

CONTRACT

DINWIDDIE COUNTY PUBLIC SAFETY PHONE SYSTEM UPGRADE

The Agreement is made this 21st day of December 2017, by and between **West Safety Solutions Corp**, of 1601 Dry Creek Drive, Longmont, CO 80503 (party of the first part, and hereinafter known as "Contractor"), and the **County of Dinwiddie**, Virginia (party of the second part, and hereinafter known as "County").

WHEREAS, pursuant to the Virginia Public Procurement Act, County used cooperative procurement to upgrade the Public Safety phone system; and

WHEREAS, Contractor submitted a quote for same, consistent with the County's needs; and

WHEREAS, Contractor was selected to provide upgrades; and

NOW THEREFORE, in consideration of the mutual benefits, promises, and undertakings, the sufficiency and receipt of which are acknowledged, the following terms and conditions are agreed to by the parties to this Contract:

- Supersession and Incorporation by Reference.** *This contract supersedes the Master Contract between West Safety Solutions Corp and Dinwiddie County dated December 20, 2013, including all amendments.* The following are made a part hereof as if the same were fully set forth herein, and if any discrepancies arise between the documents, they will prevail in the following order: (1) this Contract including the General Terms and Conditions, (2) Houston-Galveston Area Council (HGAC) Contract No. EC07-16 including any addenda, (3) Contractor's quote dated November 14, 2017 and (4) the terms and conditions at west.com/legal-privacy/terms/call-handling except as revised herein. The parties specifically agree that the terms and conditions at west.com/legal-privacy/terms/call-handling will not apply as they relate to: payment terms (Section 12), payment schedule (Section 12), insurance (Section 13), confidentiality (Section 14) and choice of law and venue (Section 15.5). This procurement is governed by the Virginia Public Procurement Act and the Dinwiddie County Purchasing Policies and Procedures. All terms and conditions of the Act and the Policies and Procedures are hereby adopted and incorporated by reference herein. Notwithstanding the foregoing, the Contractor shall continue to perform maintenance as required under and per the pricing of previous agreements until final acceptance of the installation of upgrades pursuant to this Agreement, at which point maintenance requirements and pricing set forth in this Agreement shall take effect.
- Time of Performance.** Contractor agrees to be prepared for installation as early as April 10, 2018. Exact date is contingent upon construction completion and work to be performed by other contractors. Contractor will not be penalized for delays in installation caused by the County or other contractors.
- Term of Contract.** The contract shall be for a term of seven (7) years beginning from final acceptance of the installation of upgrades pursuant to this Agreement. The contract is subject to the availability of funds and annual appropriations by the Board of Supervisors. The seven (7) year total contract value is THREE HUNDRED FOURTY THOUSAND TWO HUNDRED

SIXTEEN AND 06/100 (\$340,216.06). Price increases shall not occur within the seven (7) year term unless expansions or upgrades are made to the system.

4. **Costs.** Contractor agrees to furnish all equipment, installation, and maintenance services pursuant to this Contract for a sum no greater than ONE HUNDRED FORTY-ONE THOUSAND SIXTEEN AND 06/100 DOLLARS (\$141,016.06) for the initial year and \$33,200 per year for annual maintenance thereafter. Cost breakdown is attached. Payment shall be made to Contractor within thirty (30) days after receipt of invoice. Payment Terms are listed below:

30% Upon Order
30% Upon Delivery
30% Upon Installation / Cutover
10% Upon Final Acceptance

Notwithstanding the foregoing, the Contractor shall continue to perform maintenance as required under and per the pricing of previous agreements until final acceptance of the installation of upgrades pursuant to this Agreement, at which point maintenance requirements and pricing set forth in this Agreement shall take effect.

5. **Notices.** Any notices required shall be in writing, unless otherwise permitted hereunder, and shall be deemed received five (5) days after mailing of same in the U. S. Mail with postage prepaid at the addresses set forth below or upon actual receipt:

<u>Notice to County shall be made to:</u>	<u>Notice to Contractor shall be made to:</u>
W. Kevin Massengill	Sandra McLaren
County Administrator	West Safety Solutions Corp
P. O. Drawer 70	1601 Dry Creek Drive
Dinwiddie, Virginia 23841	Longmont, CO 80503
(804) 469-4500	(678) 877-0413
accounting@dinwiddieva.us	smclaren@west.com

