



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

FY17 PSAP - Vesta 9-1-1 for Spotsylvania County

### GRANT APPLICANT PROFILE/PROJECT CONTACT

PSAP/HOST PSAP NAME: Spotsylvania County Sheriff’s Office – E911 Center

CONTACT TITLE: Communications Manager

CONTACT FIRST NAME: Becky

CONTACT LAST NAME: Skebo

ADDRESS 1: 9119 Dean Ridings Lane

ADDRESS 2: PO Box 1146

CITY: Spotsylvania

ZIP CODE: 22553

CONTACT EMAIL: bskebo@spotsylvania.va.us

CONTACT PHONE NUMBER: 540-507-7178

CONTACT MOBILE NUMBER: 540-840-3523

CONTACT FAX NUMBER: 540-582-5321

REGIONAL COORDINATOR: Amy Ozeki

### HOST PSAP AND PARTICIPATING PSAPS/LOCALITIES

**Spotsylvania County**

_____	_____
_____	_____
_____	_____
_____	_____

### 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- Technically Outdated\*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**If technically outdated or non-vendor supported, application MUST include age and/or version of hardware/software.**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: Sentinel Patriot 3.2 # YEARS of HARDWARE/SOFTWARE: May 2012

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**PRIORITY/PROJECT FOCUS CALL HANDLING EQUIPMENT**

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

**FINANCIAL DATA**

Amount Requested: \$ 150,000  
Total Project Cost: \$ 772,132

**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:

Please see attached response as response would not fit in this box.



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

Spotsylvania County will keep the call handling equipment maintained by a pre-paid extended maintenance warranty for a minimum of five years to include customer support twenty-four hours per day, seven days per week to ensure continued maintenance, support, and updates to the system as needed. The pre-paid maintenance warranty would be purchased concurrently with the Vesta 9-1-1 upgrade. If any additional funding is needed for the proposed project, requests will be made to the Spotsylvania County Board of Supervisors.

## COMPREHENSIVE PROJECT DESCRIPTION

Identify the longevity or sustainability of the project.

The primary objective is to purchase call handling equipment and services that will enable the Spotsylvania County E911 Center to take the initial steps toward providing an integrated, multimedia public safety communication system that can continue serving its citizens and the varied means they use to contact the E911 Center. The Vesta 9-1-1 system is considered NG 9-1-1 ready and will provide for enhanced features and capabilities for wireless 911 callers resulting in improved and more efficient and timely assistance to callers in need of emergency assistance. The Spotsylvania County E911 Center work plan is to coordinate with Information Services and the selected vendor to ensure adequate training is received for all communications personnel. Once training for communication personnel is completed, the system will go live. Spotsylvania County will keep the call handling equipment maintained by a pre-paid extended maintenance warranty for a minimum of five years to include customer support twenty four hours per day, seven days per week to ensure continued maintenance, support, and updates to the system as needed. The pre-paid maintenance warranty would be purchased concurrently with the Vesta 9-1-1 upgrade. Oversight and evaluation of the proposed project will be conducted by the Communications Manager.



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

The proposed project will be the first step towards NG-911 which will allow the E911 Center to continue to support citizens regardless of the device or network protocol through which emergency services are requested. The proposed project directly supports the Virginia Statewide Comprehensive 9-1-1 Plan by moving towards the vision whereby “Virginia’s 9-1-1 Centers receive, process, and dispatch requests for emergency aid quickly and accurately from any geographical location, from any communication device, and in any language.” The proposed project is the first step towards allowing the E911 Center to keep up with the rapid pace of technological innovations and the constant change in citizens’ expectations. Once implemented, the Vesta 9-1-1 system will enhance the protection of lives, personal property, critical infrastructure, and key resources ensuring that government mission and economic functions are maintained in the event of an emergency.

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

The relationship of the project to the participating PSAPs:  
N/A



Intended collaborative efforts:

N/A

Resource sharing:

N/A

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

N/A



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

N/A

**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>
<p><input checked="" type="checkbox"/> <b>INITIATION</b> (Project approved by appropriate stakeholders)</p> <p>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</p>	<p align="center"><b>07 / 01 / 16</b></p>



<input checked="" 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>10 / 01 / 16</b>
<input checked="" type="checkbox"/> <b>ACQUISITION</b> (Selected system or solution is procured)  Sample activities: RFP (or other bid related processes) are drafted, proposals are evaluated, contract is signed, purchase orders are issued, and quotes are obtained	<b>01 / 01 / 17</b>
<input checked="" type="checkbox"/> <b>IMPLEMENTATION</b> (Selected system or solution is configured and installed)  Sample activities: purchased components are delivered and installed and training is performed	<b>03 / 01 / 17</b>
<input checked="" type="checkbox"/> <b>TESTING/COMPLETION</b> (Selected system or solution is tested and put in production)  Sample activities: performance of system/solution is validated and system/solution goes "live"	<b>06 / 30 / 17</b>



