FY18

PSAP GRANT PROGRAM APPLICATION

VIRGINIA INFORMATION TECHNOLOGIES AGENCY

Integrated Services Division

FY18 PSAP GRANT PROGRAM APPLICATION

HOW TO APPLY/DEADLINE

The grant application is available and accessible from VITA ISP's website (http://www.vita.virginia.gov/isp/default.aspx?id=8578).   Upon completion of the application, it is to be submitted to the electronic mailbox for grant applications - psapgrants@vita.virginia.gov. Any supporting documentation must also be submitted along with the application when making your grant application submission.

After the close of the grant application cycle, a Grant ID and email receipt notification will be sent to the e-mail address listed on the application received.

All funding requests must be submitted using the grant application. Technical assistance is available from VITA's Public Safety Communications (PSC) staff throughout the grant process. The FY18 PSAP Grant Application Cycle starts July 1, 2016 and concludes on September 30, 2016 at 5:00 pm.

ALL APPLICABLE SECTIONS MUST BE COMPLETED IN ITS ENTIRETY OR THE APPLICATION WILL BE CONSIDERED INCOMPLETE AND NOT ACCEPTED FOR CONSIDERATION.

FY18 PSAP GRANT APPLICATION

PROJECT TITLE

Arlington/Alexandria CPE Replacement

GRANT APPLICANT PROFILE/PROJECT CONTACT

PSAP/HOST PSAP NAME: Arlington County Office of Emergency Management
Alexandria Dept. of Emergency Communications
CONTACT TITLE: ECC Administrator
CONTACT FIRST NAME: Bill
CONTACT LAST NAME: Kang
ADDRESS 1: 1425 N. Courthouse Road
ADDRESS 2: 7th Floor
CITY: Arlington
ZIP CODE: 22201
CONTACT EMAIL: wkang@arlingtonva.us
CONTACT PHONE NUMBER: 703-228-7123
CONTACT MOBILE NUMBER: 703-801-0480
CONTACT FAX NUMBER: 703-228-5137
REGIONAL COORDINATOR: Brian Crumpler

HOST PSAP AND PARTICIPATING PSAPS/LOCALITIES

Arlington County (host)	
City of Alexandria	

GRANT TYPE

☐ Individual PSAP   X Shared Services

TIER

☐ Out of Service   X   Non-Vendor Supported*

☐ Technically Outdated*   ☐ Strengthen

☐ Not Applicable

If technically outdated or non-vendor supported, application MUST include age and/or version of hardware/software.

VERSION: # YEARS of HARDWARE/SOFTWARE:

VESTA Meridian 2.2 (SP-4)/Windows XP (Arlington)   **8 years (2008)**

Sentinel Patriot 3.3 (Alexandria)   **5 years (2011)**

PRIORITY/PROJECT FOCUS   CALL HANDLING EQUIPMENT

FINANCIAL DATA

Amount Requested: $ 350,000
Total Project Cost: $ 1,800,000 **(estimated)**

PROJECT DESCRIPTION

Provide a detailed description of the project for which funding is being sought, including the impact on operational services and consequences of not receiving funding; the relationship to local strategic and capital improvement plans; and sustainability:

The scope of this grant application is to provide partial funding to replace existing call handling equipment (CPE). Arlington County's CPE was placed in service in 2008. The City of Alexandria's CPE was placed in service in 2011. The current version of the software is no longer supported by the vendor and runs on Windows XP - an operating system that is no longer supported as well. The current CPE is not compliant to the NENA i3 standard and not prepared for the forthcoming ESINet to be placed in service regionally in the Northern Virginia region.

The scope will also include sharing the CPE core with the City of Alexandria under one system. This will be a regional effort to share a core system among two primary PSAPs. Both jurisdictions have placed text-to-911 in service during the first half of 2016. However, the technical solution is not integrated into both PSAP's CPEs. The new CPE would be required to have integrated text-to-911 to reduce call processing time.

The end goal would be to have a new CPE shared between two PSAPs (the City of Alexandria and Arlington County) that will ready for the Northern Virginia ESINet. Both jurisdictions will be able to sustain the new CPEs and provide maintenance funding in their respective operating budgets. Consequences to non-funding include two possible outcomes. First and primary consequence is not being able to fund the project in totality. Second is not being able to fund the project as a shared service.

PROJECT GOAL

Describe how this project addresses locally identified need(s) and supports the Virginia 9-1-1 Comprehensive Plan:

With respect to the Virginia Statewide Comprehensive 9-1-1 Plan, this project intends to provide a standard level of 9-1-1 emergency dispatch services to the public and those passing through the Commonwealth. Specific to this project, the proposed CPE will provide residents and visitors will first entry in to the 9-1-1 dispatch system. The project seeks a CPE that can provide consistent and repeatable operations to seek the Plan's goals.

The Plan's second goal to position PSAPs to continuously meet the public's expectations. With the impending emergence of NextGen 9-1-1, the project will position the participating jurisdictions to leverage the features of NextGen 9-1-1 to provide the residents and visitors will enhanced 9-1-1 services.

PROJECT OBJECTIVES

Describe the objectives that will support the goals identified above:

Conduct a needs analysis to determine the CPE requirements. Funding has already been provided to accomplish this objective. This is being conducted in conjunction with a service vendor for subject matter expertise.

Match the CPE requirements to the market place for suitable vendors.

Acquire the new CPE. The objective may be fulfilled by leveraging existing contracts within the Commonwealth or the National Capital Region.

Implement the new CPE to include testing and evaluation.

SHARED SERVICES (if applicable)

Describe the relationship of the project to the participating PSAPs:

The project will partially fund the CPE which represents a core system to handle incoming 9-1-1 calls and texts.

Describe the intended collaborative efforts and resource sharing opportunities:

The City of Alexandria and Arlington County intend to share a CPE. The CPE represents a core system. The central elements (servers, etc.) would be shared among the two jurisdictions.

IMPLEMENTATION PLAN
SHARED SERVICES & INDIVIDUAL PSAP APPLICATIONS:

For each applicable phase of the project, indicate the planned completion date.