6. **General Terms and Conditions.** During the term of this Contract, Contractor agrees to procure and maintain insurance which meets all County's requirements in the General Terms and Conditions. This Section replaces in its entirety Section 13 of the terms and conditions at west.com/legal-privacy/terms/call-handling.
7. **Counterparts.** This Agreement may be executed in one or more counterparts each of which shall be deemed an original but all of which together shall constitute one and the same instrument. Signed signature pages may be transmitted by facsimile or as an attachment to an email, and any such signature shall have the same legal effect as an original.
8. **Severability.** If any provision of this Agreement is determined to be unenforceable, invalid or illegal, then the enforceability, validity and legality of the remaining provisions will not in any way be affected or impaired, and such provision will be deemed to be restated to reflect the original intentions of the parties as nearly as possible in accordance with applicable law.
9. **Miscellaneous.** This Contract shall be governed by the laws of the Commonwealth of Virginia. Jurisdiction and venue for any litigation arising out of or involving this Agreement shall lie in the Circuit Court of the County of Dinwiddie, Virginia, and such litigation shall be brought only in

such courts. All pronouns used herein shall refer to every gender. Headings or titles in this Contract are only for convenience and shall have no meaning or effect upon the interpretation of the provisions of this Contract. This Contract is the entire agreement between the parties and may not be amended or modified, except by writing, signed by each party. If any provision of this Contract is determined to be unenforceable, then the remaining provisions of this Contract shall be interpreted as in effect as if such unenforceable provision were not included therein.

IN WITNESS WHEREOF, the parties hereto have executed this Contract as of the day first written above.

County of Dinwiddie, Virginia

West Safety Solutions Corp

By: [Signature]
W. Kevin Massengill
County Administrator

By: [Signature]
Title: VP/GM

Attest: [Signature]

Attest: [Signature]

Approved as to form:

Department Approval:

[Signature]
Tyler Southall, County Attorney

[Signature]
Dennis Hale, Chief of Fire & EMS

WEST
<u>[Signature]</u>
Approved as to Form

Virginia State Corporation Commission (SCC) registration information. The bidder:

is a corporation or other business entity with the following SCC identification number: F168711-2
OR-

is not a corporation, limited liability company, limited partnership, registered limited liability partnership, or business trust **-OR-**

is an out-of-state business entity that does not regularly and continuously maintain as part of its ordinary and customary business any employees, agents, offices, facilities, or inventories in Virginia (not counting any employees or agents in Virginia who merely solicit orders that require acceptance outside Virginia before they become contracts, and not counting any incidental presence of the bidder in Virginia that is needed in order to assemble, maintain, and repair goods in accordance with the contracts by which such goods were sold and shipped into Virginia from bidder's out-of-state location) **-OR-**

is an out-of-state business entity that is including with this bid an opinion of legal counsel which accurately and completely discloses the undersigned bidder's current contacts with Virginia and describes why those contacts do not constitute the transaction of business in Virginia within the meaning of § 13.1-757 or other similar provisions in Titles 13.1 or 50 of the Code of Virginia.

GENERAL TERMS AND CONDITIONS
to be included in every contract over \$10,000

A. Anti-Discrimination Against Faith-Based Organizations Statement by County:

The County does not discriminate against faith-based organizations. Contractor certifies to the County that it will conform to the provisions of the Federal Civil Rights Act of 1964, as amended, as well as the Virginia Fair Employment Contracting Act of 1975, as amended, where applicable, the Virginians With Disabilities Act, the Americans With Disabilities Act and § 2.2-4311 of the *Virginia Public Procurement Act (VPPA)*. If Contractor is a faith-based organization, the organization shall not discriminate against any recipient of goods, services, or disbursements made pursuant to the contract on the basis of the recipient's religion, religious belief, refusal to participate in a religious practice, or on the basis of race, age, color, gender or national origin and shall be subject to the same rules as other organizations that contract with public bodies to account for the use of the funds provided; however, if the faith-based organization segregates public funds into separate accounts, only the accounts and programs funded with public funds shall be subject to audit by the public body. (*Code of Virginia*, § 2.2-4343.1E).

B. Anti-Discrimination Statement by Contractor

In every contract over \$10,000 the provisions in 1. and 2. below apply:

1. During the performance of this contract, the Contractor agrees as follows:
 - a. The Contractor will not discriminate against any employee or applicant for employment because of race, religion, color, sex, national origin, age, disability, status as a service disabled veteran, or any other basis prohibited by state law relating to discrimination in employment, except where there is a bona fide occupational qualification reasonably necessary to the normal operation of the Contractor. The Contractor agrees to post in conspicuous places, available to employees and applicants for employment, notices setting forth the provisions of this nondiscrimination clause.
 - b. The Contractor, in all solicitations or advertisements for employees placed by or on behalf of the Contractor, will state that such Contractor is an equal opportunity employer.
 - c. Notices, advertisements and solicitations placed in accordance with federal law, rule or regulation shall be deemed sufficient for the purpose of meeting these requirements.
2. The Contractor will include the provisions of 1. above in every subcontract or purchase order over \$10,000, so that the provisions will be binding upon each subcontractor or Contractor.

