

DAILEY-WELLS COMMUNICATIONS

3440 E. Houston St., San Antonio, TX 78219



To: Richard Morales
IT Manager, Radio Services
Information Technology Services Dept (ITSD)
City of San Antonio
Phone: (210)207-7022 Cell: (210)215-7022
From: Anna Solis (210) 269-3035
Date: August 27, 2015

H-GAC Contract: Contract RA05-15

City of San Antonio - Summary Sheet

Police:	XG-75P's, 700/800MHz, System Model with AES/DES Encryption - Midnight Black	300 Units	\$ 1,300,908.00
	XG-75Ms, 700/800MHz, System Model with AES/DES Encryption, Remote Mount	10 Units	\$ 49,950.00
	CS7000, 700/800MHz, System Model with AES/DES Encryption, Local/Remote	10 Units	\$ 68,162.99
	Sub-Total:		\$ 1,419,020.99
Fire:	XG-75P's 700/800MHz, System Model - Yellow	150 Units	\$ 626,590.50
	XG-75Ms, 700/800MHz, System Model, Remote Mount	10 Units	\$ 49,950.00
	CS7000, 700/800MHz, System Model, Local/Remote	10 Units	\$ 71,452.10
	Sub-Total:		\$ 747,992.60
Animal Care Services:	CS7000 Control Stations with Antenna Systems	Sub-Total:	2 Units \$ 22,052.32
Extended Sub-Total:			\$ 2,189,065.91
H-GAC Fee:			\$ 32,835.99
Extended Total:			\$ 2,221,901.90

From: Anna Solis
Major Accounts Representative
Dailey-Wells Communications
3440 E. Houston St.
San Antonio, TX 78219
210.893.6571 Phone
210.893.6702 Fax
210.269.3035 Cell
anna@dwcomm.com

Terms: Net 30 Days
Pick-up at Dailey-Wells
Price Quote Valid for 60 Days from above Date

DAILEY-WELLS COMMUNICATIONS

3440 E. Houston St., San Antonio, TX 78219



To: Richard Morales
IT Manager, Radio Services
Information Technology Services Dept (ITSD)
City of San Antonio
Phone: (210)207-7022 Cell: (210)215-7022
From: Anna Solis (210) 269-3035
Date: August 27, 2015

H-GAC Contract: Contract RA05-15
COSA PD

XG-75 Portable, ProVoice & P25 Trunking Phase I & II, 700/800MHz - SYSTEM

Item	Part Number	Description	Qty.	Unit List	Disc. %	Unit Sale	Ext Sale
1	EVXG-PF78M	Portable, XG-75, 700/800 MHz, System (Midnight Black)	300	\$ 2,205.00	26%	\$ 1,631.70	\$ 489,510.00
2	EV-P25ED	Feature Package, P25 Trunking & EDACS	300	\$ 1,600.00	26%	\$ 1,184.00	\$ 355,200.00
3	EV-PRO	Feature, ProVoice	300	\$ 250.00	26%	\$ 185.00	\$ 55,500.00
4	EVXG-NPL4F	Feature, P25 Phase II TDMA	300	\$ 250.00	26%	\$ 185.00	\$ 55,500.00
5	MAEV-NPL7G	Feature, EDACS Security Key (ESK)	300	\$ 110.00	26%	\$ 81.40	\$ 24,420.00
6	MAEV-PKG8F	Feature, DES/AES Encryption	300	\$ 595.00	26%	\$ 440.30	\$ 132,090.00
7	MAEV-NNC5K	Antenna, 700/800 MHz, Flexible End-Fed Gain	300	\$ 30.00	26%	\$ 22.20	\$ 6,660.00
8	MAEV-PA2U	Battery, Li-Polymer	600	\$ 140.00	26%	\$ 103.60	\$ 62,160.00
9	MAEV-NCH9T	Charger, Single, Tri-Chemistry	300	\$ 120.00	26%	\$ 88.80	\$ 26,640.00
10	MAEV-NHC2C	Leather Case With Belt Loop	300	\$ 60.00	26%	\$ 44.40	\$ 13,320.00
11	MAEV-NHC2G	Belt Clip, Standard	300	\$ 20.00	26%	\$ 14.80	\$ 4,440.00
12	MAEV-NAE6A	Speaker Microphone With Emergency	300	\$ 160.00	26%	\$ 118.40	\$ 35,520.00
13	MA-018364-001	Thumbscrew for XG-75 Speaker Microphone	300	\$ 29.95	26%	\$ 22.16	\$ 6,648.00
14	MAH2-VC4PB	Charger, VC4000, Tri-Chem w/Install Kit	300	\$ 150.00	26%	\$ 111.00	\$ 33,300.00
	Basic Radio Includes ProScan, Dynamic Regroup and Emergency.			\$ 5,719.95		\$ 4,232.76	
Total:							\$ 1,300,908.00

