



FY19

NG-911 GRANT PROGRAM APPLICATION



VIRGINIA INFORMATION
TECHNOLOGIES AGENCY
Integrated Services Division



FY19NG-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 FY19NG-911 Grant Application Cycle starts July 1, 2017 and concludes on October 2, 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.



FY19NG-911 GRANT APPLICATION

PROJECT TITLE

Non-Vendor Supported CHE Upgrade

GRANT APPLICANT PROFILE/PROJECT CONTACT

PSAP/HOST PSAP NAME: Smyth County 911

CONTACT TITLE: 911 Coordinator

CONTACT FIRST NAME: Shannon

CONTACT LAST NAME: Williams

ADDRESS 1: 121 Bagley Cir; Ste110

ADDRESS 2: 2T

CITY: Marion

ZIP CODE: 24354

CONTACT EMAIL: smyth911@smythcounty.org

CONTACT PHONE NUMBER: 276-706-8314

CONTACT MOBILE NUMBER: 2T

CONTACT FAX NUMBER: 2T

REGIONAL COORDINATOR: Tim Addington

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: Patriot 3.2 5 YEARS of HARDWARE/SOFTWARE: 5.5

PRIORITY/PROJECT FOCUS NVS CHE

FINANCIAL DATA

Amount Requested: \$150,000

Total Project Cost: \$219,055



PROJECT DESCRIPTION

The 911 Center is in need of upgrading our existing CHE system in order to be vendor supported as well as NG911/Text Capable.



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:

2T

The 911 Center is in need of upgrading our existing CHE system in order to be vendor supported as well as NG911/Text Capable. Our existing CHE system is the Airbus DS Communications Sentinel Patriot and has been in service since 2012. The existing Operating system and Database Software no longer has Mainstream Support available by Microsoft and need upgrading to utilize the feature set of updated CHE Application . Airbus DS Communications has released the Sentinel Patriot Migration Notification and the End of Support Delivery dates for the Patriot platform. The County has not been upgraded since installation other than Service Pack or Hot Fixes. Current installed hardware/software is not Virtualized which is required by Vendor for the ASN Service (Advanced Service Node) to process Text-to-911 as well as i3 logging capabilities.

The upgrade of our System Hardware and Software will allow for integration of key Text-to-911 and NG911 Services being made readily available. It will allow for the County to have availability to integrate other 3rd Party Services such as Smart911 and RapidSOS which can provide additional service capabilities for our citizens. Implementing a fully redundant system with virtualization will assist in not only to minimize risk in 911 system failures but also reduce system footprint helping to reduce annual system costs. Virtualization will reduce annual Software Cost for Monitoring due to reduction in Servers/Appliances.

If awarded this grant through the FY'19 grant process, the CHE system will have been in operation over five years, which is stretching the life of 911 workstation computers and servers in operation 24/7/365.

There are limited local funds available to fund this entire CHE project on our own. If awarded this grant, the County will be left with the remaining funding to complete the project. This project will help the County leverage existing investment as part of our strategic plan while reducing Support Liabilities on both Operating Systems and the EoSD of our Patriot Equipment.



PROJECT GOAL

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

This project will migrate the County from a non-virtualized Patriot platform with the necessary ASN (Advanced Service Node) Services that will allow for future Text-to-911 and NG911 integration/i3 Logging. The upgrade will allow for the most recent version of vendor software to be installed and allow Inter-Agency Interconnect between different VESTA 9-1-1 systems where transferring calls will not require going back through the Tandem. This will allow for Call Data (Ani/ALI/Text/etc) to be transferred with the call to other adjoining agencies. This is not possible today with current non-supported version. Additionally the required Virtualization of the CHE Software will allow for higher supportability and greater flexibility with additional projects in the future.

PROJECT OBJECTIVES



Describe the objectives that will support the goals identified above:

2T

The 911 Center has a large current investment in the Airbus DS Patriot CHE System. We have used the system for many years and wish to extend the investment, however the hardware has reached the end of risk free usability as well as software supportability.

The intent is to upgrade the hardware and Operating System while using cost saving technology like Virtualization. A full Implementation plan outlining the software/hardware upgrade and training services will be provided at project Kick Off and will be conducted in a quick efficient manner without impacting 911 Operations at the County.

Capabilities to integrate future Text-to-911 and i3/Next Generation technologies will be possible with the system upgrade. After cut live the system will be monitored for any failures and provided necessary Anti-Virus and OS Patch Updates. This project would extend the use of new computer hardware and software for a minimum of five years. The 911 Center understands it is our responsibility to sustain the project following go-live of the proposed system, and all expenses not covered by grant funds. The County will work with existing Service Provider in making sure the current version or one release back will be maintained as required by the CHE vendor moving forward as possible.

SHARED SERVICES(if applicable)

Describe the relationship of the project to the participating PSAPs:

2T



Describe the intended collaborative efforts and resource sharing opportunities:

2T



**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.	9 / 01 / 18
DESIGN/PLANNING - Requirements are documented, components to be purchased are identified, and general design is documented.	10 / 01 / 18
ACQUISITION - RFP (or other bid related processes) are drafted, proposals are evaluated, contract is signed, purchase orders are issued, and quotes are obtained.	11 / 01 / 18
IMPLEMENTATION - Purchased components are delivered and installed and training is performed	02 / 01 / 19
TESTING/COMPLETION - Performance of system/solution is validated and system/solution goes “live”	03 / 01 / 19



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 attached Vendor Quote:

The quoted system includes a turnkey installation of all hardware and software necessary to deploy the CHE system. Additionally all services for implementation, training, testing, and cut live have been included as well as applicable support services.

