



**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

Call Handling Equipment (CHE) Replacement

### GRANT APPLICANT PROFILE/PROJECT CONTACT

PSAP/HOST PSAP NAME: Gloucester County

CONTACT TITLE: Sheriff

CONTACT FIRST NAME: Darrell

CONTACT LAST NAME: Warren

ADDRESS 1: 7502 Justice Dr.

ADDRESS 2: 2T

CITY: Gloucester

ZIP CODE: 23061

CONTACT EMAIL: [dwarren@gloucesterva.info](mailto:dwarren@gloucesterva.info)

CONTACT PHONE NUMBER: 804-693-1103

CONTACT MOBILE NUMBER: 804-815-1607

CONTACT FAX NUMBER: 804-693-1444

REGIONAL COORDINATOR: Lyle Hornbaker

### HOST PSAP AND PARTICIPATING PSAPS/LOCALITIES

_____	_____
_____	_____
_____	_____
_____	_____

### 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- Technically Outdated\*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**If technically outdated or non-vendor supported, application MUST include age and/or version of hardware/software.**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:

Vesta Pallas, BCM 400, purchased August 2009, Non-Vendor Supported

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**PRIORITY/PROJECT FOCUS** CALL HANDLING EQUIPMENT

**FINANCIAL DATA**

Amount Requested: \$ 150,000

Total Project Cost: \$ 270,000



## 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:**

Gloucester County currently has Vesta Pallas, BCM 400 that was purchased in 2009. The BCM 400 variant that Gloucester purchased and currently uses will reach “End of Support Delivery (EoL) on December 31, 2016 and after that point service will only be provided as a “best effort”. Best effort maintenance is not consistent with mission critical public safety nature of CHE, therefore replacement is critical.

There are no capital funds currently identified to replace the systems, however the need is recognized. Gloucester plans to replace the system in FY19. The grant funds will offset the financial burden for the cost of the project. Receipt of \$150,000 in PSAP grant funding will reduce the net expenditure to approximately \$100,000, which is much more attainable. Without this upgrade the Gloucester County will continue to be at 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 system will be sustained by a vendor maintenance agreement funded by the County. This upgrade will allow Gloucester County to integrate into the most up-to-date state of the art technology that is currently available. The new equipment will allow Gloucester County to provide a higher level of service for current and future technology for Gloucester County.

Gloucester County’s plan to procure new CHE equipment and obtain the most valuable pricing owing to economy of scale. Further, Gloucester will be tied together with other regional partners (York, James City, Williamsburg, Suffolk, Isle of Wight and Poquoson) via a public safety grade wide area network that will provide continuing opportunities for further collaboration to include back up and redundant 9-1-1 services, as such it is important for CHE equipment to be compatible. The wide area network is part of broader public safety system.



## 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 9-1-1 Comprehensive Plan by updating out of date call handling equipment by providing a state of the art NG9-1-1 capable system that will support future upgrades required with new technology.

## PROJECT OBJECTIVES

**Describe the objectives that will support the goals identified above:**

The objective is simply to replace existing outdated and non-vendor supported CHE with state of the art NG9-1-1 capable systems in each locality that will support future upgrades and potential future collaboration.



**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:**  
  
Not applicable

**Describe the intended collaborative efforts and resource sharing opportunities:**  
  
Not applicable



PROJECT PHASE	PLANNED COMPLETION DATE
<p><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.</p>	<p><b>9/1/2017</b></p>
<p><b>DESIGN/PLANNING</b> - Requirements are documented, components to be purchased are identified, and general design is documented.</p>	<p><b>1/1/2018</b></p>
<p><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.</p>	<p><b>7/1/2018</b></p>
<p><b>IMPLEMENTATION</b> - Purchased components are delivered and installed and training is performed</p>	<p><b>12/1/2018</b></p>
<p><b>TESTING/COMPLETION</b> - Performance of system/solution is validated and system/solution goes “live”</p>	<p><b>4/1/2018</b></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.

Motorola Solutions cost estimate:

Emergency Call Works (ECW) Call Station Geo-diverse

Six (6) positions @ \$45,000 each with project total: \$270,000 approx.

Airbus Communications cost estimate:

Six (6) positions @ \$42,000 each with project total: \$250,000 approx.

Note that the specified equipment is only for budget purposes and future evaluation may guide the selection of alternate equipment. It is important to note also that these are only estimates and a more detailed review will be required prior to issuing an RFP. The PSAP will be purchasing an NG9-1-1 compatible state of the art current production CHE.



