



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 PSAP GRANT APPLICATION

PROJECT TITLE

Call Handling Equipment (CHE) Replacement

GRANT APPLICANT PROFILE/PROJECT CONTACT

PSAP/HOST PSAP NAME: Norfolk 911

CONTACT TITLE: Manager, Emergency Communications (E911)

CONTACT FIRST NAME: Anthony

CONTACT LAST NAME: Castillo

ADDRESS 1: 3661 E. Virginia Beach Blvd.

ADDRESS 2: 3T

CITY: Norfolk

ZIP CODE: 23502

CONTACT EMAIL: Anthony.castillo@norfolk.gov

CONTACT PHONE NUMBER: 757-441-5599

CONTACT MOBILE NUMBER: 757-274-9409

CONTACT FAX NUMBER: 757-444-0752

REGIONAL COORDINATOR: Lyle Hornbaker

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- Technically Outdated*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If technically outdated or non-vendor supported, application MUST include age and/or version of hardware/software.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 Sentinel Patriot 3.3
YEARS of HARDWARE/SOFTWARE: 5

PRIORITY/PROJECT FOCUS CALL HANDLING EQUIPMENT
If "Other" selected, please specify: 3T

FINANCIAL DATA

Amount Requested: \$ 150,000.00
Total Project Cost: \$ 399,727.48

STATEMENT OF NEED



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

The Norfolk 911 Center is in need of upgrading existing Call Handling Equipment (CHE) system that is technically outdated and has reached its end of service life. Our existing CHE system is the Airbus DS Communications Sentinel Patriot and has been in service since 2012. The existing XP Operating system is no longer supported by Microsoft and our existing Airbus DS support contract expires in 2017. If awarded this grant through the FY2017 grant process, the CHE system will have been in operation over five 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 City.

There are limited local funds available to fund this entire CHE project on our own. If awarded this grant, the City 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 the City leverage existing investment as part of our strategic plan while upgrading off legacy CPE to the most recent technologies available in CHE equipment.



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 the City of Norfolk. All necessary funds for support, maintenance, etc. beyond what is allowed through this grant, will be the responsibility of the City.

COMPREHENSIVE PROJECT DESCRIPTION

Identify the longevity or sustainability of the project.

This project will continue leveraging past mission critical planning that the City has previously outlined and put forward. The City has fully utilized the existing system in place for almost 5 years and will continue to appreciate the investments moving forward. By upgrading our CHE platform, the City 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 proposed system and will have ongoing operational funding from the current system to continue the operations of the new updated system purchased with these funds.



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

This project will migrate City off a legacy system that is technically outdated to a more robust platform allowing 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:
NA

Intended collaborative efforts:
NA



Resource sharing:

NA

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

NA



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 currently has a large investment in the existing Airbus DS Sentinel Patriot 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 CPE 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 and efficient manner without impacting 911 Operations at the City.

If awarded this grant we will replace our existing Airbus DS Communications Sentinel Patriot 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 City 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
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<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	9/24/2015
<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	3/15/16
<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	5/15/16
<input type="checkbox"/> IMPLEMENTATION (Selected system or solution is configured and installed) Sample activities: purchased components are delivered and installed and training is performed	10/31/16
<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"	1/31/17



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:

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 and 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:

NA

How should it be organized and staffed:

NA

What services should it perform:

NA



How should policies be made and changed:

NA

How should it be funded:

NA

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

NA



Proposal For: City of Norfolk , VA (**Budgetary**)

Solution Proposed VESTA 9-1-1 Upgrade

Date: September 24, 2015

Contract Hampton RFP 12-82E

Multi-Site Summary

*Design Assumptions- Provides VESTA 9-1-1 migration from Sentinel Patriot
Geo-Diverse Ready Deployment
Redundant MDS and DDS DL380 servers in a virtualized design with VESTA SMS module
1 Year Airbus Software Support, Managed Services (M&R, Anti-Virus and Patch Management)
1 Year Carousel Essential Onsite Maintenance*

