

FY19

NG-911 GRANT PROGRAM APPLICATION



VIRGINIA INFORMATION
TECHNOLOGIES AGENCY
Integrated Services Division



FY19 NG-911 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 FY19 NG-911 Grant Application Cycle starts July 1, 2017 and concludes on September 30, 2017 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.



FY19 NG-911 GRANT APPLICATION

PROJECT TITLE

Replace Non-vendor supported Vesta Pallas system

GRANT APPLICANT PROFILE/PROJECT CONTACT

PSAP/HOST PSAP NAME: Middlesex Sheriff's Office

CONTACT TITLE: Communications Supervisor

CONTACT FIRST NAME: Eileen

CONTACT LAST NAME: Koehl

ADDRESS 1: 75 Oakes Landing Rd

ADDRESS 2: [Click here to enter text](#)

CITY: Saluda

ZIP CODE: 23072

CONTACT EMAIL: e.koehl@co.middlesex.va.us

CONTACT PHONE NUMBER: 804-758-2779

CONTACT MOBILE NUMBER: 804-815-9167

CONTACT FAX NUMBER: 804-758-0440

REGIONAL COORDINATOR: Lyle Hornbaker

HOST PSAP AND PARTICIPATING PSAPS/LOCALITIES

GRANT TYPE

Individual PSAP

Shared Services



Non-vendor supported application MUST include age and/or version of hardware/software, **along with a copy of the notice from the vendor.**

VERSION: Vesta Pallas,purchased April 2012, Non-Vendor Supported

PRIORITY/PROJECT FOCUS NVS CHE

FINANCIAL DATA

Amount Requested: \$ 150,000.00

Total Project Cost: \$ 200,778.00



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:

Funding is being sought to replace the CHE (Call Handling Equipment) in the 9-1-1 Center. The Vesta Pallas system currently being utilized was purchased in April of 2012 and is now outdated and no longer vendor supported, making Middlesex susceptible to system failure with the strong possibility of loss of life. Currently there is no capitol funds allocated to replace this system however the critical need is recognized.

Without this upgrade our county will be in a critical disadvantage with considerable risk of an inability to communicate with the public and other agencies due to outdated/non vendor supported equipment. The grant funds will offset the financial burden for the cost of the project. Receipt of the \$150,000 grant will reduce local cost to \$50,778.00. Middlesex is a small, rural county and although may not have as many emergency calls for service as larger agencies, the calls for service are the same caliber and therefore require the equipment to handle these needs. The current system is unable to communicate with NG 9-1-1 technology. This upgrade to the most up to date technology will allow Middlesex to provide a higher level of service that has become expected by the citizens and visitors of Middlesex County. The system will be sustained by vendor maintenance agreements funded by the county.



PROJECT GOAL

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

This project supports the Virginia Comprehensive Plan by updating outdated and non-vendor supported equipment. The upgrade will provide a state of the art NG9-1-1 capable system that will support future upgrades as new technology emerges.

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PROJECT OBJECTIVES

Describe the objectives that will support the goals identified above:

The objective is to replace existing outdated and non vendor supported CHE with a state of the art NG9-1-1 capable system that will support future upgrades.



SHARED SERVICES (if applicable)

Describe the relationship of the project to the participating PSAPs:

[Click here to enter text](#)

Describe the intended collaborative efforts and resource sharing opportunities:

[Click here to enter text](#)



**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, NG-911 Grant application is filed, local budgets are obtained, appropriated grant funds are approved, and budgetary estimates are obtained.	60 days after award
DESIGN/PLANNING - Requirements are documented, components to be purchased are identified, and general design is documented.	90 days
ACQUISITION - RFP (or other bid related processes) are drafted, proposals are evaluated, contract is signed, purchase orders are issued, and quotes are obtained.	60 days
IMPLEMENTATION - Purchased components are delivered and installed and training is performed	6 months
TESTING/COMPLETION - Performance of system/solution is validated and system/solution goes “live”	8 months



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.

Current estimate proposal
Radio Communications of Virginia (state contract)
3 positions plus a Command Post
200,778.00

The specified equipment is for budget purposes. These are only estimates for the current technology. A more detailed review will be required prior to committing to a purchase to ensure the most up to date NG9-1-1 compatible state of the art current production is being purchased.

