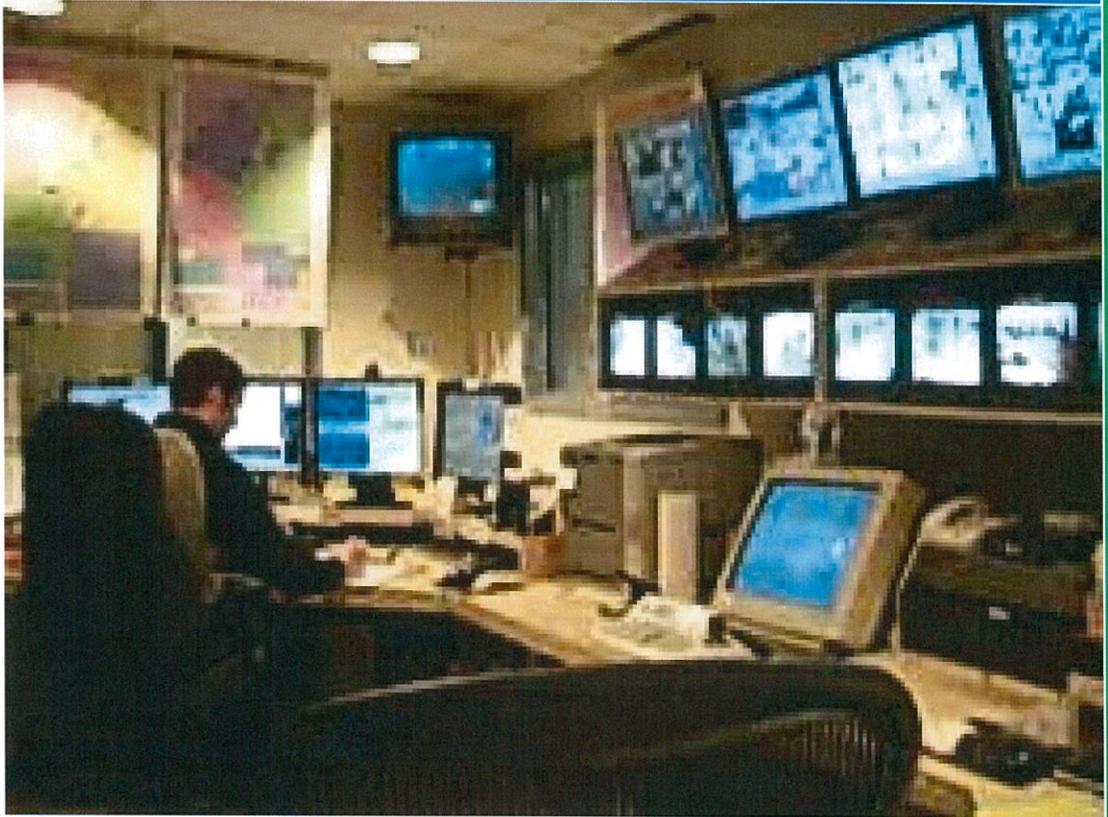


FY16

PSAP GRANT PROGRAM APPLICATION



VIRGINIA INFORMATION
TECHNOLOGIES AGENCY
Integrated Services Division



FY16 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 your Regional Coordinator. Any supporting documentation must also be submitted along with the application, including mandatory budgets for projects (if applicable).

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 FY16 PSAP Grant Application Cycle starts July 1, 2014 and concludes on September 30, 2014 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.



