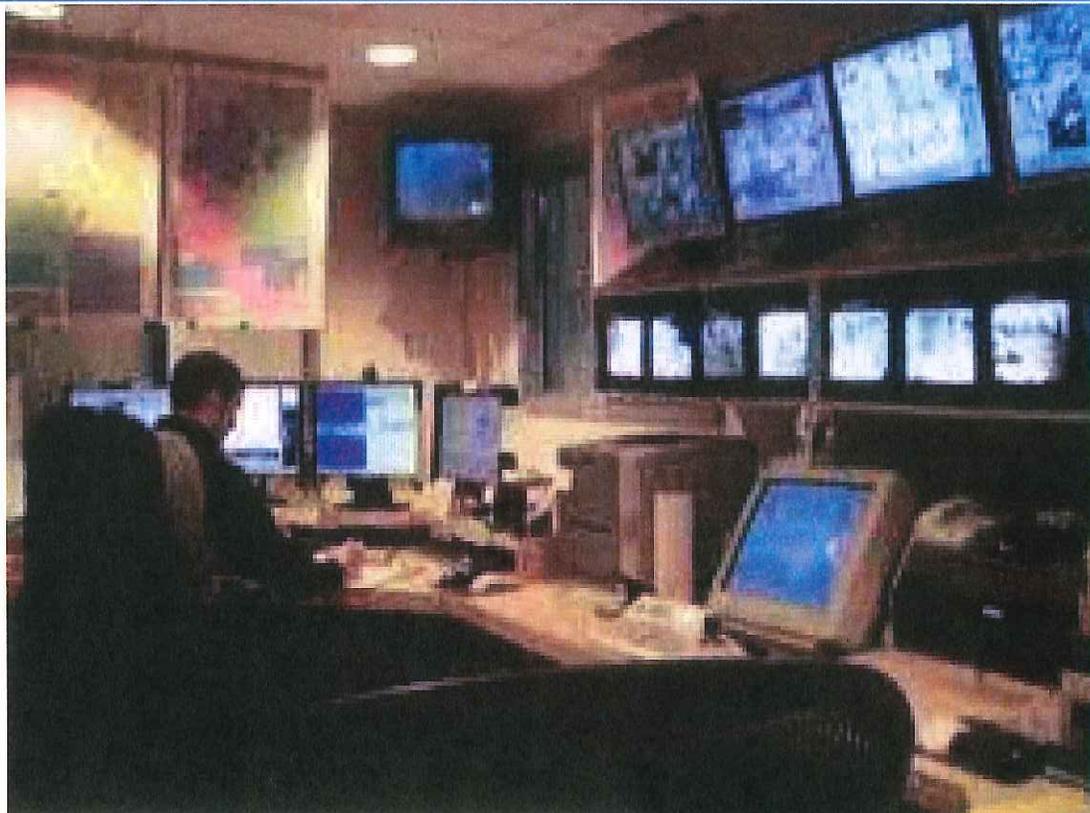




**FY18**

# **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

Greensville Computer Aided Dispatch Replacement

### GRANT APPLICANT PROFILE/PROJECT CONTACT

PSAP/HOST PSAP NAME: Greensville Sheriff's Communications

CONTACT TITLE: Building/Fire Official

CONTACT FIRST NAME: Charles

CONTACT LAST NAME: Veliky

ADDRESS 1: 1781 Greensville County Circle

ADDRESS 2: Click here to enter text

CITY: Emporia

ZIP CODE: 23847

CONTACT EMAIL: mveliky@greensvillecountyva.gov

CONTACT PHONE NUMBER: 434-348-4232

CONTACT MOBILE NUMBER: 434-637-1413

CONTACT FAX NUMBER: 434-348-0696

REGIONAL COORDINATOR: Lyle Hornbaker

### HOST PSAP AND PARTICIPATING PSAPS/LOCALITIES

Greensville Sheriff's Communications

Greensville County

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### GRANT TYPE

XX  Individual PSAP

Shared Services



**TIER**

Out of Service

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Technically Outdated\*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**If technically outdated or non-vendor supported, application MUST include age and/or version of hardware/software.**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

# YEARS of HARDWARE/SOFTWARE:

Windows XP sp3 (platform software)	7
2008 R-2 ( DaPro Server)	7

**PRIORITY/PROJECT FOCUS** CAD

**FINANCIAL DATA**

Amount Requested: \$ 150,000.00

Total Project Cost: \$ 161,662.30



## 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:

Greensville County is seeking to replace our existing DaPro/ I D Networks CAD System. The system was originally installed and maintained by DaPro, approximately 7 years ago. DaPro was purchased by I D Networks several years ago, and, while I D Networks has vowed to continue to support the software for the near future, we believe operational support has been less than adequate to maintain the required level of service to the community.

