



POLICE DEPARTMENT

CHARTER TOWNSHIP OF WHITE LAKE

DANIEL T. KELLER
CHIEF OF POLICE

May 21, 2024

Rik Kowall, Township Supervisor
White Lake Township

RE: CRADLEPOINT MODEM PURCHASE

The purpose of this memorandum is to provide information relating to the purchase of new Cradlepoint modems for our patrol vehicles, as well as request the funding and approval for the purchase. As you are aware, our patrol vehicles contain in-car, mobile data computers (MDCs), which the officers use in their daily activities. These modems supply internet connectivity for the MDCs, as well as connectivity for our Axon camera systems.

Our current Cradlepoint modems were purchased and installed almost six years ago and are at end of life. They are still operating, however with the new demands of internet speed, as well as our Axon cameras uploading over LTE, these modems will need to be replaced.

Lieutenant Ivory reached out to Joshua Ramey with the CLEMIS team and he has advised that CLEMIS has a contract with vendor CDW. While these Cradlepoint modems can be purchased through other vendors, Oakland County does have a contract with CDW which provides bulk, government pricing at the County rate. An additional benefit for purchasing through this CLEMIS contract is that CLEMIS has the ability to upload all of the necessary settings into the modems prior to installation.

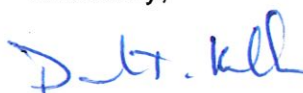
Lieutenant Ivory received the quote from CDW, which shows that the Cradlepoint R1900 has two pricing options. The first is for nine modems, nine antennas, and a three year service provider contract. With this quote, the price point for the modems is \$1,704.88 and the required antenna for this modem has a price point of \$385.77. The purchase of these nine modems would have a total cost of \$18,815.85. The second quote is for nine modems, nine antennas, and a five year service provider contract. With this quote, the price for the modems is \$2,489.05 and the required antenna for this modem has a price point of \$385.77. The purchase of these nine modems has a total cost of \$29,113.38. The second option adds the second two years of service provider contract for a small discount.

As for installation, CLEMIS has advised that installation can be done through the Oakland County Central Garage. Lieutenant Ivory spoke with the head of OCCG, who advised that installation of the modems would cost \$239.30 per vehicle (\$68.37 per hour @ 3.5 hours per car). This equates to a total installation cost of \$2,153.70.

It is my recommendation that we use CDW as the vendor of choice for this purchase because of the points mentioned above. I further recommend that we choose the five year service option. Our current modems, by the time we install the new models will be approximately six and a half years old.

The five year contract gets us well into the serviceable life of the modems, while still allowing for upgrades in the future. This would be a total purchase cost, with installation of \$31, 267.08. I have attached the quote from CDW for reference and can answer any questions you may have.

Sincerely,

A handwritten signature in blue ink that reads "D. T. Keller". The signature is written in a cursive style with a large initial "D" and "K".

Daniel T. Keller
Chief of Police



Thank you for choosing CDW. We have received your quote.

Hardware Software Services IT Solutions Brands Research Hub

QUOTE CONFIRMATION

MATT IVORY,

Thank you for considering CDW•G for your technology needs. The details of your quote are below. **If you are an eProcurement or single sign on customer, please log into your system to access the CDW site.** You can search for your quote to retrieve and transfer back into your system for processing.

For all other customers, click below to convert your quote to an order.

Convert Quote to Order

QUOTE #	QUOTE DATE	QUOTE REFERENCE	CUSTOMER #	GRAND TOTAL
NWWM584	5/20/2024	CLEMIS-CP R1900-3YR/ANTENNA	12765718	\$18,815.85

QUOTE DETAILS

ITEM	QTY	CDW#	UNIT PRICE	EXT. PRICE
Cradlepoint R1900-5GB - wireless router - WWAN - LTE, Wi-Fi 6, Bluetooth - Mfg. Part#: MB03-19005GB-GA 3yr Contract: Michigan Master Computing-MIDEAL (071B6600110)	9	6506013	\$1,704.88	\$15,343.92
Panorama MIMO Dual Sharkee 5G Mobile Antenna for R1900 Router Mfg. Part#: GP-IN2680 Contract: Michigan Master Computing-MIDEAL (071B6600110)	9	7186086	\$385.77	\$3,471.93

SUBTOTAL	\$18,815.85
SHIPPING	\$0.00
SALES TAX	\$0.00
GRAND TOTAL	\$18,815.85

PURCHASER BILLING INFO	DELIVER TO
Billing Address: WHITE LAKE TOWNSHIP POLICE DEPT 7525 HIGHLAND RD WHITE LAKE, MI 48383-2938 Phone: (248) 698-4400 Payment Terms: Request Terms	Shipping Address: WHITE LAKE TOWNSHIP POLICE DEPT 7525 HIGHLAND RD WHITE LAKE, MI 48383-2938 Phone: (248) 698-4400 Shipping Method: DROP SHIP-GROUND
	Please remit payments to: CDW Government 75 Remittance Drive Suite 1515 Chicago, IL 60675-1515



Sales Contact Info

Dave Engmark | 800.808.4239 | davieng@cdwg.com

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<http://www.cdw.com/content/terms-conditions/product-sales.aspx>

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QUOTE #	QUOTE DATE	QUOTE REFERENCE	CUSTOMER #	GRAND TOTAL
NWWM470	5/20/2024	CLEMIS-CP R1900-5YR/ANTENNA	12765718	\$29,113.38

QUOTE DETAILS

ITEM	QTY	CDW#	UNIT PRICE	EXT. PRICE
Cradlepoint R1900-5GB - wireless router - WWAN - LTE, Wi-Fi 6, Bluetooth - Mfg. Part#: MB05-19005GB-GA 5yr Contract: Michigan Master Computing-MIDEAL (071B6600110)	9	6506014	\$2,849.05	\$25,641.45
Panorama MIMO Dual Sharkee 5G Mobile Antenna for R1900 Router Mfg. Part#: GP-IN2680 Contract: Michigan Master Computing-MIDEAL (071B6600110)	9	7186086	\$385.77	\$3,471.93

SUBTOTAL	\$29,113.38
SHIPPING	\$0.00
SALES TAX	\$0.00
GRAND TOTAL	\$29,113.38

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