



**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

Telephone Replacement

### GRANT APPLICANT PROFILE/PROJECT CONTACT

PSAP/HOST PSAP NAME: Newport News 911 Center

CONTACT TITLE: 911 Communications Administrator

CONTACT FIRST NAME: Carol

CONTACT LAST NAME: Render

ADDRESS 1: 2400 Washington Ave

ADDRESS 2: 2T

CITY: Newport News

ZIP CODE: 23607

CONTACT EMAIL: rendercm@nnva.gov

CONTACT PHONE NUMBER: 757-926-3883

CONTACT MOBILE NUMBER: 757-746-2418

CONTACT FAX NUMBER: 757-245-2977

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- Technically Outdated\*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**If technically outdated or non-vendor supported, application MUST include age and/or version of hardware/software.**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: Airbus Sentinel Patriot # YEARS of HARDWARE/SOFTWARE: 5

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**PRIORITY/PROJECT FOCUS** CALL HANDLING EQUIPMENT

**FINANCIAL DATA**

Amount Requested: \$ 150,000  
Total Project Cost: \$ 1,400,000.00



## 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:

The Newport News 911 Center is requesting funding for a much needed E911 Technology upgrade to replace equipment, training and support of the 911 Telephone System. Our current 911 infrastructure was installed in 2011 and is undergoing continual repairs, and approaching its end of life. The system is running Windows XO, which is no longer supported. In order to upgrade our software, the computers must be upgraded also. Secondly, our efforts to provide text to 911 services in Newport News, in the most efficient and reliable manner, require upgrades to equipment and software. Several Public Safety Answering Points (PSAPs), in the State of Virginia, are moving towards text to 911 capabilities under varying platforms. The platform anticipated for Newport News is an integrated text to 911 solution, embedded in the call taker workstations which requires an upgrade. The upgrade will also prepare Newport News for the next wave of NG9-1-1 which will enable us to transition from circuit switched to broadband, IP network technology and from voice centric to multimedia enabled operations. This new wave will not only give us text messaging but would also include real time text (RTT), sensors, telematics, automatic crash notification, video, shot cameras, and many other new content types. The NENA i3, standards based NG9-1-1 environment provides fully interoperable communications capabilities, thereby enabling enhanced collaboration while at the same promoting competition and cost control.



## 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 upgrading our 9-1-1 system to a NENA i3 solution, and provide Next Generation technology to address the need of the citizens of Newport News, and our Public Safety partners by providing real-time information and situational awareness and enhancing citizen and officer safety.

## PROJECT OBJECTIVES

Describe the objectives that will support the goals identified above:

Aligning the goal of interoperability with our sister cities, and public safety partners, by providing an integrated system with network technology and multimedia operations. This enhanced collaboration supports and exceeds the current NENA i3 standards.



**SHARED SERVICES (if applicable)**

Describe the relationship of the project to the participating PSAPs:

2T

Describe the intended collaborative efforts and resource sharing opportunities:

2T



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

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

PROJECT PHASE	PLANNED COMPLETION DATE
<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>03 / 30 / 17</b>
<b>DESIGN/PLANNING</b> - Requirements are documented, components to be purchased are identified, and general design is documented.	<b>06 / 30 / 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>09/ 30 / 17</b>
<b>IMPLEMENTATION</b> - Purchased components are delivered and installed and training is performed	<b>12 / 30 / 17</b>
<b>TESTING/COMPLETION</b> - Performance of system/solution is validated and system/solution goes “live”	<b>02 / 28 / 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 planned expenditures, as proposed in the attached quote from one of the vendors, is as follows: (Note: The Newport News PSAP is Geo-Diverse)

For Side A: Eighteen (18) Positions, hardware, software, licenses, workstations, warranty and training: \$1,133,788.98

For Side B: Ten (10) Positions, hardware, software, licenses, workstations, warranty: \$340,830.00

Additional Hardware and Equipment: \$64,881.43

## EVALUATION



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

The project evaluation will be measured by the enhanced performance of the system and the NG911 enhancements, such as the Text to 911 capabilities. Additionally, a robust hardware system will ensure continuity of service to our citizens. Monthly reports are completed as part of our CALEA accreditation, and our Strategic Management Plan; Text to 911 and dropped calls can be added to our reporting mechanisms by means of evaluating the performance of both the system and our personnel.



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

How would a consolidation take place and provide improved service:

2T

How should it be organized and staffed:

2T

What services should it perform:

2T

How should policies be made and changed:

2T



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

How should it be funded:

2T

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

2T



<b>Proposal For:</b>	<b>Newport News, VA</b>
<b>Solution Proposed</b>	<b>Geo-Diverse VESTA 9-1-1</b>
<b>Date:</b>	<b>September 16, 2015</b>
<b>Contract</b>	<b>Hampton RFP 12-82E</b>

**Multi-Site Summary**

*Design Assumptions- Provides VESTA 9-1-1 migration from Sentinel Patriot  
 Assumes County to provide new WAN between sites with Ethernet handoff to VESTA 9-1-1 Switches  
 Redundant MDS and DDS ML350 servers in a virtualized design with VESTA SMS module  
 5 Years Airbus Software Support, Managed Services (M&R, Anti-Virus and Patch Management)  
 5 Years Carousel Essential Onsite Maintenance*

