

FY16

PSAP GRANT PROGRAM APPLICATION





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

GRANT APPLICANT PROFILE/PROJECT CONTACT

PSAP/HOST PSAP NAME: Lancaster County
 CONTACT TITLE: Director of Information Technology
 CONTACT FIRST NAME: Glenn
 CONTACT LAST NAME: Rowe
 ADDRESS 1: 8311 Mary Ball Road
 ADDRESS 2: [Click here to enter text](#)
 CITY: Lancaster
 ZIP CODE: 22503
 CONTACT EMAIL: growe@lancova.com
 CONTACT PHONE NUMBER: 804-462-5129
 CONTACT MOBILE NUMBER: 804-436-5904
 CONTACT FAX NUMBER: 804-462-0031
 REGIONAL COORDINATOR: Samuel Keys

HOST PSAP AND PARTICIPATING PSAPS/LOCALITIES

Lancaster County, Virginia	

GRANT TYPE

- Individual PSAP
- Shared Services
- Regional Initiative
- Consolidation



Secondary Consolidation

GRANT PROGRAM TYPE

Continuity and Consolidation

Enhancement

TIER

Out of Service

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Technically Outdated*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If technically outdated or non-vendor supported, application MUST include age and/or version of hardware/software.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: [Vesta Pallas](#)

YEARS of HARDWARE/SOFTWARE: [4 yrs](#)

PRIORITY/PROJECT FOCUS Click to select a project focus from the drop down list

If "Other" selected, please specify: [CPE](#)

FINANCIAL DATA

Amount Requested: [\\$ 150,000](#)

Total Project Cost: [\\$ 199,518](#)



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:

This grant application is necessitated by a need to replace out-of-service CPE equipment which is essential to the operation of an E-911 call center and identified as a major funding priority under the Continuity and Consolidation Program. The existing system was purchased and installed during the FY11 funding cycle but it has recently come to our attention that certain replacement parts for this system are no longer available. Local funding sources (the general operating budget) are not available to cover the cost of this needed equipment upgrade. Given the cost and expected life span of this equipment, local funds would be more appropriately allocated from the capital improvement budget. However, this is a long-term planning and budgeting tool which usually establishes a schedule of major purchases to be made several years down the road. With components of the current already out of service or no longer available, the county simply does not have the luxury of long-term planning. This purchase cannot be delayed beyond the FY16 budget cycle.

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

In order to support the hardware and software beyond the warranty period, maintenance contracts will be purchased utilizing local funds.



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.

Lancaster County is seeking to replace its out-of service E-911 system. The primary objective to replace obsolete equipment and avoid disruptions of E-911 service. Secondary objectives include seamless integration with existing radio communication systems and mapping and CAD software, facilitating a smoother and cost-effective transition to future E-911 call taking technologies and minimizing dispatcher training time and expense to the greatest extent possible by upgrading within the existing Vesta product line. We expect the project to be completed in a five or six month timeframe with minimal disruption to normal call center operations.

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 checked="" type="checkbox"/> INITIATION (Project approved by appropriate stakeholders)	9 / 30 / 14
<input checked="" type="checkbox"/> DESIGN/PLANNING (Project, system, or solution requirements are developed)	3 / 31 / 15



<input checked="" type="checkbox"/> ACQUISITION (Selected system or solution is procured)	7 / 31 / 15
<input checked="" type="checkbox"/> IMPLEMENTATION (Selected system or solution is configured and installed)	10 / 31 / 15
<input checked="" type="checkbox"/> TESTING/COMPLETION (Selected system or solution is tested and put in production)	12 / 31 / 15

Identify the longevity or sustainability of the project.

The new system as proposed answers E-911 calls in an IP environment as opposed to the previous system which was based on old analog PBX technology. As such, this project will allow Lancaster County to transition to NG911 without the requirement of a “forklift” upgrade of its call-taking hardware platform.

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

The new CPE hardware as proposed is considered to be NG911-ready and would be fully NG911 operational by virtue of relatively inexpensive software upgrade.



SHARED SERVICES/REGIONAL INITIATIVE (if applicable)

The relationship of the initiative to the participating PSAPs:

N/A

Intended collaborative efforts:

N/A

Resource sharing:

N/A



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

N/A

CONSOLIDATION (Primary or Secondary) - (if applicable)

How would a consolidation take place and provide improved service:

N/A

How should it be organized and staffed:

N/A



What services should it perform:

N/A

How should policies be made and changed:

N/A

How should it be funded:

N/A

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

N/A



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.

A CPE vendor quote is attached.

EVALUATION

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

The success of this project will be measured by how the equipment replacement helps Lancaster County achieve its previously stated goals of addressing the out-of-service issue, minimizing training requirements and allowing relatively trouble-free integration with other software systems and transition to future call taking technologies.



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"

FEBRUARY 2014

CASSIDIAN COMMUNICATIONS PRODUCT DISCONTINUATION NOTICE

DOCUMENT ID: PDN VP140228
TITLE: VESTA® PALLAS™ – END OF SALE / SUPPORT PLAN
EFFECTIVE DATE: FEBRUARY 28, 2014

INTRODUCTION

With the world of mission-critical communications ever-changing, Cassidian Communications, an Airbus Group, Inc. company, remains committed to delivering solutions that best address your **CRITICAL MATTERS™**. As part of this effort, Cassidian Communications is providing this Product Discontinuation Notice (PDN) to announce a change in the product lifecycle for the VESTA® Pallas™ solution.

