

FY17

# PSAP GRANT PROGRAM APPLICATION





## FY17 PSAP GRANT PROGRAM APPLICATION

### HOW TO APPLY/DEADLINE

The grant application is available and accessible from VITA ISP's website (<http://www.vita.virginia.gov/isp/default.aspx?id=8578>). Upon completion of the application, it is to be submitted to 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 FY17 PSAP Grant Application Cycle starts July 1, 2015 and concludes on September 30, 2015 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.**



## FY17 PSAP GRANT APPLICATION

### PROJECT TITLE

**Essex County Call Handling Equipment (CHE) Replacement**

### GRANT APPLICANT PROFILE/PROJECT CONTACT

PSAP/HOST PSAP NAME: Essex County, Virginia  
 CONTACT TITLE: Emergency Services Coordinator  
 CONTACT FIRST NAME: James  
 CONTACT LAST NAME: Brann  
 ADDRESS 1: 304 Prince Street  
 ADDRESS 2: 2T  
 CITY: Tappahannock  
 ZIP CODE: 22560  
 CONTACT EMAIL: jbrann@essex-virginia.org  
 CONTACT PHONE NUMBER: 804-443-4059  
 CONTACT MOBILE NUMBER: 804-296-5301  
 CONTACT FAX NUMBER: 804-443-4157  
 REGIONAL COORDINATOR: Sam Keys

### HOST PSAP AND PARTICIPATING PSAPS/LOCALITIES


### GRANT TYPE

Individual PSAP                       Shared Services



**TIER**

- Out of Service
- Technically Outdated\*
- Not Applicable
- Non-Vendor Supported\*
- Strengthen

**If technically outdated or non-vendor supported, application MUST include age and/or version of hardware/software.**

VERSION: Airbus DS VESTA Pallas /Nortel BCM 400  
# YEARS of HARDWARE/SOFTWARE: 7

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**PRIORITY/PROJECT FOCUS** CALL HANDLING EQUIPMENT  
**If "Other" selected, please specify:** 2T

**FINANCIAL DATA**

Amount Requested: \$ 150,000.00  
Total Project Cost: \$ 182,023.93



## 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:

See Appendix A.



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

All equipment purchased through this grant will be supported and maintained by maintenance service contracts funded by Essex County. All necessary funds for support, maintenance, etc. beyond what is allowed through this grant, will be the responsibility of the locality.

## **COMPREHENSIVE PROJECT DESCRIPTION**

Identify the longevity or sustainability of the project.

This project will continue leveraging past mission critical planning that Essex County has previously outlined and put forward. Essex County has fully utilized the existing system in place for almost 10 years and will continue to appreciate the investments moving forward. By upgrading our CHE Platform Essex County will be able to utilize additional technologies that are part of future Mission Critical planning. This project would extend the use of new computer hardware and software for a minimum of five years. The 911 Center understands it is our responsibility to sustain the project following go-live of the proposed system, and all expenses not covered by grant funds.



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

This project will migrate Essex County off a legacy system that is technically outdated to a more robust platform that will allow for Text-to-911 and NG911 integration. The upgrade will allow for the most recent version of vendor software to be installed and reduce the amount of various platforms deployed across the Commonwealth. This will allow for higher supportability and greater flexibility with additional projects in the future.

**SHARED SERVICES (if applicable)**

The relationship of the project to the participating PSAPs:

2T

N/A

Intended collaborative efforts:

2T

N/A



Resource sharing:

2T

N/A

How does the project impact the operational or strategic plans of the participating agencies:

2T

N/A



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 911 Center has a large current investment in the existing Airbus DS VESTA PALLAS CHE system. We have used the system for many years and wish to extend the investment in licensing, however the hardware has reached the end of risk free usability.

The intent is to upgrade the hardware and Operating System while using cost saving technology like Virtualization. Additionally, the plan includes an update of current 911 CHE licensing to the most recent VESTA 911 application with capability to utilize future NG911 Technologies as needed. The licensing is provided at no cost due to our current Software Support Agreement in place.

