

BID TABULATION

Item Description: Equipment and Installation for GPON Trail

Date: 08/21/2017

Budget Amount:

	Madison Group	SMC	Calix			
	\$64,080.10	\$71,238.48	\$63,462.82			
	Growth Available	Growth Available	No Initial Growth Available			



August 17, 2017

Mr. Will Atkinson
City of West Plains
1910 Holiday Lane
West Plains, MO 65775

Re: City of West Plains - Access

This letter is written to inform you of the results from the quotations received from 3 vendors to provide access equipment and installation for the FTTH GPON trial for Fire House #3.

The quotations have been summarized as follows:

Vendor	Bid Total
Madison Group	\$ 64,080.10
SMC	\$ 71,238.48
Calix	\$ 63,462.82

See the attached summary page for more details.

Based on the ability to grow without adding additional hardware and providing all elements required per the proposal, we at Finley Engineering Company recommend you accept Madison Group's quotation for Adtran access equipment and installation in the amount of \$64,080.10. Please notify us of your intentions as soon as possible so the proper paper work can be assembled and prepared for execution.

If you have any questions, please call.

Troy Holzbach

lj

encl.

cc: Mr. Jeff Shipley

City of West Plains

Proposal Results

Access Equipment

	<u>Callix</u>	<u>SMC</u>	<u>Madison Group</u>
Vendor	<u>Callix</u>	<u>SMC</u>	<u>Madison Group</u>
Materials	38,248.80	<u>Nokia</u> 31,740.56	<u>Adtran</u> 48,795.10
Spares	8,102.00	12,408.05	9,318.00
Certification	1,180.00	n/a	n/a
Training	1,700.00	no quote	*included
Management Sys	7,990.00	8,464.92	8,145.00
Shipping	944.00	not included	475.00
Performance Bond	<u>not included</u>	<u>not included</u>	<u>697.00</u>
	58,164.80	52,613.53	67,430.10
Installation	12,730.00	18,624.95	5,750.00
discount (one time)	<u>-7,431.98</u>	<u>n/a</u>	<u>-9,100.00</u>
	63,462.82	71,238.48	64,080.10
	E7-2 w/4 PON no initial growth available	7360 ISAM FX-8 w/3 PON equipped w/13 available for growth	TA 5004 w/4 PON equipped w/4 available for growth
Tec Support w/Cert (per yr)	3,500.00	Yr1 1,304.68	5,208.00 per yr
Tec Support w/o Cert (per yr)	5,995.00	Yr2 1,884.54	starting Yr2
		Yr3 1,884.54	
Ext. Warranty*	2,876.00		
	*5 yr office equipment		*4 seats of training (Huntsville AL) are included
	*4 yr ONTs		with the Management Software