Side A

*Ten (10) VESTA 9-1-1 Positions with HP z230, SAM, IRR and Genovation Keypads
22" Flat Panel LCD Monitors for each Workstation
One (1) Activity View License with z230 workstation
Three (3) Mediant 1000 Gateway Chassis
Seven (7) 4-port FXO Modules for Analog Loop Start POTS/Wet Ringdowns
Five (5) 4-port FXS Modules for Analog CAMA Trunks/Dry Ringdowns
One (1) 1-SPAN T1/PRI Module
Two (2) 24-Port Cisco Switches
Eleven (11) Standard License IP Phones each with one (1) Add-on Module
VESTA Analytics Upgrade with Advanced Reports and two (2) User Licenses
One (1) Fortinet FG-30D Firewall for Remote Managed Services VPN Security
HP Ext Warranty for 5 Years on Workstations and Servers
Onsite Critical Spares
Training includes VESTA 9-1-1 Agent and Administration training for VESTA/Analytics/Activity View*

Side B

*Two (2) Mediant 1000 Gateway Chassis
Two (2) 4-port FXO Modules for Analog Loop Start POTS/Wet Ringdowns
Two (2) 4-port FXS Modules for Analog CAMA Trunks/Dry Ringdowns
Two (2) 24-Port Cisco Switches
One (1) Fortinet FG-30D Firewall for Remote Managed Services VPN Security*

Pricing is valid for 90 days

Norfolk - Side A	\$344,803.20
Norfolk - Side B	\$54,924.29
Total Solution:	\$399,727.48

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

Customer is responsible for any electrical service, environmental conditions and cable work needed to support the quoted Products, unless otherwise specified on the Quote. Any changes to the above Products and /or Scope of Work will require the written authorization of both Carousel and the Customer. Pricing does not include taxes and freight charges, and as applicable, these costs will be added to the invoice.



Proposal For: City of Norfolk , VA
Solution Proposed VESTA 9-1-1 Upgrade
Site Name: Norfolk - Side A
Date: September 24, 2015

VESTA 9-1-1

Qty.	Part No.	Description	Unit Price	U/M	Total
		VESTA 9-1-1			
1	870899-0104R3.1U	VESTA 4 R3.1 L/D/M UPGD	\$0.00	EA	\$0.00
1	873099-03002U	R4 CAD INTF LIC UPGD	\$0.00	EA	\$0.00
		<i>Note: Existing blackboxes and TS-4 equipment will be used.</i>			
		SMS Equipment			
		<i>Note: Customer is responsible for Text Control Center (TCC) services and network charges</i>			
1	03800-03040	FIREWALL MODEM 60D	\$621.43	EA	\$621.43
1	03800-03041	WAR FIREWALL 60D 1YR	\$212.86	EA	\$212.86
1	809800-00200	CFG NTWK DEVICE	\$190.00	EA	\$190.00
2	871499-01210	M&R 3.0 IP DEVICES LIC	\$101.43	EA	\$202.86
		<i>Note: Includes (1) Mgmt/Node VMs, (1) Firewalls for EIM/SMS</i>			
2	809800-16166	M&R 3.0 IP DEV SRVC 1YR	\$514.29	EA	\$1,028.57
		VM Large Server Bundle			
		<i>Note: The Large Server Bundle is for PSAP's up to 80 positions with an annual call volume of 1,000,000 or less.</i>			
1	853031-DLLL-GD-2	V-DL SVR LG LOW BNDL GEO	\$23,108.57	EA	\$23,108.57
2	04000-68005	V-SVR BASIC SPT 1YR	\$135.71	EA	\$271.43
		VESTA Prime - Standard Operations			
		<i>Note: Existing support until 9/2016.</i>			
10	PS-OPR-VSML-M	VPRIME MLTP SEAT LIC NFEE	\$0.00	EA	\$0.00
10	PS-OAC-VSSL-M	VESTA COMP REG	\$98.57	EA	\$985.71
10	SS-OPR-VSSL-1Y	SPT VPRIME 1YR	\$1,414.29	EA	\$14,142.86
10	809800-35130	R4 SW SPT TRNSFR	\$0.00	EA	\$0.00
		Geo Diverse Add On License			
10	PA-MGD-VSSL-M	GEO-DIV LIC MIG	\$0.00	EA	\$0.00
		VESTA Workstation Equipment			
10	61000-409605SFF	WKST HP Z230 SFF	\$1,755.71	EA	\$17,557.14
10	65000-47001	TWR STAND SFF Z220/Z230	\$60.00	EA	\$600.00
10	63000-221691	MNTR FP WIDE SCR LCD 22IN	\$470.00	EA	\$4,700.00
10	64007-50016	KEYPAD 24KEY USB 12FT CBL	\$157.14	EA	\$1,571.43
10	853004-00401	SAM EXT SPKR KIT	\$240.00	EA	\$2,400.00
10	853030-00302	R4 SAM HDWR KIT	\$2,360.00	EA	\$23,600.00
10	02800-20500	HDST 4W MOD BK ELEC MIC	\$45.71	EA	\$457.14
10	03044-20000	HDST CORD 4W 12FT MOD BK	\$4.29	EA	\$42.86
20	833401-00101G-15	CBL SAM JKBX 15FT	\$51.43	EA	\$1,028.57
10	809800-35109	R4 IWS CFG	\$285.71	EA	\$2,857.14
10	809800-35108	R4 IWS STG FEE	\$428.57	EA	\$4,285.71
1	870890-07501	CPR/SYSPREP IMAGING	\$0.00	EA	\$0.00
		VESTA 9-1-1 IRR Module			
		<i>Note: Existing support until 9/2016.</i>			
10	873099-00502U	R4 IRR LIC UPGD	\$0.00	EA	\$0.00
10	809800-35110	R4 IRR SW SPT 1YR	\$255.71	EA	\$2,557.14
10	809800-35130	R4 SW SPT TRNSFR	\$0.00	EA	\$0.00
		VESTA 9-1-1 Activity View			
		<i>Note: (3) Existing Sentinel Monitor licenses. Existing support until 9/2016.</i>			
10	873099-00802U	R4 ACT VIEW LIC PER ST UP	\$0.00	EA	\$0.00
3	873099-00702U	R4 ACTIV VIEW SYS LIC UPG	\$0.00	EA	\$0.00
3	809800-35120	R4 ACT VIEW SW SPT 1YR	\$900.00	EA	\$2,700.00
1	61000-409605SFF	WKST HP Z230 SFF	\$1,755.71	EA	\$1,755.71