**Side A**

*Eighteen (18) VESTA 9-1-1 Positions with HP z230, SAM, IRR, Genovation Keypads and 4-Port KVMs  
 22" Flat Panel LCD Monitors for each Workstation  
 Three (3) Activity View Licenses each with a z230 workstation  
 Three (3) Mediant 1000 Gateway Chassis  
 Eight (8) 4-port FXO Modules for Analog Loop Start POTS/Wet Ringdowns  
 Six (6) 4-port FXS Modules for Analog CAMA Trunks/Dry Ringdowns  
 Two (2) 24-Port Cisco Switches  
 One (1) Netclock with 4NTP ports , GPS Antenna and 200' Cable  
 VESTA Analytics Upgrade with Advanced Reports, four (4) User Licenses and one (1) z230 workstation  
 One (1) Fortinet FG-30D Firewall for Remote Managed Services VPN Security  
 HP Ext Warranty for 5 Years on Workstations and Servers  
 Training includes VESTA 9-1-1 Agent and Administration training for VESTA/Analytics/Activity View/SMS*

**Side B**

*Ten (10) VESTA 9-1-1 Positions with HP z230, SAM, IRR, Genovation Keypads and 4-Port KVMs  
 22" Flat Panel LCD Monitors for each Workstation  
 One (1) Activity View License with a z230 workstation  
 Three (3) Mediant 1000 Gateway Chassis  
 Eight (8) 4-port FXO Modules for Analog Loop Start POTS/Wet Ringdowns  
 Six (6) 4-port FXS Modules for Analog CAMA Trunks/Dry Ringdowns  
 Two (2) 24-Port Cisco Switches  
 One (1) Netclock with 4NTP ports , GPS Antenna and 200' Cable  
 One (1) z230 workstation for VESTA Analytics Reporting  
 One (1) Fortinet FG-30D Firewall for Remote Managed Services VPN Security  
 HP Ext Warranty for 5 Years on Workstations and Servers*

**Newport News PD**

*Three (3) VESTA 9-1-1 CommandPOST , SAM, IRR, Genovation Keypads and docking stations  
 22" Flat Panel LCD Monitors for each CommandPOST  
 Two (2) 24-Port Cisco Switches  
 HP Ext Warranty for 5 Years on CommandPOST Laptops*

**OPTIONAL: Disaster Recovery and Onsite Critical Spares**

Pricing is valid for 90 days

<b>Newport News - Side A</b>	\$1,133,788.98
<b>Newport News - Side B</b>	\$340,830.00
<b>Newport News PD</b>	\$64,881.43
<b>Total Solution:</b>	<b>\$1,539,500.41</b>



**Proposal For:** Newport News, VA  
**Solution Proposed:** Geo-Diverse VESTA 9-1-1  
**Site Name:** Newport News - Side A  
**Date:** September 16, 2015

**VESTA® 9-1-1**

Qty.	Part No.	Description	Unit Price	U/M	Total
<b>VESTA® 9-1-1</b>					
1	870899-0104R3.2U	VESTA 4 R3.2 LIC/MED UPGD	\$0.00	EA	\$0.00
1	873099-03002U	R4 CAD INTF LIC UPGD	\$0.00	EA	\$0.00
1	04000-01583	BLKBX TL158A-R4 DATACAST	\$554.29	EA	\$554.29
1	04000-01010	CBL DB25M/DB25M 10FT	\$11.43	EA	\$11.43
1	04000-RS232	BLKBX TL601A-R2 DATASHARE	\$527.14	EA	\$527.14
<b>SMS Equipment</b>					
<i>Note: Customer is responsible for Text Control Center (TCC) services and network charges.</i>					
1	03800-03040	FIREWALL MODEM 60D	\$621.43	EA	\$621.43
1	03800-03045	WAR FIREWALL 60D 5YR	\$957.14	EA	\$957.14
1	809800-00200	CFG NTWK DEVICE	\$190.00	EA	\$190.00
<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-DLSVRGD-2	V-DL MED SVR BNDL GEO	\$21,238.57	EA	\$21,238.57
1	06500-00201	2-POST RELAY RACK MNT KIT	\$244.29	EA	\$244.29
3	04000-00411	SVR WIN2008 CAL 5-PK	\$274.29	EA	\$822.86
1	04000-68009	V-SVR BASIC SPT 5YR	\$680.00	EA	\$680.00
<b>VESTA® 9-1-1 Prime Standard Operations</b>					
18	PS-0PR-VSML-M	VPRIME MLTP SEAT LIC NFREE	\$0.00	EA	\$0.00
18	PS-0AC-VSSL-M	VESTA COMP REG	\$98.57	EA	\$1,774.29
18	SS-0PR-VSSL-5Y	SPT VPRIME 5YR	\$5,500.00	EA	\$99,000.00
<b>Geo Diverse Add On License</b>					
18	PA-MGD-VSSL-M	GEO-DIV LIC MIG	\$0.00	EA	\$0.00
<b>VESTA® Workstation Equipment</b>					
18	61000-409605SFF	WKST HP Z230 SFF	\$1,755.71	EA	\$31,602.86
18	65000-47001	TWR STAND SFF Z220/Z230	\$60.00	EA	\$1,080.00
18	63000-221691	MNTR FP WIDE SCR LCD 22IN	\$470.00	EA	\$8,460.00
18	64007-50022	KEYPD 24K 25F USBCBL CP24	\$177.14	EA	\$3,188.57
18	04000-01005	KVM SWITCH DVI 4-PORT	\$344.29	EA	\$6,197.14
18	853004-00401	SAM EXT SPKR KIT	\$240.00	EA	\$4,320.00
18	853030-00302	R4 SAM HDWR KIT	\$2,360.00	EA	\$42,480.00
18	02800-20500	HDST 4W MOD BK ELEC MIC	\$45.71	EA	\$822.86
18	03044-20000	HDST CORD 4W 12FT MOD BK	\$4.29	EA	\$77.14
18	809800-35109	R4 IWS CFG	\$285.71	EA	\$5,142.86
18	809800-35108	R4 IWS STG FEE	\$428.57	EA	\$7,714.29
1	870890-07501	CPR/SYSPREP DVD IMAGE	\$0.00	EA	\$0.00



