

**Town Council**  
 Marc Adkins  
 H.G. Cole  
 Paul Johns  
 Lance Lee  
 Tim Morrell  
 Mary Esther Reed



**Mayor**  
 Tony Dover

**Town Manager**  
 Mark O'Neal

**Department of Information Services**  
 Robert Kulp, Manager

On April 17, 2012, the Town of Smyrna opened bids for Mobile Wireless Equipment with USAT Corp being awarded the contract. As per T.C.A. § 12-3-1009, this contract is specifically made available to all other government agencies within the state of Tennessee under the same terms and conditions as for the Town of Smyrna.

Please contact the vendor for details regarding your specific requirements and application needs.

**Vendor Contact Information**

USAT Corp  
 PO Box 9334  
 Chapel Hill, NC 27515-9334  
[www.usatcorp.com](http://www.usatcorp.com)

Mark Wertz, Regional Sales Manager  
 Office: (919) 942-4214 x 257  
 Mobile: (678) 596-0125  
 Email: [mwertz@usatcorp.com](mailto:mwertz@usatcorp.com)

All prices are for a single unit, based on overall quantity ordered. Once the threshold of Qty 25 is reached, that level of pricing will hold for the duration of the project.

Manufacturer	Model	Qty 1	Qty 10	Qty 25
Sierra Wireless	Raven XE	\$475	\$389	\$365
Sierra Wireless	GX400	\$571	\$467	\$438
Sierra Wireless	GX440	\$762	\$624	\$586
Sierra Wireless	GX440 with Wi-Fi Option	\$847	\$702	\$659
Sierra Wireless	Other equipment – Discount off MSRP	17%	20%	25%
CradlePoint	COR IBR600E	\$475	\$423	\$397
CradlePoint	COR IBR600LE	\$570	\$510	\$480
CradlePoint	Other equipment – Discount off MSRP	5%	15%	20%
USAT Corp	Provisioning Services	\$60	\$60	\$60

The manufacturer of all antennas is MobileMark. Other models are offered at 20% off MSRP.

Model Number	Description	Mount	Style	Frequencies	Price
SMW-301-3C-3J-2C	Cell, WiFi, GPS	Surface	Dome	800-2700 MHz, 2.4/5 GHz, GPS	\$97
MGW-301-3C-3J-2C	Cell, WiFi, GPS	Mag	Dome	800-2700 MHz, 2.4/5 GHz, GPS	\$109
SMW-305-3C-3J-2C	Cell, LTE, GPS, WiFi	Surface	Dome	694-894 MHz, 1.7-2.7 GHz, 2.4 GHz, 4.9-6.0 GHz, GPS	\$103
MGW-305-3C-3J-2C	Cell, LTE, GPS, WiFi	Mag	Dome	694-894 MHz, 1.7-2.7 GHz, 2.4 GHz, 4.9-6.0 GHz, GPS	\$125
SMW-308-3C-3C-2C	Cell, GPS	Surface	Dome	800-1250 MHz, 1650-2700 MHz, 824-894 MHz, 1850-1990 MHz, GPS	\$92
MGW-308-3C-3C-2C	Cell, GPS	Mag	Dome	800-1250 MHz, 1650-2700 MHz, 824-894 MHz, 1850-1990 MHz, GPS	\$98
MGD-W15-3C	WiFi	Mag	Dome	2.4 GHz, 4.9-6.0 GHz	\$43
SMW-305-3C-00-00	Cell, LTE	Surface	Dome	694-894 MHz, 1700-2700 MHz	\$73

**Manufacturer Web Sites**

[www.SierraWireless.com](http://www.SierraWireless.com)

[www.CradlePoint.com](http://www.CradlePoint.com)

[www.MobileMark.com](http://www.MobileMark.com)



## **USAT Corp.'s Proposal for Mobile Wireless Equipment & Services**

### **ATTENTION:**

Rex S. Gaither  
Finance Director  
Smyrna Town Hall  
**Mobile Wireless Equipment / April 17, 2012 @ 10:00am**  
315 South Lowry Street  
Smyrna, TN 37167-3416

### **SUBMITTED BY:**

Mark Wertz, MCP, A+, Net+, Security+,  
Regional Sales Manager  
678-596-0127  
mwertz@usatcorp.com

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## **SECTION I - GENERAL INFORMATION**

- A. The Town of Smyrna desires to purchase Mobile Wireless Equipment for Information Services.

