



**Appomattox County**

**VESTA 911**

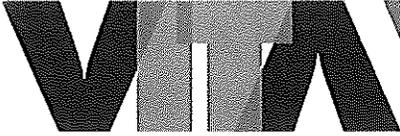
**#2**

**FY18**

# **PSAP GRANT PROGRAM APPLICATION**



VIRGINIA INFORMATION  
TECHNOLOGIES AGENCY  
Integrated Services Division



## **FY18 PSAP GRANT PROGRAM APPLICATION**

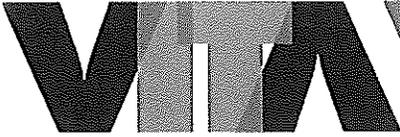
### **HOW TO APPLY/DEADLINE**

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](mailto: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

Click here to enter text

## GRANT APPLICANT PROFILE/PROJECT CONTACT

PSAP/HOST PSAP NAME: Appomattox County

CONTACT TITLE: Public Safety Director

CONTACT FIRST NAME: Bobby

CONTACT LAST NAME: Wingfield

ADDRESS 1: 339 Court St.

ADDRESS 2: P.O.Box 397

CITY: Appomattox

ZIP CODE: 24522

CONTACT EMAIL: bobby.wingfield@appomattoxcountyva.gov

CONTACT PHONE NUMBER: 434-352-3950

CONTACT MOBILE NUMBER: 434-610-8872

CONTACT FAX NUMBER: 434-352-3968

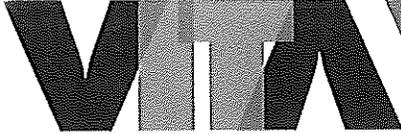
REGIONAL COORDINATOR: Sam Keys

## HOST PSAP AND PARTICIPATING PSAPS/LOCALITIES


## GRANT TYPE

Individual PSAP

Shared Services



**TIER**

Out of Service

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: 2.7 Airbus Vesta Pallas # YEARS of HARDWARE/SOFTWARE: 5

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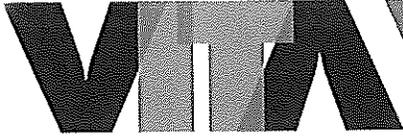
Windows XP cpu's / Microsoft windows Server 2003 R2

**PRIORITY/PROJECT FOCUS** CALL HANDLING EQUIPMENT

**FINANCIAL DATA**

Amount Requested: \$ 150,000.00

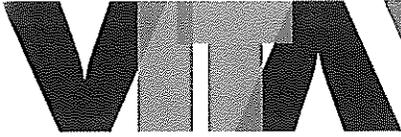
Total Project Cost: \$ 313,836.00



## 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:

We are currently are running on an XP operating system on three position consoles that is no longer supported and software and patch management for upgrades is not possible. By upgrading to a new system this project would extend new computer hardware and software and would enable to load updated patches when needed. This system will have the most current licensing to the most recent Vesta 911 application with capability to utilize future NG911 technologies as needed. If this project is not funded by this grant Appomattox County would have to continue to use Non Vendor Supported equipment to answer emergency calls on outdated equipment and could leave us with the inability to answer emergency calls from the public. There are no local funds available to fund the entire CHE project on our own.



## PROJECT GOAL

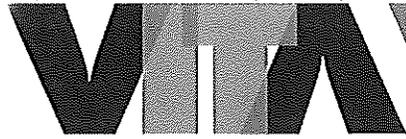
Describe how this project addresses locally identified need(s) and supports the Virginia 9-1-1 Comprehensive Plan:

This project will continue to serve Appomattox County citizens as the point of contact for emergency situations by wireless, wireline, text to 911 and NG911 integration. This system can be easily incorporated into an Emergency services Network (EsiNet) to receive and transfer calls for a Regional and Statewide NG911 as followed in the Comprehensive Plan.

## PROJECT OBJECTIVES

Describe the objectives that will support the goals identified above:

Projects Goals and Objectives; Replace hardware and software at each console and server. By installing up to date hardware we will provide a consistent run time and with up to date software that will provide the ability to upgrade our operating system to stay current with security of the system and patches. Our work plan will consist of the overall cost of the project, collect vendor quotes for hardware and software, consult with vendor on desired implementation schedule, secure contracts for software and hardware upon approval of funding, establish software support and maintenance agreements with vendor, and initiate and complete acceptance test plan and go live upon satisfactory of testing.



