



2147 ROUTE 27 | SUITE 102 | EDISON, NJ 08817
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April 11, 2024

Mr. Timothy Dacey
Ms. Maria Valente-Caemmerer
Township of Piscataway
455 Hoes Lane
Piscataway NJ 08854

Subject: Piscataway Township 700 MHz P25 Radio System Request for Proposal – Tower and Shelter Analysis

Dear Tim and Maria:

V-COMM has completed its review of the three proposals received by the Township Purchasing Department on February 20th from Sabre Industries, Pyramid Network Services, and the Hillis Group for the tower and shelter installations.

The final Saber Industries Price for all four sites is **\$2,941,726**.

The final Hillis Group price for all four sites is **\$3,162,052**.

The final Pyramid Network Services price for all four sites is **\$3,315,663**.

All three proposals were comprehensive and included all the necessary building materials and services necessary to provide, furnish, install, and maintain a new 700 MHz P25 5-Site Radio System infrastructure.

Saber Industries is a national manufacturer of utility and communications infrastructure and turnkey provider that has been in business for over 46 years. Their tower products have become an industry standard and are known to be some of the best within the industry. By awarding Saber industries the contract, it will cut out any unnecessary middlemen and can allow the streamline of materials and construction to be faster and more cost effective.

Saber Industries' bid stands out because of their extensive experience and well-established reputation within the industry. Saber provided 30 references to successful past projects and is supplying installation contractors, known to V-COMM, that are competent and experienced in the installation of these types of structures.



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For the above reasons, and Saber being the lowest qualify bidder by **\$220,326**, V-COMM recommends moving forward with the proposal from Saber Industries for the new 700 MHz P25 Radio System Tower and Shelter to support the Township's Public Safety communications.

Should you have any questions, please feel free to contact me,

Respectfully Submitted,

A handwritten signature in black ink that reads 'David K. Stern'.

David K. Stern
Vice President
V-COMM, L.L.C.

cc: Deputy Chief of Police Michelle Pilch