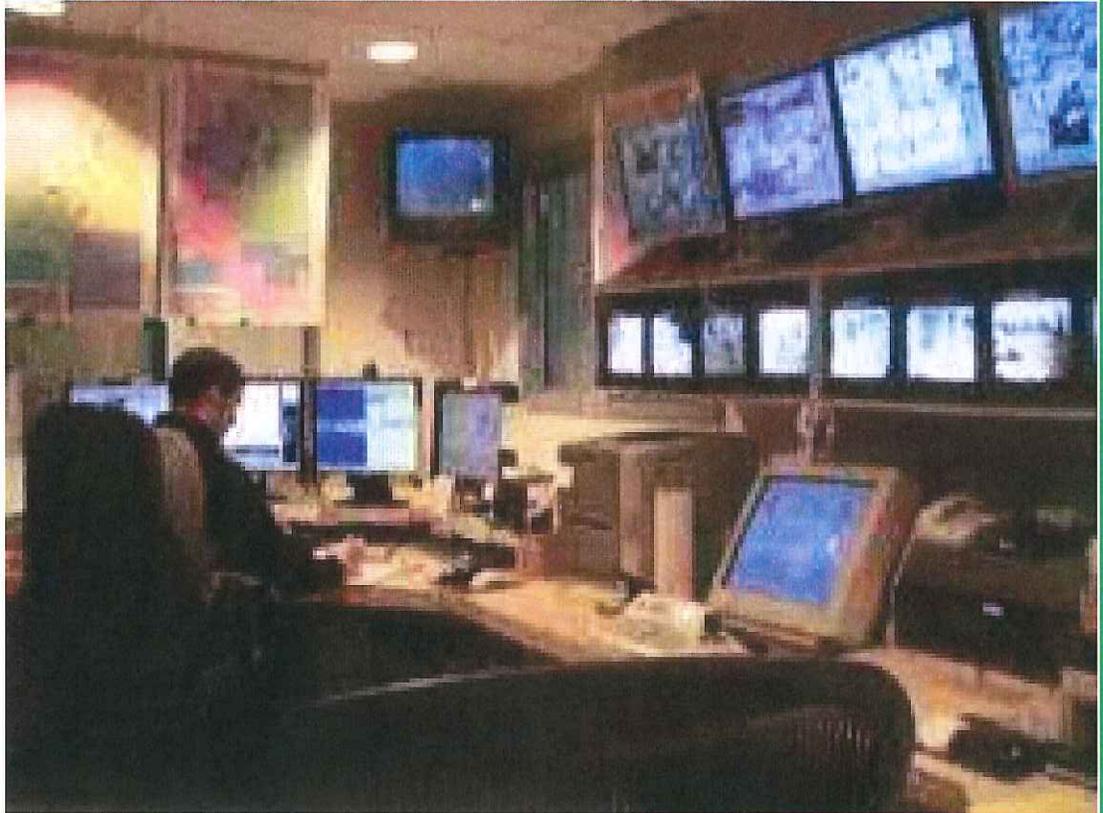


Virginia Information Technologies Agency



FY17

# PSAP GRANT PROGRAM APPLICATION



VIRGINIA INFORMATION  
TECHNOLOGIES AGENCY  
Integrated Services Division



## 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 PSAPGRANT APPLICATION

### PROJECT TITLE

Southern Virginia CAD-to-CAD Project

### GRANT APPLICANT PROFILE/PROJECT CONTACT

PSAP/HOST PSAP NAME: Greensville County Sheriff's Office

CONTACT TITLE: Building/Fire Official

CONTACT FIRST NAME: Charles

CONTACT LAST NAME: Veliky

ADDRESS 1: 174 Uriah Branch Way

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

CITY: Emporia

ZIP CODE: 23847

CONTACT EMAIL: [mveliky@greensvillecountyva.gov](mailto:mveliky@greensvillecountyva.gov)

CONTACT PHONE NUMBER: 434-348-4232

CONTACT MOBILE NUMBER: 434-637-1413

CONTACT FAX NUMBER: 434-348-0696

REGIONAL COORDINATOR: Lyle Hornbaker

### HOST PSAP AND PARTICIPATING PSAPS/LOCALITIES

Emporia PD

Greensville Co SO (Host)

Sussex Co SO

Southampton Co SO

### GRANT TYPE

Individual PSAP

Shared Services



## TIER

- |   |  |
|---|--|
| <input type="checkbox"/> Out of Service                   | <input type="checkbox"/> Non-Vendor Supported* |
| <input checked="" type="checkbox"/> Technically Outdated* | <input type="checkbox"/> Strengthen            |
| <input type="checkbox"/> Not Applicable                   |  |

If technically outdated or non-vendor supported, application **MUST** include age and/or version of hardware/software.

VERSION:

# YEARS of HARDWARE/SOFTWARE:

Microsoft Server 2003 OS and hardware  
IBR\_Plus (DaProSystems)

**PRIORITY/PROJECT FOCUS** CAD

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

## FINANCIAL DATA

Amount Requested: \$700,000.00

Total Project Cost: \$1,162,589.00

## STATEMENT OF NEED

To improve the services provided to the citizens of each of the localities involved, this project will help to eliminate the delays found when multiple PSAPs are involved with the delivery of services. Due to the cost of having all PSAPs on the same CAD software, this project will not be able to proceed without Grant funding. This project will greatly improve service delivery by improving communications between PSAPs and responders, and will improve backup and disaster recovery. Local funding is available for sustained maintenance costs after the grant ends. Because some PSAPs are in different LATAs, it is currently not possible to transfer 911 calls among all of the involved PSAPs causing delays in



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

Communications costs for data delivery between all four participating PSAPs will be maintained as part of the normal on-going, operational costs of each PSAP, as will the continued cost for maintenance and support and backup and disaster recovery costs, by the respective PSAP.

## **COMPREHENSIVE PROJECT DESCRIPTION**

Identify the longevity or sustainability of the project.

This project will provide for the ability to have direct CAD-to-CAD communications and transfers which will shorten emergency delivery service times involving the involved PSAPs. Emporia, Greensville and Sussex will replace its current CAD software with software currently in use in Southampton, which will provide for the ability for the CAD software in each of the PSAPs to interface with each of the other. This interface will also enable any of the PSAPs to share active calls for service, eliminating the necessity of voice calls to request resources. The grant will be used to pay for the cost of the CAD software, servers, workstations, communications links and backup/recovery hardware, and software for CAD at the PSAP level.



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

This project supports the Commonwealth's 9-1-1 plan because it recognizes the needs for 911 centers to communicate, including the need to share data, outside the physical constraints of the center and the boundaries of a jurisdiction. These four, contiguous jurisdictions share 911 resources such as fire and rescue responding units, across jurisdictional boundaries. This project will enable all four 911 centers to better serve their citizens by sharing data quicker, and more efficiently with each other and first responders. The direct link between the four infrastructures can be a bridge to further the sharing of resources unrelated to

#### **SHARED SERVICES(if applicable)**

The relationship of the project to the participating PSAPs:

The project has a direct impact on the operations of all four 911 centers and their respective agencies by making available information that can be shared in "real time" that can impact public safety as well as the safety of the first responders and resources responding to calls within each jurisdiction. While replacing software that will soon face an end-of-life notice (DaPro), this will also greatly enhance the capabilities of each PSAP and prepare them for a more regional and interoperable approach to service delivery.

Intended collaborative efforts:

CAD to CAD interface will create a data stream that will also enable RMS data sharing.



Resource sharing:

Communications, backup, disaster recovery.

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

This project will enable all of the involved PSAPs to alter their specific responses when involving incidents in one jurisdiction requiring the resources of another jurisdiction, which is fairly common among the PSAPs involved.

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

This project will provide each PSAP with the necessary hardware and software to continue providing the delivery of emergency services in the most efficient manner possible and position each agency to be better prepared for a more regional approach to public safety delivery.



**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.

<b>PROJECT PHASE</b>	<b>ESTIMATED COMPLETION DATE</b>
<input type="checkbox"/> <b>INITIATION</b> (Project approved by appropriate stakeholders)  Sample activities: 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, and budgetary estimates are obtained	<b>08 / 01 / 16</b>
<input type="checkbox"/> <b>DESIGN/PLANNING</b> (Project, system, or solution requirements are developed)  Sample activities: requirements are documented, components to be purchased are identified, and general design is documented	<b>11 / 01 / 16</b>
<input 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>01 / 01 / 17</b>
<input 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>02 / 01 / 17</b>
<input 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>05 / 01 / 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.

Purchase, install, training, CAD-to-CAD interface for Sussex, Greenville and Emporia	\$824,812
Purchase of servers and backups (Sussex, Greenville and Emporia)	\$226,087
Purchase of laptops (Southampton)	\$21,930
Installation & 3 years of fiber costs (Southampton)	\$64,800
Purchase of wireless service 2 years (Southampton)	\$24,960
<b>Total projected costs for project</b>	<b>\$1,162,589</b>

## EVALUATION

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

Full functionality of the purchased software will be verified as well as the data and interfaces between PSAPs to verify the ability of both PSAPs to view and transfer information. Verify the functionality of communication between PSAP and responders.



