



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

E-911 System Upgrade

GRANT APPLICANT PROFILE/PROJECT CONTACT

PSAP/HOST PSAP NAME: Goochland County
 CONTACT TITLE: Director Information Technology
 CONTACT FIRST NAME: Qiana
 CONTACT LAST NAME: Foote
 ADDRESS 1: 1800 Sandy Hook Road
 ADDRESS 2: 2T
 CITY: Goochland
 ZIP CODE: 23063
 CONTACT EMAIL: qfoote@goochlandva.us
 CONTACT PHONE NUMBER: 804-556-5834
 CONTACT MOBILE NUMBER: 804-241-0848
 CONTACT FAX NUMBER: 804-556-5657
 REGIONAL COORDINATOR: Sam Keys

HOST PSAP AND PARTICIPATING PSAPS/LOCALITIES

| | |
|-------------------------|--|
| Goochland County | |
| | |
| | |
| | |

GRANT TYPE

- Individual PSAP Shared Services



TIER

- Out of Service
- Technically Outdated*
- Not Applicable
- Non-Vendor Supported*
- Strengthen

If technically outdated or non-vendor supported, application MUST include age and/or version of hardware/software.

VERSION: Sentinel Patriot 3.X # YEARS of HARDWARE/SOFTWARE: 6 years old

PRIORITY/PROJECT FOCUS CALL HANDLING EQUIPMENT

FINANCIAL DATA

Amount Requested: \$ 150,000

Total Project Cost: \$ 210,717



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:

Goochland County will be completing the construction of its new Emergency Communications Center in early 2017. This facility is a significant component of the County's Public Safety Radio project that began in 2014. The new modern facility will accommodate growth and ensure the County's Public Safety agencies are supported with the latest technology and resources. The County is requesting funding to replace the current call handling equipment in the new facility for the purpose of addressing several initiatives.

First and foremost being that the current program and equipment employed by the County, the Airbus Sentinel Patriot System, is being deprecated by Airbus. A migration plan is in place for customers to move to the newer Vesta 9-1-1 System. Additionally, the new Emergency Communications Center will have new trunk lines installed specifically to support the 911 system.

Another critical component for deploying a system upgrade for the call handling equipment is to prepare for NG911. The new trunk lines with the newer call handling equipment, appropriate networking and connectivity will position Goochland county to address the needs of today and the future. The coordination of the new trunk lines in conjunction with the installment of the Vesta 911 system will streamline the transition from one system to another avoiding any outages at the Goochland PSAP.



As noted the County has dedicated resources in updating the Public Safety Radio System, new facility and other infrastructure investments to ensure the reliability of communications with public safety. Upgrading of the call handling equipment has been listed in the County's Three Year Technology plan since FY16. The Technology plan is a subset of the County's overall Capital Improvement plan and included as an appendix to the County's Budget. The remaining funds or delta for the system upgrade will be included in the upcoming FY2018 Capital Improvement Budget. Maintenance and support of the system will continue to be budgeted in the County's Emergency Communications budget. Shortfalls in funding for the system upgrade would push the completion of the project out another budget cycle; in addition to delaying the County's ability to implement the new technology features of NG911.



PROJECT GOAL

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

As noted in the scope, the overall investment by Goochland County in public safety communications has been significant and has been identified as critical for supporting the community. Upgrade to the existing call handling equipment positions Goochland County for processing NG911 as well as Text-to-911 and integration with the County's GIS system. These goals are very much in line with the Virginia 9-1-1 Comprehensive plan. Specifically reflecting Goal #3 and the initiative to maintain a stable sustainable funding for overall 9-1-1 systems in the Commonwealth.

PROJECT OBJECTIVES

Describe the objectives that will support the goals identified above:

The current version of software and equipment being used by the County is being deprecated and will soon reach end of life status with the vendor. Upgrading the call handling equipment will position the County to be prepared to address the new technology demands/expectations of the Community and the Commonwealth. Assistance with the initial capital investment to upgrade the equipment will ease the burden on the County. Additionally, as Goochland County, a part of the Richmond Metro Area is configured to handle the latest technology demands for processing 9-1-1 calls it would create efficiencies among neighboring Counties. The ease in which data can be transferred, identified, and processed by the PSAP the greater the response times for public safety agencies. Another objective is to integrate the County GIS information as much as possible. The newer version of the call handling software is designed to do just that. Improvement of the reconciliation of the information being processed the more efficiencies and effectiveness of the Public safety agencies.