1	65000-47001	TWR STAND SFF Z220/Z230	\$60.00	EA	\$60.00
1	63002-467401	MNTR LCD 46IN	\$3,068.57	EA	\$3,068.57
1	65000-00171	BRKT WALL MNT MNTR LCD LG	\$154.29	EA	\$154.29
1	65000-52110-30	CBL VIDEO DVI 30FT	\$191.43	EA	\$191.43
1	809800-00102	GENERIC WKST CFG FEE	\$357.14	EA	\$357.14
		VESTA 9-1-1 Admin Printer			
		<i>Note: Existing admin printer will be used.</i>			
		Network Equipment			
2	04000-29616	SWITCH 2960 + CBL 24-PORT	\$1,371.43	EA	\$2,742.86
2	04000-02963	WAR 2960 24-P 2T 1YR 24X7	\$358.57	EA	\$717.14
		Peripherals & Gateways			
3	04000-00129	MED 1000B CHASSIS BNDL	\$2,621.43	EA	\$7,864.29
3	04000-00186	SW SPT M1000 GATEWAY 1YR	\$428.57	EA	\$1,285.71
7	04000-00116	MED 1000 FXO-LS BNDL	\$494.29	EA	\$3,460.00
5	04000-00119	MED 1000 FXS BNDL	\$474.29	EA	\$2,371.43
1	04000-00152	MED 1000 1-SPAN BNDL	\$3,295.71	EA	\$3,295.71
1	04000-00191	SW SPT M1000 T1 MOD 1YR	\$428.57	EA	\$428.57
		Cabinet & Peripheral Equipment			
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-RMM19	BRKT 19IN RACK MTG/ARBTR	\$45.71	EA	\$45.71
		Time Synchronization Equipment			
		<i>Note: Existing time sync equipment will be used.</i>			
VESTA 9-1-1 Subtotal					\$134,928.57