This grant request is to replace only the existing CHE system that is technically outdated, reached its end of service life, and due to equipment age is in danger of being out of service. A full Implementation plan outlining the hardware refresh and training services will be provided at project Kick Off and will be conducted in a quick efficient manner without impacting 911 Operations at Essex County.

If awarded this grant we will replace our existing Airbus DS Communications VESTA PALLAS CPE system hardware with the Virtualized Airbus DS Communications VESTA 911 CHE system. The VESTA 911 CHE system has an extensive roadmap that includes future releases with support for i3 and other NG-911 technologies as well as current capabilities to terminate Text-To-911 directly into the Console. Migrating to the new VESTA platform continues to allow the County to leverage existing investment and knowledge of platform while fitting into the long-term NG-911 strategic plan already in place.



**PROJECT TIMELINE FOR  
SHARED SERVICES & INDIVIDUAL PSAP APPLICATIONS:**

For each applicable phase of the project, indicate the estimated completion date. Sample activities for each phase are included.

PROJECT PHASE	ESTIMATED COMPLETION DATE
<input checked="" type="checkbox"/> <b>INITIATION</b> (Project approved by appropriate stakeholders)	<b>8/18/16</b>
<input checked="" type="checkbox"/> <b>DESIGN/PLANNING</b> (Project, system, or solution requirements are developed)	<b>11/23/16</b>
<input checked="" type="checkbox"/> <b>ACQUISITION</b> (Selected system or solution is procured)  Sample activities: RFP (or other bid related processes) are drafted, proposals are evaluated, contract is signed, purchase orders are issued, and quotes are obtained	<b>12/15/16</b>
<input checked="" type="checkbox"/> <b>IMPLEMENTATION</b> (Selected system or solution is configured and installed)  Sample activities: purchased components are delivered and installed and training is performed	<b>2/20/17</b>
<input checked="" type="checkbox"/> <b>TESTING/COMPLETION</b> (Selected system or solution is tested and put in production)  Sample activities: performance of system/solution is validated and system/solution goes "live"	<b>4/30/17</b>



## 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.

See attached Vendor Quote in Appendix C:

The budget items outlined in the quote are needed to replace our entire CHE system due to non-support and obsoleting equipment. The quoted system includes a turnkey installation of all hardware and software necessary to deploy the CHE system. Additionally all services for implementation, training, testing, and cut live have been included as well as applicable support services.

## EVALUATION

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

The system success will be evaluated by the vendor meeting our statement of work, as well as, the system handling and routing emergency calls correctly. This includes transferring/accepting calls outside our jurisdictional boundaries. This also includes proper handling of Text to 911 calls for service.



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

How would a consolidation take place and provide improved service:

2T  
N/A

How should it be organized and staffed:

2T  
N/A

What services should it perform:

2T  
N/A



How should policies be made and changed:

2T  
N/A

How should it be funded:

2T  
N/A

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

2T  
N/A



## Appendix A

### Statement of Need

The Essex County, Virginia Sheriff's Office is responsible for the PSAP and all emergency dispatch for Essex County and the Town of Tappahannock, Virginia. This request is in line with the funding priorities of the PSAP grant committee for Wireless E-911.

The 911 Center is in need of upgrading our existing CHE system that is technically outdated and has reached its end of service life. Our existing CHE system is the Airbus DS Communications VESTA PALLAS and has been in service since 2005 and hardware refreshed in 2011. The PALLAS existing XP Operating system is no longer supported by Microsoft and our existing Airbus DS support contract expires in 2016. If awarded this grant through the FY'17 grant process, the CHE system will have been in operation over seven years, which is stretching the life of 911 workstation computers and servers in operation 24/7/365. Without immediate replacement of this mission critical CHE system, we are risking system failure, which would leave us with the inability to accept emergency wireless and wire line 911 calls from the citizens and visitors of the County.

There are limited local funds available to fund this entire CHE project on our own. If awarded this grant, Essex County will be left with the remaining funding to complete the project.

The upgrade of our System Hardware and Software will allow for integration of key Text-to-911 and NG911 Services being made readily available.