SHARED SERVICES (if applicable)

IMPLEMENTATION PLAN
SHARED SERVICES & INDIVIDUAL PSAP APPLICATIONS:
For each applicable phase of the project, indicate the planned completion date.

Describe the relationship of the project to the participating PSAPs:

2T

Describe the intended collaborative efforts and resource sharing opportunities:

2T



| PROJECT PHASE | PLANNED COMPLETION DATE |
|---|--|
| <p>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.</p> | <p>4 / 15 / 17 *FY18 County Budget Adoption</p> |
| <p>DESIGN/PLANNING - Requirements are documented, components to be purchased are identified, and general design is documented.</p> | <p>2 / 1 / 17</p> |
| <p>ACQUISITION - RFP (or other bid related processes) are drafted, proposals are evaluated, contract is signed, purchase orders are issued, and quotes are obtained.</p> | <p>7 / 15 / 17</p> |
| <p>IMPLEMENTATION - Purchased components are delivered and installed and training is performed</p> | <p>9 / 1 / 17</p> |
| <p>TESTING/COMPLETION - Performance of system/solution is validated and system/solution goes “live”</p> | <p>12 / 31 / 17</p> |



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.

Attached is a vendor quote indicating the costs for upgrade of the County's call handling equipment to the Vesta 9-1-1 system. The costs include hardware (redundant server configuration), software (user interface and call processing protocols) and services for installation, training and one-year maintenance and support. The costs also include the required EcaTs CDR licensing.

EVALUATION

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

This project will be identified as a success by meeting the following criteria:

- 1) Little to no disruption to PSAP operations for the transition. No outage nor shifting of calls to another location
- 2) New integrations with the County's GIS system to enhance location of call identification
- 3) Configuration for what today's version of NG 9-1-1 is and capability of processing the other media types.
- 4) Enhanced user interface facilitating quick and easy transfer of calls to neighboring localities as needed.



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

How would a consolidation take place and provide improved service:

2T

How should it be organized and staffed:

2T

What services should it perform:

2T

How should policies be made and changed:

2T



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

How should it be funded:

2T

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

2T



Proposal For: Goochland County, VA
Solution Proposed VESTA® 9-1-1 Standalone (Budgetary)
Date: September 26, 2016
Contract RFP 12-32E (City of Hampton)

Site Summary

*Design Assumptions- Provides VESTA 9-1-1 in a Standalone Configuration-
Redundant MDS and DDS ML350 servers in a virtualized design
Three (3) VESTA Positions with HP Z230, SAM, IRR and Genovation Keypads
Reusing workstation hardware from the two (2) position addition (future)
22" Flat Panel LCD Monitors for each Workstation
Two (2) 2960 Cisco LAN Switches
Two (2) Mediant 1000 Gateway Chassis
Six (6) 4-port FXO Modules for Analog Loop Start POTS/Wet Ringdowns
Six (6) 4-port FXS Modules for Analog CAMA Trunks/Dry Ringdowns
One (1) Netclock with 4NTP ports , GPS Antenna and 150' of cable
One 19" 2-Post Rack
CDR Licensing for output to ECATS
HP Ext Warranty for 5 Years on Workstations and Servers
Carousel Onsite Essential Service Coverage for 1 Year
Carousel Security Appliance, Installed for Remote Access/Managed Services
1 Year Airbus Software Support and Managed Services (M&R, Anti Virus and Patch)
OPTIONAL: SMS Hardware/Configuration*

Pricing is valid for 90 days

Goochland County \$210,717.35
Total Solution: \$210,717.35

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.



