



**Omnia Partners 4400006644
(RFP2000001701)**

Svc Est-Hidalgo County – Insight Solar Powered RDU-LH-Pointer

1. ESTIMATE SCOPE

Insight will provide the following services:

- Watchdog – SST2200 RDU-LH Pointer 4-Panel Solar Communications Tower

2. INSIGHT POINTER DESCRIPTION OF SERVICES

Each SCT2200-LHP RDU Solar RDU will include:

- 4 x 550 Watt Solar panels
- 2 x extra-large custom mounts for two fixed panels and 2 sliding panels
- 2 x sets of extra-large panel sliders
- 25.6V 600AH WatchDog Power Systems lifepo4 battery with BMS & Touchscreen
- Victron MPPT 250/100 Charge Controller
- Cerbo GX with touchscreen – remote system monitoring and control
- Peplink Pepwave MAX BR1 Mini LTEA Cat 6 LTE Modem
- Remote system monitoring & programming from phone, iPad, and computer/laptop
- Remote control of lights & camera from phone, tablet, and computer/laptop
- GPS Location Tracking & Geofencing
- 17.1-Kilowatt WatchDog Power Systems LiFePo4 battery
- 24 Volt Circuit Panel with 6 circuits – Siemens double breakers and Schneider Controls/switches
- AC 110V Input Battery Charger
- 30' hydraulic mast with disk mount
- 1 Large Mast 8 wire coil with 12 copper DC power wires
- Single axle trailer with surge disk brakes and mechanical set brake
- Polyurea Armor Coated Trailer Base
- Folding Tow Bar
- Pintle or 2" Ball Hitch per request



- 6 LMR400 RF Equivalent Outdoor Cables to fixed fabricated mount for LTE antenna
- 1 Rotator Motor – Pan
- 1 Tilt Actuator
- Warranty (excluding normal wear, tear, or damage)
 - 3 year Chassis
 - 5 year LiFePo4 battery
 - 10 year solar panels
 - 3 year solar panel roller bearing sliders
 - 2 year LED light drivers
 - Exclusions:
 - Wheel chocks, brakes, tires, fire extinguisher if equipped,
 - Normal wear, tear or damage items



Inclusions:

- Price valid for 30 days
- FOB Las Vegas, NV.

Exclusions:

- Optional equipment
- Anything not expressly included in this proposal
- Tariffs on components above current levels of 25%

Insight custom design, engineering, configuration, delivery and training services:

- Insight will provide engineering, design, configuration of
 - Custom fabricated mounts for PTZ Camera
 - Custom fabricated rack and mounts for Radios and antenna
 - Custom fabricated NEMA Enclosure at the top of the mast for switch & POE power converters
 - Secure cable installation
- Custom Mounting Plate above rotator for dish rotation and tilt
- Custom Large Coil – addition of 2 Cat 6 Cables
- Custom Single or Dual Coil Collection System
- Onsite delivery of the RDU will include hands-on instructions that provides training on the unit's
 - Safety features
 - Operations and maintenance procedures
 - Proper setup and takedown procedure
 - Checklist on preparing for transport to ensure safe towing

3. ADDITIONAL COMPONENTS AND SERVICES

3.1. Included Components

The estimated fees for this Fixed Scope project also include the additional installed components on each RDU per pricing table below:

- Cradlepoint R1900 5G LTE/Wireless Router – WWAN
- Parsec Husky 5G/LTE Antenna
- 3 x Ruckus T350s 120 degree sectorized APs
- 1 x Mimoso C5x ruggedized CPW with 150mm Horn Antenna
- 1 x Axis Q8752-E Thermal Network PTZ Camera
- 1 x AXIS PT IR Illuminator Kit for visual cameras
- 1 x Genetec Streamvault SVR-300-4T-VEHICLEPACK for onboard recording of video, remote control of PTZ camera, and on-demand remote monitoring and wireless offloading
- 1 x Planet IGS-10020HPT IP30 Industrial SNMP Switch
- Transportation to client destination
- Onsite setup and training to include hands on instructions on setup, takedown, transportation, operation, maintenance, and safety features of the RDU

3.2. Additional Support Services

Additional support services are available upon request. Each additional support service can be purchased separately

- Onsite staff to assist with a future scheduled on-site deployment
- Additional remote support hours for communications equipment configuration changes
- After hours remote support for configuration and setup of RDU
- Additional support hours for camera or other electronic equipment changes
- Annual RDU Preventative Maintenance check

4. ESTIMATED FEES AND LEAD TIMES

Estimated pricing for proposed solution. This offer of Services will be valid for 30 days.