Smyrna Town Hall  
315 South Lowry Street  
Smyrna, TN 37167-3416

Questions should be directed to Robert Kulp, Information Services Manager, at robert.kulp@townofsmyrna-tn.gov or (615) 355-5700.

- B. The Town of Smyrna reserves the right to reject any and all bids, to waive technicalities or informalities and to accept any bid deemed to be in the best interest of the Town. No bid may be withdrawn after the scheduled closing time for a period of 90 days.
- C. The bidder shall abide by and comply with the true intent of the specifications and not take advantage of any unintentional error or omission, but shall fully address the full intent and meaning of each aspect of the specifications.
- D. Section II, III and Agreement shall be completed and included as an integral part of each bidders proposal.
- E. Ground shipping shall be paid by vendor and included in all bid prices. Expedited freight shall be available for the actual difference in cost between ground service and the requested service at the time of order.
- F. The Town is a tax exempt organization.
- G. Mail is delivered after 11:00 a.m. Monday through Friday. Mail delivery should not be expected before the opening time on the deadline day.
- H. The Town of Smyrna, in accordance with Title VI of the Civil Rights Act of 1964 and Title 49, Code of Federal Regulations, hereby notifies all Bidders that it will affirmatively insure that in any contract entered into pursuant to this advertisement, minority business enterprises will be afforded full opportunity to submit bids in response to this invitation and will not be discriminated against on the grounds of race, color, creed, sex, handicap or national origin in consideration for an award.
- I. Bid quotations must be submitted on the Town's quotation page(s). No exceptions.

## **SECTION II – SPECIFICATIONS AND PRICE QUOTATION**

This order is to become effective upon acceptance by the Town and expires one year thereafter. Upon mutual agreement of both parties, the bid quotes may be renewed by the Town of Smyrna for a period of two successive one-year periods under the same price, terms, and conditions as submitted in this proposal.

In accordance with T.C.A. § 12-3-1009, this purchasing agreement is extended to other government agencies within the state of Tennessee under the same terms and conditions as for the Town of Smyrna.

Equivalent replacements must be approved prior to bid opening by Robert Kulp. If replacements are bid, then manufacturer specification sheets must be submitted with the proposal.

### **Contract Agreement**

Successful bidder will be expected to enter into a contract Agreement with the Town of Smyrna. Agreements shall be signed and attested, but not dated, by the proper business representative and submitted with the bid proposal. An executed contract will be forwarded to winning vendor after Council approval.

If you or your company wishes to be retained on the bid list please return either a bid or a "No Bid" response to this invitation.

### **Intended Usage of Equipment**

The Town of Smyrna is looking to outfit a portion of its vehicle fleet with wireless network equipment to enable the connectivity of laptops and other computing devices to the Town's internal network. The wireless carrier for the Town is Verizon Wireless. All equipment shall be compatible with Verizon's 3G EVDO Rev A network and optionally with their 4G LTE network.

### **Technical Description of Needs**

The equipment shall act as a VPN client and create an encrypted VPN tunnel via the Internet to the Town's firewall. The Town's firewall is currently from SonicWALL, Inc., but the proposed equipment shall also work with firewalls from Cisco.

A minimum of one Ethernet port for local connectivity is required for all devices. Certain devices shall also require Wi-Fi, at least 802.11b/g, but 802.11b/g/n is preferred. Another option shall be GPS with a dedicated external antenna connection.

Essentially, three types of devices are needed, each providing the following features:

- Wired Ethernet only connection. EVDO Rev A through Verizon.
- Wired Ethernet and Wi-Fi connections. Wi-Fi shall support multiple clients. EVDO Rev A through Verizon.
- Wired Ethernet and Wi-Fi connections and GPS location data (dedicated GPS antenna connections). EVDO Rev A and LTE through Verizon.

## **Executive Overview:**

USAT Corp. has served the communication needs of critical infrastructure clients since incorporation in 1996. USAT's specialized expertise in the wireless space focuses on providing cellular back-haul device solutions for both fixed and mobile environments. In 2011, USAT supplied 22,000 cellular gateways to our critical infrastructure clientele. By choosing USAT, the Town of Smyrna can rest assured that they are engaging a company with a wealth of experience in the cellular space.

USAT is an authorized reseller for both Sierra Wireless and CradlePoint. As a top-tier partner to both of these manufacturers, USAT is considered a strategic partner both companies.