## BUDGET AND BUDGET NARRATIVE

List the planned expenditures to be made with grant funds. (NOTE: In lieu of a line item breakdown, an itemized cost schedule or detailed vendor prepared quote may be submitted as an attachment. However, budgetary quotes received from a particular vendor(s) during the application process do not commit the PSAP to use that vendor(s) once the grant is awarded.) Briefly explain the reason for each requested budget item and provide the basis for its cost. In addition, if contingency cost has been added, please identify the amount.

The primary objective is to purchase equipment and services that will enable the Spotsylvania County 911 Center to take the initial steps toward providing an integrated, multimedia public safety communication system that can continue serving its citizens and the varied means used to contact the E911 Center. The Vesta 9-1-1 system is considered NG 9-1-1 ready. Spotsylvania County is requesting financial assistance to upgrade the call handling equipment from Sentinel Patriot 3.2 to Vesta 9-1-1 to include upgrades to the ten workstations for the E911 Center, the server, two command post laptops, Vesta Analytics, managed services, communication services, training, professional services, installation, project management, onsite support and a five year maintenance contract. Please see the attached price quote from Carousel Industries for detailed information.

## EVALUATION

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

The call handling equipment will be purchased, installed and maintained by a qualified vendor. After installation, training will be provided and testing will be conducted by qualified communications personnel to measure effectiveness and reliability of the system. Repairs or unusual occurrences with the system will be reported and tracked for future reliability assessments.



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

How would a consolidation take place and provide improved service:

N/A

How should it be organized and staffed:

N/A

What services should it perform:

N/A



How should policies be made and changed:

N/A

How should it be funded:

N/A

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

N/A

**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 Spotsylvania County E911 Center and Department of Information Services had anticipated that the costs of upgrading the call handling equipment from Sentinel Patriot 3.2 to Vesta 9-1-1 would be approximately \$400,000 based on quotes received in December 2014. A recent price quote received in September 2015 from the vendor indicated that the costs had increased to \$772,132. If the system is not upgraded by November 2016, the current Patriot Sentinel system will no longer be supported by the vendor. In addition, the support for the hardware will expire in February 2017.

In calendar year 2014, the Spotsylvania County E911 Center answered 182,664 calls consisting of 47,365 calls from landlines and 135,299 wireless calls. Of the 182,664 calls received, 122,499, or 67.06%, resulted in a call for service for the Sheriff's Office and 16,236, or 8.89%, resulted in a call for service for Fire, Rescue, and Emergency Management.

Although total failure of a communication center is a relatively rare occurrence, they still do occur as experienced by King George County when a lightning strike in 2014 took out radio communications, computer servers, and telephone lines to include the 911 center. Spotsylvania County is vulnerable to numerous natural and man-made threats. Natural hazards with a high to medium probability of occurring include northeasters, winter storms, wildfires, drought, hurricanes, tornadoes, and floods. The County also faces the potential of terrorist attacks against several critical County sites to include a nuclear threat from the North Anna Power Station and any mass evacuation from the Washington D.C. area. As Washington D.C., I-95, and the North Anna Nuclear Power Station are considered "high-value" targets, the potential for a regional event is a very real possibility. If an event were to occur at the North Anna Nuclear Power Plant, the E911 Center is located within the 20 mile zone. In addition to a terrorist attack, natural disasters could potentially result in the evacuation of the E911 Center. The last several decades of explosive growth in the region has certainly increased the potential for severe economic and social consequences if a major disaster or catastrophic event were to occur. Such an event could cost the County government, residents, and businesses

millions of dollars in damages to buildings and infrastructure, lost tax revenues, unemployment, homelessness, casualties as well as emotional and physical suffering. Along with the estimated 129,188 individual lives at stake in Spotsylvania County, there is also approximately \$14,899,515,000 in assessed properties that could be damaged or lost during a potential disaster.

The primary objective is to purchase equipment and services that will enable the Spotsylvania County 911 Center to take the initial steps toward providing an integrated, multimedia public safety communication system that can continue serving its citizens and the varied means used to contact the E911 Center. The Vesta 9-1-1 system is considered NG 9-1-1 ready. Spotsylvania County is requesting financial assistance to upgrade the call handling equipment from Sentinel Patriot 3.2 to Vesta 9-1-1 to include upgrades to the ten workstations for the E911 Center, the server, two command post laptops, Vesta Analytics, managed services, communication services, training, professional services, installation, project management, onsite support and a five year maintenance contract.