EVALUATION



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

The primary evaluation will be achieved during the acceptance testing by the project manager. The ongoing evaluation of the projects success will be in the live performance by properly processing emergency and non emergency calls for service and the ability to accept and process Text to 9-1-1 calls.

[Click here to enter text](#)



PHYSICAL CONSOLIDATION - (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](#)



PHYSICAL CONSOLIDATION - (complete only if applicable) – continued

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](#)

Middlesex County E-911 Public Safety Answering Point (PSAP) Customer Premises Equipment (CPE)

Equipment List
Airbus DS Communications Services

Qty	Model	Description	List Price Ea.	State Contract Price Ea.	List Price Ext.	State Contract Price Ext.
1	809800-SMSSVCS-E	VESTA SMS IMP SVCS - EXPRESS	\$12,372.00	\$11,135.00	\$12,372.00	\$11,135.00
Notes: Remote Field Engineering support to perform the configuration of VESTA® SMS. Services include: 60D Firewall configuration, VESTA® 9-1-1/VESTA® SMS configuration, import of VESTA® SMS VMs (if applicable), upgrade of VESTA® Analytics (if applicable), preparation of screen layouts, TCC testing, one SMS Admin Delta Training course, and remote Project Management. Does not include onsite SMS cutover support. Customer is responsible for the installation of any hardware, VESTA® SMS configuration changes, workstation upgrades, system testing, TCC services and network charges.						
1	000001-B6701	V911 ESS/CORE TRNG BNDL	\$6,125.00	\$5,513.00	\$6,125.00	\$5,513.00
Notes: VESTA 911 Agent and Admin bundle for V911 Essentials/Core systems for small PSAPs (1-5 positions). Includes (1) 1 day V9-1-1 Admin Training to be conducted on the first day, (2) ½ day V9-1-1 Agent Training to be conducted on the second day, and (1) 2 hour V-ANLYT LITE On-Site Training course to be conducted on third day. Each course is for up to 8 students. Includes trainers daily training expenses and travel.						

Airbus DS Communications Services Subtotal	\$16,648.00
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VESTA 9-1-1 System Equipment	\$53,622.00
Recommended Optional Parts/Spares	\$5,031.00
Airbus DS Communications Services	\$16,648.00
System Installation	\$22,450.00
System Warranty and 24hr Support First Year	\$3,900.00
Shipping	\$2,800.00
TOTAL	\$110,451.00

Windsor County E-911 Public Safety Answering Point (PSAP) Customer Premises Equipment (CPE)
Equipment List
Options

VESTA 9-1-1 CommandPOST System

Qty	Model	Description	List Price Ea.	State Contract Price Ea.	List Price Ext.	State Contract Price Ext.
		VESTA 9-1-1 CommandPOST System				
		VESTA - Basic Operations				
1	PS-0SQ-VSML	VS BSC MLTP PER SEAT LIC	\$3,000.00	\$2,700.00	\$3,000.00	\$2,700.00
1	SS-0SQ-VSSL-1Y	SPT VS BSC 1YR	\$1,485.00	\$1,337.00	\$1,485.00	\$1,337.00
		CommandPOST Hardware				
1	61050-G409602	LAPTOP ZBOOK15 G2 W7	\$2,261.00	\$2,035.00	\$2,261.00	\$2,035.00
1	04000-00490	ADV DOCK STATION 230W	\$502.00	\$452.00	\$502.00	\$452.00
1	64021-10025	KYBD/MOUSE BNCL	\$55.00	\$50.00	\$55.00	\$50.00
1	63000-221892	MINTR FP WIDE SCRNL LED 22IN	\$411.00	\$370.00	\$411.00	\$370.00
1	853004-00401	SAM EXT SPKR KIT	\$250.00	\$225.00	\$250.00	\$225.00
1	65000-00124	CBL PATCH 15FT	\$17.00	\$15.00	\$17.00	\$15.00
1	84007-00020	KEYPD 24K BFT USBCBL CP24	\$130.00	\$117.00	\$130.00	\$117.00
1	853004-00302	CPOST BASIC SAM HDWR KIT	\$2,440.00	\$2,196.00	\$2,440.00	\$2,196.00
1	809800-35109	R4 IWS CFG	\$400.00	\$360.00	\$400.00	\$360.00
1	809800-35106	R4 IWS STG FEE	\$600.00	\$540.00	\$600.00	\$540.00
		VESTA 9-1-1 IRR Module				
1	873099-00502	R4 IRR LIC/DIG/MED	\$1,493.00	\$1,344.00	\$1,493.00	\$1,344.00
1	809800-35110	R4 IRR SW SPT 1YR	\$268.00	\$241.00	\$268.00	\$241.00
		VESTA 9-1-1 COR Module				
1	873099-01102	R4 COR PER SEAT LIC	\$135.00	\$122.00	\$135.00	\$122.00
		VESTA™ Analytics Licensing & Support				
1	PA-MSG-ASSL	V-ANLYT STD PER SEAT LIC	\$975.00	\$878.00	\$975.00	\$878.00
1	SA-MSG-ALSL-1Y	SPT V-ANLYT STD 1YR	\$176.00	\$158.00	\$176.00	\$158.00
VESTA 9-1-1 CommandPOST System Subtotal						\$13,140.00
Installation and Configuration						\$1,425.00
Total						\$14,565.00