Proposal For: Goochland County, VA

Solution Proposed VESTA® 9-1-1 Standalone

Date: September 26, 2016

VESTA® 9-1-1

| Qty. | Part No. | Description | Unit Price | U/M | Total |
|---|------------------|-----------------------------|-------------|-----|-------------|
| VESTA® 9-1-1 | | | | | |
| 2 | 870899-0104R6.0U | VESTA 9-1-1 L/D/M UPGD | \$0.00 | EA | \$0.00 |
| 1 | 873099-03002 | R4 CAD INTF KIT | \$714.29 | EA | \$714.29 |
| 1 | 870891-66101 | R4 CAD INTFC LIC ONLY | \$357.14 | EA | \$357.14 |
| 1 | 04000-01583 | BLKBX TL158A-R4 DATACAST | \$554.29 | EA | \$554.29 |
| 1 | 04000-01010 | CBL DB25M/DB25M 10FT | \$11.43 | EA | \$11.43 |
| VM Medium Server Bundle | | | | | |
| 1 | 853031-MLSVRSG-2 | V-ML MED SVR BNDL SNGL | \$31,968.57 | EA | \$31,968.57 |
| 2 | 06500-00501 | 2-POST 5U RACK MNT KIT | \$372.86 | EA | \$745.71 |
| 2 | 04000-68005 | V-SVR BASIC SPT 1YR | \$135.71 | EA | \$271.43 |
| VESTA® 9-1-1 Licenses | | | | | |
| VESTA® 9-1-1 Prime Standard Operations | | | | | |
| <i>Note: Support must be current for no charge license to apply.</i> | | | | | |
| 5 | PS-0PR-VSSL-M | VPRIME PER SEAT LIC NFEE | \$0.00 | EA | \$0.00 |
| 5 | SS-0PR-VSSL-1Y | SPT VPRIME 1YR | \$1,414.29 | EA | \$7,071.43 |
| VESTA® Workstation Equipment | | | | | |
| <i>Note: Reusing two (2) workstations and hardware from position add</i> | | | | | |
| 3 | 61000-409605SFF | WKST HP Z230 SFF | \$1,755.71 | EA | \$5,267.14 |
| 3 | 65000-47001 | Z220/Z230 SFF TWR STAND | \$60.00 | EA | \$180.00 |
| 3 | 63000-221692 | MNTR FP WIDE SCR N LED 22IN | \$470.00 | EA | \$1,410.00 |
| 3 | 64007-50022 | KEYPD 24K 25F USBCBL CP24 | \$177.14 | EA | \$531.43 |
| 3 | 04000-01005 | KVM DVI 4-PORT SWITCH | \$344.29 | EA | \$1,032.86 |
| 8 | 04000-01018 | CBL DVI KVM EXT KIT | \$47.14 | EA | \$377.14 |
| 3 | 853004-00401 | SAM EXT SPKR KIT | \$240.00 | EA | \$720.00 |
| 3 | 65000-00124 | CBL PATCH 15FT | \$20.00 | EA | \$60.00 |
| 3 | 853030-00302 | R4 SAM HDWR KIT | \$2,360.00 | EA | \$7,080.00 |
| 6 | 833401-00101G-15 | CBL SAM JKBX 15FT | \$51.43 | EA | \$308.57 |
| 3 | 02800-20500 | HDST 4W MOD ELEC MIC BLK | \$45.71 | EA | \$137.14 |
| 3 | 03044-20000 | HDST CORD 12FT 4W MOD BLK | \$4.29 | EA | \$12.86 |
| 3 | 809800-35109 | R4 IWS CFG | \$250.00 | EA | \$750.00 |
| 3 | 809800-35108 | R4 IWS STG FEE | \$375.00 | EA | \$1,125.00 |
| 1 | 870890-07501 | CPR/SYSPREP DVD IMAGE | \$0.00 | EA | \$0.00 |
| VESTA® 9-1-1 IRR Module | | | | | |
| 5 | 870899-01601 | R4 IRR UPGD W/HASP | \$700.00 | EA | \$3,500.00 |
| 5 | 809800-35110 | R4 IRR SW SPT 1YR | \$255.71 | EA | \$1,278.57 |
| VESTA® 9-1-1 CDR Module | | | | | |
| 2 | 873099-00602U | R4 CDR SVR LIC UPGD | \$0.00 | EA | \$0.00 |
| 5 | 873099-01102U | R4 CDR PER SEAT LIC UPGD | \$0.00 | EA | \$0.00 |
| VESTA® 9-1-1 Admin Printer | | | | | |
| 1 | 64040-60019 | PRNTR USB/ETHERNET COLOR | \$255.71 | EA | \$255.71 |
| <i>Note: Inkjet Color printer. Recommended monthly volume, 7,500 pages.</i> | | | | | |
| 1 | 65000-03133 | CBL USB SHLD M/M 10FT | \$14.29 | EA | \$14.29 |
| Network Equipment | | | | | |



