

Jeffrey

Attached is the estimated cost breakdown for the Communication upgrades at Zorro Ranch for your consideration.

Notes

I'm still working on trencher pricing and options, but at this time the Machine quoted seems be the most viable option for the soil conditions at the Ranch. This was also confirmed by the operator of the similar machine that was used to trench for Fiber along route 41.

Trencher will be transported fro Gilbert, AZ

There maybe an additional cost for teeth replacement at the end of job, \$600.00.

The fiber will be direct burial in roles of 5000ft. The ranch will need to fabric a device to hold fiber spools.

Amtel are responsible for install of phones system main house and ranch central
Advance Communications (Adv. Comm) are responsible for Fiber and Data delivery to Main House and Ranch Central

I have included the Fiber/Microwave Estimate from Adv. Comm just for cost comparison purposes.

Adv. Comm warranty includes 1 year of system management.

After warranty expires Adv. Comm could be contracted for support or we have someone trained to manage system

Communications Upgrade Zorro Ranch

10/27/2012

Direct Fiber Run

Amtel	\$30,995.00
Advanced Communication's	\$111,773.27
Trencher for 1 month	\$15,500.00
Transportation of Trencher	\$2,800.00
<u>Total Estimated Cost</u>	<u>\$161,068.27</u>

Fiber and Microwave

Amtel	\$30,995.00
Advanced Communications	\$83,554.12
Trencher for 2 wks.	\$8,000.00
Transportation of Trencher	\$2,800.00
<u>Total Estimated Cost</u>	<u>\$125,349.12</u>

October 18, 2012

FIBER DIRECT

Brice Gordon
Zorro Development Corp

**Budgetary Proposal to Provide, Install and Warranty
“Fiber and Ethernet Infrastructure for Zorro Ranch”**

Advanced Communications & Electronics is pleased to present a budgetary quote to provide fiber access to CenturyLink voice and data required for Zorro Ranch. The current carrier services are delivered to Sandia Crest. This proposal and engineering is to provide the equipment and services required to interface a Centurylink Voice T-1 PRI and three (3) Data T-1 circuits to the Main House. Centurylink will provide a Plug-and-Play Router to be located at the Main House to combine the Data T-1's for the Internet Services. Voice and Internet services will be delivered to the Main House over a six (6) strand, clad, direct burial, single mode, fiber optic cable ordered for this proposal.

The Sandia Crest Radio Site and the unlicensed wireless link currently in use will no longer be required once the conversion is completed. The new carrier services will be delivered to the Telco Pedestal near the ranch on copper pairs and T-1 to fiber multiplexers will be used for transport.

The equipment and services provided in this proposal are:

- Outdoor pedestal, fiber and terminations for carrier service to the Main House
- Fiber to T-1 Mux/DeMux equipment and installation
- Internet, voice and fiber installation services to the Main House
- Internet and IP Phone installation services for Ranch Central
- Technical services to cutover the new carrier services to the Main House and Ranch Central
- Engineering and Design Services Required for this Proposal

Thank you for considering Advanced Communications and Electronics, Inc. for a State of the Art communications solution.

Sincerely,

Richard L. Boltz
Project Manager
Advanced Communications & Electronics, Inc.

Zorro Ranch Fiber and Internet Communications Proposal

1.0 Communication Proposal Goals:

The primary focus of this proposal is to eliminate the need for a new licensed microwave link between Sandia Crest and a new 50 foot tower required on Zorro Ranch to replace the existing un-licensed microwave link with fiber optic cable.

- Relocate carrier services from Sandia Crest to the pedestal near Highway 41
- Provide additional Internet bandwidth
- Extended carrier services over fiber to the Main House
- Provide VoIP and Internet at Ranch Central
- Eliminate buried copper wires at Zorro Ranch

