4	\$	50,620.62
Microwave Extended Warranty for Year 5	\$	50,620.62
Microwave Extended Warranty for Year 6	\$	50,620.62
Microwave Extended Warranty for Year 7	\$	50,620.62
Microwave Extended Warranty for Year 8	\$	50,620.62
Microwave Extended Warranty for Year 9	\$	50,620.62
Microwave Extended Warranty for Year 10	\$	50,620.62
Microwave Extended Warranty for Year 11	\$	50,620.62
Discounted or bundled package(s)		
<b>Table 6.G- ON CALL SUPPORT (for all subsystems)</b>		
Description	Services Price	COUNTY Notes
On Call Support for Year 1	\$ -	included at no cost when agreeing to the On Call Support W&M plan
On Call Support for Year 2	\$ 2,783.06	
On Call Support for Year 3	\$ 2,866.82	
On Call Support for Year 4	\$ 2,951.94	
On Call Support for Year 5	\$ 3,041.10	
On Call Support for Year 6	\$ 3,132.97	
On Call Support for Year 7	\$ 3,226.19	
On Call Support for Year 8	\$ 3,323.46	
On Call Support for Year 9	\$ 3,423.43	
On Call Support for Year 10	\$ 3,526.11	
On Call Support for Year 11	\$ 3,631.89	
Discounted or bundled package(s)		
<b>Table 6.H- Zetron Extended Warranty</b>		
Description	Services Price	COUNTY Notes
Zetron Extended Warranty for Year 1	\$ -	included at no cost when agreeing to the Zetron Extended Warranty W&M plan
Zetron Extended Warranty for Year 2	\$ 119,152.80	
Zetron Extended Warranty for Year 3	\$ 119,152.80	
Zetron Extended Warranty for Year 4	\$ 119,152.80	
Zetron Extended Warranty for Year 5	\$ 119,152.80	
Zetron Extended Warranty for Year 6	\$ 123,918.91	
Zetron Extended Warranty for Year 7	\$ 128,875.66	
Zetron Extended Warranty for Year 8	\$ 134,030.69	
Zetron Extended Warranty for Year 9	\$ 139,391.92	
Zetron Extended Warranty for Year 10	\$ 144,967.60	
Zetron Extended Warranty for Year 11	\$ 150,766.30	
Discounted or bundled package(s)		

TABLE 6 - LIFECYCLE SUPPORT SERVICES FOR COUNTY SYSTEM		
Table 6.I - OPTIONAL Cybersecurity Monitoring Extended Warranty		COUNTY
Description	Services Price	Notes
Cybersecurity Monitoring Extended Warranty for Year 1	\$ -	included at no cost when agreeing to the Cybersecurity Monitoring Extended Warranty W&M plan
Cybersecurity Monitoring Extended Warranty for Year 2	\$ 118,550.25	
Cybersecurity Monitoring Extended Warranty for Year 3	\$ 118,550.25	
Cybersecurity Monitoring Extended Warranty for Year 4	\$ 122,106.76	
Cybersecurity Monitoring Extended Warranty for Year 5	\$ 125,769.96	
Cybersecurity Monitoring Extended Warranty for Year 6	\$ 129,543.06	
Cybersecurity Monitoring Extended Warranty for Year 7	\$ 133,429.35	
Cybersecurity Monitoring Extended Warranty for Year 8	\$ 137,432.23	
Cybersecurity Monitoring Extended Warranty for Year 9	\$ 141,555.20	
Cybersecurity Monitoring Extended Warranty for Year 10	\$ 145,801.85	
Cybersecurity Monitoring Extended Warranty for Year 11	\$ 150,175.91	
Discounted or bundled package(s)		