## EVALUATION

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

The primary evaluation will be described in the vendor's statement of work and the achievement will be identified during the acceptance testing by the project managers. The ultimate identification of the project's success will be from the system's live performance by properly processing emergency/non-emergency calls for service and the ability to accept and handle Text to 9-1-1 calls for service



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

How would a consolidation take place and provide improved service:

Not applicable

How should it be organized and staffed:

Not applicable

What services should it perform:

Not applicable

How should policies be made and changed:

Not applicable



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

How should it be funded:

Not applicable

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

Not applicable

FEBRUARY 2014

# CASSIDIAN COMMUNICATIONS PRODUCT DISCONTINUATION NOTICE

DOCUMENT ID: PDN VP140228  
TITLE: VESTA® PALLAS™ – END OF SALE / SUPPORT PLAN  
EFFECTIVE DATE: FEBRUARY 28, 2014

## INTRODUCTION

With the world of mission-critical communications ever-changing, Cassidian Communications, an Airbus Group, Inc. company, remains committed to delivering solutions that best address your **CRITICAL MATTERS™**. As part of this effort, Cassidian Communications is providing this Product Discontinuation Notice (PDN) to announce a change in the product lifecycle for the VESTA® Pallas™ solution.

Communication with our customers is essential in order to set appropriate expectations of service support levels throughout the lifecycle and retirement of a product. For our partners and customers, this information may be used to manage deployments, plan for upgrades, prepare for support needs, and develop migration and transition strategies.

Information on part numbers, quoting, last time purchase dates, support delivery plans and migration options are included below.

## BACKGROUND

Cassidian Communications introduced the VESTA Pallas solution in 2003, and it has since provided reliable 9-1-1 and administrative call-processing to fit the operational needs of call centers. VESTA Pallas established a clear migration path for those VESTA® Standard™ customers in need of an advanced IP-based Computer Telephony Integrated (CTI) solution while maintaining uniformity in desktop user interface (UI). Over time, technology has evolved such that much of the hardware and software required for this product has started to become obsolete. As a result, we are announcing the End of Sale for VESTA Pallas with PBXs based on the Avaya BCM450 and End of Support Delivery for VESTA Pallas with PBXs based on the Avaya BCM400 and Avaya BCM450.

## FUTURE SALES & SUPPORT PLANS

In order to continue to protect current customers' investment in the VESTA Pallas solution, Cassidian Communications is offering our customers the opportunity to maintain and expand their current systems while budgeting for migration to Cassidian Communications' VESTA®/Sentinel® 4 solution. The schedule and details of the sales and support delivery plan are outlined below.

## END OF NEW SYSTEM SALES

Cassidian Communications will no longer accept orders for new VESTA Pallas systems effective immediately.

The terms of this announcement are as follows:

- **New quotes:** Effective immediately, Cassidian Communications will no longer provide quotes for new VESTA Pallas systems.
- **Existing quotes:** Cassidian Communications will honor outstanding quotes based on original quote date plus 120 days.
- **Existing orders:** All existing orders will be honored as is.

## SUPPORT DELIVERY FOR CUSTOMERS

Cassidian Communications appreciates our loyal customers and recognizes the need to plan for solution changes. We have structured our ongoing support to facilitate that transition by continuing to serve our customers through:

- **Existing system expansion:** Customers desiring to expand their existing VESTA Pallas system to address growth/capacity needs may purchase in accordance with the End of Expansion Sale milestone identified below.
- **Spare parts available:** Spare parts are available for purchase in accordance with the End of Expansion Sale milestone identified below.
- **Existing support contracts:** Existing support contracts will be honored until the contract expires.
- **Support renewal:** Support renewal is available for purchase in accordance with the End of Support Contract Renewal milestone identified below.
- **Repair:** For systems not covered under an active Cassidian Communications warranty, out-of-warranty repair is available on time & materials basis per Cassidian Communications' standard Hardware Repair & Warranty Policy.
- **Technical Support:** Phone support will be available to customers with active support contracts in accordance with the End of Support Delivery milestone identified below. Customers that do not have active support contracts will be referred to Cassidian Communications' Contracts Department to facilitate the activation of support if appropriate.

Cassidian Communications will continue to support customers per the terms of the customer's current contract with Cassidian Communications.