Through the extended maintenance warranty this equipment is expected to be fully functional for a minimum of five years. There are no anticipated monthly reoccurring charges for this system and once the warranty has expired the E911 Center will request funds through the County's budget process for any extended warranties or support for this product to continue local sustainability. In order to apply for this grant opportunity, the Spotsylvania County Sheriff's Office first requested and received permission from the Spotsylvania County Board of Supervisors.



<b>Proposal For:</b>	<b>Spotsylvania County-VA</b>	
<b>Solution Proposed</b>	<b>VESTA 9-1-1</b>	
<b>Date:</b>	<b>September 8, 2015</b>	
<b>Contract</b>	<b>Hampton RFP 12-82E</b>	
<b>Multi-Site Summary</b>		
<p><i>Design Assumptions- Provides VESTA 9-1-1 migration from Sentinel Patriot</i>  <i>Assumes County to provide new WAN between sites with Ethernet handoff to VESTA 9-1-1 Switches</i>  <i>Redundant MDS and DDS ML350 servers in a virtualized design with VESTA SMS module</i>  <i>5 Years Airbus Software Support, Managed Services (M&amp;R, Anti-Virus and Patch Management)</i>  <i>5 Years Carousel Essential Onsite Maintenance</i></p>		
<b>Side A</b>		
<p>Ten (10) VESTA 9-1-1 Positions with HP z230, SAM, IRR, Genovation Keypads and 4-Port KVMs          22" Flat Panel LCD Monitors for each Workstation          One (1) Activity View License with z230 workstation          Two (2) Mediant 1000 Gateway Chassis          Five (5) 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          One (1) Netclock with 4NTP ports and antenna (re-use cable)          VESTA Analytics Upgrade with Advanced Reports and one (1) User License          Two (2) CommandPOST Laptop with Docking Stations          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/SMS</p>		
<b>Side B</b>		
<p>Two (2) Mediant 1000 Gateway Chassis          Five (5) 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          One (1) Netclock with 4NTP ports and antenna (re-use cable)          One (1) Fortinet FG-30D Firewall for Remote Managed Services VPN Security</p>		
<b>Pricing is valid for 90 days</b>		
	<b>Spotsylvania County - Side A</b>	\$639,656.35
	<b>Spotsylvania County IT - Side B</b>	\$132,475.71
	<b>Total Solution:</b>	<b>\$772,132.07</b>



