



Communications International, Inc.  
2150 15th Ave  
VERO BEACH, FL 32960

## Quotation

Page	1 of 3
Quotation ID	QO0032019
Date	04/04/2025
Expiration date	06/04/2025
Terms	N45
Salesperson	Raymond Desmarais
E-mail	rdesmarais@ask4ci.com

### Bill to

Palm Bay Fire Department  
Attn: Karen Hallowell  
120 Malabar Rd SE  
Palm Bay, FL 32907  
PALM BAY, FL 32909

### Delivery address

Palm Bay Fire Department  
Attn: Karen Hallowell  
120 Malabar Rd SE  
Palm Bay, FL 32907  
PALM BAY, FL 32909

Palm Bay Fire Department

Quote is being provided for installation of MACH Alert system as well as Harris Radio and Antenna System to enable MACH Alert system to function as designed.

Quote is for Mach Alert Installation additional request for support and service that is outside the scope of installation will need to be quoted.

Quote exceeds pricing listed in Brevard County Contract 6403 with 28% discounted pricing on Harris Equipment

Item	Description	Quantity	Price	Line Discount	Net Price	Extended Price
XT-PL8Y	FEATURE, ENCRYPTION LITE	1.00	0.01	0%	0.01	0.01
XT-PL4F	FEATURE, PHASE 2 TDMA	1.00	275.00	28%	198.00	198.00
XT-PL5K	FEATURE P25 OTAP PROFILE	1.00	395.00	28%	284.40	284.40
XT-PKG8F	FEATURE, 256-AES, 64-DES ENCRYPTION	1.00	785.00	28%	565.20	565.20
XT-PL4L	FEATURE, SINGLE BAND, 7/800	1.00	0.01	0%	0.01	0.01
XT-P25ED	FEATURE PACKAGE, P25 & EDACS TRUNKING	1.00	2,500.00	28%	1,800.00	1,800.00
XT-CA6L	CABINET, XL DESKTOP	1.00	725.00	28%	522.00	522.00
XT-CA6R	Cable, Power, Y-split, Desktop	1.00	175.00	28%	126.00	126.00
XT-CA6A	CABLE, XL-MOBILE, ETHERNET, 45CM	1.00	16.00	28%	11.52	11.52
XT-MC6C	MICROPHONE, XL-MOBILE, DESKTOP	1.00	245.00	28%	176.40	176.40
XT-CA6M	CABLE, XL DESKTOP, ACCESSORY	1.00	250.00	28%	180.00	180.00
XT-MA4C	BRACKET, MOUNTING, XL CONTROL HEAD	1.00	68.00	28%	48.96	48.96
XT-LS6A	SPEAKER, EXTERNAL, MOBILE	1.00	60.00	28%	43.20	43.20

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Item	Description	Quantity	Price	Line Discount	Net Price	Extended Price
XT-CP6A	CONTROL UNIT, XL-CH	1.00	1,850.00	28%	1,332.00	1,332.00
XT-MPS1M	MOBILE, XL-185M, SINGLE BAND	1.00	3,815.00	28%	2,746.80	2,746.80
	Programming	1.00	44.00	0%	44.00	44.00
Items below are associated to the Building and Antenna System to include transmission line for radio						
980702	Yagi, 806-869MHz, 10dB, 6 element, 980-702	1.00	263.60	0%	263.60	263.60
RFN10053C	N type Male crimp on connector RG-58U	2.00	11.85	0%	11.85	23.70
RFT12022T	TNC Male Crimp Connector for RG-58U	2.00	6.38	0%	6.38	12.76
TL92463	Ultralink Low Loss Cable RG58- 500FT	500.00	1.27	0%	1.27	635.00
1583A-RED	CAT5e Cable, Red Jacket, 1000 ft	1.00	289.90	0%	289.90	289.90
151175	Speaker Cable for 18 Speakers and 5 wall horn	1.00	579.80	0%	579.80	579.80
VLT-BALR42	ENTRY BOOT, KIT, LMR-400, 4", 2-HOLE (BALR42)	1.00	59.00	0%	59.00	59.00
ISB50LNC0	POLYPHASER 125-1000 MHz general coverage bulkhead mnt. prote	1.00	84.99	0%	84.99	84.99
	VC-GPSWM Antenna Wall mount	1.00	198.98	0%	198.98	198.98
GK-S400TT	Ground kit for LMR400	1.00	34.02	0%	34.02	34.02
INFMT-584-G	#2 AWG THHN Green Jacket Stranded Ground Wire	50.00	3.30	0%	3.30	165.00
GR5880	Ground Rods 5/8" x 8'	1.00	36.57	0%	36.57	36.57
STALII	Station Alert Box	1.00	670.00	0%	670.00	670.00
	Grounding Clamps/lugs and anchoring hardware	1.00	213.50	0%	213.50	213.50
	Beldon 1502R Wire	500.00	1.08	0%	1.08	540.00
	16/2AWG Black	650.00	1.44	0%	1.44	936.00
	B7997A-10000 Cat5 1000	1,000.00	0.78	0%	0.78	780.00