TABLE 8 - OPTIONAL COMPONENTS						
<b>Optional Cloud-based, backup or secondary system control equipment</b>						
Item	Unit Price	Qty	Extended Price	Discount %	Discounted Price	Notes
			\$ -		\$ -	
			\$ -		\$ -	
			\$ -		\$ -	
			\$ -		\$ -	
			\$ -		\$ -	
<b>Total</b>					\$ -	
<b>Optional remote IP based Dispatch solution</b>						
Item	Unit Price	Qty	Extended Price	Discount %	Discounted Price	Notes
			\$ -		\$ -	
			\$ -		\$ -	
			\$ -		\$ -	
			\$ -		\$ -	
			\$ -		\$ -	
<b>Total</b>					\$ -	
<b>Optional ISSI gateway, Connections, Equipment Software, and Licensing</b>						
Item	Unit Price	Qty	Extended Price	Discount %	Discounted Price	Notes
ATLAS 6600 ISSI Gateway	\$ 45,000.00	1	\$ 45,000.00	20%	\$ 36,000.00	Included in base offer
			\$ -		\$ -	
			\$ -		\$ -	
			\$ -		\$ -	
			\$ -		\$ -	
<b>Total</b>					\$ 36,000.00	
<b>Optional Unit Location (GPS) Services</b>						
Item	Unit Price	Qty	Extended Price	Discount %	Discounted Price	Notes
AVL (GPS Location)	\$ 96,000.00	1	\$ 96,000.00		\$ 96,000.00	
			\$ -		\$ -	
			\$ -		\$ -	
			\$ -		\$ -	
			\$ -		\$ -	
<b>Total</b>					\$ 96,000.00	
<b>Optional Text messaging using subscriber devices including Equipment, Software and Licensing</b>						
Item	Unit Price	Qty	Extended Price	Discount %	Discounted Price	Notes
			\$ -		\$ -	not available

TABLE 8 - OPTIONAL COMPONENTS						
			\$ -		\$ -	
			\$ -		\$ -	
			\$ -		\$ -	
			\$ -		\$ -	
<b>Total</b>					\$ -	
<b>Optional Smartphone/Broadband device Integration including Equipment, Software and Licensing</b>						
<i>Item</i>	<i>Unit Price</i>	<i>Qty</i>	<i>Extended Price</i>	<i>Discount %</i>	<i>Discounted Price</i>	<i>Notes</i>
ESChat	\$ 1,817,672.00		\$ -		\$ -	
			\$ -		\$ -	
			\$ -		\$ -	
			\$ -		\$ -	
			\$ -		\$ -	
<b>Total</b>					\$ -	
<b>Optional Subscriber Equipment Accessories</b>						
<i>Item</i>	<i>Unit Price</i>	<i>Qty</i>	<i>Extended Price</i>	<i>Discount %</i>	<i>Discounted Price</i>	<i>Notes</i>
			\$ -		\$ -	
			\$ -		\$ -	
			\$ -		\$ -	
			\$ -		\$ -	
			\$ -		\$ -	
<b>Total</b>					\$ -	
<b>Optional All-Indoor Microwave Radios and Antenna Systems</b>						
<i>Item</i>	<i>Unit Price</i>	<i>Qty</i>	<i>Extended Price</i>	<i>Discount %</i>	<i>Discounted Price</i>	<i>Notes</i>
			\$ -		\$ -	
			\$ -		\$ -	
			\$ -		\$ -	
			\$ -		\$ -	
			\$ -		\$ -	
<b>Total</b>					\$ -	
<b>Optional BDA/DAS</b>						
<i>Item</i>	<i>Unit Price</i>	<i>Qty</i>	<i>Extended Price</i>	<i>Discount %</i>	<i>Discounted Price</i>	<i>Notes</i>
BDA (5,000 sq ft) [single story]	\$ 65,663.00	1	\$ 65,663.00		\$ 65,663.00	
BDA (10,000 sq ft) [single story]	\$ 124,759.00	1	\$ 124,759.00		\$ 124,759.00	
BDA (15,000 sq ft) [single story]	\$ 170,723.00	1	\$ 170,723.00		\$ 170,723.00	
BDA (15,000 sq ft) [multi story]	\$ 177,289.00	1	\$ 177,289.00		\$ 177,289.00	
BDA (20,000 sq ft) [single story]	\$ 216,249.00	1	\$ 216,249.00		\$ 216,249.00	

