

FY14

# PSAP GRANT PROGRAM APPLICATION



VIRGINIA INFORMATION  
TECHNOLOGIES AGENCY  
Integrated Services Division



## FY14 PSAP GRANT PROGRAM APPLICATION

### HOW TO APPLY/DEADLINE

The grant application is available and accessible from VITA's Integrated Services Program's website

(<http://www.vita.virginia.gov/isp/default.aspx?id=8578>). Upon completion of the application, it is to be submitted to the PSAP Grant Manager, Lisa Nicholson, at [lisa.nicholson@vita.virginia.gov](mailto:lisa.nicholson@vita.virginia.gov). Any supporting documentation must also be submitted along with the application, including mandatory budgets for projects (if applicable).

After submission, the PSAP Grant Manager will assign a Grant ID and send an e-mail notification to the project contact 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 FY14 PSAP Grant Application Cycle starts July 1, 2012 and concludes on October 31, 2012 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.**



## FY14 PSAP GRANT APPLICATION

### PROJECT TITLE

Twin County CPE Workstation Refresh

### GRANT APPLICANT PROFILE/PROJECT CONTACT

PSAP/HOST PSAP NAME: Twin County Regional E-911

CONTACT TITLE: Regional 911 Coordinator

CONTACT FIRST NAME: Jolena

CONTACT LAST NAME: Young

ADDRESS 1: PO Box 510

ADDRESS 2: 353 N Main St

CITY: Galax

ZIP CODE: 24333

CONTACT EMAIL: jyoung@galaxva.com

CONTACT PHONE NUMBER: 276-236-5122

CONTACT MOBILE NUMBER: 276-233-3231

CONTACT FAX NUMBER: 276-236-2965

REGIONAL COORDINATOR: Tim Addington

### HOST PSAP AND PARTICIPATING PSAPS/LOCALITIES

<b>Twin County Regional E-911</b>	<b>County of Grayson and associated Towns</b>
<b>City of Galax</b>	
<b>County of Carroll and associated Towns</b>	

### GRANT TYPE

Individual PSAP

Consolidation

Regional Initiative

Secondary Consolidation



## GRANT PROGRAM TYPE

X Continuity and Consolidation

Enhancement

## TIER

Out of Service

X 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Technically Outdated\*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**If technically outdated or non-vendor supported, application MUST include age and/or version of hardware/software.**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: HP xw4600 w XP  
And SIMS card

# YEARS of HARDWARE/SOFTWARE: 5

## PROJECT FOCUS CPE

**If "Other" selected, please specify:**

## FINANCIAL DATA

Amount Requested: \$ 91,757

Total Project Cost: \$105,000

## STATEMENT OF NEED

This is an individual Continuity and Consolidation Program application for funding to primary PSAP serving the financially handicapped populations of Carroll and Grayson Counties and the City of Galax. This project will replace or upgrade wireless E-911 equipment and services are non-vendor supported as of April 14, 2013. (See Appendix for confirmation of non-vendor support from Cassidian).

Our current CPE equipment was installed in Fall 2008 and went into full production April 2009 with **CPE, CAD and map software on a single workstation. The refresh cycle for 24/7 workstations is typically 4-5 years.**



Although PlantCML approved other applications to run on the CPE workstation, Cassidian, the current software vendor, has notified Twin County PSAP that the CPE software must operate on a dedicated workstation going forward. Otherwise, the PSAP will be required to pay Cassidian to validate the workstations initially and any time changes are made to any of the applications running on the computer. This **validation will be ~\$40,000 per occurrence.**

The workstations have XP operating system which will be non-vendor supported as of April 14, 2013. Cassidian has not and do not have plans to validate the HP xw4600 with Windows 7. (See attachment)

Additionally, the 5-year maintenance agreement for the workstation equipment expires November 2013. The maintenance vendor strongly recommends replacing the existing computer workstations for the Patriot Sentinel 911 workstations. The current computer workstations are no longer being provided by Cassidian Communications. They have been superseded by a newer model (see attachment). As a result, replacement parts will be hard to obtain in the future and the **maintenance of these workstations will be on a best effort basis.** The maintenance vendor cannot guarantee that replacement parts will be available for computers that are at the end of their life cycle. (See Attachment)

Finally, Patriot Sentinel Release 4.0 will be available in Spring 2013. The HP xw4600 with Sims card is not compatible to support 4.0 functionality. If Twin County workstations are not refreshed in FY2014, **Bland, Twin County and Wythe/Wytheville will not be able to remain on a current release of Patriot Sentinel in direct conflict with the regional and state-wide strategic goals.**

As a result of the above, it is critical to update the existing equipment, and segregate the CPE from the CAD and map applications. If the equipment is not refreshed, the PSAP will be liable for high validation costs they can't afford, and to increasing equipment failures that will impact the PSAP's ability to provide uninterrupted service to the 3 jurisdictions.

Note: The CPE server equipment is being updated through a FY2013 Regional Grant to leverage the existing Twin County Sentinel Patriot into a Geo-Diverse regional network to additionally be utilized by Wythe/Wytheville Consolidated PSAP and Bland PSAP. The FY2013 grant specifically excluded the workstations in the grant description and budget.



The purchase of equipment and services for this project directly supports the continuity and enhancement of wireless E-911, including voluntary PSAP consolidation projects. This regional NG 9-1-1 enabled CPE project is the number one funding priority for the Continuity and Consolidation Program in the 2014 grant cycle.