VESTA 9-1-1 IP Phones

Qty.	Part No.	Description	Unit Price	U/M	Total
		VESTA 9-1-1 Phones/Voice Mail Option			
11	873010-00102	IP PHN LIC STD	\$285.71	EA	\$3,142.86
11	04000-06757	AASTRA 6757I SIP PHN	\$501.43	EA	\$5,515.71
23	04000-01675	AASTRA 675I 20K EXP MOD	\$321.43	EA	\$7,392.86
11	809800-10201	IP PHN CFG FEE PER PHN	\$71.43	EA	\$785.71
VESTA 9-1-1 IP Phones Subtotal					\$16,837.14

VESTA Analytics

Qty.	Part No.	Description	Unit Price	U/M	Total
		VESTA Analytics - Standard Multi Product Purchase			
1	873399-00102.0U	AURORA 2.0 DOC/MED UPGD	\$0.00	EA	\$0.00
1	873399-00102.2U	AURORA 2.2 DOC/MED UPGD	\$0.00	EA	\$0.00
1	873391-00501U	AURORA STD LIC UPGD	\$0.00	EA	\$0.00
2	873391-00301U	AURORA USER LIC UPGD	\$0.00	EA	\$0.00
2	04000-00339	SQL 2008R2 CAL RUN ENT	\$251.43	EA	\$502.86
		<i>Note: Existing support until 9/2016.</i>			
10	PA-MSG-ASSL-M	V-ANLYT STD SEAT LIC MIG	\$0.00	EA	\$0.00
10	SA-MSG-ALSL-1Y	SPT V-ANLYT STD 1YR	\$167.14	EA	\$1,671.43
		VESTA Analytics Modules			
1	873391-00901U	AUR ADV RPT PKG LIC UPGD	\$0.00	EA	\$0.00
		<i>Note: Existing Aurora AR Premier integration.</i>			
		VESTA Analytics Server Equipment			
		<i>Note: Existing DL380/G7 server will be upgraded to 18GB RAM, 300GB hard drives and Windows 2008.</i>			
6	64000-20057	HD DRIVE 300GB SAS 10K G7	\$624.29	EA	\$3,745.71
3	64000-40090	4GB RAM SVR	\$320.00	EA	\$960.00
		<i>Note: Configure server with R10 (4 x 300GB), R1 (2 x 300GB) and 18GB RAM. Server is configured for up to 1 million calls per year.</i>			
1	62033-2GB4T02	SVR NAS 4TB BNDL	\$2,364.29	EA	\$2,364.29
1	04000-00340	SQL 2008R2 SVR RUN ENT	\$98.57	EA	\$98.57
VESTA Analytics Subtotal					\$9,342.86



Managed Services

Qty.	Part No.	Description	Unit Price	U/M	Total
		Monitoring & Response License & Support Fees			
		<i>Note: Existing M&R licenses & support for (1) DDS Server, (1) VESTA Analytics Server. M&R Svr support until 2/2017</i>			
2	809800-14161	M&R 3.0 SVR SRVC 1YR	\$1,857.14	EA	\$3,714.29
		<i>Note: Required for (1) PC Mgmt Console</i>			
1	871499-01211	M&R 3.0 WKST LIC	\$101.43	EA	\$101.43
1	809800-16161	M&R 3.0 WKST SRVC 1YR	\$514.29	EA	\$514.29
		<i>Note: Includes (10) Workstations, (1) Activity View Wrk. M&R Wrkstn support until 2/2017</i>			
11	809800-16161	M&R 3.0 WKST SRVC 1YR	\$514.29	EA	\$5,657.14
		<i>Note: Required for (1) MDS Server, (1) 4TB NAS Device, (3) Cisco Switches, (2) Virtual Machines</i>			
7	871499-01210	M&R 3.0 IP DEVICES LIC	\$101.43	EA	\$710.00
7	809800-16166	M&R 3.0 IP DEV SRVC 1YR	\$514.29	EA	\$3,600.00
		<i>Note: Includes (3) Gateways, Existing support for (7) M&R IP devices until 2/2017</i>			
3	809800-16166	M&R 3.0 IP DEV SRVC 1YR	\$514.29	EA	\$1,542.86
		Managed Services - Implementation Fee			
		<i>Note: Required for (1) Mgmt Console</i>			
1	809800-14152	MGD SERV DEV & IMPL	\$107.14	EA	\$107.14
		Anti-Virus Solution			
1	809800-14171	VIRUS PROTECT 3.0 SVC 1YR	\$134.29	EA	\$134.29
		Patch Management Solution			
1	809800-16211	PATCH MGMT 3.2 SVC 1YR	\$317.14	EA	\$317.14
		Managed Services - Implementation Fee			
		<i>Note: For existing (2) Servers & (10) Wrkstn, (1) Activity View Wrkstn. Existing support until 2/2017</i>			
13	809800-14152	MGD SERV DEV & IMPL	\$107.14	EA	\$1,392.86
		Anti-Virus Solution			
13	809800-14171	VIRUS PROTECT 3.0 SVC 1YR	\$134.29	EA	\$1,745.71
		Patch Management Solution			
13	809800-16211	PATCH MGMT 3.2 SVC 1YR	\$317.14	EA	\$4,122.86
Managed Services Subtotal					\$23,660.00