TABLE 8 - OPTIONAL COMPONENTS						
BDA (20,000 sq ft) [multi story]	\$ 224,566.00	1	\$ 224,566.00		\$ 224,566.00	
BDA (25,000 sq ft) [single story]	\$ 277,972.00	1	\$ 277,972.00		\$ 277,972.00	
BDA (25,000 sq ft) [multi story]	\$ 282,349.00	1	\$ 282,349.00		\$ 282,349.00	
BDA (30,000 sq ft) [single story]	\$ 333,566.00	1	\$ 333,566.00		\$ 333,566.00	
BDA (30,000 sq ft) [multi story]	\$ 338,819.00	1	\$ 338,819.00		\$ 338,819.00	
<b>Total</b>					<b>\$ 2,211,955.00</b>	
Optional Services						
<i>Item</i>	<i>Unit Price</i>	<i>Qty</i>	<i>Extended Price</i>	<i>Discount %</i>	<i>Discounted Price</i>	<i>Notes</i>
Fiber Connectivity	\$ 86,640.00	1	\$ 86,640.00		\$ 86,640.00	
VIKING Training	\$ 25,960.00	1	\$ 25,960.00		\$ 25,960.00	
<b>Total</b>					<b>\$ 112,600.00</b>	
Others						
<i>Item</i>	<i>Unit Price</i>	<i>Qty</i>	<i>Extended Price</i>	<i>Discount %</i>	<i>Discounted Price</i>	<i>Notes</i>
Cybersecurity	\$ 118,550.25	1	\$ 118,550.25		\$ 118,550.25	
HW Care Years 2 - 5	\$ 1,098,484.90	1	\$ 1,098,484.90	30%	\$ 768,939.43	
HW Care Years 6 - 10	\$ 1,568,967.21	1	\$ 1,568,967.21	30%	\$ 1,098,277.05	
SW Care Years 2 - 5	\$ 1,892,572.45	1	\$ 1,892,572.45	40%	\$ 1,135,543.47	
SW Care Years 6 - 10	\$ 2,703,163.35	1	\$ 2,703,163.35	40%	\$ 1,621,898.01	
Solarwinds Extended Warranty Years 2 - 5	\$ 57,403.68	1	\$ 57,403.68		\$ 57,403.68	
Solarwinds Extended Warranty Years 6 - 10	\$ 89,451.78	1	\$ 89,451.78		\$ 89,451.78	
Higher Grounds Extended Warranty Years 2 - 5	\$ 145,786.41	1	\$ 145,786.41		\$ 145,786.41	
Higher Grounds Extended Warranty Years 6 - 10	\$ 378,036.82	1	\$ 378,036.82		\$ 378,036.82	
DC Power Extended Warranty Years 2 - 5	\$ 5,625.13	1	\$ 5,625.13		\$ 5,625.13	
Cybersecurity Years 2 - 5	\$ 484,997.22	1	\$ 484,997.22		\$ 484,997.22	
Cybersecurity Years 6 - 10	\$ 687,761.69	1	\$ 687,761.69		\$ 687,761.69	
<b>Total</b>					<b>\$ 6,592,270.94</b>	

## Exhibit E

### System Access Agreement

This System Access Agreement (the "Agreement") for Santa Cruz County Radio Upgrade (this "Agreement") is entered into this 4th day of December, 2025 ("Effective Date"), between E.F. Johnson Company, a Minnesota corporation with its principal place of business at 1440 Corporate Drive, Irving, TX 75038 ("E.F. Johnson"), and COUNTY OF SANTA CRUZ, California County with its principal place of business at 701 Ocean St. Santa Cruz, CA 95060 ("System Owner"). E.F. Johnson and System Owner are individually referred to as the "party" and collectively referred to as the "parties".

### RECITALS

WHEREAS, System Owner operates a radio communications system (the "System") and requires E.F. Johnson to access such System for testing, monitoring and troubleshooting purposes;

WHEREAS, the parties understand that certain responsibilities must be defined and agreed-upon to preserve the sensitivity and security of data provided to E.F. Johnson and to safeguard the operation of the System pursuant to this Agreement;

NOW, THEREFORE, in consideration of the payments hereinafter agreed to be made, the mutual promises and covenants hereinafter set forth, and other good and valuable considerations, the parties hereto do mutually agree as follows:

1. **Remote Access.** System Owner, at its discretion, shall provide E.F. Johnson with access, via VPN access, remote desktop or other mutually agreeable means, to the System for the purpose of testing, monitoring and/or troubleshooting the System. Such access shall be made at either the System Owner's or at E.F. Johnson's request in accordance with a mutually-agreeable request and approval process.