EVALUATION

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

The system success will be evaluated by the vendor meeting our statement of work and the system handling and routing emergency calls correctly. This includes transferring/accepting calls outside our jurisdictional boundaries.



PHYSICAL CONSOLIDATION - (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



PHYSICAL CONSOLIDATION -(complete only if applicable) – continued

How should it be funded:

2T

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

2T

AIRBUS DS Communications

NG9-1-1 PRODUCT MIGRATION ANNOUNCEMENT

DOCUMENT ID: PAT170612
 TITLE: SENTINEL® PATRIOT® MIGRATION TO VESTA® 9-1-1
 EFFECTIVE DATE: JUNE 12, 2017

MIGRATION TO NEXT GENERATION 9-1-1

With the world of mission-critical communications ever-changing, Airbus DS Communications remains committed to helping you create smarter ways to keep all your communities safe with the latest technology. With the discontinuation of Sentinel® Patriot®, we want to ensure you are aware and prepared for the next steps.

Airbus introduced the Sentinel Patriot solution to customers in 2006. This document outlines several important elements including the benefits of migrating to the [VESTA® 9-1-1](#) solution, the lifecycle dates for the Sentinel Patriot system, support plans, important milestone dates, part number information, ordering information and how to contact us.

Already being used by over 12,000 Public Safety Answering Point (PSAP) positions, the VESTA 9-1-1 solution provides a new level of flexibility and efficiency for 9-1-1 Calltakers while ensuring your PSAP has a solid foundation for Next Generation technology.

Below are some key features of the [VESTA® 9-1-1](#) solution.

FEATURE	FEATURE SUMMARY
<p>➤ Enables cost-effective scalability</p>	<p>Supports single-site installations, and geo-diverse, multi-site and multi-agency deployments.</p>
<p>➤ Feature rich user interface</p>	<p>Intuitive and easy to use. The console user interface is fully customizable.</p>
<p>➤ Integrated text to 9-1-1</p>	<p>Provides integrated text-to-911 functionality that delivers reliable, easy to use texting and minimizes training</p>
<p>➤ Highly reliable</p>	<p>No single point of failure. Automatic server switchover, full-featured “hot” redundant ANI/ALI controllers and dual network connections for maximum redundancy.</p>
<p>➤ Virtualized platform</p>	<p>Virtual machine technology that allows multiple applications to share hardware and thus reducing the use of hardware for servers and workstations.</p>
<p>➤ Extensive queue capacity</p>	<p>Scalability and growth to accommodate the needs of growing PSAP.</p>

FEATURE	FEATURE SUMMARY
➤ Contact Manager	Allows administrators to manage contact lists, contacts, groups and contexts.
➤ Roaming profiles	Allows users to log on anywhere on the VESTA® system to access their specific console layout.
➤ Highest quality audio	Sound Arbitration module (SAM) manages the audio for VESTA 9-1-1 and controls the external audio devices.

SUPPORT PLANS

Below is a schedule for the discontinuation of Sentinel Patriot sales, support plans, milestone dates and part number information and ordering information.

End of New System Sales:

Airbus will no longer accept orders for new Sentinel Patriot systems effective immediately. The terms of this announcement are as follows:

- New quotes: Effective immediately, Airbus DS Communications will no longer provide quotes for new Sentinel Patriot systems.
- Existing orders: All existing orders will be honored as is.

Support for Embedded Base:

Airbus appreciates our loyal customers and recognizes the need to plan for solution changes. We have structured our on-going support to facilitate that transition by continuing to support our customer through:

- Spare parts
- Existing support contracts
- Repair
- Technical Support

Airbus will continue to honor existing support per the terms of the customer's contract with Airbus. If additional support is required beyond the End of Support Delivery date that is specified below, Custom Extended Support is available for purchase. Contact Sales Configuration at Quotes@Airbus-DSComm.com for pricing information.

SUMMARY OF PRODUCT LIFECYCLE DATES:

	Milestone	Description	Effective Date
End of Sale	End of Sale (EoS)	The final date on which a product version will be available for sale.	Immediately
	End of Expansion Quote*	The final date to obtain quotes for expansion parts and spares.	Dec 31, 2017 or while supplies last, whichever is sooner
	End of Expansion Sale*	The final date on which expansion parts and spares will be available for sale.	April 30, 2018 or while supplies last, whichever is sooner

	Milestone	Description	Effective Date
End of Support	End of Support Delivery (EoSd)	The last date to receive support for the product. Airbus DS Communications will provide best effort attempt to resolve any issues beyond the given date. Airbus DS Communications will continue to support existing customers per the terms of the customer's contracts with Airbus DS Communications.	Dec 31, 2019
Extended Support	End of Custom Extended Support	Optional Custom Extended Support can be purchased once the End of Support Delivery date has been reached. Terms and conditions of the Custom Extended Support Program apply.	Jan 1, 2023

PART NUMBER INFORMATION

The following part numbers are discontinued effective immediately.