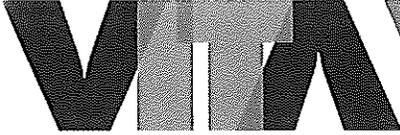
**SHARED SERVICES (if applicable)**

Describe the relationship of the project to the participating PSAPs:

Click here to enter text

Describe the intended collaborative efforts and resource sharing opportunities:

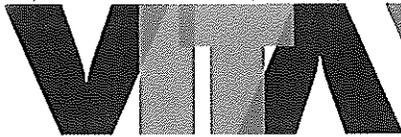
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**IMPLEMENTATION PLAN  
SHARED SERVICES & INDIVIDUAL PSAP APPLICATIONS:**

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

<b>PROJECT PHASE</b>	<b>PLANNED COMPLETION DATE</b>
<b>INITIATION</b> – 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.	<b>07/ 02 / 17</b>
<b>DESIGN/PLANNING</b> - Requirements are documented, components to be purchased are identified, and general design is documented.	<b>01/ 31 / 18</b>
<b>ACQUISITION</b> - RFP (or other bid related processes) are drafted, proposals are evaluated, contract is signed, purchase orders are issued, and quotes are obtained.	<b>03/ 29/ 18</b>
<b>IMPLEMENTATION</b> - Purchased components are delivered and installed and training is performed	<b>05/ 06 / 18</b>
<b>TESTING/COMPLETION</b> - Performance of system/solution is validated and system/solution goes "live"	<b>05 / 13/ 18</b>



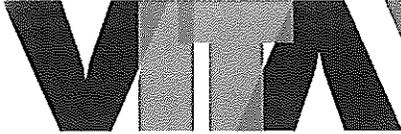
## BUDGET AND BUDGET NARRATIVE

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.

We have requested and received a quote for replacement of our current system with upgrades. Vesta 911 basic operations, Vesta workstation equipment, SMS equipment, Vesta analytics, Managed services and extended warranties. The quote is attached but a breakdown is listed below.

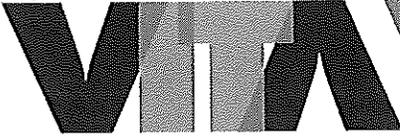
**VESTA® 9-1-1 w/5 Years Software Support \$113,458.58**  
**1 VESTA™ Analytics w/5 Years Software Support \$23,198.57**  
**1 5 Years Managed Services (M&R, Anti Virus and Patch Management) \$80,228.57**  
**1 Onsite Critical Spares \$8,718.57**  
**1 HP Extended Warranties \$7,368.58**  
**1 Airbus DS Communications Services \$24,571.43**  
**1 Carousel Industries Installation \$26,800.36**  
**1 Carousel Industries - Project Management \$9,017.86**  
**1 5 years Carousel Essential Onsite Support \$39,827.59**  
**1 Carousel Security Appliance 60D 5 Year \$4,147.00**  
**1 Minor Materials \$450.00**  
**Pricing is valid for 90 days**  
**Total Equipment & Services Cost: \$337,787.10**  
**Airbus Migration Incentive -\$23,951.10**  
**Total This Site: \$313,836.00**



## EVALUATION

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

The vendor will be required to submit a detailed timeline. The project will be monitored by periodic meeting between the PSAP director and vendor. The PSAP director will ensure all items in the acceptance test plan have been met before accepting the new system.



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

How would a consolidation take place and provide improved service:

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How should it be organized and staffed:

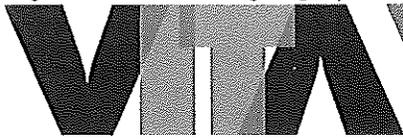
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What services should it perform:

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:** Appomattox County, VA

**Solution Proposed:** VESTA® 9-1-1

**Date:** September 6, 2016

**Contract:** Hampton RFP 12-32E

**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 ProMini, SAM, IRR, and Genovation Keypads  
22" LCD FP Monitors for the VESTA Workstations  
4-Port KVM for the Workstations  
Two (2) 2960 Cisco LAN Switches  
Two (2) Mediant 1000 Gateway Chassis  
Three (3) 4-port FXO Modules for Analog Loop Start POTS/Wet Ringdowns  
Four (4) 4-port FXS Modules for Analog CAMA Trunks/Dry Ringdowns  
One 19" 2-Post Rack  
One (1) Netclock 9483 with 4 NTP ports, 150' Cable and GPS Antenna  
VESTA Analytics with one (1) User License  
HP Ext Warranty for 5 Years on Workstations and Servers  
Carousel Onsite Essential Service Coverage for 5 Years  
Carousel Security Appliance, for Remote Access/Managed Services  
5 Years Airbus Software Support and Managed Services (M&R, AV and Patch)  
Onsite Critical Spares*

