

Quote: 1057424
Date: 05/17/2026

THIS IS NOT AN INVOICE



Account Name: City of Marco Island
Account Number: 33286
Payment Terms: NET 30
Shipping Method: FedEx Ground
Description: Marco Island PD Build

Account Representative
James Nicol
813-678-2738
james.nicol@bitdirect.com

Bill To

City of Marco Island
50 Bald Eagle Drive
Marco Island, FL 34145

Ship To

City of Marco Island
ATTN: BIT TIPS PD Contract 0230105
50 BALD EAGLE DR
MARCO ISLAND, FL 34145-3528

	Item Description	Unit Cost	Qty	Total
001	Bimini 25' Guide Package - Manufacturer: -- NOT LISTED -- - Part Number: CUSTOM BIMINI 25' GUIDE BOAT	\$0.00	1	\$0.00
002	Police package custom WestEnd PD Build - Manufacturer: -- NOT LISTED -- - Part Number: AVPKPD2026	\$55,613.22	1	\$55,613.22
003	Power pack for WestEnd PD Build - Manufacturer: -- NOT LISTED -- - Part Number: BIMINI25PD	\$37,075.48	1	\$37,075.48
004	Integrate all electronics and mount and build casings for avionics - Manufacturer: -- NOT LISTED -- - Part Number: INTEGRATION AND MOUNTING FOR WE PD BUILDS	\$80,999.10	1	\$80,999.10
			Subtotal	\$173,687.80
			Shipping	\$0.00
			Total	\$173,687.80

Notes

Items will be registered to: James Nicol | 813-678-2738 | james.nicol@bitdirect.com

FULLY Integrated CUSTOM Avionics and Electron Build of NEW Bimini 25 with West End and Marco Island PD ONLY
Including all delivery and testing including guidance and software

Purchase Order to be sent to TIPS

Please Email purchase order to-
tipspo@tips-usa.com

PO and Quote must reference TIPS contract number #230105 BIT DIRECT

Quote: 1057424
Date: 05/17/2026

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Attach as PDF - Only one (1) PO/Quote per attachment

Disclaimer

- Quotes are valid for 30 days unless stated otherwise
- Pricing and availability are subject to change
- Sales tax will not be charged if you are tax exempt (certificate required)
- Terms of Sale are posted on www.bitdirect.com

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TIPS PRICING FORM 1 - GOODS/ITEMS PRICING

TIPS permits Vendors to utilize either or both of the two goods/items pricing proposal options (and sub-options) identified below with the "Discount-Off Catalog" option being much more optimal, usable, and preferred to the "Cost Plus Markup Option." Vendor is welcome to propose either or both options, and with either option Vendor is able to update their pricing and add/remove items during the life of the contract. It is Vendor's responsibility to ensure that all items listed, whether by description, product number, SKU, UPC or other, fall within the scope of this solicitation category. Please read the "Vendor Pricing Submission" portion of the solicitation document before submitting questions about this form to TIPS.

Option 1 - Discount-Off Catalog Method

This goods/items pricing proposal method is highly preferred over the "Cost-Plus Markup Method" because it is versatile and allows Vendor to efficiently add and update its goods/items pricing and does not automatically prohibit federal fund purchases. Vendor is asked in the attribute questions within the eBid System to propose a minimum discount off of their catalog pricing. Any discount from 0% to 100% is an appropriate response. Then, under this pricing proposal method, Vendor is permitted to provide its "Catalog Pricing" to TIPS in a number of ways, described in Section "A" and Section "B" below. Vendor's minimum discount will always be applied to TIPS "Catalog Pricing" provided herein.

SECTION "A" - Providing "Catalog Pricing" through Line-Item Pricing

If Vendor desires to list the "catalog pricing" of goods/items that you sell by line-item, you are welcome to do so here in Section "A" of Pricing Form 1. You are welcome to modify the columns and column titles as long as TIPS can identify the item's name and "catalog price." Please note that if you are awarded with this type of pricing submission, you will be able to update the pricing and add/remove items within the category as long as you honor any applicable discounts originally proposed. Specific discounts offered for any brand or item must be honored for the life of the contract.

Product Name	Product #	Description	Units description - (each, dozen, hour, day, etc)	MSRP or Catalog Pricing	% Discount	TIPS Price
Example 1: Widget A	12345AB	gadget part	each	\$100.00	15.00%	\$85.00
Example 2: All Acme Product Line	see Acme catalog located at www.Acme.com	All Acme products available from our company		see Acme catalog located at www.Acme.com	10.00%	
Example 3: All Acme Product Line	Catalog pricing to be provided upon request	All Acme products available from our company		Catalog pricing to be provided upon request	10.00%	

Insert Line-items below this line. You may add cells as needed.