| | | | | | |
|--|--------------|---------------------------|------------|----|--------------------|
| 2 | 04000-29616 | SWITCH 2960 + CBL 24-PORT | \$1,371.43 | EA | \$2,742.86 |
| 2 | 04000-02991 | WARR 2960 24P 2T 1YR 24X7 | \$358.57 | EA | \$717.14 |
| Peripherals & Gateways | | | | | |
| 2 | 04000-00129 | MED 1000B CHASSIS BNDL | \$2,621.43 | EA | \$5,242.86 |
| 2 | 04000-00186 | SW SPT M1000 GATEWAY 1YR | \$428.57 | EA | \$857.14 |
| 6 | 04000-00116 | MED 1000 FXO-LS BNDL | \$494.29 | EA | \$2,965.71 |
| 6 | 04000-00119 | MED 1000 FXS BNDL | \$474.29 | | \$2,845.71 |
| Rack & Peripheral Equipment | | | | | |
| 1 | 06500-55053 | 7FT EQUIPMENT RACK 19IN | \$392.86 | EA | \$392.86 |
| 1 | 63002-172805 | MNTR NEC 17IN | \$312.86 | EA | \$312.86 |
| 1 | 04000-004B4 | KVM 4-PORT SWITCH | \$631.43 | EA | \$631.43 |
| 1 | 04000-00607 | CBL KVM USB CONSOLE | \$197.14 | EA | \$197.14 |
| 4 | 04000-60611 | CBL KVM USB 10FT | \$118.57 | EA | \$474.29 |
| 1 | 04000-RMM19 | BRKT 19IN RACK MTG/ARBIT | \$45.71 | EA | \$45.71 |
| Time Synchronization Equipment | | | | | |
| 1 | 04000-09486 | NETCLOCK 9483 + 3-PORT | \$8,914.29 | EA | \$8,914.29 |
| 1 | 04000-08230 | GPS/GNSS OUTDOOR ANTENNA | \$462.86 | EA | \$462.86 |
| 1 | 04000-08231 | GPS ANTENNA POST MT KIT | \$132.86 | EA | \$132.86 |
| 1 | 04000-08235 | GPS PVC POST MNT | \$31.43 | EA | \$31.43 |
| 1 | 04000-08228 | GPS ANTENNA SURG PROTECTR | \$401.43 | EA | \$401.43 |
| 1 | 04000-20601 | GND KIT FOR 8226 | \$561.43 | EA | \$561.43 |
| 1 | 04000-07051 | GPS ANTENNA CBL 50FT | \$288.57 | EA | \$288.57 |
| 1 | 04000-07108 | CBL GPS ANTENNA 100FT | \$450.00 | EA | \$450.00 |
| VESTA® 9-1-1 Subtotal | | | | | \$94,403.59 |