**CONSOLIDATION (Primary or Secondary) - (complete only 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:

[Click here to enter text](#)



**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

# MEMORANDUM OF UNDERSTANDING

BETWEEN

City of Emporia Police Department

And

Greensville County Sheriff's Office

And

Sussex County Sheriff's Office

And

Southampton County Sheriff's Office

This is an agreement between the City of Emporia Police Department, located at 310 Budd Street, Emporia, Virginia, hereinafter referred to as Emporia, and the Greensville County Sheriff's Office, located at 174 Uriah Branch Way, Emporia, Virginia, hereinafter referred to as Greensville, and the Sussex County Sheriff's Office, located at 20212 Thornton Square, Sussex, Virginia, hereinafter referred to as Sussex, and the Southampton County Sheriff's Office, located at 22336 Main Street, Courtland, Virginia, hereinafter referred to as Southampton.

The purpose of the MOU is to clearly identify the roles and responsibilities of each of the parties and the scope of the agreement. The scope of this MOU shall pertain to the Shared Services grant application for a Computer Aided Dispatch software Interface between the above agencies, submitted to the Virginia E-911 Services Board for fiscal year 2016-2017. Nothing within this agreement shall be construed to limit the legal authority of any of the departments, or their ability to act independently. This MOU shall only be in force if the grant application is approved and funding made available for the project.

Greensville shall act as the host/fiscal agent for the project and shall conduct all activities in accordance with the guidelines established by the Virginia E-911 Services Board. Emporia, Greensville, Sussex and Southampton agree to make all good faith efforts to establish the necessary directives to complete the goals of the project, if the grant application is approved and funding is made available.

This MOU shall remain in effect throughout the life of the grant and will automatically continue in force unless terminated by a party, from the remaining group members for just cause.

It is the intention of Emporia, Greensville, Sussex and Southampton to utilize the funding from any grant proceeds to accomplish the goals as set forth in the grant application.

Approved by:

Ricky A. Pinksaw Date: 9/14/15

Ricky Pinksaw  
Police Chief  
City of Emporia

W. T. Jarratt, Jr. Date: 9/11/15

W. T. Jarratt, Jr.  
Sheriff  
Greenville County

R. R. Bell Date: 9/17/15

R. R. Bell  
Sheriff  
Sussex County

J. B. Stutts Date: 9/16/2015

J. B. Stutts  
Sheriff  
Southampton County



**SOUTHERN SOFTWARE, INC.**  
an employee-owned company

## **Greensville County Sheriff Dept, VA Proposals**

September 9, 2015

Total CAD	\$111,536.00
Total RMS	\$82,324.00
Total Mobile Data Information System (MDIS)	\$83,471.00
<b>TOTAL</b>	<b>\$277,331.00</b>

***Contact information for Public Safety Representative:***

**Steve Libera**  
**Southern Software**  
**150 Perry Drive**  
**Southern Pines, NC 28387**

**Business:** 800.842.8190  
**Mobile:** 828.291.9147  
**Fax:** 910.695.0251  
**E-Mail:** [slibera@southernsoftware.com](mailto:slibera@southernsoftware.com)



SOUTHERN SOFTWARE, INC.  
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Agency: **Greensville County Sheriff Dept, VA**

Contact: **Katina Mason**

Date: **9/9/2015**

<b>CAD SOFTWARE</b>		<b>Qty</b>
<b>CAD - Full Positions</b>		2
<b>CAD - Additional Admin Positions</b>		1
<b>CAD Reporting Station</b>		3
<b>Preliminary CAD Build</b>		1
<b>Wireless Messaging (CAD Paging) with 5 Additional Connectors</b>		1
<b>Total Software:</b>		<b>\$55,500.00</b>

<b>PROJECT MANAGEMENT</b>	
<b>Project Management Fee</b> - including Installation, Training and Project Management	
<b>Total Project Management:</b> <b>\$16,286.00</b>	

<b>YEARLY SUPPORT</b>		
<b>CAD</b>	24/7 SUPPORT	5
<b>CAD Wireless Messaging</b>	24/7 SUPPORT	5
<b>Total Support:</b>		<b>\$39,750.00</b>

<b>TOTAL INVESTMENT (STATE TAX AND SHIPPING NOT INCLUDED)</b>		<b>\$111,536.00</b>
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**NOTE: MICROSOFT® SQL SERVER 2008™ R2 IS REQUIRED.**

NOTE: PROPOSAL DOES NOT INCLUDE PROVISIONS FOR DATA CONVERSION, DATA IMPORT, OR FIELD MAPPING (WITH EXCEPTION OF INITIAL BUILD WHICH INCLUDES MSAG, ESN, INTERSECTIONS AND ADDRESSES THAT ARE PROVIDED TO US IN NENA STANDARD FORMAT AS APPLICABLE. NOTE: DISPATCH ZONES AND LANDMARKS WILL BE VIEWED ON A CASE BY CASE BASIS DEPENDING ON THEIR FORMAT.)

**Proposal of software is valid for (60) days from date of proposal.**

**Proposal of hardware is valid for (30) days from date of proposal.**

**Software includes (30) days of free support, including all updates.**

**Management fees include training, installation, and project management.**

**Southern Software will install its software products only on computer configurations compatible with these products. Hardware specifications are available upon request.**



**SOUTHERN SOFTWARE, INC.**  
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**Agency:** Greenville County Sheriff Dept, VA  
**Contact:** Katina Mason  
**Date:** 9/9/2015

**RECORDS MANAGEMENT SYSTEM (RMS) FOR SHERIFF'S OFFICES Qty**

<b>RMS Base with 1 License</b>	SHERIFF RECORDS MANAGEMENT SOFTWARE INCLUDES: INCIDENT, ARREST AND CITATION REPORTING IN ACCORDANCE WITH STATE SPECIFICATIONS.	1
<b>RMS Additional Licenses</b>	ADDITIONAL RMS LICENSE(S) (CONCURRENT LICENSING - FOR WORKSTATIONS OR LAPTOPS ON NETWORK EITHER HARDWIRED OR THROUGH VPN CONNECTION)	12
<b>Bar Coding Equipment</b>	BARCODE PRINTER, LASER SCANNER, CASE OF BAR CODE LABELS, CASE OF BARCODE THERMAL TRANSFER RIBBON, PRINTER CABLE.	1
<b>* Data Sharing Network</b>	DATA SHARING NETWORK (WEB BASED)	FREE

**QUARTERMASTER Qty**

<b>Quartermaster with 3 Licenses</b>	STAND ALONE QUARTERMASTER (CONCURRENT LICENSES)	1
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**Total Software: \$35,285.00**

**PROJECT MANAGEMENT**

**Project Management Fee** INSTALLATION, TRAINING AND A PROJECT MANAGER.

TRAINING INCLUDES 1 SESSION OF SETUP & MAINTENANCE TRAINING (UP TO 5 PEOPLE) AND 3 SESSIONS OF USER TRAINING (UP TO 10 PEOPLE PER SESSION). IF ADDITIONAL SESSIONS OF TRAINING ARE REQUIRED PLEASE REQUEST AN UPDATED PROPOSAL.

**Total Project Management: \$11,789.00**

**YEARLY SUPPORT**

<b>RMS Support</b>	8:30-5, M-F RMS ANNUAL SUPPORT FEE COVERS TELEPHONE AND MODEM SUPPORT. THIS INCLUDES REGULAR PROGRAM UPDATES.	5 YEARS
<b>Additional Licenses</b>	SUPPORT FOR ADDITIONAL RMS LICENSE(S)	5 YEARS
<b>Quartermaster</b>	8:30-5, M-F SUPPORT FOR QUARTERMASTER	5 YEARS
<b>Additional Licenses</b>	SUPPORT FOR ADDITIONAL QUARTERMASTER LICENSE(S)	5 YEARS

**Total Support: \$35,250.00**

**TOTAL INVESTMENT (STATE TAX AND SHIPPING NOT INCLUDED) \$82,324.00**

NOTE: MICROSOFT® SQL SERVER 2008™ R2 IS REQUIRED.

NOTE: PROPOSAL DOES NOT INCLUDE PROVISIONS FOR DATA CONVERSION, DATA IMPORT, OR FIELD MAPPING

**Proposal of software is valid for (60) days from date of proposal.**

**Proposal of hardware is valid for (30) days from date of proposal.**

**Southern Software's RMS includes (30) days of free support, including all updates.**

**Management fees include training, installation, and project management.**

**Southern Software will install its software products only on computer configurations compatible with these products. Hardware specifications are available upon request.**



**SOUTHERN SOFTWARE, INC.**  
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**Agency: Greenville County Sheriff Dept, VA**

**Contact: Katina Mason**

**Date: 9/9/2015**

<b>MOBILE DATA INFORMATION SYSTEM (MDIS)</b>		<b>Qty</b>	
MDIS Server Software		1	
MDIS Interface for NCIC		1	
MDIS License (Concurrent Licenses; Assumes 25 Installed)		15	
MDIS License (in house)	Concurrent	1	FREE
GPS Units for AVL		25	
		<b>Total Software:</b>	<b>\$38,370.00</b>

**PROJECT MANAGEMENT**

**Project Management Fee** - including Installation, Training and Project Management

**Total Project Management: \$10,976.00**

**YEARLY SUPPORT**

MDIS Support	24/7	5	
		<b>YEARS</b>	
MDIS Interface for NCIC Support	24/7	5	
		<b>YEARS</b>	
		<b>Total Support:</b>	<b>\$34,125.00</b>

**TOTAL INVESTMENT (STATE TAX AND SHIPPING NOT INCLUDED) \$83,471.00**

SQL Server 2008 R2 and a backup system will be required.

