



August 27, 2018

Hoyle Townsend  
Savannah Hilton Head International Airport  
400 Airways Ave.  
Savannah, Ga. 31408

**RE: Savannah Airport Service Call**

Dear Hoyle,

ALTEL Systems Group is pleased to submit our quotation to upgrade the existing GlobalCom system at Savannah Hilton Head International Airport. As part of this project ASG will replace the existing Dell Servers and associated hardware to the latest GlobalCom IP108 system servers and GCK software. In addition to the server upgrades, this proposal replaces the existing analog Jetway door side kick microphones with the latest digital 528SK stations, expansion boards, adds 1 528 series Microphone to Gate 2 and replaces the existing curbside speakers.

This Proposal includes the following equipment and services:

- Furnish and install new GlobalCom primary and secondary IP-108 servers.
- Pre configure and install the latest version of GCK software including data migration.
- Furnish and install 15 A528E expansion boards onto existing 528VFM microphones.
- Furnish and install 15 new A528SK-H side kick microphones at Jetways.
- 15 Analog to digital microphone station adapter plates.
- Set up and calibration of ambient noise sensors.
- Furnish and install new keyboard drawer assembly with LCD screen.
- Furnish and install 12 new Atlas weather resistant SM series speakers.
- Furnish and install Cat 6 cable between Gate Counter and Jetway doors.
- Furnish and install Cat 6 cable from Gate 2 to nearest IDF location.
- Furnish all required GCK annual end point licensing.
- Standard ground freight of all specified equipment to SAV.
- 3 Year Warranty on all Atlas/IED Equipment.
- Comprehensive staff training on GCK for Airport maintenance personnel.

Please take note of the following exceptions:

- All existing racks, power, conduit, and cable trays, associated with the upgrade will be reused.
- All Network requirements supporting the upgrade is to be provided by SAV IT.
- All fiber optic and network cable infrastructure supporting the existing PA network switches is to be re used.
- This quotation does not relocate the existing PA system from the IED network to the SAV house network.
- It is assumed that conduit between the Gate counter and jetway door microphones is in place, usable and within the allowable distance limitation for Ethernet cable.

**Tampa**  
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**PRICING**

**ALTEL Systems Group can provide the systems outlined above for:**

<b>Furnish and Install Price Total</b>	<b>\$82,895.00</b>
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**PAYMENT**

Payment for work performed by ALTEL Systems Group, Inc. will be billed on a completion of work basis. All invoices shall be due 30 days from date of invoice.

ASG looks forward to continuing our association with Savannah Hilton Head International Airport in providing a quality installation of the equipment specified. If there are any questions regarding this proposal, please do not hesitate to call me at **(813) 628-6100**. We appreciate the opportunity to be of service.

Sincerely,

ALTEL Systems Group, Inc.

Bruce Vitale

President

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