Critical Spares

Qty.	Part No.	Description	Unit Price	U/M	Total
		VESTA 9-1-1 Equipment - Recommended Spares			
1	04000-00127-SP	MED 1000B CHASSIS SPARE	\$2,621.43	EA	\$2,621.43
1	04000-00116	MED 1000 FXO-LS BNDL	\$494.29	EA	\$494.29
1	04000-00119	MED 1000 FXS BNDL	\$474.29	EA	\$474.29
1	04000-29616	SWITCH 2960 + CBL 24-PORT	\$1,371.43	EA	\$1,371.43
1	04000-02963	WAR 2960 24-P 2T 1YR 24X7	\$358.57	EA	\$358.57
		z230 Workstation Equipment - Recommended Spares			
1	61000-409605SFF	WKST HP Z230 SFF	\$1,755.71	EA	\$1,755.71
1	65000-47001	TWR STAND SFF Z220/Z230	\$60.00	EA	\$60.00
1	63000-221691	MNTR FP WIDE SCR LCD 22IN	\$470.00	EA	\$470.00
1	64007-50016	KEYPAD 24KEY USB 12FT CBL	\$157.14	EA	\$157.14
1	853030-00302	R4 SAM HDWR KIT	\$2,360.00	EA	\$2,360.00
1	853004-00401	SAM EXT SPKR KIT	\$240.00	EA	\$240.00
1	809800-00102	GENERIC WKST CFG FEE	\$357.14	EA	\$357.14
1	04000-01586	WARR 24X7 Z220/Z30 5YR	\$645.71	EA	\$645.71
Optional Parts/Spares Subtotal					\$11,365.71



Extended Warranties

Qty.	Part No.	Description	Unit Price	U/M	Total
1		Server Extended Warranty <i>Note: Includes (1) VESTA 9-1-1 Server</i>	\$3,127.14	EA	\$3,127.14
	04000-01526	WARR 24X7 DL380 5YR <i>Note: Upgrade & uplift from 3YR warranty 9x5 NBD to 5YRs, 24x7 response time.</i>			
12		Workstation Extended Warranty <i>Note: Includes (10) Workstations, (1) Management Console, (1) Activity View Wrkstn</i>	\$645.71	EA	\$7,748.57
	04000-01586	WARR 24X7 Z220/230 5YR <i>Note: Warranty upgrade from 3YRs warranty 9x5 NBD to 5YRs 24x7, 4 hour response.</i>			
Extended Warranties Subtotal					\$10,875.71

