



Date: May 11, 2015

To: Michael Kane  
Regional Planner  
Office of Emergency Management  
Boston, MA

From: John Bartolomucci  
Lan-Tel Communications Inc.  
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Building 2  
Norwood, Ma. 02062  
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[Jbarts@lan-tel.com](mailto:Jbarts@lan-tel.com)

Re: Quincy Fiber upgrade

LAN-Tel is pleased to submit the attached proposal. This is based on the information, instruction and requirements mutually reviewed. This proposal will include the fiber upgrade.

I am confident you will find our quote to be complete in terms of scope, and compliance, with FAC 64 as well as consistent with information received.

If you have any questions, please call me at (781) 352-4056, or simply e-mail me at [jbarts@lan-tel.com](mailto:jbarts@lan-tel.com).

We look forward to reviewing our proposal with you and thank you again for your continued consideration of LAN-TEL Communications, Inc.

Quote Summary:

LAN-TEL Communications, Inc.'s lump sum quotes include the supply of all labor, cable, coring, required equipment, project management, insurances and permits for a successful installation of the equipment reviewed and stated herein.



**This Scope of Work (SOW) that follows was developed in coordination with the Town of Quincy.**

- Install (1) 48-count Single-Mode Fiber Optic Cable (Corning SMF-28e) between the intersection of Sea Street and Palmer to the Police Marina located at 136 Bay View. (Police Marina Station)
- Install/Upgrade (1) 96-count Single-Mode Fiber Optic Cable (Corning SMF-28e) between the splice point at the intersection of Sea Street and Palmer, back to the splice point at Sea Street and Chickatobok Road.
- From the intersection of Sea Street and Palmer Road the fiber cable will be attached aerially within the municipal space on the joint owned poles east along Sea Street to the 136 Bay View Avenue Police Marina Station.
- At the Sea Street Police Station an additional 4U SMF Housing will add to support additional SMF Coupler Panels for the termination of the additional strands at this location. This will be utilized for the fibers terminated and assigned to the Police Marina.
- The Police Marina at 136 Bay View will have 6 SMF fibers assigned through the network to the Sea Street Police Station.
- The Bay View Police Marina Station will have (1) 6 fiber termination panel with all 6 fibers terminated.
- 100ft. of slack will be installed every 1500ft. along the underground and aerial route.
- The SMF-28e fiber cable will be terminated with Corning SC single mode connectors.
- All optical testing will conform to industry standards.
- The customer shall receive OTDR traces and Power Meter
- Test results at both 1310nm and 1550nm.
- All test data will be compiled in electronic copy.

Total cost for equipment will be:	\$ 17,580.55
Total cost for labor will be:	\$ 32,418.00
<i><u>Total will be:</u></i>	<i><u>\$49,998.55</u></i>



**Qualifications:**

1. Normal working hours are between 7:00AM and 4:00PM Monday through Friday, excluding holidays, unless otherwise directed, with premium labor adjustments applied per approved change order protocol.
2. All security work is to be coordinated and completed by LAN-TEL.
3. We assume all conduits, coring, sleeves, workboxes, floor boxes, poke-thrus with trim flanges, grounding backbone & bus bars, power, and rubbish removal from the central sweep point will be completed by LAN-Tel.
4. We shall fire-stop and seal only those sleeves, conduits, cores, utilized by LAN-TEL for the work specified.
5. We shall provide a one year product warranty under FAC64 against defects and on overall craftsmanship, starting from the date of substantial completion.
6. Warranty does not include any repairs of equipment damaged by vandalism, misuse, or "Acts of God".
7. Underground utilities are to be marked and located by the owner. LAN-Tel will not be responsible for any underground utilities improperly marked.
8. Job permits are included in the total proposal cost.
9. Full and uninterrupted access to all the work locations is required.
10. This proposal is in effect for 60 days unless otherwise extended by LAN-Tel.

LAN-Tel Communications, Inc.

Name

By *John Bartolomucci*

By: \_\_\_\_\_

Date 5/11/2015

Date: \_\_\_\_\_