PROJECT PHASE	PLANNED COMPLETION DATE
INITIATION – Project concept is documented, local board or governing authority approval or endorsement is received, PSAP grant application is filed, local budgets are obtained, appropriated grant funds are approved, and budgetary estimates are obtained.	09 / 30 / 2016
DESIGN/PLANNING - Requirements are documented, components to be purchased are identified, and general design is documented.	11 / 30 / 2016
ACQUISITION - RFP (or other bid related processes) are drafted, proposals are evaluated, contract is signed, purchase orders are issued, and quotes are obtained.	04 / 30 / 2017
IMPLEMENTATION - Purchased components are delivered and installed and training is performed	09 / 30 / 2017
TESTING/COMPLETION - Performance of system/solution is validated and system/solution goes "live"	11 / 30 / 2017

BUDGET AND BUDGET NARRATIVE

List the planned expenditures to be made with grant funds. Briefly explain the reason for each requested budget item and provide the basis for its cost. In addition, if contingency cost has been added, please identify the amount.

NOTE: In lieu of a line item breakdown, an itemized cost schedule or detailed vendor prepared quote may be submitted as an attachment, but a narrative is still required. However, budgetary quotes received from a particular vendor(s) during the application process do not commit the PSAP to use that vendor(s) once the grant is awarded.

See Attachment. The attachment is based on a shared service that will not evolve but can be applied to this project.

Combined, the primary PSAPs for Arlington and Alexandria contain roughly 60 positions. This is comparable to the Fairfax County PSAP which has a similar number of positions. For their first-year costs for their primary system, the cost was quoted at $1.6 million. Taking into account a 10% contingency, this would bring an estimated total project cost to $1.8 million. We estimate some possible additional costs due to the fact that both Arlington and Alexandria have backup centers that will need to be upgraded as well. However the $350,000 cap for this grant would only be applied to eligible expenses at the primary PSAPs.

EVALUATION

How will the project as identified in the project description be evaluated and measured for achievement and success:

The measurement of success will be the successful installation and commencement of service for the new CPE at the PSAPs for both jurisdictions.

CONSOLIDATION (Primary or Secondary) - (complete only if applicable)

How would a consolidation take place and provide improved service:

Click here to enter text

How should it be organized and staffed:

Click here to enter text

What services should it perform:

Click here to enter text

How should policies be made and changed:

Click here to enter text

CONSOLIDATION (Primary or Secondary) - (complete only if applicable) – con't

How should it be funded:

Click here to enter text

What communication changes or improvements should be made in order to better support operations:

Click here to enter text

Proposal For:	City of Alexandria 911/MWAA
Solution Proposed	Shared VESTA 9-1-1 System (Phase 2)
Date:	May 11, 2016
	Budgetary

Multi-Site Summary

Design Assumptions- Provides VESTA 9-1-1 migration from Sentinel Patriot
for Alexandria by moving existing MWAA backroom equipment to Alexandria Host
and making MWAA a regional remote.
Assumes new WAN between Host sites with Ethernet handoff to VESTA 9-1-1 Switches
and redundant/diverse Layer 3 transport from Host to Remote (TBD).
Redundant MDS and DDS ML350 servers in a virtualized design with VESTA SMS module
5 Years Airbus Software Support, Managed Services (M&R, Anti-Virus and Patch Management)
5 Years Carousel Essential Onsite Maintenance
Full Integrated SMS Deployment and Training

Alexandria-Side A
Twenty-three (23) VESTA 9-1-1 Positions with HP z230, SAM, IRR and Genovation Keypads
22" Flat Panel LCD Monitors for each Workstation
Five (5) VESTA 9-1-1 CommandPOST , SAM, IRR, Genovation Keypads and docking stations
Two (2) Activity View Licenses to be installed on VESTA workstations
Three (3) Mediant 1000 Gateway Chassis
Seven (7) 4-port FXO Modules for Analog Loop Start POTS/Wet Ringdowns
Four (4) 4-port FXS Modules for Analog CAMA Trunks/Dry Ringdowns
Two (2) 24-Port Cisco Switches to be added with switches being moved from MWAA
Hosted VESTA Analytics Upgrade with Advanced Reports, two (2) User Licenses
* and one (1) z230 workstation*
One (1) Fortinet FG-30D Firewall for Remote Managed Services VPN Security moved from MWAA
HP Ext Warranty for 5 Years on Workstations and Servers
Training includes VESTA 9-1-1 Agent and Administration training for VESTA/Analytics/SMS

Alexandria-Side B
Eleven (11) VESTA 9-1-1 Positions with HP z230, SAM, IRR and Genovation Keypads
22" Flat Panel LCD Monitors for each Workstation
One (1) Activity View License to be installed on VESTA workstations
Three (3) Mediant 1000 Gateway Chassis to be moved from MWAA
Ten (10) 4-port FXO Modules for Analog Loop Start POTS/Wet Ringdowns
Four (4) 4-port FXS Modules for Analog CAMA Trunks/Dry Ringdowns
Two (2) 24-Port Cisco Switches to be moved from MWAA
Hosted Site Lic., Two (2) VESTA Analytics User Licenses and one (1) z230 workstation
One (1) Fortinet FG-30D Firewall for Remote Managed Services VPN Security moved from MWAA
HP Ext Warranty for 5 Years on Workstations and Servers

MWAA-Remote
Two (2) 24-Port Cisco Switches
One (1) 42U Cabinet and Peripheral Equipment
Hosted VESTA Analytics Site License

Pricing is valid for 90 days

Side A	$1,057,335.38
Side B	$414,210.00
MWAA Remote	$42,054.29
Total Solution:	**$1,513,599.67**

All new products are guaranteed to be as specified by the manufacturer's documentation, and are provided with the manufacturer's standard Product warranty. All refurbished components are covered by a Carousel direct warranty.

Customer is responsible for any electrical service, environmental conditions and cable work needed to support the quoted Products, unless otherwise specified on the Quote. Any changes to the above Products and /or Scope of Work will require the written authorization of both Carousel and the Customer. Pricing does not include taxes and freight charges, and as applicable, these costs will be added to the invoice.

All work is done subject to the terms and conditions of Carousel's Master Sales Agreement (available at http://www.carouselindustries.com/services/master-sales-agreements/), unless Carousel and the Customer have previously agreed to otherwise in writing.

