

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

Napa Valley Unified School District
Attn: Rob Mangewala, Assistant Superintendent
PH: 510-589-7475
Rmangewala@NVUSD.org

February 20, 2020
Proposed by: Wais Rahimi-Account Manager
Direct No. (510)612-3990
Email: wais@crystalmsrinc.com

Proposal
NASPO JVCKenwood USA Contract #06913

Qty	Description	MSRP	*NASPO* pricing	Ext. Price
TRANSPORTATION				
1	NX3820HGK-TR Kenwood Digital Base Station 450-520MHz, 512 Channels, High Power 45 watts, 3 months of Fleetnet Service Includes Trunking license, power supply, premium desk mic & 3-year Kenwood warranty	\$ 1,060.00	\$ 742.00	\$ 742.00
1	STD Antenna System for Base Station Includes omni antenna, low loss coax & hardware	\$ 350.00	\$ 245.00	\$ 245.00
63	NX3820HGK-TR Kenwood Digital Mobile Radio 450-520MHz, 512 Channels, High Power 45 watts, 3 months of Fleetnet Service Includes Trunking license, antenna system, bracket, power, mic and 3-year radio warranty	\$ 770.00	\$ 553.40	\$ 34,864.20
6	NX3320K2-LAKVP-TR Kenwood Premium Digital Portable Radio Package UHF 5 watt, LCD display, limited keypad, trunking license, 3 months of Fleetnet Service Includes Upgrade to USB charging Li-ion battery, CLA charger, desktop charger, antenna, clip & 3-year radio warranty	\$ 831.70	\$ 680.36	\$ 4,082.16
SCHOOLS				
34	NX3820HGK-TR Kenwood Digital Base Station WAN/Fleetnet Emergency Radio for each school, 3 month of Fleetnet Service, Includes Trunking license, power supply, premium desk mic & 3-year Kenwood warranty	\$ 1,060.00	\$ 742.00	\$ 25,228.00
34	STD Antenna System for Base Station Includes omni antenna, low loss coax & hardware	\$ 350.00	\$ 245.00	\$ 8,330.00
23	NX3320K2-LAKVP-TR Kenwood Premium Digital Portable Radio Package WAN/Fleetnet Command Radios UHF 5 watt, LCD display, limited keypad, trunking license, 3 month of Fleetnet Service, Includes Upgrade to USB charging Li-ion battery, CLA charger, desktop charger, antenna, clip & 3-year radio warranty	\$ 831.70	\$ 680.36	\$ 15,648.28
370	NX1300NUK2 Kenwood Digital Conventional Portable Radio Package Onsite School Radios UHF 5 watt, LCD display, limited keypad, Includes li-ion battery, charger, antenna, clip & 3-year radio warranty	\$ 394.00	\$ 275.80	\$ 102,046.00
68	Kenwood KMB-28AK Low Profile Six Unit Charger Adapter. Assembly included.	\$ 213.00	\$ 174.10	\$ 11,838.80
COMBINED/SPARES				
10	NX3320K2-LAKVP-TR Kenwood Premium Digital Portable Radio Package Spare Radios UHF 5 watt, LCD display, limited keypad, trunking license, 3 month of Fleetnet Service, Includes Upgrade to USB charging Li-ion battery, CLA charger, desktop charger, antenna, clip & 3-year radio warranty	\$ 831.70	\$ 680.36	\$ 6,803.60
50	NX1300NUK2 Kenwood Digital Conventional Portable Radio Package Spare Radios Onsite School Radios UHF 5 watt, LCD display, limited keypad, Includes li-ion battery, charger, antenna, clip & 3-year radio warranty	\$ 394.00	\$ 275.80	\$ 13,790.00
136	Kenwood NX1300 Spare Batteries	\$ 66.00	\$ 46.20	\$ 6,283.20
39	Kenwood NX3320 Spare Power Products USB Charging Batteries	\$ 119.00	\$ 95.20	\$ 3,712.80
LABOR (non-taxable):				
557	Programming to FCC Specs	\$ 58.00	\$ 40.60	\$ 22,614.20
63	Mobile installation into vehicles	\$ 295.00	\$ 175.00	\$ 11,025.00
35	Installation of base stations and Rooftop Antenna Systems	\$ 450.00	\$ 315.00	\$ 11,025.00
1	FCC Coordination and License Fee 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. License valid for 10 years.	\$ 995.00	\$ 995.00	\$ 995.00
5	Radio System Training	\$ 195.00	\$ 150.00	\$ 750.00
1	Travel charges to each school location	\$ 1,330.00	\$ 450.00	\$ 450.00
36	Special Packaged Monthly Services prepaid, (36 months) 93 units: \$19.95 Fleetnet Airtime & Caller ID 34 units: \$ 5.00 Emergency use Fleetnet Airtime & Caller ID 127 units: \$ 1.13 Fleetnet FCC License User Fee 127 units: \$2.00 Maintenance Agreement 70 units: \$ 3.00 Individual call & Call alert notifications	\$ 4,411.16	\$ 2,632.86	\$ 94,782.96
3	First 3 month included with radio purchase	\$ 4,411.16	\$ (2,632.86)	\$ (7,898.58)
Taxable Subtotal				\$ 233,614.04
Sales Tax 7.75%				\$ 18,105.09
Non Taxable				\$ 133,743.58
Shipping				\$ 4,672.28
Total				\$ 390,134.99

CRYSTAL COMMUNICATIONS

Complete Wireless Solutions Provider

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

Napa Valley Unified School District
Attn: Rob Mangewala, Assistant Superintendent
PH: 510-589-7475
Rmangewala@NVUSD.org

Terms and Conditions
NASPO JVKenwood USA Contract #06913

Add On Item:

1	NASPO Pricing for Kenwood Nexedge Digital Repeater Station <i>If needed for enhanced coverage at school site</i> NXDN 5-40W, 450-520MHz Includes Power Supply, Duplexer, Cables, 2- year Kenwood warranty, antenna system, set up, programming, FCC Coordination fee and standard installation fees.	\$ 4,491.00
---	---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------	-------------

Labor service to be performed Monday - Friday during normal business hours

Kenwood End User Rebates: Rebate check is issued by Kenwood for radios purchased & delivered by March 31, 2020. Rebate up to \$22,680.00, \$60 per NX3320/3820 Radio, \$30 per NX1300, 250 units maximum per entity (Proposed billing split between Napa Valley Unified School District and NVUSD Transportation)

Optional Maintenance Agreement:

\$2.00 per unit per month additional

Includes parts and labor for all repairs due to normal use operation, pick up and delivery and loaners when available.

Does not include loss, theft, abuse, liquid damage, batteries, LCD's, installs or removals.

FleetNet Digital Network 3-year Agreement Billed Monthly: \$2,828.01 per Month

93 units: \$23.50 Fleetnet Airtime & Caller ID

34 units: \$ 8.50 Emergency use Fleetnet Airtime & Caller ID

127 units: \$ 1.13 Fleetnet FCC License User Fee

70 units: \$ 3.00 Individual call & Call alert notifications

Includes up to 3 groups, Emergency over-ride feature on maximum 4 talk groups

Delivery: Transportation approximately 2-3 weeks
Schools/Emergency approx. 4-6 weeks due to FCC licensing

Terms: Net 30 Days with Valid PO

2/21/2020

Proposed by:

Wais Rahimi-Account Manager

Direct No. (510)612-3990 Email: wais@crystalsmnc.com