**The project is perfectly aligned with long-term strategies for NG911 by updating equipment to be compatible with current technology and the impact on operational services is significant.** According to the Virginia Statewide Comprehensive Plan and the perspective of all citizens, “the establishment and adoption of 9-1-1 service ensured that in an emergency any caller throughout the country could dial three easily memorized digits and quickly have local first responders come to his or her aid.” However, as equipment ages equipment failure and risk to this vision increases. This project would restore predictability, and brings us reliable, next generation enabled call processing equipment that citizens expect when they dial 9-1-1.

Twin County E-911, a primary PSAP serving all the City of Galax and the Counties of Carroll and Grayson, serves nearly 1,000 square miles of rugged mountainous terrain along the Blue Ridge in the Southwest corner of the Commonwealth. Our citizens are financially handicapped and under-employed. It may be hard to imagine a place where 31% of the individuals live below poverty level (triple the state average); where unemployment doubles the state rate; and where the median household income is \$22,105 which is nearly two-thirds less than the average Virginia household income of \$61,126. But these hard facts do define us.

## COMPREHENSIVE PROJECT DESCRIPTION

Provide a thorough, concise, and complete description of the project, including an outline of the goals and objectives, implementation strategy, and a work plan.

The project will refresh equipment for 6 Twin County E911 PSAP workstations. As part of this refresh, only CPE software will be installed on the new workstations. CAD and mapping software will remain on existing computers or will be refreshed on separate computers via a separate grant application.

See the detail workplan below:



Phase/Task	Assigned	End Date
<b><u>Initiation</u></b>		
Document Project Concept	J Young	9/30/2012
Meet with Vendor to Review Project Concept	J Young	9/30/2012
Obtain Budgetary Estimates	J Young	9/30/2012
Present to Commission for approval	J Young	10/19/2012
File PSAP grant application	J Young	10/31/2012
Receive grant funding decisions	J Young	1/31/2013
<b><u>Design and Planning</u></b>		
Document detail requirements	Team	6/30/2013
Define Critical Success Factors	Team	6/30/2013
Develop detail design	Team	6/30/2013
Review design with stakeholders	Team	6/30/2013
ID components to be purchased based on final design	Team	6/30/2013
Develop test and training plans	Team	6/30/2013
<b><u>Acquisition</u></b>		
Draft RFP	Team	7/30/2013
Document for Sole Source Procurement	J Young	7/30/2013
Obtain Quotes	Team	8/30/2013
Sign Contract(s)	J Young	9/15/2013
Issue Purchase Orders	J Young	9/15/2013
Request Grant Fund Draw Down	J Young	12/31/2013
<b><u>Implementation</u></b>		
Determine delivery and installation dates	Team	9/15/2013
Develop implementation plan	Team	9/15/2013
Review implementation plan with stakeholders	Team	9/15/2013
Excute implementation against plan	Team	10/31/2013
Train users	Team	10/31/2013
<b><u>Testing/Completion</u></b>		
Execute the test plan	Team	10/31/2013
Validate system performance	Team	10/31/2013
Develop a fail-back strategy	Team	10/31/2013
Go Live	Team	11/1/2013
Measure and report on critical success factors	Team	12/31/2013



**FOR CONTINUITY AND CONSOLIDATION OR ENHANCEMENT PROJECTS:**

PROJECT TIMELINE – Select each applicable phase of the project and indicate the estimated completion date. Sample activities for each phase can be found in the PSAP Grant Program Guidelines as well as on the addendum to this form.

PROJECT PHASE	ESTIMATED COMPLETION DATE
<b>X INITIATION</b> (Project approved by appropriate stakeholders)	<b>10 / 31 / 12</b>
<b>X DESIGN/PLANNING</b> (Project, system, or solution requirements are developed)	<b>06 / 30 / 13</b>
<b>X ACQUISITION</b> (Selected system or solution is procured)	<b>09 / 15 / 13</b>
<b>X IMPLEMENTATION</b> (Selected system or solution is configured and installed)	<b>10 / 31 / 13</b>
<b>X TESTING/COMPLETION</b> (Selected system or solution is tested and put in production)	<b>11 / 01 / 13</b>

Identify the longevity or sustainability of the project.

With the 5-year maintenance agreement and per industry standards, the PSAP anticipates utilizing the workstations for 5 years.

The County of Bland and Twin County as well as Wythe-Wytheville have a Memorandum of Understanding to include development of a regional equipment refresh schedule and capital improvement plan to ensure future planning and expenditures are built into jurisdictional budgeting and grant processes. Twin County E911 also has an individual Capital Plan for PSAP equipment for long range grant and local budgeting.



Describe how this project supports the Virginia Statewide Comprehensive 9-1-1 Plan.

This project supports both goals of the Virginia Statewide Comprehensive 9-1-1 Plan and seeks to fulfill an important initiative. There are only two goals in the Virginia Statewide Comprehensive 9-1-1 Plan. The first goal is provide a standard level of 9-1-1 emergency dispatch services to the public. *When achieved, this goal will provide consistent 9-1-1 emergency dispatch services to anyone residing in or passing through the Commonwealth, at any time of day, and during any event. Consistent service means that all 9-1-1 centers can receive, process, and dispatch “calls” in a dependable and repeatable manner.* However, as reflected in the statement of our need for this project, the aging workstation equipment in the Twin County PSAP could lead to service interruptions. This project would restore that predictability and bring reliability to our 9-1-1 emergency dispatch services.