This project will help Essex County leverage existing investment as part of our strategic plan while upgrading off legacy CPE to the most recent technologies available in CHE equipment.



## Appendix B

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

The vendor, meeting our statement of work, as well as, the system handling and routing emergency calls correctly will evaluate the systems success. This includes transferring/accepting calls outside our jurisdictional boundaries. This also includes proper handling of Text to 911 calls for service.

The Essex County PSAP will evaluate and measure the achievements of this project by working with the third party vendor.

The PSAP will require that the vendor:

- Establish timelines, goals and benchmarks
- To implement a project implementations document outlining each phase and when each phase is completed
- Follow a payment schedule, which coincides with each phase of the implementation In addition, the PSAP will require that a portion of payment be withheld until the project has been completed.



## Appendix C

### Project Cost:



<b>Proposal For:</b>	<b>Essex County, VA</b>
<b>Solution Proposed</b>	<b>VESTA 9-1-1</b>
<b>Date:</b>	<b>August 7, 2015</b>
<b>Contract</b>	<b>Hampton RFP 12-32e</b>
<b>Site Summary</b>	
<p><i>Design Assumptions- Provides VESTA 9-1-1 in a Standalone Configuration- Redundant MDS and DDS ML350 servers in a virtualized design</i></p> <p><i>Two (2) VESTA Positions with HP Z230, SAM, IRR, and Genovation Keypads</i></p> <p><i>Two (2) 2960 Cisco LAN Switches</i></p> <p><i>Two (2) Mediant 1000 Gateway Chassis</i></p> <p><i>Two (2) 4-port FXO Modules for Analog Loop Start POTS/Wet Ringdowns</i></p> <p><i>Three (3) 4-port FXS Modules for Analog CAMA Trunks/Dry Ringdowns</i></p> <p><i>One 19" 2-Post Rack</i></p> <p><i>One (1) Netclock 9483 with 4 NTP ports, 150' Cable and GPS Antenna</i></p> <p><i>VESTA Analytics with one (1) User License</i></p> <p><i>HP Ext Warranty for 5 Years on Workstations and Servers</i></p> <p><i>Carousel Onsite Essential Service Coverage for 1 Year</i></p> <p><i>Carousel Security Appliance, 1YR Installed for Remote Access/Managed Services</i></p> <p><i>1 Year Airbus Software Support and Managed Services (M&amp;R, Anti Virus and Patch)</i></p> <p><i>OPTIONAL: SMS Hardware/Configuration, Onsite Critical Spares</i></p> <p><i>OPTIONAL: 4-Port KVM, VESTA CommandPOST</i></p>	
<b>Pricing is valid for 90 days</b>	
	<b>Essex County</b> \$182,023.93
	<b>Total Solution:</b> <u>\$182,023.93</u>
<p>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.</p> <p>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.</p> <p>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.</p>	
<b>By:</b> _____	<b>Title:</b> _____ <b>Date:</b> _____