Network Time Synchronization

Qty	Model	Description	List Price Ea.	State Contract Price Ea.	List Price Ext.	State Contract Price Ext.
		GPS Master Clock				
1	04000-09463	NETCLOCK 9463	\$5,607.00	\$5,226.00	\$5,607.00	\$5,226.00
1	04000-09487	NETCLOCK 3-PORT CARD	\$2,514.00	\$2,263.00	\$2,514.00	\$2,263.00
1	04000-08230	GPS/GNSS OUTDOOR ANTENNA	\$405.00	\$365.00	\$405.00	\$365.00
1	04000-08231	GPS ANTENNA POST MT KIT	\$116.00	\$104.00	\$116.00	\$104.00
1	04000-08228	GPS ANTENNA SURG PROTECTR	\$352.00	\$317.00	\$352.00	\$317.00
1	04000-20801	GND KIT FOR 8228	\$492.00	\$443.00	\$492.00	\$443.00
1	04000-07075	CBL GPS ANTENNA 75FT	\$379.00	\$341.00	\$379.00	\$341.00
Network Time Synchronization Subtotal						\$9,059.00
Installation and Configuration						\$825.00
Total						\$9,884.00

**Middlesex County E-911 Public Safety Answering Point (PSAP) Customer Premises Equipment (CPE)
Equipment List**

VESTA Analytics

Qty	Model	Description	List Price Ea.	State Contract Price Ea.	List Price Ext.	State Contract Price Ext.
		VESTA Analytics - Standard Multi Product				
1	873399-00103-0	V-ANLYT 3.0 DOCMED				
1	873391-00501	V-ANLYT STD LIC	\$0.00	\$0.00	\$0.00	\$0.00
			\$3,000.00	\$2,700.00	\$3,000.00	\$2,700.00
1	873391-00301	V-ANLYT USER LIC				
4	PA-MSG-ASSL	V-ANLYT STO PER SEAT LIC	\$1,125.00	\$1,013.00	\$1,125.00	\$1,013.00
4	SA-MSG-ALSL-1Y	SPT V-ANLYT STD 1YR	\$975.00	\$878.00	\$3,900.00	\$3,512.00
			\$176.00	\$158.00	\$704.00	\$632.00
		Analytics Standard Virtualized Server Bundle				
1	BA-M00-AS40-3	V-ANLYT STD ADD-ON	\$9,377.00	\$8,439.00	\$9,377.00	\$8,439.00
		Analytics Administrator Training				
1	000002-24404	V-ANLYT ADMIN TRNG	\$3,000.00	\$2,700.00	\$3,000.00	\$2,700.00
VESTA Analytics Subtotal						\$18,996.00
Installation and Configuration						\$0.00
Total						\$18,996.00