		<b>VESTA® 9-1-1 IRR Module</b>			
18	870899-01601	R4 IRR UPGD W/HASP	\$700.00	EA	\$12,600.00
18	809800-35114	R4 IRR SW SPT 5YR	\$852.86	EA	\$15,351.43
		<b>VESTA® 9-1-1 Activity View</b>			
18	873099-00802U	R4 ACT VIEW LIC PER ST UP	\$0.00	EA	\$0.00
3	873099-00702U	R4 ACTIV VIEW SYS LIC UPG	\$0.00	EA	\$0.00
3	809800-35124	R4 ACT VIEW SW SPT 5YR	\$3,000.00	EA	\$9,000.00
3	61000-409605SFF	WKST HP Z230 SFF	\$1,755.71	EA	\$5,267.14
3	65000-47001	TWR STAND SFF Z220/Z230	\$60.00	EA	\$180.00
3	63000-221691	MNTR FP WIDE SCR LCD 22IN	\$470.00	EA	\$1,410.00
3	809800-00102	GENERIC WKST CFG FEE	\$357.14	EA	\$1,071.43
		<b>VESTA® 9-1-1 CDR Module</b>			
1	873099-00602	R4 CDR SVR LIC	\$1,557.14	EA	\$1,557.14
18	873099-01102	R4 CDR PER SEAT LIC	\$128.57	EA	\$2,314.29
		<b>VESTA® 9-1-1 Admin Printer</b>			
		<i>Note: Customer to provide printer</i>			
		<b>Network Equipment</b>			
2	04000-29616	SWITCH 2960 + CBL 24-PORT	\$1,371.43	EA	\$2,742.86
2	04000-02971	WAR 2960 24P 2T 5YR 24X7	\$1,877.14	EA	\$3,754.29
		<b>Peripherals &amp; Gateways</b>			
3	04000-00129	MED 1000B CHASSIS BNDL	\$2,621.43	EA	\$7,864.29
3	04000-00190	SW SPT M1000 GATEWAY 5YR	\$2,142.86	EA	\$6,428.57
8	04000-00116	MED 1000 FXO-LS BNDL	\$494.29	EA	\$3,954.29
6	04000-00119	MED 1000 FXS BNDL	\$474.29	EA	\$2,845.71
		<b>Rack &amp; Peripheral Equipment</b>			
1	63002-172805	MNTR NEC 17IN	\$312.86	EA	\$312.86
1	06500-55053	7FT EQUIPMENT RACK 19IN	\$392.86	EA	\$392.86
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/ARBITR	\$45.71	EA	\$45.71
		<b>Time Synchronization Equipment</b>			
1	04000-19486	NETCLOCK 9483A + 3-PORT	\$8,132.86	EA	\$8,132.86
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	04000-67022	GPS CBL CONN	\$64.29	EA	\$401.43
2	04000-07108	CBL GPS ANTENNA 100FT	\$450.00	EA	\$900.00
<b>VESTA® 9-1-1 Subtotal</b>					<b>\$327,127.14</b>

### VESTA™ Analytics

Qty.	Part No.	Description	Unit Price	U/M	Total
<b>VESTA™ Analytics - Standard Multi Product Purchase</b>					
1	873399-00102.4U	V-ANLYT 2.4 D/M UPGD	\$0.00	EA	\$0.00
1	873391-00501U	V-ANLYT STD LIC UPGD	\$0.00	EA	\$0.00
4	873391-00301U	V-ANLYT USER LIC UPGD	\$0.00	EA	\$0.00
4	04000-00339	SQL 2008R2 CAL RUN ENT	\$251.43	EA	\$1,005.71
18	PA-MSG-ASSL-M	V-ANLYT STD SEAT LIC MIG	\$0.00	EA	\$0.00
18	SA-MSG-ALSL-5Y	SPT V-ANLYT STD 5YR	\$650.00	EA	\$11,700.00
		<b>VESTA™ Analytics Modules</b>			
1	873391-00901U	V-ANLYT RPT PKG LIC UPGD	\$0.00	EA	\$0.00



		<b>VESTA™ Analytics Standard Server Equipment for Virtualized Server Bundle - ML350p/G8</b>			
		<i>Note: Additional Hardware to be installed in DDS-B Server.</i>			
1	BA-M00-ASA0-2	V-ANLYT STD ADD-ON	\$5,805.71	EA	\$5,805.71
		<b>VESTA™ Analytics Standalone Workstation Equipment</b>			
1	61000-409605SFF	WKST HP Z230 SFF	\$1,755.71	EA	\$1,755.71
1	65000-47001	TWR STAND SFF Z220/Z230	\$60.00	EA	\$60.00
1	63000-221691	MNTR FP WIDE SCR LCD 22IN	\$470.00	EA	\$470.00
1	809800-00102	GENERIC WKST CFG FEE	\$357.14	EA	\$357.14
		<b>Field Engineering Services</b>			
		<i>Note: For Data Migration</i>			
64	809800-17101	FIELD ENG-PRIMARY	\$142.86	UN	\$9,142.86
<b>VESTA™ Analytics Subtotal</b>					<b>\$30,297.14</b>