The second goal of the Virginia Statewide Comprehensive 9-1-1 Plan is to position 9-1-1 centers to continuously meet the public’s expectations. *When achieved, this goal will allow Virginia to keep up with the rapid pace of technology innovation and therefore the constant changes in customers’ expectations.* However, again as reflected in the statement of our need for this project, public expectations are clearly not met with our outdated and obsolete equipment. Equipment failures could cause suspensions of our 9-1-1 emergency dispatch services to Galax, Carroll and Grayson citizens.

The 2011 Virginia Statewide Comprehensive 9-1-1 Plan envisions that 911 Centers will maintain certain Service and Capabilities per the excerpt below:

*9-1-1 centers throughout the Commonwealth must provide a consistent, seamless, and comprehensive level of 9-1-1 dispatch services statewide using an IP-enabled system that is dependable and reliable. 9-1-1 centers accept “calls” from all devices and in all forms, in any language, and from special needs populations, such as the hearing impaired, to ensure that no request for assistance goes unanswered.*

This project will allow Twin County to bolster their ability to provide consistent and seamless service by updating outdated equipment with reliable and current technology.



**REGIONAL INITIATIVE (if applicable)**

The relationship of the initiative to the participating PSAPs:  
N/A – Individual PSAP initiative

Intended collaborative efforts:  
N/A – Individual PSAP initiative

Resource sharing:  
N/A – Individual PSAP initiative



How does the initiative impacts the operational or strategic plans of the participating agencies:

N/A-Individual PSAP initiative

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

How would a consolidation take place and provide improved service:

N/A – Individual PSAP initiative

How should it be organized and staffed:

N/A – Individual PSAP initiative



What services should it perform:

N/A – Individual PSAP initiative

How should policies be made and changed:

N/A – Individual PSAP initiative

How should it be funded:

N/A – Individual PSAP initiative

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

N/A – Individual PSAP initiative



## BUDGET AND BUDGET NARRATIVE

List the planned expenditures to be made with grant funds. (NOTE: In lieu of a line item breakdown, an itemized cost schedule or detailed vendor prepared quote may be submitted as an attachment.) Briefly explain the reason for each requested budget item and provide the basis for its cost:

The overall project budget is \$105,000. The \$91,757 for CPE workstations and was based on RFP pricing for Wythe County dated March 30, 2012. The detail price list from Wireless Communications Inc. is attached. In addition to CPE workstations, the project will also entail purchasing CAD/Mapping computers, rack and cabling. This additional cost not included in this grant request is estimated at \$13,243.

Item #	Description	Unit	Budget Qty	Budget
61000-409602W7	WKST HP Z210 WIN7	EA	6	\$10,766.67
64000-20063	HARD DRIVE 250GB Z210	EA	6	\$453.33
2977274	MNTR 22IN PLANAR WIDE BLK	EA	6	\$806.60
853030-00301	PAT 3.X SAM SENT HDWR KIT	EA	6	\$11,013.33
809800-35058	SENT IWS CFG	EA	6	\$1,333.34
809800-35060	SENT STAGING FEE PP	EA	6	\$2,000.00
KV0004A	4 PORT KVM W/GLIDE & SWITCH	EA	6	\$2,529.36
	Shipping		6	\$766.17
	Shipping & Installation		6	\$11,887.70
	Maintenance & Support		6	\$41,859.06
	Budget			\$83,415.54
	10% Contingency			\$91,757.09



## EVALUATION

How will the project be evaluated and measured for achievement and success:

Our performance measures will begin with proper purchases of equipment and services to achieve a new regional network. Procurement will be in accordance with all federal, state and local procurement standards. After installation of the equipment and implementation of the services, each PSAP will be able to process 9-1-1 calls as determined by a detailed evaluation plan. Additionally, each PSAP will be able to process 9-1-1 calls with parts of the network disabled to simulate equipment failures. Each PSAP will record these performance measures and report them to the host applicant for inclusion on the final report.

Attachment 1 - Wireless Communications Inc Quote for Wythe/Wytheville Workstations dated March 2012 used as basis for grant Budget. See Page 13.

Wythe/Wytheville

**Sentinel Patriot System**

Qty.	Part No.	Description	U/M	Customer Price
<b>Workstation Equipment</b>				
4	873099-01201	SENT PAT 3.X MIG UPGD LIC	EA	\$15,555.56
4	809800-35005	PAT 3.X SW SPT 5YR	EA	\$14,666.67
<b>Workstation Equipment - Z210</b>				
4	61000-409602W7	WKST HP Z210 WIN7	EA	\$7,177.78
4	64000-20063	HARD DRIVE 250GB Z210	EA	\$302.22
<i>Note: For RAID 1 configuration</i>				
4	2977274	MNTR 22IN PLANAR WIDE BLK	EA	\$537.73
4	853030-00301	PAT 3.X SAM SENT HDWR KIT	EA	\$7,342.22
4	809800-35058	SENT IWS CFG	EA	\$888.89
4	809800-35060	SENT STAGING FEE PP	EA	\$1,333.33
1	870890-07501	CPR/SYSPREP IMAGING	EA	\$0.00
4	KV0004A	4 PORT KVM W/GLIDE & SWITCH	EA	<b>\$1,686.24</b>
<b>Sentinel Patriot Dual IRR Module</b>				
4	873099-00501	PAT/CM IRR LIC/DOC/MED	EA	\$4,422.22
4	809800-35020	PAT/CM IRR SW SPT 5YR	EA	\$2,653.33
<b>Sentinel Patriot System Subtotal</b>				<b>\$56,566.20</b>