Communication with our customers is essential in order to set appropriate expectations of service support levels throughout the lifecycle and retirement of a product. For our partners and customers, this information may be used to manage deployments, plan for upgrades, prepare for support needs, and develop migration and transition strategies.

Information on part numbers, quoting, last time purchase dates, support delivery plans and migration options are included below.

BACKGROUND

Cassidian Communications introduced the VESTA Pallas solution in 2003, and it has since provided reliable 9-1-1 and administrative call-processing to fit the operational needs of call centers. VESTA Pallas established a clear migration path for those VESTA® Standard™ customers in need of an advanced IP-based Computer Telephony Integrated (CTI) solution while maintaining uniformity in desktop user interface (UI). Over time, technology has evolved such that much of the hardware and software required for this product has started to become obsolete. As a result, we are announcing the End of Sale for VESTA Pallas with PBXs based on the Avaya BCM450 and End of Support Delivery for VESTA Pallas with PBXs based on the Avaya BCM400 and Avaya BCM450.

FUTURE SALES & SUPPORT PLANS

In order to continue to protect current customers' investment in the VESTA Pallas solution, Cassidian Communications is offering our customers the opportunity to maintain and expand their current systems while budgeting for migration to Cassidian Communications' VESTA®/Sentinel® 4 solution. The schedule and details of the sales and support delivery plan are outlined below.

END OF NEW SYSTEM SALES

Cassidian Communications will no longer accept orders for new VESTA Pallas systems effective immediately.

The terms of this announcement are as follows:

- **New quotes:** Effective immediately, Cassidian Communications will no longer provide quotes for new VESTA Pallas systems.
- **Existing quotes:** Cassidian Communications will honor outstanding quotes based on original quote date plus 120 days.
- **Existing orders:** All existing orders will be honored as is.

SUPPORT DELIVERY FOR CUSTOMERS

Cassidian Communications appreciates our loyal customers and recognizes the need to plan for solution changes. We have structured our ongoing support to facilitate that transition by continuing to serve our customers through:

- **Existing system expansion:** Customers desiring to expand their existing VESTA Pallas system to address growth/capacity needs may purchase in accordance with the End of Expansion Sale milestone identified below.
- **Spare parts available:** Spare parts are available for purchase in accordance with the End of Expansion Sale milestone identified below.
- **Existing support contracts:** Existing support contracts will be honored until the contract expires.
- **Support renewal:** Support renewal is available for purchase in accordance with the End of Support Contract Renewal milestone identified below.
- **Repair:** For systems not covered under an active Cassidian Communications warranty, out-of-warranty repair is available on time & materials basis per Cassidian Communications' standard Hardware Repair & Warranty Policy.
- **Technical Support:** Phone support will be available to customers with active support contracts in accordance with the End of Support Delivery milestone identified below. Customers that do not have active support contracts will be referred to Cassidian Communications' Contracts Department to facilitate the activation of support if appropriate.

Cassidian Communications will continue to support customers per the terms of the customer's current contract with Cassidian Communications.

SUMMARY OF MILESTONE DATES

	Milestone	Description	Effective Date
End of Sale	End of Sale	The end of new system sales for VESTA Pallas.	February 28, 2014
	End of Expansion Quote*	The final date to obtain quotes for upgrades, spares and add-ons for the Avaya BCM450.	May 18, 2015 or while supplies last, whichever is sooner
	End of Expansion Sale*	The final date on which upgrades, spares and add-ons will be available for sale for the Avaya BCM450.	September 18, 2015 or while supplies last, whichever is sooner

End of Support (Avaya BCM 400)	End of Support Contract Renewal	The last date to extend or renew a support contract for VESTA Pallas / BCM400 systems. The extension or renewal period cannot extend beyond the End of Support Delivery date.	December 31, 2015
	End of Support Delivery (EoL)	The last date to receive support for VESTA Pallas / BCM400 (or earlier units) systems. Cassidian Communications will provide best effort to resolve any issues beyond the given date.	December 31, 2016
End of Support (Avaya BCM 450)	End of Support Contract Renewal	The last date to extend or renew a support contract for VESTA Pallas / BCM450 systems. The extension or renewal period cannot extend beyond the End of Support Delivery date.	September 30, 2017
	End of Support Delivery (EoL)	The last date to receive support for VESTA Pallas / BCM450 systems. Cassidian Communications will provide best effort to resolve any issues beyond the given date.	September 30, 2018

**Customers are encouraged to review their spares inventory and account for future support while equipment is still obtainable. Availability is subject to change based on supply and demand. Cassidian Communications will notify customers formally if pricing or availability status changes.*

In accordance with previous product announcements, certain expansions (spares and add-ons) are available to VESTA Pallas customers running the BCM450 Base Unit only. Please reference the Summary of Previous Product Announcements section (as follows) for details.

SUMMARY OF PREVIOUS PRODUCT ANNOUNCEMENTS

Cassidian Communications previously issued (2) PDN notifications to inform customers of the LTB opportunity for Server 2003-supported servers and Windows XP-supported workstations.