From: Anna Solis
Major Accounts Representative
Dailey-Wells Communications
3440 E. Houston St.
San Antonio, TX 78219
210.893.6571 Phone
210.893.6702 Fax
210.269.3035 Cell
anna@dwcomm.com

Terms: Net 30 Days
Price valid for 60 days

DAILEY-WELLS COMMUNICATIONS

3440 E. Houston St., San Antonio, TX 78219



To: Richard Morales
IT Manager, Radio Services
Information Technology Services Dept (ITSD)
City of San Antonio
Phone: (210)207-7022 Cell: (210)215-7022
From: Anna Solis (210) 269-3035
Date: August 27, 2015

H-GAC Contract: Contract RA05-15
COSA PD

XG-75M Mobile, Provoice, P25 Trunking Phase I & II, 700/800MHz, AES/DES Encryption System -Remote Mount-

Item	Part Number	Description	Qty.	Unit List	Disc. %	Unit Sale	Ext Sale
1	MAMW-SDMXX	XG-75M Mobile, 700/800 MHz	10	\$ 2,300.00	26%	\$1,702.00	\$ 17,020.00
2	MW-P25ED	Feature Package, P25 Trunking & EDACS	10	\$1,600.00	26%	\$1,184.00	\$ 11,840.00
3	MW-PRO	Feature, ProVoice	10	\$ 250.00	26%	\$ 185.00	\$ 1,850.00
4	MW-PL4F	Feature, Phase II, TDMA	10	\$ 250.00	26%	\$ 185.00	\$ 1,850.00
5	MAMW-NPL7G	Feature , ESK	10	\$ 110.00	26%	\$ 81.40	\$ 814.00
6	MAMW-PKG8F	Feature Package, Encryption AES/DES	10	\$ 595.00	26%	\$ 440.30	\$ 4,403.00
7	MAMW-NCP9F	Control Head, CH-721, SYSTEM, REMOTE MOUNT	10	\$ 825.00	26%	\$ 610.50	\$ 6,105.00
8	MAMW-NZN7R	Kit, Accessories, Remote Mount	10	\$ 360.00	26%	\$ 266.40	\$ 2,664.00
9	MAMW-NMC7Z	Microphone, Mobile	10	\$ 80.00	26%	\$ 59.20	\$ 592.00
10	FL-018314-001	Noise Suppressor, 15 AMPS	20	\$ 120.00	26%	\$ 88.80	\$ 1,776.00
11	AN-225001-004	Antenna, Element, 700/8000MHz, 2dB Low Profile	10	\$ 60.00	26%	\$ 44.40	\$ 444.00
12	AN-125001-002	Antenna, Base, Standard Roof Mnt Low Loss	10	\$ 80.00	26%	\$ 59.20	\$ 592.00
	Basic radio includes Emergency, 1024 Systems/Grps and Dynamic Regroup Functions			\$ 6,630.00		\$4,906.20	
Note: Installation Not Included						Total:	\$ 49,950.00

From: Anna Solis
Major Accounts Representative
Dailey-Wells Communications
3440 E. Houston St.
San Antonio, TX 78219
210.893.6571 Phone
210.893.6702 Fax
210.269.3035 Cell
anna@dwcomm.com