2.0 Communications System Equipment and Services Description:

- Install an outdoor cabinet near the Centurylink pedestal with fiber mux
- Connect a Centurylink Voice T-1 PRI and three data T-1 circuits from the pedestal near Highway 41 to the fiber mux in the outdoor cabinet
- Provide 6 strands of single mode fiber, terminations and cable burial management from the outdoor cabinet to the Fire Station
- Install wall enclosure and patch panel at the Fire Station and terminate the fiber
- Install 3 pedestals and provide cable burial management along the upper road to the HVAC building
- Install the provided wall enclosure and patch panel in the HVAC building
- Provide fiber terminations and connections at the HVAC building
- Provide and install 6 strand, single mode fiber optic cable between the HVAC building and the Main House
- Install the provided T-1 to Fiber Mux in the Main House
- Install Aggregation Router at the Main House for 3 Data Circuits (Internet)
- Provide a T-1 PRI connection at the Main House for the Panasonic IP Phone system
- Provide and install fully managed layer 3 switch at the Main House to replace the current Cisco router and provide PoE power and connections to the Panasonic IP Phone system
- Connect a fiber pair to the managed switch at the Main House to provide internet access to Ranch Central
- Install a Ruckus Wi-Fi System at the Fire Station to deliver VoIP and Internet from the Main House to Ranch Central
- Install Wireless Gateway and IP Phone specific locations at Ranch Central for VoIP and Internet access

- Provide the hardware and programming to connect the remote management port to the existing access line.
- Test and Optimize all of the communications equipment provided under this proposal

3.0 Communications System Services Description:

- Provide on site fiber installation management for direct burial and fiber installation warranty
- Program and Configure fiber muxes for installation and optimization
- Program and Configure the Voice T-1 PRI Interface
- Program and Configure the Ruckus Wi-Fi System
- Program and configure the Adtran switches and optimize
- Test all of the systems and connectivity for proper operation
- Provide On Site Labor for Extended Warranty

