



Iron Bow Technologies
2121 Cooperative Way, Suite 500
Herndon, VA 20171

Quote Number/Version: 429854 / 1

Please reference the above quote number and version on your purchase order.

Date: 05/19/2025

Contract Name/Number: Technology Solutions / OMNIA R210404 Technology

Quote Name: 1470 Vermouth Lane Utility Pole for AMI

Quoted To: Stacey Dolleman

Email: stacey.dolleman@charlottecountyfl.gov

Phone: 941-764-4365

Inside Rep:	Kressa Stewart	Ph#:	703-293-6782	Email:	kressa.stewart@ironbow.com
Account Manager:	Seth Price	Ph#:	919-900-0072	Email:	Seth.Price@ironbow.com

Comment: 1470 Vermouth Lane Utility Pole for AMI Equipment

Scope of Work- Details, Notes, Assumptions, Terms & Conditions.

- Start Date – To be determined with best effort completion date.
- Provide construction drawings and permitting for project.
- Pole & Mi. Net Mi.Hub Collector System Installation.
 - o Scan site with Ground Penetrating Radar (GPR) to avoid underground utilities and irrigation lines.
 - o Drill 3' diameter hole and install 50' concrete utility pole 10' deep for 40' AG height.
 - o Fill hole with #57 stone.
 - o Install Mi.Net Mi.Hub XR-R remote amplifier and Mi.Hub Data Collector on pole at 10' AGL
 - o Install omnidirectional antenna at 35' AGL on concrete utility pole.
 - o Install coaxial cables from Mi.Hub Data Collector to Mi.Hub XRR remote amplifier and to antenna on pole.
 - o Install ground rods and ground wires to busbar on pole and to equipment. Cadweld ground wire to busbars and ground rod.
 - o Install surge arrestors, cable grounds, and power connection.
 - o Move existing electrical service to new pole and connect to equipment. (To be quoted and charged separately.)
 - o Remove and dispose any existing damaged poles, materials, and associated cabling. Any existing foundation removal is not included. Any existing tower legs will be cut flush with foundation.
 - o Foundation (#57 stone) based on normal area soils and is subject to modification based on soils report.
- CCU Tasks & Responsibilities.
 - o Charlotte County Utilities will be responsible for coordination of included GPR testing and utility locates at these sites due to site conditions and existing underground services.
 - o Any zoning variances required for permitting of new poles will be the responsibility of Charlotte County Utilities.
 - o Site Clearing by others (as needed for access).

Pricing is based on (4) poles to be ordered and constructed for three additional sites and includes quantity discounts for materials and services.

Alpha-Omega Communications, LLC, (AOC), an approved CCU/CC BoCC contractor, will provide services and products for this project as a subcontractor to IBT/Omnia.
AOC Contact- Jim Eatrdes, jim@aoc3.com, 941-350-9618

#	CLIN / Price List	Mfr Part # / Manufacturer / Description	Qty	List Price	Unit Price	Extended Price
1	OMNIA R210404 Technology	Mfr Part # : Q2025-1018 Alpha- Omega Communications, LLC 50 Custom Pre Stressed Concrete Utility Pole	1	\$7,500.00	\$6,462.50	\$6,462.50
	Discount off list - 13.8% / Minimum Omnia discount - Sku'd Services & Parts 3.5%					
2	OMNIA R210404 Technology	Mfr Part # : Q2025-1018 Alpha- Omega Communications, LLC Mounts, Cables, Connectors, Dissipator, Grounds,	1	\$2,985.00	\$2,755.50	\$2,755.50
	Discount off list - 7.7% / Minimum Omnia discount - Sku'd Services & Parts 3.5%					

#	CLIN / Price List	Mfr Part # / Manufacturer / Description	Qty	List Price	Unit Price	Extended Price
3	OMNIA R210404 Technology	Mfr Part # : Q2025-1018 Alpha- Omega Communications, LLC Utility Pole Foundation Installation	1	\$5,100.00	\$4,620.00	\$4,620.00
	Discount off list - 9.4% / Minimum Omnia discount - Sku'd Services & Parts 3.5%					
4	OMNIA R210404 Technology	Mfr Part # : Q2025-1018 Alpha- Omega Communications, LLC Geotech GPR Studies	1	\$4,500.00	\$3,789.50	\$3,789.50
	Discount off list - 15.8% / Minimum Omnia discount - Sku'd Services & Parts 3.5%					
5	OMNIA R210404 Technology	Mfr Part # : Q2025-1018 Alpha- Omega Communications, LLC Mounts, Antenna, Cables, Grounds Communications System Installation	1	\$19,000.00	\$17,490.00	\$17,490.00
	Discount off list - 7.9% / Minimum Omnia discount - Sku'd Services & Parts 3.5%					
6	OMNIA R210404 Technology	Mfr Part # : Q2025-1018 Alpha- Omega Communications, LLC Project Planning, Supervision and Coordination	1	\$7,500.00	\$6,820.00	\$6,820.00
	Discount off list - 9.1% / Minimum Omnia discount - Sku'd Services & Parts 3.5%					
7	OMNIA R210404 Technology	Mfr Part # : Q2025-1018 Alpha- Omega Communications, LLC Permitting Documentation	1	\$1,900.00	\$1,650.00	\$1,650.00
	Discount off list - 13.2% / Minimum Omnia discount - Sku'd Services & Parts 3.5%					
8	OMNIA R210404 Technology	Mfr Part # : Q2025-1018 Alpha- Omega Communications, LLC Professional Engineer Plans, Construction Drawings, Review Certification	1	\$3,750.00	\$3,300.00	\$3,300.00
	Discount off list - 12.0% / Minimum Omnia discount - Sku'd Services & Parts 3.5%					

Subtotal:	\$46,887.50
Tax: (Applicable Sales Tax will be added to invoice, and Purchaser will be responsible for such tax, unless a valid exemption or resale certificate is on file and current.)	\$0.00
Total:	\$46,887.50

Terms/Quote Details:		Remit To:	
CONTRACT: OMNIA R210404 - Technology Solutions Texas Region 4 ESC EXPIRES: 31-MAY-2026 TERMS: NET 45, FOB Destination	Tax ID: 26-1615129 Unique Entity ID: Q2M4FYALZJ89 DUNS+4: 82-7714507-0000 Cage Code: 55RC1	For EFT: Iron Bow Technologies, LLC c/o PNC Bank, N.A. ABA: 031207607 Account: 8026304877	For Checks: Iron Bow Technologies, LLC PO Box 826474 Philadelphia, PA 19182-6474
	EFT/Check info reflects Iron Bow's change to PNC Bank. Email arproduct@ironbow.com if additional info is needed. Our prior bank account will remain open during the transition.		

* Items quoted herein requiring international shipment or shipment to a foreign entity within the U.S. may be export controlled. Buyer agrees to incorporate this quote number into any order. Iron Bow is not the responsible party for exporting items and will not be the U.S. Principal Party in Interest in any order resulting from this quote.

* All returns of both commercial and customized products or product configuration are subject to the supplier and/or original equipment manufacturers Return Materials Authorization (RMA) policy.

* Except as otherwise agreed to by the applicable Original Equipment Manufacturer ("OEM") or supplier in relation to this Quote, Iron Bow does not accept order cancellations, in whole or in part, unless such cancellation is in accordance with the applicable OEM's or supplier's cancellation policies and procedures. Customer may be required to provide written justification and/or contact the OEM or supplier directly for any cancellations.