**Aurora - MIS System**

Qty.	Part No.	Description	U/M	Customer Price
<b>Aurora 2.0 - Standard MIS System</b>				
4	873391-00201	AURORA COLLECTION LIC	EA	\$3,555.56
4	809800-03305	AURORA STD SPT 5YR	EA	\$2,133.33
<b>Aurora Server Equipment</b>				
<i>Note: Aurora server is located at Side A.</i>				
<b>Aurora - MIS System Subtotal</b>				<b>\$5,688.89</b>

**Wireless Communications Services**

Qty.	Part No.	Description	U/M	Customer Price
1	Wireless	Shipping		\$510.78
1	Wireless	Turnkey Installation		\$7,925.13

**Wireless 24 x 7 Maintenance & Hardware Support**

Qty.	Part No.	Description	U/M	Customer Price
1	Wireless	1st Year 24 x 7 Warranty Coverage		\$3,051.32
1	Wireless	2nd Year 24 x 7 Maintenance		\$5,853.04
1	Wireless	3rd Year 24 x 7 Maintenance		\$6,087.16
1	Wireless	4th Year 24 x 7 Maintenance		\$6,330.65
1	Wireless	5th Year 24 x 7 Maintenance		\$6,583.87
<b>Maintenance &amp; Hardware Subtotal</b>				<b>\$27,906.04</b>

**Total Cost: \$98,597.04**

**Options:**

**24x7 Remote Monitoring Services**

Qty.	Part No.	Description	U/M	Customer Price
4	871499-01207	<b>Monitoring &amp; Response License Fees</b> M&R 3.0 LIC WKST/IP	EA	\$315.56
4	809800-14170	<b>Monitoring &amp; Response Support Fees</b> M&R 3.0 WKST/IP SVC 5YR	EA	\$6,880.00

Attachment 2 - Wireless Communications Inc Quote from FY2013 grant to validate workstation equipment for Twin County 911 was not included.

**Sentinel Patriot System Side A - Galax**

Qty.	Part No.	Description	U/M	Customer Price
		<i>Quote Summary: Galax PD will diversify the backroom and Galax PD will be Side A and a new site Wytheville PSAP will be Side B.</i>		
		<b>Sentinel Patriot</b>		
1	873099-00103.2U	PAT 3.2 L/D/M UPGD	EA	\$0.00
1	809800-35061	PATRIOT SYS CFG	EA	\$1,111.11
1	873099-03001U	PAT/CM CAD INTFC LIC UPGD	EA	\$0.00
1	04000-RS232	BLKBX TL601A-R2 DATASHARE	EA	\$410.00
1	04000-01751	TS-4 PORT TERMINAL SVR	EA	\$720.00
1	65000-00182	CBL 4FT RJ45-10P TO DB25M	EA	\$23.33
		<b>ESINet Interface Module (EIM)</b>		
		<i>Note: EIM is not included in pricing.</i>		
		<b>Server Equipment</b>		
2	62000-J204801	SVR TOWER ML330/G6	EA	\$3,486.67
1	04000-30182	USB TO SERIAL HUB KIT	EA	\$362.22
1	65000-00221	RISER CARD PCI-X KIT	EA	\$195.56
1	1735956	MNTR 17IN W/SPKRS NEC	EA	\$219.00
1	04000-00396	SVR WIN 2008 + 5 CAL	EA	\$950.00
1	04000-00101	PAT PTS CENT OS	EA	\$0.00
2	809800-35056	PAT SVR CFG	EA	\$1,111.11
		<b>Workstation Equipment</b>		
4	873099-00303.0U	PAT 3.X PER SEAT LIC UPGD	EA	\$0.00
4	809800-35005	PAT 3.X SW SPT 5YR	EA	\$14,666.67
		<i>Existing support until 11/2013.</i>		
		<b>Workstation Equipment</b>		
		<i>Note: Existing workstations will be re-used.</i>		
		<i>No hardware required for upgrade.</i>		
		<b>Sentinel Patriot Dual IRR Module</b>		
4	809800-35020	PAT/CM IRR SW SPT 5YR	EA	\$2,653.33
		<i>Existing support until 11/2013.</i>		
		<b>Patriot Admin Printers</b>		
1	64040-60020	PRINTER USB B/W LASERJET	EA	\$414.44
		<i>Note: Laserjet Black and White printer.</i>		
		<i>Recommended monthly volume, 250 to 1,500 pages</i>		
1	65000-03133	CBL USB SHLD M/M 10FT	EA	\$11.11
		<b>Cisco Switch/Router Equipment</b>		
1	04000-01900	ROUTER 1921 & RACKMNT KIT	EA	\$1,041.11
1	04000-01920	ROUTER 1900 DATA LIC	EA	\$484.44
1	04000-01925	WARR 1921 ROUTER 24X7 5YR	EA	\$862.22
1	809800-00199	ROUTER CFG FEE	EA	\$591.11
1	809800-00200	CONFIGURE NETWORK DEVICE	EA	\$147.78
		<i>Note: Network Config fee for dual active firewall installation.</i>		
		<b>Cisco Switch Equipment</b>		
2	04000-01041	SWITCH 24-PORT 2960 4T	EA	\$5,502.22
2	04000-02967	SPT 2960 24-PORT 4T 5YR	EA	\$4,673.33
		<b>Peripherals &amp; Gateways</b>		
		<i>Note: Existing peripheral will be used.</i>		
1	04000-11040	FIREWALL S1104 APPL	EA	\$2,250.00
1	04000-11045	WARR FIREWALL S1104 5YR	PK	\$2,694.44
1	809800-00201	VPN CONFIG SERVICE	EA	\$222.22
<b>Sentinel Patriot System Subtotal</b>				<b>\$44,803.44</b>