By signing below, Customer makes an offer to purchase the Products and/or Services above from Carousel. Carousel's acceptance of this offer to purchase shall be evidenced by the conversion of the Quote into a Carousel Service Order, and the return of the Service Order number to the Customer.

By: _____   Title: _____   Date: _____

Proposal For:	City of Alexandria 911/MWAA
Solution Proposed	Shared VESTA 9-1-1 System (Phase 2)
Site Name:	Alexandria-Side A
Date:	May 11, 2016

VESTA® 9-1-1

Qty.	Part No.	Description	Unit Price	U/M	Total
		VESTA® 9-1-1			
		Note: All MWAA 106648 Side A and Side B Equipment and license will move to City of Alexandria Location A 103837 and B 107829.			
1	04000-01583	BLKBX TL158A-R4 DATACAST	$554.29	EA	$554.29
1	04000-01010	CBL DB25M/DB25M 10FT	$11.43	EA	$11.43
1	04000-RS232	BLKBX TL601A-R2 DATASHARE	$527.14	EA	$527.14
1	04000-01751	TS-4 PORT TERMINAL SVR	$925.71	EA	$925.71
2	65000-00182	CBL RJ45-10P/DB25M 4FT	$30.00	EA	$60.00
		VM Server Bundles			
5	04000-00432	SVR WIN2012 R2 CAL 5PK DWNGRD	$264.29	EA	$1,321.43
		SMS Equipment			
		Note: SMS equipment to be moved from MWAA to Site 103837.			
		VESTA® 9-1-1 Licenses			
		VESTA® 9-1-1 Prime Standard Operations			
		Note: No charge license requires support to be current to apply. No charge license based on Site 10387 Support			
23	PS-0PR-VSML-M	VPRIME MLTP SEAT LIC NFEE	$0.00	EA	$0.00
23	SS-0PR-VSSL-5Y	SPT VPRIME 5YR	$5,500.00	EA	$126,500.00
23	809800-35130	R4 SW SPT TRNSFR	$0.00	EA	$0.00
		Geo Diverse Add On License			
1	BA-MGD-VSSL	GEO-DIV LIC SYS	$2,678.57	EA	$2,678.57
		VESTA® Workstation Equipment			
23	61000-409605SFF	WKST HP Z230 SFF	$1,755.71	EA	$40,381.43
23	65000-47001	Z220/Z230 SFF TWR STAND	$60.00	EA	$1,380.00
23	63000-221692	MNTR FP WIDE SCRN LED 22IN	$470.00	EA	$10,810.00
23	64007-50021	KEYPD 24K 12F USBCBL CP24	$155.71	EA	$3,581.43
23	65000-00196	KIT CBL,DVI 5M/USB 15FG	$87.14	EA	$2,004.29
23	853004-00401	SAM EXT SPKR KIT	$240.00	EA	$5,520.00
23	65000-00124	CBL PATCH 15FT	$20.00	EA	$460.00
23	853030-00302	R4 SAM HDWR KIT	$2,360.00	EA	$54,280.00
23	02800-20500	HDST 4W MOD ELEC MIC BLK	$45.71	EA	$1,051.43
23	03044-20000	HDST CORD 12FT 4W MOD BLK	$4.29	EA	$98.57
46	833401-00101G-15	CBL SAM JKBX 15FT	$51.43	EA	$2,365.71
23	809800-35109	R4 IWS CFG	$285.71	EA	$6,571.43
23	809800-35108	R4 IWS STG FEE	$428.57	EA	$9,857.14
1	870890-07501	CPR/SYSPREP DVD IMAGE	$0.00	EA	$0.00
		VESTA® 9-1-1 IRR Module			
23	870899-01601	R4 IRR UPGD W/HASP	$700.00	EA	$16,100.00
23	809800-35114	R4 IRR SW SPT 5YR	$852.86	EA	$19,615.71
23	809800-35130	R4 SW SPT TRNSFR	$0.00	EA	$0.00
		VESTA® 9-1-1 Activity View			
23	873099-00802	R4 ACT VIEW LIC PER ST	$1,071.43	EA	$24,642.86
2	873099-00702U	R4 ACTIV VIEW SYS LIC UPG	$0.00	EA	$0.00
2	809800-35124	R4 ACT VIEW SW SPT 5YR	$3,000.00	EA	$6,000.00

Qty.	Part No.	Description	Unit Price	U/M	Total
2	63000-221692	MNTR FP WIDE SCRN LED 22IN	$470.00	EA	$940.00
		VESTA® 9-1-1 CDR Module			
23	873099-01102	R4 CDR PER SEAT LIC	$128.57	EA	$2,957.14
		Network Equipment			
		Note: Additional (2) switches added to cabinet side A to support the 23 workstations			
2	04000-29616	SWITCH 2960 + CBL 24-PORT	$1,371.43	EA	$2,742.86
2	04000-02971	WARR 2960 24P 2T 5YR 24X7	$1,877.14	EA	$3,754.29
		Peripherals & Gateways			
		Note: Existing Gateways in MWAA site 106684 A cabinet will be removed and installed in New cabinet at MWAA. The below Gateways will be installed in Cabinet A that is moving to site 103387			
3	04000-00129	MED 1000B CHASSIS BNDL	$2,621.43	EA	$7,864.29
3	04000-00190	SW SPT M1000 GATEWAY 5YR	$2,142.86	EA	$6,428.57
7	04000-00116	MED 1000 FXO-LS BNDL	$494.29	EA	$3,460.00
4	04000-00119	MED 1000 FXS BNDL	$474.29	EA	$1,897.14
		Cabinet & Peripheral Equipment			
		Note: Cabinet side A moved from MWAA site 103837			
		Time Synchronization Equipment			
		Note: Customer to provide NTP Compliant Device			
		VESTA® 9-1-1 Subtotal			**$367,342.86**