Wireless modems ("Air Cards") are required for each mobile unit (providers include Southern Linc, Sprint, Nextel, Verizon, Alltel, US Cellular, etc.). Wireless service plans are required for each wireless modem and are provided by Agency. ( \$35-75/month/user typical)

Cisco ASA 5505 Router may be required the State. (Approximate cost - \$ 500 - to be provided and configured by the Agency)

A VPN Router in addition to the Cisco ASA 5505 Router is required to secure access to the mobile units if RMS is being run in addition to MDIS (NetMotion preferred). (All connections and fees to Agency LAN including hardware provided by Agency. 100MB Ethernet LAN Required.)

Agency must configure all networking for mobile and CAD workstations to ping servers before installation begins. Use a static IP for private address.

Secure High Speed Internet Access (VPN, Remote Desktop, etc) to servers for support provided by Agency.

All connections and fees to State NCIC including hardware provided by Agency. TCP/IP Interface Required.

Hardware Specifications are located at [www.southernsoftware.com](http://www.southernsoftware.com)

Proposal of software is valid for (60) days from date of proposal.

Proposal of hardware is valid for (30) days from date of proposal.

Management fees include training, installation, and project management.



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## **Sussex County Sheriff's Office, VA**

### **Proposals**

September 9, 2015

Total CAD	\$102,154.00
Total RMS & JMS	\$114,221.00
Total Mobile Data Information System (MDIS)	\$83,471.00
<b>TOTAL</b>	<b>\$299,846.00</b>

Options:

CAD Interface for NCIC (Query Only) \$13,500.00

**TOTAL WITH OPTION: \$313,346.00**

***Contact information for Public Safety Representative:***

**Steve Libera**  
**Southern Software**  
**150 Perry Drive**  
**Southern Pines, NC 28387**

**Business: 800.842.8190**  
**Mobile: 828.291.9147**  
**Fax: 910.695.0251**  
**E-Mail: [slibera@southernsoftware.com](mailto:slibera@southernsoftware.com)**



**SOUTHERN SOFTWARE, INC.**  
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**Agency:** Sussex County Sheriff's Office, VA  
**Contact:** Lt. Valarie Patterson-Ricks  
**Date:** 9/9/2015

<b>CAD SOFTWARE</b>		<b>Qty</b>
CAD - Full Positions		2
CAD Reporting Station		2
Preliminary CAD Build		1
Wireless Messaging (CAD Paging) with 5 Additional Connectors		1
<b>Total Software:</b>		<b>\$46,500.00</b>

<b>PROJECT MANAGEMENT</b>	
Project Management Fee - including Installation, Training and Project Management	
<b>Total Project Management:</b>	
<b>\$15,904.00</b>	

<b>YEARLY SUPPORT</b>		
CAD	24/7 SUPPORT	5
CAD Wireless Messaging	24/7 SUPPORT	5
<b>Total Support:</b>		<b>\$39,750.00</b>

<b>TOTAL INVESTMENT (STATE TAX AND SHIPPING NOT INCLUDED)</b>	<b>\$102,154.00</b>
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NOTE: MICROSOFT® SQL SERVER 2008™ R2 IS REQUIRED.

NOTE: PROPOSAL DOES NOT INCLUDE PROVISIONS FOR DATA CONVERSION, DATA IMPORT, OR FIELD MAPPING (WITH EXCEPTION OF INITIAL BUILD WHICH INCLUDES MSAG, ESN, INTERSECTIONS AND ADDRESSES THAT ARE PROVIDED TO US IN NENA STANDARD FORMAT AS APPLICABLE. NOTE: DISPATCH ZONES AND LANDMARKS WILL BE VIEWED ON A CASE BY CASE BASIS DEPENDING ON THEIR FORMAT.)

<b>OPTIONS</b>		<b>Qty</b>	
CAD Interface for NCIC (Query Only)		1	\$6,000.00
Install/training/management		1	\$1,250.00
CAD Interface for NCIC	24/7 SUPPORT	5	\$6,250.00
<b>Total NCIC Option:</b>			<b>\$13,500.00</b>

<b>TOTAL INVESTMENT WITH OPTIONS (STATE TAX AND SHIPPING NOT INCLUDED)</b>	<b>\$115,654.00</b>
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Proposal of software is valid for (60) days from date of proposal.

Proposal of hardware is valid for (30) days from date of proposal.

Software includes (30) days of free support, including all updates.

Management fees include training, installation, and project management.

Southern Software will install its software products only on computer configurations compatible with these products. Hardware specifications are available upon request.



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**Agency:** Sussex County Sheriff's Office, VA  
**Contact:** Lt. Valarie Patterson-Ricks  
**Date:** 9/9/2015

**RECORDS MANAGEMENT SYSTEM (RMS) FOR SHERIFF'S OFFICES Qty**

<b>RMS Base with 1 License</b>	SHERIFF RECORDS MANAGEMENT SOFTWARE INCLUDES: INCIDENT, ARREST AND CITATION REPORTING IN ACCORDANCE WITH STATE SPECIFICATIONS.	1
<b>RMS Additional Licenses</b>	ADDITIONAL RMS LICENSE(S) <i>(CONCURRENT LICENSING - FOR WORKSTATIONS OR LAPTOPS ON NETWORK EITHER HARDWIRED OR THROUGH VPN CONNECTION)</i>	9
<b>** Document Scanning</b>	DOCUMENT SCANNING SOFTWARE FOR RMS/JMS	1
<b>Bar Coding Equipment</b>	BARCODE PRINTER, LASER SCANNER, CASE OF BAR CODE LABELS, CASE OF BARCODE THERMAL TRANSFER RIBBON, PRINTER CABLE.	1
<b>Signature Pad</b>	TOPAZ SIGNATURE GEM 1X5	1
<b>* Data Sharing Network</b>	DATA SHARING NETWORK <i>(WEB BASED)</i>	FREE

**JAIL MANAGEMENT SYSTEM (JMS) Qty**

<b>JMS Base - Includes one License</b>	JAIL MANAGEMENT SOFTWARE - INCLUDES INMATE BOOKING, INMATE MANAGEMENT, COMMISSARY MANAGEMENT, INMATE REPORTS, AND JAIL REPORTS	1
<b>JMS Additional Licenses</b>	ADDITIONAL JMS LICENSE(S) <i>(CONCURRENT LICENSING)</i>	1
<b>Biometric Scanning Software</b>	BIOMETRIC SCANNING SOFTWARE	1
<b>Biometric Scanners</b>	BIOMETRIC FINGERPRINT SCANNERS (TWO PRINT)	1
<b>Signature Pad</b>	TOPAZ SIGNATURE GEM 1X5	1

**Total Software: \$48,389.00**

**PROJECT MANAGEMENT**

**Project Management Fee** INSTALLATION, TRAINING AND A PROJECT MANAGER.  
TRAINING INCLUDES 1 SESSION OF SETUP & MAINTENANCE TRAINING EACH FOR RMS AND JMS (UP TO 5 PEOPLE), 5 SESSIONS OF USER TRAINING FOR RMS (UP TO 10 PEOPLE PER SESSION) AND 1 SESSION OF USER TRAINING FOR JMS (UP TO 10 PEOPLE PER SESSION). IF ADDITIONAL SESSIONS OF TRAINING ARE REQUIRED PLEASE REQUEST AN UPDATED PROPOSAL.

**Total Project Management: \$20,332.00**

**YEARLY SUPPORT**

<b>RMS Support</b>	8:30-5, M-F RMS ANNUAL SUPPORT FEE COVERS TELEPHONE AND MODEM SUPPORT. THIS INCLUDES REGULAR PROGRAM UPDATES.	5 <b>YEARS</b>
<b>Additional Licenses</b>	SUPPORT FOR ADDITIONAL RMS LICENSE(S)	5 <b>YEARS</b>

**Yearly Support (Cont.)**

<b>JMS Support</b>	8:30-5, M-F JMS ANNUAL SUPPORT FEE COVERS TELEPHONE AND MODEM SUPPORT. THIS INCLUDES REGULAR PROGRAM UPDATES.	<b>5 YEARS</b>
<b>Additional Licenses</b>	SUPPORT FOR ADDITIONAL JMS LICENSE(S)	<b>5 YEARS</b>
<b>Biometric Scanning Software Support</b>	8:30-5, M-F SUPPORT FOR BIOMETRIC SCANNING SOFTWARE	<b>5 YEARS</b>

**Total Support: \$45,500.00**

**TOTAL INVESTMENT (STATE TAX AND SHIPPING NOT INCLUDED) \$114,221.00**

**NOTE: MICROSOFT® SQL SERVER 2008™ R2 IS REQUIRED.**

**NOTE: PROPOSAL DOES NOT INCLUDE PROVISIONS FOR DATA CONVERSION, DATA IMPORT, OR FIELD MAPPING**

**\*\* NOTE: A TWAIN32 OR WIA COMPATIBLE SCANNER WILL BE REQUIRED.**

**Proposal of software is valid for (60) days from date of proposal.**

**Proposal of hardware is valid for (30) days from date of proposal.**

**Southern Software's RMS includes (30) days of free support, including all updates.**

**Management fees include training, installation, and project management.**

**Southern Software will install its software products only on computer configurations compatible with these products. Hardware specifications are available upon request.**



SOUTHERN SOFTWARE, INC.  
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Agency: Sussex County Sheriff's Office, VA

Contact: Lt. Valarie Patterson-Ricks

Date: 9/9/2015

MOBILE DATA INFORMATION SYSTEM (MDIS)		Qty	
MDIS Server Software		1	
MDIS Interface for NCIC		1	
MDIS License (Concurrent Licenses; Assumes 15 Installed)		15	
MDIS License (in house)	Concurrent	1	FREE
GPS Units for AVL		25	
		<b>Total Software:</b>	<b>\$38,370.00</b>

PROJECT MANAGEMENT	
Project Management Fee - including Installation, Training and Project Management	
<b>Total Project Management: \$10,976.00</b>	

YEARLY SUPPORT			
MDIS Support	24/7	5	YEARS
MDIS Interface for NCIC Support	24/7	5	YEARS
		<b>Total Support:</b>	<b>\$34,125.00</b>

<b>TOTAL INVESTMENT (STATE TAX AND SHIPPING NOT INCLUDED)</b>	<b>\$83,471.00</b>
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SQL Server 2008 R2 and a backup system will be required.