C. Immigration Reform and Control Act of 1986:

Contractor certifies that it does not and will not during the performance of this contract knowingly employ unauthorized alien workers or otherwise violate the provisions of the Federal Immigration Reform and Control Act of 1986.

D. Insurance:

Contractor certifies that it will have the following insurance coverage at the time the contract is awarded. If any subcontractors are involved, the subcontractor will have workers' compensation insurance in accordance with §§ 2.2-4332 and 65.2-800 et seq. of the *Code of Virginia*. Contractor

further certifies that the Contractor and any subcontractors will maintain this insurance coverage during the entire term of the contract and that all insurance coverage will be provided by insurance companies authorized to sell insurance in Virginia by the Virginia State Corporation Commission. Subcontractors, if any, will maintain similar insurance coverage during the entire term of the contract.

MINIMUM INSURANCE COVERAGES AND LIMITS REQUIRED:

1. Workers' Compensation - Statutory requirements and benefits. Coverage is compulsory for employers of three or more employees, to include the employer. Contractors who fail to notify the County of increases in the number of employees that change their workers' compensation requirements under the *Code of Virginia* during the course of the contract shall be in noncompliance with the contract.
2. Employer's Liability - \$100,000.
3. Commercial General Liability - \$1,000,000 per occurrence. Commercial General Liability is to include bodily injury and property damage, personal injury and advertising injury, products and completed operations coverage. The "County of Dinwiddie, Virginia, its Officers, agents, and employees" shall be named as additional insured on a primary basis and so endorsed on the policy. Such additional insured status shall be primary without participation by County's insurers.
4. Automobile Liability - \$1,000,000 per occurrence.
5. Professional Liability - \$1,000,000 per occurrence.
6. Umbrella Liability - \$1,000,000 per occurrence.

E. Drug-Free Workplace:

During the performance of this contract, the Contractor agrees to (i) provide a drug-free workplace for the Contractor's employees; (ii) post in conspicuous places, available to employees and applicants for employment, a statement notifying employees that the unlawful manufacture, sale, distribution, dispensation, possession, or use of a controlled substance or marijuana is prohibited in the Contractor's workplace and specifying the actions that will be taken against employees for violations of such prohibition; (iii) state in all solicitations or advertisements for employees placed by or on behalf of the Contractor that the Contractor maintains a drug-free workplace; and (iv) include the provisions of the foregoing clauses in every subcontract or purchase order of over \$10,000, so that the provisions will be binding upon each subcontractor or Contractor.

For the purposes of this section, "*drug-free workplace*" means a site for the performance of work done in connection with a specific contract awarded to a Contractor, the employees of whom are prohibited from engaging in the unlawful manufacture, sale, distribution, dispensation, possession or use of any controlled substance or marijuana during the performance of the contract.

F. Payment:

- (1) To Prime Contractor(s):
 - a. Invoices for items ordered, delivered and accepted shall be submitted by the Contractor directly to the Accounts Payable address shown on the purchase order/contract. All invoices

shall show the County contract number and/or purchase order number; social security number (for individual Contractors) or the federal employer identification number (for proprietorships, partnerships, and corporations).

- b. Any payment terms requiring payment in less than 30 days will be regarded as requiring payment 30 days after invoice or delivery, whichever occurs last. This shall not affect offers of discounts for payment in less than 30 days, however.
 - c. The following shall be deemed to be the date of payment: the date of postmark in all cases where payment is made by mail, or the date of offset when offset proceedings have been instituted as authorized under the Virginia Debt Collection Act.
 - d. Unreasonable Charges. Under certain emergency procurements and for most time and material purchases, final job costs cannot be accurately determined at the time orders are placed. In such cases, Contractors should be put on notice that final payment in full is contingent on a determination of reasonableness with respect to all invoiced charges. Charges which appear to be unreasonable will be researched and challenged, and that portion of the invoice held in abeyance until a settlement can be reached. Upon determining that invoiced charges are not reasonable, the County shall promptly notify the Contractor, in writing, as to those charges which it considers unreasonable and the basis for the determination. A Contractor may not institute legal action unless a settlement cannot be reached within thirty (30) days of notification. The provisions of this section do not relieve the County of its prompt payment obligations with respect to those charges which are not in dispute (Code of Virginia, § 2.2-4363).
 - e. Unless otherwise provided under the terms of this contract, interest shall accrue at the rate of one percent (1%) per month (Code of Virginia, § 2.2-4354).
- (2) To Subcontractor(s):
- a. Within seven (7) days of the Contractor's receipt of payment from the County for the proportionate share of the payment received for work performed by the subcontractor(s) under the contract a Contractor awarded a contract under this solicitation is hereby obligated:
 - 1. To pay the subcontractor(s); or
 - 2. To notify the County and the subcontractor(s), in writing, of the Contractor's intention to withhold payment and the reason.
 - b. The Contractor is obligated to pay the subcontractor(s) interest at the rate of one percent per month (unless otherwise provided under the terms of the contract) on all amounts owed by the Contractor that remain unpaid seven (7) days following receipt of payment from the County, except for amounts withheld as stated in (2) above. The date of mailing of any payment by U. S. Mail is deemed to be payment to the addressee. These provisions apply to each sub-tier Contractor performing under the primary contract. A Contractor's obligation to pay an interest charge to a subcontractor may not be construed to be an obligation of the County.