2. **System Owner Responsibilities.** System Owner agrees to restrict and coordinate access to the System to E.F. Johnson's employees or authorized third parties requiring access. System Owner agrees to only provide limited access on an as-needed basis and to remove access after the work has been completed. System Owner will take all appropriate actions to ensure that adequate technical, physical and administrative security measures are in place and utilized so as to prevent the unauthorized use of or access to, or the disclosure, loss or destruction of the System information. In the event System Owner discovers, or suspects, unauthorized use of or access to any information via the System by E.F. Johnson, it will immediately notify E.F. Johnson. System Owner acknowledges that accessing the System by E.F. Johnson in accordance with this Agreement or System Owner's failure to abide by its responsibilities under this Agreement may cause a significant loss of System performance and operation and/or other loss or damage including, but not limited to, property damage, and E.F. Johnson shall not be liable for such loss or damage.

3. **Confidentiality.** The Parties anticipate that under this Agreement one party's proprietary or confidential information may be shared with the other party. The disclosure and protection of proprietary or confidential information by one party to the other party shall be governed by the terms and conditions of the Non-Disclosure Agreement dated 12/4/25 by the Parties, as may be amended or extended from time to time.

4. **Term and Termination.** This Agreement will commence as of the Effective Date and will continue in effect unless and until terminated as provided herein. Either party may terminate this Agreement with or without cause at any time immediately upon written notice to the other party. Upon termination of this Agreement, neither party will have any further rights or obligations hereunder except for (a) obligations accruing

prior to the date of termination, and (b) obligations, promises or covenants contained herein that are expressly made to extend beyond the termination or expiration of this Agreement.


5. **Compliance with Agreement.** Each of the parties represents and warrants to the other to the best of its knowledge that it has complied, and each hereby agrees to make all efforts to continue to comply and to cooperate with the other in its effort to comply, in all material respects, with all applicable laws and regulations in connection with the fulfillment of its obligations under this Agreement. Each party represents, warrants and agrees that it has implemented, and will at all times during the term of this Agreement maintain, an internal compliance plan consistent with the terms and conditions of this Agreement.

6. **Relationship.** Neither party will be considered to be the other party's agent for other than those purposes provided in the Agreement. Nothing in this Agreement will be construed to create a joint venture or partnership between the parties, and individuals engaged by a party to this Agreement will be considered the employee, agent, servant or representative of that party only.

7. **Notices.** Unless otherwise specified herein, all notices or demands required or permitted to be given or made under this Agreement, will be in writing and will be hand-delivered with signed receipt or mailed by first-class mail, or sent by registered or certified mail, postage prepaid, or sent by overnight courier, addressed to the parties at their respective addresses set forth at the beginning of this Agreement. Addresses may be changed by either party by giving written notice thereof to the other party.

**E.F. JOHNSON COMPANY**

By: DUANE ANDERSON

Its: 

Dated: 12/4/2025

**SYSTEM OWNER**

By: TAMMIE WEIGL

Its: \_\_\_\_\_

Dated: \_\_\_\_\_

Exhibit F

Final System Acceptance Certificate

Customer Name: \_\_\_\_\_

Project Name: \_\_\_\_\_

This Final System Acceptance Certificate memorializes the occurrence of Final System Acceptance. E.F. Johnson and Customer acknowledge that:

- 1. The Final System Acceptance test plan has been successfully completed.
- 2. The System is accepted.

Customer Representative:

E.F. Johnson Representative:

Signature: \_\_\_\_\_

Signature: \_\_\_\_\_

Print Name: \_\_\_\_\_

Print Name: \_\_\_\_\_

Title: \_\_\_\_\_

Title: \_\_\_\_\_

Date: \_\_\_\_\_

Date: \_\_\_\_\_

FINAL SYSTEM ACCEPTANCE:

E.F. Johnson has provided and Customer has received all deliverables, and E.F. Johnson has performed all other work required for Final System Acceptance. The release of the performance and payment bonds and commencement of the warranty for the System Infrastructure and all installed components will occur and/or begin on the date signed by Customer below, and Customer agrees to execute any required documentation to affect the same.