## SUMMARY OF MILESTONE DATES

	Milestone	Description	Effective Date
End of Sale	End of Sale	The end of new system sales for VESTA Pallas.	February 28, 2014
	End of Expansion Quote*	The final date to obtain quotes for upgrades, spares and add-ons for the Avaya BCM450.	May 18, 2015 or while supplies last, whichever is sooner
	End of Expansion Sale*	The final date on which upgrades, spares and add-ons will be available for sale for the Avaya BCM450.	September 18, 2015 or while supplies last, whichever is sooner

End of Support (Avaya BCM 400)	End of Support Contract Renewal	The last date to extend or renew a support contract for VESTA Pallas / BCM400 systems. The extension or renewal period cannot extend beyond the End of Support Delivery date.	December 31, 2015
	End of Support Delivery (EoL)	The last date to receive support for VESTA Pallas / BCM400 (or earlier units) systems. Cassidian Communications will provide best effort to resolve any issues beyond the given date.	December 31, 2016
End of Support (Avaya BCM 450)	End of Support Contract Renewal	The last date to extend or renew a support contract for VESTA Pallas / BCM450 systems. The extension or renewal period cannot extend beyond the End of Support Delivery date.	September 30, 2017
	End of Support Delivery (EoL)	The last date to receive support for VESTA Pallas / BCM450 systems. Cassidian Communications will provide best effort to resolve any issues beyond the given date.	September 30, 2018

*\*Customers are encouraged to review their spares inventory and account for future support while equipment is still obtainable. Availability is subject to change based on supply and demand. Cassidian Communications will notify customers formally if pricing or availability status changes.*

*In accordance with previous product announcements, certain expansions (spares and add-ons) are available to VESTA Pallas customers running the BCM450 Base Unit only. Please reference the Summary of Previous Product Announcements section (as follows) for details.*

## SUMMARY OF PREVIOUS PRODUCT ANNOUNCEMENTS

Cassidian Communications previously issued (2) PDN notifications to inform customers of the LTB opportunity for Server 2003-supported servers and Windows XP-supported workstations.

- **PDN PE120403 (April 3, 2012)**  
Planning for Microsoft® Windows® XP Professional / Windows® Server® 2003 Operating System Discontinuation
- **PDN PE120622 (June 22, 2012)**  
Courtesy Reminder for Last Time Buy of Microsoft® Windows® XP Professional / Windows Server® 2003 Operating Systems

The below outlines previous VESTA Pallas product announcements relative to product availability:

DATE	NOTICE #	NOTICE TITLE	SUMMARY
04/03/2012	PE120403 (PDN)	Planning for Microsoft® Windows® XP Professional / Windows® Server® 2003 Operating System Discontinuation	Notifications to inform customers of the LTB opportunity for Server 2003-supported servers and Windows XP-supported workstations.
06/22/2012	PE120622 (PDN)	Courtesy Reminder for Last Time Buy of Microsoft® Windows® XP Professional / Windows Server® 2003 Operating Systems	Notifications to inform customers of the LTB opportunity for Server 2003-supported servers and Windows XP-supported workstations.

The below outlines previous VESTA Pallas product announcements relative to product availability:

DATE	NOTICE #	NOTICE TITLE	SUMMARY
04/05/2010	VP100405 (PDN)	VESTA Pallas PBX Non-Redundant Base Unit No Longer Available	Notification that the Non-Redundant BCM400 Base Unit is no longer available for purchase.
11/23/2010	VP101123 (PDN)	VESTA Pallas PBX 4.0 Base Unit No Longer Available	Notification that the Redundant BCM400 Base Unit is no longer available for purchase and identified the BCM450 as the functional replacement product.
04/12/2011	VP110412 (PCN)	VESTA Pallas PBX 3.5 to 3.6 and 3.6/3.7 to 4.0 Upgrade Kits	Communication of the new part numbers and availability (10/28/2011) for the BCM400 3.5 to 3.6 and 3.6/3.7 to 4.0 software upgrade kits.
08/12/2011	VP110812 (PDN)	VESTA Pallas PBX 3.6/3.7/4.0 Upgrades/Expansions/Spares - Last Time Buy	Communication of the LTB opportunity (10/28/2011) for the BCM400 software and hardware.
10/03/2011	VP111003 (PDN)	Courtesy Reminder for LTB of VESTA Pallas PBX 3.6/3.7/4.0 Upgrades/Expansions/Spares	Courtesy reminder for the LTB opportunity (10/28/2011) for the BCM400 software and hardware.
11/02/2011	VP111102 (PDN)	Date Extension for LTB of VESTA Pallas PBX 3.6/3.7/4.0 Upgrades/Expansions/Spares	Date extension for the LTB opportunity (2/17/2012) for the BCM400 software and hardware.
09/07/2012	VP120907 (PDN)	VESTA Pallas PBX 5.0 and 6.0 Base Unit - Upcoming End of Sales	Communication of the EoS and LTB opportunity (11/1/2012 or while supplies last, whichever is sooner) for the Non-Redundant and Redundant BCM450 5.0/6.0 Base Units.
10/18/2012	VP121018 (PDN)	Courtesy Reminder for Upcoming End of Sales - VESTA Pallas PBX 5.0/6.0 Base Unit	Courtesy reminder for the LTB opportunity (11/1/2012 or while supplies last, whichever is sooner) and notification that the Non-Redundant BCM450 Base Unit is no longer available for purchase.