# Attachment 2 continued

Sentinel Patriot System Side B - Wytheville				
Qty.	Part No.	Description	U/M	Customer Price
		<b>Sentinel Patriot</b> <i>Quote Summary: Galax PD will diversify the backroom and Galax PD will be Side A and a new site Wytheville PSAP will be Side B.</i> <i>Note: The primary site will transfer (1) license for Sentinel and CAD interface to Side B</i>		
1	873099-00103.2U	PAT 3.2 L/D/M UPGD	EA	\$0.00
1	873099-03001U	PAT/CM CAD INTFC LIC UPGD	EA	\$0.00
1	809800-35064	PAT SYS D/RSFICATION FEE	EA	\$555.56
1	04000-RS232	BLKBX TL601A-R2 DATASHARE	EA	\$410.00
1	04000-01751	TS-4 PORT TERMINAL SVR	EA	\$720.00
1	65000-00182	CBL 4FT RJ45-10P TO DB25M	EA	\$23.33
		<b>ESINet Interface Module (EIM)</b> <i>Note: EIM is not included in pricing.</i>		
		<b>Server Equipment</b>		
2	62000-J204801	SVR TOWER ML330/G6	EA	\$3,486.67
1	04000-30182	USB TO SERIAL HUB KIT	EA	\$362.22
1	65000-00221	RISER CARD PCI-X KIT	EA	\$195.56
1	1735956	MNTR 17IN W/SPKRS NEC	EA	\$219.00
1	04000-00396	SVR WIN 2008 + 5 CAL	EA	\$950.00
1	04000-00101	PAT PTS CENT OS	EA	\$0.00
2	809800-35056	PAT SVR CFG	EA	\$1,111.11
		<b>Patriot Admin Printers</b>		
1	64040-60020	PRINTER USB B/W LASERJET <i>Note: Laserjet Black and White printer.</i> <i>Recommended monthly volume, 250 to 1,500 pages</i>	EA	\$414.44
1	65000-03133	CBL USB SHLD M/M 10FT	EA	\$11.11
		<b>Cisco Switch/Router Equipment</b>		
1	04000-01900	ROUTER 1921 & RACKMNT KIT	EA	\$1,041.11
1	04000-01920	ROUTER 1900 DATA LIC	EA	\$484.44
1	04000-01925	WARR 1921 ROUTER 24X7 5YR	EA	\$862.22
1	809800-00199	ROUTER CFG FEE	EA	\$591.11
1	809800-00200	CONFIGURE NETWORK DEVICE <i>Note: Network Config fee for dual active firewall installation.</i>	EA	\$147.78
		<b>Cisco Switch Equipment</b>		
2	04000-01041	SWITCH 24-PORT 2960 4T	EA	\$5,502.22
2	04000-02967	SPT 2960 24-PORT 4T 5YR	EA	\$4,673.33
		<b>Peripherals &amp; Gateways</b>		
1	04000-31500	PAT/CM ALARM PANEL	EA	\$1,666.67
1	863014-00102	PAT PERIPHERALS	EA	\$4,244.44
1	850830-03011	MODEM PKG 56K EXT	EA	\$650.00
2	2213937-1-SR1	FXO GATEWAY 8-PORT	EA	\$2,931.11
2	2213939-1-SR1	FXS GATEWAY 8-PORT	EA	\$2,931.11
1	04000-11040	FIREWALL S1104 APPL	EA	\$2,250.00
1	04000-11045	WARR FIREWALL S1104 5YR	PK	\$2,694.44
1	809800-00201	VPN CONFIG SERVICE	EA	\$222.22
		<b>Peripherals &amp; Equipment Racks</b>		
1	06500-55053	EQPMT RACK 19 INCH	EA	\$305.56
1	04000-00484	KVM 4-PORT SWITCH	EA	\$491.11
1	04000-00612	CBL KVM PS/2 CONSOLE	EA	\$31.11
4	04000-60614	CBL KVM PS/2 PC	EA	\$248.89
1	04000-RMM19	BRKT 19IN RACK MTG/ARBTR	EA	\$35.56
<b>Sentinel Patriot System Subtotal</b>				<b>\$40,463.44</b>