Proposal For:		Essex County, VA			
Solution Proposed		VESTA 9-1-1			
Date:		August 7, 2015			
VESTA 9-1-1					
Qty.	Part No.	Description	Unit Price	U/M	Total
2	870899-0104R3.2	VESTA 9-1-1 VESTA 4 R3.2 LIC/MED	\$2,142.86	EA	\$4,285.71
2	873099-03002	R4 CAD INTF LIC	\$714.29	EA	\$1,428.57
1	04000-01584	BLKBX TL158A-R4 DATACAST	\$554.29	EA	\$554.29
1	04000-01010	CBL DB25M/DB25M 10FT	\$11.43	EA	\$11.43
		<b>VM Medium Server Bundle</b>			
		<i>Note: The Medium Server Bundle is for PSAP's up to 40 positions with an annual call volume of 500,000 or less.</i>			
1	853031-MLSVRSG-2	V-ML MED SVR BNDL SNGL	\$31,968.57	EA	\$31,968.57
2	06500-00501	2-POST 5U RACK MNT KIT	\$372.86	EA	\$745.71
2	04000-68005	V-SVR BASIC SPT 1YR	\$135.71	EA	\$271.43
		<b>VESTA 9-1-1 Licenses</b>			
		<b>VESTA - Basic Operations</b>			
2	PS-0SQ-VSML-M	VS BSC MLTP SEAT LIC NFEE	\$0.00	EA	\$0.00
		<i>Note: Migration to Vesta 911 at \$0 per position(Active Software Support Customer)</i>			
2	SS-0SQ-VSSL-1Y	SPT VS BSC 1YR	\$1,414.29	EA	\$2,828.57
		<i>Note: Current VESTA Pallas support expires 09/29/2015.</i>			
		<b>VESTA Workstation Equipment</b>			
2	61000-409605SFF	WKST HP Z230 SFF	\$1,755.71	EA	\$3,511.43
2	65000-47001	TWR STAND SFF Z220/Z230	\$60.00	EA	\$120.00
2	63000-221691	MNTR FP WIDE SCR LCD 22IN	\$470.00	EA	\$940.00
2	64007-50022	KEYPD 24K 25F USBCBL CP24	\$177.14	EA	\$354.29
2	65000-00196	CBL DVI/USB KIT 15FT	\$87.14	EA	\$174.29
2	853004-00401	SAM EXT SPKR KIT	\$240.00	EA	\$480.00
2	65000-00124	CBL PATCH 15FT	\$20.00	EA	\$40.00
2	853030-00302	R4 SAM HDWR KIT	\$2,360.00	EA	\$4,720.00
2	02800-20500	HDST 4W MOD BK ELEC MIC	\$45.71	EA	\$91.43
2	03044-20000	HDST CORD 4W 12FT MOD BK	\$4.29	EA	\$8.57
4	833401-00101G-15	CBL SAM JKBX 15FT	\$51.43	EA	\$205.71
2	809800-35109	R4 IWS CFG	\$285.71	EA	\$571.43
2	809800-35108	R4 IWS STG FEE	\$428.57	EA	\$857.14
1	870890-07501	CPR/SYSPREP DVD IMAGE	\$0.00	EA	\$0.00
		<b>VESTA 9-1-1 Modules</b>			
		<b>VESTA 9-1-1 IRR Module</b>			
2	873099-00502	R4 IRR LIC/DOC/MED	\$1,421.43	EA	\$2,842.86
2	809800-35110	R4 IRR SW SPT 1YR	\$255.71	EA	\$511.43
		<b>VESTA 9-1-1 Admin Printer</b>			
1	64040-60019	PRNTR USB/ETHERNET COLOR	\$255.71	EA	\$255.71
		<i>Note: Inkjet Color printer. Recommended monthly volume, 7,500 pages.</i>			
1	65000-03133	CBL USB SHLD M/M 10FT	\$14.29	EA	\$14.29
		<b>Network Equipment</b>			
2	04000-29616	SWITCH 2960 + CBL 24-PORT	\$1,371.43	EA	\$2,742.86
2	04000-02991	WARR 2960 24P 2T 1YR 24X7	\$358.57	EA	\$717.14