VESTA™ Analytics

| Qty. | Part No. | Description | Unit Price | U/M | Total |
|--|-----------------|--------------------------|------------|-----|--------------------|
| VESTA™ Analytics - Standard Multi Product Purchase | | | | | |
| 1 | 873399-00102.4U | V-ANLYT 2.4 D/M UPGD | \$0.00 | EA | \$0.00 |
| 1 | 873391-00501U | V-ANLYT STD LIC UPGD | \$0.00 | EA | \$0.00 |
| 1 | 873391-00301U | V-ANLYT USER LIC UPGD | \$0.00 | EA | \$0.00 |
| 1 | 04000-00319 | SQL 2014 CAL RUN EMB LIC | \$157.14 | EA | \$157.14 |
| 5 | PA-MSG-ASSL-M | V-ANLYT STD SEAT LIC MIG | \$0.00 | EA | \$0.00 |
| 5 | SA-MSG-ALSL-1Y | SPT V-ANLYT STD 1YR | \$167.14 | EA | \$835.71 |
| VESTA™ Analytics Modules | | | | | |
| 1 | 873391-00901U | V-ANLYT RPT PKG LIC UPGD | \$0.00 | EA | \$0.00 |
| VESTA™ Analytics Standard Server Equipment for Virtualized Server Bundle - ML350/G9 | | | | | |
| Note: Additional Hardware to be installed in DDS-B Server. | | | | | |
| 1 | BA-M00-ASA0-3 | V-ANLYT STD ADD-ON | \$9,377.14 | EA | \$9,377.14 |
| VESTA™ Analytics Subtotal | | | | | \$10,369.99 |

Managed Services

| Qty. | Part No. | Description | Unit Price | U/M | Total |
|---|--------------|-------------------------|------------|-----|------------|
| Monitoring & Response Activation Fee | | | | | |
| 1 | 809800-14150 | M&R ACT FEE, SMALL SITE | \$2,428.57 | EA | \$2,428.57 |
| 1 | 809800-00198 | RECFG NTWK DEVICE | \$0.00 | EA | \$0.00 |
| Monitoring & Response License & Support Fees | | | | | |
| Note: Includes (2) DDS Servers, (1) VESTA™ Analytics Server | | | | | |
| 3 | 809800-14161 | M&R 3.0 SVR SRVC 1YR | \$1,857.14 | EA | \$5,571.43 |
| Note: (5) MR Wrkstn license will be used. | | | | | |
| 1 | 871499-01211 | M&R 3.0 WKST LIC | \$101.43 | EA | \$101.43 |



| | | | | | |
|----------------------------------|--------------|---|----------|----|--------------------|
| | | <i>Note: Includes (5) Workstations, (1) Management Console</i> | | | |
| 6 | 809800-16161 | M&R 3.0 WKST SRVC 1YR | \$514.29 | EA | \$3,085.71 |
| | | <i>Note: Reusing (8) IP Lic.</i> | | | |
| 5 | 871499-01210 | M&R 3.0 IP DEVICES LIC | \$101.43 | EA | \$507.14 |
| | | <i>Note: Includes (2) MDS Servers, (2) Virtual Machines, (2) Mgmt/Node VMs, (2) Gateways (1) 2TB NAS Device, (2) Cisco Switches</i> | | | |
| 11 | 809800-16166 | M&R 3.0 IP DEV SRVC 1YR | \$514.29 | EA | \$5,657.14 |
| | | Managed Services - Implementation Fee | | | |
| 9 | 809800-14152 | MGD SERV DEV & IMPL | \$107.14 | EA | \$964.29 |
| | | Anti-Virus Solution | | | |
| 9 | 809800-14171 | VIRUS PROTECT 3.0 SVC 1YR | \$134.29 | EA | \$1,208.57 |
| | | Patch Management Solution | | | |
| 9 | 809800-16211 | PATCH MGMT 3.2 SVC 1YR | \$317.14 | EA | \$2,854.29 |
| Managed Services Subtotal | | | | | \$22,378.57 |

