

Staff Report

To: Board of Directors
From: Frank Kuhl/Jason Blodgett
Date: February 26, 2026

Agenda Item: 5.5 Quote from DiscountCell for Cradlepoint Hardware

Attachments:

- 5.5.1 Cradlepoint Quote

Recommendation:

Authorize the CEO and general manager to sign a purchase order with DiscountCell for \$32,206.25 for purchasing Cradlepoint hard- and software.

Discussion:

Mountain Line uses Cradlepoint hardware to provide internet connectivity to fleet vehicles and would like to outfit the remainder of the fleet (paratransit and non-revenue vehicles) with the same hardware. This equipment provides wi-fi connectivity for onboard equipment, staff, and riders. Additionally, Mountain Line plans to use the added connectivity to simplify and streamline exporting video footage from vehicles and allow remote onboard camera viewing of vehicles on the road.

After gathering quotes, staff determined DiscountCell to be the most qualified vendor. The agency already has a working relationship with DiscountCell whose bid was second lowest bidder by a very thin margin of about \$300. The staff believes the longstanding professional relationship and assurance of quality service justifies this price discrepancy.

Financial Impact and Funding Source:

DiscountCell has proposed a price of \$32,206.25 that will be paid by an FY2022 5339(c) Low-No Competitive grant for workforce development that requires a 20% local match. Approximately \$12,000 annually from the operations budget is required for internet service from Verizon Wireless.

DBE Certified:

No



DISCOUNTCELL, LLC
 350 W 500 S
 PROVO, UT 84601
 USA
 801-235-9809

Bill to

MISSOULA URBAN TRANSPORTATION DISTRICT - MOUNTAIN
 LINE
 1221 SHAKESPEARE ST
 MISSOULA, MT 59802-2307
 USA

Ship to

MISSOULA URBAN TRANSPORTATION DISTRICT - MOUNTAIN
 LINE
 1221 SHAKESPEARE ST
 MISSOULA, MT 59802-2307
 USA

Quotation

Number **QTE-005101-1**
 Date **12/1/2025**
 Expiration **12/31/2025**
 Your reference **State of MT Contract# NVP PD180-1_Discount Cell**
 Our reference **Shannon Jourdan**
 Currency **USD**
 Payment **Net 30**
 Delivery terms **O PPD**
 Mode of delivery **UPS-G**

Item number	Description	Quantity	Unit	Registration SPA	Unit price	Amount
MBA1-R980-5GD-A	Ericsson Cradlepoint R980 5G - Global - WiFi - No AC Power Supply or Antennas - 1-Year NetCloud Mobile Router Essentials and Advanced Plan	25.00	Ea		893.25	22,331.25
MA8007.A.002	Taoglas Raptor X 7in1 Antenna Threaded Bolt - Black - 5m Cables - 4 5G/LTE (SMA M) - 2 WiFi (RP SMA M)	25.00	Ea		395.00	9,875.00

Quotations are valid for 30 days from date of quotation unless otherwise expressly stated. All prices quoted or otherwise provided are exclusive of all applicable taxes, fees, or charges of any kind which, to the extent applicable and are confidential and cannot be shared with anyone outside the buyer's organization. Any taxes, fees, or charges of any kind that are included on the quotation are estimates only and are subject to change.

Subtotal	32,206.25
Total charges	0.00
Net amount	32,206.25
Sales tax	0.00
Total	32,206.25