Customer Representative:

E.F. Johnson Representative:

Signature: \_\_\_\_\_ Type text here

Signature: \_\_\_\_\_

Print Name: \_\_\_\_\_

Print Name: \_\_\_\_\_

Title: \_\_\_\_\_

Title: \_\_\_\_\_

Date: \_\_\_\_\_

Date: \_\_\_\_\_

## NON-DISCLOSURE/CONFIDENTIALITY AGREEMENT

This Agreement (the "Agreement") is made as of the 4th day of December, 2025 (the "Effective Date") by and between E.F. Johnson Company, a Minnesota corporation with its principal place of business located at 1440 Corporate Drive, Irving, TX 75038 ("EFJC") and County of Santa Cruz, a political subdivision of the State of California, with its principal place of business at 701 Ocean Street, Santa Cruz, California (the "Undersigned").

### RECITALS

WHEREAS, the Undersigned and EFJC are engaged in discussions in contemplation of a business relationship or in furtherance of a business relationship (hereafter referred to as the "Purpose"); and

WHEREAS, in the course of dealings between the Undersigned and EFJC each party may have access to or have disclosed to it information of the other party which is confidential, as that term is defined below.

NOW, THEREFORE, in consideration of the foregoing, the Undersigned and EFJC mutually agree as follows:

### AGREEMENT

1. For the purposes of this Agreement, "Confidential Information" shall mean any and all technical and non-technical information belonging to, or disclosed under confidentiality provisions to, each disclosing party, including copyrights, trade secrets, and other proprietary information, including, but not limited to, techniques, sketches, drawings, models, inventions, know-how, processes, apparatus, equipment, algorithms, software programs, software source documents and formulae related to the current, future and proposed products, documents of such disclosing party, and further includes, without limitation, any information of such disclosing party concerning research, experimental work, development, design details and specifications, engineering, procurement requirements, purchasing, manufacturing, customer lists, business forecasts, sales and merchandising, and marketing plans and information. Confidential Information shall be understood to include any extracts, reports, analyses, compilations, studies, interpretations or the like ("Derivative Works") prepared by the receiving party and which contain Confidential Information.
2. Confidential Information shall not include any information which:
  - a) is already known to the receiving party or is publicly available at the time of disclosure;
  - b) is disclosed to the receiving party by a third party who is not in breach of an obligation of confidentiality;
  - c) becomes publicly available after disclosure through no act of the receiving party;

- d) was or is independently developed by the receiving party without use of any of the disclosing party's Confidential Information and without breach of this Agreement;
  - e) is required to be disclosed by law, provided however, that if the receiving party receives a subpoena or similar document requiring it to disclose the disclosing party's Confidential Information, the receiving party shall notify promptly the disclosing party so that the disclosing party can take appropriate action to suppress the disclosure of its Confidential Information or else insure that its Confidential Information is disclosed under confidentiality provisions only.
3. Each receiving party agrees that it shall disclose the disclosing party's Confidential Information only to those of its employees, agents, consultants and advisors ("Representatives") who need to know such information and who have signed a written agreement with the receiving party, either as a condition of employment or in order to obtain the Confidential Information, agreeing to be bound by terms and conditions substantially similar to those of this Agreement. Each receiving party also agrees to advise each such Representative, before he or she receives access to the Confidential Information, of the obligations of the receiving party under this Agreement.
  4. Each receiving party agrees that it will not copy or use in any way any Confidential Information except to the extent necessary for negotiations, discussions or consultations with Representatives of the disclosing party for the Purpose.
  5. Each receiving party agrees that it shall take all reasonable steps to safeguard the disclosing party's Confidential Information including at a minimum, those steps that it takes to protect its own Confidential Information, and that it shall be responsible to the disclosing party for any disclosure or misuse of Confidential Information which results from a failure to comply with this Agreement.
  6. Each receiving party further agrees that it shall not publish, or otherwise disseminate or disclose any of the disclosing party's Confidential Information to any third party.
  7. This Agreement shall not be construed as granting or conferring any rights by license or otherwise in any Confidential Information disclosed by the disclosing party to the receiving party. Confidential Information of the disclosing party shall remain the sole and exclusive property of the disclosing party.
  8. All Confidential Information reduced to writing and furnished to the receiving party by the disclosing party shall be returned to it immediately upon termination of this agreement or upon the disclosing party's request, together with any and all copies thereof. In lieu of the return of Confidential Information, the parties may agree, in writing, to allow for the prompt destruction of the Confidential Information. Derivative Works shall not be required to be returned or destroyed, but the receiving party shall continue to adhere to the terms of this Agreement with respect to such Derivative Works.
  9. The parties' obligations with respect to each other's Confidential Information shall remain in effect for a period of three (3) years from the date of the last disclosure of Confidential Information made hereunder.