Terms: Net 30 Days
Price valid for 60 days

DAILEY-WELLS COMMUNICATIONS

3440 E. Houston St., San Antonio, TX 78219



To: Richard Morales
IT Manager, Radio Services
Information Technology Services Dept (ITSD)
City of San Antonio
Phone: (210)207-7022 Cell: (210)215-7022
From: Anna Solis (210) 269-3035
Date: August 27, 2015

H-GAC Contract: Contract RA05-15
COSA PD

CS7000 Control Station, ProVoice & P25 Trunking Phase I & Phase II, 700/800MHz

-System Model-

Item	Part Number	Description	Qty.	Unit List	Disc. %	Unit Sale	Ext Sale
1	MAMW-NZN8L	Control Station, Local/Remote, CS7000	10	\$ 2,890.00	26%	\$ 2,138.60	\$ 21,386.00
2	MAMW-ZN9F	Microphone, Desktop, SP721	10	\$ 195.00	26%	\$ 144.30	\$ 1,443.00
3	MAMW-SDMXX	XG-75M Mobile, 700/800 MHz, 35W	10	\$ 2,300.00	26%	\$ 1,702.00	\$ 17,020.00
4	MW-P25ED	Feature Pack, P25 Trunking & EDACS	10	\$ 1,600.00	26%	\$ 1,184.00	\$ 11,840.00
5	MW-PRO	Feature, ProVoice	10	\$ 250.00	26%	\$ 185.00	\$ 1,850.00
6	MW-PL4F	Feature, P25 Phase II	10	\$ 250.00	26%	\$ 185.00	\$ 1,850.00
7	MAMW-NPL7G	Feature, EDACS Security Key(ESK)	10	\$ 110.00	26%	\$ 81.40	\$ 814.00
8	MAMW-PKG8F	Feature, 256-AES and 64-DES Encryption	10	\$ 595.00	26%	\$ 440.30	\$ 4,403.00
9	MAMW-NCP9H	Control Unit, System, Front Mount	10	\$ 790.00	26%	\$ 584.60	\$ 5,846.00
						Sub-total:	\$ 66,452.00

Note: *COSA will re-use existing antenna systems.

Note: **Installation pricing contingent on site survey.

XG-75M Desktop Remote (Can add up to 5 per radio) - For use at PD Headquarters

Item	Part Number	Description	Qty.	Unit List	Disc. %	Unit Sale	Ext Sale
1	MAMW-NZN7D	Control Unit, 2-6, CH-721 System Model w/Instl Hdwr	1	\$ 1,220.00	26%	\$ 902.80	\$ 902.80
2	CA-009562-250	Cable Assembly, CAN, 250 ft, Straight-Right	1	\$ 685.00	26%	\$ 506.90	\$ 506.90
3	MAMW-ZN9F	Microphone, Desktop	1	\$ 195.00	26%	\$ 144.30	\$ 144.30
4	SEC-1212	Power Supply for Control Head	1	\$ 128.00	10%	\$ 115.20	\$ 115.20
5	12400-H	Housing for Control Head	1	\$ 46.43	10%	\$ 41.79	\$ 41.79
						Sub-total:	\$ 1,710.99

Extended Total: \$ 68,162.99

Terms: Net 30 Days

Price Valid for 60 Days from the Above Date

DAILEY-WELLS COMMUNICATIONS

3440 E. Houston St., San Antonio, TX 78219



To: Richard Morales
IT Manager, Radio Services
Information Technology Services Dept (ITSD)
City of San Antonio
Phone: (210)207-7022 Cell: (210)215-7022
From: Anna Solis (210) 269-3035
Date: August 27, 2015