**\*\* If using AVL capability, agency is responsible for providing GPS devices for use with AVL. "USGlobalSat BU-353 Waterproof USB GPS Receiver" or Bluetree modems are the suggested models. If another type of GPS unit is purchased, Southern Software will not guarantee that it will work with this product. Please contact Southern Software regarding questions about your existing GPS devices.**

Wireless modems ("Air Cards") are required for each mobile unit (providers include Southern Linc, Sprint, Nextel, Verizon, Alltel, US Cellular, etc.). Wireless service plans are required for each wireless modem and are provided by Agency. ( \$35-75/month/user typical)

Cisco ASA 5505 Router may be required the State. (Approximate cost - \$ 500 - to be provided and configured by the Agency)

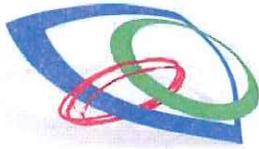
A VPN Router in addition to the Cisco ASA 5505 Router is required to secure access to the mobile units if RMS is being run in addition to MDIS (NetMotion preferred). (All connections and fees to Agency LAN including hardware provided by Agency. 100MB Ethernet LAN Required.)

Agency must configure all networking for mobile and CAD workstations to ping servers before installation begins. Use a static IP for private address.

Secure High Speed Internet Access (VPN, Remote Desktop, etc) to servers for support provided by Agency.

All connections and fees to State NCIC including hardware provided by Agency. TCP/IP Interface Required.

Hardware Specifications are located at [www.southernsoftware.com](http://www.southernsoftware.com)  
 Proposal of software is valid for (60) days from date of proposal.  
 Proposal of hardware is valid for (30) days from date of proposal.  
 Management fees include training, installation, and project management.



**SOUTHERN SOFTWARE, INC.**  
an employee-owned company

**Emporia Police Department, VA**  
**Proposals**

September 9, 2015

Total CAD	\$105,216.00
Total RMS	\$72,686.00
Total Mobile Data Information System (MDIS)	\$69,733.00
<b>TOTAL</b>	<b>\$247,635.00</b>

Options:

PSAware Annual Subscription \$14,250.00

**TOTAL WITH OPTION: \$261,885.00**

***Contact information for Public Safety Representative:***

**Steve Libera**  
**Southern Software**  
**150 Perry Drive**  
**Southern Pines, NC 28387**

**Business: 800.842.8190**  
**Mobile: 828.291.9147**  
**Fax: 910.695.0251**  
**E-Mail: [slibera@southernsoftware.com](mailto:slibera@southernsoftware.com)**



**SOUTHERN SOFTWARE, INC.**  
an employee-owned company

**Agency: Emporia Police Department, VA**  
**Contact: Captain Anderson**  
**Date: 9/9/2015**

<b>CAD SOFTWARE</b>		<b>Qty</b>	
CAD - Full Positions		2	
CAD - Additional Admin Positions		1	
CAD Reporting Station		2	
CAD interface for NCIC		1	
<b>Total Software:</b>			<b>\$48,000.00</b>

<b>PROJECT MANAGEMENT</b>	
<b>Project Management Fee</b> - including Installation, Training and Project Management	
<b>Total Project Management: \$14,966.00</b>	

<b>YEARLY SUPPORT</b>		
CAD	24/7 SUPPORT	5
CAD Interface for NCIC	24/7 SUPPORT	5
<b>Total Support: \$42,250.00</b>		

<b>TOTAL INVESTMENT</b> (STATE TAX AND SHIPPING NOT INCLUDED)		<b>\$105,216.00</b>
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**NOTE: MICROSOFT® SQL SERVER 2008™ R2 IS REQUIRED.**

NOTE: PROPOSAL DOES NOT INCLUDE PROVISIONS FOR DATA CONVERSION, DATA IMPORT, OR FIELD MAPPING (WITH EXCEPTION OF INITIAL BUILD WHICH INCLUDES MSAG, ESN, INTERSECTIONS AND ADDRESSES THAT ARE PROVIDED TO US IN NENA STANDARD FORMAT AS APPLICABLE. NOTE: DISPATCH ZONES AND LANDMARKS WILL BE VIEWED ON A CASE BY CASE BASIS DEPENDING ON THEIR FORMAT.)

<b>OPTIONS</b>		<b>Qty</b>	
PSAware Annual Subscription	UP TO 5 DEVICES	5	
<b>Total PSAware Option:</b>			<b>\$14,250.00</b>
<b>TOTAL INVESTMENT WITH OPTIONS</b> (STATE TAX AND SHIPPING NOT INCLUDED)			<b>\$119,466.00</b>

Proposal of software is valid for (60) days from date of proposal.

Proposal of hardware is valid for (30) days from date of proposal.

Software includes (30) days of free support, including all updates.

Management fees include training, installation, and project management.

Southern Software will install its software products only on computer configurations compatible with these products. Hardware specifications are available upon request.



SOUTHERN SOFTWARE, INC.  
an employee-owned company

Agency: Emporia Police Department, VA  
Contact: Captain Anderson  
Date: 9/9/2015

**RECORDS MANAGEMENT SYSTEM (RMS) FOR POLICE DEPARTMENTS Qty**

<b>RMS Base - Includes one License</b>	POLICE RECORDS MANAGEMENT SOFTWARE INCLUDES: INCIDENT AND ARREST REPORTING IN ACCORDANCE WITH STATE SPECIFICATIONS.	1
<b>RMS Additional Licenses</b>	ADDITIONAL RMS LICENSE(S) (CONCURRENT LICENSING - FOR WORKSTATIONS OR LAPTOPS ON NETWORK EITHER HARDWIRED OR THROUGH VPN CONNECTION)	14
<b>* Data Sharing Network</b>	DATA SHARING NETWORK (WEB BASED)	FREE

**QUARTERMASTER Qty**

<b>Quartermaster</b>	STAND ALONE QUARTERMASTER (CONCURRENT LICENSES)	1
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**Total Software: \$31,890.00**

**PROJECT MANAGEMENT**

**Project Management Fee** INSTALLATION, TRAINING AND A PROJECT MANAGER.

TRAINING INCLUDES 1 SESSION OF SETUP & MAINTENANCE TRAINING (UP TO 5 PEOPLE) AND 3 SESSIONS OF USER TRAINING (UP TO 10 PEOPLE PER SESSION). IF ADDITIONAL SESSIONS OF TRAINING ARE REQUIRED PLEASE REQUEST AN UPDATED PROPOSAL.

**Total Project Management: \$13,296.00**

**YEARLY SUPPORT**

<b>RMS Support</b>	8:30-5, M-F RMS ANNUAL SUPPORT FEE COVERS TELEPHONE AND MODEM SUPPORT. THIS INCLUDES REGULAR PROGRAM UPDATES.	5 YEARS
<b>Additional Licenses</b>	SUPPORT FOR ADDITIONAL RMS LICENSE(S)	5 YEARS
<b>Quartermaster</b>	8:30-5, M-F SUPPORT FOR QUARTERMASTER	5 YEARS
<b>Additional Licenses</b>	SUPPORT FOR ADDITIONAL QUARTERMASTER LICENSE(S)	5 YEARS

**Total Support: \$27,500.00**

**TOTAL INVESTMENT (STATE TAX AND SHIPPING NOT INCLUDED) \$72,686.00**

NOTE: MICROSOFT® SQL SERVER 2008™ R2 IS REQUIRED.

NOTE: PROPOSAL DOES NOT INCLUDE PROVISIONS FOR DATA CONVERSION, DATA IMPORT, OR FIELD MAPPING. COST OF CONVERSION WILL BE AVAILABLE AFTER EVALUATION OF SAMPLE DATA.

Proposal of software is valid for (60) days from date of proposal.

Proposal of hardware is valid for (30) days from date of proposal.

Southern Software's RMS includes (30) days of free support, including all updates.

Management fees include training, installation, and project management.

Southern Software will install its software products only on computer configurations compatible with these products. Hardware specifications are available upon request.



SOUTHERN SOFTWARE, INC.  
an employee-owned company

Agency: Emporia Police Department, VA  
Contact: Captain Anderson  
Date: 9/9/2015

MOBILE DATA INFORMATION SYSTEM (MDIS)		Qty	
MDIS Server Software		1	
MDIS Interface for NCIC		1	
MDIS License (Concurrent Licenses; Assumes 24 Installed)		12	
MDIS License (in house)	Concurrent	1	FREE
GPS Units for AVL		24	
		<b>Total Software:</b>	<b>\$33,795.00</b>

**PROJECT MANAGEMENT**

Project Management Fee - including Installation, Training and Project Management

<b>Total Project Management:</b>	<b>\$8,138.00</b>
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**YEARLY SUPPORT**

MDIS Support	24/7	5	
		YEARS	
MDIS Interface for NCIC Support	24/7	5	
		YEARS	
		<b>Total Support:</b>	<b>\$27,800.00</b>

**TOTAL INVESTMENT (STATE TAX AND SHIPPING NOT INCLUDED) \$69,733.00**

SQL Server 2008 R2 and a backup system will be required.