## MIGRATION

A comprehensive migration strategy to Cassidian Communications VESTA/Sentinel 4 system is in place for Cassidian Communications customers using earlier releases of our Computer Telephony Integration (CTI) solutions, such as VESTA Pallas.

Bringing the best features of two nationally acclaimed products together, the VESTA/Sentinel 4 system establishes the new benchmark for NG9-1-1 call taking. It combines Session Initiation Protocol (SIP) call handling with advanced Cassidian Communications call control technologies to support the emergency and administrative call taking needs of PSAPs with up to 250 positions. It includes standard telephony features such

as Automatic Call Distribution (ACD), one-button transfer and dynamic conferencing. Plus its flexible, open architecture often eliminates the need for a traditional PBX, reducing call center costs and easily accommodating single and multi-site (geo-diverse) deployments.

Most importantly, the VESTA/Sentinel 4 system features an all-new, highly configurable and supremely intuitive user interface (UI), considered a foundational component of our next generation integrated, geospatial multimedia platform.

Please visit the following link to access the Product Bulletin for VESTA/Sentinel 4:  
[http://www.CassidianCommunications.com/pdf/PB\\_Vesta\\_Sentinel4.pdf](http://www.CassidianCommunications.com/pdf/PB_Vesta_Sentinel4.pdf)

We are pleased to extend an **incentive program** to our loyal customers in appreciation for ongoing support of Cassidian Communications' solutions. Please contact your sales representative to discuss the options that best fit your system requirements.

## PART NUMBER INFORMATION

### VESTA PALLAS SOFTWARE:

The following part numbers are discontinued effective immediately:

870899-03102.5	VP 2.5 LIC
870899-03002.6	VP 2.6 FOR PBX 3.7
870899-03102.6	VP 2.6 LICENSE ONLY
870899-20201	VSAT CTI2.6 PALLAS PBX3.7
870899-03012.6	VP 2.6 FOR PBX 4.0
870890-20601	VP 2.6 SP1
870899-20401	VSAT CTI2.6 PALLAS PBX4.0
870890-20301	TPI 1.6 VP 2.6
870899-03002.7	VP 2.7 FOR PBX 3.7
870899-23701	VSAT CTI2.7 PALLAS PBX3.7
870899-03012.7	VP 2.7 FOR PBX 4.0
870899-23801	VSAT CTI2.7 PALLAS PBX4.0

The following part numbers are available for ordering to support existing customers in accordance with the End of Expansion Sale milestone:

870899-03002.6U	VP 2.6 FOR PBX 3.7 UPGD
870899-03102.6U	VP 2.6 UPGRADE LICENSE
870899-20201U	VSAT CTI2.6 VP PBX3.7 UPG
870899-03012.6U	VP 2.6 FOR PBX 4.0 UPGD
870899-20401U	VSAT CTI2.6 VP PBX4.0 UPG
870899-03002.7U	VP 2.7 FOR PBX 3.7 UPGD
870899-23701U	VSAT CTI2.7 VP PBX3.7 UPG
870899-03012.7U	VP 2.7 FOR PBX 4.0 UPGD
870899-03102.7U	VP 2.7 UPGD LICENSE ONLY
870899-23801U	VSAT CTI2.7 VP PBX4.0 UPG
870899-03112.7	VP 2.7 FOR PBX 5.0

