



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. 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: Isle of Wight County

CONTACT TITLE: Sheriff

CONTACT FIRST NAME: Mark

CONTACT LAST NAME: Marshall

ADDRESS 1: P.O. Box 80

ADDRESS 2: 17110 Monument Circle

CITY: Isle of Wight

ZIP CODE: 23397

CONTACT EMAIL: mmarshall@isleofwightus.net

CONTACT PHONE NUMBER: 757-365-6313

CONTACT MOBILE NUMBER: 757-449-4839

CONTACT FAX NUMBER: 2T

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- Technically Outdated*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If technically outdated or non-vendor supported, application MUST include age and/or version of hardware/software.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: MicroDATA, installed July 2011, Non-Vendor Supported

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:

Isle of Wight County currently has MicroDATA 9-1-1 Call Handling Equipment. The system was installed in 2011. The system is beyond the end of life expectation and will not support the critical wireless technology that is paramount for the future of the 9-1-1 Center. Without this grant, the antiquated system will expose Isle of Wight's 9-1-1 Center of becoming susceptible to system failures with the strong possibility of loss of life. The current system is unable to communicate with any NG9-1-1 technology that has become expected by the residents and visitors of Isle of Wight County.

There are no capital funds currently identified to replace the system, however the need is recognized. The grant funds will offset the financial burden for the cost of the project (\$270,000). Receipt of \$150,000 in PSAP grant funding will reduce the net expenditures to approximately \$100,000, which is much more attainable. Without this upgrade Isle of Wight 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 vendor maintenance agreements funded by the County. This upgrade will allow the County to integrate into the most up-to-date state of the art technology that is currently available. The new equipment will allow the County to provide a higher level of service for current and future technology for Isle of Wight County.

(Continued on next page)



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: (cont'd.)

Isle of Wight plans to procure new CHE equipment and obtain the most valuable pricing owing to economy of scale. Further, Isle of Wight will soon be tied together with other regional partners (Suffolk, York, James City, Gloucester, Williamsburg, and Poquoson) via a public safety grade wide area communications network that will provide opportunity for further collaboration and as such it is important for CHE equipment to be compatible. The wide area network is part of broader public safety radio system upgrades in Isle of Wight where a modern 800 MHz trunked system will be installed operating as a cell off of the Suffolk system which combined system will be tied to the York/JCC/Gloucester system for master site redundancy. This geo-diverse wide area network provides great opportunity for continued collaboration and support with Isle of Wight purchasing CHE equipment.



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>INITIATION – 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>7/1/2017</p>
<p>DESIGN/PLANNING - Requirements are documented, components to be purchased are identified, and general design is documented.</p>	<p>8/1/2017</p>
<p>ACQUISITION - RFP (or other bid related processes) are drafted, proposals are evaluated, contract is signed, purchase orders are issued, and quotes are obtained.</p>	<p>10/1/2017</p>
<p>IMPLEMENTATION - Purchased components are delivered and installed and training is performed</p>	<p>6/1/2018</p>
<p>TESTING/COMPLETION - Performance of system/solution is validated and system/solution goes “live”</p>	<p>9/1/2018</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 with project total: \$270,000 approx.

Airbus Communications cost estimate:

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

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. Both jurisdictions 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

Bradsher, Pamela

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

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> wrote:

Bradsher, Pamela

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.