Wireless modems ("Air Cards") are required for each mobile unit (providers include Southern Linc, Sprint, Nextel, Verizon, Alltel, US Cellular, etc.). Wireless service plans are required for each wireless modem and are provided by Agency. ( \$35-75/month/user typical)

Cisco ASA 5505 Router may be required the State. (Approximate cost - \$ 500 - to be provided and configured by the Agency)

A VPN Router in addition to the Cisco ASA 5505 Router is required to secure access to the mobile units if RMS is being run in addition to MDIS (NetMotion preferred). (All connections and fees to Agency LAN including hardware provided by Agency. 100MB Ethernet LAN Required.)

Agency must configure all networking for mobile and CAD workstations to ping servers before installation begins. Use a static IP for private address.

Secure High Speed Internet Access (VPN, Remote Desktop, etc) to servers for support provided by Agency.

All connections and fees to State NCIC including hardware provided by Agency. TCP/IP Interface Required.

Hardware Specifications are located at [www.southernsoftware.com](http://www.southernsoftware.com)  
Proposal of software is valid for (60) days from date of proposal.  
Proposal of hardware is valid for (30) days from date of proposal.  
Management fees include training, installation, and project management.



# ePlus Quotation

<b>Bill To</b>	<b>Ship To</b>	<b>Quotation</b>	<b>Page 1 of 1</b>
310 BUDD STREET	EMPORIA POLICE DEPARTMENT	<b>Quotation #:</b> 21812175	
EMPORIA VA 23847	310 BUDD STREET	<b>Quotation Date:</b> 08/31/15	
	EMPORIA VA 23847	<b>Expiration Date:</b> 09/30/15	
		<b>Client Reference:</b>	
		<b>Account Rep:</b>	

Qty	Part Number	MFG Name	Description	Unit Price	Extended Price
			<b>Notes:</b> Cisco items priced according to the Virginia Commonwealth University (VASCUPP) Contract # 3491557JC		
1	UCSC-C220-M4S	CISCO	UCS C220 M4 SFF W/O CPU MEM HD PCIE PSU	1,427.00	1,427.00
1	CON-SNTP-C220M4S	CISCO	SMARTNET 24X7x4 UCS C220 M4 SFF W/O CPU	1,943.00	1,943.00
2	UCS-CPU-E52630D	CISCO	2.40GHZ E5-2630 V3 85W 8C 20MB DDR4	897.00	1,794.00
4	UCS-ML-1X324RU-A	CISCO	32GB DDR4-2133-MHZ LRDIMM/PC4-17000/QUAD	764.00	3,056.00
6	UCS-HD600G10KS4K	CISCO	600GB 12G SAS 10K RPM SFF HDD (4K)	434.00	2,604.00
2	UCS-SD120G0K2-EV	CISCO	120GB 2.5IN ENT VALUE 6G SATA SSD	318.00	636.00
1	UCSC-MLOW-HRJ45	CISCO	INTEL I350 MLOW NIC	285.00	285.00
1	UCSC-RAILB-M4	CISCO	BALL BEARING RAIL KIT C220 M4 & C240 M4	94.00	94.00
2	UCSC-PSU1-770W	CISCO	770W AC HPLUG P/S FOR 1U C-SERIES RACK	297.00	594.00
2	CAB-9K12A-NA	CISCO	CTO PWR CORD 125VAC 13A NEMA 5-15 PLUG N	0.00	0.00
1	UCSC-SCCBL220	CISCO	SUPERCAP CABLE 950MM	0.00	0.00
2	UCSC-HS-C220M4	CISCO	HEAT SINK FOR UCS C220 M4 RACK SVR	0.00	0.00
1	UCSC-MRAID12G	CISCO	12G SAS MODULAR RAID CTRL	279.00	279.00
1	UCSC-MRAID12G-2GB	CISCO	12GBPS SAS 2GB FBWC CACHE MOD RAID	596.00	596.00
1	C1UCS-OPT-OUT	CISCO	CISCO ONE DATA CENTER COMPUTE OPT OUT OPTION	0.00	0.00
1	P73-06299	MICROSOFT	GV WIN SVR STD 2012R2 EN OLP NL 2P	0.00	0.00
40	R18-04293	MICROSOFT	WINSVRCAL 2012 ENG OLP NL LCLGOV USRCAL	668.00	668.00
1	228-10358	MICROSOFT	GV SQL SVR STD 2014 EN OLP NL GOVT	29.00	1,160.00
40	359-06126	MICROSOFT	GV SQL CAL 2014 EN OLP NL GOVT USRCAL	724.00	724.00
3		CABLES TO GO	10FT CAT6 PATCH CABLE 560MHZ SNAGLESS RJ	169.00	6,760.00
1			PROFESSIONAL SERVICES	0.00	0.00
				6.00	18.00
				3,200.00	3,200.00

By placing an order with ePlus for products or services you agree to comply with the Terms and Conditions for Purchasing Products and Services located at <http://www.eplus.com/terms-and-conditions/Pages/Products-Services-Terms-and-Conditions.aspx>. Unless there is a separate written agreement signed on behalf of both you and ePlus by a duly authorized officer, the Order Terms shall be the only terms and conditions applicable to transactions between you and ePlus, and no additional or contrary terms referenced in a purchase order, document, or electronic communication shall apply. In no event shall ePlus performance under a purchase order be deemed to constitute acceptance of any terms and conditions set forth therein.

Thank you for your inquiry. Please note the following about this quotation: It will expire on the date stated above. Unless freight amount is indicated, or is zero, freight will be added to the invoice. Unless Bill-To company is exempt from Sales Tax, it will be added to the invoice. Extended Warranties and Professional Services are available.

**Customer Acceptance**

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

Name: \_\_\_\_\_ PO #: \_\_\_\_\_

Title: \_\_\_\_\_ Ship VIA: \_\_\_\_\_

This quotation is confidential for your internal use only. This is a solicitation for an offer and is subject to credit approval. No contract is formed unless a purchase order or other offer is received and accepted by our office. If you accept this quotation with the intent to have your chosen leasing company to pay the costs directly, please note that if the Lessor does not pay ePlus for any reason, you will be responsible for payment to ePlus.

**To Place An Order, Please Contact:**  
 Sales: Kara Philipot  
 Phone: 703-984-8114  
 Fax: 703-984-8456  
 email: [kphilpot@eplus.com](mailto:kphilpot@eplus.com)  
 Address: 13595 Dulles Technology Drive Herndon, VA 20171  
 Note: Please call if you have any questions.

<b>SubTotal:</b>	\$25,838.00
<b>Est. Tax:</b>	TBD if Applicable
<b>Freight:</b>	TBD
<b>Total:</b>	\$25,838.00

X 3

77,514



# Quote 1009725270367.1

## COUNTY OF GREENSVILLE

Salesperson	Quote Details	Billing Details
<b>Salesperson Name</b> Andrea Mata	<b>Quote Date</b> 09/10/2015	<b>Company Name</b> COUNTY OF GREENSVILLE
<b>Salesperson Email</b> Andrea_Mata@Dell.com	<b>Quote Validity</b> 10/10/2015	<b>Customer Number</b> 59984254
<b>Salesperson Phone</b> 18009993355	<b>Solution ID</b> -	<b>Phone Number</b> 1 (434) 3484205
<b>Salesperson Extension</b> 7250164		<b>Address</b> 1781 GREENSVILLE COUNTY CIR EMPORIA US

### Price Summary

Description	Quantity	Unit Price	Subtotal Price
Precisions Workstations T7910	3	\$4,631.51	\$13,894.53
Dell Wireless Keyboard and Mouse Combo - KM714	3	\$71.19	\$213.57
Dell 55 Monitor - E5515H	3	\$759.99	\$2,279.97
		<b>Subtotal</b>	\$16,388.07
		Tax	\$0.00
		Shipping and Handling	\$120.00
		Environmental Fee	\$0.00
		<b>Total</b>	<b>\$16,508.07</b>
			<i>x 3</i>
			<b>49,524.21</b>

Note: All tax quoted above is an estimate; final taxes will be listed on the invoice.

Dear Customer,

Your quote is detailed below; please review the quote for product and information accuracy. If you find errors or desire changes, please contact me as soon as possible.