870899-03102.7	VP 2.7 LICENSE ONLY
870899-03112.7U	VP 2.7 FOR PBX 5.0 UPGD
870899-23901	VSAT CTI2.7 PALLAS PBX5.0
870899-23901U	VSAT CTI2.7 VP PBX5.0 UPG
870899-03013.0U	VP 3.0 FOR PBX 4.0 XP UPG
870891-03013.0U	VP 3.0 UPGD LIC ONLY
870891-03013.0	VP 3.0 LIC ONLY
870899-24001U	VSAT CTI3.0 VP PBX4.0 UPG
870899-03213.0	VP 3.0 FOR PBX 5.0 XP
870899-03213.0U	VP 3.0 FOR PBX 5.0 XP UPG
870899-03113.0U	VP 3.0 FOR PBX 5.0 W7 UPG
870899-24301	VSAT CTI3.0 PBX 5.0 XP
870899-24101U	VSAT CTI3.0 PBX5.0 W7 UPG
870899-03303.0	VP 3.0 FOR PBX 6.0 XP L/D
870899-03303.0U	VP 3.0 FOR PBX 6.0 XP UPG
870899-03203.0	VP 3.0 FOR PBX 6.0 W7 L/D
870899-03203.0U	VP 3.0 FOR PBX 6.0 W7 UPG
870899-24201	VSAT CTI3.0 PBX6.0 W7
870899-24201U	VSAT CTI3.0 PBX6.0 W7 UPG
870809-00201**	V ALI INTFC MOD
870809-00101**	V CAD INTFC MOD
870809-00201U**	V ALI INTFC MOD UPGD
870809-00101U**	V CAD INTFC MOD UPGD
870810-00602**	VIRR PHN/RAD MOD
870810-00602U**	VIRR PHN/RAD MOD UPGD
870810-01101**	VCDR SVR MOD
870810-01101U**	VCDR SVR MOD UPGD
870810-01102**	VCDR MNTR LIC
870810-01102U**	VCDR MNTR LIC UPGD
870899-10401**	VALIFAX
870890-19301**	VESTA ALIFAX FEATURE PACK
870899-14101	VSAT RPU PALLAS SERVER
870899-17101	VSAT DATA PALLAS SVR
870899-20301	VSAT DATA PALLAS WKSTN

## VESTA PALLAS SOFTWARE SUPPORT

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

809800-90201	SPT VP 1YR PCML
809800-90202	SPT VP 2YR PCML

809800-90203	SPT VP 3YR PCML
809800-90204	SPT VP 4YR PCML
809800-90216	SPT VP SW 1 MTH
809800-90217	SPT VP SW 2 MTH
809800-90218	SPT VP SW 3 MTH
809800-90219	SPT VP SW 4 MTH
809800-90220	SPT VP SW 5 MTH
809800-90221	SPT VP SW 6 MTH
809800-90222	SPT VP SW 7 MTH
809800-90223	SPT VP SW 8 MTH
809800-90224	SPT VP SW 9 MTH
809800-90225	SPT VP SW 10 MTH
809800-90226	SPT VP SW 11 MTH
809800-90211	SPT VP 1YR NON-PCML
809800-00239	SPT VP 2YR NON-PCML
809800-90212	SPT VP 3YR NON-PCML
809800-00240	SPT VP 4YR NON-PCML
809800-04001	SPT VSAT PALLAS CTI Y1PEI
809800-04002	SPT VSAT PALLAS CTI Y2PEI
809800-04003	SPT VSAT PALLAS CTI Y3PEI
809800-04004	SPT VSAT PALLAS CTI Y4PEI
809800-04006	SPT VSAT PALLAS CTI Y1 NP
809800-04007	SPT VSAT PALLAS CTI Y2 NP
809800-04008	SPT VSAT PALLAS CTI Y3 NP
809800-04009	SPT VSAT PALLAS CTI Y4 NP
809800-80106**	SPT VIRR THRU YR1 PEI
809800-80107**	SPT VIRR THRU YR2 PEI
809800-80108**	SPT VIRR THRU YR3 PEI
809800-80109**	SPT VIRR THRU YR4 PEI
809800-80110**	SPT VIRR THRU YR1 NPEI
809800-80111**	SPT VIRR THRU YR2 NPEI
809800-80112**	SPT VIRR THRU YR3 NPEI
809800-80113**	SPT VIRR THRU YR4 NPEI
809800-80141**	SPT VALIFAX THRU YR1 PEI
809800-80142**	SPT VALIFAX THRU YR2 PEI
809800-80012**	SPT VALIFAX THRU YR3 PEI
809800-80143**	SPT VALIFAX THRU YR4 PEI
809800-80144**	SPT VALIFAX THRU YR1 NPEI
809800-80145**	SPT VALIFAX THRU YR2 NPEI
809800-80146**	SPT VALIFAX THRU YR3 NPEI

