

CITY OF EL PASO, TEXAS
AGENDA ITEM
DEPARTMENT HEAD'S SUMMARY FORM

DEPARTMENT: Information Technology

AGENDA DATE: May 03, 2011

CONTACT PERSON NAME/PHONE: Miguel Gamino – Assistant IT Director, (915)541-4288,
Bruce D. Collins – Purchasing Manager, (915)541-4188

DISTRICT(S) AFFECTED: ALL

SUBJECT:

Request that the Purchasing Manager, Financial Services, Purchasing Division be authorized to issue a Purchase Order to ESI Companies, Inc, a U.S. General Services Administration (GSA) Federal contractor under GSA Contract GS-07F-0185U in the amount of \$357,669.00 for a Point-to-Multipoint Microwave System to provide high speed connectivity to numerous City sites for various applications to include but not limited to the Library's Broadband Technology Opportunities Program (BTOP), law enforcement, security and safety infrastructure for the City's Fire and Police Departments, respectively. The City has made the determination that purchasing from this contract offers the most cost-effective pricing.

BACKGROUND / DISCUSSION:

The City has been building a fiber based backbone infrastructure to provide high-speed gigabit or higher connectivity to all City owned sites. During this build-out, multiple sites were identified as not needing such high-speed connectivity nor could the fiber build out be justified to the same locations. A solution was identified to work with the fiber backbone project which would compliment, allow lower bandwidth high-speed connectivity and provide redundant links for the fiber backbone. The new solution is a combination of microwave and extended fiber connectivity to current City owned communication towers as well as other key locations. At these locations, a Point-to-Multipoint microwave system will be installed to allow any location within 5-10 miles with line-of-site to connect via radio link to the City's network backbone infrastructure. This technology will allow up to 100 mbps connectivity to a remote site and still provide high speed bandwidth connectivity without the extensive and unjustified cost of running fiber optic cable to locations that do not need 1 Gbps speeds. By augmenting the fiber backbone project with Microwave Point-to-Multipoint connectivity, the City of El Paso will be able to reduce costs associated with fiber installation and lease line costs.

PRIOR COUNCIL ACTION: No

AMOUNT AND SOURCE OF FUNDING:

Amount: ~~\$357,669.00~~; IT Acquisitions: 508010-27269-14400200-PCP10 IT02B

BOARD / COMMISSION ACTION: N/A

Enter appropriate comments or N/A

*****REQUIRED AUTHORIZATION*****

DEPARTMENT HEAD:

(If Department Head Summary Form is initiated by Purchasing, client department should sign also)

Information copy to appropriate Deputy City Manager

**COUNCIL PROJECT FORM
(COOPERATIVE CONTRACT)**

*******POSTING LANGUAGE BELOW*******

Please place the following item on the **CONSENT** agenda (under **PURCHASING REQUESTS, ETC.**) for the Council Meeting of **MAY 03, 2011**.

Request that the Purchasing Manager, Financial Services, Purchasing Division be authorized to issue a Purchase Order to ESI Companies, Inc, a U.S. General Services Administration (GSA) Federal contractor under GSA Contract GS-07F-0185U in the amount of \$357,669.00 for a Point-to-Multipoint Microwave System to provide high speed connectivity to numerous City sites for various applications to include but not limited to the Library's Broadband Technology Opportunities Program (BTOP), law enforcement, security and safety infrastructure for the City's Fire and Police Departments, respectively. The City has made the determination that purchasing from this contract offers the most cost-effective pricing.

Additionally, it is requested that the City Attorney's Office review and that the City Manager be authorized to execute any related contract documents and agreements necessary to effectuate this award.

Department:	Information Technology
Vendor Location:	Memphis, TN
Total Estimated Award:	\$357,669.00
Funding Source:	IT Capital Acquisitions
District(s):	All
Reference No.:	2011-218

This is a Cooperative, unit price type contract.

*******ADDITIONAL INFO BELOW*******

This project will allow the City to meet its deadlines for having connectivity in place to support Phase II of the Broadband Technology Opportunity Program grant. Consequently, the City determined that procuring a turn-key solution through use of a cooperative contract would reduce the acquisition schedule and ensure the connectivity was in place to meet the grant obligations and deadlines.

The City received two proposals from firms holding GSA schedules, ESI Companies Inc., and Laser Tech Inc. The staff is recommending that the proposal from Laser Tech Inc., be deemed non-responsive based upon (i) written statement from General Services Administration (hereinafter "GSA") Contracting Officer, advising the City that upon discussion with Laser Tech Inc., management, said firm does not provide wireless technology, (ii) GSA Scheduled 70 proposed for use by Laser Tech Inc., is limited to services and does not allow for the resale of equipment. Please note, the Laser Tech Inc., proposal referenced that the equipment would be purchased on the open market which does not comply with the intent of the GSA Schedule; (iii) Laser Tech, Inc., proposal did not offer the City a "turn-key" solution wherein the City could contract through a GSA Schedule one supplier to provide both equipment and installation services.