VESTA® 9-1-1 CommandPOST System

Qty.	Part No.	Description	Unit Price	U/M	Total
		VESTA® 9-1-1 CommandPOST System			
		VESTA® 9-1-1 Prime Standard Operations			
5	PS-0PR-VSML-M	VPRIME MLTP SEAT LIC NFEE	$0.00	EA	$0.00
5	SS-0PR-VSSL-5Y	SPT VPRIME 5YR	$5,500.00	EA	$27,500.00
		CommandPOST Hardware			
5	61050-G409602	LAPTOP ZBOOK15 G2 W7	$2,584.29	EA	$12,921.43
5	04000-00490	ADV DOCK STATION 230W	$574.29	EA	$2,871.43
5	04401-00097	8570P 9-CELL 100-WHR BATT	$404.29	EA	$2,021.43
5	64021-10025	KYBD/MOUSE BNDL	$62.86	EA	$314.29
5	63000-221692	MNTR FP WIDE SCRN LED 22IN	$470.00	EA	$2,350.00
5	64007-50021	KEYPD 24K 12F USBCBL CP24	$155.71	EA	$778.57
5	65000-00196	KIT CBL,DVI 5M/USB 15FG	$87.14	EA	$435.71
5	853004-00401	SAM EXT SPKR KIT	$240.00	EA	$1,200.00
5	853004-00301	CPOST SAM HDWR KIT	$3,260.00	EA	$16,300.00
10	833401-00101G-15	CBL SAM JKBX 15FT	$51.43	EA	$514.29
5	809800-35109	R4 IWS CFG	$285.71	EA	$1,428.57
5	809800-35108	R4 IWS STG FEE	$428.57	EA	$2,142.86
		VESTA® 9-1-1 IRR Module			
		Note: Reuse HASP key			
5	873099-00502U	R4 IRR LIC UPGD	$0.00	EA	$0.00
5	809800-35114	R4 IRR SW SPT 5YR	$852.86	EA	$4,264.29
		VESTA® 9-1-1 CDR Module			
5	873099-01102	R4 CDR PER SEAT LIC	$128.57	EA	$642.86
		VESTA® 9-1-1 Activity View			
5	873099-00802U	R4 ACT VIEW LIC PER ST UP	$0.00	EA	$0.00

		VESTA™ Analytics Licensing & Support			
5	PA-MSG-ASSL-M	V-ANLYT STD SEAT LIC MIG	$0.00	EA	$0.00
5	SA-MSG-ALSL-5Y	SPT V-ANLYT STD 5YR	$650.00	EA	$3,250.00
40	809800-17101	FIELD ENG-PRIMARY	$142.86	UN	$5,714.29
		VESTA® 9-1-1 CommandPOST System Subtotal			**$84,650.00**

VESTA™ Analytics

Qty.	Part No.	Description	Unit Price	U/M	Total
		VESTA™ Analytics - Hosted			
		Note: Server and Licenses moved from MWAA site 106648			
1	873391-01002	V-ANLYT HOST LIC	$21,428.57	U/M	$21,428.57
1	873391-02001	V-ANLYT SITE LIC	$2,142.86	EA	$2,142.86
1	809800-03365	SPT V-ANLYT ENT/HOST 5YR	$1,285.71	EA	$1,285.71
2	873391-00301U	V-ANLYT USER LIC UPGD	$0.00	EA	$0.00
2	04000-00339	SQL 2008R2 CAL RUN ENT	$251.43	EA	$502.86
23	PA-MSG-ASSL-M	V-ANLYT STD SEAT LIC MIG	$0.00	EA	$0.00
23	SA-MSG-ALSL-5Y	SPT V-ANLYT STD 5YR	$650.00	EA	$14,950.00
1	61000-409605SFF	WKST HP Z230 SFF	$1,755.71	EA	$1,755.71
1	65000-47001	Z220/Z230 SFF TWR STAND	$60.00	EA	$60.00
1	63000-221692	MNTR FP WIDE SCRN LED 22IN	$470.00	EA	$470.00
1	809800-00102	GENERIC WKST CFG FEE	$357.14	EA	$357.14
		VESTA™ Analytics Printers			
1	64040-60084	PRNTR COLOR NTWK LASER	$890.00	EA	$890.00
		Note: Low Volume Color Network Laser printer. Recommended monthly volume, 2,000 pages per day, not to exceed 40,000 pages per month.			
1	65000-00124	CBL PATCH 15FT	$20.00	EA	$20.00
		VESTA™ Analytics Subtotal			**$43,862.86**

Managed Services

Qty.	Part No.	Description	Unit Price	U/M	Total
		Monitoring & Response License & Support Fees			
		Note: Server, Server license, support and cabinet being moved from MWAA site 106648 to site 103837. Server licenses quoted on CAR491801C.			
		Note: Includes (1) DDS Servers, (2) Sentinel ALI Servers (note: Managed Services has been quoted for the Sentinel ALI (SALI) servers, however the SALI servers must reside on the same IP network as the VESTA™ servers in order to provide this service. If the SALI servers reside on a different IP network, Managed Services are not available).			
5	871499-01211	M&R 3.0 WKST LIC	$101.43	EA	$507.14
		Note: Site has 19 Workstation license to reuse, (1) SALI Admin, (1) management console license to reuse from Site 106648. Includes (23) Workstations, (1) Management Console, (1) SALI Admin, (3) Activity View, (1) Analytics workstation			
24	809800-16165	M&R 3.0 WKST SRVC 5YR	$2,211.43	EA	$53,074.29
		M&R 3.0 LIC VM HOST			
		Note: License moved from MWAA Site 106648. Includes (2) Virtual Host/Machines,			

Qty.	Part No.	Description	Unit Price	U/M	Total
5	871499-01210	M&R 3.0 IP DEVICES LIC	$101.43	EA	$507.14
		Note: Includes (1) MDS Servers, (1) Mgmt./Node VMs, (1) Firewalls for SMS, Licenses and support, Moved from MWAA Site 106648. Includes additional (2) Cisco Switches. (3) Gateways,			
5	809800-16170	M&R 3.0 IP DEV SRVC 5YR	$2,211.43	EA	$11,057.14
		Managed Services - Implementation Fee *Note: site has (2) Server, 25 Workstation licenses and support to reuse*			
24	809800-14152	MGD SERV DEV & IMPL	$107.14	EA	$2,571.43
		Anti-Virus Solution			
24	809800-14175	VIRUS PROTECT 3.0 SVC 5YR	$565.71	EA	$13,577.14
		Patch Management Solution			
24	809800-16215	PATCH MGMT 3.2 SVC 5YR	$1,494.29	EA	$35,862.86
		Managed Services Subtotal			**$117,157.14**