H-GAC Contract: Contract RA05-15
COSA Fire

XG-75 Portable, ProVoice & P25 Trunking Phase I & II, 700/800MHz - SYSTEM

Item	Part Number	Description	Qty.	Unit List	Disc. %	Unit Sale	Ext Sale
1	EVXG-PF78Y	Portable, XG-75, 700/800 MHz, System (Yellow Case)	150	\$ 2,205.00	26%	\$ 1,631.70	\$ 244,755.00
2	EV-P25ED	Feature Package, P25 Trunking & EDACS	150	\$ 1,600.00	26%	\$ 1,184.00	\$ 177,600.00
3	EV-PRO	Feature, ProVoice	150	\$ 250.00	26%	\$ 185.00	\$ 27,750.00
4	EVXG-NPL4F	Feature, P25 Phase II TDMA	150	\$ 250.00	26%	\$ 185.00	\$ 27,750.00
5	MAEV-NPL7G	Feature, EDACS Security Key (ESK)	150	\$ 110.00	26%	\$ 81.40	\$ 12,210.00
6	EV-PL4U	Feature, Single Key DES Encryption	150	\$ 0.01	0%	\$ 0.01	\$ 1.50
7	MAEV-PKGMR	Immersible Radio Operation	150	\$ 240.00	26%	\$ 177.60	\$ 26,640.00
8	MAEV-NNC5K	Antenna, 700/800 MHz, Flexible End-Fed Gain	150	\$ 30.00	26%	\$ 22.20	\$ 3,330.00
9	EV-ZN2J	Kit, Oversize Knob, XG-75	150	\$ 25.00	26%	\$ 18.50	\$ 2,775.00
10	EV-AE1W	Speaker Mic., Premium, Fire, Noise Cancelling - Yellow	150	\$ 475.00	26%	\$ 351.50	\$ 52,725.00
11	MA-018364-001	Thumbscrew for XG-75 Speaker Microphone	150	\$ 29.95	26%	\$ 22.16	\$ 3,324.00
12	MAEV-PA2U	Battery, Li-Polymer, 3600 MAH	150	\$ 140.00	26%	\$ 103.60	\$ 15,540.00
13	MAEV-NCH9T	Charger, Single, Tri-Chemistry	150	\$ 120.00	26%	\$ 88.80	\$ 13,320.00
14	MAH2-VC4PB	Charger, VC4000, Tir-Chem w/Install Kit	150	\$ 150.00	26%	\$ 111.00	\$ 16,650.00
15	MAEV-NHC2G	Belt Clip, Standard	150	\$ 20.00	26%	\$ 14.80	\$ 2,220.00
	Basic Radio Includes ProScan, Dynamic Regroup and Emergency.			\$ 5,644.96		\$ 4,177.27	
Total:							\$ 626,590.50

From: Anna Solis
Major Accounts Representative
Dailey-Wells Communications
3440 E. Houston St.
San Antonio, TX 78219
210.893.6571 Phone
210.893.6702 Fax
210.269.3035 Cell
anna@dwcomm.com

Terms: Net 30 Days
Price valid for 60 days

DAILEY-WELLS COMMUNICATIONS

3440 E. Houston St., San Antonio, TX 78219



To: Richard Morales
IT Manager, Radio Services
Information Technology Services Dept (ITSD)
City of San Antonio
Phone: (210)207-7022 Cell: (210)215-7022
From: Anna Solis (210) 269-3035
Date: August 27, 2015

H-GAC Contract: Contract RA05-15
COSA Fire

XG-75M Mobile, Provoice, P25 Trunking Phase I & II, 700/800MHz, AES/DES Encryption System -Remote Mount-

Item	Part Number	Description	Qty.	Unit List	Disc. %	Unit Sale	Ext Sale
1	MAMW-SDMXX	XG-75M Mobile, 700/800 MHz	10	\$ 2,300.00	26%	\$1,702.00	\$17,020.00
2	MW-P25ED	Feature Package, P25 Trunking & EDACS	10	\$1,600.00	26%	\$1,184.00	\$11,840.00
3	MW-PRO	Feature, ProVoice	10	\$ 250.00	26%	\$ 185.00	\$ 1,850.00
4	MW-PL4F	Feature, Phase II, TDMA	10	\$ 250.00	26%	\$ 185.00	\$ 1,850.00
5	MAMW-NPL7G	Feature , ESK	10	\$ 110.00	26%	\$ 81.40	\$ 814.00
6	MAMW-PKG8F	Feature Package, Encryption AES/DES	10	\$ 595.00	26%	\$ 440.30	\$ 4,403.00
7	MAMW-NCP9F	Control Head, CH-721, SYSTEM, REMOTE MOUNT	10	\$ 825.00	26%	\$ 610.50	\$ 6,105.00
8	MAMW-NZN7R	Kit, Accessories, Remote Mount	10	\$ 360.00	26%	\$ 266.40	\$ 2,664.00
9	MAMW-NMC7Z	Microphone, Mobile	10	\$ 80.00	26%	\$ 59.20	\$ 592.00
10	FL-018314-001	Noise Suppressor, 15 AMPS	20	\$ 120.00	26%	\$ 88.80	\$ 1,776.00
11	AN-225001-004	Antenna, Element, 700/800MHz, 2dB Low Profile	10	\$ 60.00	26%	\$ 44.40	\$ 444.00
12	AN-125001-002	Antenna, Base, Standard Roof Mnt Low Loss	10	\$ 80.00	26%	\$ 59.20	\$ 592.00
Basic radio includes Emergency, 1024 Systems/Grps and Dynamic Regroup Functions				\$ 6,630.00		\$4,906.20	
Note: Installation Not Included						Total:	\$ 49,950.00