FY16 PSAP GRANT APPLICATION

PROJECT TITLE

CPE Upgrade – VESTA 4 System

GRANT APPLICANT PROFILE/PROJECT CONTACT

PSAP/HOST PSAP NAME: Culpeper County Public Safety Communication Center

CONTACT TITLE: E-911 Center Director

CONTACT FIRST NAME: William

CONTACT LAST NAME: Martin

ADDRESS 1: 14022 Public Safety Court

ADDRESS 2: [Click here to enter text](#)

CITY: Culpeper

ZIP CODE: 22701

CONTACT EMAIL: WMARTIN@CULPEPERCOUNTY.GOV

CONTACT PHONE NUMBER: 540-727-7900 EXT 8800

CONTACT MOBILE NUMBER: 540-423-7190

CONTACT FAX NUMBER: 540-727-9554

REGIONAL COORDINATOR: Amy Ozeki

HOST PSAP AND PARTICIPATING PSAPS/LOCALITIES

_____	_____
_____	_____
_____	_____
_____	_____

GRANT TYPE

- | | |
|-----------------------------------------------------|------------------------------------------|
| <input checked="" type="checkbox"/> Individual PSAP | <input type="checkbox"/> Shared Services |
| <input type="checkbox"/> Regional Initiative | <input type="checkbox"/> Consolidation |
| <input type="checkbox"/> Secondary Consolidation | <input type="checkbox"/> |



GRANT PROGRAM TYPE

- Continuity and Consolidation
- Enhancement

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: 911 Quick Link Version 8.08.0930 /Comdial #
YEARS of HARDWARE/SOFTWARE: 9

PRIORITY/PROJECT FOCUS CPE

If "Other" selected, please specify: [Click here to enter text](#)

FINANCIAL DATA

Amount Requested: \$ 150,000
Total Project Cost: \$ 385,000

STATEMENT OF NEED



This statement should reference the relationship to the current funding priorities established by the Grant Committee and include evidence of any financial need, along with additional information on the impact on operational services; consequences of not receiving funding; inclusion of project in a long-term or a strategic plan; and local sustainability:

The Culpeper County Public Safety Communication Center has a current investment in the TriTech Software Systems that for many years has utilized 911 Inc. hardware and software for successfully mission critical applications. Several years ago TriTech acquired 911 Inc. The current hardware was installed in 2005

Describe how the grant will be maintained and supported in the future, if applicable.

The new VESTA system would be implemented and supported by a Cassidian Communications provider. Additionally, they can provide monitoring and response. Future budgets will fund the maintenance cost of the system.

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 goal of this project is to update the existing 911 Quick Link Version 8.08.0930 /Comdial software and hardware currently utilizing the end of life to a non-proprietary IP soft switch environment. The 911 Quick Link Version 8.08.0930 /Comdial, XP workstations, and server would be replaced with the latest server, windows 7 workstations during this project.

The objective is to move to a VESTA platform that will allow for more frequent updates that will include the functionality necessary for Next Generation technology.

Implementation will occur over an approximately 3 to 4 month time frame. The system will come pre-programmed and ready for installation in the racks or cabinets for ease of installation. System training for VESTA will be specifically designed to meet the needs of the Center. New training will take place for all employees.

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
<input type="checkbox"/> INITIATION (Project approved by appropriate stakeholders)	08 / 01 / 15
<input type="checkbox"/> DESIGN/PLANNING (Project, system, or solution requirements are developed)	09 / 01 / 15
<input type="checkbox"/> ACQUISITION (Selected system or solution is procured)	11 / 01 / 15



<input type="checkbox"/> IMPLEMENTATION (Selected system or solution is configured and installed)	1 / 15 / 16
<input type="checkbox"/> TESTING/COMPLETION (Selected system or solution is tested and put in production)	1/ 30 / 16

Identify the longevity or sustainability of the project.

The current project will provide a new more reliable system and longevity with the VESTA system implementation. This project would replace and update equipment in the Center. The VESTA system would additionally with the inclusion of Next Generation feature functionality and further strengthen the sustainability of the project moving forward.

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

The project supports the Comprehensive 911 plan by the ability to continue providing E-911 Emergency Services to the citizens that depend on it.