**Proposal For:** Spotsylvania County-VA

**Solution Proposed:** VESTA 9-1-1

**Site Name:** Spotsylvania County - Side A

**Date:** September 8, 2015

**VESTA® 9-1-1**

Qty.	Part No.	Description	Unit Price	U/M	Total
		<b>VESTA® 9-1-1</b>			
1	870899-0104R3.2U	VESTA 4 R3.2 LIC/MED UPGD	\$0.00	EA	\$0.00
1	873099-03002U	R4 CAD INTF LIC UPGD	\$0.00	EA	\$0.00
1	04000-RS232	BLKBX TL601A-R2 DATASHARE	\$527.14	EA	\$527.14
1	04000-01583	BLKBX TL158A-R4 DATACAST	\$554.29	EA	\$554.29
1	04000-01010	CBL DB25M/DB25M 10FT	\$11.43	EA	\$11.43
		<b>SMS Equipment</b>			
		<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	03800-03045	WAR FIREWALL 60D 5YR	\$957.14	EA	\$957.14
1	809800-00200	CFG NTWK DEVICE	\$190.00	EA	\$190.00
		<b>VM Medium Server Bundle</b>			
		<i>Note: The Medium Server Bundle is for PSAP's up to 40 positions with an annual call volume of 500,000 or less.</i>			
1	853031-DLSVRGD-2	V-DL MED SVR BNDL GEO	\$21,238.57	EA	\$21,238.57
1	04000-68009	V-SVR BASIC SPT 5YR	\$680.00	EA	\$680.00
		<b>VESTA® 9-1-1 Basic Operations</b>			
10	PS-0SQ-VSML-M	VS BSC MLTP SEAT LIC NFREE <i>Existing (10) Sentinel Patriot support valid through 11/28/2016. Migration license is applicable only while existing support is active.</i>	\$0.00	EA	\$0.00
10	SS-0SQ-VSSL-5Y	SPT VS BSC 5YR	\$5,500.00	EA	\$55,000.00
10	809800-35130	R4 SW SPT TRNSFR	\$0.00	EA	\$0.00
		<b>Geo Diverse Add On License</b>			
10	PA-MGD-VSSL-M	GEO-DIV LIC MIG	\$0.00	EA	\$0.00
		<b>VESTA® Workstation Equipment</b>			
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	64007-50022	KEYPD 24K 25F USBCBL CP24	\$177.14	EA	\$1,771.43
10	04000-01005	KVM SWITCH DVI 4-PORT	\$344.29	EA	\$3,442.86
40	04000-60615	CBL KVM USB 15FT	\$42.86	EA	\$1,714.29
10	853030-00302	R4 SAM HDWR KIT	\$2,360.00	EA	\$23,600.00
10	853004-00401	SAM EXT SPKR KIT	\$240.00	EA	\$2,400.00
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
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 DVD IMAGE	\$0.00	EA	\$0.00
		<b>VESTA® 9-1-1 IRR Module</b>			
10	873099-00502U	R4 IRR LIC UPGD <i>Customer will use existing HASP Keys. Existing (10) Sentinel Patriot IRR support valid through 11/28/2016.</i>	\$0.00	EA	\$0.00
10	809800-35114	R4 IRR SW SPT 5YR	\$852.86	EA	\$8,528.57
10	809800-35130	R4 SW SPT TRNSFR	\$0.00	EA	\$0.00
		<b>VESTA® 9-1-1 Activity View</b>			
10	873099-00802U	R4 ACT VIEW LIC PER ST UP	\$0.00	EA	\$0.00
1	873099-00702U	R4 ACTIV VIEW SYS LIC UPG	\$0.00	EA	\$0.00



		<i>License will be installed on VESTA Analytics admin workstation.</i>			
1	809800-35124	R4 ACT VIEW SW SPT 5YR	\$3,000.00	EA	\$3,000.00
		<i>Existing (1) Sentinel Patriot Sentinel Monitor support valid through 11/28/2016.</i>			
1	809800-35130	R4 SW SPT TRNSFR	\$0.00	EA	\$0.00
		<b>VESTA® 9-1-1 CDR Module</b>			
1	873099-00602	R4 CDR SVR LIC	\$1,557.14	EA	\$1,557.14
10	873099-01102	R4 CDR PER SEAT LIC	\$128.57	EA	\$1,285.71
		<b>VESTA® 9-1-1 Admin Printer</b> <i>Customer will provide new or use existing printer equipment.</i>			
		<b>Network Equipment</b>			
2	04000-29616	SWITCH 2960 + CBL 24-PORT	\$1,371.43	EA	\$2,742.86
2	04000-02971	WAR 2960 24P 2T 5YR 24X7	\$1,877.14	EA	\$3,754.29
2	04000-01087	GBIC SFP MOD GLC-LH-SM	\$1,037.14	EA	\$2,074.29
		<b>Peripherals &amp; Gateways</b>			
2	04000-00129	MED 1000B CHASSIS BNDL	\$2,621.43	EA	\$5,242.86
2	04000-00190	SW SPT M1000 GATEWAY 5YR	\$2,142.86	EA	\$4,285.71
5	04000-00116	MED 1000 FXO-LS BNDL	\$494.29	EA	\$2,471.43
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	04000-00195	SW SPT M1000 T1 MOD 5YR	\$2,142.86	EA	\$2,142.86
		<b>Cabinet &amp; Peripheral Equipment</b> <i>Customer will use existing 42U cabinet enclosure and peripherals. VESTA 9-1-1 equipment to ship "loose" and be installed on-site.</i>			
		<b>Time Synchronization Equipment</b>			
1	04000-09486	NETCLOCK 9483 + 3-PORT <i>Unless purchased, customer will use the following existing equipment:</i>	\$8,914.29	EA	\$8,914.29
1	04000-08230	GPS/GNSS OUTDOOR ANTENNA	\$462.86	EA	\$462.86
1	04000-08231	GPS ANTENNA POST MT KIT	\$132.86	EA	\$132.86
1	04000-08235	GPS PVC POST MNT	\$31.43	EA	\$31.43
		<i>Will reuse existing Netclock cable.</i>			
<b>VESTA® 9-1-1 Subtotal</b>					<b>\$195,502.86</b>