- **PDN PE120403 (April 3, 2012)**
Planning for Microsoft® Windows® XP Professional / Windows® Server® 2003 Operating System Discontinuation
- **PDN PE120622 (June 22, 2012)**
Courtesy Reminder for Last Time Buy of Microsoft® Windows® XP Professional / Windows Server® 2003 Operating Systems

The below outlines previous VESTA Pallas product announcements relative to product availability:

DATE	NOTICE #	NOTICE TITLE	SUMMARY
04/03/2012	PE120403 (PDN)	Planning for Microsoft® Windows® XP Professional / Windows® Server® 2003 Operating System Discontinuation	Notifications to inform customers of the LTB opportunity for Server 2003-supported servers and Windows XP-supported workstations.
06/22/2012	PE120622 (PDN)	Courtesy Reminder for Last Time Buy of Microsoft® Windows® XP Professional / Windows Server® 2003 Operating Systems	Notifications to inform customers of the LTB opportunity for Server 2003-supported servers and Windows XP-supported workstations.

The below outlines previous VESTA Pallas product announcements relative to product availability:

DATE	NOTICE #	NOTICE TITLE	SUMMARY
04/05/2010	VP100405 (PDN)	VESTA Pallas PBX Non-Redundant Base Unit No Longer Available	Notification that the Non-Redundant BCM400 Base Unit is no longer available for purchase.
11/23/2010	VP101123 (PDN)	VESTA Pallas PBX 4.0 Base Unit No Longer Available	Notification that the Redundant BCM400 Base Unit is no longer available for purchase and identified the BCM450 as the functional replacement product.
04/12/2011	VP110412 (PCN)	VESTA Pallas PBX 3.5 to 3.6 and 3.6/3.7 to 4.0 Upgrade Kits	Communication of the new part numbers and availability (10/28/2011) for the BCM400 3.5 to 3.6 and 3.6/3.7 to 4.0 software upgrade kits.
08/12/2011	VP110812 (PDN)	VESTA Pallas PBX 3.6/3.7/4.0 Upgrades/Expansions/Spares - Last Time Buy	Communication of the LTB opportunity (10/28/2011) for the BCM400 software and hardware.
10/03/2011	VP111003 (PDN)	Courtesy Reminder for LTB of VESTA Pallas PBX 3.6/3.7/4.0 Upgrades/Expansions/Spares	Courtesy reminder for the LTB opportunity (10/28/2011) for the BCM400 software and hardware.
11/02/2011	VP111102 (PDN)	Date Extension for LTB of VESTA Pallas PBX 3.6/3.7/4.0 Upgrades/Expansions/Spares	Date extension for the LTB opportunity (2/17/2012) for the BCM400 software and hardware.
09/07/2012	VP120907 (PDN)	VESTA Pallas PBX 5.0 and 6.0 Base Unit - Upcoming End of Sales	Communication of the EoS and LTB opportunity (11/1/2012 or while supplies last, whichever is sooner) for the Non-Redundant and Redundant BCM450 5.0/6.0 Base Units.
10/18/2012	VP121018 (PDN)	Courtesy Reminder for Upcoming End of Sales - VESTA Pallas PBX 5.0/6.0 Base Unit	Courtesy reminder for the LTB opportunity (11/1/2012 or while supplies last, whichever is sooner) and notification that the Non-Redundant BCM450 Base Unit is no longer available for purchase.

MIGRATION

A comprehensive migration strategy to Cassidian Communications VESTA/Sentinel 4 system is in place for Cassidian Communications customers using earlier releases of our Computer Telephony Integration (CTI) solutions, such as VESTA Pallas.

Bringing the best features of two nationally acclaimed products together, the VESTA/Sentinel 4 system establishes the new benchmark for NG9-1-1 call taking. It combines Session Initiation Protocol (SIP) call handling with advanced Cassidian Communications call control technologies to support the emergency and administrative call taking needs of PSAPs with up to 250 positions. It includes standard telephony features such

as Automatic Call Distribution (ACD), one-button transfer and dynamic conferencing. Plus its flexible, open architecture often eliminates the need for a traditional PBX, reducing call center costs and easily accommodating single and multi-site (geo-diverse) deployments.

Most importantly, the VESTA/Sentinel 4 system features an all-new, highly configurable and supremely intuitive user interface (UI), considered a foundational component of our next generation integrated, geospatial multimedia platform.

Please visit the following link to access the Product Bulletin for VESTA/Sentinel 4:
http://www.CassidianCommunications.com/pdf/PB_Vesta_Sentinel4.pdf

We are pleased to extend an **incentive program** to our loyal customers in appreciation for ongoing support of Cassidian Communications' solutions. Please contact your sales representative to discuss the options that best fit your system requirements.

PART NUMBER INFORMATION

VESTA PALLAS SOFTWARE:

The following part numbers are discontinued effective immediately:

870899-03102.5	VP 2.5 LIC
870899-03002.6	VP 2.6 FOR PBX 3.7
870899-03102.6	VP 2.6 LICENSE ONLY
870899-20201	VSAT CTI2.6 PALLAS PBX3.7
870899-03012.6	VP 2.6 FOR PBX 4.0
870890-20601	VP 2.6 SP1
870899-20401	VSAT CTI2.6 PALLAS PBX4.0
870890-20301	TPI 1.6 VP 2.6
870899-03002.7	VP 2.7 FOR PBX 3.7
870899-23701	VSAT CTI2.7 PALLAS PBX3.7
870899-03012.7	VP 2.7 FOR PBX 4.0
870899-23801	VSAT CTI2.7 PALLAS PBX4.0

The following part numbers are available for ordering to support existing customers in accordance with the End of Expansion Sale milestone:

870899-03002.6U	VP 2.6 FOR PBX 3.7 UPGD
870899-03102.6U	VP 2.6 UPGRADE LICENSE
870899-20201U	VSAT CTI2.6 VP PBX3.7 UPG
870899-03012.6U	VP 2.6 FOR PBX 4.0 UPGD
870899-20401U	VSAT CTI2.6 VP PBX4.0 UPG
870899-03002.7U	VP 2.7 FOR PBX 3.7 UPGD
870899-23701U	VSAT CTI2.7 VP PBX3.7 UPG
870899-03012.7U	VP 2.7 FOR PBX 4.0 UPGD
870899-03102.7U	VP 2.7 UPGD LICENSE ONLY
870899-23801U	VSAT CTI2.7 VP PBX4.0 UPG
870899-03112.7	VP 2.7 FOR PBX 5.0

870899-03102.7	VP 2.7 LICENSE ONLY
870899-03112.7U	VP 2.7 FOR PBX 5.0 UPGD
870899-23901	VSAT CTI2.7 PALLAS PBX5.0
870899-23901U	VSAT CTI2.7 VP PBX5.0 UPG
870899-03013.0U	VP 3.0 FOR PBX 4.0 XP UPG
870891-03013.0U	VP 3.0 UPGD LIC ONLY
870891-03013.0	VP 3.0 LIC ONLY
870899-24001U	VSAT CTI3.0 VP PBX4.0 UPG
870899-03213.0	VP 3.0 FOR PBX 5.0 XP
870899-03213.0U	VP 3.0 FOR PBX 5.0 XP UPG
870899-03113.0U	VP 3.0 FOR PBX 5.0 W7 UPG
870899-24301	VSAT CTI3.0 PBX 5.0 XP
870899-24101U	VSAT CTI3.0 PBX5.0 W7 UPG
870899-03303.0	VP 3.0 FOR PBX 6.0 XP L/D
870899-03303.0U	VP 3.0 FOR PBX 6.0 XP UPG
870899-03203.0	VP 3.0 FOR PBX 6.0 W7 L/D
870899-03203.0U	VP 3.0 FOR PBX 6.0 W7 UPG
870899-24201	VSAT CTI3.0 PBX6.0 W7
870899-24201U	VSAT CTI3.0 PBX6.0 W7 UPG
870809-00201**	V ALI INTFC MOD
870809-00101**	V CAD INTFC MOD
870809-00201U**	V ALI INTFC MOD UPGD
870809-00101U**	V CAD INTFC MOD UPGD
870810-00602**	VIRR PHN/RAD MOD
870810-00602U**	VIRR PHN/RAD MOD UPGD
870810-01101**	VCDR SVR MOD
870810-01101U**	VCDR SVR MOD UPGD
870810-01102**	VCDR MNTR LIC
870810-01102U**	VCDR MNTR LIC UPGD
870899-10401**	VALIFAX
870890-19301**	VESTA ALIFAX FEATURE PACK
870899-14101	VSAT RPU PALLAS SERVER
870899-17101	VSAT DATA PALLAS SVR
870899-20301	VSAT DATA PALLAS WKSTN

VESTA PALLAS SOFTWARE SUPPORT

The following part numbers are available for ordering to support existing customers in accordance with the End of Support Contract Renewal Milestone:

809800-90201	SPT VP 1YR PCML
809800-90202	SPT VP 2YR PCML

809800-90203	SPT VP 3YR PCML
809800-90204	SPT VP 4YR PCML
809800-90216	SPT VP SW 1 MTH
809800-90217	SPT VP SW 2 MTH
809800-90218	SPT VP SW 3 MTH
809800-90219	SPT VP SW 4 MTH
809800-90220	SPT VP SW 5 MTH
809800-90221	SPT VP SW 6 MTH
809800-90222	SPT VP SW 7 MTH
809800-90223	SPT VP SW 8 MTH
809800-90224	SPT VP SW 9 MTH
809800-90225	SPT VP SW 10 MTH
809800-90226	SPT VP SW 11 MTH
809800-90211	SPT VP 1YR NON-PCML
809800-00239	SPT VP 2YR NON-PCML
809800-90212	SPT VP 3YR NON-PCML
809800-00240	SPT VP 4YR NON-PCML
809800-04001	SPT VSAT PALLAS CTI Y1PEI
809800-04002	SPT VSAT PALLAS CTI Y2PEI
809800-04003	SPT VSAT PALLAS CTI Y3PEI
809800-04004	SPT VSAT PALLAS CTI Y4PEI
809800-04006	SPT VSAT PALLAS CTI Y1 NP
809800-04007	SPT VSAT PALLAS CTI Y2 NP
809800-04008	SPT VSAT PALLAS CTI Y3 NP
809800-04009	SPT VSAT PALLAS CTI Y4 NP
809800-80106**	SPT VIRR THRU YR1 PEI
809800-80107**	SPT VIRR THRU YR2 PEI
809800-80108**	SPT VIRR THRU YR3 PEI
809800-80109**	SPT VIRR THRU YR4 PEI
809800-80110**	SPT VIRR THRU YR1 NPEI
809800-80111**	SPT VIRR THRU YR2 NPEI
809800-80112**	SPT VIRR THRU YR3 NPEI
809800-80113**	SPT VIRR THRU YR4 NPEI
809800-80141**	SPT VALIFAX THRU YR1 PEI
809800-80142**	SPT VALIFAX THRU YR2 PEI
809800-80012**	SPT VALIFAX THRU YR3 PEI
809800-80143**	SPT VALIFAX THRU YR4 PEI
809800-80144**	SPT VALIFAX THRU YR1 NPEI
809800-80145**	SPT VALIFAX THRU YR2 NPEI
809800-80146**	SPT VALIFAX THRU YR3 NPEI