4.1. Estimated Delivery Lead Times

All components must be delivered to our configuration center for custom mounting, cabling and configuration prior to scheduling onsite delivery. Onsite delivery is estimated to be 4 weeks after all components have arrived. The table below provides current lead times for those components that will impact the onsite delivery schedule. Insight can work with Client to reduce estimated lead times by selecting alternate components or by requesting expedite once order is placed.

Part Number	Description	Estimated Lead Time
WatchDog-Pointer-SH-CoW	Custom Shorthair Pointer RDU Gen5 Solar Trailer with 3x550W solar panels; 1 x 25.6v 606AH LiFePO4 Battery producing 17.2 KWatts of power; 24 volt system, custom built rack and mast for comms equipment, LED Lights.	10-16 Weeks
Ruckus T350se	RUCKUS WIRELESS : T350se,outdoor access point, 802.11ax 2x2:2, internal 120 degree sector + external antenna capable, dual band concurrent access point. One Ethernet port, PoE input, DC input and USB port. -40C to 65C Operating Temperature. Includes adjustable	18-24 Weeks
AXIS Q8752-E	High accuracy outdoor PTZ positioning Bispectral camera based on AXIS ARTPEC7 platform. Thermal sensor features a 640x480 resolution, 30 fps and 35 mm lens with 10.5° angle of view. Visual sensor have HDTV 1080p video resolution, 32x optical zoom, focus recall and is extremely light sensitive. EIS (Electronic Image Stabilization) on both channels ensures focused and stable video	16-20 Weeks
AXIS PT IR Illuminator Kit C	AXIS PT IR Illuminator Kit C is tailor-made for AXIS T99A Positioning Units for visual cameras. The illuminators can deliver - without diverging lenses - powerful IR illumination at distances up to 500 m (1640 ft), which dramatically enhances identification capabilities during nighttime. The kit includes one pair of 850 nm IR LED illuminators, one metal mounting bracket, and a set of diverging lenses for different beam angles (the default lens installed has a beam angle of 35°, delivering illumination up to 240 meters (787 feet).	6-9 Weeks
Genetec SVR-300A-2T	Streamvault™ SVR-300E for harsh/mobile environments, (8) RJ45 PoE Ports, 16GB RAM, 2TB High End SSD, Intel Core i7 processor, Accelerometer module, 6 inputs & Anti-vibration kit. Supports GPS/Wi-Fi modules sold separately. Includes Windows 10 IoT Embedded License. Genetec™ Security Center pre-installed. Includes Genetec Security Center base package for a Vehicle system: Omnicast Transit package, 8 camera licenses and Automatic Vehicle Location module. 5 years warranty on hardware and 5 years Genetec Advantage included.	6 - 9 Months
		0
Estimated Total Delivery Lead Time		10-35 Weeks

4.2. Fixed Fee Costs

The estimated fees for this Fixed Scope project are set out in the table below:

Part Number	Qty	Description	Insight List Price	Max Contract Price	Disc. Off List	Insight Price	Net Price
SCT2200-LHP	1	Standard Gen4 Solar Trailer with 4x550W solar panels; 1 x 25.6v 606AH LiFePO4 Battery producing 17.2 KWatts of power; 24 volt system, custom pan and tilt motors for microwave alignment rotation and tilt	\$ 71,928.99	\$ 69,627.26	3.2%	\$ 69,627.26	\$69,627.26
Services	1	Engineering, Design, Configuration, Customization of the Standard Solar Trailer into a Custom Communications RDU. Customizations include engineering and design to securely mount all communication equipment and cabling. The RDU will be delivered with all communications, cameras and electronic equipment installed. Insight will gather any specific configuration requirements for all equipment. Onsite delivery and training of the RDU will require approximately 4 to 6 hours to provide training and orientation of the RDU. Initial setup and training will include hands on instructions on the setup, takedown, transportation, operation, maintenance, and safety features of the RDU. Each RDU will also include: RDU Operations and Maintenance Manual and OEM manuals for all installed communications equipment.	\$ 26,182.80	\$ 22,255.36	25.6%	\$ 19,484.40	\$19,484.40
PSW-8-240W-RUG	1	PepLink SD Switch 8-Port Rugged with 90W Power Budget	\$ 599.00	\$ 590.99	4.5%	\$ 572.08	\$572.08
MB03-19005GB-GA	1	Cradlepoint R1900 3-yr NetCloud Mobile Performance Essentials Plan and R1900 router with WiFi (5G modem), no AC power supply or antennas, Global	\$ 2,383.99	\$ 2,324.39	18.5%	\$ 1,943.33	\$1,943.33
PRO5H4LG15B	1	Parsec Husky 5G/LTE, CAT 18, CBRS, 4X4 MIMO LTE, 1 GPS, IP67-Rated External Antenna	\$ 392.99	\$ 379.63	13.4%	\$ 340.49	\$340.49
901-T350-US51	3	RUCKUS WIRELESS : T350se, outdoor access point, 802.11ax 2x2:2, internal 120 degree sector + external antenna capable, dual band concurrent access point, One Ethernet port, PoE input, DC input and USB port. -40C to 65C Operating Temperature. Includes adjustable	\$ 1,143.99	\$ 1,110.81	2.9%	\$ 1,110.81	\$3,332.43
S01-0001-3LSG	3	Ruckus 3-year WatchDog End User Support for T350 (per radio)	\$ 43.99	\$ 43.11	2.0%	\$ 43.11	\$129.33
L09-0001-SG00	3	AP MGMT SZ-100/VSZ 3.X 1 RUCKUS AP	\$ 73.99	\$ 71.77	3.0%	\$ 71.77	\$215.31
01841-001	1	High accuracy outdoor PTZ positioning Bispectral camera based on AXIS ARTPEC7 platform. Thermal sensor features a 640x480 resolution, 30 fps and 35 mm lens with 10.5° angle of view. Visual sensor have HDTV 1080p video resolution, 32x optical zoom, focus recall and is extremely light sensitive. EIS (Electronic Image Stabilization) on both channels ensures focused and stable video	\$ 24,554.99	\$ 23,842.90	27.3%	\$ 17,843.64	\$17,843.64
5801-901	1	AXIS PT IR Illuminator Kit C is tailor-made for AXIS T99A Positioning Units for visual cameras. The illuminators can deliver - without diverging lenses - powerful IR illumination at distances up to 500 m (1640 ft), which dramatically enhances identification capabilities	\$ 2,333.99	\$ 2,217.29	37.5%	\$ 1,459.19	\$1,459.19
SVR300A2T2S17VEH1C	1	StreamVault™ SVR-300E for harsh/mobile environments. (8) RJ45 PoE Ports, 16GB RAM, 2TB High End SSD, Intel Core i7 processor, Accelerometer module, 6 inputs & Anti-vibration kit. Supports GPS/Wi-Fi modules sold separately. Includes Windows 10 IoT Embedded License, Genetec™ Security Center pre-installed. Includes Genetec Security Center base package for a Vehicle system: Omnicast Transit package, 8 camera licenses and Automatic Vehicle Location module. 5 years warranty on hardware and 5 years Genetec Advantage included.	\$ 5,045.99	\$ 4,894.61	4.4%	\$ 4,826.42	\$4,826.42
100-00085	1	Mimosa C5x ruggedized End-Point Client device; 4.9 - 6.2 GHz; 20 dBi; 802.11ac 2x2 MU-MIMO Wi-Fi CPE; 500Mbps + aggregated IP Throughput	\$ 107.99	\$ 104.97	2.8%	\$ 104.97	\$104.97
100-00088	1	N5-X20, 4.9 - 6.4 GHz Modular Twist-on Antenna, 250 mm (~10") Dish for C5x, 20 dBi gain.	\$ 104.99	\$ 101.42	3.4%	\$ 101.42	\$101.42
			\$ -		0.0%	\$ -	\$0.00
TOTAL							\$119,980.27

4.2.1. Expenses

Expenses are included within the stated fixed costs above.