**VESTA® 9-1-1 CommandPOST System**

Qty.	Part No.	Description	Unit Price	U/M	Total
		<b>VESTA® 9-1-1 CommandPOST System</b>			
		<b>VESTA® 9-1-1 Basic Operations</b>			
2	PS-0SQ-VSML-M	VS BSC MLTP SEAT LIC NFREE <i>Existing (2) Sentinel Patriot support valid through 2/26/2017. Migration license is applicable only while existing support is active</i>	\$0.00	EA	\$0.00
2	SS-0SQ-VSSL-5Y	SPT VS BSC 5YR	\$5,500.00	EA	\$11,000.00
2	809800-35130	R4 SW SPT TRNSFR	\$0.00	EA	\$0.00
		<b>Geo Diverse Add On License</b>			
2	PA-MGD-VSSL-M	GEO-DIV LIC MIG	\$0.00	EA	\$0.00
		<b>CommandPOST Hardware</b>			
2	61050-G409602	LAPTOP ZBOOK15 G2 W7	\$2,584.29	EA	\$5,168.57
2	04000-00490	ADV DOCK STATION 230W	\$574.29	EA	\$1,148.57
2	04401-00097	BATTERY 9-CELL 100W	\$404.29	EA	\$808.57
2	64021-10025	KYBD/MOUSE BNDL	\$62.86	EA	\$125.71
2	63000-221691	MNTR FP WIDE SCR LCD 22IN	\$470.00	EA	\$940.00
2	64007-50022	KEYPD 24K 25F USB CBL CP24	\$177.14	EA	\$354.29
2	853004-00301	CPOST SAM HDWR KIT	\$3,260.00	EA	\$6,520.00
2	853004-00401	SAM EXT SPKR KIT	\$240.00	EA	\$480.00
2	02800-20500	HDST 4W MOD BK ELEC MIC	\$45.71	EA	\$91.43
2	03044-20000	HDST CORD 4W 12FT MOD BK	\$4.29	EA	\$8.57
2	809800-35109	R4 IWS CFG	\$285.71	EA	\$571.43
2	809800-35108	R4 IWS STG FEE	\$428.57	EA	\$857.14



		<b>VESTA® 9-1-1 IRR Module</b>			
2	873099-00502	R4 IRR LIC/DOC/MED	\$1,421.43	EA	\$2,842.86
2	809800-35114	R4 IRR SW SPT 5YR	\$852.86	EA	\$1,705.71
		<b>VESTA® 9-1-1 CDR Module</b>			
2	873099-01102	R4 CDR PER SEAT LIC	\$128.57	EA	\$257.14
		<b>VESTA® 9-1-1 Activity View</b>			
2	873099-00802U	R4 ACT VIEW LIC PER ST UP	\$0.00	EA	\$0.00
<b>VESTA® 9-1-1 CommandPOST System Subtotal</b>					<b>\$32,880.00</b>

**VESTA™ Analytics**

Qty.	Part No.	Description	Unit Price	U/M	Total
		<b>VESTA™ Analytics - Standard</b>			
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
10	873391-00201U	AURORA COLLECT LIC UPGD	\$0.00	EA	\$0.00
10	809800-03305	SPT V-ANLYT STD 5YR <i>Existing (10) support is valid through 11/28/2016.</i>	\$685.71	EA	\$6,857.14
2	873391-00201U	AURORA COLLECT LIC UPGD	\$0.00	EA	\$0.00
2	809800-03305	SPT V-ANLYT STD 5YR <i>Existing (2) support is valid through 2/26/2017.</i>	\$685.71	EA	\$1,371.43
		<b>VESTA™ Analytics Standalone Workstation Equipment</b>			
2	61000-409605SFF	WKST HP Z230 SFF	\$1,755.71	EA	\$3,511.43
2	65000-47001	TWR STAND SFF Z220/Z230	\$60.00	EA	\$120.00
2	63000-221691	MNTR FP WIDE SCR LCD 22IN	\$470.00	EA	\$940.00
2	809800-00102	GENERIC WKST CFG FEE	\$357.14	EA	\$714.29
		<b>VESTA® Analytics Admin Printer</b> <i>Customer will provide new or use existing printer equipment.</i>			
<b>VESTA™ Analytics Subtotal</b>					<b>\$14,017.14</b>

