



R. Bruce Edwards
Communications – PSAP Manager
1018 Pretlow St
Franklin, VA 23851
(757) 562-8696
bedwards@franklinpolice.org

January 22, 2014

Dorothy A. Spears-Dean, Ph.D.
Public Safety Communications Coordinator,
Enterprise Solutions and Governance
Virginia Information Technologies Agency
11751 Meadowville Lane
Chester, VA 23836

Dear Mrs. Spears-Dean:

The Franklin Police Department submitted a grant request for FY15 to upgrade our CPE. After submission of this application, we determined that it would be in the best interest of the department to investigate systems that other agencies are using to ensure we were moving in the right direction.

In doing so, we have determined that a vast majority of our neighboring agencies are using the Cassidian – Sentinel solution. In this solution, Cassidian has partnered with Carousel Industries to provide local support to the PSAP. In our experiences, this local support is critical in the complete management of a PSAP such as ours. Currently, our solution offers only remote support assistance. While there are a great number of software and technological “gremlins” that can be repaired remotely – it will not assist us with hardware failures. .

Since assuming my current position in June 2013 we have been plagued with failures of our gateways. Each time the gateway failed we had to replace the hardware component with a spare and restart the system. The current model of self-support, while feasible in the past, is not practical as evolving and more complex technologies make this strategy unrealistic for an agency of our size and staffing ability .

As such, we are requesting to modify our grant proposal to allow the City of Franklin to take advantage of the Cassidian and Carousel suite of services. In addition to gaining the on-site support offered through Caurosel, we will align our strategy to match that of other jurisdictions in our area placing us in a .better position to provide and receive mutual aid from our neighbors.

The table below outlines our request:

Original Request	\$ 91,992.05
New Project Total	\$ 157,570.42
Additional Funding Requested	\$ 65,578.37

We are aware the board has already met to discuss funding FY15 and understand the process is in the final stages; however, we would appreciate having the opportunity to present the aforementioned request for additional funds to the board.

Should you or your staff have any questions please let me know. I look forward to hearing from you to discuss the outcome of our request.

Sincerely,

R. Bruce Edwards
Communications – PSAP Manager

pc: Lisa Nicholson
Lyle Hornbaker
Sam Keys, Jr.



Proposal For: City of Franklin

Solution Proposed: Sentinel 4.X

Date: January 16, 2014

Pricing: Hampton Cooperative Contract 12-82E

Multi-Site Summary

Design Assumptions- Provides Cassidian 4 in a Standalone Configuration- Redundant MDS and DDS ML310 servers in a virtualized design
Three (3) Sentinel 4 positions with HPZ220 SFF, SAM, IRR, Genovation Keypads and 22" LCD Monitors
Two (2) Mediant 1000 Gateway Chassis
Two (2) 4-port FXO Modules for Analog Loop Start POTS/Wet Ringdowns
Three (3) 4-port FXS Modules for Analog CAMA Trunks/Dry Ringdowns
Two (2) Cisco LAN Switches
One (1) Netclock with four (4) NTP Ports
Fortinet FG-40C Firewall for Remote Managed Services VPN Security
Aurora LITE MIS
HP Ext Warranty for 5 Years on Workstations and Servers
Carousel Onsite Support for 1 Year,
Mgd Svcs 1 Year- M&R, Anti Virus and Patch Management
Critical Spares- Mediant 1000 Components

Pricing is valid for 90 days

City of Franklin	\$177,500.97
Strategic Discount	-\$19,930.55
Total Solution:	\$157,570.42

All new products are guaranteed to be as specified by the manufacturer's documentation, and are provided with the manufacturer's standard Product warranty. All refurbished components are covered by a Carousel direct warranty.

Customer is responsible for any electrical service, environmental conditions and cable work needed to support the quoted Products, unless otherwise specified on the Quote. Any changes to the above Products and /or Scope of Work will require the written authorization of both Carousel and the Customer. Pricing does not include taxes and freight charges, and as applicable, these costs will be added to the invoice.

All work is done subject to the terms and conditions of Carousel's Master Sales Agreement (available at <http://www.carouselindustries.com/services/master-sales-agreements/>), unless Carousel and the Customer have previously agreed to otherwise in writing.

By signing below, Customer makes an offer to purchase the Products and/or Services above from Carousel. Carousel's acceptance of this offer to purchase shall be evidenced by the conversion of the Quote into a Carousel Service Order, and the return of the Service Order number to the Customer.

By: _____ **Title:** _____ **Date:** _____