USAT is a privately held company, with headquarters in Chapel Hill, NC, with a history of year-over-year growth. USAT's financials are very healthy and can be viewed upon request. In 2011, USAT's gross sales were over 19 million dollars.

USAT is a W/MBE business that brings diversity to the Town of Smyrna's supply chain.

**SECTION II(a) – Equipment Quotations**

The following equipment shall be included for this proposal. Additionally, vendors may optionally complete the Discounted Catalog section. All equipment shall work with Verizon’s 3G EVDO Rev A network and, optionally, Verizon’s 4G LTE network. If there are other models that meet the above specifications, please include them as a separate listing. Mfg specification sheets must be provided for any alternative units.

All prices shall be unit prices based on the quantity listed. The quantity listed shall be the minimum quantity for an item placed on a single order. Please note, that USAT will tabulate quantities as an aggregated amount. We make this tabulation by adding the quantities procured over an entire order, regardless of model. For example, if the Town of Smyra ordered 15 Raven XEs, 5 GX440s, and 10 COR IBR600s, the price charged for all units will be the price in the Qty 25 column.

Manufacturer	Model	Prices		
		Qty 1	Qty 10	Qty 25
Sierra Wireless	Raven XE	\$475	\$389	\$365
Sierra Wireless	GX400 (upgradable) <u>Exception: Now That the GX440 With LTE Is Released The Upgrade Program Is Discontinued By Sierra Wireless for VZW Units</u>	\$571	\$467	\$438
Sierra Wireless	GX440	\$762	\$624	\$586
Sierra Wireless	Wi-Fi Option for GX440 (This Option Cost Can Be Applied to the GX400 or the GX440. Both Can Be Upgraded To WiFi Hot Spots Using This Option. Pricing Shows Hardware & Installation.)	\$85	\$78	\$73
CradlePoint	COR IBR600	\$475	\$423	\$397

Since all equipment is for vehicle mount, power input shall be in the form of 12VDC Negative Ground. Mounting brackets and any special wiring harnesses/pigtails (if needed) shall be included to enable connection to the vehicle’s electrical system. The Town will provide sufficient wiring up to the unit. Please note, Ethernet cables do not come standard with any of these cellular devices.

It is left to the vendors’ discretion to select appropriate antennas for cellular, Wi-Fi and GPS coverage. Both mag-mount and hole-

mount options are requested. Various styles of antennas are requested: metal whip, "stubby," and "puck." Mfg. specifications sheets should be included for all antennas. If additional space is needed, please copy this section. Approval shall be based on cost and appropriateness to application.

The wide variety of potential bands/form factors needed has necessitated USAT to recommend a wide variety of antenna choices. Please note that USAT is an expert source for RF and counts this as a primary value-add.

Mfg	Model	Mount	Style	Freq(s)	Gain	Overall Height	Price		
							Qty 1	Qty 10	Qty 25
MobileMark	SMW-301-3C-3J-2C	Surface mount, 15'	Dome, Cellular, WiFi & GPS	(800-2.7 GHz), 2.4/5 GHz, GPS	3-5 dBi Cellular, 5 dBi WiFi	3.2"	\$97	\$97	\$97
MobileMark	MGW-301-3C-3J-2C	Magnetic mount, 10'	Dome, Cellular, WiFi & GPS	(800-2.7 GHz), 2.4/5 GHz, GPS	3-5 dBi Cellular, 5 dBi WiFi	3.2"	\$109	\$109	\$109
MobileMark	SMW-305-3C-3J-2C	Surface mount, 15'	Dome, Cellular w/LTE, WiFi & GPS	694-894 MHz (LTE), 1.7-2.7 Ghz, 2.4 & 4.9-6.0 GHz (WiFi), GPS	3-5 dBi Cellular/LTE, 5 dBi WiFi	3.2"	\$103	\$103	\$103
MobileMark	MGW-305-3C-3J-2C	Magnetic mount, 10'	Dome, Cellular w/LTE, WiFi & GPS	694-894 MHz (LTE), 1.7-2.7 Ghz, 2.4 & 4.9-6.0 GHz (WiFi), GPS	3-5 dBi Cellular/LTE, 5 dBi WiFi	3.2"	\$125	\$125	\$125
MobileMark	SMW-308-3C-3C-2C	Surface mount, 15'	Dome, Cellular GPS	800-1250 MHz & 1650-2700 MHz, 824-894 MHz, 1850-1990 MHz, GPS	3-5 dBi Cellular	3.2"	\$92	\$92	\$92
MobileMark	MGW-308-3C-3C-2C	Magnetic mount, 15'	Dome, Cellular GPS	800-1250 MHz & 1650-2700 MHz, 824-894 MHz, 1850-1990 MHz, GPS	3-5 dBi Cellular	3.2"	\$98	\$98	\$98
MobileMark	SMV-UCE-1C2C	Surface mount, 15'	Whip, Cellular & GPS	806-960 MHz, 1710-1990 MHz, GPS	2 dBi (804-960), Unity (1710-1990)	5"	\$69	\$69	\$69
MobileMark	MAGV-UCE-1C2C	Magnetic mount, 15'	Whip, Cellular & GPS	806-960 MHz, 1710-1990 MHz, GPS	2 dBi (804-960), Unity (1710-1990)	5"	\$80	\$80	\$80
MobileMark	SM-U15-1C2C	Surface mount, 15'	Puck, Cellular & GPS	824-894 MHz/1850-1990 MHz, GPS	Unity	0.95"	\$75	\$75	\$75