Onsite Critical Spares

Qty.	Part No.	Description	Unit Price	U/M	Total
		VESTA® 9-1-1 Equipment - Recommended Spares			
1	04000-00127-SP	MED 1000B CHASSIS SPARE	$2,621.43	EA	$2,621.43
1	04000-00116	MED 1000 FXO-LS BNDL	$494.29	EA	$494.29
1	04000-00119	MED 1000 FXS BNDL	$474.29	EA	$474.29
1	04000-29616	SWITCH 2960 + CBL 24-PORT	$1,371.43	EA	$1,371.43
1	04000-02971	WARR 2960 24P 2T 5YR 24X7	$1,877.14	EA	$1,877.14
		Workstation Equipment - Recommended Spares			
1	64007-50022	KEYPD 24K 25F USBCBL CP24	$177.14	EA	$177.14
1	853004-00401	SAM EXT SPKR KIT	$240.00	EA	$240.00
1	853030-00302	R4 SAM HDWR KIT	$2,360.00	EA	$2,360.00
1	02800-20500	HDST 4W MOD ELEC MIC BLK	$45.71	EA	$45.71
1	03044-20000	HDST CORD 12FT 4W MOD BLK	$4.29	EA	$4.29
2	833401-00101G-15	CBL SAM JKBX 15FT	$51.43	EA	$102.86
		Optional Parts/Spares Subtotal			**$9,768.57**

Extended Warranties

Qty.	Part No.	Description	Unit Price	U/M	Total
		Server Extended Warranty *Note: Includes (1) VESTA® 9-1-1 Servers, (2) Sentinel ALI Servers. Warranty moved from MWAA quote CAR491801B*			
		Workstation Extended Warranty *Note: Includes (23) Workstations, (1) Activity View.*			
24	04000-01586	WARR 24X7 z220/230 WKST 5YR	$645.71	EA	$15,497.14
		Note: Warranty upgrade from 3YRs warranty 9x5 NBD to 5YRs 24x7, 4 hour response.			
		Note: Warranty upgrade from 3YRs warranty 9x5 NBD to 5YRs 24x7, 4 hour response.			
5	04000-01589	WARR CPOST ZBOOK 5YR NBD	$408.57	EA	$2,042.86
		Note: Warranty upgrade from 3YRs warranty 9x5 NBD to 5YRs 9x5 NBD.			
		Extended Warranties Subtotal			**$17,540.00**

Airbus DS Communications Services

Qty.	Part No.	Description	Unit Price	U/M	Total
		Field Engineering Services			
		Customer is responsible for decommission, move, equipment placement, and new cabling. Airbus DS Communications will perform Primary FE as it relates to configuration, testing and cutover.			
248	809800-17101	FIELD ENG-PRIMARY	$142.86	UN	$35,428.57
		Services to Support SMS			
64	809800-17101	FIELD ENG-PRIMARY	$142.86	UN	$9,142.86
		Note: Field Engineering to perform the configuration of SMS. Services include: 60D Firewall configuration, VESTA 911/VESTA SMS configuration, import of VESTA SMS VM's (if applicable), upgrade of VESTA Analytics (if applicable), and preparation of screen layouts.			
		Project Management Services			
180	809800-51004	PROJECT MGT-SECONDARY	$142.86	UN	$25,714.29
		Training			
12	000001-06701	V9-1-1 AGENT TRNG	$1,714.29	EA	$20,571.43
		Note: VESTA® /Sentinel 4/X Agent bundle includes (1) 1/2 day class of Agent training for up to 8 students. Includes trainer's daily training expenses and travel.			
1	000001-06708	V9-1-1 ADV ADMIN TRNG	$7,428.57	SU	$7,428.57
		Note: VESTA® /Sentinel 4/X Advanced Admin bundle includes (1) 2 day class of Admin training for up to 8 students. Includes trainer's daily training expenses and travel. Advanced Admin training provides training on Multi-Agency, Roles Based Routing and Event Notification features.			
1	000002-24404	V-ANLYT ADMIN TRNG	$2,857.14	SU	$2,857.14
		Note: VESTA™ Analytics Admin bundle includes (1) 1 day class of Admin training for up to 8 students. Includes trainer's daily training expenses and travel.			
1	000001-06800	V9-1-1 SMS ADMIN DELTA TR	$1,714.29	EA	$1,714.29
		Note: VESTA® 9-1-1 SMS Admin Delta training for system administrators. Includes 4 hour class for up to 8 students. Includes trainer's daily training expenses and travel.			
1	000001-06801	VSENT SMS TTT TRNG	$2,857.14	EA	$2,857.14
		Note: VESTA® 9-1-1 SMS Agent Delta training for agents. Includes (1) 2 hour class for up to 8 students. Includes trainer's daily training expenses and travel.			
		Airbus DS Communications Services Subtotal			***$105,714.29***

Summary					
Qty	**Product Code**	**Product Description**			**Ext. Price**
1		VESTA® 9-1-1 w/5 Years of Software Support			$367,342.86
1		Airbus DS Regionalization-Software Discount Incentive			-$74,367.33
1		VESTA® 9-1-1 CommandPOST System			$84,650.00
1		VESTA™ Analytics w/5 Years of Software Support			$43,862.86
1		5 Years Managed Services (M&R, Anti-Virus and Patch Management)			$117,157.14
1		Onsite Critical Spares			$9,768.57
1		HP Extended Warranties			$17,540.00
1		Airbus DS Communications Services			$105,714.29
1		Carousel Industries Installation			$56,000.00
1		Carousel Industries - Project Management			$16,210.00
1		VRA Network Testing			$2,657.00
1		Minor Materials			$2,800.00
1		5 Years Carousel Essential Onsite			$308,000.00