Our CAD workstations are running Windows XP (sp3), which is no longer supported by Microsoft and is known to have security issues. The CAD Server is running 2008 R2, which is now two versions behind. It is believed that sometime next year support will end for the R2. In the event that happens, our CAD may become unstable at the least, and possibly inoperable do to conflicts with the XP Operating System.

The Sheriff's Office participates in the County's Capital Improvements Projects Plan each year. Because of the other pressing needs of the E-911 Center, and the limited local funding available, money has not been allocated in the Plan thus far for a replacement CAD System.

This project provides extended support and maintenance for years 2-4, insuring the viability of the system through it's anticipated lifespan.

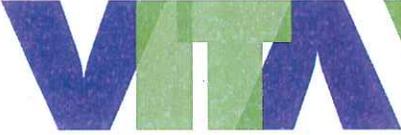


## **PROJECT GOAL**

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

This project addresses locally identified needs and supports the Virginia 9-1-1 Comprehensive Plan by providing the equipment and software that is necessary to not only maintain, but to also expand the current levels of Emergency Services within Greensville County. This new concept of “Bundled” services will allow the Zuercher System to operate seamlessly on the pending NG-911 platform, which will pull detailed data from the Mapping and CAD systems to provide unparalleled information to First Responders. The Project also supports the Statewide Plan by taking steps to protect the reliability and security of the County’s E-911 system, by providing a newer, more secure software Operating Platform, and updated equipment on which it resides.

## **PROJECT OBJECTIVES**



Describe the objectives that will support the goals identified above:

Priority Objective- Replace unsupported Operating System with a newer, more secure platform capable of running the latest and most complex software.

Priority Objective- Replace old technology, poorly supported CAD System with a newer, bundled solution capable of handling the demands of NG911.

Supplemental Objective- Provide call handlers with an easier to use system that will integrate various separate functions into one system.

Supplemental Objective- Provide enhanced features that will increase the level of E-911 services to the citizens, while increasing the safety and effectiveness of First Responders by providing as accurate and detailed information to them as possible.

### **SHARED SERVICES (if applicable)**

Describe the relationship of the project to the participating PSAPs:

Click here to enter text



Describe the intended collaborative efforts and resource sharing opportunities:

[Click here to enter text](#)



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

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

<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>09 / 25 / 16</b>
<b>DESIGN/PLANNING</b> - Requirements are documented, components to be purchased are identified, and general design is documented.	<b>02 / 01 / 17</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>07/ 15 / 17</b>
<b>IMPLEMENTATION</b> - Purchased components are delivered and installed and training is performed	<b>11 / 01/ 17</b>
<b>TESTING/COMPLETION</b> - Performance of system/solution is validated and system/solution goes "live"	<b>03 / 01 / 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.

The cost itemizations listed below include CAD software and services as detailed on the supporting Zuercher quote, minus the non-allowed mobile and RMS amounts. Also included below are the hardware costs associated with the server, as well as workstation quotes for 3 workstations as detailed on the supporting Dell quote. The budget also includes a 10% contingency line item to cover unexpected allowable costs, and any potential cost increases prior to the actual award. Year One support and maintenance is included with the purchase price, and years 2-4 will be purchased with the system.

CAD Software and Services	\$64,997.00
Hardware	\$13,642.36
10% Contingency	\$ 7,863.94
Extended Support and Maintenance (yr2,3,4)	\$75,159.00

TOTAL PROJECT BUDGET	\$161,662.30
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(Greensville County will contribute \$11,662.30 in local funds towards the project)



## EVALUATION

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

Upon completion of installation and testing of all new hardware and software, interoperability with existing remaining software and systems will be verified, and field testing to ensure reliability and conversion of data will be completed. Call handler and administrative training will be provided to ensure that the system is being operated correctly, and to ensure that all capabilities and features of the system are being taken advantage of. Once those goals are satisfied, the system will go live.



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

How would a consolidation take place and provide improved service:

Click here to enter text

How should it be organized and staffed:

Click here to enter text

What services should it perform:

Click here to enter text

How should policies be made and changed:

Click here to enter text



**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

# ZUERCHER

## Updated Public Safety Software Solution Proposal

**Greensville County  
Sheriff's Office**



**Brad Thompson**  
**512.689.8660**  
[brad.thompson@zuerchertech.com](mailto:brad.thompson@zuerchertech.com)

Zuercher Technologies • 4509 W 58<sup>th</sup> Street • Sioux Falls, SD 57108  
605.274.6061 • 877.229.2205



Zuercher Technologies | 4509 W 58th Street | Sioux Falls, SD 57108  
605.274.6061 | 877.229.2205

July 29, 2016

Ryan Aerni  
It System Technician  
Greensville County Sheriff's Office  
174 Uriah Branch Way  
Emporia, VA 23847

Dear Mr. Aerni,

ZUERCHERTECH.COM

Zuercher Technologies is pleased to provide this updated proposal to the Greensville County Sheriff's Office (GCSO) for our public safety software solution. As a follow up to our recent discussion, this proposal makes the following changes to the original May 2016 proposal:

- Removes production servers as the GCSO's system will operate off those at the Emporia Police Department (EPD).
- Adds one warm standby server, one warm standby GIS server, and one warm standby NCIC server.
- Separates GIS-related pricing from CAD, Mobile and Records.

