

RFP 2012-038
Two Way Radios

Vendor Name/Description	Airwave Radio Inc.			SAT Radio Communications, LTD dba Industrial Communications			RELM Wireless Corporation			RZ Communications		
Location	San Antonio, Texas			San Antonio, Texas			W. Melbourne, Florida			Laredo, Texas		
Percentage Discount off list price on items not listed below	15%			25%			34%			30% Buy Board Pricing Contract #364-10		
Section I. Portable Radios												
Description	Unit Price	Replacement Battery Price	Brand/Model if other than Specified	Unit Price	Replacement Battery Price	Brand/Model if other than Specified	Unit Price	Replacement Battery Price	Brand/Model if other than Specified	Unit Price	Replacement Battery Price	Brand/Model if other than Specified
Motorola CP-200 4ch LS UHF	\$340.00	\$61.00	Motorola CP200 XLS-128ch	\$270.76	\$42.00	As Specified	\$203.00	\$50.00	RELM/RPU7200 for Radio/BPRP1772 for Battery	\$224.00	\$30.00	Vertex VX-451
Motorola HT-1250 LS UHF	No Bid	No Bid	No Bid	\$599.00	\$29.00	As Specified	\$292.12	\$50.00	RELM/RPU7500 for Radio/BPRP1771 for Battery	\$286/\$308	\$30.00	Vertex VX-454/ Vertex VX-459
Kenwood TK-3202 UHF	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	\$203.00	\$50.00	RELM/RPU7200 for Radio/BPRP1772 for	\$157.50	\$30.00	Vertex VX-231
Kenwood TK-3193 UHF (trunking)	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	\$310.00	\$30.00	Vertex VX-420
Kenwood TK-3180 UHF (trunking)	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	\$329.00	\$30.00	Vertex VX-454
Harris P3300 (P25 compliant)	\$1,262.40	\$84.00	Harris P3350 UHF P25	No Bid	No Bid	No Bid	\$1,445.00	\$96.00	KNG-P500 for Radio/KAA0100 for Battery	No Bid	No Bid	No Bid
Harris P7150 (P25 compliant)	\$1,928.00	\$100.00	Harris P7150 UHF P25	No Bid	No Bid	No Bid	\$1,445.00	\$96.00	KNG-P500 for Radio/KAA0100 for Battery	No Bid	No Bid	No Bid
Section II. Dash Mounted mobile radios (prices include installation)												
Description	Unit Price	Unit Price installed w/3db antenna	Brand/Model if other than Specified	Unit Price	Unit Price installed w/3db antenna	Brand/Model if other than Specified	Unit Price	Unit Price installed w/3db antenna	Brand/Model if other than Specified	Unit Price	Unit Price installed w/3db antenna	Brand/Model if other than Specified
Motorola M-1225 LS UHF	No Bid	No Bid	No Bid	\$527.02	\$581.27	Motorola CDM 1550LST	\$620.00	\$820.00	RELM/RMU8145	\$432.00	\$482.00	Vertex VX-4600
Motorola XPR 4350 UHF (trunking)	No Bid	No Bid	No Bid	\$436.12	\$490.37	As Specified	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
Kenwood TK-863G UHF	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	\$620.00	\$820.00	RELM/RMU8145	No Bid	No Bid	No Bid
Kenwood TK-8180H UHF (trunking)	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	\$372.50	\$422.50	Vertex VX-2200
Harris M3300 UHF (P25 compliant)	\$1,735.00	\$1,735.00	Harris M3300 UHF P25	No Bid	No Bid	No Bid	\$2,258.00	\$2,458.00	KNG-M500	No Bid	No Bid	No Bid
Harris M7100 UHF (P25 compliant)	\$2,888.00	\$2,888.00	M7100UHF P25	No Bid	No Bid	No Bid	\$2,258.00	\$2,458.00	KNG/M500	No Bid	No Bid	No Bid
Section III. Preventive Maintenance for Dash Mounted Radios on School Buses												
Price per unit for a 4-times a year inspection	\$80.00			\$32.00			No Bid			\$40.00		
Annual lump sum pricing for 100% of the Transportation Fleet containing dash-mounted two-way radios with inspections 4-times a year	\$24,000.00			\$9,850.00			No Bid			\$12,000.00		
Section IV. Miscellaneous Equipment												
Description	Unit Price	Brand/Model if other than Specified		Unit Price	Brand/Model if other than Specified		Unit Price	Brand/Model if other than Specified		Unit Price	Brand/Model if other than Specified	
Remote Speaker microphone (Motorola specified)	\$50.75	HMN3001A		\$44.97/ \$49.80	HT 1250LST - PMMN4021/CP200- PMMN4013		\$96.00	KAA0200		No Bid	No Bid	
Section V. Hourly Rates for Repair & Maintenance for Radios, Towers, Repeaters & Miscellaneous Equipment.												
Labor cost per hour per technician	\$60.00			*\$48.00			No Bid			\$75.00		
Notes				*Does not include travel time; vendor will bill travel time separately at \$48/hr. If technician needs to stay overnight due to multiple repairs, vendor will waive travel fee.								