Qty.	Part No.	Description	Unit Price	U/M	Total
<b>Peripherals &amp; Gateways</b>					
2	04000-00129	MED 1000B CHASSIS BNDL	\$2,621.43	EA	\$5,242.86
2	04000-00186	SW SPT M1000 GATEWAY 1YR	\$428.57	EA	\$857.14
2	04000-00116	MED 1000 FXO-LS BNDL	\$494.29	EA	\$988.57
3	04000-00119	MED 1000 FXS BNDL	\$474.29	EA	\$1,422.86
<b>Rack &amp; Peripheral Equipment</b>					
1	06500-55053	7FT EQUIPMENT RACK 19IN	\$392.86	EA	\$392.86
1	63002-172805	MNTR NEC 17IN	\$312.86	EA	\$312.86
1	04000-004B4	KVM 4-PORT SWITCH	\$631.43	EA	\$631.43
1	04000-00607	CBL KVM USB CONSOLE	\$197.14	EA	\$197.14
4	04000-60611	CBL KVM USB 10FT	\$118.57	EA	\$474.29
1	04000-RMM 19	BRKT 19IN RACK MTG/ARBITR	\$45.71	EA	\$45.71
<b>Time Synchronization Equipment</b>					
1	04000-09486	NETCLOCK 9483 + 3-PORT	\$8,914.29	EA	\$8,914.29
1	04000-08230	GPS/GNSS OUTDOOR ANTENNA	\$462.86	EA	\$462.86
1	04000-08231	GPS ANTENNA POST MT KIT	\$132.86	EA	\$132.86
1	04000-08228	GPS ANTENNA SURG PROTECTR	\$401.43	EA	\$401.43
1	04000-20601	GND KIT FOR 8226	\$561.43	EA	\$561.43
1	04000-07051	GPS ANTENNA CBL 50FT	\$288.57	EA	\$288.57
1	04000-07108	CBL GPS ANTENNA 100FT	\$450.00	EA	\$450.00
<b>VESTA 9-1-1 Subtotal</b>					<b>\$83,030.00</b>
<b>VESTA Analytics</b>					
Qty.	Part No.	Description	Unit Price	U/M	Total
<b>VESTA Analytics - Standard Multi Product Purchase</b>					
1	873399-00102.4	V-ANLYT 2.4 DOC/MED	\$0.00	EA	\$0.00
1	873391-00501	V-ANLYT STD LIC	\$2,857.14	EA	\$2,857.14
1	873391-00301	V-ANLYT USER LIC	\$1,071.43	EA	\$1,071.43
1	04000-00339	SQL 2008R2 CAL RUN ENT	\$251.43	EA	\$251.43
2	PA-MSG-ASSL	V-ANLYT STD PER SEAT LIC	\$928.57	EA	\$1,857.14
2	SA-MSG-ALSL-1Y	SPT V-ANLYT STD 1YR	\$167.14	EA	\$334.29
<b>VESTA™ Analytics Standard Server Equipment for Virtualized Server Bundle - ML350p/G8</b>					
<i>Note: Additional Hardware to be installed in DDS-B Server.</i>					
1	BA-M00-ASA0-2	V-ANLYT STD ADD-ON	\$5,805.71	EA	\$5,805.71
<b>VESTA Analytics Subtotal</b>					<b>\$12,177.14</b>
<b>VESTA Locate</b>					
Qty.	Part No.	Description	Unit Price	U/M	Total
<b>VESTA Locate Mapping Multi Product Purchase</b>					
1	PA-0SG-0V00	ORVL MED/DOC ADD-ON	\$0.00	EA	\$0.00
2	871391-20103.0U	ORVL 3.0 LIC ONLY UPGD	\$0.00	EA	\$0.00
2	809800-11406	ORVL SPT RNW 1YR	\$900.00	EA	\$1,800.00
<b>VESTA Locate Workstation Equipment</b>					
2	63000-221691	MNTR FP WIDE SCR LCD 22IN	\$470.00	EA	\$940.00
<b>Map Build and Centerline Reports - VESTA Locate</b>					
<i>Note: Current VELA 3.0 site</i>					
<b>VESTA Locate Subtotal</b>					<b>\$2,740.00</b>
<b>Managed Services</b>					
Qty.	Part No.	Description	Unit Price	U/M	Total
		<b>Monitoring &amp; Response Activation Fee</b>			