10. Since unauthorized disclosure of Confidential Information will diminish the value of the proprietary interests that are the subject of this Agreement, if the receiving party breaches any of its obligations hereunder, the disclosing party may be entitled to equitable relief to protect its interest therein, including but not limited to injunctive relief, as well as money damages.
11. The disclosing party makes no representation or warranty as to the accuracy, merchantability, fitness for a particular purpose or completeness of the Confidential Information, and shall not have any liability as a result of the use of the Confidential Information by the receiving party, except pursuant to a definitive agreement that may be entered into by the parties.
12. This Agreement shall terminate eighteen (18) months from the Effective Date unless otherwise earlier terminated in accordance with its terms. Notwithstanding the termination of the Agreement, the obligations of the parties hereunder with respect to the treatment and disclosure of the Confidential Information, as well as the disclosing party's remedies in respect of breach of such obligations, shall remain in effect for the period set forth in Section 9.
13. This Agreement shall be construed according to the laws of the State of California and the United States of America, without regard to the conflict of law provisions thereof and the United Nations Convention on Contracts for the International Sale of Goods shall not be applicable. The parties hereby submit to the jurisdiction of the state and federal courts located in Santa Cruz, County and agree that said courts have the sole and exclusive jurisdiction over any and all disputes and causes of action involving such party that arise out of or relate to this Agreement. Should either party bring legal action to enforce its rights under this Agreement, the prevailing party in such action shall be entitled to recover from the losing party its reasonable attorneys' fees and costs in addition to any other relief to which such party is entitled.
14. Any notice required to be given under this Agreement shall be deemed received upon personal delivery or three (3) days after mailing if sent by registered or certified mail to the addresses of the parties set forth above, or to such other address as either of the parties shall have furnished to the other in writing pursuant to the provisions of this Section 14.
15. Each party represents and warrants to the other that it has all requisite power and authority to enter into this Agreement and to perform its obligations and that this Agreement has been duly authorized, executed and delivered by it and constitutes a valid and binding obligation, enforceable against it in accordance with its terms.
16. Each party shall not assign this Agreement, or its limited rights or its obligations hereunder, to any third party without the prior written consent of a duly authorized officer of the other party.
17. Any failure by either party to enforce strict performance by the other party of any provision herein shall not constitute a waiver of the right to subsequently enforce such provision or any other provision of this Agreement.

18. In case any one or more of the provisions contained in this Agreement shall, for any reason, be held to be invalid, illegal, or unenforceable in any respect, such invalidity, illegality, or unenforceability shall not affect any other provision of this Agreement, but this Agreement shall be construed as if such invalid, illegal, or unenforceable provision had never been contained herein. If, moreover, any one or more of the provisions contained in this Agreement, shall, for any reason, be held to be excessively broad as to time, duration, scope, activity, or subject, each such provision shall be construed by limiting and reducing it so as to be enforceable to the extent compatible with the applicable law as it shall then appear.
19. This Agreement does not represent, and in no way implies:
  - a) a partnership, joint venture or other commercial relationship between the parties;
  - b) an authorization for either party to act as the agent or representative of the other;
  - c) an agreement or commitment by either party to purchase, acquire, develop, or use products or services of the other party;
  - d) an encouragement to either party to expend funds or other resources in the development of products or services.
20. This Agreement may be executed in any number of counterparts, each of which shall be an original, but which together shall constitute one and the same instrument.
21. This Agreement may be executed and delivered electronically. Any electronic signatures shall have the same legal effect as manual signatures.
22. This Agreement is the complete and exclusive statement of the agreement between the parties, and supersedes all prior written and oral communications and agreements relating to the subject matter hereof. This Agreement may only be modified by a written agreement signed by persons duly authorized to sign agreements on behalf of the parties.

IN WITNESS WHEREOF, each party hereto has executed this Agreement by a representative duly authorized as of the date set forth below.

County of Santa Cruz

By: \_\_\_\_\_

Name: TAMMIE WEIGL

Title: ISD DIRECTOR

Date: \_\_\_\_\_

E.F. Johnson Company

By:  \_\_\_\_\_  
DocuSigned by:  
B84CB6E39FC24B7...