**Pricing is valid for 90 days**

**Appomattox County, VA** \$313,836.00

**Total Solution:** \$313,836.00

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 for 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:** Appomattox County, VA

**Solution Proposed:** VESTA® 9-1-1

**Date:** September 6, 2016

**VESTA® 9-1-1**

Qty.	Part No.	Description	Unit Price	U/M	Total
<b>VESTA® 9-1-1</b>					
2	870899-0104R6.0	VESTA 9-1-1 LJD/M	\$2,142.86	EA	\$4,285.71
2	870891-66301	VESTA 9-1-1 R6 SMS LIC	\$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
<b>SMS Equipment</b>					
<i>Note: Customer is responsible for Text Control Center (TCC) services and network charges.</i>					
2	03800-03040	FIREWALL MODEM 60D	\$621.43	EA	\$1,242.86
2	03800-03045	WARR FIREWALL 60D 5YR	\$957.14	EA	\$1,914.29
2	809800-00200	CFG NTWK DEVICE	\$190.00	EA	\$380.00
<b>VM Medium Server Bundle</b>					
<i>Note: The Medium Server Bundle is for PSAP's up to 40 positions with an annual call volume of 500,000 or less.</i>					
1	853031-MLSVRSG-2	V-ML MED SVR BNOL SNGL	\$31,968.57	EA	\$31,968.57
2	06500-00501	2-POST 5U RACK MNT KIT	\$372.86	EA	\$745.71
2	04000-68009	V-SVR BASIC SPT 5YR	\$680.00	EA	\$1,360.00
<b>VESTA® 9-1-1 Basic Operations</b>					
<i>Note: Re-use of 3 licenses requires current support.</i>					
3	PS-0SQ-VSML-M	VS BSC MLTP SEAT LIC NFEF	\$0.00	EA	\$0.00
3	PS-0AC-VSSL-M	VESTA COMP REG	\$98.57	EA	\$295.71
3	SS-0SQ-VSSL-5Y	SPT VS BSC 5YR	\$5,500.00	EA	\$16,500.00
<b>VESTA® Workstation Equipment</b>					
3	61000-819201	DKTP PRODESK MINI	\$1,382.86	EA	\$4,148.57
3	64000-00500	MNTR MTG BRKT	\$47.14	EA	\$141.43
3	04000-13195	CBL DP M/M 1.5FT BLK	\$7.14	EA	\$21.43
3	04000-26958	ADPTR DISPLAY PORT-DVI D	\$42.86	EA	\$128.57
3	63000-212301	MNTR FP LED 22IN	\$281.43	EA	\$844.29
3	64007-50022	KEYPD 24K 25F USBCBL CP24	\$177.14	EA	\$531.43
3	65000-00196	KIT CBL,DBI 5M/USB 15FG	\$87.14	EA	\$261.43
3	04000-01005	KVM DVI 4-PORT SWTCH	\$344.29	EA	\$1,032.86
12	04000-01018	CBL DVI KVM EXT KIT	\$47.14	EA	\$565.71
3	853004-00701	SAM PC SPKR KIT	\$67.14	EA	\$201.43
3	65000-00124	CBL PATCH 15FT	\$20.00	EA	\$60.00
3	850830-03201	BASIC SAM HDWR KIT	\$1,652.86	EA	\$4,958.57
3	02800-20500	HNDST 4W MOD ELEC MIC BLK	\$45.71	EA	\$137.14
3	03044-20000	HDST CORD 12FT 4W MOD BLK	\$4.29	EA	\$12.86
6	833401-00101G-15	CBL SAM JKBX 15FT	\$51.43	EA	\$308.57
3	809800-35109	V911 IWS CFG	\$285.71	EA	\$857.14
3	809800-35108	V911 IWS STG FEE	\$428.57	EA	\$1,285.71
1	870890-07501	CPR/SYSPREP DVD IMAGE	\$0.00	EA	\$0.00
<b>VESTA® 9-1-1 IRR Module</b>					
<i>Note: Re-use of 3 licenses requires current support.</i>					
3	870899-01601	V911 IRR UPGD WHASP	\$700.00	EA	\$2,100.00
3	809800-35114	R4 IRR SW SPT 5YR	\$852.86	EA	\$2,558.57



