



Please review the following quote

**Public Safety (ARMER) BDA Installation - NOT TO EXCEED QUOTE**

Quote # DM011223  
Version 1

Prepared for:

**Waite Park, City of**

Lance Feia  
[lance.feia@ci.waitepark.mn.us](mailto:lance.feia@ci.waitepark.mn.us)



- Product

Description	Price	Qty	Ext. Price
<b>Antenna 806-960/11DB, YAGI SMR (Up to 2.38" Mounting) ARMER Antenna</b>		1	
<b>Antenna Base Cellular Multi-Band Yagi (Cellular Antenna)</b>		1	
<b>NONPEN ROOF MOUNT KIT 60" MST</b>		1	
<b>Block 4"X8"X16" Ballast For Ant/Mount</b>		8	
<b>Ballast Mount 5 Single Mast, Flat Roof Mount</b>		1	
<b>Nello Mat Kit</b>		1	
<b>Connector N Male LMR400 Captivated Crimp</b>		8	
<b>Coax LMR400 Cable (ESTIMATED)</b>		300	
<b>50 Ohm Lightning Surge Protector (Cellular)</b>		1	
<b>Misc Hardware Fittings Consumables Connectors and Splitters</b>		1	

**Subtotal: \$2,622.71**

Services

Description	Price	Qty	Ext. Price
<b>Services</b> Installation of Non-Pen Roof Mount Antenna Mast on Roof of Building. Install ARMER Yagi Antennas, Run and Coaxial Cables for ARMER that Waite Park staff didn't already run Install customer existing ARMER Westell Amplifier. Optimize Systems, Test, and Document.		1	
<b>Round Trip Travel and Vehicle Mobilization</b>		1	
<b>Truck Charge</b>		1	
<b>Documentation/Licensing/Registration Submittals, Etc</b>		1	

**Subtotal: \$2,919.00**



## Managed Services

Description	Recurring	Qty	Ext. Recurring
<b>Optional ARMER Monthly Standard System Service Agreement (Includes Annual Preventative Maintenance System Checkout)</b>	\$119.00	1	\$119.00

Monthly Subtotal: **\$119.00**



## Public Safety (ARMER) BDA Installation - NOT TO EXCEED QUOTE

### Prepared by:

**2 - St. Cloud**

Dan McCoy  
(320) 252-1887  
Fax 320-259-5997  
dmccoy@dsccommunications.com

### Prepared for:

**Waite Park, City of**

19 13th Ave N  
Waite Park, MN 56387  
Lance Feia  
(320) 252-6822  
lance.feia@ci.waitepark.mn.us

### Quote Information:

**Quote #: DM011223**

Version: 1  
Delivery Date: 02/10/2026  
Expiration Date: 03/10/2026

## Quote Summary

Description	Amount
- Product	\$2,622.71
Services	\$2,919.00
<b>Total:</b>	
	<b>\$5,541.71</b>

## Monthly Recurring Summary

Description	Amount
Managed Services	\$119.00
<b>Monthly Total:</b>	
	<b>\$119.00</b>

Taxes, shipping, handling and other fees may apply. 3% Processing Fee will be accessed on all credit card transactions. Any price quoted for a product is subject to market change, supply disruption, adjustments to foreign exchange rates, and tax reforms, among other causes. We reserve the right to cancel orders arising from pricing or other errors.

RETURN POLICY. Any Motorola Sale Equipment returned is subject to a 20% restocking fee. Return requests for Motorola Sale Equipment must be made within 30 days of invoice date for radio equipment, parts and accessories. Non-Motorola Sale Equipment may be subject to a 20% restocking fee or may not be returnable. If any Equipment is inoperable upon delivery, Customer must notify DSC Communications within 14 days of delivery to be eligible for credit or exchange; inoperable Equipment returned after 14 days will be processed as warranty repairs. Only equipment purchased from DSC Communications is accepted for return and must be in new condition. Customized or custom-made equipment, including by way of illustration, custom cabinets, tuned duplexers, computer equipment, software, BDAs and built-to-order repeaters, are not eligible for return. Materials that have been determined to be outside the return policy requirements will be returned to the Customer or disposed of at Customer's expense. Cellular products, including boosters and cellular accessories are subject to the manufacturer's terms.



**Clarifications & Exclusions - Quotes**

General Work Terms:

1. All work will be performed during normal business hours - *Monday through Friday, 8:00am to 5:00pm* - unless otherwise agreed upon by both parties.
2. Customer will maintain a clean, safe, and efficient work environment.
3. Permits and associated fees are not included in DSC Communications' proposal pricing. (if applicable)
4. Customer will provide a secured area to store/stage project-related materials.
5. Customer acknowledges that supply-chain and shipping difficulties may result in unavoidable delays/cost increases. Customer agrees to provide DSC with reasonable extensions of time and DSC agrees to make efforts to avoid or minimize delays.
6. Changes to scope of work, or departures from initial planning that arise during or after deployment, will be discussed with customer as a change-order and invoiced appropriately.
7. Returns may be subject to a restocking fee.

Customer Responsibilities: (If applicable)

1. Customer will provide current blueprints/floor plans for identification of cabling routes.
2. Where installations use customer-premise wiring or the wiring/cabling is installed by others, all wiring shall be properly installed, free from defects, and capable of supporting the new equipment. Time and materials used to troubleshoot and repair wiring issues may be considered beyond scope and subject to invoicing.
3. Project Manager(s): Customer shall assign project manager(s) to make decisions for equipment installation and placement.
4. Network/Technology Manager: Due to the complexity of network integration practices and security policies, someone empowered to make customer-premise network decisions and verifications must be assigned, and available to the technicians on-site.

Exclusions (unless otherwise specifically stated in proposal):

- Electrical work to panels, breakers, or electrical outlets.
- Installation conduit or cable raceway.
- Rental/provision of aerial lifts or scaffolding.
- Interconnections to other devices (such as burglar alarm or fire annunciator panels).
- Vertical or horizontal core drilling holes exceeding 3/4" in diameter or 12" in depth.
- Removal of old wiring or devices.
- Application Programming Interface (API) integration to other network devices.
- Customer-premise network reconfigurations to routers, switches, firewalls, etc.
- Replacement of ceiling tiles, millwork, paint, or other finishing/fine detail that may be disturbed during the normal course of work.

**2 - St. Cloud**

**Waite Park, City of**

Signature: \_\_\_\_\_

Name: Dan McCoy

Title: \_\_\_\_\_

Date: 02/10/2026

Signature: \_\_\_\_\_

Name: Lance Feia

Date: \_\_\_\_\_



## Ask us about our **MANAGED SERVICE AGREEMENTS**

### **WHAT IS INCLUDED:**

- Support & Telemetry Services
- Knowledge Management
- Consulting and Planning

### **ADVANTAGES of a SERVICE AGREEMENT:**

- Priority Services
- Less Down Time
- Fixed Repair Budget
- Preventative Maintenance
- Extended Life of Equipment

*Providing  
Communication and Video Solutions  
for a Safer and More Efficient  
Environment.*



[DSCcommunications.com](http://DSCcommunications.com)