

SAN ANTONIO WATER SYSTEM
 P. O. BOX 2449
 SAN ANTONIO, TEXAS 78298-2449
TABULATION OF BIDS

PROPOSAL Annual Contract for
 FOR: Outdoor Wireless Service Maintenance & Repair Parts
 TIME & (January 2, 2017 through January 3, 2018)
 DATE: 3:00 p.m., November 21, 2016

Alpha Omega Wireless, Inc. 8708 S. Congress Ave, Suite B260 Austin, TX 78745	Trico Tower Service, Inc. 4020 Creekmont Houston, TX 77091	JTS 5310 S. Cockrell Hill Road Dallas, TX 75235
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ITEM NO.	DESCRIPTION AND APPROXIMATE QUANTITY				
Item 1	BASE YEAR: January 3, 2017 to Januar 2, 2018				
	INSTALLATION SERVICE	UNIT			
	250 Hours	PRICE	175.00	160.00	241.74
1.	Installation Service (Rate per Crew)	TOTAL	43,750.00	40,000.00	60,435.00
	250 Hours	UNIT			
	Installation Service (with rig truck use) Rate per Crew	PRICE	225.00	185.00	241.74
2.		TOTAL	56,250.00	46,250.00	60,435.00
	Item 1 Subtotal	SUBTOTAL	100,000.00	86,250.00	120,870.00
Item 2	On Call Service Maintenance	UNIT			
	400 Hours	PRICE	175.00	160.00	241.74
1.	Skilled/Tower Work - Regular Rate per Crew	TOTAL	70,000.00	64,000.00	96,696.00
	50 hours	UNIT			
	Skilled/Tower Work - Overtime Rate per Crew	PRICE	250.00	240.00	290.14
2.		TOTAL	12,500.00	12,000.00	14,507.00
	Item 2 Subtotal	TOTAL	82,500.00	76,000.00	111,203.00
Item 3	Equipment Support (Cranes and man lifts)	UNIT			
	Estimated Annual Usage	PRICE			
		TOTAL	50,000.00	50,000.00	50,000.00
	Less SAWS discount (\$50,000 x) _____%)	PERCENT			
		DISCOUNT	15%	3%	7.5%
		TOTAL	-7,500.00	-1,500.00	-3,750.00
	Total for Item 3	SUBTOTAL	42,500.00	48,500.00	46,250.00
Item 4	Miscellaneous Repair Parts				
	Discount based on manufacturer's list price		17%	3%	20%
	Estimated annual usage \$20,000.00		20,000.00	20,000.00	20,000.00
	Less SAWS discount (\$21,000 x _____%)		-3,400.00	-600.00	-4,000.00

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ITEM NO.	DESCRIPTION AND APPROXIMATE QUANTITY				
	TOTAL FOR ITEM 4	SUBTOTAL	16,600.00	19,400.00	16,000.00
	BASE YEAR TOTAL (ITEMS 1-4)	TOTAL	241,600.00	230,150.00	294,323.00
Item 1	EXTENSION 1: January 3, 2018 to Januar 2, 2019				
	INSTALLATION SERVICE	UNIT			
	250 Hours	PRICE	175.00	168.00	241.74
1.	Installation Service (Rate per Crew)	TOTAL	43,750.00	42,000.00	60,435.00
		UNIT			
	250 Hours	PRICE	225.00	194.00	241.74
2.	Installation Service (with rig truck use) Rate per Crew	TOTAL	56,250.00	48,500.00	60,435.00
	Item 1 Subtotal	SUBTOTAL	100,000.00	90,500.00	120,870.00
Item 2	On Call Service Maintenance	UNIT			
	400 Hours	PRICE	175.00	168.00	241.74
1.	Skilled/Tower Work - Regular Rate per Crew	TOTAL	70,000.00	67,200.00	96,696.00
		UNIT			
	50 hours	PRICE	250.00	252.00	290.14
2.	Skilled/Tower Work - Overtime Rate per Crew	TOTAL	12,500.00	12,600.00	14,507.00
	Item 2 Subtotal	TOTAL	82,500.00	79,800.00	111,203.00
Item 3	Equipment Support (Cranes and man lifts)	UNIT			
	Estimated Annual Usage	PRICE			
		TOTAL	10,000.00	10,000.00	10,000.00
		PERCENT			
	Less SAWS discount (\$10,000 x) ____%	DISCOUNT	15%	3%	7.5%
		TOTAL	-1,500.00	-300.00	-750.00
	Total for Item 3	SUBTOTAL	8,500.00	9,700.00	9,250.00
Item 4	Miscellaneous Repair Parts				
	Discount based on manufacturer's list price		17%	3%	20%
	Estimated annual usage \$20,000.00		20,000.00	20,000.00	20,000.00