Pricing is valid for 90 days

Total Equipment & Services Cost: $1,057,335.38

Total This Site: **$1,057,335.38**

Proposal For:	City of Alexandria 911/MWAA
Solution Proposed	Shared VESTA 9-1-1 System (Phase 2)
Site Name:	Alexandria-Side B
Date:	May 11, 2016

VESTA® 9-1-1

Qty.	Part No.	Description	Unit Price	U/M	Total
		VESTA® 9-1-1			
		Note: All MWAA 106648 Side A and B Equipment will move to City of Alexandria Location A 103837 and B 107829.			
1	04000-01583	BLKBX TL158A-R4 DATACAST	$554.29	EA	$554.29
2	04000-01010	CBL DB25M/DB25M 10FT	$11.43	EA	$22.86
1	04000-RS232	BLKBX TL601A-R2 DATASHARE	$527.14	EA	$527.14
1	04000-01751	TS-4 PORT TERMINAL SVR	$925.71	EA	$925.71
2	65000-00182	CBL RJ45-10P/DB25M 4FT	$30.00	EA	$60.00
		SMS Equipment			
		Note: SMS equipment to be moved from MWAA to Site 103837.			
		VM Server Bundles			
3	04000-00432	SVR WIN2012 R2 CAL 5PK DWNGRD	$264.29	EA	$792.86
		VESTA® 9-1-1 Licenses			
		VESTA® 9-1-1 Prime Standard Operations			
		Note: No charge license requires support to be current to apply. No charge license based on Site 107829 Support			
11	PS-0PR-VSML-M	VPRIME MLTP SEAT LIC NFEE	$0.00	EA	$0.00
11	SS-0PR-VSSL-5Y	SPT VPRIME 5YR	$5,500.00	EA	$60,500.00
11	809800-35130	R4 SW SPT TRNSFR	$0.00	EA	$0.00
		Geo Diverse Add On License			
1	BA-MGD-VSSL	GEO-DIV LIC SYS	$2,678.57	EA	$2,678.57
		VESTA® Workstation Equipment			
11	61000-409605SFF	WKST HP Z230 SFF	$1,755.71	EA	$19,312.86
11	65000-47001	Z220/Z230 SFF TWR STAND	$60.00	EA	$660.00
11	63000-221692	MNTR FP WIDE SCRN LED 22IN	$470.00	EA	$5,170.00
11	64007-50021	KEYPD 24K 12F USBCBL CP24	$155.71	EA	$1,712.86
11	65000-00196	KIT CBL,DVI 5M/USB 15FG	$87.14	EA	$958.57
11	853004-00401	SAM EXT SPKR KIT	$240.00	EA	$2,640.00
11	65000-00124	CBL PATCH 15FT	$20.00	EA	$220.00
11	853030-00302	R4 SAM HDWR KIT	$2,360.00	EA	$25,960.00
11	02800-20500	HDST 4W MOD ELEC MIC BLK	$45.71	EA	$502.86
11	03044-20000	HDST CORD 12FT 4W MOD BLK	$4.29	EA	$47.14
11	833401-00101G-15	CBL SAM JKBX 15FT	$51.43	EA	$565.71
11	809800-35109	R4 IWS CFG	$285.71	EA	$3,142.86
11	809800-35108	R4 IWS STG FEE	$428.57	EA	$4,714.29
1	870890-07501	CPR/SYSPREP DVD IMAGE	$0.00	EA	$0.00
		VESTA® 9-1-1 IRR Module			
11	870899-01601	R4 IRR UPGD W/HASP	$700.00	EA	$7,700.00
11	809800-35114	R4 IRR SW SPT 5YR	$852.86	EA	$9,381.43
11	809800-35130	R4 SW SPT TRNSFR	$0.00	EA	$0.00
		VESTA® 9-1-1 Activity View			
11	873099-00802	R4 ACT VIEW LIC PER ST	$1,071.43	EA	$11,785.71
1	873099-00702U	R4 ACTIV VIEW SYS LIC UPG	$0.00	EA	$0.00

Qty.	Part No.	Description	Unit Price	U/M	Total
1	809800-35124	R4 ACT VIEW SW SPT 5YR	$3,000.00	EA	$3,000.00
1	63000-221692	MNTR FP WIDE SCRN LED 22IN	$470.00	EA	$470.00
		VESTA® 9-1-1 CDR Module			
11	873099-01102	R4 CDR PER SEAT LIC	$128.57	EA	$1,414.29
		Network Equipment			
		Peripherals & Gateways			
		Note: Gateway chassis and support to be moved and reused with cabinet from MWAA site 106683			
10	04000-00116	MED 1000 FXO-LS BNDL	$494.29	EA	$4,942.86
4	04000-00119	MED 1000 FXS BNDL	$474.29	EA	$1,897.14
		Cabinet & Peripheral Equipment			
		Note: Cabinet side B moved from MWAA site 107829			
		Time Synchronization Equipment			
		Note: Customer to provide NTP Compliant Device			
		VESTA® 9-1-1 Subtotal			**$172,260.00**

VESTA™ Analytics

Qty.	Part No.	Description	Unit Price	U/M	Total
		VESTA™ Analytics - Standard Multi Product Purchase			
		Note: Site Licenses moved from MWAA site 106648			
1	873391-02001	V-ANLYT SITE LIC	$2,142.86	EA	$2,142.86
1	809800-03365	SPT V-ANLYT ENT/HOST 5YR	$1,285.71	EA	$1,285.71
2	873391-00301U	V-ANLYT USER LIC UPGD	$0.00	EA	$0.00
2	04000-00339	SQL 2008R2 CAL RUN ENT	$251.43	EA	$502.86
11	PA-MSG-ASSL-M	V-ANLYT STD SEAT LIC MIG	$0.00	EA	$0.00
11	SA-MSG-ALSL-5Y	SPT V-ANLYT STD 5YR	$650.00	EA	$7,150.00
1	61000-409605SFF	WKST HP Z230 SFF	$1,755.71	EA	$1,755.71
1	65000-47001	Z220/Z230 SFF TWR STAND	$60.00	EA	$60.00
1	63000-221692	MNTR FP WIDE SCRN LED 22IN	$470.00	EA	$470.00
1	809800-00102	GENERIC WKST CFG FEE	$357.14	EA	$357.14
		VESTA™ Analytics Printers			
1	64040-60084	PRNTR COLOR NTWK LASER	$890.00	EA	$890.00
		Note: Low Volume Color Network Laser printer. Recommended monthly volume, 2,000 pages per day, not to exceed 40,000 pages per month.			
1	65000-00124	CBL PATCH 15FT	$20.00	EA	$20.00
		VESTA™ Analytics Subtotal			**$14,634.29**