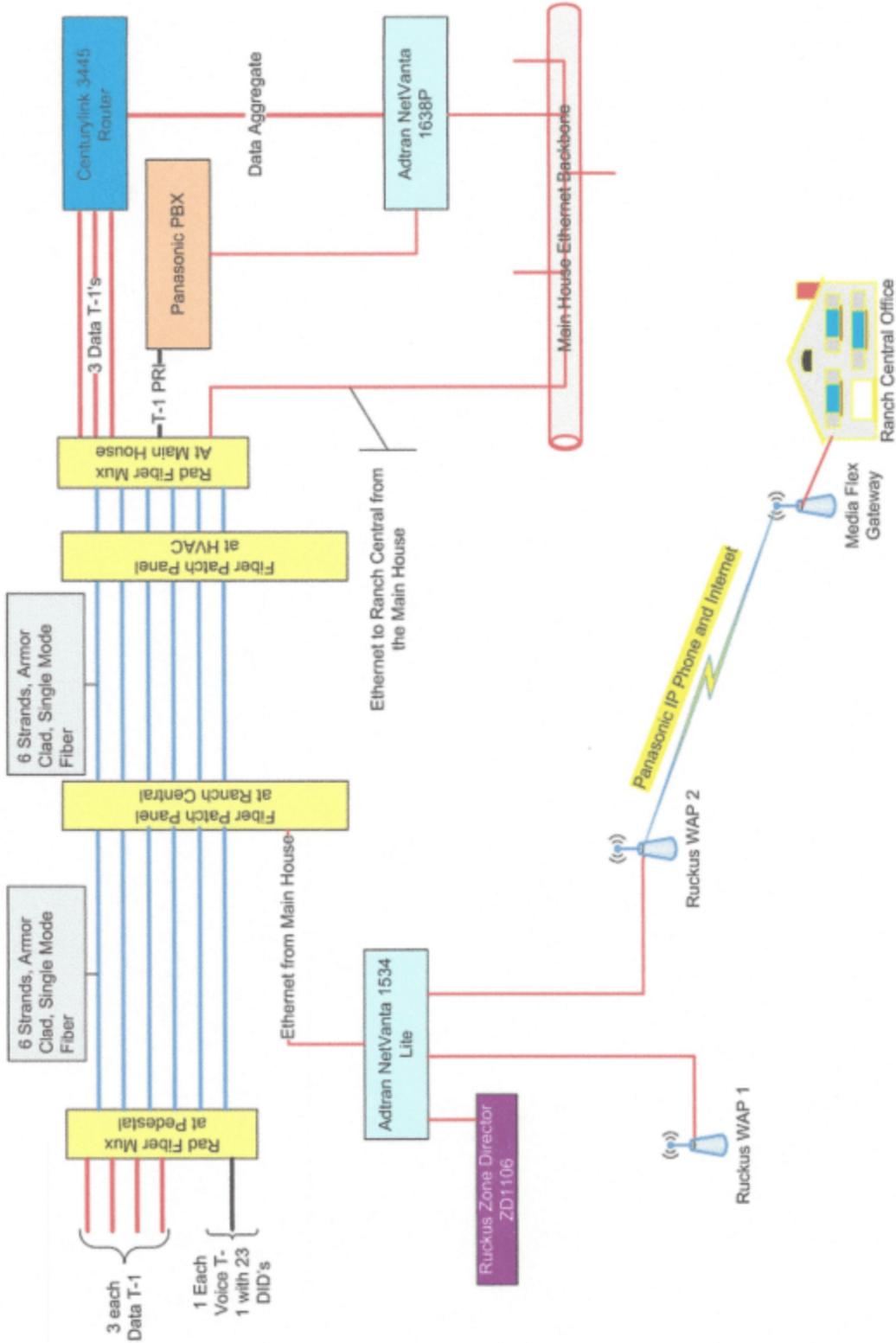
4.0 Assumptions and Responsibilities

- Advanced Communications and Electronics (ACE) will provide the ethernet infrastructure for the delivery of phone and internet services to Zorro Ranch
- CenturyLink will provide the T-1 PRI and 3 each bundled T-1 circuits for data to Zorro Ranch
- Zorro Ranch will provide the Panasonic IP Phone System to be integrated into the ethernet infrastructure
- Zorro Ranch will provide the trenching and burial services for the fiber
- ACE will provide the fiber cable installation management to qualify the warranty for the fiber installation
- Zorro Ranch will provide the necessary programming information for the current ethernet equipment at Zorro Ranch to support the installation of the new equipment.
- ACE will provide the final testing and sign off for the Ethernet Infrastructure installation and interfacing to other systems and equipment on the network.

5.0 System Overview

Zorro Development

Voice and Internet	10/16/2012	rib
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Proposal

To: Brice Gordon
 Zorro Ranch
 49 Zorro Ranch Road
 Stanley NM, 87056
 [Redacted]

From: Advanced Communications & Electronics, Inc.
 2417 Baylor Drive SE
 Albuquerque, NM 87106
 [Redacted]
 Richard L. Boltz
 [Redacted]

Date: October 10, 2012

We are pleased to submit our proposal on the following:

This quote is to provide, fiber optic cable, terminations, patch panels, burial oversight, Ethernet switches for IP Phone and Internet distribution and system mangement, system intergration and optimization for Centurylink services to Zorro Ranch and carrier service delivery across the Ranch infrastructure

Item	Quantity	Description	Each	Extended
1	7	Single Port POE Power Supply	\$45.00	\$315.00
2	2	Internet Office 700 UPS	\$248.98	\$497.96
3	2	Battery Backup 940 W UPS	\$812.00	\$1,624.00
4	1	Install 6 Strand armored single mode fiber optic cable from Century Link pedestal to the Main House	\$59,030.50	\$59,030.50
5	1	ZoneDirector 1100 supporting up to 6 ZoneFlex Access Points	\$1,200.00	\$1,200.00
6	2	ZoneFlex 802.11n Outdoor Wireless Access Point	\$1,999.00	\$3,998.00
7	2	48 VDC Power Injector	\$98.00	\$196.00
8	7	Single Port Wireless Access Gateway	\$159.00	\$1,113.00
9	1	Outdoor Cabinet, 30" x 36" x 12" NEMA R3 with Backboard	\$633.43	\$633.43
10	1	Cat5e Outdoor UV Rated Gray 100 ft	\$475.14	\$475.14
11	3	Swing Frame. Open 19" Wall Mount Rack for Indoor Equipment	\$351.72	\$1,055.16
12	7	Transtector, DIN Rail Cross, CAT5e Surge Arrestor, 60 VDC, 1 Gig	\$63.00	\$441.00
13	7	Transtector, DIN Rail Cross T-1 Surge Arrestor, 60 VDC, 1 Gig	\$54.00	\$378.00
14	7	Small Form Factor Switch for each residence	\$260.00	\$1,820.00
15	7	One Legged Wall Mount Assembly	\$48.61	\$340.27
16	1	Miscellaneous installation Hardware, Clips, Lugs, Anchors, etc	\$692.31	\$692.31
17	1	Miscellaneous installation Grounding Cables, Wires, Lugs, etc	\$384.62	\$384.62
18	1	Partner Premium Support for ZoneDirector 1106	\$225.00	\$225.00
19	3	Partner Premium Support for ZoneFlex 7762, 7762-S	\$375.00	\$1,125.00
20	1	NetVanta 1638P, Managed Layer 3, 48 Port PoE Gigabit Ethernet Switch	\$5,031.85	\$5,031.85