Regards,  
Andrea Mata

Order this quote easily online through your [Premier page](#), or if you do not have Premier, using [Quote to Order](#)

## Product Details

### Shipping Details

Shipping Contact: RECEIVING DEPT  
 Shipping Phone No: 1 (434) 3484205  
 Shipping via: Standard Ground  
 Shipping Address: 1781 GREENSVILLE COUNTY  
 CIR  
 EMPORIA  
 VA 23847-6347  
 US

### Product Price Details

Subtotal \$13,894.53  
 Tax \$0.00  
 Shipping and Handling \$0.00  
 Environmental Fee \$0.00  
 Total \$13,894.53

Description	Quantity	Unit Price	Subtotal Price
<b>Precisions Workstations T7910</b>	3	\$4,631.51	\$13,894.53

Estimated Delivery Date: 09/28/2015  
 Contract Code: 78AGP  
 Customer Agreement No: VA-140331-DELL

210-ACQO	Dell Precision Tower 7910 XCTO Base	3	-	-
338-BFJI	Intel Xeon Processor E5-2650 v3 (10C HT, 25MB Cache, 2.3GHz Turbo)	3	-	-
412-AADO	Single Processor Heatsink for T7910	3	-	-
619-AFIT	Windows 7 Professional 64-bit English/French/Spanish (Includes Windows 8.1 Pro license)	3	-	-
630-AABM	Microsoft Office Professional 2013, OptiPlex, Precision, Latitude	3	-	-
421-9982	Thank you for buying Dell	3	-	-
422-0008	Dell Data Protection System Tools Digital Delivery/DT	3	-	-
422-0052	SW,MY-DELL,CRRS	3	-	-
444-BBBG	BIOS match checked back to factory	3	-	-
444-BBBS	BIOS binary check enabled and verified	3	-	-
640-BBDH	Adobe Reader 11	3	-	-

640-BBES	Dell Precision Optimizer	3	-	-
640-BBEW	Dell Data Protection   Protected Workspace	3	-	-
640-BBHR	Visit <a href="http://www.dell.com/encryption">www.dell.com/encryption</a>	3	-	-
640-BBHS	Not Selected in this Configuration	3	-	-
658-BBIH	Dell Applications for Windows 7	3	-	-
490-BBWV	512MB NVIDIA Quadro NVS 310 (2DP) (2DP-DVI adapter)	3	-	-
387-BBBE	No Energy Star	3	-	-
329-BCFZ	Dell Precision Tower 7910 1300W Chassis	3	-	-
370-ABUQ	64GB (8x8GB) 2133MHz DDR4 RDIMM ECC	3	-	-
403-BBHE	Integrated LSI SAS 3008 12Gb/s SATA/SAS controller - SW RAID 0, 1, 10	3	-	-
449-BBGU	C1 SATA 3.5 Inch, 1-4 Hard Drives	3	-	-
780-BBCJ	Non RAID	3	-	-
400-AIJM	1TB 3.5inch Serial ATA (7,200 Rpm) Hard Drive,FPWS	3	-	-
401-AA DF	No Additional Hard Drive	3	-	-
401-AA DF	No Additional Hard Drive	3	-	-
401-AA DF	No Additional Hard Drive	3	-	-
401-AA DF	No Additional Hard Drive	3	-	-
401-AA DF	No Additional Hard Drive	3	-	-
401-AA DF	No Additional Hard Drive	3	-	-
401-AA DF	No Additional Hard Drive	3	-	-
401-AA DF	No Additional Hard Drive	3	-	-
411-XXXY	Boot drive or boot volume is less than 2TB	3	-	-
429-AA QF	8x DVD -/+RW Slimline	3	-	-
429-AA BU	PowerDVD Software not included	3	-	-
510-BBBW	Sound Card Not Included	3	-	-
520-AA DM	Internal Speaker	3	-	-
385-BBBL	No Media Card Reader	3	-	-
555-BBJO	No Additional Network Card Selected (Integrated NIC included)	3	-	-
817-BBBC	Not Selected in this Configuration	3	-	-
386-BBBE	No Dell Tera2 Remote Access host card for the Wyse P25 Zero Client	3	-	-
631-AA KY	No Out-of-Band Systems Management	3	-	-
954-3465	No DDPE Encryption Software	3	-	-
650-AA AJ	No Anti-Virus Software	3	-	-
580-AA DS	Keyboard not included	3	-	-
570-AA AK	Mouse not included	3	-	-
461-AA BV	No Accessories	3	-	-
520-AA BF	No External Speaker	3	-	-
620-AA SU	Windows 8.1 DVD OS Recovery(English)	3	-	-
637-AA AS	Dell Backup and Recovery Basic	3	-	-
430-XX YU	Resource DVD not Included	3	-	-
340-AA ME	Placemat for Precision Workstation Tower 7910 (DAO)	3	-	-
328-BB ET	Shipping Material for System	3	-	-
340-AA EYP	SHIP,PWS,LNK,NO,NO,AMF	3	-	-
470-AA TC	US Power Cord	3	-	-
461-AA AB	Chassis Intrusion Switch	3	-	-
817-BB BB	No FGA	3	-	-
389-BD CE	No UPC Label	3	-	-
328-BB WN	MOD,LBL,REG,T7910,WW	3	-	-
389-BF JT	MOD,LBL,REG,T7910,DAO	3	-	-
389-BB RO	Intel Xeon Label	3	-	-
329-BB JL	TPM Enabled	3	-	-

332-1286	US Order	3	-	-
634-BENZ	No DDP ESS Software	3	-	-
340-AGIK	Safety/Environment and Regulatory Guide (English/French/Dutch)	3	-	-
575-BBCH	No Stand included	3	-	-
989-3449	Thank you choosing Dell ProSupport. For tech support, visit <a href="http://support.dell.com/ProSupport">http://support.dell.com/ProSupport</a> or call 1-866-516-3115	3	-	-
997-5852	Dell Limited Hardware Warranty Plus Service	3	-	-
997-5877	ProSupport: Next Business Day Onsite 3 Years	3	-	-
997-5893	ProSupport: 7x24 Technical Support, 3 Years	3	-	-
973-2426	Declined Remote Consulting Service	3	-	-

## Product Details

### Shipping Details

### Product Price Details

Shipping Contact:	RECEIVING DEPT	Subtotal	\$213.57
Shipping Phone No:	1 (434) 3484205	Tax	\$0.00
Shipping via:	Standard Ground	Shipping and Handling	\$0.00
Shipping Address:	1781 GREENSVILLE COUNTY	Environmental Fee	\$0.00
	CIR	Total	\$213.57
	EMPORIA		
	VA 23847-6347		
	US		

Description	Quantity	Unit Price	Subtotal Price
Dell Wireless Keyboard and Mouse Combo - KM714	3	\$71.19	\$213.57

Estimated Delivery Date: 09/18/2015  
 Contract Code: 78AGP  
 Customer Agreement No: VA-140331-DELL

332-1396	Dell KM714 Wireless Keyboard and Mouse Combo	3	-	-
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## Product Details

### Shipping Details

### Product Price Details

Shipping Contact:	RECEIVING DEPT	Subtotal	\$2,279.97
Shipping Phone No:	1 (434) 3484205	Tax	\$0.00
Shipping via:	Standard Ground	Shipping and Handling	\$120.00
Shipping Address:	1781 GREENSVILLE COUNTY	Environmental Fee	\$0.00
	CIR	Total	\$2,399.97
	EMPORIA		
	VA 23847-6347		
	US		

Description	Quantity	Unit Price	Subtotal Price
<b>Dell 55 Monitor - E5515H</b>	3	\$759.99	\$2,279.97

Estimated Delivery Date: 09/18/2015  
Contract Code: 78AGP  
Customer Agreement No: VA-140331-DELL

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210-ADHX	Dell 55 Monitor - E5515H	3	-	-
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## Important Notes

### Terms of Sale

This quote is valid for 30 days unless otherwise stated. Unless you have a separate written agreement with Dell that specifically applies to this order, your order will be subject to and governed by the following agreements, each of which are incorporated herein by reference and available in hardcopy from Dell at your request:

If this purchase is for your internal use only: Dell's Commercial Terms of Sale (<http://www.dell.com/CTS>), which incorporate Dell's U.S. Return Policy ([www.dell.com/returnpolicy](http://www.dell.com/returnpolicy)) and Warranty ([www.dell.com/warrantyterms](http://www.dell.com/warrantyterms)).

If this purchase is intended for resale: Dell's Reseller Terms of Sale ([www.dell.com/resellerterms](http://www.dell.com/resellerterms)).

If this purchase includes services: in addition to the foregoing applicable terms, Dell's service contracts and related service terms ([www.dell.com/servicecontracts/global](http://www.dell.com/servicecontracts/global)).

If this purchase includes software: in addition to the foregoing applicable terms, your use of the software is subject to the license terms accompanying the software, and in the absence of such terms, then use of the Dell-branded application software is subject to the Dell End User License Agreement - A Version ([www.dell.com/AEULA](http://www.dell.com/AEULA)) and use of the Dell-branded system software is subject to the Dell End User License Agreement - S Version ([www.dell.com/SEULA](http://www.dell.com/SEULA)).

You acknowledge having read and agree to be bound by the foregoing applicable terms in their entirety. Any terms and conditions set forth in your purchase order or any other correspondence that are in addition to, inconsistent or in conflict with, the foregoing applicable online terms will be of no force or effect unless specifically agreed to in a writing signed by Dell that expressly references such terms.

### Pricing, Taxes, and Additional Information

All product, pricing, and other information is valid for U.S. customers and U.S. addresses only, and is based on the latest information available and may be subject to change. Dell reserves the right to cancel quotes and orders arising from pricing or other errors. Please indicate any tax-exempt status on your PO, and fax your exemption certificate, including your Customer Number, to the Dell Tax Department at 800-433-9023. Please ensure that your tax-exemption certificate reflects the correct Dell entity name: Dell Marketing L.P. Note: All tax quoted above is an estimate; final taxes will be listed on the invoice. If you have any questions regarding tax please send an e-mail to [Tax\\_Department@dell.com](mailto:Tax_Department@dell.com).

For certain products shipped to end-users in California, a State Environmental Fee will be applied to your invoice. Dell encourages customers to dispose of electronic equipment properly.