Managed Services

Qty.	Part No.	Description	Unit Price	U/M	Total
		Monitoring & Response License & Support Fees			
		Note: Server, Server license, support and cabinet being moved from MWAA site 106648 to site 103837. Server licenses quoted on CAR491801B.			
		Note: Includes (1) DDS Servers, (1) Sentinel ALI Servers (note: Managed Services has been quoted for the Sentinel ALI (SALI) servers, however the SALI servers must reside on the same IP network as the VESTA™ servers in order to provide this service. If the SALI servers reside on a different IP network, Managed Services are not available).			

			Unit Price	U/M	Total
1	871499-01211	M&R 3.0 WKST LIC *Note: Site has 11 workstation license to reuse Includes, (1) Management Console, (1) SALI Admin license moved from site 106648. Includes (1) Analytics workstation*	$101.43	EA	$101.43
14	809800-16165	M&R 3.0 WKST SRVC 5YR	$2,211.43	EA	$30,960.00
		M&R 3.0 LIC VM HOST *Note: License moved from MWAA Site 106648. Includes (2) Virtual Host/Machines,*			
		M&R 3.0 IP DEVICES LIC *Note: Includes (1) MDS Servers, (1) Mgmt./Node VMs, (1) Firewalls for SMS, (1) 2TB NAS Device, (2) Cisco Switches, (4) Gateways Licenses and support, Moved from MWAA Site 106648.*			
10	809800-16170	M&R 3.0 IP DEV SRVC 5YR	$2,211.43	EA	$22,114.29
		Managed Services - Implementation Fee *Note: site has (2) Server, 12 Workstation licenses and support to reuse*			
12	809800-14152	MGD SERV DEV & IMPL	$107.14	EA	$1,285.71
		Anti-Virus Solution			
12	809800-14175	VIRUS PROTECT 3.0 SVC 5YR	$565.71	EA	$6,788.57
		Patch Management Solution			
12	809800-16215	PATCH MGMT 3.2 SVC 5YR	$1,494.29	EA	$17,931.43
		Managed Services Subtotal			**$79,181.43**

Extended Warranties

Qty.	Part No.	Description	Unit Price	U/M	Total
		Server Extended Warranty *Note: Includes (1) VESTA® 9-1-1 Servers, (1) Sentinel ALI Servers. Warranty moved from MWAA quote CAR491801B.*			
		Workstation Extended Warranty *Note: Includes, (11) workstations, (1) Analytics Workstation*			
12	04000-01586	WARR 24X7 z220/230 WKST 5YR *Note: Warranty upgrade from 3YRs warranty 9x5 NBD to 5YRs 24x7, 4 hour response.*	$645.71	EA	$7,748.57
		Extended Warranties Subtotal			**$7,748.57**

Airbus DS Communications Services

Qty.	Part No.	Description	Unit Price	U/M	Total
		Field Engineering Services *Customer is responsible for decommission, move, equipment placement, and new cabling. Airbus DS Communications will perform Primary FE as it relates to configuration, testing and cutover.*			
112	809800-17101	FIELD ENG-PRIMARY	$142.86	UN	$16,000.00
		Services to Support SMS			
16	809800-17101	FIELD ENG-PRIMARY	$142.86	UN	$2,285.71

		Note: Field Engineering to perform the configuration of SMS. Services include: 60D Firewall configuration, VESTA 911/VESTA SMS configuration, import of VESTA SMS VM's (if applicable), upgrade of VESTA Analytics (if applicable), and preparation of screen layouts.			
		Training			
		Note: Training quoted on Side A tab.			
		Airbus DS Communications Services Subtotal			**$18,285.71**

Summary

Qty	Product Code	Product Description			Ext. Price
1		**VESTA® 9-1-1 w/5 Years of Software Support**			$172,260.00
1		**VESTA™ Analytics w/5 Years of Software Support**			$14,634.29
1		**5 Years Managed Services (M&R, Anti-Virus and Patch Management)**			$79,181.43
1		**HP Extended Warranties**			$7,748.57
1		**Airbus DS Communications Services**			$18,285.71
1		**Minor Materials**			$1,100.00
1		**5 Years Carousel Essential Onsite**			$121,000.00

Pricing is valid for 90 days

Total Equipment & Services Cost: $414,210.00

Total This Site: **$414,210.00**

Proposal For:	City of Alexandria 911/MWAA				
Solution Proposed	Shared VESTA 9-1-1 System (Phase 2)				
Site Name:	MWAA Remote				
Date:	May 11, 2016				