The proposal provided by ESI Companies Inc., disclosed that ESI Companies Inc., would pursue a modification to their GSA Schedule of products to include several of the required components. The City confirmed with GSA that the "modification" process was a standard practice and GSA subsequently approved said modification. See attachment.

Based upon the above, the City is recommending award to ESI Companies Inc.

DATE: 4/28/2011

Dedicated to Outstanding Customer Service for a Better Community

SERVICE SOLUTIONS SUCCESS



To: Bruce D. Collins, Purchasing Manager, Financial Services

From: Miguel Gamino, Assistant IT Director _____
Authorized Signature

Date: April 26, 2011

Re: General Services Administration (GSA) Contract #GS-07F-0185U.

The Information Technology Department recommends the purchase of a Point-to-Multipoint Microwave System to provide high speed connectivity to numerous City sites for various application including but not limited to law enforcement, security, safety and Library's Broadband Technology Opportunities Program (BTOP) Public Computer Center Program.

- 1. Is there an urgent need for the product/service? In other words, is time of the essence?*
Yes, the Microwave BTOP project must be installed by August 31 as part of the Grant requirement.
- 2. Does the purchase through the Program promote the standardization of equipment?*
Yes, the Microwave connectivity will serve both the Library BTOP needs and the City Network Infrastructure.
- 3. Does the purchase through the Program support local business? If not, is there a comparable product/service available locally?*
Yes, the vendor has indicated it will be establishing a local office to serve its' present and future clients within the El Paso metropolitan area. There are no local businesses with a GSA Schedule that can provide a turn-key solution for this project.
- 4. Do the available vendors have prior work experience and/or familiarity with the City?*
Yes, the vendor currently works with the City of El Paso Police Department License Plate Recognition and video projects.
- 5. Is the price reasonable as compared to other similar products/work performed for the City of El Paso in the past or as quoted from other companies?*

Yes, price reasonableness has been established because the cooperative purchasing agency used a competitive purchasing process in the awarding of this contract.

Mayor
John F. Cook

City Council

District 1
Ann Morgan Lilly

District 2
Susie Byrd

District 3
Emma Acosta

District 4
Carl L. Robinson

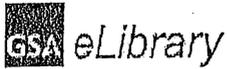
District 5
Rachel Quintana

District 6
Eddie Holguin Jr.

District 7
Steve Ortega

District 8
Beto O'Rourke

City Manager
Joyce A. Wilson



Search: all the words

Contractor Information

(Vendors) How to change your company information

Contract #:	GS-07F-0185U	Socio-Economic : Small business
Contractor:	ESI COMPANIES INC	EPLS : Contractor not found on the Excluded Parties List System
Address:	1861 VANDERHORN DR MEMPHIS, TN 38134-6328	Govt. Contracting Officer: SHARON L. HAIR Phone: 817-850-8119 E-Mail: sharon.hair@gsa.gov
Phone:	(901)386-7340	
E-Mail:	blaird@esicompanies.com	
Web Address:		

Source	Title	Contract Number	Contract Terms & Conditions	Contract End Date	Category	View Items Available
84	TOTAL SOLUTIONS FOR LAW ENFORCEMENT, SECURITY, FACILITIES MANAGEMENT, FIRE, RESCUE, CLOTHING, MARINE CRAFT AND EMERGENCY/DISASTER RESPONSE	GS-07F-0185U		Jan 31, 2013	426 4S	

AMENDMENT OF SOLICITATION/MODIFICATION OF CONTRACT

1. CONTRACT ID CODE
PAGE OF PAGES
1 | 2

2. AMENDMENT/MODIFICATION NO. PO-0015
3. EFFECTIVE DATE See Block 16C
4. REQUISITION/PURCHASE REQ. NO.
5. PROJECT NO. (If applicable)

6. ISSUED BY CODE
GSA/Federal Acquisition Service
Law Enforcement Section (7QSABA-B8)
819 Taylor Street, Room 7A37
Fort Worth, TX 76102-6114
7. ADMINISTERED BY (If other than Item 6) CODE
See Block 5, except 72A functions are administered by:
General Services Administration, FAS
Contract Management Division (QV0CEA)

8. NAME AND ADDRESS OF CONTRACTOR (No., street, county, State and Zip Code)
Bill Laird
ESI Companies, Inc.
1861 Vanderhorn Drive
Memphis, TN 38134
9A. AMENDMENT OF SOLICITATION NO.
9. DATED (SEE ITEM 11)
10. MODIFICATION OF CONTRACT/ORDER NO. GS-07F-0185U
10B. DATED (SEE ITEM 13) 02/01/08