### Managed Services

Qty.	Part No.	Description	Unit Price	U/M	Total
1	809800-00198	<b>Monitoring &amp; Response Activation Fee</b> RECFG NTWK DEVICE	\$0.00	EA	\$0.00
		<b>Monitoring &amp; Response License &amp; Support Fees</b> <i>Note: (2) Existing Svr M&amp;R licenses will be used.</i>			
		<i>Note: Includes (1) DDS Server, (1) VESTA™ Analytics Server</i>			
2	809800-14165	M&R 3.0 SVR SRVC 5YR	\$7,985.71	EA	\$15,971.43
		<i>Note: (20) Existing Wrkstn M&amp;R licenses will be used.</i>			
3	871499-01211	M&R 3.0 WKST LIC	\$101.43	EA	\$304.29
		<i>Note: Includes (18) Workstations, (1) Management Console, (3) Activity View Workstations, (1) Analytics Workstation</i>			
23	809800-16165	M&R 3.0 WKST SRVC 5YR	\$2,211.43	EA	\$50,862.86
		<i>Note: (9) Existing IP M&amp;R licenses will be used.</i>			
1	871499-01210	M&R 3.0 IP DEVICES LIC	\$101.43	EA	\$101.43
		<i>Note: Includes (1) MDS Server, (1) Virtual Machine, (1) Mgmt/Node VM, (3) Gateways, (1) Firewall for EIM/SMS, (1) 2TB NAS Device, (2) Cisco Switches</i>			
10	809800-16170	M&R 3.0 IP DEV SRVC 5YR	\$2,211.43	EA	\$22,114.29
		<b>Managed Services - Implementation Fee</b>			
25	809800-14152	MGD SERV DEV & IMPL	\$107.14	EA	\$2,678.57
		<b>Anti-Virus Solution</b>			
25	809800-14175	VIRUS PROTECT 3.0 SVC 5YR	\$565.71	EA	\$14,142.86
		<b>Patch Management Solution</b>			
25	809800-16215	PATCH MGMT 3.2 SVC 5YR	\$1,494.29	EA	\$37,357.14
<b>Managed Services Subtotal</b>					<b>\$143,532.86</b>



### Extended Warranties

Qty.	Part No.	Description	Unit Price	U/M	Total
1		<b>Server Extended Warranty</b> <i>Note: Includes (1) VESTA® 9-1-1 Server</i>	\$3,127.14	EA	\$3,127.14
	04000-01526	WARR 24X7 DL380 5YR <i>Note: Upgrade &amp; uplift from 3YR warranty 9x5 NBD to 5YRs, 24x7 response time.</i>			
23		<b>Workstation Extended Warranty</b> <i>Note: Includes (18) Workstations, (1) Management Console, (3) Activity View Workstations, (1) Analytics Workstation</i>	\$645.71	EA	\$14,851.43
	04000-01586	WARR 24X7 Z220/230 5YR <i>Note: Warranty upgrade from 3YRs warranty 9x5 NBD to 5YRs 24x7, 4 hour response.</i>			
<b>Extended Warranties Subtotal</b>					<b>\$17,978.57</b>

### Airbus DS Communications Services

Qty.	Part No.	Description	Unit Price	U/M	Total
240		<b>Field Engineering Services</b>	\$142.86	UN	\$34,285.71
	809800-17101	FIELD ENG-PRIMARY			
64		FIELD ENG-PRIMARY	\$142.86	UN	\$9,142.86
	809800-17101				
7		<b>Training</b>	\$1,714.29	EA	\$12,000.00
	000001-06701	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>			
2		VSENT 4.X ADMIN TRNG	\$5,714.29	EA	\$11,428.57
	000001-06704	<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>			
2		VSENT 4.X ACT-VIEW TRNG	\$1,714.29	EA	\$3,428.57
	000001-06074	<i>Note: VESTA® 9-1-1 Activity View bundle includes (1) 1/2 day class of Admin training for up to 8 students. Includes trainer's daily training expenses and travel.</i>			
2		V-ANLYT ADMIN TRNG	\$2,857.14	SU	\$5,714.29
	000002-24404	<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>			
1		V-ANLYT REMOTE TRNG	\$1,928.57	EA	\$1,928.57
	000000-24405	<i>Note: VESTA™ Analytics Remote Training uses actual customer data and is conducted post cut (30-45 days after cutover) to enhance the learning experience. This course is highly recommended for new sites and would follow the on-site VESTA™ Analytics Admin course (000000-24404) that is typically delivered before cutover. For upgrade VESTA™ Analytics sites, this course is an option as is the 000000-24404 course.</i>			
3		<b>Cutover Coaching</b>	\$2,857.14	SU	\$8,571.43
	000001-08538	CUTOVER COACHING <i>Note: Cutover Coaching includes (1) 8 hour session within a 24 hour day. Includes trainer's daily training expenses and travel.</i>			
<b>Airbus DS Communications Services Subtotal</b>					<b>\$86,500.00</b>



**Summary**

<i>Qty</i>	<i>Product Code</i>	<i>Product Description</i>		<i>Ext. Price</i>
1		VESTA® 9-1-1 w/5 Years of Software Support		\$327,127.14
1		VESTA™ Analytics w/5 Years of Software Support		\$30,297.14
1		5 Years Managed Services (M&R, Anti-Virus and Patch Management)		\$143,532.86
1		HP Extended Warranties		\$17,978.57
1		Airbus DS Communications Services		\$86,500.00
1		Carousel Industries Installation		\$49,153.21
1		Carousel Industries - Project Management		\$22,080.36
1		Carousel Security Appliances		\$5,712.70
1		VRA Network Testing		\$2,657.00
1		Minor Materials		\$2,700.00
1		5 Years Carousel Essential Onsite		\$446,050.00

**Pricing is valid for 90 days**

**Total Equipment & Services Cost:** \$1,133,788.98

**Total This Site:** \$1,133,788.98



**Proposal For:** Newport News, VA  
**Solution Proposed** Geo-Diverse VESTA 9-1-1  
**Site Name:** Newport News - Side B  
**Date:** September 16, 2015

