CRYSTAL COMMUNICATIONS
Complete Wireless Solutions Provider

1601 Neptune Drive
San Leandro, CA 94577
800-895-9511

San Leandro Unified School District
Attn: Rocky Medeiros
2255 Bancroft Avenue
San Leandro, CA 94577

Proposal 4: NXDN System SLUSD Owned - Revised

Qty	Description	*SPECIAL* pricing	Ext. Price
3	Kenwood NXR-8101PSDI Nexedge Digital Repeater Station with Duplexer and IP Network Functionality, 5-40W, 450-520MHz Includes Power Supply, Duplexer,Cables & 2- year Kenwood warranty. **Requires Static IP address at each repeater locations**	$ 2,296.00	$ 6,888.00
2	Antenna Systems Includes: Unity Gain antenna, low loss coax, mast, hardware and connectors.	$ 350.00	$ 700.00
80	Kenwood NX-3320-SLKVP Digital UHF Portable Package Includes: Stubby Antenna, Li-ion battery, Rapid Charger, Spring Clip, and 3-year Kenwood Radio warranty.	$ 495.52	$ 39,641.60
100	Kenwood NX-340UK Digital UHF Radio Package Includes: Antenna, Li-ion battery, Rapid Charger, Spring Clip, and 3-year Kenwood Radio warranty.	$ 257.25	$ 25,725.00
180	Programming & Tuning to FCC Specifications (Reg. $55.00)	$ 25.00	$ 4,500.00
1	Installation of Antenna System and Repeaters Final system design locations to be determined.	$ 1,250.00	$ 1,250.00
1	Shipping charges	$ 95.00	$ 95.00
1	FCC Licensing and Coordination Fee for for 3 repeater frequencies and 5 talk around frequencies in Digital format. The Licensing Fees need to be prepaid	$ 995.00	$ 995.00
180	Trade-In Credit for existing radios *one for one* Any trade in radios in excess of purchase quantity can be applied towards future radio purchases at the same credit.	$ (50.00)	$ (9,000.00)
	Taxable Subtotal		$ 72,954.60
	Sales Tax	9.750%	$ 7,113.07
	Non Taxable Subtotal		$ (2,160.00)
	Total		$ 77,907.67
Pricing is based on NASPO JVCKenwood USA Contract #06913	Rebates		$ (8,000.00)
	Net Price		$ 69,907.67

Delivery: Approx 4 weeks

Kenwood Direct Rebate: $8,000.00 ($50.00 x 80 radios, $40.00 x 100 radios) rebate paid directly from Kenwood when purchased by 3/31/2019.

Optional Maintenance Agreement: (*Special Rate for Schools*) Rate guaranteed for 3 years

$840.00 Monthly ($4.50 x 180 radios, $25.00 x 3 repeaters)
Includes Maintenance due to normal ware and tare and programming.

Terms: Net 30 days with valid purchase order.

FCC Licensing: Although frequencies will be selected that are the best for your location, all frequencies are shared and the possibility of hearing other entities may occur and any time throughout the span of the license term.

2/6/2019
Proposed by:
Michelle Rodriguez, Communications Manager

Proposal valid for 30 days.