CODE FACILITY CODE

11. THIS ITEM ONLY APPLIES TO AMENDMENTS OF SOLICITATIONS

The above numbered solicitation is amended as set forth in Item 14. The hour and date specified for receipt of Offers is extended, is not extended.
Offers must acknowledge receipt of this amendment prior to the hour and date specified in the solicitation or as amended, by one of the following methods:
(a) By completing Items 8 and 15, and returning _____ copies of the amendment; (b) By acknowledging the receipt of the amendment on each copy of the offer submitted; or (c) By separate letter or telegram which includes a reference to the solicitation and amendment numbers. FAILURE OF YOUR ACKNOWLEDGMENT TO BE RECEIVED AT THE PLACE DESIGNATED FOR THE RECEIPT OF OFFERS PRIOR TO THE HOUR AND DATE SPECIFIED MAY RESULT IN REJECTION OF YOUR OFFER. If by virtue of this amendment you desire to change an offer already submitted, such change may be made by telegram or letter makes reference to the solicitation and this amendment, and is received prior to the opening hour and date specified.

12. ACCOUNTING AND APPROPRIATION DATA (If required) N/A

13. THIS ITEM APPLIES ONLY TO MODIFICATIONS OF CONTRACTS/ORDERS, IT MODIFIES THE CONTRACT/ORDER NO. AS DESCRIBED IN ITEM 14.

A. THIS CHANGE ORDER IS ISSUED PURSUANT TO: (Specify authority) THE CHANGES SET FORTH IN ITEM 14 ARE MADE IN THE CONTRACT ORDER NO. IN ITEM 10A.
 B. THE ABOVE NUMBERED CONTRACT/ORDER IS MODIFIED TO REFLECT THE ADMINISTRATIVE CHANGES (such as changes in paying office, appropriation date, etc.) SET FORTH IN ITEM 14, PURSUANT TO THE AUTHORITY OF FAR 43.103(b)
 C. THIS SUPPLEMENTAL AGREEMENT IS ENTERED INTO PURSUANT TO AUTHORITY OF:
 OTHER (Specify type of modification and authority) Clause 552.243-72, Modifications, and mod request received 04.22.11

E. IMPORTANT: Contractor X is not _____ is required to sign this document and return _____ copies to this issuing office.

14. DESCRIPTION OF AMENDMENT/MODIFICATION (Organized by UCF section headings, including solicitation/contract subject matter where feasible.)

The above numbered contract, awarded under Schedule 084 -- Total Solutions for Law Enforcement, Security, Facilities Management, Fire, Rescue, Special Purpose Clothing, Marine Craft, and Emergency/Disaster Response, is modified as follows:

A. Pursuant to Clause 552.243-72, Modifications, the contract is modified to add product.

15A. NAME AND TITLE OF SIGNER (Type or print)		16A. NAME AND TITLE OF CONTRACTING OFFICER (Type or print) SHARON L. HAIR CONTRACTING OFFICER	
15B. CONTRACTOR/OFFEROR (Signature of person authorized to sign)	15C. DATE SIGNED	16B. UNITED STATES OF AMERICA <i>Sharon L. Hair</i> (Signature of Contracting Officer)	16C. DATE SIGNED 04.26.11

ESI Companies, Inc.
GS-07F-0185U
Mod PO-0015
Page 2 of 2

B. The modification request is based upon the following price list:

Skycop MSRP Price List April 2011, with exclusions (426-4S, PO-0015)

This price list is accepted as the basis of which discounts are granted and it is awarded in addition to the following price lists which remain in effect:

Skycop DVR Product Price List effective 06.01.09 (with exclusions) as revised on 06.24.09 and 10.13.10 (426-4S, AO05/PS-0013)

ESI Companies, Inc. Price List dated December 2006 (426-4S, contract award)

C. The Most Favored Customer (MFC) remains End Users.

D. The price/discount relationship between the Government and the MFC is as follows:

ESI Companies, Inc.'s Most Favored Customer is End Users. The price/discount relationship between the Government and the MFC will never be less favorable to the Government than at the time of award, that is: For the life of the contract, the Government's basic discount will never be less than 2.5% (ESI Companies Price List) and 20% (SkyCop MSRP Price List & SkyCop DVR Price List) and will always be at least 2.5% and 20% greater than the 0% basic discount granted to the MFC.

Terms and Conditions follow:

Basic Discount: SkyCop MSRP Price List & Skycop DVR Price List, 20%; ESI Companies Price List, 2.5%

Quantity Volume: 10+ units, additional 2.5%

Prompt Payment Discount: Net 30 days

Normal Delivery Terms: 60 DARO

Expedited Delivery: Consult with Contractor

FOB: Origin

Warranty: The manufacturer's Standard Commercial Warranty applies

Minimum Order: None

E. ESI is required to update all electronic catalog submissions (*GSA Advantage*) and issue a new GSA price list or price list addendum incorporating the changes described in this modification. One supplemental price list shall be submitted to this office and one copy shall be submitted to the National Schedules Information Center at schedules.infocenter@gsa.gov.

