EXHIBIT E – PRICING SHEET

1. Core Wireless Communications Products:

Core categories are provided for Proposers in the Tables below. Proposers should refer to Exhibit F, section 3 for guidance on hardware that qualifies for each tiered category below.

The City has Estimated the quantities of each category of hardware it intends to purchase over the course of the contract. (Proposers should note, these volumes are provided as guidance only, the City reserves the right to amend volumes purchased at its sole discretion.)

Table 1. Estimated volumes of Core Products

Category	Portables	Mobiles	Control Stations
Tier 1	105	20	5
Tier 2	200	100	5
Tier 3	4300	1800	25
Totals	4605	1920	35

Proposers should provide a unit price for each of their proposed Core Products:

Table 2. Unit Price for Core Products

Category	Portables	Mobiles	Control Stations
Tier 1	$	$	$
Tier 2	$	$	$
Tier 3	$	$	$

Proposers should provide an annual cost to maintain and support each of the proposed units of hardware.

Table 3. Annual Maintenance and Support Costs for each Core Product

Category	Portables	Mobiles	Control Stations
Tier 1	$	$	$

Tier 2	$	$	$
Tier 3	$	$	$

Proposers should confirm product codes, number of warranty years provided at purchase, a product description, the MSRP price, and the City discount-off of MSRP for each of the core products proposed.

Table 4. Core Product Details

ID	Category	Product Code	No. of Warranty Years Standard	Product Description	MSRP ($)	City Discount (% off MSRP)
1	Portable Radio – Tier 1					
2	Portable Radio – Tier 2					
3	Portable Radio – Tier 3					
4	Mobile Radio – Tier 1					
5	Mobile Radio – Tier 2					
6	Mobile Radio – Tier 3					
7	Control Station – Tier 1					
8	Control Station – Tier 2					

2. Non-core Wireless Communications Products:

Proposers are requested to supply product descriptions, products codes, and applicable discounts per product *exactly* according to the table provided below (within each of the designated categories). Additional space is provided for Proposers to add further categories, as may be necessary.

Table 5 – Non-core Wireless Communications Products Pricing

ID	Category	Product Code	Product Description	MSRP ($)	City Discount (% off MSRP)
9	List Portable Radio Accessories				
10	List Mobile Radio Accessories				
11	List Control Station Accessories				
12	Software Licensing – Portables				
13	Software Licensing – Mobiles				
14	Software Licensing – Control Stations				
15	Software Upgrades – Portables				
16	Software Upgrades – Mobiles				
17	Software Upgrades – Control Stations				
18	Applications - Portables				
19	Applications - Mobiles				
20	Applications – Control Stations				
21	Programming Hardware/Software - Portables				
22	Programming Hardware/Software - Mobiles				
23	Programming Hardware/Software - Control Stations				

24	Services – Subscriber Radio Provisioning				
25	Services – Training				
26	Services - Maintenance				

3. <u>Related Wireless Communications Third-Party Products (optional):</u>

Proposers may populate the following table with third-party products that may be relevant to their product offering, and per the requirements described within this RFP.

Table 6 – Related Third-Party Products Pricing

ID	Category	Product Code	Product Description	MSRP ($)	City Discount (% off MSRP)

4. <u>Financing Option</u> (optional*)
Proposers may provide a financing proposal for the equipment, either through direct financing or through a third-party partner. Financing proposals should include:
a. Name of entity offering financing;

b. Proposed interest rate(s) or formula to acquire interest rate;
c. Proposed term(s);
d. Estimated amortization schedule(s);
e. Any additional notes or stipulations; and
f. Term sheet with key financing terms and/or draft financing agreement.

*NOTE: Section 4 ("Financing Option") is optional. Proposers are not required to provide a financing option, and the response (if any) to section 4 will not be considered as part of the RFP evaluation.