1	64040-60019	<b>VESTA® 9-1-1 Admin Printer</b> PRNTR USB/ETHERNET COLOR <i>Note: Inkjet Color printer. Recommended monthly volume, 7,500 pages.</i>	\$255.71	EA	\$255.71
1	65000-03133	CBL USB SHLD M/M 10FT	\$14.29	EA	\$14.29
<b>Network Equipment</b>					
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
<b>Peripherals &amp; Gateways</b>					
2	04000-00129	MED 1000B CHASSIS BNDL	\$2,621.43	EA	\$5,242.86
2	04000-00190	SW SPT M1000 GATEWAY 5YR	\$2,142.86	EA	\$4,285.71
3	04000-00116	MED 1000 FXO-LS BNDL	\$494.29	EA	\$1,482.86
4	04000-00119	MED 1000 FXS BNDL	\$474.29	EA	\$1,897.14
<b>Rack &amp; Peripheral Equipment</b>					
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
<b>Time Synchronization Equipment</b>					
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
<b>VESTA® 9-1-1 Subtotal</b>					<b>\$113,456.58</b>

**VESTA™ Analytics**

Qty.	Part No.	Description	Unit Price	U/M	Total
<b>VESTA™ Analytics - Standard Multi Product Purchase</b>					
1	873399-00102.4	V-ANLYT 2.4 DOC/MED	\$0.00	EA	\$0.00
1	873391-00501	V-ANLYT STD LIC	\$2,857.14	EA	\$2,857.14
1	873391-00301	V-ANLYT USER LIC	\$1,071.43	EA	\$1,071.43
1	04000-00319	SQL 2014 CAL RUN EMB LIC	\$157.14	EA	\$157.14
3	PA-MSG-ASSL	V-ANLYT STD PER SEAT LIC	\$928.57	EA	\$2,785.71
3	SA-MSG-ALSL-5Y	SPT V-ANLYT STD 5YR	\$650.00	EA	\$1,950.00
1	873391-00901	V-ANLYT ADV RPT PKG LIC	\$5,000.00	EA	\$5,000.00
<b>VESTA™ Analytics Standard Server Equipment for Virtualized Server Bundle - ML350/G9</b>					
<i>Note: Additional Hardware to be installed in DDS-B Server.</i>					
1	BA-M00-ASA0-3	V-ANLYT STD ADD-ON	\$9,377.14	EA	\$9,377.14
<b>VESTA™ Analytics Subtotal</b>					<b>\$23,198.57</b>

**Managed Services**

Qty.	Part No.	Description	Unit Price	U/M	Total
1	809800-14150	<b>Monitoring &amp; Response Activation Fee</b> M&R ACT FEE, SMALL SITE	\$2,428.57	EA	\$2,428.57
3	871499-01206	<b>Monitoring &amp; Response License &amp; Support Fees</b> M&R 3.0 LIC SVR <i>Note: Includes (2) DDS Servers and (1) Analytics</i>	\$555.71	EA	\$1,667.14
3	809800-14165	M&R 3.0 SVR SRVC 5YR	\$7,985.71	EA	\$23,957.14



4	871499-01211	M&R 3.0 WKST LIC	\$101.43	EA	\$405.71
		<i>Note: Includes (3) Workstations, (1) Management Console.</i>			
4	809800-16165	M&R 3.0 WKST SRVC 5YR	\$2,211.43	EA	\$8,845.71
2	871499-01212	M&R 3.0 LIC VM HOST	\$101.43		\$202.86
10	871499-01210	M&R 3.0 IP DEVICES LIC	\$101.43	EA	\$1,014.29
		<i>Includes (2) MDS Servers, (2) Virtual Machines, (2) M1K Gateways, (2) Firewalls for SMS,, (2) Cisco Switches,</i>			
12	809800-16170	M&R 3.0 IP DEV SRVC 5YR	\$2,211.43	EA	\$26,537.14
		<i>Managed Services - Implementation Fee</i>			
		<i>Note: Includes (3) Servers, (4) Workstations, (1) Management Consol.</i>			
7	809800-14152	MGD SERV DEV & IMPL	\$107.14	EA	\$750.00
		<i>Anti-Virus Solution</i>			
7	809800-14175	VIRUS PROTECT 3.0 SVC 5YR	\$565.71	EA	\$3,960.00
		<i>Patch Management Solution</i>			
7	809800-16215	PATCH MGMT 3.2 SVC 5YR	\$1,494.29	EA	\$10,460.00
<b>Managed Services Subtotal</b>					<b>\$80,229.57</b>

