

Modular Communication Systems
955 E. Commerce Drive, Traverse, Michigan 49684
<http://www.moducom.com>

February 28, 2020

Lt. Gavin Wells
Lake County Sheriff's Department
Lakeport, CA

Dear Lt. Wells,

Modular Communications Systems, Inc., ModUcom, is pleased to provide you with this Lake County Radio Dispatch Equipment Upgrade, Services, and 1, 3, or 5 Year Extended Warranty Options Quotation based on the requirements discussed per our last emails and phone conversations. As requested, we are submitting pricing for equipment upgrades of Six Radio Dispatch Positions, and multiple Main Electronics Package card firmware upgrades to upgrade your system to our latest UltraCom standards. Please note that Monitors are not included in this quote since you will be providing your own. Upgrade Equipment List and Services Quote is as follows:

**Radio Dispatch System Upgrade For Lake
County Sheriffs Department**

ULTRACOM POSITION ELECTRONICS

ITEM	MODEL	DESCRIPTION	QTY	UNIT PRICE	TOTAL
1	POSPC SSD	Dell Precision Tower WS, WIN 10 OS, HDD, SSD	6	\$ 1,811.76	\$ 10,870.56
2	100485	Single Pedal Footswitch w/ 10ft Cable	6	\$ 392.00	\$ 2,352.00
3	RadH	Radmin host / one for position	5	\$ 147.05	\$ 735.25
4	RadR	Radmin remote	1	\$ 264.70	\$ 264.70

POSITIONS SUB TOTAL: \$ 13,222.56

MAIN ELECTRONICS PACKAGE

ITEM	MODEL	DESCRIPTION	QTY	UNIT PRICE	TOTAL
5	NETGEAR_1	16-Port 10/100 Ethernet Switch (Hub) – Netgear/ Cisco SF100-16	1	\$ 177.88	\$ 177.88

MEP SUB TOTAL: \$ 177.88

SPARES

ITEM	MODEL	DESCRIPTION	QTY	UNIT PRICE	TOTAL
6	170079	Position Interface Card (PIC II) required for each Operator Position Workstation	1	\$ 2,470.59	\$ 2,470.59
7	170089	Dual MEP II Transmit Receive Card (TRC/TRI II) one required for every 2 base stations or 6 rec only circuits	1	\$ 2,470.00	\$ 2,470.00
8	240228-A	Dual MEP II Pwr Supply w/Bracket- 2 needed for each Dual MEP II card cage	1	\$ 535.39	\$ 535.39



SPARES SUB TOTAL: \$ 5,475.98

SERVICES

ITEM	MODEL	DESCRIPTION	QTY	UNIT PRICE	TOTAL
9	INSTALL-UPGRADE	Factory System Installation	1	\$ 8,670.12	\$ 8,670.12
10	PKSHP	Test, Packing, Handling and Shipping	1	\$ 3,458.92	\$ 3,458.92

SERVICES SUB TOTAL: \$ 12,129.04

POSITION SUB TOTAL: \$ 13,222.56

MEP SUB TOTAL: \$ 177.88

SPARES SUBTOTAL: \$ 5,475.98

SERVICES SUBTOTAL: \$ 12,129.04

GRAND TOTAL: \$ 31,005.46

Handwritten calculations:

$$\begin{array}{r}
 22,335.34 \\
 1619.31 \\
 \hline
 23,954.65 \\
 + 8670.12 \\
 \hline
 32,624.77
 \end{array}$$

7 1/4 %

Above system **includes**:

- Six Dispatch Position CPE equipment with Windows 10 with Pre-Installed UltraCom Software with your Customized Screen Sets, keyboard, and mouse per position.
- PIC, CAM, TRC Card, and Dual MEP Power Supply spares required for Depot Level Repairs.
- 1 Year Warranty for all new equipment and software.
- Factory Installation Services
- Test, Packing, Handling and Shipping

Above system **does not include**:

- Position Monitors, since Lake County will be providing their own.
- Foot Pedals, Speakers, Microphones, and UPS(s).
- Mapping Programs.
- Services for Re-Programming original screen set.
- Re-location Services of original equipment.
- On Site Maintenance Agreement.
- ALI link external modems
- CA Sales Taxes

(continued)



The following is an option to purchase our ONE, THREE, or FIVE Year Extended Warranty:

ITEM	OPTIONAL MODEL	DESCRIPTION	QTY	UNIT PRICE	TOTAL
1	1 YEAR - WARR EXT	Extended Warranty which includes all upgraded and out of warranty equipment	1	\$6,153.86	\$6,153.86
2	3 YEAR - WARR EXT	Year 3 Warranty Extension	1	\$18,071.17	\$18,871.17
3	5 YEAR - WARR EXT	Year 5 Warranty Extension	1	\$29,958.49	\$29,958.49

If one of the extended warranties is purchased, it will cover Depot repairs for all the new and old ModUcom hardware and software. Our Warranty covers all our hardware and software up to our demarcation point which would be our punch blocks. Customer radio control circuits, logging recorders, and aux relay functions will be the responsibility of Lake County Sheriff's Department. Please see attached Warranty Policy Document. Note that this is only for Depot Level Repairs and does not include on site troubleshooting or on site repairs.

Depot Level Repair will be included with the one, three, or five year extended warranty of the above equipment list. This includes Technical Support by phone and repair of all warranted equipment within the one, three, or five year extended warranty. If the extension is not purchased then Non-Warranty equipment repairs will be charged separately per item. Customer is responsible for shipment to our factory in Traverse City, Michigan, and ModUcom will ship the repaired item back to Lake County same method shipped to ModUcom at ModUcom's expense.

Quotation is subject to future changes and additions to the specifications under a final and more detailed review.

The shipping and installation dates will be discussed once the Purchase Order is received.

Please call me if you have any questions or require additional information.

Sincerely,



Walter C. Jones Jr
Regional Account Manager
Modular Communication Systems, Inc.
Mobile# 602-740-3422
Email: walt.jones@moducom.com



Moducom Standard Warranty

Modular Communications Systems warrants to the purchaser that all new or factory modernized equipment of its manufacture shall conform to its published specifications and be free from defects in material, workmanship, and title.

Equipment and accessory items not manufactured by Modular Communications Systems carry the standard warranty of the manufacturer thereof.

The standard warranty period for all component parts is one (1) year and ninety (90) days for on site labor. If the warranty has been extended then all of these terms will apply during the extension period.

In addition, Seller will repair and/or replace any printed circuit board returned to the factory for a period of one (1) year after installation at no cost to the Buyer. This offer does not include boards damaged by lightening strikes, misuse, or abuse.

The warranty period shall commence upon installation and acceptance or two months from the date of shipment from the factory, which ever comes first.

The warranty does not cover failure due to misuse or abuse. Repair of any defect caused by misuse or abuse (such as dropping) will be charged at the prevailing rates.

In-warranty labor must be performed by Modular Communications Systems or an approved service station.

Any repaired or replacement parts furnished under this warranty will be warranted for the remainder of the warranty period of the equipment in which it is installed.

The conditions of any test shall be mutually agreed upon and the Seller be notified of and may be represented at all tests that may be made.

If the product fails to meet the foregoing warranties, Seller shall thereupon correct any such failure either at its option

- (1) By repairing any defective or damaged parts or parts of the product.**
- (2) By making available at Seller's plant any necessary repaired or replacement parts.**



Where a failure cannot be corrected by Seller's reasonable efforts, the parties will negotiate an equitable adjustment in price. The preceding paragraphs set forth the exclusive remedies for claims based on failure of the products furnished to meet Seller's warranties whether claim is in contract or tort and however instituted, and, upon the expiration of the warranty period, all such liability shall terminate.

Except as set forth in the article, entitled "Patents", the foregoing warranties are exclusive and in lieu of all other warranties, whether written, oral implied or statutory. No implied warranty of merchantability or fitness for purpose shall apply.

Seller does not warrant any products of others which Buyer has designated.

The warranties and remedies set forth herein are conditioned upon:

- (1) Proper installation, use and maintenance, and conformance with any applicable recommendation of Seller.**
- (2) Buyer promptly notifying Seller within the warranty period of any defects and making the product available for corrections.**

NOTE: IN SPECIFICATIONS CALLING FOR WARRANTY CONDITIONS WHICH EXCEED THE STANDARD WARRANTY, THE SPECIFIED WARRANTY SHALL SUPERSEDE THE STANDARD WARRANTY UNLESS OTHERWISE NOTED.

