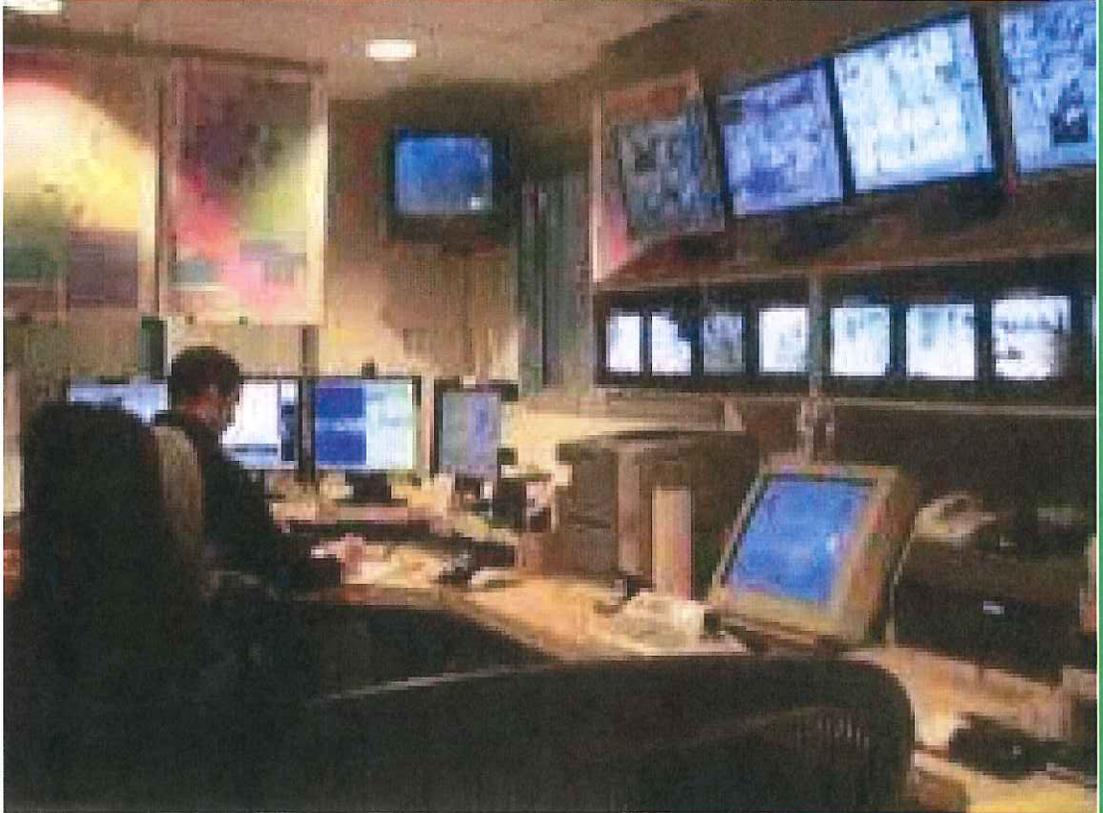


Virginia Information Technologies Agency



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

Greensville Recorder

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

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

Greensville Sheriff's Office

GRANT TYPE

XXX Individual PSAP

Shared Services



TIER

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Technically Outdated*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If technically outdated or non-vendor supported, application MUST include age and/or version of hardware/software.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

YEARS of HARDWARE/SOFTWARE:

PRIORITY/PROJECT FOCUS VOICE RECORDER/LOGGING

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

FINANCIAL DATA

Amount Requested: \$29,644

Total Project Cost: \$29,644

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:

[Click here to enter text](#)

Greensville utilized a Pyxis double sided DVD recording system that was installed during the initial switchover of Verizon equipment from 911 to E-911 service, in the late 90's. Approximately two years ago the recorder's power supply failed, and it was determined that Pyxis was no longer in business and replacement parts were unavailable. It was hoped that funding for a new recording system could be provided at the local level through the normal budget process, but that has not occurred due to budget restraints. The absence of a dedicated recorder has negatively impacted the operational services of the PSAP by causing an increase in man hours expended in attempting to retrieve recordings, and delays in responding to requests for recordings, as the only way the PSAP can currently provide recordings is by using a handheld recorder to record voice calls being played back from the instant recall recorder feature of the E-911 telephony system, and radio traffic in the same manner from playback off of interoperability equipment installed at the Center by the Virginia State Police.