Sub-total Side A / Side B: **\$85,266.89**

Aurora - MIS System				
Qty.	Part No.	Description	U/M	Customer Price
		<b>Aurora 2.0 - Standard MIS System</b>		
1	873399-00102.0	AURORA 2.0 DOC/MEDIA	EA	\$0.00
1	873391-00501	AURORA STD LIC	EA	\$2,222.22
4	873391-00201	AURORA COLLECTION LIC	EA	\$3,555.56
4	809800-03305	AURORA STD SPT 5YR	EA	\$2,133.33
1	873391-00301	AURORA USER LICENSE	EA	\$833.33
1	04000-00339	SQL 2008R2 CAL RUN ENT	EA	\$195.56
		<b>Aurora Optional Modules</b>		
1	873391-00901	AURORA ADV RPT PKG LIC	EA	\$3,888.89
		<b>Aurora Server Equipment</b>		
		<b>ML350 Server Equipment</b>		
1	62030-J614402	SVR TOWER ML350 G6	EA	\$3,185.56
4	64000-20057	HARD DRIVE 300GB SAS 10K	EA	\$2,271.11
1	64000-30022	DVD-RW ML310G5/ML350/70G6	EA	\$128.89
3	64000-40090	4GB RAM SVR	EA	\$746.67
1	04000-00085	KIT BACKUP 1TB SATA	EA	\$378.89
1	04000-00396	SVR WIN 2008 + 5 CAL	EA	\$950.00
1	04000-00340	SQL 2008R2 SVR RUN ENT	EA	\$81.11
1	04000-00426	PRESENT TENSE CLIENT	EA	\$61.11
1	809800-01416	MIS SVR CFG	EA	\$555.56
		<b>Peripherals &amp; Equipment Racks</b>		
1	65000-00124	CBL PATCH 15FT	EA	\$15.56
1	Cassidian	Aurora Upgrade Incentive		<b>-\$4,500.00</b>
<b>Aurora - MIS System Subtotal</b>				<b>\$16,703.33</b>

Attachment 2 continued

**Spare Parts**

Qty.	Part No.	Description	U/M	Customer Price
		<b>Spare Sentinel Patriot Equipment</b>		
1	2213936-1-SR1	FXO GATEWAY 4-PORT	EA	\$886.67
1	2213937-1-SR1	FXO GATEWAY 8-PORT	EA	\$1,465.56
1	2213939-1-SR1	FXS GATEWAY 8-PORT	EA	\$1,465.56
1	2977274	MNTR 22IN PLANAR WIDE BLK	EA	\$134.43
1	04000-01041	SWITCH 24-PORT 2960 4T	EA	\$2,751.11
1	04000-02967	SPT 2960 24-PORT 4T 5YR	EA	\$2,336.67
<b>Spare Parts Subtotal</b>				<b>\$9,039.99</b>

**Wireless Communications Services**

Qty.	Part No.	Description	U/M	Customer Price
1	Wireless	Shipping		\$993.95
1	Wireless	Turnkey Installation		\$18,819.50
1	Wireless	Spectracom GP933-34		\$9,960.13

**Training Services**

Qty.	Part No.	Description	U/M	Customer Price
6	000000-24404	Aurora Training	EA	
1	809800-00114	AURORA ADMIN TRAINING	EA	
2	809800-00115	TRAVEL EXPENSE	EA	
		DAILY TRAINER EXPENSE	EA	
		Aurora Sub-total:		\$2,932.22
1	Wireless	Train-the-Trainer (includes Admin Training) (Training for Bland included in the Bland Quote)	EA	\$598.00
<b>Training Services Subtotal</b>				<b>\$3,530.22</b>

**Wireless 24 x 7 Maintenance & Hardware Support**

Qty.	Part No.	Description	U/M	Customer Price
1	Wireless	1st Year 24 x 7 Warranty Coverage	EA	\$6,341.84
1	Wireless	2nd Year 24 x 7 Maintenance	EA	\$12,214.16
1	Wireless	3rd Year 24 x 7 Maintenance	EA	\$12,702.73
1	Wireless	4th Year 24 x 7 Maintenance	EA	\$13,210.84
1	Wireless	5th Year 24 x 7 Maintenance	EA	\$13,739.27
<b>Maintenance &amp; Hardware Subtotal</b>				<b>\$58,208.84</b>

**Total Cost: \$202,522.86**

## Attachment 3 - Microsoft's web notification of end of support for Windows XP.

# Windows XP SP3 and Office 2003 Support Ends April 8, 2014

## WHY?

Why is support ending for Windows XP SP3 and Office 2003?

## WHAT?

What does end of support mean to customers?

## HOW?

How will Microsoft help customers?

Get a free IDC assessment on migrating from Windows XP to Windows 7.

See how your organization can benefit from making the switch.

**GET STARTED**

[Flexible Workstyle](#) | [Windows 7 Enterprise](#) | [Office 365](#) | [Springboard for TechNet](#)

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Attachment 4 - Email from Cassidian confirming current workstations are non-compliant with Windows 7.

**Jolena Young**

---

**From:** Jason Ramsay <Jason.Ramsay@cassidiancommunications.com>  
**Sent:** Sunday, October 28, 2012 10:45 AM  
**To:** jyoung@GalaxVa.com  
**Cc:** Travis Bottiglier; Addington, Timothy (VITA)  
**Subject:** Re: HP xw4600

Jolena,

Both of your statements are correct. The 4600 workstations are not compliant with Windows 7 and due to this fact they will not be supported in 4.x which would delay your upgrade.

Jason.D.Ramsay  
Solutions Engineer

Cassidian Communications, an EADS North American Company  
42505 Rio Nedo  
P.O. Box. 9007  
Temecula, CA 92590  
814.520.5705 DIRECT  
951.553.1785 MOBILE  
[www.CassidianCommunications.com](http://www.CassidianCommunications.com)

Sent from my iPhone

On Oct 28, 2012, at 9:37 AM, "Jolena Young" <[jyoung@galaxva.com](mailto:jyoung@galaxva.com)> wrote:

Jason and Travis,

I have a follow-up questions and would like to confirm my understanding of our discussion regarding HPxw4600?