Airbus DS Communications Services

Qty.	Part No.	Description	Unit Price	U/M	Total
32		Field Engineering Services	\$142.86	UN	\$4,571.43
	809800-17101	FIELD ENG-PRIMARY			
8		Training	\$1,714.29	EA	\$13,714.29
	000001-06701	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>			
2			\$2,857.14	EA	\$5,714.29
	000001-06702	VSENT 4.X AGENT TTT TRNG <i>Note: VESTA/Sentinel 4/X TTT bundle includes (1) 1 day class of TTT training for up to 8 students. Includes trainer's daily training expenses and travel.</i>			
2			\$5,714.29	EA	\$11,428.57
	000001-06704	VSENT 4.X ADMIN TRNG <i>Note: VESTA/Sentinel 4/X Admin bundle includes (1) 1 1/2 day class of Admin training for up to 8 students. Includes trainer's daily training expenses and travel.</i>			
2			\$1,714.29	EA	\$3,428.57
	000001-06799	VSENT 4.X SIP TRNG <i>Note: VESTA 9-1-1 SIP bundle includes (1) 1/2 day class of SIP phone training for up to 8 students. Includes trainer's daily training expenses and travel.</i>			
2			\$1,714.29	EA	\$3,428.57
	000001-06074	VSENT 4.X ACT-VIEW TRNG <i>Note: VESTA 9-1-1 Activity View bundle includes (1) 1/2 day class of Admin training for up to 8 students. Includes trainer's daily training expenses and travel.</i>			
2			\$1,714.29	EA	\$3,428.57
	000001-06800	V9-1-1 SMS ADMIN DELTA TR <i>Note: VESTA® 9-1-1 SMS Admin Delta training for system administrators. Includes (1) 1/2 day class for up to 8 students. Includes trainer's daily training expenses and travel.</i>			
8			\$857.14	EA	\$6,857.12
	000001-06801	V9-1-1 SMS AGENT DELTA TR <i>Note: VESTA® 9-1-1 SMS Agent Delta training for agents. Includes (1) 2 hour class for up to 8 students. Includes trainer's daily training expenses and travel.</i>			
1			\$1,928.57	EA	\$1,928.57
	000000-24405	V-ANLYT REMOTE TRNG <i>Note: VESTA Analytics Remote Training uses actual customer data and is conducted post cut (30-45 days after cutover) to enhance the learning experience.</i>			
Airbus DS Communications Services Subtotal					\$54,499.98



Summary					
<i>Qty</i>	<i>Product Code</i>	<i>Product Description</i>			<i>Ext. Price</i>
1		VESTA 9-1-1 w/1 Year Software Support			\$134,928.57
1		VESTA 9-1-1 IP Phones			\$16,837.14
1		VESTA Analytics w/1 Year Software Support			\$9,342.86
1		1 Year Managed Services (M&R, Anti Virus and Patch)			\$23,660.00
1		Critical Spares			\$11,365.71
1		HP Extended Warranties			\$10,875.71
1		Airbus DS Communications Services			\$54,499.98
1		Carousel Industries Installation			\$34,815.36
1		Carousel Industries - Project Management			\$11,317.86
1		1 Year Carousel Essential Onsite			\$30,800.00
1		Carousel Security Appliances			\$4,860.00
1		Minor Materials			\$1,500.00
Pricing is valid for 90 days					
Total Equipment & Services Cost: \$344,803.20					
Total This Site: \$344,803.20					



Proposal For: City of Norfolk , VA
Solution Proposed VESTA 9-1-1 Upgrade
Site Name: Norfolk - Side B
Date: September 24, 2015

VESTA 9-1-1

Qty.	Part No.	Description	Unit Price	U/M	Total
1	870899-0104R3.1U	VESTA 4 R3.1 L/D/M UPGD	\$0.00	EA	\$0.00
1	873099-03002U	R4 CAD INTF LIC UPGD	\$0.00	EA	\$0.00
		<i>Note: Existing blackboxes and TS-4 equipment will be used.</i>			
		SMS Equipment			
		<i>Note: Customer is responsible for Text Control Center (TCC) services and network charges.</i>			
1	03800-03040	FIREWALL MODEM 60D	\$621.43	EA	\$621.43
1	03800-03041	WAR FIREWALL 60D 1YR	\$212.86	EA	\$212.86
1	809800-00200	CFG NTWK DEVICE	\$190.00	EA	\$190.00
2	871499-01210	M&R 3.0 IP DEVICES LIC	\$101.43	EA	\$202.86
		<i>Note: Includes (1) Mgmt/Node VMs, (1) Firewalls for EIM/SMS</i>			
1	809800-16166	M&R 3.0 IP DEV SRVC 1YR	\$514.29	EA	\$514.29
		VM Large Server Bundle			
		<i>Note: The Large Server Bundle is for PSAP's up to 80 positions with an annual call volume of 1,000,000 or less.</i>			
1	853031-DLLL-GD-2	V-DL SVR LG LOW BNDL GEO	\$23,108.57	EA	\$23,108.57
2	04000-68005	V-SVR BASIC SPT 1YR	\$135.71	EA	\$271.43
		VESTA Prime - Standard Operations			
		<i>Note: No call-taking positions are at Side B.</i>			
		VESTA 9-1-1 Admin Printer			
		<i>Note: Existing admin printer will be used.</i>			
		Network Equipment			
2	04000-29616	SWITCH 2960 + CBL 24-PORT	\$1,371.43	EA	\$2,742.86
2	04000-02963	WAR 2960 24-P 2T 1YR 24X7	\$358.57	EA	\$717.14
		Peripherals & Gateways			
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
2	04000-00119	MED 1000 FXS BNDL	\$474.29	EA	\$948.57
		Cabinet & Peripheral Equipment			
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-RMM19	BRKT 19IN RACK MTG/ARBTR	\$45.71	EA	\$45.71
		Time Synchronization Equipment			
		<i>Note: Existing time sync equipment will be used.</i>			
VESTA 9-1-1 Subtotal					\$38,672.86