# MERIT Solutions *Quotation*

1407E Stephanie Way  
 Chesapeake, VA 23320  
 Voice (757)420-5150 FAX (757)523-2305  
<http://www.MERITSolutions.Net>



Southampton County Sheriff's Office		October 31, 2014	34478
Company name		Date	Quote Number
Jerry Smith		C.O.D.	
Contact		TERMS	
		653-2100	653-9452
Address		Phone	FAX
	VA	Sharon McCoy	
City	State	Quoted By	

PART#	DESCRIPTION	QTY	PRICE	EXT PRICE
1012474284019	-Dell Precision M6800 Intel Core i5-4200M 2.5GHz/8GB DDR3 1600MHz Memory/500G Drive/DVD+/-RW Drive/AMD FirePro Graphics M6100 2G GDDR5/Wireless AC7260 802.11ac/b/g/n 2+2 Bluetooth 4.0/17.3" UltraSharp FHD(1920x1080) Wide View AG LED-backlit Multi-Touch/ w/Premium Panel Guarantee/Keyboard/Webcam w/Mic/Windows 7 Pro (includes 8.1 Pro)/3 Year NBD Warranty	1	2,110.00	2,110.00
	-Add Adobe Acrobat XI	1	82.50	82.50

Note: Due to market changes, quotes are valid for 7 Days.

Total \$2,192.50

(Total does not include sales tax if applicable)

P.O. Number

ORDER DATE

ORDERED BY

PHONE

**Special  
Instructions**



***Proposal for Internet Access  
for  
Southampton County Sheriff's Office***



## ***Company Profile***

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GCR Company  
PO Box 511  
1104 Seymour Drive  
South Boston, VA 24592

GCR Company was established 22 years ago to accommodate the growing computer needs of Southside Virginia.

Over the years, GCR has expanded its product and service offerings to include providing Internet service, email and web hosting, and providing network services and computer systems for numerous Southside Virginia businesses and government entities including the counties of Halifax, Pittsylvania, Mecklenburg, Brunswick and Charlotte.

For the last eight years, GCR has been providing technical and engineering services for Mid-Atlantic Broadband (MBC).

## ***Contact Information***

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### **General Contact**

Glenn Ratliff, General Manager  
Telephone: (434) 570-1103  
[gcr@gcrcompany.com](mailto:gcr@gcrcompany.com)

### **Project Manager**

Daniel Ivey  
Telephone: (434) 570-1108  
[dsi@gcrcompany.com](mailto:dsi@gcrcompany.com)

## References

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- ❖ Halifax County Board of Supervisors  
PO Box 699  
134 South Main Street  
Halifax, VA 24558  
Contact Person: David Day, Jr.  
Telephone: (434) 830-3312  
Email Address: [david.day@co.halifax.va.us](mailto:david.day@co.halifax.va.us)
  - GCR designed and implemented the County fiber network, which utilizes GigE Ethernet switching. Multiple County agencies are connected via this network including the County Administration building, the Commonwealth Attorney's office, the Sheriff's office, the Commissioner of Revenue and the county treasurer. GCR currently maintains all county networks, servers, and PCs and provides a 10Mbps Internet connection for use by all county agencies. In February 2013, GCR installed a managed PBX system for the County administrative office and all supporting agencies with 3 PRIs.
  
- ❖ Longwood University  
201 High Street  
Farmville, VA 23909  
Contact: Michael Mariannino  
Telephone: (434) 420-8633  
Email Address: [marianninomb@longwood.edu](mailto:marianninomb@longwood.edu)
  - GCR currently provides a 500Mbps commodity Internet connection to Longwood University. This is the only connection to commodity Internet and all departments, staff and students make use of this connection.
  
- ❖ Ferrum College  
215 Ferrum Mountain Road  
Ferrum, VA 24088  
Contact: Dan Hodges  
Telephone: (540) 420-8633  
Email Address: [dhodges@ferrum.edu](mailto:dhodges@ferrum.edu)
  - GCR currently provides a managed router solution that utilizes Ferrum's existing 45Mbps Level3 Internet connection and a 450Mbps GCR Internet connection. This provides Ferrum College with sufficient Internet bandwidth and redundancy by utilizing the BGP routing protocol. GCR manages, monitors, and maintains the router at Ferrum College.



- ❖ Halifax Regional Hospital  
2204 Wilborn Avenue  
South Boston, VA 24592  
Contact Person: Bill Zirkle  
Telephone: (434) 517-3866  
Email Address: [Bill.Zirkle@HalifaxRegional.Com](mailto:Bill.Zirkle@HalifaxRegional.Com)
  - GCR currently provides a managed router solution that utilizes the hospital's existing CenturyLink Internet connection and a 50Mbps GCR Internet connection. GCR manages, monitors, and maintains the router.
  
- ❖ Mecklenburg Electric Cooperative  
PO Box 2451  
Chase City, VA 23924  
Contact Person: Bryan Soles  
Telephone: (434) 372-6190  
Email Address: [bryansoles@meckelec.org](mailto:bryansoles@meckelec.org)
  - GCR currently provides Mecklenburg Electric Cooperative with a 50Mbps Internet connection and domain hosting for meckelec.org.
  
- ❖ Benchmark Community Bank  
PO Box 569  
Kenbridge, VA 23944  
Telephone: (434) 676-9054
  - GCR installed an advanced telecommunications network that connects all 12 branches back to their Kenbridge Operations Center via the Mid-Atlantic Broadband (MBC) network. GCR also provides Benchmark with a 10 Mbps Internet connection. These advanced services include a disaster recovery plan for rapid re-provisioning of circuits to Benchmark's backup location in the event of a catastrophic failure at their operations center in Kenbridge, VA. GCR has also provided other value added services such as custom built PCs and servers to Benchmark Community Bank.

## ***Network & Bandwidth Proposal***

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GCR proposes broadband connectivity to the public Internet via Mid-Atlantic Broadband (MBC). All of Mid-Atlantic Broadband's circuits are delivered over single mode fiber.

Backup DNS service for up to 3 domains is provided for free, along with IP address space reassigned to Southampton County Sheriff's Office based on need. GCR has both IPv4 and IPv6 allocations from ARIN, receives full route table feeds from each of its upstream providers and supports BGP peering on all customer Internet connections.

For all Internet connections from GCR, the throughput of the Internet access is limited only by MBC's transport. Thus, Southampton County Sheriff's Office would have full access to the required Internet bandwidth with no bursting limitations.



## ***Proposed Internet Services***

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GCR proposes to provide 50Mbps of Internet service to the Southampton County Sheriff's Department at 22336 Main Street, Courtland, VA. This connection would be delivered via fiber optic cable through Mid-Atlantic Broadband (MBC) and the speed can be increased at any time during the term without extending the length of the term.

### **50Mbps Internet Service**

**24-month term, \$750 install fee**

50Mbps Internet w/MBC transport charge = **\$2,000/month**

**36-month term, \$750 install fee**

50Mbps Internet w/MBC transport charge = **\$1,900/month**

**60-month term, \$750 install fee**

50Mbps Internet w/MBC transport charge = **\$1,800/month**

## ***Availability & Delivery Timetable***

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The delivery of this circuit would be dependent upon the completion of building fiber optic cable to the location through Mid-Atlantic Broadband (MBC). The estimated time frame for completion is approximately 60 days from the issuance of a purchase order.

## ***Collocation Space Available at GCR***

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GCR offers collocation in our mini-data center. GCR has two collocation rooms, a premium collocation room with 4 HVAC units and 2 diesel generators and our standard collocation room with 2 HVAC units and 1 diesel generator. Collocation provides a cost-effective disaster recovery option with Internet service from GCR. Please see the attached diagram (*GCR DR Collo.pdf*).

Please contact a GCR representative today for more information on collocation at GCR.



## ***Points to Consider when comparing ISPs***

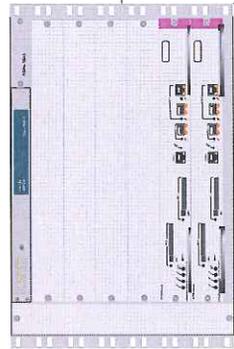
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1. GCR has 3 direct and diverse fiber connections to MBC nodes. (Danville, South Boston and Keysville). No other MBC ISP member has this many connections. GCR is currently the only provider that has integrated its network into MBC's SONET Ring.
2. GCR has it's own IP allocation from ARIN.net. GCR can reassign as many IP addresses as justified.
3. GCR has core routers located in South Boston and Danville and has diverse Internet connections routed via the BGP4 protocol. GCR has a Gigabit Ethernet (1,000 Mbps) connection to Sidera in Washington, DC, a Gigabit Ethernet (1,000 Mbps) connection to HE.net in Equinix-Ashburn, VA, a Gigabit Ethernet (1,000 Mbps) connection to Comcast in Atlanta, GA, along with a Gigabit Ethernet (1,000 Mbps) connection to Cogent in Atlanta, GA. See the attached diagram (*GCR Core router System 5-with I2-NLR.pdf*).
4. In the event of a failure of one of our two Cisco 7609 core routers, GCR can re-provision the effected Internet circuits to the remaining Cisco 7609 in a matter of hours. Each of the Cisco 7609 routers has redundant power supplies and redundant processor cards so a failure that affects the customer's service is unlikely. However, we have the network configured with the two Cisco 7609s so that we can guarantee maximum uptime regardless of the nature of the failure. One Cisco 7609 is located at GCR-South Boston and the second 7609 is located at MBC headquarters at Riverstone Technology Building.
5. Bandwidth increases can be processed within 24 hours should your needs change and you want to increase the speed of your Internet connection without extending your term.
6. GCR provides Internet bandwidth to more customers thru the MBC network than any other MBC member ISP.
7. GCR currently provides Internet access to most of the smaller ISPs in the region.