809800-80147**	SPT VALIFAX THRU YR4 NPEI
809800-04031	SPT VSAT PALLAS RPU Y1PEI
809800-04032	SPT VSAT PALLAS RPU Y2PEI
809800-04033	SPT VSAT PALLAS RPU Y3PEI
809800-04034	SPT VSAT PALLAS RPU Y4PEI
809800-04036	SPT VSAT PALLAS RPU Y1 NP
809800-04037	SPT VSAT PALLAS RPU Y2 NP
809800-04038	SPT VSAT PALLAS RPU Y3 NP
809800-04039	SPT VSAT PALLAS RPU Y4 NP
809800-04011	SPT VSAT DATA PALLAS Y1PE
809800-04012	SPT VSAT DATA PALLAS Y2PE
809800-04013	SPT VSAT DATA PALLAS Y3PE
809800-04014	SPT VSAT DATA PALLAS Y4PE
809800-04016	SPT VSAT DATA PALLAS Y1NP
809800-04017	SPT VSAT DATA PALLAS Y2NP
809800-04018	SPT VSAT DATA PALLAS Y3NP
809800-04019	SPT VSAT DATA PALLAS Y4NP

## VESTA PALLAS MULTI-TRUNK UNIT (MTU)

The following part numbers are available for ordering to support existing customers in accordance with the End of Expansion Sale milestone:

852204-00101**	MTU BASE UNIT
852204-00201**	RDNT PKG - MTU
852210-00401**	ACTIVE CAMA MODULE
872299-00101	MTU FIRMWARE - PALLAS
852210-00301**	MTU SHELF
852210-00901**	CPU CARRIER MODULE
852210-00101**	POWER MODULE (MTU)
832211-00606-FRU**	MTU FAN CARD - FRU
832201-00101**	CBL MTU PWR BUSS
862306-00501**	TELEPHONE BKUP 4-LINE
852204-00301**	CROSS-CONN ASSY BKUP PHN

## VESTA PALLAS MULTI-TRUNK UNIT (MTU) FIRMWARE SUPPORT

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

809800-90301**	SPT THRU YR 1 MTU FW
809800-90302**	SPT THRU YR 2 MTU FW
809800-90303**	SPT THRU YR 3 MTU FW

809800-90304**	SPT THRU YR 4 MTU FW
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## VESTA PALLAS PBX

The following part numbers are discontinued effective immediately:

862309-00201	PBX 3.7 EXPANSION SHELF
870890-16404	NORTEL COMPONENTS 3.1
870890-16405	NORTEL COMPONENTS 4.0

The following part numbers are available for ordering to support existing customers in accordance with the End of Expansion Sale milestone:

862309-00403	PBX 5/6.0 EXPAN SHLF RNDT
04000-07105	PBX 5/6.0 EXP PORT LIC
862311-01001	PBX 5.0/6.0 CAP EXP CARD
862304-00503	PBX 5.0/6.0 RAID UPGD KIT
862304-00102	PBX 5/6.0 RDNT UPGD KITV2
852204-00401	BNDL PALLAS PYXIE 24P
862311-00901	CARD 4 PORT (50PIN X2)
862311-00801	CARD 8-PORT GATM
862304-01301	KIT CARD COMBO 4X16
862304-01001	KIT 8-PORT GATM
832201-01001	CBL VP GATM8/PTCHPNL 9FT
862311-00401	CARD DIGITAL T1/PRI
862311-00501	CARD 16-STATION
862311-00601	CARD 32 DIGITAL STATION
862308-00101	ANALOG TERM ADAPT
862308-00301	GASM8-ANALOG STN MOD
862308-01401	ADID 8-PORT MODULE
862309-00801	NON-RDNT PS PBX 5.0/6.0
862309-00701	RDNT PWR SPLY PBX 5.0/6.0
862308-00401	COOLING FAN SPARE FRU PBX
862308-01201	COOLING FAN SPARE FRU EXP
862308-00510	PBX 5/6.0 POP BFT ASSY
862308-00910	PBX 5.0/6.0 PRG HDD FRU
862308-00610	PBX 5/6.0 BLANK HDD FRU
862304-01201	PALLAS PBX Y-CBL FM KIT
862306-00401	VP PHN BLK 1-BTN
862306-00301	VP PHN BLK 8-BTN
862306-00201	VP PHN BLK 16-BTN
862308-00801	T24-24 BUTTON KIM
862304-01504	PHN 1140 VPPBX5/6.0 IPBND