**VESTA® 9-1-1**

Qty.	Part No.	Description	Unit Price	U/M	Total
<b>VESTA® 9-1-1</b>					
1	870899-0104R3.2U	VESTA 4 R3.2 LIC/MED UPGD	\$0.00	EA	\$0.00
1	873099-03002U	R4 CAD INTF LIC UPGD	\$0.00	EA	\$0.00
1	04000-01583	BLKBX TL158A-R4 DATACAST	\$554.29	EA	\$554.29
1	04000-01010	CBL DB25M/DB25M 10FT	\$11.43	EA	\$11.43
1	04000-RS232	BLKBX TL601A-R2 DATASHARE	\$527.14	EA	\$527.14
<b>SMS Equipment</b>					
<i>Note: Customer is responsible for Text Control Center (TCC) services and network charges.</i>					
1	03800-03040	FIREWALL MODEM 60D	\$621.43	EA	\$621.43
1	03800-03045	WAR FIREWALL 60D 5YR	\$957.14	EA	\$957.14
1	809800-00200	CFG NTWK DEVICE	\$190.00	EA	\$190.00
<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-DLSVRGD-2	V-DL MED SVR BNDL GEO	\$21,238.57	EA	\$21,238.57
1	06500-00201	2-POST RELAY RACK MNT KIT	\$244.29	EA	\$244.29
2	04000-00411	SVR WIN2008 CAL 5-PK	\$274.29	EA	\$548.57
1	04000-68009	V-SVR BASIC SPT 5YR	\$680.00	EA	\$680.00
<b>VESTA® 9-1-1 Prime Standard Operations</b>					
10	PS-0PR-VSML-M	VPRIME MLTP SEAT LIC NFEE	\$0.00	EA	\$0.00
10	PS-0AC-VSSL-M	VESTA COMP REG	\$98.57	EA	\$985.71
10	SS-0PR-VSSL-5Y	SPT VPRIME 5YR	\$5,500.00	EA	\$55,000.00
<b>Geo Diverse Add On License</b>					
10	PA-MGD-VSSL-M	GEO-DIV LIC MIG	\$0.00	EA	\$0.00
<b>VESTA® Workstation Equipment</b>					
10	61000-409605SFF	WKST HP Z230 SFF	\$1,755.71	EA	\$17,557.14
10	65000-47001	TWR STAND SFF Z220/Z230	\$60.00	EA	\$600.00
10	63000-221691	MNTR FP WIDE SCR LCD 22IN	\$470.00	EA	\$4,700.00
10	64007-50022	KEYPD 24K 25F USBCBL CP24	\$177.14	EA	\$1,771.43
10	04000-01005	KVM SWITCH DVI 4-PORT	\$344.29	EA	\$3,442.86
10	853004-00401	SAM EXT SPKR KIT	\$240.00	EA	\$2,400.00
10	853030-00302	R4 SAM HDWR KIT	\$2,360.00	EA	\$23,600.00
10	02800-20500	HDST 4W MOD BK ELEC MIC	\$45.71	EA	\$457.14
10	03044-20000	HDST CORD 4W 12FT MOD BK	\$4.29	EA	\$42.86
10	809800-35109	R4 IWS CFG	\$285.71	EA	\$2,857.14
10	809800-35108	R4 IWS STG FEE	\$428.57	EA	\$4,285.71
1	870890-07501	CPR/SYSPREP DVD IMAGE	\$0.00	EA	\$0.00
<b>VESTA® 9-1-1 IRR Module</b>					
10	870899-01601	R4 IRR UPGD W/HASP	\$700.00	EA	\$7,000.00
10	809800-35114	R4 IRR SW SPT 5YR	\$852.86	EA	\$8,528.57



		<b>VESTA® 9-1-1 Activity View</b>			
10	873099-00802U	R4 ACT VIEW LIC PER ST UP	\$0.00	EA	\$0.00
1	873099-00702U	R4 ACTIV VIEW SYS LIC UPG	\$0.00	EA	\$0.00
1	809800-35124	R4 ACT VIEW SW SPT 5YR	\$3,000.00	EA	\$3,000.00
1	61000-409605SFF	WKST HP Z230 SFF	\$1,755.71	EA	\$1,755.71
1	65000-47001	TWR STAND SFF Z220/Z230	\$60.00	EA	\$60.00
1	63000-221691	MNTR FP WIDE SCR LCD 22IN	\$470.00	EA	\$470.00
1	809800-00102	GENERIC WKST CFG FEE	\$357.14	EA	\$357.14
		<b>VESTA® 9-1-1 CDR Module</b>			
1	873099-00602	R4 CDR SVR LIC	\$1,557.14	EA	\$1,557.14
10	873099-01102	R4 CDR PER SEAT LIC	\$128.57	EA	\$1,285.71
		<b>VESTA® 9-1-1 Admin Printer</b>			
		<i>Note: Customer to provide printer</i>			
		<b>Network Equipment</b>			
2	04000-29616	SWITCH 2960 + CBL 24-PORT	\$1,371.43	EA	\$2,742.86
2	04000-02971	WAR 2960 24P 2T 5YR 24X7	\$1,877.14	EA	\$3,754.29
		<b>Peripherals &amp; Gateways</b>			
3	04000-00129	MED 1000B CHASSIS BNDL	\$2,621.43	EA	\$7,864.29
3	04000-00190	SW SPT M1000 GATEWAY 5YR	\$2,142.86	EA	\$6,428.57
8	04000-00116	MED 1000 FXO-LS BNDL	\$494.29	EA	\$3,954.29
6	04000-00119	MED 1000 FXS BNDL	\$474.29	EA	\$2,845.71
		<b>Rack &amp; Peripheral Equipment</b>			
1	63002-172805	MNTR NEC 17IN	\$312.86	EA	\$312.86
1	06500-55053	7FT EQUIPMENT RACK 19IN	\$392.86	EA	\$392.86
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/ARBITR	\$45.71	EA	\$45.71
		<b>Time Synchronization Equipment</b>			
1	04000-19486	NETCLOCK 9483A + 3-PORT	\$8,132.86	EA	\$8,132.86
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	04000-08228	GPS ANTENNA SURG PROTECTR	\$401.43	EA	\$401.43
1	04000-20601	GND KIT FOR 8226	\$561.43	EA	\$561.43
1	04000-67022	GPS CBL CONN	\$64.29	EA	\$64.29
2	04000-07108	CBL GPS ANTENNA 100FT	\$450.00	EA	\$900.00
<b>VESTA® 9-1-1 Subtotal</b>					<b>\$207,587.14</b>