Product Name	Product #	Description	Units description - (each, dozen, hour, day, etc)	MSRP or Catalog Pricing	% Discount	TIPS Price
All Hewlett Packard product line	Catalog pricing to be provided upon request	All HP products available from our company	each	Catalog pricing to be provided upon request	10.00%	
All Lenovo product line	Catalog pricing to be provided upon request	All Lenovo products available from our company	each	Catalog pricing to be provided upon request	10.00%	

All Acer product line	Catalog pricing to be provided upon request	All Acer products available from our company	each	Catalog pricing to be provided upon request	10.00%	
All Dell product line	Catalog pricing to be provided upon request	All Dell products available from our company	each	Catalog pricing to be provided upon request	10.00%	
All ASUS product line	Catalog pricing to be provided upon request	All ASUS products available from our company	each	Catalog pricing to be provided upon request	10.00%	
All Epson product line	Catalog pricing to be provided upon request / Offered at Brighter Futures Pricing	All Epson products available from our company	each	Catalog pricing to be provided upon request	0.00%	
All ViewSonic product Line	Catalog pricing to be provided upon request	All ViewSonic products available from our company	each	Catalog pricing to be provided upon request	10.00%	
All Logitech product line	Catalog pricing to be provided upon request	All Epson products available from our company	each	Catalog pricing to be provided upon request	5.00%	
Avionics for WE PD build	AVPKPD2026	Police package custom WestEnd PD Build	each	\$61,792.47	10.00%	\$55,613.23
Mobility package for 25 - Bimini	Bimini25PD	Power pack for WestEnd PD Build	each	\$41,194.98	10.00%	\$37,075.48
Vendor may insert additional cells as needed.						

NEW

NEW

SECTION "B" - Alternative Methods of Providing "Catalog Pricing"

<u>Alternative Method of Providing Catalog</u>	<u>Description of Alternative Method of Providing Catalog</u>	<u>Vendor's Selection of Alternative Method of Providing Catalog - Mark the option that Vendor Selects</u>				

<p>1. Catalog Pricing is Included in Proposal</p>	<p>If Vendor already has "Catalog Pricing" documents or files compiled, Vendor may check the cell to the right and include a note directing TIPS to please view those documents/files. (Ex. X – Please see "Catalog Pricing" in uploaded document entitled "2022-2023 Vendor Catalog.") Please note that if you are awarded with this type of pricing submission, you will be able to update the pricing and add/remove items within the category as long as you honor any applicable discounts originally proposed.</p>	<p>Place "X" in this cell if "Catalog Pricing is included in Proposal" is Vendor's selection.</p>				
<p>2. Link to Catalog Pricing</p>	<p>If Vendor already has "Catalog Pricing" published at an online location, Vendor may check the cell to the right and include the link to their online "Catalog Pricing." If a login is required to access the "Catalog Pricing" located at that link, please provide that login information in the neighboring cell. (Ex. X – Please see "Catalog Pricing" at www.tips-usa.com, login information is Username: TIPS Password: 123456.) Please note that if you are awarded with this type of pricing submission, you will be able to update the online pricing and add/remove items within this category as long as you honor any applicable discounts originally proposed.</p>	<p>Place link to your "Catalog Pricing" in this cell if "Link to Catalog" is Vendor's selection.</p>	<p>If applicable, provide login information to online "Catalog Pricing" link</p>			

<p>3. Vendor Shall Provide “Catalog Pricing” Upon Request</p>	<p>If Vendor does not have comprehensive “Catalog Pricing” documents or links readily available, Vendor may check the cell to the right ensuring that such required “Catalog Pricing” will be provided to TIPS upon request. Per the following example, this option is viable but may slow down the TIPS Sale process as follows. (Ex. Vendor is awarded and is making its first TIPS Sale to Sunny ISD, Sunny ISD sends its TIPS PO to TIPS for pricing compliance review. TIPS will then request that Vendor provide documentation of “Catalog Pricing” for the line items included in the PO before TIPS can process the PO and send to Vendor for fulfillment.) Please note that if you are awarded with this type of pricing submission, you will always be able to provide the most current pricing for each item within this category but you will still be required to honor any applicable discounts originally proposed.</p>	<p>X</p>				
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Option 2 - Cost-Plus Markup Method

This goods/items pricing proposal method **is not recommended** because many TIPS Members are prohibited from utilizing Vendors with a Cost-Plus Markup Pricing submission, especially when using federal funds. Vendor cannot be listed as federally compliant for TIPS purposes if Vendor utilizes this method. If Vendor has read through the entirety of the “Discount-Off Catalog Method” description above and has determined that none of those options are a possibility, then Vendor may use this method which requires that Vendor propose a maximum mark-up percentage in this proposal and then provide TIPS with proof of cost for each item at the time of each TIPS Sale.