809800-80147**	SPT VALIFAX THRU YR4 NPEI
809800-04031	SPT VSAT PALLAS RPU Y1PEI
809800-04032	SPT VSAT PALLAS RPU Y2PEI
809800-04033	SPT VSAT PALLAS RPU Y3PEI
809800-04034	SPT VSAT PALLAS RPU Y4PEI
809800-04036	SPT VSAT PALLAS RPU Y1 NP
809800-04037	SPT VSAT PALLAS RPU Y2 NP
809800-04038	SPT VSAT PALLAS RPU Y3 NP
809800-04039	SPT VSAT PALLAS RPU Y4 NP
809800-04011	SPT VSAT DATA PALLAS Y1PE
809800-04012	SPT VSAT DATA PALLAS Y2PE
809800-04013	SPT VSAT DATA PALLAS Y3PE
809800-04014	SPT VSAT DATA PALLAS Y4PE
809800-04016	SPT VSAT DATA PALLAS Y1NP
809800-04017	SPT VSAT DATA PALLAS Y2NP
809800-04018	SPT VSAT DATA PALLAS Y3NP
809800-04019	SPT VSAT DATA PALLAS Y4NP

VESTA PALLAS MULTI-TRUNK UNIT (MTU)

The following part numbers are available for ordering to support existing customers in accordance with the End of Expansion Sale milestone:

852204-00101**	MTU BASE UNIT
852204-00201**	RDNT PKG - MTU
852210-00401**	ACTIVE CAMA MODULE
872299-00101	MTU FIRMWARE - PALLAS
852210-00301**	MTU SHELF
852210-00901**	CPU CARRIER MODULE
852210-00101**	POWER MODULE (MTU)
832211-00606-FRU**	MTU FAN CARD - FRU
832201-00101**	CBL MTU PWR BUSS
862306-00501**	TELEPHONE BKUP 4-LINE
852204-00301**	CROSS-CONN ASSY BKUP PHN

VESTA PALLAS MULTI-TRUNK UNIT (MTU) FIRMWARE SUPPORT

The following part numbers are available for ordering to support existing customers in accordance with the End of Support Contract Renewal milestone:

809800-90301**	SPT THRU YR 1 MTU FW
809800-90302**	SPT THRU YR 2 MTU FW
809800-90303**	SPT THRU YR 3 MTU FW

809800-90304**	SPT THRU YR 4 MTU FW
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VESTA PALLAS PBX

The following part numbers are discontinued effective immediately:

862309-00201	PBX 3.7 EXPANSION SHELF
870890-16404	NORTEL COMPONENTS 3.1
870890-16405	NORTEL COMPONENTS 4.0

The following part numbers are available for ordering to support existing customers in accordance with the End of Expansion Sale milestone:

862309-00403	PBX 5/6.0 EXPAN SHLF RDNT
04000-07105	PBX 5/6.0 EXP PORT LIC
862311-01001	PBX 5.0/6.0 CAP EXP CARD
862304-00503	PBX 5.0/6.0 RAID UPGD KIT
862304-00102	PBX 5/6.0 RDNT UPGD KITV2
852204-00401	BNDL PALLAS PYXIE 24P
862311-00901	CARD 4 PORT (50PIN X2)
862311-00801	CARD 8-PORT GATM
862304-01301	KIT CARD COMBO 4X16
862304-01001	KIT 8-PORT GATM
832201-01001	CBL VP GATM8/PTCHPNL 9FT
862311-00401	CARD DIGITAL T1/PRI
862311-00501	CARD 16-STATION
862311-00601	CARD 32 DIGITAL STATION
862308-00101	ANALOG TERM ADAPT
862308-00301	GASM8-ANALOG STN MOD
862308-01401	ADID 8-PORT MODULE
862309-00801	NON-RDNT PS PBX 5.0/6.0
862309-00701	RDNT PWR SPLY PBX 5.0/6.0
862308-00401	COOLING FAN SPARE FRU PBX
862308-01201	COOLING FAN SPARE FRU EXP
862308-00510	PBX 5/6.0 POP BFT ASSY
862308-00910	PBX 5.0/6.0 PRG HDD FRU
862308-00610	PBX 5/6.0 BLANK HDD FRU
862304-01201	PALLAS PBX Y-CBL FM KIT
862306-00401	VP PHN BLK 1-BTN
862306-00301	VP PHN BLK 8-BTN
862306-00201	VP PHN BLK 16-BTN
862308-00801	T24-24 BUTTON KIM
862304-01504	PHN 1140 VPPBX5/6.0 IPBND