### VESTA™ Analytics

Qty.	Part No.	Description	Unit Price	U/M	Total
		<b>VESTA™ Analytics - Standard Multi Product Purchase</b>			
10	PA-MSG-ASSL-M	V-ANLYT STD SEAT LIC MIG	\$0.00	EA	\$0.00
10	SA-MSG-ALSL-5Y	SPT V-ANLYT STD 5YR	\$650.00	EA	\$6,500.00
		<b>VESTA™ Analytics Standalone Workstation Equipment</b>			
1	61000-409605SFF	WKST HP Z230 SFF	\$1,755.71	EA	\$1,755.71
1	65000-47001	TWR STAND SFF Z220/Z230	\$60.00	EA	\$60.00
1	63000-221691	MNTR FP WIDE SCR LCD 22IN	\$470.00	EA	\$470.00
1	809800-00102	GENERIC WKST CFG FEE	\$357.14	EA	\$357.14
<b>VESTA™ Analytics Subtotal</b>					<b>\$9,142.86</b>

### Managed Services

Qty.	Part No.	Description	Unit Price	U/M	Total
		<b>Monitoring &amp; Response License &amp; Support Fees</b>			
		<i>Note: (1) Existing Svr M&amp;R license will be used.</i>			



1	809800-14165	<i>Note: Includes (1) DDS Server</i> M&R 3.0 SVR SRVC 5YR	\$7,985.71	EA	\$7,985.71
1	871499-01211	<i>Note: (12) Existing Wrkstn M&amp;R licenses will be used.</i> M&R 3.0 WKST LIC	\$101.43	EA	\$101.43
13	809800-16165	<i>Note: Includes (10) Workstations, (1) Management Console, (1) Activity View Workstations, (1) Analytics Workstation</i> M&R 3.0 WKST SRVC 5YR	\$2,211.43	EA	\$28,748.57
0	871499-01210	<i>Note: (9) Existing IP M&amp;R licenses will be used.</i> M&R 3.0 IP DEVICES LIC	\$101.43	EA	\$0.00
9	809800-16170	<i>Note: Includes (1) MDS Server, (1) Virtual Machine, (1) Mgmt/Node VM, (3) Gateways, (1) Firewall for EIM/SMS (2) Cisco Switches</i> M&R 3.0 IP DEV SRVC 5YR	\$2,211.43	EA	\$19,902.86
14	809800-14152	<b>Managed Services - Implementation Fee</b> MGD SERV DEV & IMPL	\$107.14	EA	\$1,500.00
14	809800-14175	<b>Anti-Virus Solution</b> VIRUS PROTECT 3.0 SVC 5YR	\$565.71	EA	\$7,920.00
14	809800-16215	<b>Patch Management Solution</b> PATCH MGMT 3.2 SVC 5YR	\$1,494.29	EA	\$20,920.00
<b>Managed Services Subtotal</b>					<b>\$87,078.57</b>

### Extended Warranties

Qty.	Part No.	Description	Unit Price	U/M	Total
1	04000-01526	<b>Server Extended Warranty</b> <i>Note: Includes (1) VESTA® 9-1-1 Server</i> WARR 24X7 DL380 5YR <i>Note: Upgrade &amp; uplift from 3YR warranty 9x5 NBD to 5YRs, 24x7 response time.</i>	\$3,127.14	EA	\$3,127.14
13	04000-01586	<b>Workstation Extended Warranty</b> <i>Note: Includes (10) Workstations, (1) Management Console, (1) Activity View Workstations, (1) Analytics Workstation</i> WARR 24X7 Z220/230 5YR <i>Note: Warranty upgrade from 3YRs warranty 9x5 NBD to 5YRs 24x7, 4 hour response.</i>	\$645.71	EA	\$8,394.29
<b>Extended Warranties Subtotal</b>					<b>\$11,521.43</b>

### Airbus DS Communications Services

Qty.	Part No.	Description	Unit Price	U/M	Total
152	809800-17101	<b>Field Engineering Services</b> FIELD ENG-PRIMARY	\$142.86	UN	\$21,714.29
16	809800-17101	FIELD ENG-PRIMARY	\$142.86	UN	\$2,285.71
<b>Airbus DS Communications Services Subtotal</b>					<b>\$24,000.00</b>



**Summary**

<i>Qty</i>	<i>Product Code</i>	<i>Product Description</i>		<i>Ext. Price</i>
1		VESTA® 9-1-1 w/5 Years of Software Support		\$207,587.14
1		VESTA™ Analytics w/5 Years of Software Support		\$9,142.86
1		Managed Services		\$87,078.57
1		Extended Warranties		\$11,521.43
1		Airbus DS Communications Services		\$24,000.00
1		Minor Materials		\$1,500.00

**Pricing is valid for 90 days**

**Total Equipment & Services Cost:** \$340,830.00

**Total This Site:** \$340,830.00



**Proposal For:** Newport News, VA  
**Solution Proposed:** Geo-Diverse VESTA 9-1-1  
**Site Name:** Newport News PD  
**Date:** September 16, 2015