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ITEM NO.	DESCRIPTION AND APPROXIMATE QUANTITY				
	Less SAWS discount (\$21,000 x _____%)		-3,400.00	-600.00	-4,000.00
	TOTAL FOR ITEM 4	SUBTOTAL	16,600.00	19,400.00	16,000.00
	EXTENSION 1 TOTAL (ITEMS 1-4)	TOTAL	207,600.00	199,400.00	257,323.00
Item 1	EXTENSION 2: January 3, 2019 to January 2, 2020				
	INSTALLATION SERVICE	UNIT PRICE			
1.	250 Hours Installation Service (Rate per Crew)	TOTAL	175.00 43,750.00	176.00 44,000.00	241.74 60,435.00
2.	250 Hours Installation Service (with rig truck use) Rate per Crew	TOTAL	225.00 56,250.00	204.00 51,000.00	241.74 60,435.00
	Item 1 Subtotal	SUBTOTAL	100,000.00	95,000.00	120,870.00
Item 2	On Call Service Maintenance	UNIT PRICE			
1.	400 Hours Skilled/Tower Work - Regular Rate per Crew	TOTAL	175.00 70,000.00	176.00 70,400.00	241.74 96,696.00
2.	50 hours Skilled/Tower Work - Overtime Rate per Crew	TOTAL	250.00 12,500.00	265.00 13,250.00	290.14 14,507.00
	Item 2 Subtotal	TOTAL	82,500.00	83,650.00	111,203.00
Item 3	Equipment Support (Cranes and man lifts)	UNIT PRICE			
	Estimated Annual Usage	TOTAL	10,000.00	10,000.00	10,000.00
	Less SAWS discount (\$10,000 x) _____%	PERCENT DISCOUNT TOTAL	15% -1,500.00	3% -300.00	7.5% -750.00
	Total for Item 3	SUBTOTAL	8,500.00	9,700.00	9,250.00
Item 4	Miscellaneous Repair Parts				
	Discount based on manufacturer's list price		17%	3%	20%

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 Dallas, TX 75235

ITEM NO.	DESCRIPTION AND APPROXIMATE QUANTITY				
	Estimated annual usage \$20,000.00		20,000.00	20,000.00	20,000.00
	Less SAWS discount (\$21,000 x _____%)		-3,400.00	-600.00	-4,000.00
	TOTAL FOR ITEM 4	SUBTOTAL	16,600.00	19,400.00	16,000.00
	EXTENSION 2 TOTAL (ITEMS 1-4)	TOTAL	207,600.00	207,750.00	257,323.00
Item 1	EXTENSION 3: January 3, 2020 to Januar 2, 2021				
	INSTALLATION SERVICE	UNIT			
	250 Hours	PRICE	175.00	185.00	241.74
1.	Installation Service (Rate per Crew)	TOTAL	43,750.00	46,250.00	60,435.00
	250 Hours	UNIT			
	Installation Service (with rig truck use) Rate per Crew	PRICE	225.00	214.00	241.74
2.		TOTAL	56,250.00	53,500.00	60,435.00
	Item 1 Subtotal	SUBTOTAL	100,000.00	99,750.00	120,870.00
Item 2	On Call Service Maintenance	UNIT			
	400 Hours	PRICE	175.00	185.00	241.74
1.	Skilled/Tower Work - Regular Rate per Crew	TOTAL	70,000.00	74,000.00	96,696.00
	50 hours	UNIT			
	Skilled/Tower Work - Overtime Rate per Crew	PRICE	250.00	278.00	290.14
2.		TOTAL	12,500.00	13,900.00	14,507.00
	Item 2 Subtotal	TOTAL	82,500.00	87,900.00	111,203.00
Item 3	Equipment Support (Cranes and man lifts)	UNIT			
	Estimated Annual Usage	PRICE			
		TOTAL	10,000.00	10,000.00	10,000.00
	Less SAWS discount (\$10,000 x) _____%	PERCENT			
		DISCOUNT	15%	3%	7.5%
		TOTAL	-1,500.00	-300.00	-750.00
	Total for Item 3	SUBTOTAL	8,500.00	9,700.00	9,250.00