PART NUMBER	DESCRIPTION
873099-00103.3	SENT PAT 3.3 L/D/M
873099-03001	PAT/CM CAD INTF LIC
873091-00801	SENT PAT LIC I3 EIM LIC
873091-00701	SENT PAT RFAI EIM LIC
873099-00303.0	PAT 3.X PER SEAT LIC
809800-35003	PAT 3.X SW SPT 3YR
809800-35004	PAT 3.X SW SPT 4YR
809800-35005	PAT 3.X SW SPT 5YR
809800-35008	PAT 3.X SW SPT 3YR NPCML
809800-35009	PAT 3.X SW SPT 4YR NPCML
809800-35010	PAT 3.X SW SPT 5YR NPCML
873099-00501	PAT/CM IRR LIC/DOC/MED
809800-35018	PAT/CM IRR SW SPT 3YR
809800-35019	PAT/CM IRR SW SPT 4YR
809800-35020	PAT/CM IRR SW SPT 5YR
809800-35023	PAT/CM IRR SPT 3YR NPCML
809800-35024	PAT/CM IRR SPT 4YR NPCML
809800-35025	PAT/CM IRR SPT 5YR NPCML

PART NUMBER	DESCRIPTION
873099-00901	PAT STATS VIEW SW LIC
873099-01001	PAT STATS DATA CLCTN LIC
809800-35038	PAT STATS SW SPT 3 YR
809800-35039	PAT STATS SW SPT 4YR
809800-35040	PAT STATS SW SPT 5YR
809800-35043	PAT STATS SPT 3YR NPCML
809800-35044	PAT STATS SPT 4YR NPCML
809800-35045	PAT STATS SPT 5YR NPCML
873099-00801	PAT AGENT MNTR LIC
809800-35028	SEN MNTR SW SPT 3YR
809800-35029	SEN MNTR SW SPT 4YR
809800-35030	SEN MNTR SW SPT 5YR
809800-35033	SEN MNTR SPT 3YR NPCML
809800-35034	SEN MNTR SPT 4YR NPCML
809800-35035	SEN MNTR SPT 5YR NPCML
873099-00601	PAT/CM CDR SVR LIC
873099-01101	PAT/CM CDR PER SEAT LIC
873010-00101	PAT ADMIN PHN LIC
873010-00201	PAT VM LIC PER MAILBOX
809800-07803	CPOST SW SPT 3YR
809800-07804	CPOST SW SPT 4YR
809800-07805	CPOST SW SPT 5YR

The following part numbers are available for ordering to support existing customers in accordance with the End of Support Contract Renewal Milestone:

PART NUMBER	DESCRIPTION
809800-35001	PAT 3.X SW SPT 1YR
809800-35002	PAT 3.X SW SPT 2YR
809800-35006	PAT 3.X SW SPT 1YR NPCML
809800-35007	PAT 3.X SW SPT 2YR NPCML

PART NUMBER	DESCRIPTION
809800-35016	PAT/CM IRR SW SPT 1YR
809800-35017	PAT/CM IRR SW SPT 2YR
809800-35021	PAT/CM IRR SPT 1YR NPCML
809800-35022	PAT/CM IRR SPT 2YR NPCML
809800-35036	PAT STATS SW SPT 1 YR
809800-35037	PAT STATS SW SPT 2 YR
809800-35041	PAT STATS SPT 1YR NPCML
809800-35042	PAT STATS SPT 2YR NPCML
809800-35026	SEN MNTR SW SPT 1YR
809800-35027	SEN MNTR SW SPT 2YR
809800-35031	SEN MNTR SPT 1YR NPCML
809800-35032	SEN MNTR SPT 2YR NPCML
809800-07801	CPOST SW SPT 1YR
809800-07802	CPOST SW SPT 2YR

To place an order, please email InsideSales@Airbus-DSComm.com or call Airbus Order Management team at 800.491.1734. Please allow 6-8 weeks for delivery after receipt of order (ARO). This PDN is effective immediately.

SUPPORT

Individuals requiring assistance or information regarding this PDN may contact Airbus Technical Support team at 800.491.1734. Please select '2' for Technical Support and listen for the product announcements. You can also contact Technical Support via email at Tsupport@Airbus-DSComm.com. Emails received will be responded to within 24 hours.

CLOSING

Your immediate attention to this matter is greatly appreciated. Should you have questions or require further assistance, please contact us at 951.719.2100 or ProductLineManagement@Airbus-DSComm.com. We appreciate your continued support of our products and look forward to working with you in the continued evolution of Airbus technology.

– The Airbus DS Communications Product Team



Field Service Cancellation Policy

#REF!

1. INTRODUCTION

This document defines the Airbus DS Communications policy for customer requested changes to scheduled field resources that occur with less than the required 14-day notice.

Airbus DS Communications provides many types of field resources, such as Field Engineering, Training, Project Management, Systems Verification Testing (SVT), Meridian Implementation and others ("Field Services"). There is significant demand for these Field Services, and Airbus DS Communications continuously strives to ensure that our customers' field needs are met in the most efficient manner. To this end, Airbus DS Communications schedules such Field Services well in advance of the intended service date.

Cancellations for scheduled Field Services with less than the required 14-day notice negatively impact resource availability and cost. Therefore, Airbus DS Communications has implemented a cancellation policy to address these issues.

The Field Services Cancellation Policy will apply to any customer change request that directly or indirectly affects an existing resource schedule for Airbus DS Communications Field Services. Airbus DS Communications requires all schedule change requests to be submitted in writing no later than 14 days before the start of the scheduled service ("Notice Period"). Changes received less than 14 days before the start of the scheduled service are subject to a service charge.