**Managed Services**

Qty.	Part No.	Description	Unit Price	U/M	Total
		<b>Monitoring &amp; Response License &amp; Support Fees</b> <i>Note: Includes (1) DDS Server. Customer will use existing (1) of (2) M&amp;R Server licenses; existing (2) support valid through 5/1/2017. Transferring (1) M&amp;R Server support from Spotsylvania County - Side A to Spotsylvania County IT - Side B; support valid through 5/1/2017.</i>			
1	809800-14165	M&R 3.0 SVR SRVC 5YR	\$7,985.71	EA	\$7,985.71
1	871499-01211	M&R 3.0 WKST LIC <i>Note: Includes (10) VESTA Workstations, (2) VESTA Analytics Admin Workstations, (1) Management Console. Customer will use existing (12) M&amp;R Workstation licenses; support valid through 5/1/2017.</i>	\$101.43	EA	\$101.43
13	809800-16165	M&R 3.0 WKST SRVC 5YR	\$2,211.43	EA	\$28,748.57
2	871499-01210	M&R 3.0 IP DEVICES LIC <i>Note: Includes (1) MDS Server, (1) Virtual Machine, (1) Mgmt/Node VM, (2) Gateways, (1) Firewall, (1) Firewall for SMS, (2) Cisco Switches. Customer will use existing (7) M&amp;R Workstation licenses; support valid through 5/1/2017.</i>	\$101.43	EA	\$202.86
9	809800-16170	M&R 3.0 IP DEV SRVC 5YR	\$2,211.43	EA	\$19,902.86
		<b>Managed Services - Implementation Fee</b> N/A			



14	809800-14175	<b>Anti-Virus Solution</b> VIRUS PROTECT 3.0 SVC 5YR <i>Existing (14) support is valid through 5/1/2017.</i>	\$565.71	EA	\$7,920.00
14	809800-16215	<b>Patch Management Solution</b> PATCH MGMT 3.2 SVC 5YR <i>Existing (14) support is valid through 5/1/2017.</i>	\$1,494.29	EA	\$20,920.00
<b>Managed Services Subtotal</b>					<b>\$85,781.43</b>

### Critical Spares

Qty.	Part No.	Description	Unit Price	U/M	Total
<b>VESTA® 9-1-1 Equipment - Recommended Spares</b>					
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	04000-00152-SP	MED 1000 1-SPAN SPARE	\$3,295.71	EA	\$3,295.71
1	04000-29616	SWITCH 2960 + CBL 24-PORT	\$1,371.43	EA	\$1,371.43
1	04000-29615	WAR 2960 24P 5YR NBD	\$721.43	EA	\$721.43
<b>Optional Parts/Spares Subtotal</b>					<b>\$8,978.57</b>

### Extended Warranties

Qty.	Part No.	Description	Unit Price	U/M	Total
1	04000-01526	<b>Server Extended Warranty</b> WARR 24X7 DL380 5YR <i>Note: Upgrade &amp; uplift from 3YR warranty 9x5 NBD to 5YRs, 24x7 response time.</i>	\$3,127.14	EA	\$3,127.14
13	04000-01586	<b>Workstation Extended Warranty</b> WARR 24X7 Z220/230 5YR <i>Note: Warranty upgrade from 3YRs warranty 9x5 NBD to 5YRs 24x7, 4 hour response.</i>	\$645.71	EA	\$8,394.29
2	04000-01589	WARR CPOST ZBOOK 5YR NBD <i>Note: Warranty upgrade from 3YRs warranty 9x5 NBD to 5YRs 9x5 NBD.</i>	\$408.57	EA	\$817.14
<b>Extended Warranties Subtotal</b>					<b>\$12,338.57</b>

### Airbus DS Communications Services

Qty.	Part No.	Description	Unit Price	U/M	Total
144	809800-17101	<b>Field Engineering Services</b> FIELD ENG-PRIMARY	\$142.86	UN	\$20,571.43
64	809800-17101	FIELD ENG-PRIMARY	\$142.86	UN	\$9,142.86



4	000001-06701	<b>Training</b> VSENT 4.X AGENT TRNG  <i>Note: VESTA® /Sentinel 4/X Agent bundle includes (1) 1/2 day class of Agent training for up to 8 students. Includes trainer's daily training expenses and travel.</i>	\$1,714.29	EA	\$6,857.14
2	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>	\$5,714.29	EA	\$11,428.57
2	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>	\$1,714.29	EA	\$3,428.57
1	000001-06795	COMMANDPOST TRNG  <i>Note: On-site training included as part of the VESTA® 9-1-1 Admin training using customer equipment. CommandPOST positions must be configured to the network/firewall prior to training. This is a 15 minute demonstration on how to use the CommandPOST position.</i>	\$0.00	EA	\$0.00
1	000002-24404	V-ANLYT ADMIN TRNG  <i>Note: VESTA™ Analytics Admin bundle includes (1) 1 day class of Admin training for up to 8 students. Includes trainer's daily training expenses and travel.</i>	\$2,857.14	SU	\$2,857.14
1	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>	\$1,714.29	EA	\$1,714.29
4	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>	\$857.14	EA	\$3,428.57