F. The Industrial Funding Fee is a separate collection mechanism. The GSA contract price (price paid by customers ordering from the GSA Schedule), will be calculated by applying the prevailing IFF rate to the net discounted price. The IFF rate is currently 0.75%.

All other terms and conditions remain unchanged.

This modification is issued at no cost to either party.

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S E R V I C E S O L U T I O N S S U C C E S S



Memorandum

TO: Joyce Wilson, City Manager

FROM: Carmen Arrieta-Candelaria, Chief Financial Officer

DATE: May 2, 2011

RE: Purchase Order to ESI Companies, Inc. – Agenda Item on May 3, 2011

As you requested, following is a brief description of the process and rationale for the purchase as posted on the May 3rd City Council agenda. This purchase is for the equipment and installation of a Point-to-Multipoint Microwave System in conjunction with the City's BTOP grant project.

At the onset of this purchase, the BTOP Committee directed Purchasing to locate a one-vendor turn-key solution, where one vendor can provide the equipment and installation. IT identified two vendors (ESI and Laser Tech) that had technology GSA Schedules.

Laser Tech submitted the first proposal but indicated that any equipment purchased through them would be on an "open-market" basis. Further, GSA indicated that they had contacted Laser Tech and was advised by Laser Tech that they did not have bridgeline or microwave experience. The City advised Laser Tech of GSA's determination and Laser Tech chose not to contact GSA directly but rather submitted an alternate proposal to the City. Said proposal consisted of requiring the City to purchase equipment from multiple vendors through their respective GSA schedule. Furthermore, alternate proposal does not meet the BTOP Committee's direction of one-vendor turn-key solution. Said proposal would require additional administrative resources in order to manage the multiple contracts and delivery schedules.

ESI submitted an initial proposal that required a GSA modification but offered the one-vendor turn-key solution required by the BTOP Committee. Staff reviewed the proposal and confirmed with GSA that the modification was 1) allowable and 2) standard practice. GSA confirmed both. Once this confirmation was received, staff recommended a revised proposal that 1) meets the BTOP's criteria; 2) complies with all legal procurement requirements; and 3) is lower than the proposal submitted by Laser Tech.

Mayor
John F. Cook

City Council

District 1
Ann Morgan Li

District 2
Susannah M. B

District 3
Emma Acosta

District 4
Melina Castro

District 5
Rachel Quintan

District 6
Eddie Holguin

District 7
Steve Ortega

District 8
Beto O'Rourke

City Manager
Joyce A. Wilson

Following is a list of questions that has been submitted by Laser Tech and our responses to those questions. Please let me know if you would like further information or have additional questions.

Why was Laser Tech never allowed to respond to the GSA reply, even after the meeting with Bruce and Terry? The City advised Laser Tech of GSA's determination and Laser Tech chose not to contact GSA directly but rather submitted an alternate proposal to the City.

Why was Laser Tech never asked about a MOD to their GSA Schedule, like ESI? The City did not ask them for a modification because 1) their Schedule 70 was for services only; 2) GSA made a determination that Laser Tech did not have Bridgeline or microwave experience; and 3) Laser Tech's alternate proposal did not meet the requirements of being a turn-key solution.

Why was LT never given the same benefit that ESI was given, even to negotiating their quote like ESI? FYI, LT submitted their Quote first! The proposal submitted initially by Laser Tech could not be used because it was based on a GSA Schedule that did not include equipment. The proposal indicated that "all equipment is purchase open market not through GSA schedule all labor is on GSA schedule". With regard to negotiation, this was commenced only after ESI was identified as having a turn-key solution. It is commonplace for the City to negotiate with vendors on cooperative buyboards. This ensures that the City receives the maximum benefits and cost efficiencies off of the buyboards.

What hardware is ESI buying under GSA? A copy of the ESI proposal is attached for review.

Why does the City Manager need to "be authorized to execute any related contract documents and agreements necessary to effectuate this award." Will the City be issuing a "Letter of Authority" to ESI to purchase Dragon Wave from an authorized GSA vendor like Tessco? LT would need the same letter. The City will be purchasing the equipment directly from ESI pursuant to ESI's GSA Schedule. The authorization is included in the event a "Terms of Use" or other standard documents are needed to finalize the contract.

Does ESI have a letter of supply from Dragon Wave to allow them to purchase said radios? Is ESI an Authorized Dragon Wave installer? The City will be purchasing the equipment directly from ESI pursuant to ESI's GSA Schedule.