1Gbps-HE.net-Equinix-Ashburn, VA

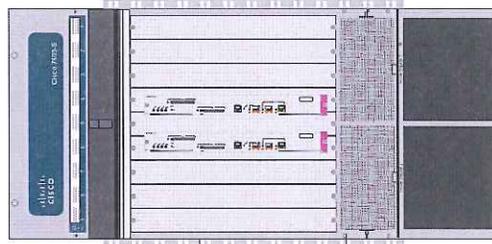
GCR's Core Router Network  
ASN 22299

7606-S @ MBC-Danville  
Dual RSP720-3CXL-GE



1Gbps Ethernet

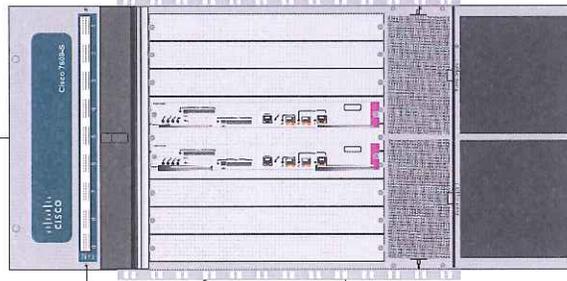
7609-S @ Riverstone Tech Park  
Dual RSP720-3CXL-GE



1Gbps Ethernet

10Gbps Ethernet

7609-S @ GCR-South Boston, VA  
Dual RSP720-3CXL-GE



1Gbps to VA Tech-Equinix

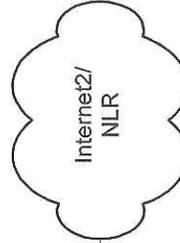
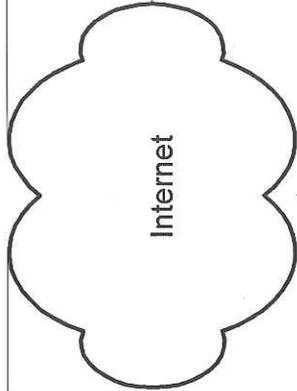
1Gbps-Cogent-Atlanta, GA

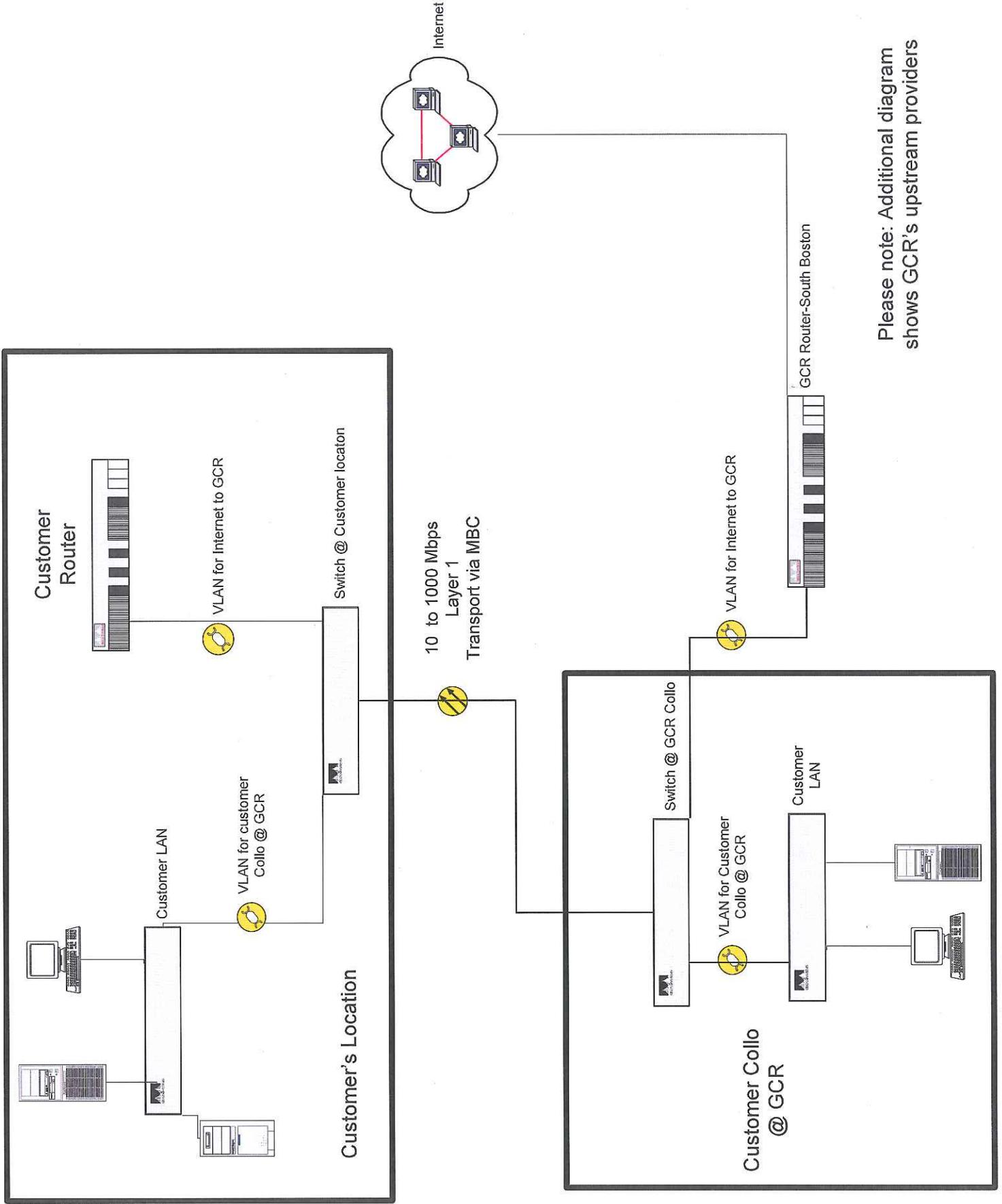
Internet

1Gbps-Sidera-Washington, DC

1Gbps-Comcast-Atlanta, GA

Internet2/  
NLR





Please note: Additional diagram shows GCR's upstream providers

## VZW Data Package Requirements

The Data Packages are eligible for monthly access fee discounts and promotions, when available\*  
Data for Feature Phones and Smartphones

Monthly Access Per Line when added to an eligible voice plan	Data Allowance	Rate After Allowance	Optional Business Email Feature <small>Compatible with server based email solutions</small>
N/A	-0-	\$1.99 per MB	N/A
<b>\$10.00</b>	75 MB	\$10.00 per each additional 75 MB of usage	N/A
<del>\$30.00*</del> <b>\$24.00</b>	2 GB**	\$10.00 per each additional GB of usage	\$15.00

Notes: Current coverage details can be found at [www.verizonwireless.com](http://www.verizonwireless.com). See attached Calling Plan and Feature Details for important information about calling plans, features and options. NationalAccess Roaming will be charged at \$0.002 per KB (Canada) and \$0.005 per KB (Mexico). \*The \$30.00/2GB data package is eligible for monthly access fee discounts when combined with select Business calling plans. \*\*Smartphone Subscribers require a data package with a minimum allowance of 2GB. Personal Email Feature is included with all data packages contained herein.

## Mobile Broadband Data Plans

Mobile Broadband Pricing for Tablets, Netbooks, 4G LTE Modems, 3G & 4G LTE Dedicated Mobile Hotspots	
Monthly Access Fee	<b>\$30.00**</b> / <b>\$39.99</b>
Monthly Allowance	2GB / Unlimited
Per GB Rate After Allowance	\$10.00 per each additional GB of usage
NationalAccess Roaming	\$0.002 per KB(Canada)/ \$0.005 per KB (Mexico)
Per Minute Rate††	\$0.25 per minute
Domestic Long Distance	Included

Notes: Current coverage details can be found at [www.verizonwireless.com](http://www.verizonwireless.com). See attached Calling Plan and Feature Details for important information about calling plans, features and options. 4G and 3G Mobile Broadband coverage details can be found at [www.verizonwireless.com](http://www.verizonwireless.com). 4G service requires 4G equipment and 4G coverage. \*The \$30.00/2GB plan is not eligible for monthly access fee discounts. †The \$30.00 2GB plan is not available with 4G LTE modems (USB and embedded Notebooks, and is not available with 3G and 4G LTE Dedicated Mobile Hotspots. ††Per Minute Rate applies to voice calls, IS-95 and other non-NationalAccess data usage in the United States.

## WSCA Nationwide Global Email for Government Calling Plans

Unlimited National Mobile to Mobile and Night & Weekend Minutes  
No Domestic Roaming or Long Distance Charges  
Unlimited Data Allowance for Global Email & Domestic Messaging

Monthly Anytime Minutes	Monthly Access Fee Non-Shared Minutes	Monthly Access Fee Shared Minutes	Friends & Family <small>(Up to 10 numbers)</small>	Per-Minute Rate After Allowance
	No Additional Discounts Apply			
400	<b>\$64.79</b>	<b>\$66.66</b>	Included*	\$0.25
600	<b>\$76.99</b>	<b>\$78.87</b>		
1000	<b>\$88.26</b>	<b>\$90.14</b>		
National Access Roaming	\$0.002 per Kilobyte			
Unlimited Push to Talk	\$2.00			

Notes: Current coverage details can be found at [www.verizonwireless.com](http://www.verizonwireless.com). The Unlimited Data allowance applies in the United States, Canada, Mexico, and the rest of the world where coverage is available. See attached Calling Plan and Feature Details for important information about calling plans, features and options. These plans are not eligible for discounts on month to month activations. \*Friends & Family eligibility varies on selected calling plan.