

# Radio Replacement Analysis

## 1. Two Way Direct

- **Total Cost:** ..... \$6,481.86
- **Items and Services:**
  - 10 Kenwood NX-3220K2 5-Watt 260 Channel VHF NXDN Digital Radios with display and limited keypad (\$502 each)
  - 10 KMC-45D IS shoulder mics (\$89.95 each)
  - Free radio programming. (only one channel)
  - Shipping cost to be determined.
- **Advantages:**
  - Lowest overall cost.
  - Free programming with options to match existing radios or use new frequencies. Limited number of channels allows
  - Does not offer or include the programming CPS
  - 3-year warranty on radios.
  - Flexible lease options available. (*We will not be leasing*)
- **Disadvantages:**
  - Shipping costs are not included in the initial quote and will be determined later.
  - No detailed mention of technical support.
  - Strict terms of sale, including non-refundable credit card processing fees and no returns policy.

## 2. Lawton Communications LLC

- **Total Cost:** ..... \$7,799.00
- **Items and Services:**
  - 10 Motorola XPR3500e Portable Radios VHF 5 watt (\$699 each)
  - 10 XPR3500e radio speaker microphones (\$79 each)
  - 1 Programming cables for XPR3500e radio (\$19)
  - Motorola programming software for XPR3500e (Free)
  - Programming of radios included in the cost.
  - Shipping included.
- **Advantages:**
  - Lower overall cost compared to Chickasaw's quote.

# Radio Replacement Analysis

- Free Motorola programming software included.
- 5-year warranty on radios.
- Shipping and programming are included at no additional cost.
- **Disadvantages:**
  - Limited to Motorola brand equipment, which is typically more expensive to repair and replace.
  - Lacks detailed mention of additional services like remote assistance or training in equipment.

## 3. Chickasaw Personal Communications

- **Total Cost:** .....\$8,949.90
- **Items and Services:**
  - 10 NX-3200K2-LAKVP VHF Hi-Cap Li-Ion Value Pack radios (\$686.98 each)
  - 10 KMC-70M MIL-SPEC Speaker Mics w/ Active Noise Reduction (\$110.81 each)
  - 1 KPT-300LMC License Key
  - 1 KPG-D3NK License Key (\$116.90)
  - 1 KPG-36XM Programming Cable (\$135.10)
  - Technical System Configuration and Remote Assistance (\$655.00)
  - Shipping (\$65.00)
- **Advantages:**
  - Comprehensive package with high-capacity batteries and noise-reduction microphones.
  - Includes technical system configuration and remote assistance for initial setup.
- **Disadvantages:**
  - Higher overall cost compared to other quotes.
  - License keys and programming cables add to the total cost.