

March 08, 2010

To: Scott County Board of Supervisors  
From: Ray Weiser, GIS Coordinator

Re: Trimble R8, Survey Grade GPS Unit

The Secondary Roads and IT Departments have researched a precision survey GPS system for Scott County and submit that the county stands to benefit from this technology in a number of ways including:

- The ability to capture survey-grade coordinates at sub-centimeter horizontal and vertical levels. The vertical accuracy is particularly notable as this is often needed and rarely easy to collect.
- The ability to operate as a one-person crew; two are normally required.
- *Much* faster surveying, particularly in areas of elevation change.
- Expansion of the public land survey system and cadastral fabric.
- Improved topography for civil design (bridge/road projects).

Applications for this technology are ripe in Secondary Roads, IT (GIS), Conservation, Health/EMS/EMA, and other disciplines.

We looked at three products from leading GPS manufacturers including Leica, TopCon and Trimble and ultimately identified the Trimble R8 model as the best purchase decision for Scott County. The R8 was within our planned price range and we felt it represented the best value and long term investment decision. In addition, the local Iowa reseller, Precision Midwest, ranked high in our support criteria which was an important consideration for us given our staff resources.

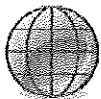
It is important to note that Precision Midwest is the sole source provider of this equipment within the State of Iowa. Trimble restricts their product sales through close control of established territories. A sole-source statement from Trimble is enclosed for your review.

I respectfully recommend approval of the Trimble R8 survey grade GPS unit request in the amount of \$26,150. If approved, we anticipate funding the purchase jointly with Secondary Roads committing \$12,000 from road use taxes and the balance (\$14,150) from county GIS bond funds.

Sincerely,

Ray Weiser, Scott County GIS Coordinator

Encl: Letter of Resolution, Precision Midwest Quote, Sole Source Provider Letter, Trimble R8 Spec Sheet, Decision Matrix



Scott County, Iowa  
Geographic Information Systems  
Information Technology Department

600 W 4<sup>th</sup> St Davenport, IA · 52801-1030  
Office: 563/328-4137 · Mobile: 563/940-5012 · fax: 563/326-8669  
email: [gis@scottcountyia.com](mailto:gis@scottcountyia.com) · web: [www.scottcountyia.com](http://www.scottcountyia.com)



THE COUNTY AUDITOR'S SIGNATURE CERTIFIES  
THAT THIS RESOLUTION HAS BEEN FORMALLY  
APPROVED BY THE BOARD OF SUPERVISORS ON

\_\_\_\_\_  
DATE

\_\_\_\_\_  
SCOTT COUNTY AUDITOR

## RESOLUTION

### SCOTT COUNTY BOARD OF SUPERVISORS

March 18, 2010

#### APPROVAL OF TRIMBLE R8 SURVEY GRADE GPS UNIT FROM PRECISION MIDWEST, INC.

BE IT RESOLVED BY the Scott County Board of Supervisors as follows:

- Section 1. That the request for the Trimble R8 survey grade GPS unit in the amount of \$26,150 to Precision Midwest, Inc. is hereby approved.
- Section 2. That a purchase order shall be issued for said amount for the Trimble R8 survey grade GPS unit (further described in Precision Midwest, Inc. quote dated 02/10/2010).
- Section 3. This resolution shall take effect immediately.





Feb 24, 2010

To: Whom it May Concern

Subject: Trimble Surveying Product Sales for Iowa

Precision Midwest is the exclusive distributor for Trimble Surveying, and infrastructure products for the state of Iowa. Precision Midwest and their Iowa Staff are responsible for the sales, service, support, and training for the Trimble Survey product line.

If you have any questions, or need any additional information, please do not hesitate to contact me.

Very truly yours,

A handwritten signature in cursive script that reads "Jack Calvin".

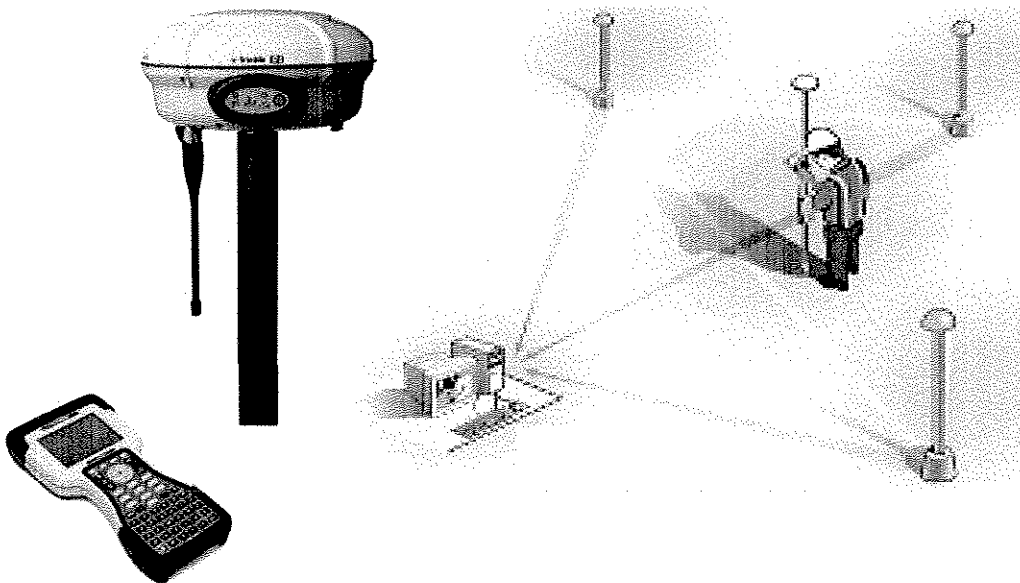
Jack Calvin  
Sales Manager  
Eastern US  
Survey Division  
Land Survey Products  
217 415 2087 Office  
Email: [jack\\_calvin@trimble.com](mailto:jack_calvin@trimble.com)