Airbus DS Communications will make every effort to accommodate change requests from our customers. However, consideration must be given to costs associated with change requests made with less than the required notice. Airbus DS Communications reserves the right to determine how the customer requested schedule change for Airbus DS Communications provided Field Services impacts the cost and availability of the Field Services.

Airbus DS Communications Field Services are scheduled in several ways. After submitting a purchase order that includes Field Services, the customer can:

- schedule Field Services through the assigned Airbus DS Communications Project Manager.
- schedule Field Services through the assigned Airbus DS Communications Project Coordinator.
- schedule Field Services directly with the resource manager.
- schedule Field Services in accordance with the process identified in the project plan or associated statement of work, as applicable.

Once a Field Service has been scheduled, changes must be requested through the same channel as initially scheduled. Customers who have any questions about who they should contact to schedule Airbus DS Communications Field Services or how to make changes to previously scheduled Field Services should contact Airbus DS Communications at (951) 719-2100.

2. TYPES OF CHANGES

Airbus DS Communications recognizes that there are many factors that drive Field Service schedule changes. The most common types of changes have been divided into three categories:

Category 1: Changes that result from non-Airbus DS Communications controlled milestones and are considered a billable schedule change:

- Missed milestone delivery of configuration, material or services.
- Changes in availability of key personnel (not to include Airbus DS Communications personnel).
- Customer or channel requested configuration, installation, or feature changes.

Category 2: Changes that result from non-Airbus DS Communications controlled milestones and may, in Airbus DS Communications's sole discretion, be considered a billable schedule change:

- Operational commitments that result in disruption of the planned schedule.
- Failure of channel provided equipment or materials during the implementation process.
- Acts of God (weather, disaster, etc.).

Category 3: Changes that result from Airbus DS Communications controlled milestones and are not considered a billable schedule change:

- Missed Airbus DS Communications milestone delivery of configuration, material or services.
- Changes in availability of key Airbus DS Communications personnel.
- Failure of equipment or materials provided by Airbus DS Communications during the implementation process.

Airbus DS Communications reserves the right to determine if any Category 1 or 2 schedule change that occurs after the Notice Period for the scheduled Field Service has a cost impact on Airbus DS Communications, and consequently may be eligible for the applicable schedule change service fee.



Field Service Cancellation Policy

#REF!

3. SERVICE FEES FOR TRAINING SCHEDULE CHANGES

Airbus DS Communications Factory Training

Student cancellations for classes given at one of our factory training facilities will be accepted within the Notice Period without penalty. After that time, cancellations and "no shows" are subject to a service fee not to exceed 50% of the student's class tuition.

Customer Site Training

Scheduled class cancellations for classes given at the customer site will be accepted within the Notice Period without penalty. After that time, class cancellations are subject to a service fee not to exceed 50% of the total class fee. This applies to all student seats reserved for the cancelled class at the customer site.

4. SERVICE FEES FOR FIELD SERVICE SCHEDULE CHANGES (NON-TRAINING)

Customer requested changes to Field Engineering, Project Management, Systems Verification Testing, Meridian Implementation and other non-training related Field Services will be accepted within the Notice Period without penalty. Any change requests outside the Notice Period will be subject to a service fee.

A requested schedule change received after the Notice Period is subject to a service fee up to but not greater than 50% of the usual and customary Airbus DS Communications labor charge for 5 days of service.

The service fee will not be considered by Airbus DS Communications to be a purchase of additional resource time, and will be attributed to the project only as a schedule change service fee.

If additional resource time becomes necessary to accommodate the Airbus DS Communications project deliverables, they must be purchased by the customer at the quoted Field Service rate.

5. FIELD SERVICE RESOURCE LEAD TIMES

Airbus DS Communications Field Service resources shall be scheduled according to staff availability and standard lead times, which average six to eight weeks.

Only those Field Services purchased will be provided.

Special requests shall be considered on a case-by-case basis. Such requests include:

- Modifications to an existing implementation schedule.
- Shortened lead time for service requests.
- Non-standard business days or hours of operation.
- Any other factor which may contribute to unanticipated project related costs.

Unless otherwise stated, Field Services and on-site training will be performed during the normal business hours of 8:00 AM to 5:00 PM local time.



Smyth County, VA

VESTA® Essentials

Airbus DS Communications Contact Information

Sales Configuration Spec: Marianne Barrera

Phone: 951-395-3719

E-Mail: marianne.barrera@Airbus-DSComm.com

Account Exec: Travis Bottiglier

Phone: 910-256-5238

E-Mail: travis.bottiglier@Airbus-DSComm.com

Summary by Expense Category/Component

VESTA® Essentials

Hardware/Software	\$	50,531.00
Implementation, Project Management and Training	\$	92,344.04
1 Year Airbus Software Support	\$	4,359.00
1 Year VESTA® Network Management	\$	10,140.00
Shipping Charges/Freight	\$	1,140.00
Grand Total	\$	158,514.04

Optional Items

VESTA® 9-1-1 SMS	\$	39,835.00
Extended Warranties	\$	3,540.00

Optional VESTA® Essentials / 5 Years Support

Hardware/Software	\$	50,531.00
Implementation, Project Management and Training	\$	102,258.00
5 Year Airbus Software Support	\$	18,570.00
5 Year VESTA® Network Management	\$	46,556.00
Shipping Charges/Freight	\$	1,140.00
Grand Total	\$	219,055.00