21	1	NetVanta 1534 (2nd Gen), Managed Layer 3, 24 Port Gigabit Ethernet Switch	\$1,140.10	\$1,140.10
		Subtotal Equipment Cost		\$81,716.34
		Labor, Installation & Optimization <small>(see note 12 if this line item is over \$500.00)</small>		\$ 21,927.50
		Frequency Coordination/FCC License		
		Freight		\$817.16
		Gross Receipts Tax	7.0000%	\$7,312.27
		Total		\$111,773.27
<i>Notice - the terms and conditions of this proposal are shown below.</i>				

Notes

- 1 This quote is good for 90 days.
- 2 Standard Terms - Net 15, Subject to credit approval. Leasing and financing options are available upon request.
- 3 Delivery - 4 weeks ARO (after receipt of order) is typical.
- 4 As used herein, "Proposal" means this document, also referred to as "Sales Agreement" once signed by "Seller" and "Customer", or by acceptance of a Customer provided purchase order. "Seller" means Advanced Communications and Electronics, Inc.; "Customer" means the customer named on the front of this "Proposal"; "Product" means the equipment and or parts Customer is purchasing from Seller, as more particularly described on the front of this "Proposal"; and "Manufacturer" means the manufacturer(s) of the Product.
- 5 Seller hereby disclaims any express or implied warranties regarding the Product, including, but not limited to, warranties of merchantability and/or fitness for a particular purpose. Customer acknowledges that the Product is sold "AS IS," and that the Manufacturer's warranty, if it exists, is the only warranty applicable to the Product.
- 6 Customer agrees that its sole remedy for any nonconforming Product is the return of the Product and a refund of the purchase price. In no event shall Seller be liable to Customer for any consequential or incidental damages resulting from any nonconforming Product. Returned products must be returned in unused condition and in the original packaging.
- 7 Customer may return conforming Product to Seller, at Seller's sole discretion, within thirty (30) days of purchase for a refund of the purchase price. Seller has discretion to withhold up to a twenty percent (20%) restocking fee from any such refund.
- 8 Customer shall pay to Seller all costs and expenses, including court costs and reasonable attorney's fees, incurred by Seller in exercising any of its rights or remedies under this "Sales Agreement" or enforcing any of the provisions hereof.
- 9 This "Sales Agreement" shall be governed by and interpreted in accordance with New Mexico law. Any lawsuit related to this "Sales Agreement" shall be brought in a court of competent jurisdiction in Bernalillo County, New Mexico.
- 10 If any provision of this "Sales Agreement" is determined to be invalid or unenforceable, the remainder of this "Sales Agreement" shall not be affected thereby.
- 11 Customer acknowledges that it has read and understands the terms and conditions of the "Sales Agreement" and agrees to be bound by them. This "Sales Agreement" sets forth the entire agreement and understanding between the parties relating to the subject matter hereof, and supersedes any and all prior understandings and agreements, oral or written, made between the parties regarding the subject matter hereof.
- 12 Refer to Installation Agreement form for additional installation details and terms and conditions relating to the equipment installation. This additional form is required on all installations over \$500.00.

Accepted By: _____
Customer Signature Date

Seller Signature Date

PANASONIC PHONE SYSTEM

**Proposal
Zorro Ranch
10/18/12
OPTION 1d**

We propose to provide and install a new KXNCP 1000 Pure IP Panasonic Telephone System, equipped for 23 digital lines, 56 IP licenses, 4 digital ports, 4 analog ports and 2 port Digital voice mail at your location to include:

- 1 – KX NCP 1000 Pure IP main unit, 2U, free slot, (4 small, 3 regular slots) w/o DSP card. Comes with 5 Communication Assistant Basic licenses.
- 1 – 64 Channel DSP Card, (16 IP trunk & 32 IP PT activation key, pre installed)
- 1 – 16 channel IP-PT activation key
- 1 – 8 channel IP-PT activation key
- 1 – PRI Card for digital lines
- 1 – DHLC 4 port Hybrid station card
- 44 – 346 White IP 24 button display speaker telephones
- 1 – 305 White 60 button DSS console for operator station
- 7 – 321 White IP 8 button display speaker telephones
- 7 – power supplies for above 7 telephones
- 1 – Voice mail, 2 port, 64 mailboxes, 4 hours voice storage, 2 way record and many other options. One year warranty, parts and labor. Expands to 6 ports and 8 hours.
- 1 – PRO 1400 VA UPS for electrical outages
- 1 – 36 x 18 x 19 wall rack
- 10 – 12 port CAT 5e patch panels