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

Greensville will fund future maintenance costs through normal departmental budgets. Support will be provided by the county's IT Department.

COMPREHENSIVE PROJECT DESCRIPTION

Identify the longevity or sustainability of the project.

The proposed recording system is based on the current NENA NG911 standard, and is likely to remain a viable solution for years to come. The manufacturer includes a guarantee that the system will be supported for a minimum of 10 years beyond the purchase date. The system is completely digital and provides multiple options for formatting to different types of media, insuring data can be provided in any requested format.



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

This project supports Goals 1,3,5 and 6 of the Statewide 911 Comprehensive Plan. The public and Emergency Support Operations expect and demand the most basic level of services, such as having a reliable recording system to document events and aid in investigations. Having a reliable recording system will serve to make 911 service as a whole more reliable, efficient and safe.

SHARED SERVICES(if applicable)

The relationship of the project to the participating PSAPs:

Click here to enter text

Intended collaborative efforts:

Click here to enter text



Resource sharing:

Click here to enter text

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

Click here to enter text

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

Click here to enter text



**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 type="checkbox"/> INITIATION (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	09 / 01 / 15
<input type="checkbox"/> DESIGN/PLANNING (Project, system, or solution requirements are developed) Sample activities: requirements are documented, components to be purchased are identified, and general design is documented	09 / 15 / 15
<input type="checkbox"/> ACQUISITION (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	08 / 01 / 16
<input type="checkbox"/> IMPLEMENTATION (Selected system or solution is configured and installed) Sample activities: purchased components are delivered and installed and training is performed	10 / 01 / 16
<input type="checkbox"/> TESTING/COMPLETION (Selected system or solution is tested and put in production) Sample activities: performance of system/solution is validated and system/solution goes "live"	11 / 15 / 16



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.

24 channel DSS Equature Recording System	\$18,790
Years 2-5 Remote Support	\$ 8,975
Contingency	\$1,879

Total Project Costs	\$29,644

EVALUATION

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

Upon Completion of installation and training, full functionality of the recording system will be verified and documented.



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

Greenville Sheriff Office

9/3/2015

Mike Veliky

Thank you for investing your valuable time with DSS Corporation. WE appreciate the opportunity to partner with The Greenville Sheriff's Department! Our vision is to help others help themselves. Dispatch centers are under tremendous stress 24x7x365 and it is our job as your strategic partner to help improve dispatch operations. We do this by focusing our resources on [NG9-1-1 Recording and Dispatch Improvement](#) because like you, we understand that **SECONDS SAVE LIVES®**.

To be your strategic long term partner, we must provide a robust NG9-1-1 recording platform that is based on **Simplicity.Reliability.Speed®**. Your team's time is valuable and Equature® is designed as a mission critical tool to save your team time. Dispatch Improvement tools are required today so your team can perform and improve every day. We understand the frustration with slashed training budgets, dispatch turnover, head count reduction and often no standardized training guidelines. Improving dispatch operations requires state of the art tools. Basically, your team is required to do more with less and as your partner it is our job to deliver them.

We understand that we have to earn your **TRUST** in order to establish a long term partnership. Here are the guidelines for a great partnership:

1. They must be mutually beneficial: We have to deliver state of the art solutions based on **Simplicity.Reliability.Speed®** so your team can perform their jobs better because Seconds. Save. Lives®. Your agency has to provide feedback and suggestions to help make Equature better.
2. Must be easy to work together and be open to learn from each other: We have 20+ year relationships with our clients today and the key to that success is simplicity in working together. We all understand the problems with overseas support, foreign call centers and red tape. DSS Corporation is a U.S. based company and manufactures, sells, supports, trains and implements your solution A to Z. We work hard to make sure we are easy to work with. This is why we give our CEO's cell phone number out to guarantee your satisfaction (248-752-7301).
3. Partnerships must provide high value to both parties: Our Equature® NG9-1-1 Recording and Dispatch Improvement platform is neither the least or the most expensive on the market. One thing we do guarantee is that you will get three times the value on your investment. This is why we offer a 100% Money Back Guarantee. We don't let money get in the way of partnering. We can work on a financial option that works for you.