862304-01505	PHN 1120 VPPBX5/6.0 IPBND
04000-43120	IP KEY EXP MOD 1120/1140E
04000-43211	PWR SPLY VP IP PHN
04000-43212	PWR SPLY CORD VP IP PHN
862306-00601	PHN IP 1140E
862306-00701	PHN IP 1120E
04000-43110	PHN i2004 IP
04000-43111	IP KEY EXP MOD 2004 PHN
04000-43210	PHN I-2007 IP
04000-00146	SWITCH 3-PORT
04000-02070	HDST PALLAS PHN T7300
862304-01432	PBX 5.0 TO 6.0 UPGD KIT
872399-00701	PBX 5/6.0 LAN CTE 1 SEAT
04000-10170	PBX5/6.0 VOICE MAIL 1SEAT
04000-07106	PBX 5/6.0 NTWK MCDN
04000-07104	PBX 5/6.0 VOIP GATE LIC
04000-07107	LIC IP PALLAS PBX 5/6.0
832201-00401-018	CBL PALLAS CFG 25PR 18FT
832201-00601-16P	CBL PALLASPYXIE 16P-53IN
832201-00601-24P	CBL PALLASPYXIE 24P-53IN
832201-00601-8P	CBL PALLASPYXIE 8P-53IN
832201-00701-16P	CBL PALLASPYXIE 16P-9FT
832201-00701-24P	CBL PALLASPYXIE 24P-9FT
832201-00701-8P	CBL PALLASPYXIE 8P-9FT
832201-00801-16P	CBL PALLASPYXIE 16P-3FT
832201-00801-24P	CBL PALLASPYXIE 24P-3FT
832201-00801-8P	CBL PALLASPYXIE 8P-3FT
832201-00901-16P	CBL PALLASPYXIE 16P-5FT
832201-00901-24P	CBL PALLASPYXIE 24P-5FT
832201-01101	CBL PALLAS FLIC 9FT
852204-00401	BNDL PALLAS PYXIE 24P
862314-00101	PALLAS PERIPHERAL EQUIP

## VESTA PALLAS AUDIO DEVICE

The following part number is available for ordering to support existing customers in accordance with the End of Expansion Sale milestone:

850808-00702**	AUDIO CONTROL UNIT (ACU)
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## VESTA PALLAS SERVICES

The following part numbers are discontinued effective immediately:

809800-80401	PALLAS CFG
809800-80400	PALLAS STG PER POS
809800-24001**	EXT WARR PROP HDWR 3YR
809800-25001**	EXT WARR PROP HDWR 4YR
809800-26001**	EXT WARR PROP HDWR 5YR
812200-00101	PALLAS PBX T&M
812200-00201	PALLAS PBX EXPDT FEE
812200-00401	PALLAS PBX SVC MAINT 1YR
812200-00501	PALLAS PBX PARTS MAIN 1YR
809800-04005	SPT VSAT PALLAS CTI Y5PEI
809800-04010	SPT VSAT PALLAS CTI Y5 NP
809800-80002**	SPT VIRR THRU YR5 PEI
809800-80114**	SPT VIRR THRU YR5 NPEI
809800-80040**	SPT VALIFAX THRU YR5 PEI
809800-80025**	SPT VALIFAX THRU YR5 NPEI
809800-04035	SPT VSAT PALLAS RPU Y5PEI
809800-04040	SPT VSAT PALLAS RPU Y5 NP
809800-04015	SPT VSAT DATA PALLAS Y5PE
809800-04020	SPT VSAT DATA PALLAS Y5NP
809800-90305**	SPT THRU YR 5 MTU FW

The following part numbers are available for ordering to support existing customers in accordance with the End of Expansion Sale milestone:

809800-70001**	SYS SVR CFG
809800-29001**	V SVR CFG NPEI
809800-90001**	V WKST CFG PEI
809800-28001**	V WKST CFG NPEI
809800-90230	VP RETRIEVE AUTODIAL SRV

## VESTA PALLAS TRAINING

The following part numbers for VESTA Pallas training courses are discontinued effective immediately:

000000-26508	VP I&M/PRGM SUIT TRNG
000000-26505	VP DELTA SUIT TRNG
000000-06508	VP I&M/PRGM TRNG
000000-06505	VP I&M 3.7/4.0 DELTA TRNG
000000-66501	VP AGENT RFSHR CBT TRNG
000000-76501	VP AGENT RFSHR LMS TRNG

The following part numbers for VESTA Pallas training courses are available for ordering through June 2, 2014 and will be conducted through September 1, 2014. Cassidian Communications recommends customers to review

their future training needs and take advantage of the VESTA Pallas Agent Train-The-Trainer (TTT) course while available.

000000-26500	VP I&M/AD SUIT TRNG
000000-06500	VP I&M/ADMIN TRNG
000000-46501	VP AGENT TRNG
000000-26504	VP ADMIN TRNG
000000-66506	VP AGENT BNDL SITE TRNG
000000-56502	VP AGENT TTT TRNG

*\*\*Common part number to multiple Cassidian Communications product lines. Part numbers reflecting this designation will continue to be available for these other product lines only.*

## ORDERING INFORMATION

To place an order, please email [insidesales@CassidianCommunications.com](mailto:insidesales@CassidianCommunications.com) or call Cassidian Communications Order Management team at 800.491.1734. Please allow 6-8 weeks for delivery after receipt of order (ARO). This PDN is effective immediately.