MobileMark	MGD-W15-3C	Magnetic mount, 10'	Dome, WiFi	2.4 GHz. 4.9-6.0 GHz (WiFi)	2.5 dBi	1.9"	\$43	\$43	\$43
MobileMark	SMW-305-3C-00-00	Surface mount, 15'	Dome, Cellular/LTE	694-894/1700-2700 MHz	3-5dBi Cellular/LTE	3.2"	\$73	\$73	\$73
Wilson Electronics	CUSTOM 1960S	NMO mount, 15'	Whip, Cellular	824-894 MHz, 1850-1990 MHz	4.9-5.9 dBi	13.88"	\$30	\$30	\$30
PCTEL A/S	ASPRDM1994S	Magnetic mount, 15'	Whip, Cellular	824-894 MHz, 1850-1990 MHz	3 dBi	14.1"	\$41	\$41	\$41
USAT	Pentaband-SMA	Dipole "Rubber Duck"	Dipole, 90 Degree "Rubber Duck"	700/850/900/1800/1900/2100	2 dBi (804-960), Unity (1710-1990)	4"	\$15	\$15	\$15

**SECTION II(b) – Discounted Catalog**

Optionally, the proposal can include this section, which is based on a flat discount off the manufacturer’s suggested retail price (MSRP). This can be used for the purchase of any items not specifically listed above. Invoicing for this discounted pricing shall list the MSRP and the discount applied.

Manufacturer	Discount Off MSRP		
	Qty 1	Qty 10	Qty 25
Sierra Wireless (cellular AirLink devices)	17%	20%	25%
CradlePoint COR Products	5%	15%	20%
Mobile Mark	20%	20%	20%

**SECTION II(c) – Additional Services**

In addition to the above equipment, please provide the cost for the following services. If these services are not available, please indicate as such below.

**Configuration Services**

- Telephone and email support assistance for configuration and deployment
- Carrier configuration & provisioning of the WWAN radio
- Configuration and provisioning of the Wi-Fi radio
- Random antenna connector testing of at least twenty percent (20%) sample rate
- Carrier and manufacturer advocacy services
- Equipment labeling (IP Address)
- Firmware updates to latest stable revision at time of delivery
- Programming/Configuration data delivered as a spreadsheet or other acceptable format

Cost for these services: \$ 60 each (single units)  
 \$ 60 each (minimum quantity ten units)  
 \$ 60 each (minimum quantity twenty-five units)

- These services are not available.
- Similar services are available. (Attach details listed as “CONFIGURATION SERVICES” and include costs.)

**SECTION II(d) – Miscellaneous**

**Pre-Sales Support**

At no additional cost, vendor shall provide pre-sales consulting to facilitate the choosing of the most appropriate equipment for the particular application needed. This support shall be via toll-free telephone line and/or email.

**Price Adjustments**

Any reductions in MSRP greater than five percent (5%) shall automatically be reflected in **all** costs for the term of this agreement.

Any increases in MSRP shall only be passed on after providing written notice of at least thirty (30) days in advance of the increase. After receipt of the notice, the Town shall have ten (15) days to purchase equipment at the then current price.

**Initial Purchase Estimates**

The following quantities are provided as estimates for the Town's initial purchase. Actual quantities purchased are dependent upon costs.