Follow-up Question: Do you have HPxw4600 validated with Windows 7 and Patriot Sentinel 3.x? If not, then do you agree that my system will be non-vendor supported due to Microsoft's End of Support on April 8, 2014?

Otherwise, per our discussion, the HPxw4600 will not be validated for the Patriot Sentinel 4.x release in Spring of 2013, and therefore we will have to delay the upgrade for the BTW2 geo-diverse system until Twin County workstations are refreshed. Is this correct?

Jolena Young  
Twin County Regional 911 Coordinator  
Carroll County – Galax City – Grayson County  
Office: 276-236-5122  
Mobile: 276-233-3231

Attachment 5 - Statement from CPE maintenance vendor.

**Jolena Young**

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**From:** Bruce Williams <bwilliams@wirelessnc.com>  
**Sent:** Monday, October 15, 2012 4:52 PM  
**To:** jyoung@GalaxVa.com  
**Subject:** RE: Workstation Refresh Pricing  
**Attachments:** NPA PE121010 Z220 Workstations(np).pdf

I don't think you've overlooked anything. If Vita is very strict about the amounts they award, I would suggest building in a 5% increase for each line item just to be safe. We never know when Cassidian will implement a price change and they usually honor an existing quote for 120 days maximum. I think this will help cover any unexpected price increases. If they decide to switch to another model PC, we never know how much the new ones will cost.

I would strongly recommend that you replace the existing computer workstations for the Patriot Sentinel 911 workstations. The computer workstations that you currently have are no longer being provided by Cassidian Communications. They have been superseded by a newer model (see attachment). The purpose of this recommendation is due to the fact that replacement parts will be hard to obtain in the future. At that point the maintenance of these workstations will be strictly on a best effort basis. We cannot guarantee that replacement parts will be available for computers that are at the end of their life cycle.

BRUCE WILLIAMS, ENP  
WIRELESS COMMUNICATIONS, INC.  
E9-1-1 SALES ENGINEER  
OFC 336-510-8681  
CELL 336-324-3627  
FAX 888-412-6139  
[WWW.WIRELESSNC.COM](http://WWW.WIRELESSNC.COM)

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**From:** Jolena Young [mailto:jyoung@galaxva.com]  
**Sent:** Monday, October 08, 2012 7:45 AM  
**To:** Bruce Williams  
**Subject:** Workstation Refresh Pricing  
**Importance:** High

Bruce,

I utilized your March 30 proposal to develop a budget for the FY2014 VITA grant application to replace the 6 workstations for Twin County. Can you review the attached worksheet and see if you think this is reasonable or if I missed major costs? The grant application is due prior to October 31 @ 5 pm.

Jolena Young  
Twin County Regional 911 Coordinator  
Carroll County – Galax City – Grayson County  
Office: 276-236-5122  
Mobile: 276-233-3231



## New Product Announcement

**Document ID:** PE121010

**Title:** New HP z220 Workstation Release

**Active Date:** October 10, 2012

### Introduction

Cassidian Communications, an EADS North America company, is committed to providing product offerings that are in line with the continuing evolution and improvement of information technology. As part of this effort, and as part of the Hewlett Packard (HP) workstation migration, Cassidian Communications is announcing the release of the HP z220 Convertible Mini Tower (CMT) and z220 Small Form Factor (SFF) workstations. These models replace Cassidian Communications offering of the HP z210 (reference PDN **PE121010**) line. This New Product Announcement provides part numbers, product information, and ordering information for this release.

### Product Information

The z220 CMT and SFF configurations below support the Windows 7 operating system. While the z220 CMT will also support the Windows XP operating system, customers are encouraged to review Microsoft's Lifecycle policy for dates on support for this operating system and plan accordingly.

The z220 SFF platform is being offered as the standard Cassidian integrated workstation while the CMT system is offered for those customers needing to support full height PCI cards such as the Delta 44 sound card.\*

\*The SFF system is NOT compatible with legacy systems utilizing Cassidian Communications' Audio Control Unit (ACU), Herbie, or Sentinel systems running Windows XP.

### Prerequisite / Applicable Products

This workstation has been approved for use with:

- VESTA® DMS
- VESTA® Pallas™
- Sentinel® Patriot®
- Sentinel® CM
- Sentinel® ECS-1000™
- Sentinel® RescueSTAR®
- ORION™ MapStar™
- ORION™ ARIES®
- ORION™ Vela®

### Ordering Information

The following part numbers are being introduced into the Cassidian product catalog:

Part Number	Description
<b>61000-409603W7</b>	<b>WKST HP Z220 WIN7</b>
	Hewlett-Packard Convertible Mini Tower z220 Workstation with Windows 7. Intel Core i7 processor, DVD+/-RW, 250GB SATA Hard Drive, USB Keyboard and mouse. Integrated NIC, NVS 310 512MB Graphics, 4GB RAM. Dimensions (HxWxD): 17.6 x 7 x 17.9 inches. Weight: 32.6 Lbs. Warranty: 3 Years parts/labor, 9x5 NBD (on-site) best effort.
<b>61000-409603XP</b>	<b>WKST HP Z220 XP</b>
	Hewlett-Packard Convertible Mini Tower z220 Workstation with Windows XP (downgraded). Intel Core i7 processor, DVD+/-RW, 250GB SATA Hard Drive, USB Keyboard and mouse. Integrated NIC, NVS 310 512MB Graphics, 4GB RAM. Dimensions (HxWxD): 17.6 x 7 x 17.9 inches. Weight: 32.6 Lbs. Warranty: 3 Years parts/labor, 9x5 NBD (on-site) best effort.