VESTA® 9-1-1 SMS	\$	47,895.00
Extended Warranties	\$	3,540.00



Quote Date: 9/25/2017
 Quote No.: DIR62587A
 Site No.: 104618
 Account No: N/A

Smyth County, VA
VESTA® Essentials

Customer Information	
Customer: Smyth County, VA	
Contact: 0	
Phone: 0	
E-Mail: 0	
Airbus DS Communications Contact Information	
Sales Configuration Spec: Marianne Barrera	Account Exec: Travis Bottiglier
Phone: 951-395-3719	Phone: 910-256-5238
E-Mail: marianne.barrera@Airbus-DSComm.com	E-Mail: travis.bottiglier@Airbus-DSComm.com

VESTA® 9-1-1

Qty.	Part No.	Description	Equipment
1	04000-00159	VESTA® 9-1-1 BLKBX TL159A 8-PORT DATACAST	Included
1	65000-00262	KIT CBL RJ11 ADPTR DB25	Included
		VESTA® SMS	
		<i>Note: Customer is responsible for Text Control Center (TCC) services and network charges.</i>	
2	870891-66301	VESTA 9-1-1 SMS LIC	Optional
2	03800-03040	FIREWALL MODEM 60D	Optional
2	03800-03041	WARR FIREWALL 60D 1YR	Optional
2	03800-03045	WARR FIREWALL 60D 5YR	Optional
2	809800-00200	CFG NTKW DEVICE	Optional
		<i>Note: Includes (2) ASN/SMS Servers, (2) Firewalls for EIM/SMS</i>	
4	809800-16166	M&R 3.0 IP DEV SRVC 1YR	Optional
4	809800-16170	M&R 3.0 IP DEV SRVC 5YR	Optional
		VESTA® 9-1-1 Essentials Package	
1	853031-MLBRSSG	V-ML ESS BKRM SML SNGL BNDL	Included
1	853031-BRSGSPT1YR	V-ML ESS BKRM SNGL BNDL SPT 1YR	Included
1	853031-BRSGSPT5YR	V-ML ESS BKRM SNGL BNDL SPT 5YR	Optional
4	853031-ESSLTWKST	V911 ESS LT WKST BNDL	Included
4	853031-ESSLTWKST1	V911 ESS LT WKST BNDL SPT 1YR	Included
4	853031-ESSLTWKST5	V911 ESS LT WKST BNDL SPT 5YR	Optional
		VESTA® Workstation Equipment	
4	65000-00197	KIT CBL DP/USB 15FT EXT	Included
4	833401-00301G-15	CBL INTFC SAM SPKR 15FT	Included
4	02800-20500	HDST 4W MOD ELEC MIC BLK	Included
4	03044-20000	HDST CORD 12FT 4W MOD BLK	Included
		Time Synchronization Equipment	
		<i>Note: Customer to provide NTP compliant time sync equipment.</i>	
1	04000-19486	NETCLOCK 9483A + 3-PORT	Optional
1	04000-08230	GPS/GNSS OUTDOOR ANTENNA	Optional
1	04000-08231	GPS ANTENNA POST MT KIT	Optional
1	04000-08228	GPS ANTENNA SURG PROTECTR	Optional
1	04000-20601	GND KIT FOR 8226	Optional
1	04000-13025	CBL GPS ANTENNA 25FT	Optional
1	04000-13100	CBL GPS ANTENNA 100FT	Optional

Smyth County, VA

VESTA® Essentials

VESTA® Network Management Center

Qty.	Part No.	Description	Equipment
1	809800-14150	Monitoring & Response Activation Fee M&R ACT FEE, SMALL SITE	Included
		Monitoring & Response Support Servers <i>Note: Includes (2) DDS Servers</i>	
2	809800-14161	M&R 3.0 SVR SRVC 1YR	Included
2	809800-14165	M&R 3.0 SVR SRVC 5YR	Optional
		Workstations <i>Note: Includes (4) Calltakers Workstations</i>	
4	809800-16161	M&R 3.0 WKST SRVC 1YR	Included
4	809800-16165	M&R 3.0 WKST SRVC 5YR	Optional
		IP Devices <i>Note: Includes (2) Virtual Host/Machines, (2) MDS Servers, (4) Gateways, (1) Firewall</i>	
9	809800-16166	M&R 3.0 IP DEV SRVC 1YR	Included
9	809800-16170	M&R 3.0 IP DEV SRVC 5YR	Optional
		VESTA® Network Management Center - Implementation Fee <i>Note: Includes (2) DDS Servers, (4) Calltakers Workstations</i>	
6	809800-14152	MGD SERV DEV & IMPL	Included
		Anti-Virus Solution	
6	809800-14171	VIRUS PROTECT 3.0 SVC 1YR	Included
6	809800-14175	VIRUS PROTECT 3.0 SVC 5YR	Optional
		Patch Management Solution	
6	809800-16211	PATCH MGMT 3.2 SVC 1YR	Included
6	809800-16215	PATCH MGMT 3.2 SVC 5YR	Optional

