



AT&T Capital Services, Inc.
 401 W Franklin St. Rm. 203
 Monterey, CA 93940
 Craig Pedrey
 510-673-1819
 cp5726@att.com

August 22, 2019

City of Fresno, California (Fire Department)
 911 H Street
 Fresno, CA 93721

Opportunity #: 1-86305785

AT&T Capital Services, Inc. ("AT&T Capital") is pleased to provide the following proposal for the equipment, services and/or maintenance as submitted to us. Our understanding of communication products and markets allows us to offer payment options at competitive rates and to accommodate your needs over the life of the contract.

Equipment/Services Description: (11) Cradlepoint NetCloud Essentials for Mobile Routers (Prime) with FirstNet Ready IBR1700-1200M-NPS, 5-yr, (68) Cradlepoint NetCloud Essentials for Mobile Routers (Prime) with FirstNet Ready IBR900-1200M-NPS, 5-yr, (79) Upgrade to 5-Year NetCloud Advanced, (11) Cradlepoint 9 in 1 Dome Antenna, (68) Cradlepoint 5 in 1 Antenna, (32) Cradlepoint Foam Pads.

Payment Terms: Monthly - Arrears

Estimated Commencement Date: 1/1/2020 (first payment due July 1, 2020)

LEASE COMMENCES JANUARY 1, 2020, FIRST SIX PAYMENTS AT \$0, THEN 54 PAYMENTS OF \$2,730.21 EACH STARTING JULY 1, 2020

Description	One-Time Cost	Proposal Type	Payment Term	Avg. Per Unit MRC	Total Payment, + Tax	Swap Rate	Unit Price
Cradlepoint IBR1700-1200M-NPS 5y	\$15,435.93	Conditional Sale	54 Months	\$29.13	\$320.45	1.82	\$1,403.27
Cradlepoint IBR900-1200M-NPS, 5yr	\$70,688.27	Conditional Sale	54 Months	\$21.58	\$1,467.49	1.82	\$1,039.53
5 Year Upgrade NetCloud Advanced	\$24,499.66	Conditional Sale	54 Months	\$6.44	\$508.61	1.82	\$310.12
Cradlepoint 9 in 1 Dome, Blk	\$4,139.30	Conditional Sale	54 Months	\$1.09	\$85.93	1.82	\$376.30
Cradlepoint 5 in 1 Antenna	\$15,723.87	Conditional Sale	54 Months	\$4.80	\$326.43	1.82	\$231.23
Cradlepoint Foam Pad	\$1,025.78	Conditional Sale	54 Months	\$0.67	\$21.30	1.82	\$32.06
Combined Cost	\$131,512.81	Combined Payment			\$2,730.21		

Taxes & Shipping Charges: **Pricing above excludes all applicable taxes and shipping charges**, unless noted. Insurance is the responsibility of the customer. Customer shall be responsible to pay those taxes and fees described in the contract.

Payments & Indexing: **The rate factors listed above are indexed to like-term Swap rates. Any increase or decrease in the corresponding like-term Swap rate may cause the rate factor to be adjusted point for point at the time of commencement.**

Expiration Date: **This offer expires 30 days from the date of this proposal.** If, for any reason, we fail to consummate a mutually satisfactory agreement by this date, we reserve the right to withdraw this offer and/or modify its terms.

Contract & Credit Approval: This proposal is subject to final investment committee approval and mutually acceptable documentation. Upon customer's acceptance of this proposal, AT&T Capital will require a copy of customer's latest audited Financial Statements**. Credit approval is not final until AT&T Capital has reviewed these statements and approved the credit. In the event any material change occurs during the anticipated rollout period in the financial or equipment markets after the date of this letter, including but not limited to any event which adversely affects cost of funds, changes in market credit margins or change in the financial condition of the customer, AT&T Capital at its sole discretion, may modify the rate or approval described above.

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Convert to Cash Sale Customer's failure to execute AT&T Capital's Acceptance Certificate relative to the contract within ninety (90) days of the customer's first functional use of the equipment and/or services will result in the contract converting to a cash sale.

Progress Payments The above rates do not include any additional interest expense for progress payments which are required by AT&T Capital on all transactions with installations exceeding 60 days. Progress payments will be handled through AT&T Capital at Prime Rate plus 2% at time of funding.

UCC's Customer hereby grants AT&T Capital permission to file any and all UCC financing Statements, which in their discretion is necessary or proper to secure it's interest in the equipment and/or services in all applicable jurisdictions.

Notes 1) Above pricing is based on the expected, estimated deployment of 79 units from August, 2019 thru December, 2019. 2) As noted above, final pricing at time of lease commencement will be adjusted based on then current, credit market, interest swap rates.

Customer and AT&T Capital agree that the contents of this letter are confidential and are provided solely for the purposes described herein. The contents of this letter may not be delivered, displayed or otherwise disclosed to any third party without AT&T Capital's prior written consent.

Please initial desired option(s) above and return the signed proposal letter to me via email to cp5726@att.com. Upon formal credit approval, our contract administration department will forward our agreement to you. If you should have any questions, please do not hesitate to contact me at (510) 673-1819.

A signed AT&T equipment/services contract is required before order can be processed.

Sincerely,

Craig Pedrey

AT&T Capital Services, Inc.

Craig Pedrey, Regional Manager cp5726@att.com

Customer's Acceptance:
City of Fresno, California (Fire Department)

Name: _____

Title: _____

Date: _____