

Department of Information Resources
Data Communications and Networking Equipment and Related Services
Request for Offer DIR-TSO-2711

Product Offering Detail - All Items Discounted at 20.75%. Listing below is a sampling of products offered, prices determined by Tower Height and Type, Project Scope of Work, Location, Customer Requirements, and so forth.	MSRP	Customer Price w/ 20.75% discount
<i>Hardware</i>		
Western Towers Data and Communication Towers		
SQT15PTH Western Towers 15' Tilt Down Tower	\$2,085.00	\$1,652.36
SQT20PTH Western Towers 20' Tilt Down Tower - Heavy Duty	\$2,760.00	\$2,187.30
SQT25PTH Western Towers 25' Tilt Down Tower - Heavy Duty	\$2,780.00	\$2,203.15
SQT30PTH Western Towers 30' Tilt Down Tower - Heavy Duty	\$2,800.00	\$2,219.00
SQT40PTM Western Towers 40' Tilt Down Tower - Medium Duty	\$2,840.00	\$2,250.70
SQT40PTH Western Towers 40' Tilt Down Tower - Heavy Duty	\$3,340.00	\$2,646.95
SQT40PTH-DBFND Western Towers 40' Tilt Tower with Foundation	\$3,850.00	\$3,051.13
SQT50PTH Western Towers 50' Tilt Down Tower - Heavy Duty	\$5,315.00	\$4,212.14
SQT60PTM Western Towers 60' Tilt Down Tower - Medium Duty	\$5,125.00	\$4,061.56
SQT60PTH Western Towers 60' Tilt Down Tower - Heavy Duty	\$5,500.00	\$4,358.75
SQT80PTH Western Towers 80' Tilt Down Tower - Heavy Duty	\$15,900.00	\$12,600.75
*Accessory items available for towers above such as mounts, etc.		
RR60SFT Steel Foundation Tube for 60' and below	\$2,950.00	\$2,337.88
WTPCFND-60 Western Towers Precast Foundation 60' and below	\$2,000.00	\$1,585.00
WTSQTFNDKIT - Western Towers Foundation Kit - Template/Bolts	\$1,015.00	\$804.39
WTPCFND-80 Western Towers Precast Foundation 80' tower	\$8,500.00	\$6,736.25
WT40RDTWS Western Towers 40' Welded Section Self Support	\$9,729.00	\$7,710.23
WT60RDTWS Western Towers 60' Welded Section Self Support	\$10,500.00	\$8,321.25
WT80RDTWS Western Towers 80' Welded Section Self Support	\$11,680.00	\$9,256.40
WT100RDTWS Western Towers 100' Welded Section Self Support	\$14,600.00	\$11,570.50
WT120RDTWS Western Towers 120' Welded Section Self Support	\$17,500.00	\$13,868.75
WTRDTFNDKIT - Western Towers RDT Foundation Kit-Template/Bolts	\$1,500.00	\$1,188.75
WTRDT120SST-DPC Kit - Rapid Deployment Tower and Foundation	\$54,000.00	\$42,795.00
WTRDT100SST-DPC Kit - Rapid Deployment Tower and Foundation	\$48,000.00	\$38,040.00
WTRDT80SST-DPC Kit - Rapid Deployment Tower and Foundation	\$44,000.00	\$34,870.00
WTRDT60SST-DPC Kit - Rapid Deployment Tower and Foundation	\$40,000.00	\$31,700.00
WTRDT40SST-DPC Kit - Rapid Deployment Tower and Foundation	\$35,000.00	\$27,737.50
WT300x42GTKIT Western Towers 300' x 42" Face Guyed Tower Kit	\$50,000.00	\$39,625.00
WT400x42GTKIT Western Towers 400' x 42" Face Guyed Tower Kit	\$60,000.00	\$47,550.00
WT495x42GTKIT Western Towers 495' x 42" Face Guyed Tower Kit	\$83,094.00	\$65,851.99
WT300SSTKIT Western Towers 300' Self Support Tower Kit	\$120,000.00	\$95,100.00
WT250SSTKIT Western Towers 250' Self Support Tower Kit	\$116,500.00	\$92,326.25
WT195SSTKIT Western Towers 195' Self Support Tower Kit	\$65,000.00	\$51,512.50
WT175SSTKIT Western Towers 175' Self Support Tower Kit	\$52,500.00	\$41,606.25
WT100SSTKIT Western Towers 100' Self Support Tower Kit	\$38,325.00	\$30,373.00
WT30MONO Western Towers 30' Monopole	\$25,000.00	\$19,812.50
WT50MONO Western Towers 50' Monopole	\$30,000.00	\$23,775.00
WT100MONO Western Towers 100' Monopole	\$38,325.00	\$30,372.56