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Item	Description	Quantity	Price	Line Discount	Net Price	Extended Price
	18/5 TSP Wire 250 Feet	250.00	1.27	0%	1.27	317.50
	Misc Connectors/weather proofing/	1.00	325.00	0%	325.00	325.00
	Shipping	1.00	0.00	0%	726.25	726.25
	Install Control Station (MACH ALERT)	120.00	94.00	0%	94.00	11,280.00

**Order Acceptance - Please sign below**

**Pre-tax Total \$26,250.07**

Signature \_\_\_\_\_  
Printed name \_\_\_\_\_  
Date \_\_\_\_\_

***This quotation does not include tax  
Applicable taxes will be calculated during invoicing***

**Not an Invoice – Do Not Pay**

By signing this quotation and/or submitting a purchase order pursuant to this quotation you acknowledge that you have read and agree to be bound by Communications International, Inc.'s terms and conditions of sale, service, and technical support. Orders may be subject to shipping & handling charges. All warranties are manufacturer's warranties. Terms and Conditions: [www.ask4ci.com/termsandconditions](http://www.ask4ci.com/termsandconditions)

This proposal does not reflect (include) material/labor cost escalations beyond a standard inflationary rate (SIR) of 6.5%. We reserve the right to recover cost impacts above (SIR).  
Equipment will be invoiced upon delivery.



Mach Alert, Inc.  
9270 Bay Plaza Blvd, Suite 605  
Tampa, FL 33619

March 13, 2025

Dr. Brian Robinson  
Director of Information Technology  
Palm Bay Fire Rescue, Florida

Re: Brevard County Mach Alert FSA System – Hardware, Software, Warranty, and System Services for  
Palm Bay Station 7 – Design 2 – V002

Dear Dr. Robinson,

Per your request, we are pleased to provide the following pricing proposal for the Hardware, Software, Warranty, and System Services for Palm Bay Station 7 – Design 2:

QTY	Description	Price
1	Station Controller HW/SW	\$5,420.00
1	ACE3600 Hardware	\$4,455.00
1	UPS System - Large	\$980.00
1	Text-to-Speech Over the Air – (The assumption is that this station is already in an existing Area of current Brevard system. If not, additional services will need to be purchased and a Dispatch Donor Radio will need to be provided by Palm Bay.)	\$0.00
1	CAD Configuration and Testing	\$1,740.00
1	Antenna and Transmission Line (Provided by others for external voice radio)	\$0.00
0	Bunkroom Strobe Lights	\$0.00
3	LED Controller	\$5,250.00
9	LED Lightbars	\$2,520.00
9	Touchpads	\$5,850.00
1	LED Lighting – Software License	\$910.00
6	Incident Display Boards (IDBs) – IDB Hardware Modules	\$3,120.00
1	Incident Display Boards (IDBs) – Software License	\$1,830.00

2	Turnout Timers	\$2,020.00
1	PA Amplifier	\$1,880.00
18	Ceiling Speakers	\$720.00
5	Wall Speakers	\$1,375.00
1	Extended Warranty Year 2	\$983.00
1	System Services	\$5,924.00
	<b>TOTAL PRICE</b>	<b>\$44,977.00</b>

Clarifications:

- Palm Bay to provide and install six (6) HDTVs with wall mounting brackets to serve as the IDBs.
- The above pricing does not include hardware installation. Hardware installation by others.

**This quote is valid for 60 days.**

**Payment Terms for Customers with governmental taxing authority –**

50% upon receipt of PO of project price due up-front and cleared before commencement of any work or shipping of any product.

Remaining 50% will be invoiced after full installation, final completion, testing, and training.

Payment terms on all invoices after work has begun are due within 30 days with interest due at 2% per month (day 31) with a minimum of \$50.

Mach Alert's credit policy does NOT allow for us to agree to terms that stipulate liquidating damages or pay-when-paid.

Our goal for this project is to meet or exceed your expectations through professional, courteous, attentive, and responsive operations. We appreciate the opportunity to be of service on this project and look forward to working with you through its successful completion.

Best Regards,

Ernie Ramos  
Vice President & General Manager  
Mach Alert, Inc.