SHARED SERVICES/REGIONAL INITIATIVE (if applicable)



The relationship of the initiative to the participating PSAPs:

The initiative is necessary as the 911 Quick Link Version 8.08.0930/Comdial is the primary mission critical call handling system in place today at the 911 Center. The VESTA system would be the same as neighboring Fauquier County has in place today at their PSAP. We currently have an agreement with Fauquier County in the event of a failure of 911 call handling service. Fauquier and Culpeper have the ability to transfer our 911 trunk lines to each other during the event of failure. In the event of failure, staff from both agencies will be familiar with the VESTA phone system.

Intended collaborative efforts:

[Click here to enter text](#)

Resource sharing:

[Click here to enter text](#)



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

CONSOLIDATION (Primary or Secondary) - (if applicable)

How would a consolidation take place and provide improved service:

[Click here to enter text](#)

How should it be organized and staffed:

[Click here to enter text](#)



What services should it perform:

Mission Critical emergency call handling

How should policies be made and changed:

Click here to enter text

How should it be funded:

Click here to enter text

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

Click here to enter text



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. 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.**) 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.

Please see attached Vendor Prepared Quote for replacement

This is necessary to replace aging workstations, servers and end of life.

EVALUATION

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

By the ability to receive 911 calls via newly installed hardware and software.



FINANCIAL AND PROGRAMMATIC REPORT

PROJECT PHASES

SAMPLE ACTIVITIES

PHASE

SAMPLE ACTIVITIES

INITIATION

(Project approved by appropriate stakeholders)

- 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
- Budgetary estimates are obtained

DESIGN/PLANNING

(Project, system, or solution requirements are developed)

- Requirements are documented
- Components to be purchased are identified
- General design is documented

ACQUISITION

(Selected system or solution is procured)

- RFP (or other bid related processes) are drafted
- Proposals are evaluated
- Contract is signed
- Purchase orders are issued
- Quotes are obtained/grant funds draw down

IMPLEMENTATION

(Selected system or solution is configured and installed)

- Purchased components are delivered and installed
- Training is performed

TESTING/COMPLETION

(Selected system or solution is tested and put in production)

- Performance of system/solution is validated
- System/solution goes "live"



Proposal For: Culpeper County, VA

Solution Proposed VESTA 4 System

Date: June 3, 2014

Contract Terms and Pricing RFP-12-82E

Site Summary

*Design Assumptions- Provides Cassidian 4 in a Stand Alone Configuration- Redundant MDS and DDS ML350 servers in a virtualized design
 Seven (7) Positions VESTA 4 with HP Z220, SAM, IRR, Genovation Keypads
 Two 911 (2) SIP Phones, each with Enhanced Licenses and two (2) 20 Button modules
 Three (3) Mediant 1000 Gateway Chassis
 Nine (9) 4-port FXO Modules for Analog Loop Start POTS/Wet Ringdowns
 Four (4) 4-port FXS Modules for Analog CAMA Trunks/Dry Ringdowns
 One (1) 2-Span T1/PRI Module
 One (1) Netclock with four (4) NTP Ports
 Fortinet FG-40C Firewall for Remote Managed Services VPN Security
 One (1) Activity View License with one (1) Administrative z220 Workstation
 Aurora MIS with Advanced Reporting Package and one (1) Aurora User License
 HP Ext Warranty for 5 Years on Workstations and Servers
 Integrated Admin Telephony Solution
 Carousel Onsite Support for 1 Year, Mgd Svcs- M&R
 OPTIONAL: KVM, CommandPOST, Critical Spares and Training*