862304-01505	PHN 1120 VPPBX5/6.0 IPBND
04000-43120	IP KEY EXP MOD 1120/1140E
04000-43211	PWR SPLY VP IP PHN
04000-43212	PWR SPLY CORD VP IP PHN
862306-00601	PHN IP 1140E
862306-00701	PHN IP 1120E
04000-43110	PHN i2004 IP
04000-43111	IP KEY EXP MOD 2004 PHN
04000-43210	PHN I-2007 IP
04000-00146	SWITCH 3-PORT
04000-02070	HDST PALLAS PHN T7300
862304-01432	PBX 5.0 TO 6.0 UPGD KIT
872399-00701	PBX 5/6.0 LAN CTE 1 SEAT
04000-10170	PBX5/6.0 VOICE MAIL 1SEAT
04000-07106	PBX 5/6.0 NTWK MCDN
04000-07104	PBX 5/6.0 VOIP GATE LIC
04000-07107	LIC IP PALLAS PBX 5/6.0
832201-00401-018	CBL PALLAS CFG 25PR 18FT
832201-00601-16P	CBL PALLASPYXIE 16P-53IN
832201-00601-24P	CBL PALLASPYXIE 24P-53IN
832201-00601-8P	CBL PALLASPYXIE 8P-53IN
832201-00701-16P	CBL PALLASPYXIE 16P-9FT
832201-00701-24P	CBL PALLASPYXIE 24P-9FT
832201-00701-8P	CBL PALLASPYXIE 8P-9FT
832201-00801-16P	CBL PALLASPYXIE 16P-3FT
832201-00801-24P	CBL PALLASPYXIE 24P-3FT
832201-00801-8P	CBL PALLASPYXIE 8P-3FT
832201-00901-16P	CBL PALLASPYXIE 16P-5FT
832201-00901-24P	CBL PALLASPYXIE 24P-5FT
832201-01101	CBL PALLAS FLIC 9FT
852204-00401	BNDL PALLAS PYXIE 24P
862314-00101	PALLAS PERIPHERAL EQUIP

VESTA PALLAS AUDIO DEVICE

The following part number is available for ordering to support existing customers in accordance with the End of Expansion Sale milestone:

850808-00702**	AUDIO CONTROL UNIT (ACU)
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VESTA PALLAS SERVICES

The following part numbers are discontinued effective immediately:

809800-80401	PALLAS CFG
809800-80400	PALLAS STG PER POS
809800-24001**	EXT WARR PROP HDWR 3YR
809800-25001**	EXT WARR PROP HDWR 4YR
809800-26001**	EXT WARR PROP HDWR 5YR
812200-00101	PALLAS PBX T&M
812200-00201	PALLAS PBX EXPDT FEE
812200-00401	PALLAS PBX SVC MAINT 1YR
812200-00501	PALLAS PBX PARTS MAIN 1YR
809800-04005	SPT VSAT PALLAS CTI Y5PEI
809800-04010	SPT VSAT PALLAS CTI Y5 NP
809800-80002**	SPT VIRR THRU YR5 PEI
809800-80114**	SPT VIRR THRU YR5 NPEI
809800-80040**	SPT VALIFAX THRU YR5 PEI
809800-80025**	SPT VALIFAX THRU YR5 NPEI
809800-04035	SPT VSAT PALLAS RPU Y5PEI
809800-04040	SPT VSAT PALLAS RPU Y5 NP
809800-04015	SPT VSAT DATA PALLAS Y5PE
809800-04020	SPT VSAT DATA PALLAS Y5NP
809800-90305**	SPT THRU YR 5 MTU FW

The following part numbers are available for ordering to support existing customers in accordance with the End of Expansion Sale milestone:

809800-70001**	SYS SVR CFG
809800-29001**	V SVR CFG NPEI
809800-90001**	V WKST CFG PEI
809800-28001**	V WKST CFG NPEI
809800-90230	VP RETRIEVE AUTODIAL SRV

VESTA PALLAS TRAINING

The following part numbers for VESTA Pallas training courses are discontinued effective immediately:

000000-26508	VP I&M/PRGM SUIT TRNG
000000-26505	VP DELTA SUIT TRNG
000000-06508	VP I&M/PRGM TRNG
000000-06505	VP I&M 3.7/4.0 DELTA TRNG
000000-66501	VP AGENT RFSHR CBT TRNG
000000-76501	VP AGENT RFSHR LMS TRNG

The following part numbers for VESTA Pallas training courses are available for ordering through June 2, 2014 and will be conducted through September 1, 2014. Cassidian Communications recommends customers to review

their future training needs and take advantage of the VESTA Pallas Agent Train-The-Trainer (TTT) course while available.

000000-26500	VP I&M/AD SUIT TRNG
000000-06500	VP I&M/ADMIN TRNG
000000-46501	VP AGENT TRNG
000000-26504	VP ADMIN TRNG
000000-66506	VP AGENT BNDL SITE TRNG
000000-56502	VP AGENT TTT TRNG

***Common part number to multiple Cassidian Communications product lines. Part numbers reflecting this designation will continue to be available for these other product lines only.*

ORDERING INFORMATION

To place an order, please email insidesales@CassidianCommunications.com or call Cassidian Communications Order Management team at 800.491.1734. Please allow 6-8 weeks for delivery after receipt of order (ARO). This PDN is effective immediately.

CLOSING

Your immediate attention to this matter is greatly appreciated. Should you have questions or require further assistance, please contact us at 951.719.2100 or 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

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CRITICAL MATTERS™

CASSIDIAN COMMUNICATIONS
an Airbus Group, Inc. Company

Lancaster County Budgetary Replacement of Enhanced 9-1-1 System Customer Premises Equipment (CPE)