Survey Grade GPS Decision Matrix			
Category	Trimble R8	Leica Viva GS15	Topcon GRS-1
<b>Cost</b>	3	4	5
			<i>Lowest price</i>
<b>Support</b>	5	3	3
	<i>Remote connect to field unit by live technicians. Well known, good support.</i>	<i>Ok</i>	<i>Ok</i>
<b>Field/Office software</b>	4	3	4
	<i>Free software to integrate Trimble with Civil 3D.</i>	<i>Ok. ArcGIS extensions available</i>	<i>R/W shape file</i>
<b>Data Collector</b>	4	3	3
	<i>Touch screen and keyboard. More rugged?</i>	<i>Windows CE, function buttons</i>	<i>Collector corded to antenna. Touch screen only</i>
<b>GPS</b>	5	5	3
	<i>Supports all existing and planned frequencies</i>	<i>Supports all existing and planned frequencies</i>	<i>No Galileo or L5. Relies on data collector for processing unlike others.</i>
<b>Rank</b>	<b>4.2</b>	<b>3.6</b>	<b>3.6</b>
<b>Comments:</b>	<i>Best data collector, best response/support, wireless, most common unit in use by peers. Long term unit.</i>	<i>Lowest score on ease of use, dated collector. Long term unit.</i>	<i>Solely touch screen, best price, long term limitations for satellites. Mapping grade unit w/external ant.</i>

# PRECISION X MIDWEST

***Scott County, Iowa***

***Trimble R8 GNSS Rover System Proposal***



February 10, 2010

# PRECISION MIDWEST

## CLIENT QUOTATION

Page 2 of 2

Company: **Scott County**  
 Address: **Secondary Roads Department**  
**600 W 4th St**  
**Davenport, IA 52801-1030**  
 Attention: **Jon Burgstrom - County Engineer**  
 Phone: **(563) 328-4137**  
 email: **(563) 326-8669**

Date **February 10, 2010**

Part No.	Description	Qty	Sale Price
<b>Trimble R8 GNSS Rover Kit</b>			
	Includes the following:		
<b>R8301-51-66</b>	<b>Trimble R8 GNSS RTK, 450-470MHz</b>	<b>1</b>	
44085-46	ANT PORTABL 6' WHIP 425-475MHZ		
50589-11	R8/R6/R4/5800-Model 3 Rover Kit		
53658-20	Base - Base & Rover Transport Case (R8 GNSS/R6/5800)		
67250-00	FRU - Receiver R8 Model 3 w/ -66 Radio		
GPS61116B	Receiver Charging Bundle B		
<b>ROD_BDL-GPS</b>	<b>Rod - 2.0m Carbon Fiber Range Pole with Bipod</b>	<b>1</b>	
<b>TA-TSC2-1</b>	<b>Data Collector Kit: Trimble Access incl. TSC2, no internal radio</b>	<b>1</b>	
<b>47926-00</b>	<b>Cell Phone Pouch</b>	<b>1</b>	
<b>56044-00</b>	<b>Trimble TSC2 Accessory - GNSS Accessory Kit</b>	<b>1</b>	
33726	Packaging - Box 12 x 6 x 4		
53705-00	Trimble TSC2 Accessory - Range Pole Bracket		
55988	Packaging - Label WEEE 2.0 Round		
59046	Cable - 1.5m, 0S/7P/M-DB9/F, Dat (TM3/4700/4800/5700)		
<b>By PMW</b>	<b>Setup - Charging, Survey Styles and initial testing, delivery</b>	<b>1</b>	

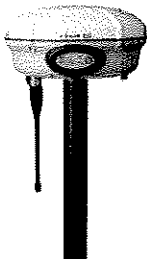
Trimble RTN Rover Sub-total : \$ 28,815.00  
 Gov't Entity Discount: \$ (2,665.00)

OPTIONAL Accessories				
<b>EWR8</b>	<b>Warranty - Trimble R8 Extended Warranty, per yr, per receiver</b>	0	\$ 1,030.00	\$ -
	Warranty covers receiver hardware and firmware upgrades			
<b>EWTS2-TA</b>	<b>Warranty - TSC2 with Trimble Access Extended Warranty, per yr</b>	0	\$ 580.00	\$ -
	Warranty covers collector hardware, firmware and software upgrades			
<b>SA-ROADS-01</b>	<b>Specialized Application Roads, perpetual license - Upgrade for T.A.</b>	0	\$ 1,250.00	\$ -
<b>By PMW</b>	<b>Customer Training - Onsite, 4 hrs with 3 client personell</b>	0	\$ 500.00	Incl, FREE

**Notes:**

- \* 1 Year Warranty on Receiver and Data Collector Included
- \* 90 Day Warranty on Accessories (batteries, cables, brackets)
- \* Pricing Valid until Feb 28, 2010.

**Customer Package CASH Option Total: \$ 26,150.00**



Ben Sullivan  
 Sales Representative  
[Ben\\_Sullivan@PrecisionMidwest.com](mailto:Ben_Sullivan@PrecisionMidwest.com)

Client Acceptance Signature \_\_\_\_\_ Date \_\_\_\_\_

Upon client acceptance, sign and fax to Ben Sullivan @ 800-878-6858 with customer purchase order information for order placement.

Precision Midwest  
 35140 Barkely Avenue  
 Warrenville, IL 60555  
 Phone: 630-836-1000  
 Fax: 630-836-8850



Precision Midwest - NE Iowa Office  
 222 Hollywood Avenue  
 Waterloo, IA 50701  
 Phone: 515-441-2098  
 Fax: 800-878-6858