COR IBR600	15
Raven XE	9
GX440 w/Wi-Fi Option	10

**Payment Method**

The Town prefers to pay for purchases with a government Visa credit card. If payment via credit card is acceptable to the vendor, then there shall be no surcharges or other additional charges beyond the quoted prices. If this is not acceptable, then Net-30 terms shall apply. The Town shall provide a purchase order regardless of the method of payment.

Please select one of the following:

Both credit card and Net-30 terms are acceptable

Please note, as a part of our standard business practice with all of our company's clients, USAT assumes cash terms will be established, and thus all pricing quoted herewith shows the cash discount of 3% USAT always produces quotes based on cash transactions as this is our business standard. If non-cash is used for payment, the cash discount will not be applied and pricing will adjust accordingly.

Credit card is the only acceptable method of payment

Net-30 is the only acceptable method of purchase



## AGREEMENT

This Agreement is made and entered into as of this 15<sup>th</sup> day of April, 2012, by and between USAT Corp., a North Carolina Corporation (the "Bidder") and the Town of Smyrna, Tennessee, a Tennessee municipal corporation (the "Town") for the purpose of purchasing **Mobile Wireless Equipment**.

**WHEREAS**, the Bidder has submitted a quotation for the provision of certain products and/or services to the Town, all in accordance with the terms of the Invitation to Submit Quotations attached hereto and incorporated herein by reference as if set forth at length verbatim as Exhibit A (the "ISQ"), and which Quotation from the Bidder is attached hereto and incorporated herein by reference as if set forth at length verbatim as Exhibit B (the "Quotation"); the ISQ and the Quotation, together with any and all ancillary documents thereto, shall be collectively referred to herein as the "Bid Documents"); and

**WHEREAS**, the Town now desires to accept the Bidder's quotation, in accordance with the terms set forth in such Bid Documents.

**NOW, THEREFORE**, in consideration of the mutual covenants contained herein, and for other good and valuable consideration, the receipt and sufficiency of which is hereby acknowledged, the undersigned do hereby agree as follows:

1. Acceptance of Bid Documents. The terms of the Bid Documents, as incorporated herein by reference, are hereby accepted by the parties hereto. The Bidder hereby agrees to provide the goods and/or services contemplated by such Bid Documents in accordance with the terms set forth therein. The Town hereby accepts the Bidder's quotation to provide the goods and/or services contemplated by such Bid Documents in accordance with the terms set forth therein.

2. Entire Agreement. This Agreement, including the exhibits and any other documents referred to herein or therein, which form a part hereof, contains the entire understanding of the parties with respect to its subject matter. There are no restrictions, agreements, promises, warranties, covenants or undertakings other than those expressly set forth herein or therein. This Agreement supersedes all prior written or oral agreements and understandings between the parties with respect to its subject matter and may not be altered, modified or amended, in whole or in part, except by the express written authorization and consent of the parties hereto.

3. Severability. This agreement constitutes the product of negotiations of the parties hereto and any enforcement of hereof will be interpreted in a neutral manner and not more strongly against any party based upon the source of the draftsmanship of this Agreement. If any

provision of this Agreement shall be held invalid or unenforceable by a court of competent jurisdiction, the remaining provisions hereof shall continue to be fully effective.

4. Limitation of Liability. The Town of Smyrna shall not be liable for any loss, claim, expense or damage caused by, contributed to, by or arising out of the acts or omission of Bidder or third parties, whether negligent or otherwise.

5. Warranties. The Bidder warrants to the Town that all materials and equipment furnished under this Contract will be new unless otherwise specified, and that all work will be of good quality, free from faults and defects, suitable for the purpose for which the materials and equipment are furnished, and in conformance with the Agreement. All work not conforming to these requirements, including substitutions not properly approved and authorized, may be considered defective.

6. Governing Law. This Agreement shall be deemed to have been executed and delivered within the State of Tennessee, and the rights and obligations of the parties shall be construed and enforced in accordance with, and governed by, the laws of the State of Tennessee.

7. Applicable Law / Choice of Forum and Venue. The parties' choice of forum and venue shall be exclusively in the courts of Rutherford County, Tennessee. Any provision of the Agreement held to violate a law or regulation shall be deemed void, and all remaining provisions shall continue in force.