VESTA Locate

Qty	Model	Description	List Price Ea.	State Contract Price Ea.	List Price Ext.	State Contract Price Ext.
1	PA-0SG-OV00	VESTA™ Locate Mapping				
2	PA-0SG-OVSL	ORVL MED/DOC ADD-ON	\$0.00	\$0.00	\$0.00	\$0.00
2	SA-0SG-OVSL-1Y	SPT ORION VELA 1YR	\$3,750.00	\$3,375.00	\$7,500.00	\$6,750.00
	SA-0SG-OVSL-2Y	SPT ORION VELA 2YR	\$975.00	\$908.00	\$1,950.00	\$1,816.00
	SA-0SG-OVSL-3Y	SPT ORION VELA 3YR	\$1,275.00	\$1,148.00	\$0.00	\$0.00
	SA-0SG-OVSL-4Y	SPT ORION VELA 4YR	\$1,800.00	\$1,620.00	\$0.00	\$0.00
	SA-0SG-OVSL-5Y	SPT ORION VELA 5YR	\$2,250.00	\$2,025.00	\$0.00	\$0.00
			\$2,625.00	\$2,363.00	\$0.00	\$0.00
		VESTA™ Locate Workstation Equipment				
1	63000-212201	MNTR FP LED WIDE-SCRN 22IN	\$194.00	\$175.00	\$194.00	\$175.00
		VESTA™ Locate Admin Workstation				
1	PA-0SG-OVSL	ORVL LIC ADD-ON	\$3,750.00	\$3,375.00	\$3,750.00	\$3,375.00
1	SA-0SG-OVSL-1Y	SPT ORION VELA 1YR	\$975.00	\$908.00	\$675.00	\$608.00
	SA-0SG-OVSL-2Y	SPT ORION VELA 2YR	\$1,275.00	\$1,148.00	\$0.00	\$0.00
	SA-0SG-OVSL-3Y	SPT ORION VELA 3YR	\$1,800.00	\$1,620.00	\$0.00	\$0.00
	SA-0SG-OVSL-4Y	SPT ORION VELA 4YR	\$2,250.00	\$2,025.00	\$0.00	\$0.00
	SA-0SG-OVSL-5Y	SPT ORION VELA 5YR	\$2,625.00	\$2,363.00	\$0.00	\$0.00
1	61000-819201	DKTP PRDESK MINI	\$1,211.00	\$1,090.00	\$1,211.00	\$1,090.00
	64000-00100	DKTP REL BRKT	\$27.00	\$24.00	\$0.00	\$0.00
	64000-00200	DKTP TWR STAND	\$30.00	\$27.00	\$30.00	\$27.00
1	63000-212201	MNTR FP LED WIDE-SCRN 22IN	\$194.00	\$175.00	\$194.00	\$175.00
1	809600-00101	OR WKST CFG SVCS	\$373.00	\$336.00	\$373.00	\$336.00
		Map Build and Centric Reports				
1	861390-00101	ORVL MAP BUILD-STD	\$2,603.00	\$2,343.00	\$2,603.00	\$2,343.00
1	861363-00101	ORVL MAP-RPT CTRLN	\$826.00	\$743.00	\$826.00	\$743.00
1	861363-00201	ORVL MAP-RPT ADDRESS	\$826.00	\$743.00	\$826.00	\$743.00
		Locate Training Services				
1	000001-45711	ORVL AGENT TRNG	\$1,800.00	\$1,620.00	\$1,800.00	\$1,620.00
		Note: VESTA™ Locate Agent bundle includes (1) 1/2 day class of Admin training for up to 8 students. Includes trainer's daily training expenses and travel.				
1	000001-55712	ORVL AGENT TTT TRNG	\$3,000.00	\$2,700.00	\$3,000.00	Optional
		Note: VESTA™ Locate Agent Train the Trainer bundle includes (1) 1 day class of Admin training for up to 8 students. Includes trainer's daily training expenses and travel.				
1	000001-25714	ORVL ADMIN TRNG	\$9,000.00	\$8,100.00	\$9,000.00	\$8,100.00