Name: DUANE ANDERSON

Title: PRESIDENT & CEO

Date: 12/4/2025

## Certificate Of Completion

Envelope Id: 212649CC-44AA-4D13-92D9-FFD710BAF44D

Status: Delivered

Subject: Complete with Docusign: System Sales Agreement\_FINAL\_Santa\_Cruz County\_2025-08-28 (JN)\_BM-CLEAN.pdf

Source Envelope:

Document Pages: 114

Signatures: 4

Envelope Originator:

Certificate Pages: 5

Initials: 1

Dennis Guerrero

AutoNav: Enabled

701 Ocean Street

Envelopeld Stamping: Enabled

Santa Cruz, CA 95060

Time Zone: (UTC-08:00) Pacific Time (US & Canada)

Dennis.Guerrero@santacruzcountyca.gov

IP Address: 63.194.190.100

## Record Tracking

Status: Original

Holder: Dennis Guerrero

Location: DocuSign

12/1/2025 11:39:17 AM

Dennis.Guerrero@santacruzcountyca.gov

Security Appliance Status: Connected

Pool: FedRamp

Storage Appliance Status: Connected

Pool: County of Santa Cruz

Location: Docusign

## Signer Events

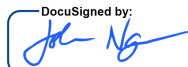
John Nguyen

John.Nguyen@santacruzcountyca.gov

Lead Assistant County County Counsel

Security Level: Email, Account Authentication (None)

## Signature

DocuSigned by:  
  
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Signature Adoption: Uploaded Signature Image  
Using IP Address: 63.194.190.100

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Signed: 12/4/2025 12:29:20 PM

## Electronic Record and Signature Disclosure:

Accepted: 6/12/2024 8:53:19 AM

ID: cff2bd5b-d3a4-40f2-aa61-cc2de5bbd9e3

Duane Anderson

dlanderson@efji.com

CEO

Security Level: Email, Account Authentication (None)

DocuSigned by:  
  
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Signature Adoption: Drawn on Device  
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ID: 98b2a1d6-8af6-42a6-97c7-81108fd3210d

Gina Occhipinti Borasi

Gina.Borasi@santacruzcountyca.gov

Risk Manager

County of Santa Cruz

Security Level: Email, Account Authentication (None)

Signed by:  
  
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Signature Adoption: Pre-selected Style  
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ID: 5f1392e5-7eb7-47e8-b6a6-baa8d5c3b8c6

Tammie Weigl

Tammie.Weigl@santacruzcountyca.gov

ISD Director

County of Santa Cruz

Security Level: Email, Account Authentication (None)

Sent: 12/4/2025 2:32:15 PM

Viewed: 12/4/2025 2:36:01 PM

## Electronic Record and Signature Disclosure:

Accepted: 9/10/2024 9:20:58 AM

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Editor Delivery Events	Status	Timestamp
Agent Delivery Events	Status	Timestamp
Intermediary Delivery Events	Status	Timestamp
Certified Delivery Events	Status	Timestamp
Carbon Copy Events	Status	Timestamp
Witness Events	Signature	Timestamp
Notary Events	Signature	Timestamp
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Payment Events	Status	Timestamps
Electronic Record and Signature Disclosure		

## **ELECTRONIC RECORD AND SIGNATURE DISCLOSURE**

From time to time, County of Santa Cruz (we, us or Company) may be required by law to provide to you certain written notices or disclosures. Described below are the terms and conditions for providing to you such notices and disclosures electronically through the DocuSign system. Please read the information below carefully and thoroughly, and if you can access this information electronically to your satisfaction and agree to this Electronic Record and Signature Disclosure (ERSD), please confirm your agreement by selecting the check-box next to 'I agree to use electronic records and signatures' before clicking 'CONTINUE' within the DocuSign system.

### **Getting paper copies**

At any time, you may request from us a paper copy of any record provided or made available electronically to you by us. You will have the ability to download and print documents we send to you through the DocuSign system during and immediately after the signing session and, if you elect to create a DocuSign account, you may access the documents for a limited period of time (usually 30 days) after such documents are first sent to you. After such time, if you wish for us to send you paper copies of any such documents from our office to you, you will be charged a \$0.00 per-page fee. You may request delivery of such paper copies from us by following the procedure described below.