**VESTA® 9-1-1 CommandPOST System**

Qty.	Part No.	Description	Unit Price	U/M	Total
		<b>VESTA® 9-1-1 CommandPOST System</b>			
		<b>VESTA® 9-1-1 Prime Standard Operations</b>			
3	PS-OPR-VSML-M	VPRIME MLTP SEAT LIC NFEE	\$0.00	EA	\$0.00
3	PS-0AC-VSSL-M	VESTA COMP REG	\$98.57	EA	\$295.71
3	SS-0PR-VSSL-5Y	SPT VPRIME 5YR	\$5,500.00	EA	\$16,500.00
		<b>Geo Diverse Add On License</b>			
3	PA-MGD-VSSL-M	GEO-DIV LIC MIG	\$0.00	EA	\$0.00
		<b>CommandPOST Hardware</b>			
3	61050-G409602	LAPTOP ZBOOK15 G2 W7	\$2,584.29	EA	\$7,752.86
3	04000-00490	ADV DOCK STATION 230W	\$574.29	EA	\$1,722.86
3	04401-00097	BATTERY 9-CELL 100W	\$404.29	EA	\$1,212.86
3	64021-10025	KYBD/MOUSE BNDL	\$62.86	EA	\$188.57
3	63000-221691	MNTR FP WIDE SCR LCD 22IN	\$470.00	EA	\$1,410.00
3	853004-00401	SAM EXT SPKR KIT	\$240.00	EA	\$720.00
3	64007-50022	KEYPD 24K 25F USBCBL CP24	\$177.14	EA	\$531.43
3	853004-00301	CPOST SAM HDWR KIT	\$3,260.00	EA	\$9,780.00
3	02800-20500	HDST 4W MOD BK ELEC MIC	\$45.71	EA	\$137.14
3	03044-20000	HDST CORD 4W 12FT MOD BK	\$4.29	EA	\$12.86
3	809800-35109	R4 IWS CFG	\$285.71	EA	\$857.14
3	809800-35108	R4 IWS STG FEE	\$428.57	EA	\$1,285.71
		<b>VESTA® 9-1-1 IRR Module</b>			
3	873099-00502	R4 IRR LIC/DOC/MED	\$1,421.43	EA	\$4,264.29
3	809800-35114	R4 IRR SW SPT 5YR	\$852.86	EA	\$2,558.57
		<b>VESTA® 9-1-1 CDR Module</b>			
3	873099-01102	R4 CDR PER SEAT LIC	\$128.57	EA	\$385.71
		<b>VESTA® 9-1-1 Activity View</b>			
3	873099-00802U	R4 ACT VIEW LIC PER ST UP	\$0.00	EA	\$0.00
		<b>VESTA™ Analytics Licensing &amp; Support</b>			
3	PA-MSG-ASSL-M	V-ANLYT STD SEAT LIC MIG	\$0.00	EA	\$0.00
3	SA-MSG-ALSL-5Y	SPT V-ANLYT STD 5YR	\$650.00	EA	\$1,950.00
		<b>Rack Equipment</b>			
		<i>Note: Rack not required at remote site.</i>			
2	04000-29616	SWITCH 2960 + CBL 24-PORT	\$1,371.43	EA	\$2,742.86
2	04000-02971	WAR 2960 24P 2T 5YR 24X7	\$1,877.14	EA	\$3,754.29
<b>VESTA® 9-1-1 CommandPOST System Subtotal</b>					<b>\$58,062.86</b>

**Extended Warranties**

Qty.	Part No.	Description	Unit Price	U/M	Total
3	04000-01589	<b>Workstation Extended Warranty</b> WARR CPOST ZBOOK 5YR NBD <i>Note: Warranty upgrade from 3YRs warranty 9x5 NBD to 5YRs 9x5 NBD.</i>	\$408.57	EA	\$1,225.71
<b>Extended Warranties Subtotal</b>					<b>\$1,225.71</b>



### Airbus DS Communications Services

Qty.	Part No.	Description	Unit Price	U/M	Total
24	809800-17101	<b>Field Engineering Services</b> FIELD ENG-PRIMARY	\$142.86	UN	\$3,428.57
1	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	\$1,714.29
1	000001-06795	COMMANDPOST TRNG  <i>Note: On-site training included as part of the VESTA® 9-1-1 Admin training using customer equipment. CommandPOST positions must be configured to the network/firewall prior to training. This is a 15 minute demonstration on how to use the CommandPOST position.</i>	\$0.00	EA	\$0.00
<b>Airbus DS Communications Services Subtotal</b>					<b>\$5,142.86</b>

#### Summary

Qty	Product Code	Product Description	Ext. Price
1		VESTA® 9-1-1 CommandPOST System w/5 Years of Software Support	\$58,062.86
1		HP Extended Warranties	\$1,225.71
1		Airbus DS Communications Services	\$5,142.86
1		Minor Materials	\$450.00