**Airbus DS Communications Services Subtotal** **\$59,428.57**

**Summary**

Qty	Product Code	Product Description	Ext. Price
1		VESTA® 9-1-1 w/5YR Software Support	\$195,502.86
1		VESTA® 9-1-1 CommandPOST System w/5YR Software Support	\$32,880.00
1		VESTA™ Analytics w/5YR Software Support	\$14,017.14
1		5 Years Managed Services (M&R, Anti-Virus and Patch Management)	\$85,781.43
1		Critical Spares	\$8,978.57
1		HP Extended Warranties	\$12,338.57
1		Airbus DS Communications Services	\$59,428.57
1		Carousel Industries Installation	\$26,037.14
1		Carousel Industries - Project Management	\$12,866.07
1		5YR Carousel Essential Onsite	\$184,800.00
1		Carousel Security Appliance, 1YR Installed	\$5,526.00
1		Minor Materials	\$1,500.00

Pricing is valid for 90 days

Total Equipment & Services Cost: \$639,656.35

Total This Site: \$639,656.35



**Proposal For:** Spotsylvania County-VA  
**Solution Proposed:** VESTA 9-1-1  
**Site Name:** Spotsylvania County IT - Side B  
**Date:** September 8, 2015

**VESTA® 9-1-1**

Qty.	Part No.	Description	Unit Price	U/M	Total
		<b>VESTA® 9-1-1</b>			
1	870899-0104R3.2U	VESTA 4 R3.2 LIC/MED UPGD	\$0.00	EA	\$0.00
1	873099-03002U	R4 CAD INTF LIC UPGD	\$0.00	EA	\$0.00
1	04000-RS232	BLKBX TL601A-R2 DATASHARE	\$527.14	EA	\$527.14
1	04000-01583	BLKBX TL158A-R4 DATACAST	\$554.29	EA	\$554.29
1	04000-01010	CBL DB25M/DB25M 10FT	\$11.43	EA	\$11.43
		<b>SMS Equipment</b>			
		<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	03800-03045	WAR FIREWALL 60D 5YR	\$957.14	EA	\$957.14
1	809800-00200	CFG NTKW DEVICE	\$190.00	EA	\$190.00
		<b>VM Medium Server Bundle</b>			
		<i>Note: The Medium Server Bundle is for PSAP's up to 40 positions with an annual call volume of 500,000 or less.</i>			
1	853031-DLSVRGD-2	V-DL MED SVR BNDL GEO	\$21,238.57	EA	\$21,238.57
1	04000-68009	V-SVR BASIC SPT 5YR	\$680.00	EA	\$680.00
		<b>VESTA® 9-1-1 Activity View</b>			
		N/A			
		<b>VESTA® 9-1-1 CDR Module</b>			
1	873099-00602	R4 CDR SVR LIC	\$1,557.14	EA	\$1,557.14
		<b>VESTA® 9-1-1 Admin Printer</b>			
		<i>Customer will provide new or use existing printer equipment.</i>			
		<b>Network Equipment</b>			
2	04000-29616	SWITCH 2960 + CBL 24-PORT	\$1,371.43	EA	\$2,742.86
2	04000-02971	WAR 2960 24P 2T 5YR 24X7	\$1,877.14	EA	\$3,754.29
2	04000-01087	GBIC SFP MOD GLC-LH-SM	\$1,037.14	EA	\$2,074.29
		<b>Peripherals &amp; Gateways</b>			
2	04000-00129	MED 1000B CHASSIS BNDL	\$2,621.43	EA	\$5,242.86
2	04000-00190	SW SPT M1000 GATEWAY 5YR	\$2,142.86	EA	\$4,285.71
5	04000-00116	MED 1000 FXO-LS BNDL	\$494.29	EA	\$2,471.43
5	04000-00119	MED 1000 FXS BNDL	\$474.29	EA	\$2,371.43
		<b>Cabinet &amp; Peripheral Equipment</b>			
		<i>Customer will use existing 42U cabinet enclosure and peripherals. VESTA 9-1-1 equipment to ship "loose" and be installed on-site.</i>			
		<b>Time Synchronization Equipment</b>			
1	04000-09486	NETCLOCK 9483 + 3-PORT	\$8,914.29	EA	\$8,914.29
		<i>Unless purchased, customer will use the following existing equipment:</i>			