From: Anna Solis
Major Accounts Representative
Dailey-Wells Communications
3440 E. Houston St.
San Antonio, TX 78219
210.893.6571 Phone
210.893.6702 Fax
210.269.3035 Cell
anna@dwcomm.com

Terms: Net 30 Days
Price valid for 60 days

DAILEY-WELLS COMMUNICATIONS

3440 E. Houston St., San Antonio, TX 78219



To: Richard Morales
IT Manager, Radio Services
Information Technology Services Dept (ITSD)
City of San Antonio
Phone: (210)207-7022 Cell: (210)215-7022
From: Anna Solis (210) 269-3035
Date: August 27, 2015

H-GAC Contract: Contract RA05-15
COSA FD

CS7000 Control Station, ProVoice & P25 Trunking Phase I & Phase II, 700/800MHz

-System Model-

Item	Part Number	Description	Qty.	Unit List	Disc. %	Unit Sale	Ext Sale
1	MAMW-NZN8L	Control Station, Local/Remote, CS7000	10	\$ 2,890.00	26%	\$ 2,138.60	\$ 21,386.00
2	MAMW-ZN9F	Microphone, Desktop, SP721	10	\$ 195.00	26%	\$ 144.30	\$ 1,443.00
3	MAMW-SDMXX	XG-75M Mobile, 700/800 MHz, 35W	10	\$ 2,300.00	26%	\$ 1,702.00	\$ 17,020.00
4	MW-P25ED	Feature Pack, P25 Trunking & EDACS	10	\$ 1,600.00	26%	\$ 1,184.00	\$ 11,840.00
5	MW-PRO	Feature, ProVoice	10	\$ 250.00	26%	\$ 185.00	\$ 1,850.00
6	MW-PL4F	Feature, P25 Phase II	10	\$ 250.00	26%	\$ 185.00	\$ 1,850.00
7	MAMW-NPL7G	Feature, EDACS Security Key(ESK)	10	\$ 110.00	26%	\$ 81.40	\$ 814.00
8	MAMW-PKG8F	Feature, 256-AES and 64-DES Encryption	10	\$ 595.00	26%	\$ 440.30	\$ 4,403.00
9	MW-PL4U	Feature, Single-Key DES Encryption	10	\$ 0.01	0%	\$ 0.01	\$ 0.10
10	MAMW-NCP9H	Control Unit, System, Front Mount	10	\$ 790.00	26%	\$ 584.60	\$ 5,846.00
	Labor	Fire Alert Option (Labor & Materials)	10	\$ 500.00	0%	\$ 500.00	\$ 5,000.00
						Total:	\$ 71,452.10

Note: *COSA will re-use existing antenna systems.

Note: **Installation pricing contingent on site survey.