**IN WITNESS WHEREOF**, the undersigned have executed this Agreement as of the date set forth above.

**BIDDER:**

**USAT**

By: Mark Wertz

Title: Regional Sales Manager

ATTEST:



TOWN OF SMYRNA, TENNESSEE

By: Tony Dover

Name: Tony Dover, Mayor

ATTEST:

Dianne Waldron  
Dianne Waldron, Town Clerk

**SECTION III – SPECIFICATION COMPLIANCE**

Unless otherwise noted, all quotations for the mobile wireless equipment shall be in complete accordance with the specifications detailed herein.

Bidders shall note in the space provided below any exceptions or deviations in any way from the specifications of any section of this ISQ. Bidders should provide complete detail of exceptions or deviations.

**Proposal Exceptions**

Section	Brief Description
Pricing	Sierra Wireless had discontinued the "Upgrade Ready" option for the GX-400
	Since both the EVDO-Rev-A and the LTE versions are now shipping for VZW models.

By signature below, vendor acknowledges any quotation to be in full compliance with all aspects of each section of the ISQ not noted above. The undersigned hereby declares that no person or party other than the undersigned have any interest whatever in this proposal, that it is without any connection or collusion with any person or persons making or having made any proposal for the same work and without any previous understanding with such person or persons as to relative prices, obviating competition, and that it is made in good faith.

USAT Corp.  
COMPANY

919-942-4267  
FAX NUMBER

Mark Wertz, Regional Sales Manager  
REPRESENTATIVE NAME & TITLE

678-596-0125  
TELEPHONE NUMBER

  
SIGNATURE

mwertz@usatcorp.com  
E-MAIL ADDRESS

**Mobile Wireless Equipment 2012  
Cost Comparison from Top Three Vendors**

	Digital Highway Any Qty	USAT Corp			Access Wireless Data Solutions Any Qty
		\$1	\$10	\$25	
Raven XE	\$550	\$578	\$492	\$468	\$487
GX440 w/Wi-Fi	\$924	\$950	\$805	\$762	\$849
COR IBR600	\$617	\$578	\$526	\$500	\$616

\* All prices include appropriate antenna(s) from vendor's bid

Item	Qty	DH	USAT	AWDS
Raven XE	9	\$4,950	\$4,212	\$4,383
GX440 w/Wi-Fi	10	\$9,240	\$7,620	\$8,490
COR IBR600	15	\$9,255	\$7,890	\$9,240
<b>Totals</b>		<b>\$23,445</b>	<b>\$19,722</b>	<b>\$22,113</b>



**MOBILE WIRELESS SERVICES - INFORMATION SERVICES BID TAB**  
**APRIL 17, 2012 @ 10:00 AM**

Chosen Vendor

Manufacturer / Model	Digital Highway			Premier Wireless			Strategic Telecom Solutions			Access Wireless Data Solutions			USAT Corp			Tessco		
	Sierra Raven XE Qty 1/10/25	375.00	375.00	375.00	449.-	444.-	439.-	499.-	494.-	489.-	405.-	405.-	405.-	475.-	389.-	365.-	437.13	404.19
Sierra GX400 Qty 1/10/25	535.00	535.00	535.00	544.-	534.-	524.-	599.-	594.-	579.-	517.-	517.-	517.-	571.-	467.-	438.-	625.47	578.34	578.34
Sierra GX440 Qty 1/10/25	599.00	599.00	599.00	729.-	714.-	700.-	809.-	770.-	744.-	621.-	621.-	621.-	762.-	624.-	586.-	699.93	647.19	647.19
Sierra GX440 Wi-Fi Qty 1/10/25	150.00	150.00	150.00	819.-	804.-	789.-	879.-	869.-	849.-	699.-	699.-	699.-	85.-	78.-	73.-	-	-	-
CradlePoint IBR600 Qty 1/10/25	442.00	442.00	442.00	444.-	439.-	433.-	499.99	494.99	489.99	466.-	466.-	466.-	475.-	423.-	397.-	no bid	no bid	no bid
Both Credit Card & Net-30	yes	yes	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Only Credit Card																		
Only Net-30																		
<b>Mfg Catalog Discounts</b>																		
Sierra Wireless	-	-	-	-	-	-	-	-	-	-	-	-	17%	20%	25%	Platinum Pricing		
CradlePoint	-	-	-	-	-	-	-	-	-	-	-	-	5%	15%	20%			
Mobile Mark													20%	20%	20%			

Attendees / Company

*Rex G. Gaither* Town of Smyrna  
*Robert Kulp* TOS  
*Ben Davis* Town of Smyrna

Attendees / Company

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