Here are some key highlights about us:

1. DSS has been on the [INC 500/5000](#) list of fastest growing companies in America for the last four years.
2. DSS sponsors and chairs several [NENA and APCO NG9-1-1 standard's committees](#). We wrote the logging service requirements for NENA which are a core component of NG9-1-1 Recording. We attend all ICE (Industry Collaboration Events) and have been a NENA NG partner since 2008.
3. DSS focuses on a direct marketing model. We manufacture, sell, support, service and train all right here in the United States. We provide [24x7x365 Proactive Onsite Support](#) anywhere in the U.S. within 4 hours. Our [DSS Direct Advantage](#) model allows us to build functionality faster based on our PSAP client's needs.
4. DSS is large enough to provide the Best solution possible and the Best support available. On the other hand DSS is small enough to be a flexible partner.

WE would love to partner with your team but in the event you decide not to partner with us, please make sure you do three things.

1. Get a letter from the recording **manufacturer, not a reseller**, guaranteeing your system is NG9-1-1 ready, and will not require a fork lift upgrade. The last thing you want to do is buy twice!
2. Get a letter from the manufacturer, again not a reseller, guaranteeing that the product you are buying will not be **SUNSET** (obsoleted) within the next 10 years.
3. Make sure you receive a written 100% money back guarantee!

We want you to be successful even if you decide not to partner with us.

Sincerely yours,

Paul Frezza II
DSS Corporation, Industry Specialist

Prepared for: **Greenville Sheriff Department**

DSS Partner: Mike Veliky

DSS Corporation 9-1-1 Industry Specialist

NG 9-1-1 Division www.dispatchimprovement.com/

Implementation Schedule: (Estimated Business Days)

1. Maintenance Renewal order received by DSS
2. Kick-off meeting / Conference Call
3. Delivery Schedules
 - a. Initial delivery schedule based on initial award 4-6 weeks
 - b. Structure delivery to coordinate with site activities, establishing provided monitoring circuits and vendor schedules
4. Prioritization
 - a. Establish delivery, current equipment removal responsibilities, installation and cutover
 - b. Determine unique site configurations and environment requirements
5. Production Schedule
 - a. Assembly
 - b. Testing
 - c. Burn-in Completion
6. Pre-installation checklist created / Completed
 - a. Pre-Installation site visit / Walk-through, If applicable
7. Installation / Confirmation / Acceptance Test
 - a. Primary / Archive – Access confirmation
 - b. On-site Training / Online Training, if applicable
 - c. Setup: Remote Monitoring & Proactive Status Notifications
8. Sign-off

DSS Corporation is committed to providing value to our Public Safety customers. Our goal is enter into a long-term, Win/Win partnership with the Greenville Sheriff Department. Our mission in providing this value, requires us to hire and retain top professionals. We have been fulfilling this mission for over 35 years.



Greenville Sheriff Department

<u>QTY</u>	<u>DESCRIPTION</u>
24	DSS Equature License(s) – Expandable to 96 Channels Included
	Equature Capture Engine (Traditional) Included
	Viewpoint Site License for all users Included
	Unlimited Training for the lifetime of system Included
	DSS Public Safety Proactive Alert Response Package Included
	Installation & Shipping Included
	Service Level Agreement (Public Safety 24X7 Package) *Attached
	Hardware & Server Specifications *Attached
	Investment \$22,768.00
	 Less Special Government Allowance (\$4,553.00) Applied
	 Net Investment \$18,790.00

Investment Includes

- New Server Implementation (Equature Field Support Team)
- On-site & Remote Training | Access to Equature University (Guaranteed Lifetime)
- 24 X 7 On-site and Remote Support (4 hour on-site response)
- One year warranty (Hardware & Software)

Second year maintenance 15% of total purchase price

DSS 24 X 7 On-site & Remote Support (4 hour on-site response) Years 2 through 5 \$8,975.00

Customer Signature of Acceptance:

Date:

Please fax agreement to: 248-569-6567 Attn: Paul Frezza II

E-Mail: pfrezza@dss-corp.com

DSS Corporation
18311 W. Ten Mile Rd
Southfield MI 48075