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ITEM NO.	DESCRIPTION AND APPROXIMATE QUANTITY				
Item 4	Miscellaneous Repair Parts				
	Discount based on manufacturer's list price		17%	3%	20%
	Estimated annual usage \$20,000.00		20,000.00	20,000.00	20,000.00
	Less SAWS discount (\$21,000 x _____%)		-3,400.00	-600.00	-4,000.00
	Total for Item 4	SUBTOTAL	16,600.00	19,400.00	16,000.00
	EXTENSION 3 TOTAL (ITEMS 1-4)	TOTAL	207,600.00	216,750.00	257,323.00
Item 1	EXTENSION 4: January 3, 2021 to Januar 2, 2022				
	INSTALLATION SERVICE	UNIT PRICE			
1.	250 Hours Installation Service (Rate per Crew)	TOTAL	175.00 43,750.00	195.00 48,750.00	241.74 60,435.00
2.	250 Hours Installation Service (with rig truck use) Rate per Crew	UNIT PRICE TOTAL	225.00 56,250.00	225.00 56,250.00	241.74 60,435.00
	Item 1 Subtotal	SUBTOTAL	100,000.00	105,000.00	120,870.00
Item 2	On Call Service Maintenance	UNIT PRICE			
1.	400 Hours Skilled/Tower Work - Regular Rate per Crew	TOTAL	175.00 70,000.00	195.00 78,000.00	241.74 96,696.00
2.	50 hours Skilled/Tower Work - Overtime Rate per Crew	UNIT PRICE TOTAL	250.00 12,500.00	292.00 14,600.00	290.14 14,507.00
	Item 2 Subtotal	TOTAL	82,500.00	92,600.00	111,203.00
Item 3	Equipment Support (Cranes and man lifts)	UNIT PRICE			
	Estimated Annual Usage	TOTAL	10,000.00	10,000.00	10,000.00
	Less SAWS discount (\$10,000 x) _____%)	PERCENT DISCOUNT TOTAL	15% -1,500.00	3% -300.00	7.5% -750.00
	Total for Item 3	SUBTOTAL	8,500.00	9,700.00	9,250.00

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Item 4	Miscellaneous Repair Parts			
	Discount based on manufacturer's list price		17%	3% 20%
	Estimated annual usage \$20,000.00		20,000.00	20,000.00 20,000.00
	Less SAWS discount (\$21,000 x _____%)		-3,400.00	-600.00 -4,000.00
	Total for Item 4	SUBTOTAL	16,600.00	19,400.00 16,000.00
	EXTENSION 4 TOTAL (ITEMS 1-4)	TOTAL	207,600.00	226,700.00 257,323.00
			*	
	GRAND TOTAL (BASE YEAR, EXTENSIONS 1, 2, 3 AND 4)	TOTAL	1,072,000.00	1,080,750.00 1,323,615.00
	Terms		5% 10 days	Net 30 days Net 30 days
	Delivery Days			

***LOW BIDDER**

BID INVITATIONS E-MAILED TO AND/OR PICKED UP BY:

JTS
 33 Solutions
 ABIS Inc.
 Absolute Communications & Network
 AC Cable & Communications
 Ace Audio Communicatiions
 Ace Communications
 Alpha Omega Wireless
 Avant Datacomm Solutions
 Aztec Communications
 Consolidated Telecom Services

Double Radius
 Industrial Communications
 McCoullum Electronics
 Mobile Communications Services
 Motorola Solutions
 Purchase Power Exchange
 RZ Communications
 Scientel Wireless
 Trico Tower Service
 TTREI Group LLC dba Telconus
 Vertical 1 Communications

Demandstar
 SAWS Website