From: Anna Solis
Major Accounts Representative
Dailey-Wells Communications
3440 E. Houston St.
San Antonio, TX 78219
210.893.6571 Phone
210.893.6702 Fax
210.269.3035 Cell
anna@dwcomm.com

Terms: Net 30 Days
Price Valid for 60 Days from the Above Date

DAILEY-WELLS COMMUNICATIONS

3440 E. Houston St., San Antonio, TX 78219



To: Richard Morales
IT Manager, Radio Services
Information Technology Services Dept (ITSD)
City of San Antonio
Phone: (210)207-7022 Cell: (210)215-7022
From: Anna Solis (210) 269-3035
Date: August 27, 2015

H-GAC Contract: Contract RA05-15
Animal Care Services

CS7000 Control Station, ProVoice & P25 Trunking Phase I & Phase II, 700/800MHz -System Model-

Item	Part Number	Description	Qty.	Unit List	Disc. %	Unit Sale	Ext Sale
1	MAMW-NZN8L	Control Station, Local/Remote, CS7000	2	\$ 2,890.00	26%	\$ 2,138.60	\$ 4,277.20
2	MAMW-ZN9F	Microphone, Desktop, SP721	2	\$ 195.00	26%	\$ 144.30	\$ 288.60
3	MAMW-SDMXX	XG-75M Mobile, 700/800 MHz, 35W	2	\$ 2,300.00	26%	\$ 1,702.00	\$ 3,404.00
4	MW-P25ED	Feature Pack, P25 Trunking & EDACS	2	\$ 1,600.00	26%	\$ 1,184.00	\$ 2,368.00
5	MW-PRO	Feature, ProVoice	2	\$ 250.00	26%	\$ 185.00	\$ 370.00
6	MW-PL4F	Feature, P25 Phase II	2	\$ 250.00	26%	\$ 185.00	\$ 370.00
7	MAMW-NPL7G	Feature, EDACS Security Key(ESK)	2	\$ 110.00	26%	\$ 81.40	\$ 162.80
8	MAMW-NCP9H	Control Unit, System, Front Mount	2	\$ 790.00	26%	\$ 584.60	\$ 1,169.20
9	CSINSTALL	Installation of Control Station	1	\$ 255.00	0%	\$ 255.00	\$ 255.00
Sub-total:							\$ 12,664.80

CS7000 Control Station Modification for Headset and Footswitch

Item	Part Number	Description	Qty.	Unit List	Disc. %	Unit Sale	Ext Sale
1	DWC-HSC	Headset/Footswitch Controller (allows a headset and footswitch on CS7000)	1	\$ 2,000.00	0%	\$ 2,000.00	\$ 2,000.00
2	HW710	Plantronics Headset	1	\$ 142.00	10%	\$ 127.80	\$ 127.80
3	S-P10	Adapter 4 Wire Jackbox to Headset	1	\$ 110.00	10%	\$ 99.00	\$ 99.00
4	DWC-Labor	Installation and Setup for Jackbox and Footswitch	1	\$ 170.00	0%	\$ 170.00	\$ 170.00
Sub-total:							\$ 2,396.80

CS7000 Control Stations - Antenna Systems

Item	Part Number	Description	Qty.	Unit List	Disc. %	Unit Sale	Ext Sale
1	LMR-400LL-PL-BK	LMR400 Transmission Line (Cable), Plenum	400	\$ 6.00	0%	\$ 6.00	\$ 2,400.00
2	BS800	762MHz to 894MHz, Base Station Antenna	4	\$ 144.48	0%	\$ 144.48	\$ 577.92
3	TC-400-NMH-PL-X	N-Type (M) Connector for above Cable	16	\$ 9.80	0%	\$ 9.80	\$ 156.80
4	LP-BTR-NFF	20-1000 MHz, Flange Mount Arrestor, N(F)	4	\$ 89.00	0%	\$ 89.00	\$ 356.00
5	Misc. Materials	Weather Proofing and Misc. Grounding Supplies	4	\$ 125.00	0%	\$ 125.00	\$ 500.00
6	DWC-LABOR	Antenna System Installation (2Men)	1	\$ 3,000.00	0%	\$ 3,000.00	\$ 3,000.00
Sub-total:							\$ 6,990.72

Note; *COSA must provide egress for antenna system.

Please provide 4" penetration pipe with weatherhead
on roof.

**COSA must provide ground within 20' of egress and antenna system.
egress and antenna system.,

Extended Total: **\$ 22,052.32**

Terms: Net 30 Days
Price Valid for 60 Days from the Above Date