

**Proposal to:
Mr. Thurston Smith
Kansas Division of Purchases
785-296-7251**

KSU RFQ 11877 - Valid 5 Years

Ku-BAND TWTs / UPC's / POWER CONTROL / 1:1 CONFIGURATION

Item	Qty			
1	1	LOT Dual TWTA HPAs w/1:1 Switching, Port Perm Switches/Loads, VPC, Installed	96,700	96,700
2	2	TANDBERG E5740 2 RU 70 IF SD Encoders (Upgradeable to MP4/HD/DVB-S2)	23,770	47,540
3	2	70 MHz to Ku-Band Agile UPC, Miteq 9956-6-1K w/Opt: L Band Monitor Out	9,070	18,140
4	2	TANDBERG RX1290 Integrated Receiver/Decoder	5,470	10,940
5	2	Waveguide Rotary Joints	470	940
6	1	On-Site Installation w/ECC Technical Assist	3,510	3,510
7	1	On-Site Installation Expenses w/ECC Technical Assistant	1,640	1,640
8	1	LOT : Warrantee 12 Months Labor / 18 Months Parts	N/C	N/C
Subtotal				179,410
CR1	2	Credit 200W TWTA - 20 Years Old MCL 10936	-2,000	-4,000
CR2	1	Credit LOT: 2 Analog LVE-14's w/SA ATIS	-1,000	-1,000
CR3	2	Dummy Loads to Use in Switchover	-400	-800
Credit Subtotal				-5,800

Project Total

HVAC / Electrical / Permits / Sales & Use Taxes, if Applicable, are Not Included

173,610

Terms:	Downpayment to Pinzone Initiate Engineering & Equipment Requisitions	32,350
	Immediately Upon Shipment Confirmation from MCL / MITEQ: EFT to MCL	81,900
	Immediately Upon Shipment Confirmation from Tandberg: EFT to TBC	59,360
	Balance Due Upon Completion	5,800
	Credit for Working Condition Items Taken In Trade	-5,800

Options:

Item	Qty			
A	1	Satellite ID/Automatic Ant Positioning System: RC3000/w/FG/GPS/DVB-ID	12,800	12,800
B	1	Automatic Uplink Power Control System-4 Channel, w/L-Beacon Receiver	25,320	25,320
C	1	Extended Warrantee Service	2010-2011	11,500
C	1	Extended Warrantee Service	2011-2012	11,500
C	1	Extended Warrantee Service: for each year thereafter for up to 5 years	12,500	12,500

Future Upgrades - Valid 5 years, proportionally less for any future published price reductions

Pricing reflects a minimum 2% discount for prepaid orders off of published end-user pricing.

1	Upgrade Modulator from DVB to DVBS2	2,890	2,890
1	Upgrade Encoder to HD	19,000	19,000
1	Upgrade Encoder to MPEG-4 SD	13,600	13,600
1	Upgrade Encoder to MPEG-4 HD	49,900	49,900
1	Upgrade RX1290 to Selectable DVB/DVB-S2	430	430
1	Add for EACH turnaround submission for Upgrade(s)	700	700
0	Installation, per day	750	0
0	Travel time, per day	450	0
0	Per Diem at IRS published rates (pub 1792), currently for Manhattan, Kansas	109	0
0	Transportation \$1.50 per mile, one way, or actual airfare + 0%		

PINZONE ENGINEERING GROUP, Inc.

Basil F. Pinzone, Jr.
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