VESTA® 9-1-1

Qty.	Part No.	Description	Unit Price	U/M	Total
		VESTA® 9-1-1			
		Note: All MWAA Side A and B Equipment will move to City of Alexandria Location A 103837 and B 107829. MWAA will be a remote with a new cabinet.			
1	04000-01583	BLKBX TL158A-R4 DATACAST	$554.29	EA	$554.29
1	04000-01010	CBL DB25M/DB25M 10FT	$11.43	EA	$11.43
1	04000-RS232	BLKBX TL601A-R2 DATASHARE	$527.14	EA	$527.14
1	04000-01751	TS-4 PORT TERMINAL SVR	$925.71	EA	$925.71
2	65000-00182	CBL RJ45-10P/DB25M 4FT	$30.00	EA	$60.00
		VESTA® 9-1-1 Licenses			
		VESTA® 9-1-1 Advanced Enhanced Operations			
		Note: Site has 12 Licenses to reuse.			
		Geo Diverse Add On License			
		Note: Site has 12 Licenses to reuse.			
		VESTA® Workstation Equipment			
		Note: Site Will reuse existing (12) Z230 workstation, monitors, SAM, Speakers, and cables.			
		VESTA® 9-1-1 Modules			
		VESTA® 9-1-1 IRR Module			
		Note: Site has 12 Licenses and HASP to reuse.			
		VESTA® 9-1-1 Activity View			
		Note: Site has 12 workstation and 2 System Licenses to reuse. Site has (2) Activity View workstation to be reused.			
		VESTA® 9-1-1 CDR Module			
		Note: Site has 12 Licenses to reuse.			
		Network Equipment			
2	04000-29616	SWITCH 2960 + CBL 24-PORT	$1,371.43	EA	$2,742.86
2	04000-02971	WARR 2960 24P 2T 5YR 24X7	$1,877.14	EA	$3,754.29
		Peripherals & Gateways			
		Not: Existing Gateways in Cabinet A at MWAA site 106684 will be removed and installed in New cabinet for site 106684			
		Cabinet & Peripheral Equipment			
1	00600-20042	CABINET 42U 19IN	$4,714.29	EA	$4,714.29
1	63009-192803	MNTR RACK KYBD KVM 19IN	$1,712.86	EA	$1,712.86
4	04000-00712	CBL KVM MNTR 12FT	$61.43	EA	$245.71
1	06500-02300	SHELF 19IN CAB MT BLK	$114.29	EA	$114.29
1	04000-00706	FAN KIT BLK	$242.86	EA	$242.86
1	00600-20143	CABINET ROOF FAN HOLE	$235.71	EA	$235.71
1	04000-50032	SEISMIC BRACING KIT	$28.57	EA	$28.57
1	04000-25631	PDU 24-OUTLET TWST LOCK	$558.57	EA	$558.57

| 1 | 809800-80044 | SVR CAB CFG FEE | $1,571.43 | EA | $1,571.43 |
| | | **VESTA® 9-1-1 Subtotal** | | | **$18,000.00** |

VESTA® 9-1-1 IP Phones

Qty.	Part No.	Description	Unit Price	U/M	Total
		VESTA® 9-1-1 Phones/Voice Mail Option			
		Note: Existing IP Phones and license to be reused.			
		Network Equipment for IP Phones			
		Note: IP Phones to use local power			
		VESTA® 9-1-1 IP Phones Subtotal			

VESTA™ Analytics

Qty.	Part No.	Description	Unit Price	U/M	Total
		VESTA™ Analytics - Standard Multi Product Purchase			
1	873391-02001	V-ANLYT SITE LIC	$2,142.86	EA	$2,142.86
1	809800-03365	SPT V-ANLYT ENT/HOST 5YR	$1,285.71	EA	$1,285.71
		Note: Site has (1) user and 12 seat license to reuse			
		VESTA™ Analytics Printers			
		Note: Printer to be reused.			
		VESTA™ Analytics Subtotal			*$3,428.57*

Sentinel ALI

Qty.	Part No.	Description	Unit Price	U/M	Total
		Sentinel ALI Software			
		Note: Sentinel ALI equipment, License and support to be moved to site 103387			
		Sentinel ALI Subtotal			

Managed Services

Qty.	Part No.	Description	Unit Price	U/M	Total
		Monitoring & Response License & Support Fees			
		Note: Customer to reuse (13) Workstation Licenses			
		Note: Server equipment, license moved to site 103387.			
2	871499-01210	M&R 3.0 IP DEVICES LIC	$101.43	EA	$202.86
		Note: Includes (2) Cisco Switches.			
2	809800-16170	M&R 3.0 IP DEV SRVC 5YR	$2,211.43	EA	$4,422.86
		Managed Services Subtotal			*$4,625.71*

Extended Warranties

Qty.	Part No.	Description	Unit Price	U/M	Total
		Server Extended Warranty			
		Note: Server warranty to be moved to site 103837.			
		Includes (1) VESTA® 9-1-1 Servers, (2) Sentinel ALI Servers.			
		Workstation Extended Warranty			
		Note: Reuse Existing Warranty.			
		Includes (12) Workstations, (2) Activity View.			
		Extended Warranties Subtotal			

Airbus DS Communications Services

Qty.	Part No.	Description	Unit Price	U/M	Total

		Field Engineering Services			
		Customer is responsible for decommission, move, equipment placement, and new cabling. Airbus DS Communications will perform Primary FE as it relates to configuration, testing and cutover.			
112	809800-17101	FIELD ENG-PRIMARY	$142.86	UN	$16,000.00
		Airbus DS Communications Services Subtotal			**$16,000.00**

Summary

Qty	Product Code	Product Description			Ext. Price
1		**VESTA® 9-1-1**			$18,000.00
1		**VESTA® 9-1-1 IP Phones**			$0.00
1		**VESTA® 9-1-1 CommandPOST System**			$0.00
1		**VESTA™ Analytics w/5 Years of Software Support**			$3,428.57
1		**Sentinel ALI**			$0.00
1		**Managed Services**			$4,625.71
1		**HP Extended Warranties**			$0.00
1		**Airbus DS Communications Services**			$16,000.00

Pricing is valid for 90 days

Total Equipment & Services Cost: $42,054.29

Total This Site: **$42,054.29**

The City of Alexandria and Arlington County public safety answering point's Memorandum of Understanding on the VITA Grant submission for FY2018
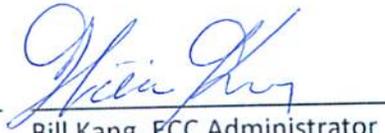
The Arlington County Office of Emergency Management and the City of Alexandria Department of Emergency Communications agree that, for the benefits of providing 9-1-1 access for the citizens and visitors of The City of Alexandria and Arlington County, the two jurisdictions will collaborate in a shared service grant application and, if awarded, subsequent project effort for the acquisition and installation of new 9-1-1 call handling equipment. This Memorandum of Understanding (MOU) established the agreement between The City of Alexandria and Arlington County to jointly submit a FY2018 grant application to the Virginia Information Technology Agency (VITA) and within that application are outlined the goals and objectives to guide the effort should the grant be awarded by the VITA Board of Directors.

9-26-16

Date

09-26-2016

Date

Renee Gordon, Director
City of Alexandria
Department on Emergency Communications

Bill Kang, ECC Administrator
Arlington County
Office of Emergency Management