Pricing is valid for 90 days

**Total Equipment & Services Cost:** \_\_\_\_\_ \$64,881.43

**Total This Site:** \_\_\_\_\_ **\$64,881.43**



**Optional Items**

**Disaster Recovery Solution - Side A**

Qty.	Part No.	Description	Unit Price	U/M	Total
2	04000-47039	<b>Disaster Recovery Solution - Acronis</b> DIS RCV VIRTUAL SVR LIC	\$1,797.14	EA	\$3,594.29
2	809800-16145	SPT DR VIRTUAL SVR 5YR	\$6,438.57	EA	\$12,877.14
		<i>Note: (20) Existing DR workstation licenses will be used.</i>			
20	809800-16137	SPT DIS RCV WKST 5YR RNWL <i>Note: Original SO #114926</i>	\$650.00	EA	\$13,000.00
		<i>Note: Required for additional workstations.</i>			
3	871499-01302	DIS RCV WKST LIC	\$81.43	EA	\$244.29
3	809800-16125	SPT DIS RCV WKST THRU 5YR	\$520.00	EA	\$1,560.00
		<b>NMS Server Equipment</b>			
1	809800-14165	M&R 3.0 SVR SRVC 5YR	\$7,985.71	EA	\$7,985.71
1	809800-14152	MGD SERV DEV & IMPL	\$107.14	EA	\$107.14
1	809800-14175	VIRUS PROTECT 3.0 SVC 5YR	\$565.71	EA	\$565.71
1	809800-16215	PATCH MGMT 3.2 SVC 5YR	\$1,494.29	EA	\$1,494.29
1	62040-G819202	SVR 2U RACK DL380P/G8	\$5,564.29	EA	\$5,564.29
1	06500-00201	2-POST RELAY RACK MNT KIT	\$244.29	EA	\$244.29
3	64000-20064	HD DRIVE 300GB SAS 10K G8	\$627.14	EA	\$1,881.43
2	64000-40093	4GB RAM ML350P/DL380P/G8	\$212.86	EA	\$425.71
1	62033-1GB2T02	SVR NAS 2TB BNDL	\$1,325.71	EA	\$1,325.71
1	04000-00396	SVR WIN 2008 + 5 CAL	\$1,221.43	EA	\$1,221.43
1	809800-00112	GENERIC SVR CFG FEE	\$357.14	EA	\$357.14
1	04000-01526	WARR 24X7 DL380 5YR	\$3,127.14	EA	\$3,127.14
16	809800-17101	FIELD ENG-PRIMARY	\$142.86	UN	\$2,285.71
<b>Side A DR Subtotal</b>					<b>\$57,861.43</b>

**Disaster Recovery Solution - Side B**

Qty.	Part No.	Description	Unit Price	U/M	Total
1	04000-47039	<b>Disaster Recovery Solution - Acronis</b> DIS RCV VIRTUAL SVR LIC	\$1,797.14	EA	\$1,797.14
1	809800-16145	SPT DR VIRTUAL SVR 5YR	\$6,438.57	EA	\$6,438.57
		<i>Note: (20) Existing DR workstation licenses will be used.</i>			
12	809800-16137	SPT DIS RCV WKST 5YR RNWL <i>Note: Original SO #114926</i>	\$650.00	EA	\$7,800.00
		<i>Note: Required for additional workstations.</i>			
2	871499-01302	DIS RCV WKST LIC	\$81.43	EA	\$162.86
2	809800-16125	SPT DIS RCV WKST THRU 5YR	\$520.00	EA	\$1,040.00
		<b>NMS Server Equipment</b>			
1	809800-14165	M&R 3.0 SVR SRVC 5YR	\$7,985.71	EA	\$7,985.71
1	809800-14152	MGD SERV DEV & IMPL	\$107.14	EA	\$107.14
1	809800-14175	VIRUS PROTECT 3.0 SVC 5YR	\$565.71	EA	\$565.71
1	809800-16215	PATCH MGMT 3.2 SVC 5YR	\$1,494.29	EA	\$1,494.29
1	62040-G819202	SVR 2U RACK DL380P/G8	\$5,564.29	EA	\$5,564.29
1	06500-00201	2-POST RELAY RACK MNT KIT	\$244.29	EA	\$244.29
3	64000-20064	HD DRIVE 300GB SAS 10K G8	\$627.14	EA	\$1,881.43
2	64000-40093	4GB RAM ML350P/DL380P/G8	\$212.86	EA	\$425.71
1	62033-1GB2T02	SVR NAS 2TB BNDL	\$1,325.71	EA	\$1,325.71
1	04000-00396	SVR WIN 2008 + 5 CAL	\$1,221.43	EA	\$1,221.43
1	809800-00112	GENERIC SVR CFG FEE	\$357.14	EA	\$357.14
1	04000-01526	WARR 24X7 DL380 5YR	\$3,127.14	EA	\$3,127.14
16	809800-17101	FIELD ENG-PRIMARY	\$142.86	UN	\$2,285.71
<b>Side B DR Subtotal</b>					<b>\$43,824.29</b>



**Onsite Critical Spares (Optional)**

<i>Qty.</i>	<i>Part No.</i>	<i>Description</i>	<i>Unit Price</i>	<i>U/M</i>	<i>Total</i>
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	WAR 2960 24P 2T 5YR 24X7	\$1,877.14	EA	\$1,877.14
1	61000-409605SFF	WKST HP Z230 SFF	\$1,755.71	EA	\$1,755.71
1	65000-47001	TWR STAND SFF Z220/Z230	\$60.00	EA	\$60.00
1	63000-221691	MNTR FP WIDE SCR LCD 22IN	\$470.00	EA	\$470.00
1	64007-50022	KEYPD 24K 25F USBCBL CP24	\$177.14	EA	\$177.14
1	04000-01005	KVM SWITCH DVI 4-PORT	\$344.29	EA	\$344.29
1	853004-00401	SAM EXT SPKR KIT	\$240.00	EA	\$240.00
1	853030-00302	R4 SAM HDWR KIT	\$2,360.00	EA	\$2,360.00
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
1	809800-00102	GENERIC WKST CFG FEE	\$357.14	EA	\$357.14
1	04000-01586	WARR 24X7 Z220/230 5YR	\$645.71	EA	\$645.71
<b>Onsite Critical Spares Subtotal</b>					<b>\$13,298.57</b>