Optional Parts/Spares

Qty.	Part No.	Description	Equipment
		VESTA Essentials Spares Equipment	
1	61000-819204	DKTP PRODESK G3 MINI W10	Optional
1	63000-202901	MNTR FP LED 20IN MTG	Optional
1	64000-00500	MNTR MTG BRKT	Optional
1	660001-00032	EXTERNAL SPEAKERS	Optional
1	800926-00103G	ADPTR 2 PRONG TO MOD JACK	Optional
1	830808-01201	SAM BASIC JKBX KIT W/CBL	Optional
1	833401-00301G-10	CBL INTFC SAM SPKR 10FT	Optional
1	850808-00902	SOUND ARBITRATION MOD SAM	Optional
1	809800-00102	GENERIC WKST CFG FEE	Optional
1	04000-01593	WARR 24X7 600/705 G2/G3 5YR	Optional
1	04000-01049	SWITCH HP-1820 24-PORT	Optional
1	2213936-SPARE	FXO GATEWAY 4-PORT SPARE	Optional
1	2213938-SPARE	FXS GATEWAY 4-PORT SPARE	Optional

Extended Warranties

Qty.	Part No.	Description	Equipment
2	04000-01596	Server Extended Warranty <i>Note: Includes (2) VESTA® 9-1-1 Servers</i> WARR 24X7 ML110G9 5YR <i>Note: Upgrade & uplift from 3 yr warranty 9x5 NBD to 5 yrs, 24x7, 4 hour response time.</i>	Optional

Smyth County, VA

VESTA® Essentials

4	04000-01593	Workstation Extended Warranty <i>Note: Includes (4) Workstations</i> WARR 24X7 600/705 G2/G3 5YR <i>Note: Warranty upgrade from 3 yrs warranty 9x5 NBD to 5 yrs 24x7, 4 hour response.</i>	Optional
---	-------------	--	----------

VESTA® Services

Qty.	Part No.	Description	Equipment
210	809800-17007	Direct CPE Services FIELD ENG-STANDARD	Included
136	809800-17007	FIELD ENG-STANDARD <i>Note: Field Engineering to perform the configuration of 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), and preparation of screen layouts. Customer is responsible for the installation of any hardware, VESTA SMS configuration changes, workstation upgrades, system testing, and TCC services. Field Engineering Services for the configuration of SMS is required for customers that have not been certified in the installation of SMS for VESTA 911 R6. It is highly recommended that customers, at a minimum, utilize Airbus DS Communications FE services for initial VESTA SMS installs to ensure the appropriate hands-on experience has been received. If a customer completes certification, chooses to not utilize Airbus DS Communications FE services and requires support at time of install, there may be delays to schedule and/or additional charges incurred.</i>	Optional
80	809800-17007	FIELD ENG-STANDARD <i>Note: Field Engineering to support TCC testing.</i>	Optional
48	809800-17007	FIELD ENG-STANDARD <i>Note: Field Engineering to support SMS cutover.</i>	Optional
64	809800-51007	PROJECT MGMT - REMOTE <i>Note: Remote Project Management to support SMS testing and cutover.</i>	Optional
85	809800-51003	PROJECT MGMT-PRIMARY	Included
4	RACKSTACK-DIR	RACK & STACK <i>Note: Cabling is excluded. If cabling is required by the customer, it is a custom charge that requires a "site walk" in order for Airbus to properly price.</i>	Included
4	CABLING	CABLING	Included
4	MAINTSVC1YR	MAINT SERVICE 1YR	Included
4	MAINTSVC5YR	MAINT SERVICE 5YR	Optional
		Training	

Smyth County, VA

VESTA® Essentials

		<i>Note: Training is provided at the customer site using the customer owned equipment. Prices are per student unless otherwise indicated. Minimum number of students is 6 and maximum number of students is 8 per class and 2 students per position.</i>	
2	000001-06801	V9-1-1 SMS AGENT DELTA TR <i>Note: VESTA® SMS Agent Delta training for agents. Includes (1) 2 hour class for up to 8 students. Includes trainer's daily training expenses and travel.</i>	Optional
1	000001-06800	V9-1-1 SMS ADMIN DELTA TR <i>Note: VESTA® SMS Admin Delta training for system administrators. Includes 4 hour class for up to 8 students. Includes trainer's daily training expenses and travel.</i>	Optional
1	000001-B6701	V911 ESS/CORE TRNG BNDL-LT <i>Note: 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 TRNG to be conducted on the first day, (2) ½ day V9-1-1 AGENT TRNG to be conducted on the second day, and (1) 2 hour V-ANLYT LITE ONSITE TRNG course to be conducted on third day. Each course is for up to 8 students. Includes trainers daily training expenses and travel. Excludes training on SIP phones.</i>	Included
114	SHIPPING-CHARGES	Shipping Charges SHIPPING CHARGES	Included

Power Draw Information

Product	Total Amps
VESTA® 9-1-1	37.07
VESTA® Network Management Center	0
Total Amps	37.07
Total Watts/VA	4448.4
Total KVA	4.4484
BTU's	12148.5804

Configuration Notes

4-Position Standalone VESTA Essentials with VESTA Analytics LITE.