### **Withdrawing your consent**

If you decide to receive notices and disclosures from us electronically, you may at any time change your mind and tell us that thereafter you want to receive required notices and disclosures only in paper format. How you must inform us of your decision to receive future notices and disclosure in paper format and withdraw your consent to receive notices and disclosures electronically is described below.

### **Consequences of changing your mind**

If you elect to receive required notices and disclosures only in paper format, it will slow the speed at which we can complete certain steps in transactions with you and delivering services to you because we will need first to send the required notices or disclosures to you in paper format, and then wait until we receive back from you your acknowledgment of your receipt of such paper notices or disclosures. Further, you will no longer be able to use the DocuSign system to receive required notices and consents electronically from us or to sign electronically documents from us.

### **All notices and disclosures will be sent to you electronically**

Unless you tell us otherwise in accordance with the procedures described herein, we will provide electronically to you through the DocuSign system all required notices, disclosures, authorizations, acknowledgements, and other documents that are required to be provided or made available to you during the course of our relationship with you. To reduce the chance of you inadvertently not receiving any notice or disclosure, we prefer to provide all of the required notices and disclosures to you by the same method and to the same address that you have given us. Thus, you can receive all the disclosures and notices electronically or in paper format through the paper mail delivery system. If you do not agree with this process, please let us know as described below. Please also see the paragraph immediately above that describes the consequences of your electing not to receive delivery of the notices and disclosures electronically from us.

### **How to contact County of Santa Cruz:**

You may contact us to let us know of your changes as to how we may contact you electronically, to request paper copies of certain information from us, and to withdraw your prior consent to receive notices and disclosures electronically as follows:

To contact us by email send messages to: [nada.algharib@santacruzcounty.us](mailto:nada.algharib@santacruzcounty.us)

### **To advise County of Santa Cruz of your new email address**

To let us know of a change in your email address where we should send notices and disclosures electronically to you, you must send an email message to us at [nada.algharib@santacruzcounty.us](mailto:nada.algharib@santacruzcounty.us) and in the body of such request you must state: your previous email address, your new email address. We do not require any other information from you to change your email address.

If you created a DocuSign account, you may update it with your new email address through your account preferences.

### **To request paper copies from County of Santa Cruz**

To request delivery from us of paper copies of the notices and disclosures previously provided by us to you electronically, you must send us an email to [nada.algharib@santacruzcounty.us](mailto:nada.algharib@santacruzcounty.us) and in the body of such request you must state your email address, full name, mailing address, and telephone number. We will bill you for any fees at that time, if any.

### **To withdraw your consent with County of Santa Cruz**

To inform us that you no longer wish to receive future notices and disclosures in electronic format you may:

- i. decline to sign a document from within your signing session, and on the subsequent page, select the check-box indicating you wish to withdraw your consent, or you may;
- ii. send us an email to [nada.algharib@santacruzcounty.us](mailto:nada.algharib@santacruzcounty.us) and in the body of such request you must state your email, full name, mailing address, and telephone number. We do not need any other information from you to withdraw consent.. The consequences of your withdrawing consent for online documents will be that transactions may take a longer time to process..

### **Required hardware and software**

The minimum system requirements for using the DocuSign system may change over time. The current system requirements are found here: <https://support.docusign.com/guides/signer-guide-signing-system-requirements>.

### **Acknowledging your access and consent to receive and sign documents electronically**

To confirm to us that you can access this information electronically, which will be similar to other electronic notices and disclosures that we will provide to you, please confirm that you have read this ERSD, and (i) that you are able to print on paper or electronically save this ERSD for your future reference and access; or (ii) that you are able to email this ERSD to an email address where you will be able to print on paper or save it for your future reference and access. Further, if you consent to receiving notices and disclosures exclusively in electronic format as described herein, then select the check-box next to 'I agree to use electronic records and signatures' before clicking 'CONTINUE' within the DocuSign system.

By selecting the check-box next to 'I agree to use electronic records and signatures', you confirm that:

- You can access and read this Electronic Record and Signature Disclosure; and
- You can print on paper this Electronic Record and Signature Disclosure, or save or send this Electronic Record and Disclosure to a location where you can print it, for future reference and access; and
- Until or unless you notify County of Santa Cruz as described above, you consent to receive exclusively through electronic means all notices, disclosures, authorizations, acknowledgements, and other documents that are required to be provided or made available to you by County of Santa Cruz during the course of your relationship with County of Santa Cruz.