Airbus DS Communications VESTA 4 System

Qty	Model	Description	Amount Ea.	Amount Ext.
		Airbus DS Communications VESTA 4 System		
2	873099-00104.3	VESTA 4 R2 LIC AND MEDIA	\$2,642.00	\$5,284.00
2	873099-03002	R4 CAD INTF LIC	\$710.00	\$1,420.00
1	04000-01584	BLKBX TL158A-R4 DATACAST	\$481.00	\$481.00
1	04000-01010	CBL DB25M/DB25M 10FT	\$12.00	\$12.00
2	04000-01751	TS-4 PORT TERMINAL SVR	\$1,203.00	\$2,406.00
2	65000-00182	CBL RJ45-10P/DB25M 4FT	\$31.00	\$62.00
		VM Medium Server Bundle		
1	853031-MLSVRSG-1	V-ML MED SVR BNDL SNGL	\$27,869.00	\$27,869.00
1	06500-00501	2-POST 5U RACK MNT KIT	\$428.00	\$428.00
2	04000-68005	V-SVR BASIC SPT 1YR	\$135.00	\$270.00
		Airbus DS Communications VESTA 4 Licenses		
		VESTA - Basic Operations		
3	PS-0SQ-VSML	VS SML MLTP PER SEAT LIC	\$3,523.00	\$10,569.00
3	PS-0AC-VSSL-M	VESTA COMP REG	\$122.00	\$366.00
3	SS-0SQ-VSSL-1Y	SPT VS SML 1YR	\$1,743.00	\$5,229.00
		VESTA Workstation Equipment		
3	61000-409605SFF	WKST HP Z230 SFF	\$1,737.00	\$5,211.00
3	65000-47001	TWR STAND SFF Z220/Z230	\$60.00	\$180.00
3	63000-221691	MNTR FP WIDE SCR LCD 22IN	\$449.00	\$1,347.00
3	64007-50017	KEYPAD 24KEY 25FT CBL	\$159.00	\$477.00
3	04000-01005	KVM SWITCH DVI 4-PORT	\$329.00	\$987.00
3	853004-00401	SAM EXT SPKR KIT	\$274.00	\$822.00
3	65000-00124	CBL PATCH 15FT	\$19.00	\$57.00
3	853030-00302	R4 SAM HDWR KIT	\$2,708.00	\$8,124.00
6	833401-00101G-15	CBL SAM JKBX 15FT	\$50.00	\$300.00
3	809800-35109	R4 IWS CFG	\$352.00	\$1,056.00
3	809800-35108	R4 IWS STG FEE	\$528.00	\$1,584.00
1	870890-07501	CPR/SYSPREP IMAGING	\$0.00	
		Airbus DS Communications VESTA 4 IRR Module		
3	870899-01601	R4 IRR UPGD W/HASP	\$744.00	\$2,232.00
3	809800-35110	R4 IRR SW SPT 1YR	\$326.00	\$978.00
		HP Switch/Router Equipment		
2	04000-26201	SWITCH 2960 + CBL 24-PORT	\$742.00	\$1,484.00
		VESTA 4 Admin Printer		
1	64040-60019	PRNTR USB COLOR	\$244.00	\$244.00
1	65000-03133	CBL USB SHLD M/M 10FT	\$14.00	\$14.00
		Peripherals & Gateways		
2	2213936-1-SR1	FXO GATEWAY 4-PORT	\$1,308.00	\$2,616.00
2	2213939-1-SR1	FXS GATEWAY 8-PORT	\$2,403.00	\$4,806.00
4	04000-00176	SW SPT ANALOG GATEWAY 1YR	\$105.00	\$420.00
1	03800-03030	FIREWALL- MODEM 60CM	\$818.00	\$818.00
1	03800-03031	WAR FIREWALL 60CM 1YR	\$287.00	\$287.00
1	809800-00201	VPN CFG SVCS	\$257.00	\$257.00
		Peripherals & Equipment Racks		
1	06500-55053	EQUIPMENT RACK 19IN	\$483.00	\$483.00
1	63002-172805	MNTR NEC 17IN	\$300.00	\$300.00
1	64021-10025	KYBD/MOUSE BNDL	\$59.00	\$59.00
1	04000-004B4	KVM 4-PORT SWITCH	\$604.00	\$604.00
1	04000-00607	CBL KVM USB CONSOLE	\$188.00	\$188.00
4	04000-60611	CBL KVM USB 10FT	\$113.00	\$452.00
1	04000-RMM19	BRKT 19IN RACK MTG/ARBTR	\$53.00	\$53.00
Airbus DS Communications VESTA 4 System Subtotal				\$90,836.00

Lancaster County Budgetary Replacement of Enhanced 9-1-1 System Customer Premises Equipment (CPE)

Airbus DS VESTA 4 CommandPOST System (Optional)

Qty	Model	Description	Amount Ea.	Amount Ext.
Airbus DS Communications VESTA 4 CommandPOST System				
		VESTA - Basic Operations		
1	PS-0SQ-VSML	VS SML MLTP PER SEAT LIC	\$3,914.00	\$3,914.00
1	PS-0AC-VSSL-M	VESTA COMP REG	\$136.00	\$136.00
1	SS-0SQ-VSSL-1Y	SPT VS SML 1YR	\$1,937.00	\$1,937.00
		CommandPOST Hardware		
1	61050-G409601	LAPTOP ZBOOK15 W7	\$2,553.00	\$2,553.00
1	04401-00097	BATTERY 9-CELL 100W	\$444.00	\$444.00
1	04000-00486	LAPTOP DOCKING STATION	\$633.00	\$633.00
1	64021-10025	KYBD/MOUSE BNDL	\$66.00	\$66.00
1	63000-221691	MNTR FP WIDE SCR LCD 22IN	\$499.00	\$499.00
1	64007-50014	KEYPAD 24 KEY 5FT CBL	\$149.00	\$149.00
1	853004-00301	CPOST SAM HDWR KIT	\$4,156.00	\$4,156.00
1	853004-00401	SAM EXT SPKR KIT	\$304.00	\$304.00
1	809800-35109	R4 IWS CFG	\$391.00	\$391.00
1	809800-35108	R4 IWS STG FEE	\$587.00	\$587.00
		VESTA 4 IRR Module (Optional)		
1	873099-00502	R4 IRR LIC/DOC/MED	\$1,570.00	\$1,570.00
1	809800-35110	R4 IRR SW SPT 1YR	\$326.00	\$326.00
		Aurora - MIS System Licensing & Support		
1	PA-MSG-ASSL	AURORA STD PER SEAT LIC	\$1,273.00	\$1,273.00
1	SA-MSG-ALSL-1Y	SPT AURORA STD 1YR	\$229.00	\$229.00
Airbus DS CommandPOST Subtotal			\$19,167.00	