Pricing is valid for 90 days

Culpeper County	\$384,943.06
Total Solution:	\$384,943.06

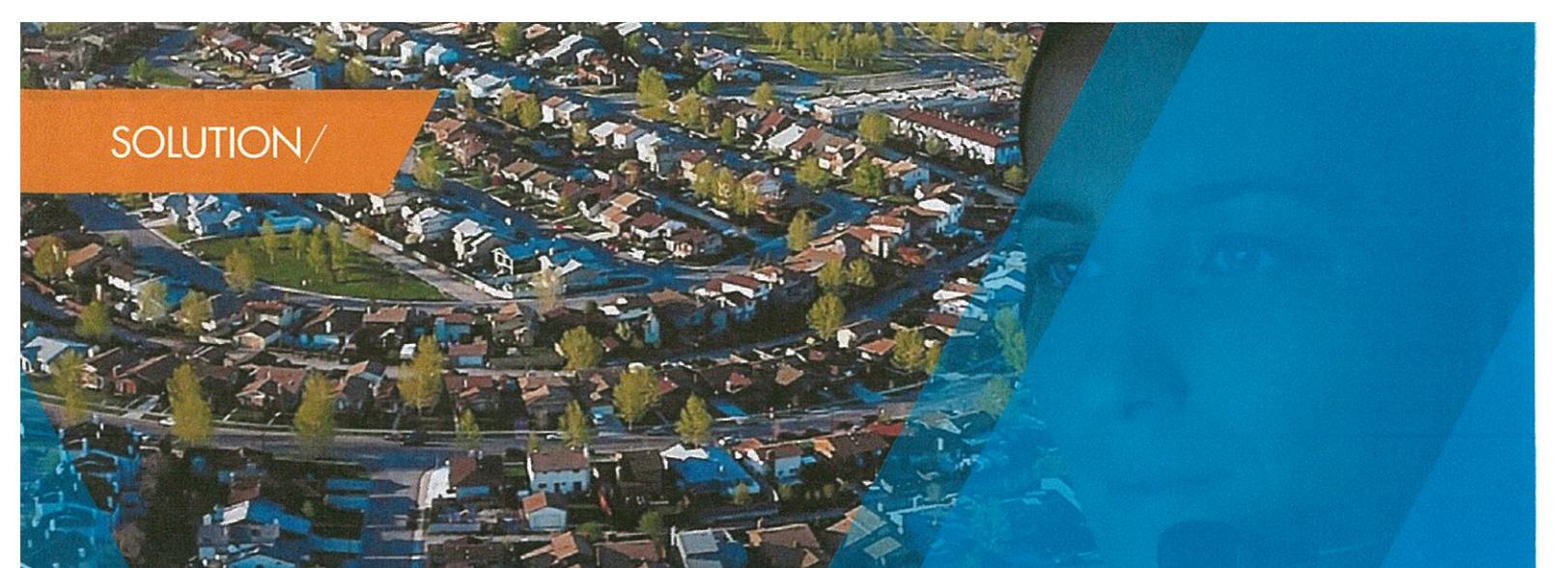
All new products are guaranteed to be as specified by the manufacturer's documentation, and are provided with the manufacturer's standard Product warranty. All refurbished components are covered by a Carousel direct warranty.

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:** _____



SOLUTION/

VESTA®/Sentinel® 4

THE NEW BENCHMARK FOR NG9-1-1 CALL TAKING/

“The VESTA®/Sentinel® 4 system enables Public Safety Answering Points to take a crucial ‘first step’ on the path toward integrated, geospatial multimedia communications and provides investment protection during this time of rapid technological change.”

- Jeff Wittek, Chief Strategic Officer, Cassidian Communications

The public safety communications environment continues to evolve. So too does Cassidian Communications, an EADS North America company, where your **CRITICAL MATTERS™**. Now available is the VESTA®/Sentinel® 4 next generation 9-1-1 call taking system, passionately designed to keep people connected when it matters most and ultimately, all our communities safe.

Bringing the best features of these two nationally acclaimed products together and combining Session Initiation Protocol (SIP) call handling with advanced Cassidian Communications call control technologies, the purpose-built VESTA/Sentinel 4 system establishes a new benchmark for NG9-1-1 call taking.