Quote Date: 9/25/2017
 Quote No.: DIR62587A-1
 Site No.: 104618
 Account No: N/A

Smyth County, VA

VESTA® Essentials

Customer Information

Customer: Smyth County, VA
 Contact: 0
 Phone: 0
 E-Mail: 0

OPTIONAL

Airbus DS Communications Contact Information

Sales Configuration Spec: Marianne Barrera
 Phone: 951-395-3719
 E-Mail: marianne.barrera@Airbus-DSComm.com

Account Exec: Travis Bottiglier
 Phone: 910-256-5238
 E-Mail: travis.bottiglier@Airbus-DSComm.com

VESTA® 9-1-1

Qty.	Part No.	Description	Equipment
1	04000-00159	VESTA® 9-1-1 BLKBX TL159A 8-PORT DATACAST	Included
1	65000-00262	KIT CBL RJ11 ADPTR DB25	Included
		VESTA® SMS	
		<i>Note: Customer is responsible for Text Control Center (TCC) services and network charges.</i>	
2	870891-66301	VESTA 9-1-1 SMS LIC	Optional
2	03800-03040	FIREWALL MODEM 60D	Optional
2	03800-03041	WARR FIREWALL 60D 1YR	Optional
2	03800-03045	WARR FIREWALL 60D 5YR	Optional
2	809800-00200	CFG NTKW DEVICE	Optional
		<i>Note: Includes (2) ASN/SMS Servers, (2) Firewalls for EIM/SMS</i>	
4	809800-16166	M&R 3.0 IP DEV SRVC 1YR	Optional
4	809800-16170	M&R 3.0 IP DEV SRVC 5YR	Optional
		VESTA® 9-1-1 Essentials Package	
1	853031-MLBRSSG	V-ML ESS BKRM SML SNGL BNDL	Included
1	853031-BRSGSPT1YR	V-ML ESS BKRM SNGL BNDL SPT 1YR	Optional
1	853031-BRSGSPT5YR	V-ML ESS BKRM SNGL BNDL SPT 5YR	Included
4	853031-ESSLTWKST	V911 ESS LT WKST BNDL	Included
4	853031-ESSLTWKST1	V911 ESS LT WKST BNDL SPT 1YR	Optional
4	853031-ESSLTWKST5	V911 ESS LT WKST BNDL SPT 5YR	Included
		VESTA® Workstation Equipment	
4	65000-00197	KIT CBL DP/USB 15FT EXT	Included
4	833401-00301G-15	CBL INTFC SAM SPKR 15FT	Included
4	02800-20500	HDST 4W MOD ELEC MIC BLK	Included
4	03044-20000	HDST CORD 12FT 4W MOD BLK	Included
		Time Synchronization Equipment	
		<i>Note: Customer to provide NTP compliant time sync equipment.</i>	
1	04000-19486	NETCLOCK 9483A + 3-PORT	Optional
1	04000-08230	GPS/GNSS OUTDOOR ANTENNA	Optional
1	04000-08231	GPS ANTENNA POST MT KIT	Optional
1	04000-08228	GPS ANTENNA SURG PROTECTR	Optional
1	04000-20601	GND KIT FOR 8226	Optional
1	04000-13025	CBL GPS ANTENNA 25FT	Optional
1	04000-13100	CBL GPS ANTENNA 100FT	Optional

Smyth County, VA

VESTA® Essentials

VESTA® Network Management Center

Qty.	Part No.	Description	Equipment
1	809800-14150	Monitoring & Response Activation Fee M&R ACT FEE, SMALL SITE	Included
		Monitoring & Response Support Servers <i>Note: Includes (2) DDS Servers</i>	
2	809800-14161	M&R 3.0 SVR SRVC 1YR	Optional
2	809800-14165	M&R 3.0 SVR SRVC 5YR	Included
		Workstations <i>Note: Includes (4) Calltakers Workstations</i>	
4	809800-16161	M&R 3.0 WKST SRVC 1YR	Optional
4	809800-16165	M&R 3.0 WKST SRVC 5YR	Included
		IP Devices <i>Note: Includes (2) Virtual Host/Machines, (2) MDS Servers, (4) Gateways, (1) Firewall</i>	
9	809800-16166	M&R 3.0 IP DEV SRVC 1YR	Optional
9	809800-16170	M&R 3.0 IP DEV SRVC 5YR	Included
		VESTA® Network Management Center - Implementation Fee <i>Note: Includes (2) DDS Servers, (4) Calltakers Workstations</i>	
6	809800-14152	MGD SERV DEV & IMPL	Included
		Anti-Virus Solution	
6	809800-14171	VIRUS PROTECT 3.0 SVC 1YR	Optional
6	809800-14175	VIRUS PROTECT 3.0 SVC 5YR	Included
		Patch Management Solution	
6	809800-16211	PATCH MGMT 3.2 SVC 1YR	Optional
6	809800-16215	PATCH MGMT 3.2 SVC 5YR	Included

Optional Parts/Spares

Qty.	Part No.	Description	Equipment
		VESTA Essentials Spares Equipment	
1	61000-819204	DKTP PRODESK G3 MINI W10	Optional
1	63000-202901	MNTR FP LED 20IN MTG	Optional
1	64000-00500	MNTR MTG BRKT	Optional
1	660001-00032	EXTERNAL SPEAKERS	Optional
1	800926-00103G	ADPTR 2 PRONG TO MOD JACK	Optional
1	830808-01201	SAM BASIC JKBX KIT W/CBL	Optional
1	833401-00301G-10	CBL INTFC SAM SPKR 10FT	Optional
1	850808-00902	SOUND ARBITRATION MOD SAM	Optional
1	809800-00102	GENERIC WKST CFG FEE	Optional
1	04000-01593	WARR 24X7 600/705 G2/G3 5YR	Optional
1	04000-01049	SWITCH HP-1820 24-PORT	Optional
1	2213936-SPARE	FXO GATEWAY 4-PORT SPARE	Optional
1	2213938-SPARE	FXS GATEWAY 4-PORT SPARE	Optional