1	04000-08230	GPS/GNSS OUTDOOR ANTENNA	\$462.86	EA	\$462.86
1	04000-08231	GPS ANTENNA POST MT KIT	\$132.86	EA	\$132.86
1	04000-08235	GPS PVC POST MNT	\$31.43	EA	\$31.43
<b>VESTA® 9-1-1 Subtotal</b>					<b>\$58,821.43</b>

**VESTA™ Analytics**

Qty.	Part No.	Description	Unit Price	U/M	Total
		<b>VESTA™ Analytics - Standard</b>			
1	873399-00102.4U	V-ANLYT 2.4 D/M UPGD	\$0.00	EA	\$0.00
1	873391-00501U	AURORA STD LIC UPGD	\$0.00	EA	\$0.00
		<b>VESTA™ Analytics Modules</b>			
1	873391-00901	V-ANLYT ADV RPT PKG LIC	\$5,000.00	EA	\$5,000.00
		<b>VESTA™ Analytics Standard Server Equipment for Virtualized Server Bundle</b>			
		<i>Note: Additional Hardware to be installed in DDS-B Server.</i>			
1	BA-M00-ASA0-2	V-ANLYT STD ADD-ON	\$5,805.71	EA	\$5,805.71
<b>VESTA™ Analytics Subtotal</b>					<b>\$10,805.71</b>

**Managed Services**

Qty.	Part No.	Description	Unit Price	U/M	Total
1	871499-01206	<b>Monitoring &amp; Response License &amp; Support Fees</b> M&R 3.0 LIC SVR <i>Note: Includes (1) DDS Server, (1) VESTA™ Analytics Server. Customer will use existing (1) M&amp;R Server licenses; existing (2) support valid through 9/18/2017. Because M&amp;R licenses are site-specific (based on physical location), it is not possible to transfer (1) existing license from Spotsylvania County - Side A to Spotsylvania County IT - Side B.</i>	\$555.71	EA	\$555.71
2	809800-14165	M&R 3.0 SVR SRVC 5YR	\$7,985.71	EA	\$15,971.43
1	871499-01211	M&R 3.0 WKST LIC <i>Note: Includes (1) Management Console.</i>	\$101.43	EA	\$101.43
1	809800-16165	M&R 3.0 WKST SRVC 5YR	\$2,211.43	EA	\$2,211.43
4	871499-01210	M&R 3.0 IP DEVICES LIC <i>Note: Includes (1) MDS Server, (1) Virtual Machine, (1) Mgmt/Node VM, (2) Gateways, (1) Firewall, (1) Firewall for SMS, (1) 2TB NAS Device - VESTA Analytics, (2) Cisco Switches. Customer will use existing (6) M&amp;R Workstation licenses; support valid through 5/1/2017.</i>	\$101.43	EA	\$405.71
10	809800-16170	M&R 3.0 IP DEV SRVC 5YR	\$2,211.43	EA	\$22,114.29
		<b>Managed Services - Implementation Fee</b>			
1	809800-14152	MGD SERV DEV & IMPL	\$107.14	EA	\$107.14
		<b>Anti-Virus Solution</b>			
3	809800-14175	VIRUS PROTECT 3.0 SVC 5YR <i>Existing (1) support is valid through 9/18/2017.</i>	\$565.71	EA	\$1,697.14
		<b>Patch Management Solution</b>			
3	809800-16215	PATCH MGMT 3.2 SVC 5YR <i>Existing (1) support is valid through 9/18/2017.</i>	\$1,494.29	EA	\$4,482.86
<b>Managed Services Subtotal</b>					<b>\$47,647.14</b>



**Extended Warranties**

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

**Airbus DS Communications Services**

Qty.	Part No.	Description	Unit Price	U/M	Total
64	809800-17101	<b>Field Engineering Services</b> FIELD ENG-PRIMARY	\$142.86	UN	\$9,142.86
16	809800-17101	FIELD ENG-PRIMARY	\$142.86	UN	\$2,285.71
<b>Airbus DS Communications Services Subtotal</b>					<b>\$11,428.57</b>

**Summary**

Qty	Product Code	Product Description	Ext. Price
1		VESTA® 9-1-1 w/5YR Software Support	\$58,821.43
1		VESTA™ Analytics w/5YR Software Support	\$10,805.71
1		5 Years Managed Services (M&R, Anti-Virus and Patch Management)	\$47,647.14
1		HP Extended Warranties	\$3,772.86
1		Airbus DS Communications Services	\$11,428.57

Pricing is valid for 90 days

Total Equipment & Services Cost: \$132,475.71

Total This Site: \$132,475.71