## 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@CassidianCommunications.com](mailto:productlinemanagement@CassidianCommunications.com). We appreciate your continued support of our products and look forward to working with you in the continued evolution of Cassidian Communications technology.

– The Cassidian Communications Product Team

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## **Bradsher, Pamela**

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**From:** Patty Holtschneider <patty.holtschneider@motorolasolutions.com>  
**Sent:** Monday, September 19, 2016 3:51 PM  
**To:** Bradsher, Pamela; Hall, Terry; Holtschneider Patty-CGVS01  
**Subject:** Re: IOW & Gloucester Grant - Urgent

Pam:

As requested here is an estimate per your email:

Gloucester and Isle of Wight, VA - ECW Call Station Geodiverse - 6 positions at each host (12 total) - **\$550,055.58**  
Gloucester, VA - ECW Callstation Stand Alone - 6 positions - **\$269,795.60**  
Isle of White, VA - ECW Callstation Stand Alone - 6 positions - **\$269,795.60**

Let me know if you need anything else.

Thank you;

*Patty Holtschneider*

### **Contact Information:**

Patty Holtschneider

MSSSI Vice President; Strategic Projects

Motorola Solutions, Inc.

98 Rollingbrook Way

Catonsville, MD 21228

Email: [patty.holtschneider@motorolasolutions.com](mailto:patty.holtschneider@motorolasolutions.com)

Office/Mobile: 410-952-7015; Fax: 847-761-1261

*There are no secrets to success. It is the result of preparation, hard work and learning from failure". General Colin L. Powell*

***LEAD = Listen; Empathize; Add Value; Deliver***

On Thu, Sep 15, 2016 at 12:48 PM, Bradsher, Pamela <[pamela.bradsher@yorkcounty.gov](mailto:pamela.bradsher@yorkcounty.gov)> wrote:

## Bradsher, Pamela

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**From:** Leon Malinoski <Leon.Malinoski@airbus-dscomm.com>  
**Sent:** Thursday, September 15, 2016 5:03 PM  
**To:** Bradsher, Pamela  
**Subject:** RE: Terry Hall requesting Quote for CPE

More detail would be required to work up an accurate cost estimate. The OTHER larger question would be if these are to be positions added to York or are they to remain stand-alone positions. I will try to answer in both contexts.

Also there is a significant difference between a competitively estimated/priced solution and one possibly acquired from a preferred channel partner. What I can provide is in general terms and not particular to any one service partner. If there is a "preference" for a particular channel partner, than pricing should come from them directly as I cannot determine what actual costs they need to apply.

Some of the other items to consider:

- In the case of Isle of Wright and Gloucester, as a non-Airbus user and Airbus user they fall into two different categories. Gloucester as an existing customer with existing support contracts to Dec 2016 and providing their support is current at time of order; Gloucester is eligible for zero dollar software license upgrades from the VESTA Pallas. Isle of Wright has a competitor's solution and would not fall into an existing site / user category.
- 1 yr vs 5 yr support costs
- mapping options
- Number of agents and administrators to be trained
- Project management requirements if any

As a Stand-alone Solution:

The last configuration I have in our system for Isle of Wright was for **four** positions. With an estimated 1 yr break fix support by a service provider, I would estimate at \$190K or \$47.5K a position from a service provider. When adding the TWO additional positions there are economies of scale which would likely be achieved. However, in general terms I would estimate a 6 position system for 1 yr with support between \$270 and \$275K.

Gloucester if they maintain their current software support would likely fall around \$240K to \$250K. (6 position system for 1 yr).

As remotes off York:

- If they were to be remote positions off the York/James City solution they would achieve additional economies of scale.
- Gloucester with zero dollar licenses with 1 yr software support and 1 yr of break fix would be estimated at \$215K
  - Isle of Wright with full license costs would be estimated with 1 yr of software support and 1 yr break fix to be around \$245K.

**From:** Bradsher, Pamela [<mailto:pamela.bradsher@yorkcounty.gov>]  
**Sent:** Thursday, September 15, 2016 12:51 PM  
**To:** Leon Malinoski  
**Subject:** Terry Hall requesting Quote for CPE

Terry Hall asked that I contact you to get information (estimated quote) to replace the 9-1-1 Systems with Plant Equipment for Gloucester (6 positions) and Isle of Wight (6 positions). This information is needed for a grant. Can I get the estimate by early next week?

I'm sorry to wait until the last minute to request this.