How will ESI procure the hardware not covered under their GSA Schedule (see below where it mentions "several" but not all products. Hence, how will be it procured if not on the Open Market? Someone needs to sk about the procurement of the Ubiquiti radios). Ubiquiti CANNOT be purchased under GSA because it does not meet the "MADE IN AMERICA" criteria! Hence they cannot buy it through GSA!

It can only be purchased via the "Open Market"! We gave an email form the USA distributor to the mayor and Carmen Arrieta stating as such! ESI's modification to their GSA Schedule allows them to sell Ubiquiti and DragonWave equipment. See attached modification. There are other Ubiquiti products and/or vendors posted on the GSA Advantage system. Additionally, GSA allows the procurement of equipment with countries that are subject to the Trade Agreements Act (TAA). Dragonwave is headquartered in Ontario, Canada, and is a TAA country.

c: Mayor John Cook
City Representatives
Bruce Collins, Purchasing Manager
Bill Studer, Deputy City Manager
Bertha Ontiveros, Assistant City Attorney
Deborah Hamlyn, Deputy City Manager
Peter Cooper, IT City/County Director
Dionne Mack-Harvin, Library Director



April 20, 2011 Revision - 1

Emailed: freiburgtx@elpasotexas.gov

Attn: Terry Freiburg

Subject: Proposal for the City of El Paso for Bridgeline Project Phase I. All pricing is per our GSA Contract GS-07F-0185U.

Project Scope:

ESI will furnish and install a WiMax system for the City of El Paso. Phase I includes the installation of Point-to-Multipoint Base Station equipment at Three Hills, El Paso County Courthouse, El Paso Sheriff's Headquarters, Ysleta Annex, and Clint Tower, and the installation of the Subscriber Sites assigned to the Base Stations mentioned. In addition, this phase includes the installation of point-to-point radio equipment links between West Side Regional Command Center and Three Hills, Fire Station 35 and Ysleta Annex, and Fire Station 35 and Clint Tower. **ESI will also provide one Dragon Wave 11GHz Radio at "no" cost to City of El Paso as a back radio for its WiMax tower back haul systems.**

I. Three Hills

Scope of Work

ESI will furnish and install the following as listed below:

- 3 - Ubiquiti Rocket M365 GPS and 120 degree Sector antennas
- 1- DragonWave 11 GHz Ethernet Radio
- 1- 3-ft DragonWave Antennas
- Cat6 Patch Panel
- Cat6 inline surge protectors
- Non-penetrating Roof mount
- Misc. mounting hardware

II. PD Westside

Scope of Work

ESI will furnish and install the following as listed below:

- 1- DragonWave 11 GHz Ethernet Radio
- 1- 3-ft DragonWave Antennas
- Cat6 Patch Panel
- Cat6 inline surge protectors
- Non-penetrating Roof mount
- Misc. mounting hardware

III. El Paso County Courthouse

Scope of Work

ESI will furnish and install the following as listed below:

- 3 - Ubiquiti Rocket M365 GPS and 120 degree Sector antennas
- Cat6 Patch Panel
- Cat6 inline surge protectors
- Non-penetrating Roof mount
- Misc. mounting hardware

IV. El Paso Sheriff's Headquarters

Scope of Work

ESI will furnish and install the following as listed below:

- 3 - Ubiquiti Rocket M365 GPS and 120 degree Sector antennas
- Cat6 Patch Panel
- Cat6 inline surge protectors
- Non-penetrating Roof mount
- Misc. mounting hardware

V. Ysleta Annex

Scope of Work

ESI will furnish and install the following as listed below:

- 3 - Ubiquiti Rocket M365 GPS and 120 degree Sector antennas
- 1- DragonWave 11 GHz Ethernet Radio
- 1- 3-ft DragonWave Antennas
- Cat6 Patch Panel
- Cat6 inline surge protectors
- Non-penetrating Roof mount
- Misc. mounting hardware

VI. Fire Station 35

Scope of Work

ESI will furnish and install the following as listed below:

- 2- DragonWave 11 GHz Ethernet Radio
- 1- 3-ft DragonWave Antennas
- 1- 4-ft DragonWave Antennas
- Cat6 Patch Panel
- Cat6 inline surge protectors
- Non-penetrating Roof mount
- Misc. mounting hardware

VII. Clint Tower

Scope of Work

ESI will furnish and install the following as listed below:

- 3 - Ubiquiti Rocket M365 GPS and 120 degree Sector antennas
- 1- DragonWave 11 GHz Ethernet Radio
- 1- 4-ft DragonWave Antennas
- Cat6 Patch Panel
- Cat6 inline surge protectors
- Non-penetrating Roof mount
- Misc. mounting hardware

Installation of the following Subscriber Sites

Scope of Work

ESI will furnish and install the following as listed below:

- Ubiquiti Power Bridge M365
- Cat6 Patch Panel
- Cat6 inline surge protectors
- Non-penetrating Roof mount
- Misc. mounting hardware