Available as follows:

Labor	\$5,900.00
Materials	\$25,095.00
Total Cost	\$30,995.00, plus tax

Proposal includes complete installation to an existing CAT 5e cable plant*, system programming, staff training, and a two year in-field parts and one year labor warranty on telephone equipment. Proposal excludes any phone company or long distance carrier company responsibilities. (Any system programming will be performed at no charge for 30 days after installation.) *Quote does not include any voice or data cable or terminations, which can be done on a time and materials basis, not included in this quote. Requires 50% upon acceptance, and 50% upon installation. This proposal is valid for 30 days.

Accepted By: _____ **Date:** _____

Proposal

To: Brice Gordon
Zorro Development Corp
49 Zorro Ranch Road
Stanley NM
[REDACTED]

FIBER WIRELESS

From: Advanced Communications & Electronics, Inc.
2417 Baylor Drive SE
Albuquerque, NM 87106
[REDACTED]

Richard L Boltz
[REDACTED]

Date: October 24, 2012

We are pleased to submit our proposal on the following;

A Budgetary Quote to provide fiber from the Telco Pedestal to Ranch Central, a Wireless Ethernet Bridge to the Main House, Internet and IP Phone connections over wireless at Ranch Central, Internet connectivity and IP Phone connectivity at the Main House. All IP phones are to be provided with the Panasonic System.

Item	Quantity	Description	List Price/Each	Discounted Price/Each	Extended
1	8	Single Port POE Power Supply	\$45.00	\$45.00	\$360.00
2	2	Internet Office 700 UPS	\$248.98	\$248.98	\$497.96
3	1	Battery Backup 940 W UPS	\$812.00	\$812.00	\$812.00
4	2	Four Channel T1 Multiplexer, SC Conn, 1310 NM Single	\$1,000.00	\$1,000.00	\$2,000.00
5	1	Adtran NetVanta 1534, 2nd Gen L3 Switch, 24 port, 1	\$1,245.00	\$1,245.00	\$1,245.00
6	1	Adtran NetVanta 1638, 1 Gigabit, L3 switch	\$3,995.00	\$3,995.00	\$3,995.00
7	1	Fiber Install to RC from Pedestal Quote	\$10,929.25	\$10,929.25	\$10,929.25
8	1	ZoneDirector 1100 supporting up to 6 ZoneFlex Access	\$1,200.00	\$1,200.00	\$1,200.00
9	3	ZoneFlex 802.11n Outdoor Wireless Access Point	\$1,999.00	\$1,999.00	\$5,997.00
10	3	48 VDC Power Injector	\$98.00	\$98.00	\$294.00
11	8	Single Port Wireless Access Gateway (2211-NG)	\$159.00	\$159.00	\$1,272.00
12	1	Outdoor Cabinet, 30" x 36" x 12" NEMA R3 with	\$633.43	\$633.43	\$633.43
13	1	Cat5e Outdoor UV Rated Gray 1000 ft	\$475.14	\$475.14	\$475.14
14	2	Swing Frame. Open 19" Wall Mount Rack for Indoor Equipment	\$351.72	\$351.72	\$703.44
15	8	Transtector, DIN Rail Cross, CAT5e Surge Arrestor, 60	\$63.00	\$63.00	\$504.00
16	8	Transtector, DIN Rail Cross T-1 Surge Arrestor, 60 VDC, 1 Gig	\$54.00	\$54.00	\$432.00
17	8	Small Form Factor Switch for each residence	\$260.00	\$260.00	\$2,080.00
18	3	One Legged Wall Mount Assembly	\$48.61	\$48.61	\$145.83
19	1	Miscellaneous installation Hardware, Clips, Lugs, Anchors,	\$692.31	\$692.31	\$692.31
20	1	Miscellaneous installation Grounding Cables, Wires, Lugs,	\$384.62	\$384.62	\$384.62
21	1	Cambium 5400 PTP Wireless Link with Wayside T-1 IDU	\$19,995.00	\$19,995.00	\$19,995.00
22	1	Partner Premium Support for ZoneDirector 1106	\$225.00	\$225.00	\$225.00
23	3	Partner Premium Support for ZoneFlex 7762, 7762-S	\$375.00	\$375.00	\$1,125.00

Subtotal Equipment Cost		\$55,997.98
Labor, Installation & Optimization (see note 12 if this line item is over \$500.00)		\$ 21,530.00
Frequency Coordination/FCC License		
Freight		\$559.98
Gross Receipts Tax	7.0000%	\$5,466.16
Total		\$83,554.12

Notice - the terms and conditions of this proposal are shown below.

