



Scientel Solutions, LLC  
1120 Jupiter Rd., Suite 100  
Plano, TX 75074  
USA

May 11, 2017

Rosanne Lemus  
Buyer, CPPB  
City of Allen, TX  
305 Century Parkway  
Allen, TX 75013

Subject: City of Allen Microwave Network Replacement Project #2107-2-48 Final Revised Pricing

Dear Ms. Lemus,

Scientel Solutions, LLC (Scientel) is pleased to present to you the pricing revisions requested to our May 08, 2017 revised price sheet based on the City of Allen's feedback.

As discussed, we removed three subscriber sites and added pricing for a new PTP link. We have also added revised payment milestones.

Let me know if you have any further questions.

This Proposal is valid for ninety (90) days from the date of this letter. Scientel would be happy to discuss any concerns that the City of Allen may have with the Proposal.

Sincerely,  
SCIENTEL SOLUTIONS, LLC.

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## 1.1 Pricing Itemization & Spare Pricing

### BID FORM AND PRICING

PRICING PROPOSAL RESPONSE WORKSHEET					
Item #	Description	Unit of Measure	Unit Price	Qty	Extended Price
1	<b>MICROWAVE NETWORK EQUIPMENT</b>	1	\$1,757.60	18	\$31637.00
1.1	Microwave Radio Equipment	1 End	\$12,264.72	14	\$171706.11
1.2	Cabling / Connectors / Grounding			1	\$5136.00
1.3	Network Management System	1	\$1,556.00	1	\$1,556.00
1.4	DC Power Systems				
1.5	Antenna Equipment	1	\$2,773.56	7	\$19414.89
1.6	Ancillary Equipment				\$27529.45
2	<b>MICROWAVE NETWORK SERVICES</b>			1	\$20,835
2.1	Electrical Work (Installation of 20 AMP and separate single gang				
2.2	Installation / Configuration			1	\$54,930.00
2.2.1	Microwave Antenna Equipment			1	\$28,000.00
2.2.2	Radios				
2.2.3	NMS				
2.2.4	Equipment Enclosure				
2.3	<b>Testing</b>	1	\$13,420.00	1	\$13,420.00
2.3.1	DC Power Equipment				
2.3.2	Radios				
2.3.3	NMS				
2.4	<b>Microwave Network Spares</b>				Included below
2.4.1	Radio Equipment Spares				
2.4.2	DC Power System Spares				
3	<b>Training</b>	1	\$1,120.00	1	\$1,120.00
4	<b>Project Management</b>			1	\$27,060.00

Grand Total items 1 through 4 (unit price column) \$ 402,334.34

Pricing is revised as follows:

**Allen Revised Pricing Summary**

Original Price	\$ 402,344.34
Less 3 Subscribers	<u>\$ (15,300.00)</u>
<b>Updated Pricing</b>	<b>\$ 387,044.34</b>
Add Licensed PTP Link To Original Scope	\$ 39,725.00
<b>Updated Price with all Options</b>	<b>\$ 426,769.34</b>
Management Discount	<u>\$ (12,803.08)</u>
<b>New Total - All Options</b>	<b><u>\$ 413,966.26</u></b>

Scientel Solutions has agreed to a revised billing milestone schedule as follows:

- 10% at Notice to Proceed
- 25% at Detail Design Review Sign Off
- 25% at Equipment Receive
- 25% at Installation Complete
- 15% at Project Sign off (Final Acceptance)