Extended Warranties

Qty.	Part No.	Description	Equipment
2	04000-01596	Server Extended Warranty <i>Note: Includes (2) VESTA® 9-1-1 Servers</i> WARR 24X7 ML110G9 5YR <i>Note: Upgrade & uplift from 3 yr warranty 9x5 NBD to 5 yrs, 24x7, 4 hour response time.</i>	Optional

Smyth County, VA

VESTA® Essentials

4	04000-01593	<p>Workstation Extended Warranty <i>Note: Includes (4) Workstations</i> WARR 24X7 600/705 G2/G3 5YR <i>Note: Warranty upgrade from 3 yrs warranty 9x5 NBD to 5 yrs 24x7, 4 hour response.</i></p>	Optional
---	-------------	--	----------

VESTA® Services

Qty.	Part No.	Description	Equipment
210	809800-17007	Direct CPE Services FIELD ENG-STANDARD	Included
136	809800-17007	<p>FIELD ENG-STANDARD</p> <p><i>Note: Field Engineering to perform the configuration of 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), and preparation of screen layouts. Customer is responsible for the installation of any hardware, VESTA SMS configuration changes, workstation upgrades, system testing, and TCC services. Field Engineering Services for the configuration of SMS is required for customers that have not been certified in the installation of SMS for VESTA 911 R6. It is highly recommended that customers, at a minimum, utilize Airbus DS Communications FE services for initial VESTA SMS installs to ensure the appropriate hands-on experience has been received. If a customer completes certification, chooses to not utilize Airbus DS Communications FE services and requires support at time of install, there may be delays to schedule and/or additional charges incurred.</i></p>	Optional
80	809800-17007	<p>FIELD ENG-STANDARD</p> <p><i>Note: Field Engineering to support TCC testing.</i></p>	Optional
48	809800-17007	<p>FIELD ENG-STANDARD</p> <p><i>Note: Field Engineering to support SMS cutover.</i></p>	Optional
64	809800-51007	<p>PROJECT MGMT - REMOTE</p> <p><i>Note: Remote Project Management to support SMS testing and cutover.</i></p>	Optional
85	809800-51003	PROJECT MGMT-PRIMARY	Included
4	RACKSTACK-DIR	<p>RACK & STACK</p> <p><i>Note: Cabling is excluded. If cabling is required by the customer, it is a custom charge that requires a "site walk" in order for Airbus to properly price.</i></p>	Included
4	CABLING	CABLING	Included
4	MAINTSVC1YR	MAINT SERVICE 1YR	Optional
4	MAINTSVC5YR	MAINT SERVICE 5YR	Included
		Training	

Smyth County, VA

VESTA® Essentials

		<i>Note: Training is provided at the customer site using the customer owned equipment. Prices are per student unless otherwise indicated. Minimum number of students is 6 and maximum number of students is 8 per class and 2 students per position.</i>	
2	000001-06801	V9-1-1 SMS AGENT DELTA TR <i>Note: VESTA® SMS Agent Delta training for agents. Includes (1) 2 hour class for up to 8 students. Includes trainer's daily training expenses and travel.</i>	Optional
1	000001-06800	V9-1-1 SMS ADMIN DELTA TR <i>Note: VESTA® SMS Admin Delta training for system administrators. Includes 4 hour class for up to 8 students. Includes trainer's daily training expenses and travel.</i>	Optional
1	000001-B6701	V911 ESS/CORE TRNG BNDL-LT <i>Note: 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 TRNG to be conducted on the first day, (2) ½ day V9-1-1 AGENT TRNG to be conducted on the second day, and (1) 2 hour V-ANLYT LITE ONSITE TRNG course to be conducted on third day. Each course is for up to 8 students. Includes trainers daily training expenses and travel. Excludes training on SIP phones.</i>	Included
114	SHIPPING-CHARGES	Shipping Charges SHIPPING CHARGES	Included

Product	Total Amps
VESTA® 9-1-1	37.07
VESTA® Network Management Center	0
Total Amps	37.07
Total Watts/VA	4448.4
Total KVA	4.4484
BTU's	12148.5804

Configuration Notes

4-Position Standalone VESTA Essentials with VESTA Analytics LITE.

Additional Comments

#REF!

Rev #	Rev Date	Requestor (Name /Co.)	Changes	Quote Author
-------	----------	-----------------------	---------	--------------



AIRBUS DS Communications | *home of VESTA®*

Quote Date: #REF!
Quote No.: #REF!
Site No.: #REF!
Account No.: N/A

Terms & Conditions

#REF!

1. PRODUCTS AND PRICING.

The term "Products" mean the Products listed herein and more fully described in the specification documents for such Products. The current pricing for such Products is listed in this Quote. This Quote is valid for 120 days from the Quote Date. Thereafter pricing may change.

The pricing in this Quote does not include any applicable taxes such as sales tax, state use tax, etc.

The pricing in this Quote is in U.S. Dollars unless otherwise stated.

2. OTHER TERMS AND CONDITIONS.

Airbus DS Communications's sale of Products to Buyer is subject to the terms and conditions contained in the master purchase agreement or other purchase agreement between Airbus DS Communications and Buyer. In the event there is no purchase agreement in place between the parties, Airbus DS Communications will provide a purchase agreement to govern the sale of Products to Buyer.