Notes

- 1 This quote is good for 90 days.
- 2 Standard Terms - Net 15, Subject to credit approval. Leasing and financing options are available upon request.
- 3 Delivery - 4 weeks ARO (after receipt of order) is typical.
- 4 As used herein, "Proposal" means this document, also referred to as "Sales Agreement" once signed by "Seller" and "Customer", or by acceptance of a Customer provided purchase order. "Seller" means Advanced Communications and Electronics, Inc.; "Customer" means the customer named on the front of this "Proposal"; "Product" means the equipment and or parts Customer is purchasing from Seller, as more particularly described on the front of this "Proposal"; and "Manufacturer" means the manufacturer(s) of the Product.
- 5 Seller hereby disclaims any express or implied warranties regarding the Product, including, but not limited to, warranties of merchantability and/or fitness for a particular purpose. Customer acknowledges that the Product is sold "AS IS," and that the Manufacturer's warranty, if it exists, is the only warranty applicable to the Product.
- 6 Customer agrees that its sole remedy for any nonconforming Product is the return of the Product and a refund of the purchase price. In no event shall Seller be liable to Customer for any consequential or incidental damages resulting from any nonconforming Product. Returned products must be returned in unused condition and in the original packaging.
- 7 Customer may return conforming Product to Seller, at Seller's sole discretion, within thirty (30) days of purchase for a refund of the purchase price. Seller has discretion to withhold up to a twenty percent (20%) restocking fee from any such refund.
- 8 Customer shall pay to Seller all costs and expenses, including court costs and reasonable attorney's fees, incurred by Seller in exercising any of its rights or remedies under this "Sales Agreement" or enforcing any of the provisions hereof.
- 9 This "Sales Agreement" shall be governed by and interpreted in accordance with New Mexico law. Any lawsuit related to this "Sales Agreement" shall be brought in a court of competent jurisdiction in Bernalillo County, New Mexico.
- 10 If any provision of this "Sales Agreement" is determined to be invalid or unenforceable, the remainder of this "Sales Agreement" shall not be affected thereby.
- 11 Customer acknowledges that it has read and understands the terms and conditions of the "Sales Agreement" and agrees to be bound by them. This "Sales Agreement" sets forth the entire agreement and understanding between the parties relating to the subject matter hereof, and supersedes any and all prior understandings and agreements, oral or written, made between the parties regarding the subject matter hereof.
- 12 Refer to Installation Agreement form for additional installation details and terms and conditions relating to the equipment installation. This additional form is required on all installations over \$500.00.

Accepted By:

_____	_____
Customer Signature	Date
_____	_____
Seller Signature	Date

Vermeer®

Hydrostatic Tractor

RTX 1250



Vermeer®
Sales Southwest, Inc.

Andres Bustillos
Sales Representative

505.990.7632 cell

Albuquerque Office
9005 Washington St. NE
Albuquerque, NM 87113

Gilbert, Arizona :: Albuquerque, New Mexico :: Las Vegas, Nevada

Bryan Deshayes
Select Account Executive



Zorro Ranch
49 Zorro Ranch Rd

Century Link Commit 36 Months

Data Bundle and PRI			
<i>QTY</i>			<i>Price</i>
1	Primary Rate Interface (PRI) - 23 Voice Channels <i>-4000 Minutes of Long Distance Free per month</i>	\$	615.00
3	Internet Port - 3 T1s(4.5 Mb) w/ provided router*	\$	925.00
2	Block of DIDs(20/block) - 40 Total Numbers	\$	9.90
	TOTAL	\$	1,549.90
	Estimated Taxes 15%	\$	232.48
	Total Estimated Bill	\$	1,782.38

***Pricing includes T1 installation and Adtran 3445 as part of promotional data bundle package**