Aurora - MIS System

Qty	Model	Description	Amount Ea.	Amount Ext.
Aurora 2.2 - Standard MIS System Multi Product Purchase				
1	873399-00102.2	AURORA 2.2 DOC/MED	\$0.00	
1	873391-00501	AURORA STD LIC	\$3,343.00	\$3,343.00
1	873391-00301	AURORA USER LIC	\$1,254.00	\$1,254.00
1	04000-00339	SQL 2008R2 CAL RUN ENT	\$240.00	\$240.00
3	PA-MSG-ASSL	AURORA COLLECTION LIC	\$1,146.00	\$3,438.00
3	SA-MSG-ALSL-1Y	AURORA STD SPT 1YR	\$206.00	\$618.00
		Aurora Standard Virtualized Server Bundle		
1	BA-M00-ASA0	V-AUR STD ADD-ON	\$5,970.00	\$5,970.00
Aurora - MIS System Subtotal			\$14,863.00	

Lancaster County Budgetary Replacement of Enhanced 9-1-1 System Customer Premises Equipment (CPE)

Managed Services

Qty	Model	Description	Amount Ea.	Amount Ext.
		Monitoring & Response Activation Fee		
1	809800-14150	M&R ACT FEE SMALL SITE	\$2,671.00	\$2,671.00
		Monitoring & Response License Fees		
3	871499-01206	M&R 3.0 LIC SVR	\$694.00	\$2,082.00
4	871499-01211	M&R 3.0 WKST LIC	\$131.00	\$524.00
8	871499-01210	M&R 3.0 IP DEVICES LIC	\$139.00	\$1,112.00
		Monitoring & Response Support Fees		
3	809800-14161	M&R 3.0 SVR SRVC 1YR	\$2,043.00	\$6,129.00
4	809800-16161	M&R 3.0 WKST SRVC 1YR	\$566.00	\$2,264.00
8	809800-16166	M&R 3.0 IP DEV SRVC 1YR	\$566.00	\$4,528.00
		Security Management Solution		
7	809800-14152	MGD SERV DEV & IMPL	\$107.00	\$749.00
1	809800-00200	CFG NTWK DEVICE	\$222.00	\$222.00
7	809800-16231	SEC MGMT 3.1 SVC 1YR	\$667.00	\$4,669.00
Managed Services Subtotal				\$24,950.00

Recommended Spares

Qty	Model	Description	Amount Ea.	Amount Ext.
		Airbus DS Communications VESTA 4 Equipment - Recommended Spares		
1	04000-26201	SWITCH 2620 24-PORT	\$742.00	\$742.00
1	2213936-SPARE	FXO GATEWAY 4-PORT SPARE	\$1,308.00	\$1,308.00
1	2213939-SPARE	FXS GATEWAY 8-PORT SPARE	\$2,403.00	\$2,403.00
1	64007-50014	KEYPAD 24 KEY 5FT CBL	\$159.00	\$159.00
1	853030-00302	R4 SAM HDWR KIT	\$2,708.00	\$2,708.00
		z230 Workstation Equipment		
1	61000-409605SFF	WKST HP Z230 SFF	\$1,737.00	\$1,737.00
1	63000-221691	MNTR FP WIDE SCR LCD 22IN	\$449.00	\$449.00
1	809800-00102	GENERIC WKST CFG FEE	\$607.00	\$607.00
System Spares Subtotal				\$10,113.00

**Lancaster County Budgetary Replacement of Enhanced 9-1-1 System Customer Premises
Equipment (CPE)**

Airbus DS Communications Training

Qty	Model	Description	Amount Ea.	Amount Ext.
Note: Training is provided at the customer site using the customer owned equipment. Prices are per student unless otherwise indicated. Minimum number of students is 6 and maximum number of students is 8 per class and 2 students per position.				
2	000001-06701	VSENT 4.X AGENT TRNG	\$1,713.00	\$3,426.00
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. VESTA/Sentinel 4.X Agent training does not include training on the SIP phones. SIP phone training is a separate class and can be quoted upon request.				
1	000001-06704	VSENT 4.X ADMIN TRNG	\$5,709.00	\$5,709.00
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.				
1	000002-24404	AURORA ADMIN TRNG	\$2,854.00	\$2,854.00
Note: Aurora Admin bundle includes (1) 1 day class of Admin training for up to 8 students. Includes trainer's daily training				
Airbus DS Communications Training Subtotal				\$11,989.00
Airbus DS Communications VESTA 4 System				\$90,836.00
Airbus DS Communications Commnad Post				\$19,167.00
Aurora - MIS System				\$14,863.00
Managed Services				\$24,950.00
Optional Parts/Spares				\$10,113.00
Airbus DS Communications Training				\$11,989.00
Installation				\$27,000.00
Shipping				\$800.00
TOTAL				\$199,518.00