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WT150MONO Western Towers 150' Monopole	\$48,000.00	\$38,040.00
*Other Western Towers brand communication towers available upon request at the same discount for this category		
Thermo Bond Protective Shelters for Hardware & Devices		
ThermoBond 8x10x9 Lightweight Shelter Kit w/ 25KW generator	\$67,598.00	\$53,571.41
ThermoBond 10x12x9 Lightweight Shelter Kit w/ 25KW generator	\$74,202.00	\$58,805.08
ThermoBond 10x20x9 Lightweight Shelter Kit w/25KW generator	\$88,421.00	\$70,073.64
ThermoBond 11.5x24x9 Lightweight Shelter Kit w/25 KW generator	\$101,520.00	\$80,454.60
*other sizes and configurations available upon request		
GFRC Protective Shelters for Hardware & Devices		
GFRC6x6x8 Shelter - Prefabricated Concrete 20KW Genset	\$62,155.00	\$49,257.05
GFRC10x12x8 Shelter - Prefabricated Concrete 20KW Genset	\$76,933.00	\$60,969.40
GFRC10x20x8 Shelter - Prefabricated Concrete 20KW Genset	\$91,983.00	\$72,896.53
GFRC20x20x8 Shelter - Prefabricated Concrete 20KW Genset	\$145,014.00	\$114,923.60
*other sizes and configurations available upon request		
Lone Star Shelters for Hardware & Devices		
C-Type 8x12x9 Fiberglass Shelter Kit - no generator	\$49,296.00	\$39,067.08
C-Type 8x12x9 Fiberglass Shelter Kit w/ 20 KW generator	\$60,137.00	\$47,658.57
C-Type 8x16x9 Fiberglass Shelter Kit w/ 20 KW generator	\$65,684.50	\$52,054.96
C-Type 8x20x9 Fiberglass Shelter Kit w/ 20 KW generator	\$68,918.50	\$54,617.91
C-Type 10x12x9 Fiberglass Shelter Kit w/20 KW generator	\$62,795.25	\$49,765.23
C-Type 10x16x9 Fiberglass Shelter Kit w/20 KW generator	\$67,504.50	\$53,497.31
C-Type 10x20x9 Fiberglass Shelter Kit w/20 KW generator	\$73,337.25	\$58,119.77
C-Type 12x20x9 Fiberglass Shelter Kit w/20 KW generator	\$77,617.75	\$61,512.06
C-Type 12x30x9 Fiberglass Shelter Kit w/20 KW generator	\$90,191.50	\$71,476.76
*other sizes and configurations available upon request		
Tessco Branded Equipment for Antennas, Coax, Tower Sites		
*offerings from Tessco for category above		
Comprod Antennas and Accessories		
*offerings from Comprod for category above		
Western Towers Data & Communication Lease Towers		
*lease towers available on Western Towers' tower sites		
Tower Site Compound Hardware and Related Accessories		
H-Frame	\$5,000.00	\$3,962.50
Grounding System - Conventional	\$10,000.00	\$7,925.00
Grounding System - Chemrod	\$15,000.00	\$11,887.50
Lightning Protection System - Dissipaters	\$6,000.00	\$4,755.00

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Grounding System - R56	\$15,000.00	\$11,887.50
Standard Ice Bridge 10' x 24" wide Kit	\$1,500.00	\$1,188.75
*other products and services in this category available upon request		
Maintenance - Civils Work		
Data and Communication Tower Foundation Installation		
including drilled pier/caisson foundations, gravity block, pad and pier type, precast foundation, design build, foundation deconstruction. Determined by soil, scope, and tower.		
Gravity Block Standard	\$50,000.00	\$39,625.00
Drilled Pier Foundation	\$50,000.00	\$39,625.00
Deadman Anchor Guyed Tower Foundation	\$40,000.00	\$31,700.00
Data and Communication Tower Compound Installation		
including gravel for site, fences, weed barrier, grounding shelter install, generator install. Determined by scope of work and site.		
40' x 40' Fence	\$15,000.00	\$11,887.50
40' x 40' weedbarrier and gravel	\$6,750.00	\$5,349.38
Data and Communication Tower Accessory Installation		
including tower maintenance for antenna and coax install installation of safety climbs, tower lightning protection antenna testing - Determined by Scope of Work.		
Daily Rate - Crew Charge	\$4,850.00	\$3,843.63
Antenna Installation - Standard	\$3,785.00	\$2,999.62
Data and Communication Tower Erection Services		
including installation of all types of towers - monopole, self supporting, guyed, roof top. Depending on tower, site, scope of work.		
Guyed Tower Erection - Standard - Price per foot, erection only.	\$100.00	\$79.25
Self Support Tower - Standard - Price per foot, erection only.	\$200.00	\$158.50
Data and Communication Tower Maintenance Services		
Tower deconstruction, tower relamping, accessory install. Depending on SOW		
Daily Rate - Crew Charge	\$4,850.00	\$3,843.63
Technical Services		
Engineering Services for System Reliability		
Sweep Testing and Data Analysis for Antennas and Lines		
including antenna/microwave path alignment services. Depending on SOW		
Daily Rate - Crew Charge	\$5,000.00	\$3,962.50
Data and Communication Grounding Analysis		
including 3 point fall of potential and clamp on testing. Depending on SOW.		
Daily Rate - Crew Charge	\$5,000.00	\$3,962.50