1. Dorris Van Doren Regional Branch	A1
2. Westside Branch	A2
3. La Fe Westway Satellite Clinic / Community Center	A3
4. Workforce Solutions West	A4
5. Westside Community Center	A5
6. Westside -WIC	A6
7. Sandoval	A7
8. Cantuillo-WIC	A8
9. Armijo Branch	B1
10. La Fe Child and Adolescent Wellness Center	B2
11. Workforce Solutions Sin Fronteras Satellite	B3
12. Chihuahuita Community Center	B4
13. South El Paso Senior Citizens Center	B5
14. Club Travis Petty	B6
15. Henderson - WIC	B7
16. Sun Plaza	B8
17. Alamito	B9
18. Esperanza Acosta Moreno Regional Branch	F1
19. La Fe Montana Vista / CASASTART Community Resource Center	F2
20. Club Janasek	F3
21. Montana Vista -WIC	F4
22. Ysleta Branch	G1
23. Pavo Real Recreation Center	G2
24. Fr Martinez Senior Citizens Center	G3
25. Ysleta - WIC	G4
26. King	G5
27. Kennedy	G6
28. Workforce Solutions Tigua Ysleta Del Sur Pueblo Satellite	H1
29. San Elizario-WIC	H2
30. Fabens -WIC	H3
31. Socorro -WIC	H4
32. Workforce Solutions Fabens	H5

Itemized Equipment and Installation cost includes all hardware, software and miscellaneous mounts as per the engineering document provided by the City of El Paso:

Qty:	P/N	Description	Unit Price	Total Price
6	SC-DW11G-EP	DragonWave 11GHz Horizon Quantum and antenna	\$32,010.00	\$192,060.00
15	SC-UBM365RG-EP	Ubiquiti Rocket M365-GPS 120 degree Sector Antenna 18db gain	\$ 4,743.00	\$ 71,145.00
32	SC-UBPBM365-EP	Ubiquiti Power Bridge M365 11GHz Dragon Wave Radio	\$ 2,952.00	\$ 94,464.00
1			"No Cost"	"No Cost"

*See Attachment A for Product Information.

Grand Total \$357,669.00

This system includes a one-year warranty on ESI supplied equipment upon completion of installation.

Any alteration or deviation from above specifications involving extra cost will be executed only upon written orders and will become an extra charge over and above this estimate. All agreements herein are contingent upon strikes, accidents, or delay beyond our control.

Clarifications:

- Lead times for delivery of equipment has not been verified and the once the contract is finalized a firm date can be established.
- City of El Paso is to be responsible for all FCC licensing / registration (if/when required)
- Written proposal based on the City of El Paso Bridgelink Project Technical Requirements Document, dated March 2011.

Special Conditions:

NOTE: This proposal may be withdrawn by us if not accepted within 90 days.

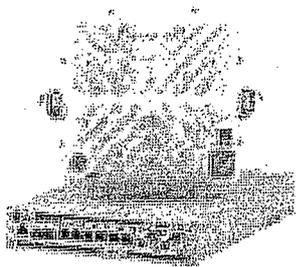
ACCEPTANCE OF PROPOSAL

ACCEPTED BY:	_____	PROPOSED BY:	<u>John F. Osteen</u>
SIGNATURE:	_____	SIGNATURE:	_____
TITLE:	_____	TITLE:	<u>Vice President Sales</u>
DATE:	_____	DATE:	<u>April 20, 2011</u>
P.O. #	_____		

Attachment A

SC-DW11G-EP Dragon Wave 11GHz Ethernet Radio Tower System

Qty - 6) Horizon Quantum High Power, Sub-Band B1, 00" Antennas, Dual Channel, Single Radio. 2 to 4 Gbps per link. Quantum is a step change in capacity, nodal intelligence, spectral efficiency and operational simplicity; all while occupying only half a rack unit and consuming the lowest power per bit of any solution today. As a result, operators can stay thin in the air and in the rack as they launch new IP-based services. As the next evolution of Dragon Wave's split-mount radio, Quantum offers a seamless upgrade path for existing Duo and Air Pair deployments.



Dragon Wave 11GHz Ethernet Radio

- From 2 to 4 Gbps full duplex capacity per link
- Bandwidth Accelerator delivers 1 to 2 Gbps per IDO/ODU
- Automatic remote scaling to multi-gigabit speeds with Dragon Wave's Flex bandwidth
- Licensed and unlicensed deployment options from 6 to 38 GHz
- Occupies only half a rack unit of space
- Up to 2.5x spectral efficiency improvement
- 7 to 56 MHz channel size options
- XPIC enables channel reuse

Kit Equipment List

- Upgrade 50Mbps to 400Mbps
- 3-ft Dragon Wave Antenna
- 4-ft Dragon Wave Antenna
- HQ Cable Kit (30m)
- HQ Cable Kit (60m)
- Tower Mounting System
- Includes installation, mounting hardware, wire, connectors, surge suppressors, and other miscellaneous material to provide a complete and functional system.