The GCSO is responsible for purchasing its own VPN licenses in order to connect to the EPD's production servers. The pricing provided in this document is contingent upon the EPD moving forward with their project. It is valid for a period of not less than 90 days from publication.

We look forward to providing this solution to the GCSO. Please let us know if you have any questions.

Sincerely,

Brad Thompson  
Account Executive  
[brad.thompson@zuerchertech.com](mailto:brad.thompson@zuerchertech.com)  
512.689.8660



## Zuercher Suite Pricing

Zuercher Technologies provides site licenses for its CAD, RMS, JMS, Financial, Civil, Administration, and Portal software.

The software which is part of Zuercher Suite which is not site-licensed includes the Mobile and Extend products. These have a required agency license, but are also licensed by unit.

Pricing provided in this document is valid for a period of not less than 90 days from publication.

## Non-GIS Pricing

Software and Servers	Comments	Unit	Qty	Price	Total
Zuercher Suite Warm Standby NCIC Server (Virtualized Server, OS, Installation & Testing)			1	\$ 4,000	\$ 4,000
CAD Server License		Per Agency	1	\$ 25,000	\$ 25,000
CAD - Basic Paging Interface (SMS/Email)			1	Included	Included
CAD - E911 (ANI/ALI) Interface			1	Included	Included
CAD - Rip and Run (Fax/Email) Interface			1	Included	Included
CAD - SMS Gateway Service (Yearly for 3000 messages per month)		Per Year	1	\$ 3,000	\$ 3,000
<del>Civil Server License</del>		<del>Per Agency</del>	<del>1</del>	<del>\$ 10,000</del>	<del>\$ 10,000</del>
<del>Mobile Server License</del>			<del>1</del>	<del>\$ 10,000</del>	<del>\$ 10,000</del>
<del>Mobile CAD Client License</del>		<del>Per Unit</del>	<del>25</del>	<del>\$ 450</del>	<del>\$ 11,250</del>
<del>Mobile CIVIL Client License</del>		<del>Per Unit</del>	<del>25</del>	<del>Included</del>	<del>Included</del>
<del>Mobile eCitations Client License</del>		<del>Per Unit</del>	<del>25</del>	<del>\$ 350</del>	<del>\$ 8,750</del>
<del>Mobile Records Client License</del>		<del>Per Unit</del>	<del>25</del>	<del>\$ 950</del>	<del>\$ 23,750</del>
<del>Records Server License</del>			<del>1</del>	<del>\$ 30,000</del>	<del>\$ 30,000</del>
<del>Records eCitations Server License</del>			<del>1</del>	<del>\$ 7,500</del>	<del>\$ 7,500</del>
<del>Records eCitations State-Specific Form</del>			<del>1</del>	<del>\$ 7,500</del>	<del>\$ 7,500</del>
<del>Records - N-Dex Adapter (IA IEPD)</del>			<del>1</del>	<del>Included</del>	<del>Included</del>
<del>Records - VA Crime Reporting (NIBRS) Interface</del>			<del>1</del>	<del>Included</del>	<del>Included</del>
<del>Reporting Server License</del>			<del>1</del>	<del>Included</del>	<del>Included</del>
<del>Reporting Universal Interface Engine</del>			<del>1</del>	<del>Included</del>	<del>Included</del>
<del>Extend Adapter License</del>		<del>Per Agency</del>	<del>1</del>	<del>\$ 2,000</del>	<del>\$ 2,000</del>
<del>Property and Evidence Extend Client License</del>		<del>Per Unit</del>	<del>1</del>	<del>\$ 350</del>	<del>\$ 350</del>
Zuercher Suite - Additional Agency NCIC Interface (Basic Query Package)			1	\$ 2,500	\$ 2,500
Zuercher Suite - Time Synchronization Interface			1	Included	Included
<b>Software and Servers Total</b>					<del>\$ 145,600</del>
Peripheral Hardware	Comments	Unit	Qty	Price	Total
<del>Mobile - 2D Driver's License Reader (E-Seek)</del>			<del>25</del>	<del>\$ 595</del>	<del>\$ 14,875</del>
<del>Mobile - Mobile Printer Package (Zebra)</del>			<del>25</del>	<del>\$ 935</del>	<del>\$ 23,375</del>
<del>Records - Property &amp; Evidence Barcode Scanner and Printer Package (Wasp)</del>			<del>1</del>	<del>\$ 1,295</del>	<del>\$ 1,295</del>
<del>Peripheral Hardware Total</del>					<del>\$ 39,545</del>