### Critical Spares

Qty.	Part No.	Description	Unit Price	U/M	Total
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
1	64007-50022	KEYPD 24K 25F USBCBL CP24	\$177.14	EA	\$177.14
1	850830-03201	BASIC SAM HDWR KIT	\$1,652.86	EA	\$1,652.86
1	02800-20500	HDST 4W MOD BK ELEC MIC	\$45.71	EA	\$45.71
1	03044-20000	HDST CORD 4W 12FT MOD BK	\$4.29	EA	\$4.29
<b>Critical Spares Subtotal</b>					<b>\$8,718.57</b>

### Extended Warranties

Qty.	Part No.	Description	Unit Price	U/M	Total
		<b>Server Extended Warranty</b>			
		<i>Note: Includes (2) VESTA® 9-1-1 Servers</i>			
2	04000-01570	WARR 24X7 ML350G9 5YR	\$2,607.14	EA	\$5,214.29
		<i>Note: Upgrade &amp; uplift from 3YR warranty 9x5 NBD to 5YRs, 24x7, 4 hour response time.</i>			
		<b>Workstation Extended Warranty</b>			
		<i>Note: Includes (4) Workstations, (1) Management Console</i>			
4	04000-01593	WARR 24X7 600G2/705G2 5YR	\$538.57	EA	\$2,154.29
		<i>Note: Warranty upgrade from 3YRs warranty 9x5 NBD to 5YRs 24x7, 4 hour response.</i>			
<b>Extended Warranties Subtotal</b>					<b>\$7,368.58</b>



### Airbus DS Communications Services

Qty.	Part No.	Description	Unit Price	U/M	Total
64	809800-17101	<b>Field Engineering</b> FIELD ENG-PRIMARY  <i>Notes: 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.</i>	\$142.86	EA	\$9,142.86
2	000001-06701	<b>Training</b> VSENT 4.X AGENT TRNG  <i>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.</i>	\$1,714.29	EA	\$3,428.57
1	000001-06704	VSENT 4.X ADMIN TRNG  <i>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.</i>	\$5,714.29	EA	\$5,714.29
1	000002-24404	V-ANLYT ADMIN TRNG <i>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.</i>	\$2,857.14	SU	\$2,857.14
1	000001-06800	V9-1-1 SMS ADMIN DELTA TR <i>Note: VESTA® 9-1-1 SMS Admin Delta training for system administrators. Includes (1) 1/2 day class for up to 8 students. Includes trainer's daily training expenses and travel.</i>	\$1,714.29	EA	\$1,714.29
2	000001-06801	V9-1-1 SMS AGENT DELTA TR  <i>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.</i>	\$857.14	EA	\$1,714.29
<b>Airbus DS Communications Services Subtotal</b>					<b>\$24,571.43</b>

#### Summary

Qty	Product Code	Product Description	Ext. Price
1		VESTA® 9-1-1 w/5 Years Software Support	\$113,458.58
1		VESTA™ Analytics w/5 Years Software Support	\$23,198.57
1		5 Years Managed Services (M&R, Anti Virus and Patch Management)	\$80,228.57
1		Onsite Critical Spares	\$8,718.57
1		HP Extended Warranties	\$7,368.58
1		Airbus DS Communications Services	\$24,571.43
1		Carousel Industries Installation	\$26,800.36
1		Carousel Industries - Project Management	\$9,017.86
1		5 years Carousel Essential Onsite Support	\$39,827.59
1		Carousel Security Appliance 60D 5 Year	\$4,147.00
1		Minor Materials	\$450.00

Pricing is valid for 90 days

Total Equipment & Services Cost:	\$337,787.10
Airbus Migration Incentive	-\$23,951.10
<b>Total This Site:</b>	<b>\$313,836.00</b>