



2518 Cathay Court
Tallahassee, Florida 32308
Office: 850-383-8050 Fax: 850-383-8061

Quotation

Customer: Contact:
Entity Name: City of Pinellas Park
Address:

City, State, ZIP:
Email:

Date: 3/3/2023
Quote #: 44988- 734108

Sales Rep: BJ Forsman
Email: bj@skybasecommunications.com
Cell: 850-933-1015

| Line Item | Qty | Part Number | Description | Unit Price | Extended Price | Delivery Notes |
|-----------------------|-----|-------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------|----------------|--------------------------------------------------------------------------------------|
| 1 | 1 | COTM-GO | Comms On The Move satellite and LTE hardware and services bundle Includes • Kymeta GO flat panel antenna with AC to DC power supply • LTE bonded gateway (3 LTE modems) with first year gateway care • 6 LTE antennas, 2 WiFi antennas and 1 GPS • 100GB SuperGIG bucket - data transfer over all available networks including satellite and LTE, valid for 12 months or until consumed | \$34,998.00 | \$34,998.00 | 3-4 Week Delivery |
| 2 | 1 | COTM-TP | Comms On The Move Custom Aluminium Tripod, Antenna plate, three mounted LTE antennas, 100ft of COAX, and 100ft Outdoor CAT6 | \$ 1,995 | \$1,995.00 | |
| 3 | 1 | COTMINTG | Delivery, Configuration, and Integration of COTM system into existing Portable package | \$ 2,495 | \$2,495.00 | |
| 4 | | GWCR | Gateway Care Care Begins in the Second Year Support plan for equipment. Includes: -Hardware warranty (repair/replacement) and priority repair -Priority software updates -24/7 telephone and email support -Access to self-help through Support Hub -Remote training & discount for on-site training -Shared non-expedited shipping | \$ 2,000 | | Included with hardware for the first year. This begins at the first service renewal. |
| Hardware Quote Total: | | | | | \$39,488.00 | |

Send Purchase Order to:
SkyBase Communications
2518 Cathay Court
Tallahassee, Florida 32308
Fax: 850-383-8061

Tom Appugliese <tappugliese@pinellas-park.com>

Re: CIP Project -- City DR Satellite System Upgrade

Gary Moskaluk <GMoskaluk@pinellas-park.com>
To: Tom Appugliese <tappugliese@pinellas-park.com>

Mon, Mar 6, 2023 at 3:54 PM

Yes, I approve.

Gary Moskaluk
Purchasing Director
City of Pinellas Park
(727)369-5711

On Mon, Mar 6, 2023 at 3:36 PM Tom Appugliese <tappugliese@pinellas-park.com> wrote:

Gary,

We have a CIP project budget to upgrade our city satellite system with a new Dish and new connectivity hardware to replace our 13 year old system.

Attached is the Quote and a sole source letter for the upgrade of the system We will be going to council for an approval once you review the quote and verify the sole source letter.

Thank you

Thomas Appugliese
City of Pinellas Park, Chief Technology Officer / IT Administrator
Office # 727-369-0650 | Fax # 727-369-7868 [Tappugliese@pinellas-park.com](mailto:tappugliese@pinellas-park.com)



Sole Source Justification

This letter is to support the reasoning for IP Access' Red Phone, Fusion and SuperGIG being sold by SkyBase Communications to be considered as proprietary and sole source.

Red Phone provides the industry's only satellite backhauled, off the grid, extension-to-extension voice service. Fusion and SuperGIG are a family of products/services that blend satellite connectivity and cellular/LTE connectivity. SkyBase Communications is our exclusive Florida based service provider, with the ability to provide this service.

The proprietary configuration and support of SuperGIG, Fusion and Red Phone is unique IP Access and our in state reseller SkyBase Communications. No other vendor within the State of Florida provides this service.

Best Regards,

A handwritten signature in blue ink that reads 'Michael Gregg'.

Michael Gregg
Executive Director of Sales