<p><u>Cost-Plus Markup Method</u></p>	<p>If Vendor desires to utilize this method, Vendor may enter its maximum markup percentage the cell provided to the right. Please note that this is a maximum percentage and you may always have a lesser markup on a TIPS Sale. You will be required to provide proof of cost to TIPS for every item sold under the TIPS Contract. (Ex. Vendor is awarded and is making its first TIPS Sale to Sunny ISD, Sunny ISD sends its TIPS PO to TIPS for pricing compliance review. TIPS will then request that Vendor provide documentation of Vendor's cost for the line items included in the PO before TIPS can process the PO and send to Vendor for fulfillment.) Please note that if you are awarded with this type of pricing submission, you will always be able to provide the most current cost for each item within this category but you will not be permitted to sell it to TIPS Members for a greater markup than what Vendor provides herein.</p>	<p><u>Vendor's Percentage Markup:</u></p>	<p>Place Vendor's proposed percentage markup in this cell if utilizing the "Cost-Plus Markup Method.</p>
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TIPS PRICING FORM 2 - SERVICE PRICING

If Vendor does not seek to offer services under this contract, Vendor may type "N/A" on this form and submit. If Vendor desires to offer services under this TIPS Contract, the "Catalog Pricing" for those services must either be listed within this form as instructed, otherwise included within Vendor's proposal, or properly added during the life of the awarded contract. All services must be provided in some unit cost (Ex. Per Hour, Per Person, Per Day, etc.). If Vendor already has service "Catalog Pricing" documents, links, or files compiled, Vendor may include a note on Pricing Form 2 directing TIPS to please view those documents/links/files. (Ex. X – Please see "Service "Catalog Pricing" in uploaded document entitled "2022-2023 Vendor Service Pricing.").

Providing Service "Catalog Pricing" through Pricing Form 2 Line-Item Pricing

If Vendor desires to list the services that Vendor sells by line-item, Vendor is welcome to do so below in this Pricing Form 2. All services must be provided in some unit cost (Ex. Per Hour, Per Person, Per Day, etc.). You are welcome to modify the columns and column titles as long as TIPS can identify the service being offered by name, unit-type, and "catalog price" of the service. Please note that if you are awarded after submitting your service pricing on this form, you will be able to update the pricing and add/remove services within the category as long as you honor any applicable discounts originally proposed. If Vendor already has service "Catalog Pricing" documents, links, or files compiled, Vendor may include a note below directing TIPS to please view those documents/links/files. (Ex. X – Please see "Service "Catalog Pricing" in uploaded document entitled "2022-2023 Vendor Service Pricing.") Please note that if you are awarded after submitting your service pricing through other documents/links/files, you will be able to update the pricing and add/remove services within this category as long as you honor any applicable discounts originally proposed.

Service Name	Service Description	Specify Unit Type -(Ex. Per Hour, Per Person, Per Day, etc.)	Unit Pricing Not-to-Exceed	% Discount	TIPS Price - Not to Exceed
Example 1: Installation	Tech Level 1 Installation	Hourly/Tech	\$100.00/hour/tech	0.00%	\$100.00/hour/tech
Example 2: Installation	Tech Level 2 Installation	Hourly/Tech	\$150.00/hour/tech	0.00%	\$150.00/hour/tech
Example 3: Mileage	Travel by Car to installation location	Per Person/Per Mile	GSA allowable rate at the time of service. See https://www.perdiem101.com/mileage .	0.00%	GSA allowable rate at the time of service. See https://www.perdiem101.com/mileage .
Example 4: Travel	Travel to installation location	Per Person/Per Hour	50% of regular hours Installation Charge	0.00%	50% of regular hours Installation Charge
Example 5: Flights	Travel by Flight to Installation	Per Person	Actual Cost of Flight	0.00%	Actual Cost of Flight
Example 6: Custom Design Services	Custom Design	Per Designer/Per Square Foot	Not-to-Exceed \$200/Square Foot	0.00%	Not-to-Exceed \$200/Square Foot
Example 7: Training	Training Client on Use of Product	Per Trainer/Per Hour	Not-to-Exceed \$20.00/Trainer/Hour	0.00%	Not-to-Exceed \$20.00/Trainer/Hour

Insert Line-items below this line. You may add cells as needed.

Service Name	Service Description	Specify Unit Type -(Ex. Per Hour, Per Person, Per Day, etc.)	Unit Pricing Not-to-Exceed	% Discount	TIPS Price - Not to Exceed
Chromebook White Glove Service	Set up Google licensing	Per unit	\$12.00	10.00%	\$10.80
Asset Tagging	Apply asset tags prior to delivery	Per unit	\$6.00	10.00%	\$5.40
Imaging	Provide ghost image on hardware	Per unit	\$65.00	10.00%	\$58.50
Installation of Interactive LCD/Whiteboard	Install wall mounts and boards	Per unit	\$1,750.00	10.00%	\$1,575.00
Laser Etching	Etch logo or words/numbers on device	Per unit	\$10.00	10.00%	\$9.00
Integration and Mounting for WE PD Builds	Integrate all electronics and mount and build casings for avionics	Per unit	\$89,999.00	10.00%	\$80,999.10
Vendor may insert additional cells as needed.					