Managed Services

Qty.	Part No.	Description	Unit Price	U/M	Total
1	809800-14161	Monitoring & Response License & Support Fees M&R 3.0 SVR SRVC 1YR	\$1,857.14	EA	\$1,857.14
		<i>Note: Required for (1) PC Mgmt Console</i>			
1	871499-01211	M&R 3.0 WKST LIC	\$101.43	EA	\$101.43
1	809800-16161	M&R 3.0 WKST SRVC 1YR	\$514.29	EA	\$514.29
2	871499-01210	M&R 3.0 IP DEVICES LIC	\$101.43	EA	\$202.86
8	809800-16166	M&R 3.0 IP DEV SRVC 1YR	\$514.29	EA	\$4,114.29
		<i>Note: Includes (3) Gateways, (2)Cisco Switches (2) Virtual Machines & (1) MDS Svr. Existing support for (6) M&R IP devices until 2/2017</i>			
		Managed Services - Implementation Fee			



1	809800-14152	<i>Note: Required for (1) Mgmt Console</i> MGD SERV DEV & IMPL Anti-Virus Solution	\$107.14	EA	\$107.14
1	809800-14171	VIRUS PROTECT 3.0 SVC 1YR Patch Management Solution	\$134.29	EA	\$134.29
1	809800-16211	PATCH MGMT 3.2 SVC 1YR	\$317.14	EA	\$317.14
Managed Services - Implementation Fee					
<i>Note: For existing (1) Server. Existing support until 2/2017</i>					
1	809800-14152	MGD SERV DEV & IMPL Anti-Virus Solution	\$107.14	EA	\$107.14
1	809800-14171	VIRUS PROTECT 3.0 SVC 1YR Patch Management Solution	\$134.29	EA	\$134.29
1	809800-16211	PATCH MGMT 3.2 SVC 1YR	\$317.14	EA	\$317.14
Managed Services Subtotal					\$7,907.14

Extended Warranties

Qty.	Part No.	Description	Unit Price	U/M	Total
1	04000-01526	Server Extended Warranty <i>Note: Includes (1) VESTA 9-1-1 Server</i> WARR 24X7 DL380 5YR <i>Note: Upgrade & uplift from 3YR warranty 9x5 NBD to 5YRs, 24x7 response time.</i>	\$3,127.14	EA	\$3,127.14
1	04000-01586	Workstation Extended Warranty <i>Note: Includes (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	\$645.71
Extended Warranties Subtotal					\$3,772.86

Airbus DS Communications Services

Qty.	Part No.	Description	Unit Price	U/M	Total
32	809800-17101	Field Engineering Services FIELD ENG-PRIMARY	\$142.86	UN	\$4,571.43
Airbus DS Communications Services Subtotal					\$4,571.43

Summary

Qty	Product Code	Product Description	Ext. Price
1		VESTA 9-1-1	\$38,672.86
1		Managed Services	\$7,907.14
1		Extended Warranties	\$3,772.86
1		Airbus DS Communications Services	\$4,571.43

Pricing is valid for 90 days

Total Equipment & Services Cost: \$54,924.29

Total This Site: \$54,924.29