## Attachment 6 continued

<b>61000-409603SFF</b>	<b>WKST HP Z220 SFF</b>
Hewlett-Packard Small Form Factor z220 Workstation with Windows 7. Intel Core i7-3770 processor, 3.4/3.9 GHz, 77W, 8MB Cache. 16X DVD+/-RW SATA Super-Multi, 2-Expansion Bays (1 internal 3.5", 1 external 5.25"), 4-Expansion Slots, 250GB SATA Hard Drive, Standard USB Keyboard and 2-Button USB optical mouse in carbon. Integrated Intel 82579LM PCIe GbE Controller, NVIDIA NVS 310 512MB Graphics Card, 4GB (2x2GB) DDR3-1333 nECC Unbuffered RAM, z220 Localization Kit, (2) DVI Dual Link M/VGA HDD-15. Dimensions (HxWxD): 3.95 x 13.3 x 15.0 inches. Weight: 16.5 Lbs. Warranty: 3 Years parts/labor, 9x5 NBD (on-site) best effort.	
<b>64000-40097</b>	<b>RAM 2GB Z220</b>
2GB RAM for z220 Workstations. DDR3-1600/PC3-12800 memory SDRAM, non-ECC, unbuffered, 1600 MHz, 240-Pin. Warranty: 1-Year	
<b>64000-20150</b>	<b>HARD DRIVE 250GB Z220</b>
HP Hard Drive, 250GB SATA 6Gb/s 7200 rpm, 7-pin. Dimensions (WxH): 4.0 x 1.0 inches. Warranty: 1 Year	
<b>06000-00221</b>	<b>Z220 CMT 400W PWR SPLY</b>
400W Power Supply for z220 CMT workstations. Rated at 12VDC output.	
<b>06000-00220</b>	<b>Z220 SFF 240W PWR SPLY</b>
240W Power Supply for z220 Small Form Factor workstations. Rated at 12VDC output.	
<b>65000-47001</b>	<b>Z220 SFF Tower Stand</b>
Small Form Factor Black Tower Stand to convert SFF into a tower configuration. Dimensions WxDxH: 1.06 x 6.96 x 7.85 inches. Weight: .27 Lbs. Warranty: 1 Year	
<b>04000-01585</b>	<b>WARR 3YR 24X7 Z220 WKST</b>
3-Year Extended On-Site (CPU hardware only) Warranty Support, 4-hour (24x7) On-Site response, including holidays, for z220 workstations.	
<b>04000-01586</b>	<b>WARR 5YR 24X7 Z220 WKST</b>
3-Year Extended On-Site (CPU hardware only) Warranty Support, 4-hour (24x7) On-Site response, including holidays, for z220 workstations.	
<b>04000-01587</b>	<b>WARR 5YR NBD Z220 WKST</b>
5 year Extended On-Site (hardware only) warranty, Next Business Day (NBD) On-Site 8am-5pm, standard business days excluding holidays for z220 workstations.	

### Current Part Numbers Applicable to z220:

<b>65000-00256</b>	<b>GRAPHICS QUAD 1GB PCI-E</b>
1GB DVI Quad Graphics, Low Profile 16X PCI-E card with resolutions up to 2560x1600 per output (Max DVI resolution 1920x1200). Independent and stretched desktop mode. 2 cards will support up to 8 displays. Supports: Windows XP (32/64-bit), Windows 7 (32/64-bit). Hardware included: LPL bracket, 4 mini DP to DP adapters, 4 DP to DVI Connector Adapters. Warranty: 3 Years	

Existing inventory may be utilized to fulfill current orders, if available and it meets the customer order requirements. This notice communicates model and part number changes so that Cassidian Communications customers are aware that the change is occurring. Existing orders and quotes may need to be updated based on inventory availability. Should pricing be lower on existing orders and quotes, that pricing will be honored.

To place orders, please email [insidesales@CassidianCommunications.com](mailto:insidesales@CassidianCommunications.com) or call Order Management at 800.491.1734. Allow 6-8 weeks for delivery after receipt of order (ARO). This NPA is effective immediately.

Fees apply in the event an active software support program is not in place. Please call Inside Sales for pricing information. Please allow 24 hours from the release of this notification prior to placing orders via the Extranet.

### Support

Technicians needing assistance or information regarding this NPA may contact Cassidian Communications Technical Support Team at 800.491.1734. Please select 2 for Technical Support and listen for the product announcements. Additionally, you can contact Technical Support via email at [tsupport@CassidianCommunications.com](mailto:tsupport@CassidianCommunications.com). Emails received will be responded to within 24 hours.

Cassidian Communications Field Engineering Services are available on a time-and-material basis for those desiring on-site engineering support for this update.

### Training

Cassidian Communications training courses are designed to maximize product knowledge and optimize product implementation and maintenance procedures. Instructors are thoroughly knowledgeable in all aspects of Cassidian Communications products. Course attendees receive hands-on experience in the installation of Cassidian Communications hardware and software. They are also provided an in-depth understanding of how each system is set up and maintained; and learn the basics of how to keep a system running at the optimum level.

## Attachment 6 continued

### **Closing**

Your immediate attention to this matter is greatly appreciated. If you have any questions or we may be of any further assistance, please feel free to 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*

End of Grant Application Package