Critical Spares

| Qty. | Part No. | Description | Unit Price | U/M | Total |
|---------------------------------------|----------------|--|------------|-----|-------------------|
| | | VESTA® 9-1-1 Equipment | | | |
| 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 | 04000-02991 | WARR 2960 24P 2T 1YR 24X7 | \$358.57 | EA | \$358.57 |
| | | Mini 600 G2 Workstation Equipment | | | |
| 1 | 64007-50022 | KEYPD 24K 25F USBCBL CP24 | \$177.14 | EA | \$177.14 |
| 1 | 850830-03201 | SAM HDWR KIT | \$2,360.00 | EA | \$2,360.00 |
| 1 | 853004-00401 | SAM EXT SPKR KIT | \$210.00 | EA | \$210.00 |
| 1 | 02800-20500 | HDST 4W MOD ELEC MIC BLK | \$40.00 | EA | \$40.00 |
| 1 | 03044-20000 | HDST CORD 12FT 4W MOD BLK | \$3.75 | EA | \$3.75 |
| Optional Parts/Spares Subtotal | | | | | \$8,110.90 |

Extended Warranties

| Qty. | Part No. | Description | Unit Price | U/M | Total |
|-------------------------------------|-------------|---|------------|-----|-------------------|
| | | Server Extended Warranty | | | |
| 2 | 04000-01570 | <i>Note: Includes (2) VESTA® 9-1-1 Servers,</i> WARR 24X7 ML350G9 5YR <i>Note: Upgrade & uplift from 3YR warranty 9x5 NBD to 5YRs, 24x7, 4 hour response time.</i> | \$2,607.14 | EA | \$5,214.29 |
| | | Workstation Extended Warranty | | | |
| 3 | 04000-01586 | <i>Note: Includes (5) Workstations, (1) Management Console.</i> WARR 24X7 z220/230 WKST 5YR <i>Note: Warranty upgrade from 3YRs warranty 9x5 NBD to 5YRs 24x7, 4 hour response.</i> | \$645.72 | EA | \$1,937.16 |
| 1 | 04000-01593 | WARR 24X7 600G2/705G2 5YR <i>Note: Warranty upgrade from 3YRs warranty 9x5 NBD to 5YRs 24x7, 4 hour response.</i> | \$538.57 | EA | \$538.57 |
| Extended Warranties Subtotal | | | | | \$7,690.02 |

Airbus DS Communications Services

| Qty. | Part No. | Description | Unit Price | U/M | Total |
|------|--------------|-------------------|------------|-----|------------|
| | | Training | | | |
| 2 | 000001-06701 | V9-1-1 AGENT TRNG | \$1,714.29 | EA | \$3,428.57 |



| | | | | | |
|---|--------------|---|------------|----|--------------------|
| 1 | 000001-06704 | <p>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.</p> <p>V9-1-1 ADMIN TRNG</p> | \$5,714.29 | EA | \$5,714.29 |
| 1 | 000000-24405 | <p>Note: VESTA®/Sentinel 4/X Admin bundle includes (1) 1 1/2 day class of Admin training for up to 8 students. Includes trainer's daily training expenses and travel.</p> <p>V-ANLYT REMOTE TRNG</p> <p>Note: VESTA™ Analytics Remote Training uses actual customer data and is conducted post cut (30-45 days after cutover) to enhance the learning experience.</p> | \$1,928.57 | EA | \$1,928.57 |
| Airbus DS Communications Services Subtotal | | | | | \$11,071.43 |

Summary

| Qty | Product Code | Product Description | Ext. Price |
|-----|--------------|--|-------------|
| 1 | | VESTA® 9-1-1 w/1 Year Software Support | \$94,403.59 |
| 1 | | VESTA™ Analytics w/1 Year Software Support | \$10,369.99 |
| 1 | | Managed Services (M&R, Anti-Virus and Patch) 1Year | \$22,378.57 |
| 1 | | Critical Spares | \$8,110.90 |
| 1 | | HP Extended Warranties | \$7,690.02 |
| 1 | | Airbus DS Communications Services | \$11,071.43 |
| 1 | | Carousel Industries Installation | \$28,196.43 |
| 1 | | Carousel Industries - Project Management | \$9,546.43 |
| 1 | | Carousel Security Appliance Installed 1YR | \$2,800.00 |
| 1 | | Miscellaneous Materials | \$750.00 |
| 1 | | Carousel Essential Onsite 1 Year | \$15,400.00 |

Pricing is valid for 90 days

Total Equipment & Services Cost: \$210,717.35

Total This Site: **\$210,717.35**