Unit Price: \$32,010.00

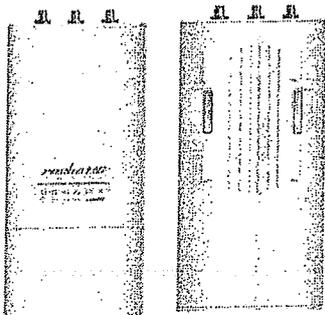
Extended Price: \$192,060.00

This SkyCop system includes a one-year warranty for part and labor upon completion of installation.

SC-UBM365RG-EP Rocket M365 GPS Tower System

Qty - 15)

The Rocket M GPS products are rugged, hi-power, linear 2x2 MIMO radios with enhanced receiver performance. They feature incredible range performance (50+km) and breakthrough speed (150+Mbps real TCPI/IP). They are specifically designed for outdoor PtP bridging and PTMP AirMax base station applications.



Rocket M365 GPS

- Synchronized transmission to eliminate co-location interference
- Uses GPS signal for precision timing
- GPS Signal Reporting
- Second Ethernet port capable of providing power to secondary device using PoE
- Seamlessly integrates with AirMax Base Station and Rocket Antennas



Kit Equipment List

- Airmax 3GHz Sector Antenna
- Tower Mounting System
- Includes installation, mounting hardware, wire, connectors, surge suppressors, and other miscellaneous material to provide a complete and functional system.

Unit Price: \$4,743.00

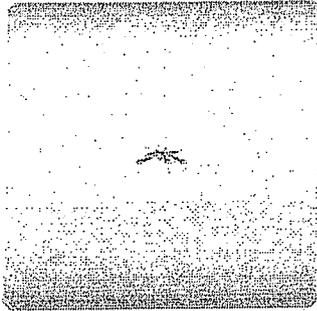
Extended Price: \$71,145.00

This SkyCop system includes a one-year warranty for part and labor upon completion of installation.

SC-UBPBM365-EP Powerbridge M365 Roof Top System

Qty - 32)

Power Bridge packs revolutionary performance in a compact and weatherproof design. Super-Efficient Dual-Polarity Array Panel Design provides optimum MIMO performance at long distances. 150+Mbps of real outdoor throughput and up to 20km+ range. Power Bridge M products utilize Ubiquity's revolutionary AirMax™ TDMA protocol enabling scalable, carrier-class PtMP network performance. Additionally, Air Control™ application allows operators to centrally manage 100's of devices.



Powerbridge M365

- 3.65GHz frequency
- 802.11n wireless protocol
- Outdoor, Rugged, Weatherproof
- Input Voltage 24V, 1A surge protection integrated, POE adapter included
- 8 Watts MAX power
- 1 x 10/100 Network Connector
- Dual Polarization

Kit Equipment List

- Non-penetrating roof top mounting system
- Includes installation, mounting hardware, wire, connectors, surge suppressors, and other miscellaneous material to provide a complete and functional system.

Unit Price: \$2,952.00

Extended Price: \$94,464.00

This SkyCop system includes a one-year warranty for part and labor upon completion of installation.

AMENDMENT OF SOLICITATION/MODIFICATION OF CONTRACT 1. CONTRACT ID CODE PAGE OF PAGES
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2. AMENDMENT/MODIFICATION NO. PO-0015 3. EFFECTIVE DATE See Block 16C 4. REQUISITION/PURCHASE REQ. NO. 5. PROJECT NO. (If applicable)

6. ISSUED BY CODE GSA/Federal Acquisition Service Law Enforcement Section (7QSABA-B8) 819 Taylor Street, Room 7A37 Fort Worth, TX 76102-6114 7. ADMINISTERED BY (If other than Item 6) CODE See Block 5, except 72A functions are administered by: General Services Administration, FAS Contract Management Division (QV0CEA)

8. NAME AND ADDRESS OF CONTRACTOR (No., street, county, State and Zip Code) Bill Laird ESI Companies, Inc. 1861 Vanderhorn Drive Memphis, TN 38134 9A. AMENDMENT OF SOLICITATION NO. 9. DATED (SEE ITEM 11) 10. MODIFICATION OF CONTRACT/ORDER NO. GS-07F-0185U 10B. DATED (SEE ITEM 13) 02/01/08

11. THIS ITEM ONLY APPLIES TO AMENDMENTS OF SOLICITATIONS

The above numbered solicitation is amended as set forth in Item 14. This hour and date specified for receipt of Offers is extended, is not extended. Offers must acknowledge receipt of this amendment prior to the hour and date specified in the solicitation or as amended, by one of the following methods: (a) By completing Items 8 and 15, and returning ___ copies of the amendment; (b) By acknowledging the receipt of the amendment on each copy of the offer submitted; or (c) By separate letter or telegram which includes a reference to the solicitation and amendment numbers. FAILURE OF YOUR ACKNOWLEDGMENT TO BE RECEIVED AT THE PLACE DESIGNATED FOR THE RECEIPT OF OFFERS PRIOR TO THE HOUR AND DATE SPECIFIED MAY RESULT IN REJECTION OF YOUR OFFER. If by virtue of this amendment you desire to change an offer already submitted, such change may be made by telegram or letter makes reference to the solicitation and this amendment, and is received prior to the opening hour and date specified.

