



(800) 551-8599
1400 Providence Highway
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Date: May 15, 2019

To: Sarah Plowman
Regional Planner
Mayor's Office of Emergency Management
Boston City Hall, Room 204

From: Eric Johnson
LAN-TEL Communications, Inc.
1400 Providence Highway
Suite 3100
Norwood, MA 02062
(Ph.) 617-785-8254
(Fax) 781-551-8667
ejohnson@lan-tel.com

Re: Quote for Mobile Command Response Vehicle – MBHSR

LAN-TEL is pleased to submit the attached proposal. This is based on the information, instruction and requirements mutually reviewed and documented.

I am confident you will find our quote to be complete in terms of scope, and compliance, and as consistent with information received consistent with State contract **FAC64 CATEGORY 2 (LAN-TEL Vendor ID 203293)**– Security Equipment, Systems, and Related Services along with information received. If you have any questions, please call me at (617-785-8254), or simply e-mail me at ejohnson@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 (LAN-TEL) will provide the following to the MBHSR:

- One-year contract of our mobile action command unit (MACU) for both planned events and unplanned incidents within the MBHSR (Boston, Brookline, Cambridge, Chelsea, Everett, Quincy, Revere, Somerville, and Winthrop).
- MACU will be deployed to any of these communities under the contract.
- MACU will be available for OEM-requested planned events as well as emergency responses to unplanned incidents.



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The MACU components will include:

- Access the MBHSR camera network and gunshot detection system.
- Access (wireless) for other A/V equipment such as laptops and other devices.
- Seating for no less than 6 staff.
- MACU *will not* include unmanned aerial device capabilities for this contract.

Overview of Features

Lan-Tel Communications (Lan-Tel) will provide the following mobile capabilities for an outdoor event:

1. (4) 180 cameras, (2) Thermal Cameras (2) PTZ cameras
2. (3) 50" monitors / (8) 32" monitors
3. Seating for 8 staff members
4. Wireless internet access for laptops, devices and equipment
5. Point to Point CIMS antenna connections where feasible
5. Outdoor Boomerang shooter detection system
6. Event Surveillance, Long-term Surveillance, Large Demonstration assistance
7. Local BriefCam capability
8. Tellus connection capability
9. All video is archived to on board video servers.
10. Refreshment galley / refrigerator
11. Local television stations
12. Apple TV
13. FirstNet Connection capability

The MACU is available for scheduled events and can be onsite between 2- 4 hours considering date, time of day and traffic conditions for unplanned events.

The flat rate per day for rental is **\$2,500.00** this is for vehicle and (1) dedicated technician

LAN-TEL Communications, Inc.

City Of Boston

By: *Eric Johnson*

By: _____

Date: 5/12/2019

Date: _____