**Non-GIS Pricing (continued)**

Services	Comments	Unit	Qty	Price	Total
Project Manager (includes travel time & expenses)		Per Project	1	\$ 11,752	\$ 11,752
CAD Training (on-site, includes travel time & expenses)		Per Day	3	\$ 1,295	\$ 3,885
<del>Civil Training (on-site, includes travel time &amp; expenses)</del>		Per Day	<del>1</del>	<del>\$ 1,295</del>	<del>\$ 1,295</del>
<del>Extend Training (on-site, includes travel time &amp; expenses)</del>		Per Day	<del>1</del>	<del>\$ 1,295</del>	<del>\$ 1,295</del>
<del>Mobile Training (on-site, includes travel time &amp; expenses)</del>		Per Day	<del>2</del>	<del>\$ 1,295</del>	<del>\$ 2,590</del>
<del>Records Training (on-site, includes travel time &amp; expenses)</del>		Per Day	<del>2</del>	<del>\$ 1,295</del>	<del>\$ 2,590</del>
Go-live Support (on-site, includes travel time & expenses)		Per Day	6	\$ 1,295	\$ 7,770
Refresher Training (remote)		Per Day	2	\$ 795	\$ 1,590
Data Conversion	DaPro CAD	Per Module	1	\$ 7,500	\$ 7,500
<del>Data Conversion</del>	<del>DaPro RMS</del>	<del>Per Module</del>	<del>1</del>	<del>\$ 7,500</del>	<del>\$ 7,500</del>
<del>Services Total</del>					<del>\$ 47,767</del>
<b>TOTALS</b>					<b>Total</b>
Software and Servers Total					<del>\$ 145,600</del>
Peripheral Hardware Total					<del>\$ 39,545</del>
Services Total					<del>\$ 47,767</del>
<b>TOTAL</b>					<del>\$ 232,912</del>
Maintenance & Support (Year 1)			1		\$0.00
Maintenance & Support (Year 2)			1		\$ 25,053
*Taxes are not included in the pricing. On-site services provided on a 'per day' basis may include both actual time spent on site as well as travel time to and from the site.*					

## Financing

Zuercher Technologies has partnered with Government Capital Corporation to provide financing options for the GCSO. All financing options will be administered by Government Capital Corporation. Additional information with regard to these financing options may be provided by contacting Government Capital Corporation as follows:



**D.C. Greer**  
Vice President  
Government Capital  
Corporation  
303 Hwy 51 South  
Brookhaven, MS 39601

Phone: 800-561-0461  
Mobile: 601-754-5951  
Email: [dc.greer@govcap.com](mailto:dc.greer@govcap.com)

Site: [www.govcap.com](http://www.govcap.com)

## Non-Disclosure

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**ZUERCHER**

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Got a Question? Chat Now >

Review Summary

- 1. COMPONENTS 2. SERVICES & SUPPORT 3. ACCESSORIES 4. REVIEW SUMMARY



Precision 3620 Mini Tower Starting Price \$4,143.95 Instant Savings \$929.83

Subtotal \$3,214.12 As low as \$97.00 /month\*

Dell Business Credit | Apply

Discount Details

Ships in 3 - 5 Business Days

Print Summary

Summary sidebar for Precision 3620 Mini Tower with price breakdown and 'Add To Cart' button.

Please Take a Moment to Review

Review Your Precision 3620 Mini Tower

Date & Time: 9/27/2016 11:27:37 AM

Precision 3620 Mini Tower Unit Price: \$4,143.95 Dell Precision Tower 3620 XCTO BASE, Windows 7 Professional English, French, Spanish 64bit (Includes Windows 10 Pro License) -\$929.83

BUILD MY DELL

Configuration table listing components like Processor (8th Gen Intel Core i7-6700), Operating System (Windows 7 Professional), Memory (16GB), and various peripherals.

OTHER OPTIONS

Table listing other options such as Projectors, Teradici Remote Workstation Access Software, and Software solutions.

PROTECT MY INVESTMENT

Table listing protection services like 5 Year ProSupport Plus with Next Business Day Onsite Service.

ADD MY ACCESSORIES

Table listing accessories such as Financial Software, Headsets and Webcams, Printers, External Storage, and Keyboards and Mice.

# 3,214.12 x 3 stations

\$9,642.36