12. ACCOUNTING AND APPROPRIATION DATA (If required) N/A

13. THIS ITEM APPLIES ONLY TO MODIFICATIONS OF CONTRACTS/ORDERS, IT MODIFIES THE CONTRACT/ORDER NO. AS DESCRIBED IN ITEM 14.

() A. THIS CHANGE ORDER IS ISSUED PURSUANT TO: (Specify authority) THE CHANGES SET FORTH IN ITEM 14 ARE MADE IN THE CONTRACT ORDER NO. IN ITEM 10A. B. THE ABOVE NUMBERED CONTRACT/ORDER IS MODIFIED TO REFLECT THE ADMINISTRATIVE CHANGES (such as changes in paying office, appropriation date, etc.) SET FORTH IN ITEM 14, PURSUANT TO THE AUTHORITY OF FAR 43.103(b) C. THIS SUPPLEMENTAL AGREEMENT IS ENTERED INTO PURSUANT TO AUTHORITY OF: X OTHER (Specify type of modification and authority) Clause 552.243-72, Modifications, and mod request received 04.22.11

E. IMPORTANT: Contractor X is not ___ is required to sign this document and return ___ copies to this issuing office.

14. DESCRIPTION OF AMENDMENT/MODIFICATION (Organized by UCF section headings, including solicitation/contract subject matter where feasible.)

The above numbered contract, awarded under Schedule 084 – Total Solutions for Law Enforcement, Security, Facilities Management, Fire, Rescue, Special Purpose Clothing, Marine Craft, and Emergency/Disaster Response, is modified as follows:

A. Pursuant to Clause 552.243-72, Modifications, the contract is modified to add product.

15A. NAME AND TITLE OF SIGNER (Type or print) 16A. NAME AND TITLE OF CONTRACTING OFFICER (Type or print) SHARON L. HAIR CONTRACTING OFFICER 15B. CONTRACTOR/OFFEROR 15C. DATE SIGNED 16B. UNITED STATES OF AMERICA 16C. DATE SIGNED 04.26.11

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B. The modification request is based upon the following price list:

SkyCOP MSRP Price List April 2011, with exclusions (426-4S, PO-0015)

This price list is accepted as the basis of which discounts are granted and it is awarded in addition to the following price lists which remain in effect:

SkyCOP DVR Product Price List effective 06.01.09 (with exclusions) as revised on 06.24.09 and 10.13.10 (426-4S, AO05/PS-0013)

ESi Companies, Inc. Price List dated December 2006 (426-4S, contract award)

C. The Most Favored Customer (MFC) remains End Users.

D. The price/discount relationship between the Government and the MFC is as follows:

ESi Companies, Inc.'s Most Favored Customer is End Users. The price/discount relationship between the Government and the MFC will never be less favorable to the Government than at the time of award, that is: For the life of the contract, the Government's basic discount will never be less than 2.5% (ESi Companies Price List) and 20% (SkyCOP MSRP Price List & SkyCOP DVR Price List) and will always be at least 2.5% and 20% greater than the 0% basic discount granted to the MFC.

Terms and Conditions follow:

Basic Discount: SkyCOP MSRP Price List & SkyCOP DVR Price List, 20%; ESi Companies Price List, 2.5%

Quantity Volume: 10+ units, additional 2.5%

Prompt Payment Discount: Net 30 days

Normal Delivery Terms: 60 DARO

Expedited Delivery: Consult with Contractor

FOB: Origin

Warranty: The manufacturer's Standard Commercial Warranty applies

Minimum Order: None

E. ESI is required to update all electronic catalog submissions (*GSA Advantage*) and issue a new GSA price list or price list addendum incorporating the changes described in this modification. One supplemental price list shall be submitted to this office and one copy shall be submitted to the National Schedules Information Center at schedules.infocenter@gsa.gov.

F. The Industrial Funding Fee is a separate collection mechanism. The GSA contract price (price paid by customers ordering from the GSA Schedule), will be calculated by applying the prevailing IFF rate to the net discounted price. The IFF rate is currently 0.75%.

All other terms and conditions remain unchanged.

This modification is issued at no cost to either party.