Mach Alert, Inc.  
9270 Bay Plaza Blvd, Suite 605  
Tampa, FL 33619

March 5, 2025

Dr. Brian Robinson  
Director of Information Technology  
Palm Bay Fire Rescue, Florida

Re: Brevard County Mach Alert FSA System – Hardware, Software, Warranty, and System Services for  
Palm Bay Station 9 – v002

Dear Dr. Robinson,

Per your request, we are pleased to provide the following pricing proposal for the Hardware, Software, Warranty, and System Services for Palm Bay Station 9:

QTY	Description	Price
1	Station Controller HW/SW	\$6,504.00
1	ACE3600 Hardware	\$5,346.00
1	UPS System - Large	\$1,176.00
1	Text-to-Speech Over the Air – (The assumption is that these stations are already in an existing Area of current Brevard system. If not, additional services will need to be purchased and a Dispatch Donor Radio will need to be provided by Palm Bay.)	\$0.00
1	CAD Configuration and Testing	\$2,088.00
1	Antenna and Transmission Line (These are to be provided and installed by others)	\$0.00
4	Bunkroom Light Fixtures	\$600.00
1	120 W PA Amplifier & 3 Wall Speakers	\$2,319.00
2	Incident Display Boards (IDBs) – IDB Hardware Modules	\$1,248.00
1	Incident Display Boards (IDBs) – Software Licenses	\$2,196.00
1	Extended Warranty Year 2	\$530.00
1	System Services	\$5,924.00
	<b>TOTAL PRICE</b>	<b>\$27,931.00</b>

Clarifications:

- Palm Bay to provide two (2) HDTVs with wall mounting brackets to serve as the IDBs.
- The above pricing does not include hardware installation. A separate proposal has been provided for Installation Services.
- Antenna and Transmission Line to be provided and installed by others.

**This quote is valid for 60 days.**

**Payment Terms for Customers with governmental taxing authority –**

50% upon receipt of PO of project price due up-front and cleared before commencement of any work or shipping of any product.

Remaining 50% will be invoiced after full installation, final completion, testing, and training.

Payment terms on all invoices after work has begun are due within 30 days with interest due at 2% per month (day 31) with a minimum of \$50.

Mach Alert's credit policy does NOT allow for us to agree to terms that stipulate liquidating damages or pay-when-paid.

Our goal for this project is to meet or exceed your expectations through professional, courteous, attentive, and responsive operations. We appreciate the opportunity to be of service on this project and look forward to working with you through its successful completion.

Best Regards,

Ernie Ramos  
Vice President & General Manager



**Palm Bay Fire Rescue Station 9, FL – Mach Alert Installation Services  
Statement of Work and Pricing**

03/05/25 v02

**Statement of Work****Base System - Fire Station Installation***Mach Alert Responsibilities:*

- Install 1 Mach Alert Station Controller (SC) in designated space on wall
- Provide mounting hardware, support strut, and required fasteners to SC
- Terminate, and test 1 Category 6 Ethernet feed(s) to SC from customer network switch
- Land all Ethernet connections into assigned switch ports predetermined by Customer
- Install the PA amplifier, terminate, and test 1 18/2 Twisted Shielded Pair audio line from SC to PA amplifier
- Install the 3 PA speakers and terminate the 18/2 Twisted Shielded Pair audio lines to each of the 3 PA speakers to the PA amplifier

*Palm Bay Responsibilities:*

- Provide and install 1 antenna and 1 transmission line at the fire station. This is for the fire dispatch voice radio
- Provide and install 1 voice radio and code plug for the voice radio at each fire station if one does not exist
- Provide and install 1 Category 6 cable and 18 AWG Twisted Shielded cables as stated above
- Verify duplex outlet power or provided by others if not available

**Bunkroom Lighting Hardware Installation***Mach Alert Responsibilities:*

- Install 4 Bunkroom Light Fixtures (BLF) in the fire station
- Terminate, and test 1 18/6 Twisted Shielded cable from each BLF to SC for signal and power

*Palm Bay Responsibilities:*

- Provide all required 18/6 Twisted Shielded cabling, and cable management hardware as stated above

**Incident Display Boards Installation***Mach Alert Responsibilities:*

- Install 2 Incident Display Boards (IDB) in designated locations using Palm Bay provided monitors and appropriate monitor wall mount
- Mount 1 Incident Display Board Module (IDB) to each IDB
- Terminate, and test 1 Category 6 ethernet feed to SC network switch from IDB, 1 drop per IDB
- Plug IDB into local duplex AC outlet

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*Palm Bay Responsibilities:*

- Provide all required Category 6 cabling, termination ends, and cable management hardware as needed
- Provide monitors and appropriate monitor mounts for IDBs
- Verify duplex outlet power or provided by others if not available

**Clarifications:**

- Palm Bay is responsible for all permits that are required to perform the above work
- All stated work above is low voltage and does not include any high voltage work
- All stated work above is in exposed cabling with no conduit provided

**Pricing to Palm Bay Fire Rescue**

<b>System</b>	<b>Cost to Palm Bay Fire Rescue</b>
Base System	\$ 7,215.00
Bunkroom Lighting	\$ 780.00
Incident Display Boards	\$ 1,560.00
PA Amp & Speakers	\$ 780.00