**Middlesex County E-911 Public Safety Answering Point (PSAP) Customer Premises Equipment (CPE)
Equipment List**

	Note: VESTA™ Locate Admin bundle includes (1) 3 day class of Admin training for up to 8 students. Includes trainer's daily training expenses and travel.				
	Managed Services				
1 809800-14152	MGD SERV DEV & IMPL	\$98.00	\$98.00	\$98.00	\$98.00
1 809800-00200	CFG NTWK DEVICE	\$200.00	\$180.00	\$200.00	\$180.00
1 809800-16231	SEC MGMT 3.1 SVC 1YR	\$569.00	\$512.00	\$569.00	\$512.00
1 871499-01211	M&R 3.0 WKST LIC	\$107.00	\$96.00	\$107.00	\$96.00
1 809800-16161	M&R 3.0 WKST SRVC 1YR	\$468.00	\$421.00	\$468.00	\$421.00
	Workstation Extended Warranty				
1 04000-01593	WARR 24X7 800G2/705G2 5YR Note: Warranty upgrade from 3 yrs warranty 9x5 NBD to 5 yrs 24x7, 4 hour response	\$471.00	\$424.00	\$471.00	\$424.00
	Services to Support Mapping				
80 809800-17101	FIELD ENG-PRIMARY	\$130.00	\$117.00	\$10,400.00	\$9,360.00
Installation and Configuration					\$3,500.00
VESTA Locate Subtotal					\$46,882.00

Middlesex County VESTA Extended System Support With Remote Monitoring

Year	Description	Monthly	Yearly
1	System Support Year-1 24X7 On-Site Service Including Software Support, Remote Monitoring, Patch Management, and Virus Protection	Included	Included
2	System Support Year-2 24X7 On-Site Service Including Software Support, Remote Monitoring, Patch Management, and Virus Protection	\$2,223.00	\$26,676.00
3	System Support Year-3 24X7 On-Site Service Including Software Support, Remote Monitoring, Patch Management, and Virus Protection	\$2,290.00	\$27,480.00
4	System Support Year-4 24X7 On-Site Service Including Software Support, Remote Monitoring, Patch Management, and Virus Protection	\$2,360.00	\$28,320.00
5	System Support Year-5 24X7 On-Site Service Including Software Support, Remote Monitoring, Patch Management, and Virus Protection	\$2,430.00	\$29,160.00

Middlesex County VESTA Extended System Support Without Remote Monitoring

Year	Description	Monthly	Yearly
1	System Support Year-1 24X7 On-Site Service Including Software Support, Patch Management, and Virus Protection	Included	Included
2	System Support Year-2 24X7 On-Site Service Including Software Support, Patch Management, and Virus Protection	\$1,338.00	\$16,056.00
3	System Support Year-3 24X7 On-Site Service Including Software Support, Patch Management, and Virus Protection	\$1,380.00	\$16,560.00
4	System Support Year-4 24X7 On-Site Service Including Software Support, Patch Management, and Virus Protection	\$1,420.00	\$17,040.00
5	System Support Year-5 24X7 On-Site Service Including Software Support, Patch Management, and Virus Protection	\$1,460.00	\$17,520.00

**Middlesex County E-911 Public Safety Answering Point (PSAP) Customer Premises Equipment (CPE)
Equipment List**

Qty	Model	Description	List Price Ea.	State Contract Price Ea.	List Price Ext.	State Contract Price Ext.
1	853031-MLBRSSG	VESTA@ 9-1-1 Essentials V-ML ESS BKRM SML SNGL BNDL	\$30,937.00	\$27,843.00	\$30,937.00	\$27,843.00
		Notes: Includes: VESTA@ 9-1-1 System Licenses, VESTA@ Analytics LITE, CAD Licenses, TL601A-R2 DataSharer, (2) HP Mini servers, redundant TS 4s and cables, redundant HP switches, redundant 4-port FXO Gateways, redundant 4-port FXS gateways, 7 Ft. equipment rack, monitor, keyboard and mouse for rack, server KVM and cables, firewall, network color printer and cable				
1	853031-BRSGSPT1YR	V-ML ESS BKRM SNGL BNDL SPT 1YR	\$538.00	\$484.00	\$538.00	\$484.00
		SMS Equipment Note: Customer is responsible for Text Control Center (TCC) services and network charges				
2	870891-66301	VESTA 9-1-1 RE SMS LIC	\$0.00	\$0.00	\$0.00	\$0.00
2	03800-03040	FIREWALL MODEM 60D	\$543.00	\$489.00	\$1,086.00	\$978.00
2	03800-03041	WARR FIREWALL 60D 1YR	\$186.00	\$167.00	\$372.00	\$334.00
2	809600-00200	CFG NTWK DEVICE	\$200.00	\$180.00	\$400.00	\$360.00
3	853031-ESSLTWKST	VESTA Workstation Equipment V911 ESS LT WKST BNDL	\$7,008.00	\$6,305.00	\$21,018.00	\$18,915.00
		Notes: Includes: VESTA@ Prime License, VESTA@ Analytics LITE License, HP ProDesk Mini Workstation, 20" Widescreen Monitor w/ PC mounting bracket, Basic Jackbox Kit, External Speakers, SAM, IRR, Generation Keypads, and CDK				
3	853031-ESSLTWKST1YR	V911 ESS LT WKST BNDL SPT 1YR	\$1,154.00	\$1,039.00	\$3,462.00	\$3,117.00
6	85000-00176	CBL USB EXT REPEAT 16FT	\$45.00	\$41.00	\$270.00	\$246.00
6	833401-00401G-25	CBL SAM B JKBX NP/TT 25FT	\$98.00	\$88.00	\$588.00	\$528.00
3	02800-20700	HNDST K 4W/MOD BLK CARBON	\$38.00	\$34.00	\$114.00	\$102.00
3	03044-20000	HOST CORD 12FT 4W MOD BLK	\$5.00	\$5.00	\$15.00	\$15.00
3	85000-00198	KIT CBL DVI 5M/USB 15FT	\$91.00	\$82.00	\$273.00	\$246.00
		Peripherals				
1	04000-00199	BLKBX TL159A 8-PORT DATACAST	\$485.00	\$437.00	\$485.00	\$437.00
1	65000-00262	KIT CBL RJ11 ADPTR DB25	\$18.75	\$17.00	\$18.75	\$17.00
VESTA 9-1-1 Subtotal						\$53,622.00

