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We have prepared a quote for you

Huron PD add MSB & APX Control Stations

Quote # 000454

Version 1

Prepared for:

HURON POLICE DEPARTMENT

Prepared by:

Rick Gustad

Monday, July 27, 2026

HURON POLICE DEPARTMENT
JASON BECHTOLD
239 WISCONSIN SW
PO BOX 1369
HURON, SD 57350
jasonb@huronpolice.com

Dear JASON,

Quote to replace 5 existing State Radio control stations and add two new State Radio control stations & replace associated Zetron MRG Gateways with Zetron MSB Gateways. Radios to be replaced with State Provided APX6500E control stations. Quote assumes State Provided control station & State Provided DC power supply.

There are two line items on the quote that will actually be billed directly from Motorola. The Flash Upgrade Costs are sold through Motorola via State bid and will be billed directly to Huron PD once shipped.

Project will involve replacement of existing control stations, interfacing new MSB Gateways to the Console, interfacing stations with Logging Recorder, replacement of existing 24 port switches in IT room with 48 port, moving existing 24 port switches upstairs to radio room, network cabling and antenna and feedline installation.

On projects exceeding \$25,000, Two Way Solutions normally requires 50% payment at time of order. The remainder of the project will be billed and due at substantial completion.

Rick Gustad
Technician
Two Way Solutions Inc - Platte

Hardware

Description	Price	Qty	Ext. Price
MISC SHOP SUPPLIES	\$99.99	1	\$99.99
SONICWALL ROUTER WITH WIFI 370W	\$799.99	1	\$799.99
RACKMOUNT KIT FOR SONICWALL TZ270, TZ270W, TZ370, TZ370W, TZ470, TZ470W – 1U W/ ANTENNA PUNCH-OUTS AND FIBER OPENING	\$199.99	1	\$199.99
STARTECH 42U 4-POST MOBILE OPEN FRAME SERVER RACK, 19" NETWORK RACK W/ WHEELS, ROLLING RACK FOR COMPUTER/AV/DATA/IT EQUIPMENT, CASTERS, LEVELING FEET OR FLOOR MOUNTING	\$649.99	1	\$649.99
STARTECH 1U ADJUSTABLE VENTED SERVER RACK MOUNT SHELF, 175LBS, 19.5" TO 38" ADJUSTABLE MOUNTING DEPTH UNIVERSAL TRAY FOR 19" AV/NETWORK EQUIPMENT RACK, 27.5" DEEP, TAA	\$174.99	4	\$699.96
MAX DISPATCH 48-PORT (NON-POE) MNGD SWITCH	\$3,726.00	2	\$7,452.00
TRIPP LITE 12 OUTLET RACKMOUNT PDU POWER STRIP	\$149.99	1	\$149.99
ZETRON DUAL UNIT RACK MOUNT	\$275.00	3	\$825.00
ZETRON MAX MSB RADIO GATEWAY	\$3,781.00	4	\$15,124.00
ZETRON APX INTERFACE LICENSE	\$484.00	8	\$3,872.00
MAX RADIO GATEWAY SB9600 INTERFACE CABLE	\$269.00	8	\$2,152.00
ZETRON GATEWAY POWER SUPPLY	\$224.00	4	\$896.00
RFMAX WIFI STUBBY ANT FOR APX8500 W/ QMA 2.4-7.125GHZ	\$44.99	7	\$314.93
CONNECTOR-PLUG,CONNECTOR, MINI UHF	\$6.99	7	\$48.93
CAT 5 E NON PLENIUM BLUE CABLE	\$0.50	100	\$50.00
8 PIN MODULAR CONNECTOR	\$0.99	20	\$19.80
CAT 5 E NON PLENIUM BLUE CABLE	\$0.50	600	\$300.00
CONTROL STATION MOUNT	\$89.99	7	\$629.93
LOW LOSS CABLE	\$1.99	200	\$398.00
UHF MALE CRIMP ON FOR LMR400	\$9.99	4	\$39.96

Hardware

Description	Price	Qty	Ext. Price
BASE ANTENNA ADAPTOR	\$39.99	2	\$79.98
VHF QUARTERWAVE ANTENNA	\$15.99	2	\$31.98
ADAPTOR - MALE MINI UHF TO FEMALE PL259	\$34.99	2	\$69.98
CYBERPOWER SMART APP SINEWAVE UPS BATTERY BACKUP	\$1,279.99	1	\$1,279.99
WiFi & SmartConnect (5 year) Flashport Upgrade Costs to upgrade (6) APX6500 Mobiles to use as control stations - adding WiFi Capability, SmartConnect & 5 year SmartConnect subscription. This line item is supplied through the MR program @ SD State Bid Price. This will be ordered directly from Motorola, and billed to Huron PD direct from Motorola once shipped. • EMS & FIRE DISPATCH • STATE RADIO COMMUNICATIONS • JERAULD CO LAW DISPATCH • BEADLE COUNTY LAW DISPATCH • HAND COUNTY SO ***NEW STATION • KINGSBURY COUNTY LAW ***NEW STATION	\$777.11	6	\$4,662.66
WiFi, SmartConnect (5 year) & AES Encryption Flashport Upgrade Costs to upgrade (1) APX6500 Mobiles to use as control stations - adding WiFi Capability, SmartConnect W/5 year SmartConnect subscription AND AES Multikey Encryption. This line item is supplied through the MR program @ SD State Bid Price. This will be ordered directly from Motorola, and billed to Huron PD direct from Motorola once shipped. • HURON POLICE DISPATCH	\$1,691.46	1	\$1,691.46
Install Flashport Upgrades, Obtain Unit ID#'s and Program	\$99.00	7	\$693.00
Subtotal:			\$43,231.51

Services

Description	Price	Qty	Ext. Price
SERVICE CHARGE Z4	\$200.00	2	\$400.00

Services

Description	Price	Qty	Ext. Price
LABOR HT/OC/DR Program, install and optimize new APX Console and antenna system. Configure Zetron MAXD console system for additional radio resource. Reprogram existing Spink Digital Console and MAX D console system to remove talk-groups from existing resource that are being placed into new Console.	\$250.00	10	\$2,500.00
Subtotal:			\$2,900.00

Huron PD add MSB & APX Control Stations

Prepared by:**Two Way Solutions Inc - Platte**

Rick Gustad

605-337-3377

Rick@TwoWaySolutionsInc.com

Prepared for:**HURON POLICE DEPARTMENT**

239 WISCONSIN SW

PO BOX 1369

HURON, SD 57350

JASON BECHTOLD

(605) 661-3960

jasonb@huronpolice.com

Quote Information:**Quote #: 000454**

Version: 1

Delivery Date: 07/27/2026

Expiration Date: 08/31/2026

Quote Summary	Amount
Hardware	\$43,231.51
Services	\$2,900.00
Total:	\$46,131.51

Summary of Selected Payment Options	Amount
Term Options: Quote Expiration	
Total of Payments	\$46,131.51

Equipment and parts pricing is as of this quote and is subject to change due to the current U.S. tariff environment. Accordingly, Two Way Solutions Inc reserves the right to revise its pricing and will provide you with updated pricing at the time of your order. All orders placed for equipment and parts will be fulfilled at the pricing in effect at the time you place your order and by placing your order you are agreeing to the updated pricing.

Taxes, shipping, handling and other fees may apply. We reserve the right to cancel orders arising from pricing or other errors.

Two Way Solutions Inc - Platte**HURON POLICE DEPARTMENT**

Signature: _____

Name: Rick Gustad

Title: Technician

Date: 07/27/2026

Signature: _____

Name: JASON BECHTOLD

Date: _____