		<i>Note: M&amp;R Activation Fees will apply if M&amp;R services are disabled prior to receipt of a PO for the M&amp;R support renewal.</i>			
1	809800-14150	M&R ACT FEE SMALL SITE	\$2,428.57	EA	\$2,428.57
3	871499-01206	<b>Monitoring &amp; Response License Fees</b> M&R 3.0 LIC SVR <i>Note: Includes (2) DDS Servers, (1) VESTA Analytics Server</i>	\$555.71	EA	\$1,667.14
3	871499-01211	M&R 3.0 WKST LIC <i>Note: Includes (2) Workstations, (1) Management Console</i>	\$101.43	EA	\$304.29
13	871499-01210	M&R 3.0 IP DEVICES LIC <i>Note: Includes (2) MDS Servers, (2) Gateways, (1) 2TB NAS Device, (2) Cisco Switches, (2) Virtual Machines, (2) SMS, (2) SMS Firewalls</i>	\$101.43	EA	\$1,318.57
3	809800-14161	<b>Monitoring &amp; Response Support Fees</b> M&R 3.0 SVR SRVC 1YR	\$1,857.14	EA	\$5,571.43
3	809800-16161	M&R 3.0 WKST SRVC 1YR	\$514.29	EA	\$1,542.86
13	809800-16166	M&R 3.0 IP DEV SRVC 1YR	\$514.29	EA	\$6,685.71
6	809800-14152	<b>Managed Services - Implementation Fee</b> <i>Note: (3) Servers, (3) Workstations</i> MGD SERV DEV & IMPL	\$107.14	EA	\$642.86
6	809800-14171	<b>Anti-Virus Solution</b> VIRUS PROTECT 3.0 SVC 1YR	\$134.29	EA	\$805.71
6	809800-16211	<b>Patch Management Solution</b> PATCH MGMT 3.2 SVC 1YR	\$317.14	EA	\$1,902.86
<b>Managed Services Subtotal</b>					<b>\$22,870.00</b>
<b>Extended Warranties</b>					
Qty.	Part No.	Description	Unit Price	U/M	Total
2	04000-01530	<b>Server Extended Warranty</b> <i>Note: Includes (2) VESTA 9-1-1 Servers</i> WARR 24X7 ML350G5/6/P8 5Y <i>Note: Upgrade &amp; uplift from 3YRs warranty 9x5 NBD to 5YRs, 24x7, 4 hour response time.</i>	\$1,917.14	EA	\$3,834.29
3	04000-01586	<b>Workstation Extended Warranty</b> <i>Note: Includes (2) Workstations, (1) Management Console</i> WARR 24X7 Z220/230 5YR <i>Note: Warranty upgrade from 3YRs warranty 9x5 NBD to 5YRs 24x7, 4 hour response.</i>	\$645.71	EA	\$1,937.14
<b>Extended Warranties Subtotal</b>					<b>\$5,771.43</b>
<b>Airbus DS Communications Services</b>					
Qty.	Part No.	Description	Unit Price	U/M	Total
2	000001-06701	<b>Training</b> VSENT 4.X AGENT TRNG  <i>Note: VESTA/Sentinel 4/X Agent bundle includes (1) 1/2 day class of Agent training for up to 8 students. Includes trainer's daily training expenses and travel.</i>	\$1,714.29	EA	\$3,428.57
1	000001-06704	VSENT 4.X ADMIN TRNG  <i>Note: VESTA/Sentinel 4/X Admin bundle includes (1) 1/2 day class of Admin training for up to 8 students. Includes trainer's daily training expenses and travel.</i>	\$5,714.29	EA	\$5,714.29



1	000002-24404	V-ANLYT ADMIN TRNG <i>Note: VESTA Analytics Admin bundle includes (1) 1 day class of Admin training for up to 8 students. Includes trainer's daily training expenses and travel.</i>	\$2,857.14	SU	\$2,857.14
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*Airbus DS Communications Services Subtotal* **\$12,000.00**

**Summary**

Qty	Product Code	Product Description	Ext. Price
1		VESTA 9-1-1 w/1YR Software Support	\$83,030.00
1		VESTA Analytics w/1YR Software Support	\$12,177.14
1		VESTA Locate w/1YR Software Support	\$2,740.00
1		1YR Managed Services (M&R, Anti-Virus, Patch Management)	\$22,870.00
1		HP Extended Warranties	\$5,771.43
1		Airbus DS Communications Services	\$12,000.00
1		Carousel Industries Installation	\$24,853.93
1		Carousel Industries - Project Management	\$8,971.43
1		1YR Carousel Essential Onsite	\$6,160.00
1		Carousel Security Appliance, 1YR Installed	\$2,850.00
1		Minor Materials	\$600.00

Pricing is valid for 90 days

**Total Equipment & Services Cost:**           \$182,023.93

**Total This Site:**           \$182,023.93