Recommended Spares

Qty	Model	Description	List Price Ea.	State Contract Price Ea.	List Price Ext.	State Contract Price Ext.
		VESTA 9-1-1 Equipment - Recommended Spares				
1	2213936-SPARE	FXO GATEWAY 4-PORT SPARE	\$1,197.00	\$1,077.00	\$1,197.00	\$1,077.00
1	2213938-SPARE	FXS GATEWAY 4-PORT SPARE	\$1,082.00	\$974.00	\$1,082.00	\$974.00
1	04000-26201	SWITCH 2620 24-PORT	\$679.00	\$611.00	\$679.00	\$611.00
1	84007-80022	KEYPO 24K 25F USBCBL CP24	\$154.00	\$139.00	\$154.00	\$139.00
1	853030-00302	R4 SAM HWWR KIT	\$2,478.00	\$2,230.00	\$2,478.00	\$2,230.00
System Spares Subtotal						\$5,031.00



Two-Way...The Right Way... Since 1954

1262 Mountain Road
 Glen Allen, VA 23060
 Phone (804) 266-8999 Fax (804) 262-6648

DATE 12/17/16
 Quotation # 100
 Customer ID

Proposal For:
 Name
 Company Middlesex County
 Street
 City State, Zip
 Phone

Quotation valid until 1/31/17
 Prepared for Michael Bolton
 Prepared by Julie Gillen

Comments or special instructions:

Qty	Model	Description	List Price Ea.	State Contract Price Ea.	List Price Ext.	State Contract Price Ext.
1	809800-90301	<i>Multi-Trunk (not MTU)</i> SPT THRU YR 1 MTU FV	\$270.00	\$243.00	\$270.00	\$243.00
3	809800-90201	<i>VESTA - Power Software Support</i> SPT VP 1YR PCML	\$1,980.00	\$1,782.00	\$5,940.00	\$5,346.00
3	809800-80106	<i>VESTA with 400 Hz. Power</i> SPT VIRR THRU YR1 PEI	\$268.00	\$242.00	\$807.00	\$726.00
		Quote Includes: One Year Software Support Best Effort Hardware Repair (Hardware is EOL) 24X7 On-Site Service				
		Quote Does Not Cover: Damage Caused by Acts of God Normal Wear Items Such as Headsets etc. Computer Monitor Repair or Replacement				

Terms/Conditions:

Paid in Full with Order

C.O.D. (Min. 25% Down)

Lease Purchase

1.5% Interest on any overdue balance per month

Total Equipment Cost	\$7,017.00	\$6,315.00
Tax		
24X7 On-Site Service	\$7,920.00	
Shipping		
TOTAL	\$14,235.00	
Less Down Payment		
Amount Due	\$14,235.00	

Accepted By: _____

If you have any questions concerning this quotation, contact Michael Bolton, 804-337-9014, mbolton@rcvinc.com

THANK YOU FOR YOUR BUSINESS!