At the heart of our VESTA/Sentinel 4 system is a fresh, highly configurable desktop user interface (UI) engineered to give your 9-1-1 call takers a better, richer and increasingly intuitive user experience. Its UI accommodates multiple layouts and workflows, and includes an advanced dial directory, providing best-in-class contact management and dialing control. It also features

a versatile Activity View application, facilitating comprehensive supervisory monitoring and alerting.

The VESTA/Sentinel 4 UI is a primary building block within Cassidian Communications' next generation integrated, geospatial multimedia platform. This platform is a foundational component of our future public safety communications ecosystem. The ecosystem encompasses mapping, MIS and analytics, emergency notification, P25 land mobile radio and LTE, managed services (real-time monitoring and response, patch management, virus protection and disaster recovery) and, of course, NG9-1-1 call taking.

The VESTA/Sentinel 4 system delivers cost-effective scalability and leading edge call taking capabilities, serving PSAPs with up to 250 call takers. Its flexible, open architecture accommodates single site deployment, as well as distributed geodiverse multi-site and multi-agency deployments with efficient, centralized configuration and administration.



With the VESTA/Sentinel 4 NG9-1-1 call taking system, there's a smarter way to keep all our communities safe.

For many of our customers, this design eliminates the need for a traditional PBX, further reducing call center expense while providing advanced telephony functions, including Automatic Call Distribution (ACD) and dynamic conferencing. Among the other standard telephony features of the VESTA/Sentinel 4 system are one-button transfer, extensive queue options and call overflow.

Adoption of the VESTA/Sentinel 4 system from Cassidian Communications enables PSAPs like yours to take a crucial 'first step' on the path toward integrated, geospatial multimedia communications and provides investment protection during this time of rapid technological change.

YOUR TRUSTED PARTNER

Your community trusts you to protect them, and that means more than just using the right equipment. It means having a trusted partner in public safety communications. That partner is Cassidian Communications, where your **CRITICAL MATTERS™**.

As the world's largest and most reliable source for NG9-1-1 call taking and emergency notification, and an established leader in land mobile radio and LTE networks, we keep people connected when it matters most. For over four decades, Cassidian Communications has designed solutions with an open mind, creating smarter ways to keep all our communities safe. Today we support more than 60% of all U.S. PSAPs, serving over 200 million people, along with hundreds of private sector businesses in 20+ different industries, including transportation, utilities and healthcare, and Federal Civil and DoD operations globally.

To learn more about the VESTA/Sentinel 4 solution, the new benchmark for NG9-1-1 call taking, call **951.719.2100** or visit us online at www.CassidianCommunications.com.

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KEY BENEFITS/

OPTIMAL USER EXPERIENCE

- All-new, highly configurable user interface, supporting multiple layouts and workflows
- Advanced, human factors design; exceptional ease of use
- Supervisory monitoring and threshold-based alerting using new Activity View application

OPERATIONAL EFFICIENCY

- Streamlined call-taking processes and expedited response (task performance focus)
- Greater collaboration between sites and agencies; dynamic conferencing for up to ten parties
- Multi-agency support for individual reporting, call distribution, abandoned calls and contact lists

SCALABILITY & FLEXIBILITY

- Best-in-class contact management and dialing control (Dial Directory)
- Central configuration of distributed users and resources
- Enhanced standalone IP phone for emergency call handling

RELIABILITY

- High availability; no single point of failure
- Optional geo-redundant host deployment
- Built-in IP softswitch, delivering SIP telephony and remote site survivability (voice and ANI)
- Redundant connections at remotes, plus support for dual networks at the workstation(s)

FOUNDATIONAL, LONG-TERM INVESTMENT

- Leading edge call taking capabilities, suiting PSAPs with two to 250 positions
- Open, distributed IP architecture
- SIP network connectivity
- Standards compliant (NENA i3)
- Forward migration path to next generation integrated, geospatial multimedia platform
- Enhancements just on the horizon include skills-based ACD/routing, roles-based login with PSAP selection and remote site survivability