4.2.2. Sales Estimate Validity

Services estimate is valid for 30 days

5. DISCLAIMER

The information contained herein is considered Insight and our Insight affiliates' trade secret and/or confidential and proprietary information and is produced solely for the Client identified above; accordingly, this Proposal is provided to Client in confidence on the understanding that (i) it will not be

used by Client, except for evaluation purposes concerning the subject matter hereof, and (ii) it will not be disclosed by Client to any third parties without the prior written consent of Insight. In the event a written contract is executed by Insight or our affiliates and Client on the basis of this Proposal, Client shall have the right to use and disclose this information to the extent provided in such contract. This restriction does not limit Client's right to use or disclose this information if obtained from another source without restriction.

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6. PRODUCT INFO



[Husky – Pro Series Antenna](#)

Husky – PRO Series Antennas

5G, CAT 18, CBRS, 4X4 MIMO LTE, Up to 8X8 MIMO WIFI, GNSS, IP67-Rated External Antenna

The Husky PRO Series antennas are high-performance, IP67-rated, 5G, CAT 18 (600 MHz – 6 GHz) antennas, available with CBRS, 4X4 MIMO LTE, Up to 8X8 MIMO WIFI and GNSS. The Husky Series antennas are perfect for mobile and fixed wireless applications. Patent pending.

See Specifications for part numbers.

Cradlepoint R1900 5G LTE Wireless Router with 3 years NetCloud Essentials

Cradlepoint's NetCloud Mobile Performance Service with the R1900 Series router is a ruggedized 5G networking platform, designed to provide persistent connectivity for in-vehicle deployments. Cradlepoint NetCloud provides connectivity, network, security, location, and IoT services to connect everything in the vehicle, while providing access to IT for remote management, troubleshooting, and analytics.

[Cradlepoint R1900 specifications](#)



Axis Q8752-E 35 MM 30 FPS Bispectral PTZ Network Camera

High accuracy outdoor PTZ positioning Bispectral camera based on AXIS ARTPEC7 platform. Thermal sensor features a 640×480 resolution, 30 fps and 35 mm lens with 10.5° angle of view. Visual sensor have HDTV 1080p video resolution, 32x optical zoom, focus recall and is extremely light sensitive. EIS (Electronic Image Stabilization) on both channels ensures focused and stable video

[Axis Q8752-E Bispectral PTZ Camera Specs](#)

[Axis PT IR Illuminator Kit C Light](#)

Ruckus T350se ruggedized outdoor access point

The RUCKUS T350 Wi-Fi 6 series is designed with more variety than any other outdoor AP in the market today. Available with either internal omni-directional antennas or internal high-gain directional antenna models, the T350 Series uses patented RUCKUS antenna optimization and interference mitigation technologies to improve throughput, connection reliability, and deliver industry-leading Wi-Fi 6 performance to every connected client. At the same time the T350 Series is designed for fast, simple bns with an ultra-lightweight, low-profile IP-67 rated enclosure that can stand up to the most challenging outdoor environments.

[Ruckus T350se Specifications](#)





Mimosa C5x CPE with 150mm Horn Antenna

The Mimosa C5x is the industry's most versatile, integrated radio with four modular twist-on antenna options. The ultra-rugged solution provides extended frequency operation from 4.9–6.4 GHz, with best-in-class noise immunity. Delivering the ultimate in flexibility and cost efficiency, the C5x is the go-to PTP or PTMP solution for 5 GHz deployments.

[Mimosa C5x CPE Specifications](#)

Genetec Streamvault SVR-300A

Turnkey appliance with Genetec Security Center pre-installed for onboard recording of video, remote control of PTZ camera, and on-demand remote monitoring and wireless offloading. The Streamvault SVR-300A unifies data from your onboard devices. It allows you to record and normalize all vehicle data through a single piece of hardware that links back to your unified landside system.

[Streamvault SVR-300A specifications](#)