G. Authorization to Transact Business in the Commonwealth:

In order to contract with Dinwiddie County, contractors organized as a stock or nonstock corporation, limited liability company, business trust, or limited partnership or registered as a registered limited liability partnership shall be authorized to transact business in the Commonwealth as a domestic or foreign business entity if so required by Code of Virginia, Title 13.1 or Title 50 or as otherwise required by law. Pursuant to competitive sealed bidding or competitive negotiation, a bidder or offeror organized or authorized to transact business in the Commonwealth pursuant to Title 13.1 or Title 50 shall include in its bid or proposal the identification number issued to it by the State Corporation Commission. Any bidder or offeror that is not required to be authorized to transact business in the Commonwealth as a foreign business entity under Title 13.1 or Title 50 or as otherwise required by law shall include in its bid or proposal a statement describing why the bidder or offeror is not required to be so authorized. Any bidder or offeror that fails to provide the required information shall not be awarded a contract unless a waiver of this requirement is granted by the County Administrator. Any business entity as described above that enters into a contract with a public body pursuant to the Virginia Public Procurement Act shall not allow its existence to lapse or its certificate of authority or registration to transact business in the Commonwealth to be revoked or cancelled at anytime during the contract. Dinwiddie County may void any contract with a business entity if that entity fails to remain in compliance with the provisions of this section.

H. Negotiation with the Lowest Bidder

Unless all bids are cancelled or rejected, the County reserves the right granted by § 2.2-4318 of the Code of Virginia to negotiate with the lowest responsive, responsible qualified Bidder to obtain a contract price within the funds available to the County whenever such low bid exceeds the County's available funds. For the purpose of determining when such negotiations may take place, the term "available funds" shall mean those funds which were budgeted by the County for this contract prior to the issuance of the written Request for Quotations. Negotiations with the low qualified Bidder may include both modifications of the bid price and the Scope of Work/ Specifications to be performed. The County shall initiate such negotiations by written notice to the lowest responsive, responsible qualified Bidder that its bid exceeds the available funds and that the County wishes to negotiate a lower contract price. The times, places, and manner of negotiating shall be agreed to by the County and the lowest responsive, responsible qualified Bidder.

I. Availability of Funds

It is understood and agreed between the parties herein that the County shall be bound hereunder only to the extent of the funds available, or which may hereafter become available for the purpose of this agreement, and the agreement will be contingent upon annual appropriations by the Board of Supervisors of Dinwiddie County. Failure of the Board of Supervisors to appropriate adequate funds for the terms of this Contract shall result in the immediate cancellation of this Contract. There shall be no penalty should the Board fail to make annual appropriations for this contract.

Exhibit A

Cost Breakdown (7-year contract rate)

Initial Year:

Includes equipment, installation, services, and one-year on-site maintenance and software services.

Equipment Cost	\$112,816.06
Software Subscription	\$7,500.00
On-site Maintenance	\$15,000.00
TXT29-1-1 (paid monthly)	<u>\$5,700.00</u>
Total	\$141,016.06

Year 2 – Maintenance

Software Subscription	\$7,500.00
Software Protection	\$3,000.00
On-Site Maintenance	\$15,000.00
Hardware Protection	\$2,000.00
TXT29-1-1 (paid monthly)	<u>\$5,700.00</u>
Total	\$33,200.00

Year 3 – Maintenance

Software Subscription	\$7,500.00
Software Protection	\$3,000.00
On-Site Maintenance	\$15,000.00
Hardware Protection	\$2,000.00
TXT29-1-1 (paid monthly)	<u>\$5,700.00</u>
Total	\$33,200.00

Year 4 – Maintenance

Software Subscription	\$7,500.00
Software Protection	\$3,000.00
On-Site Maintenance	\$15,000.00
Hardware Protection	\$2,000.00
TXT29-1-1 (paid monthly)	<u>\$5,700.00</u>
Total	\$33,200.00

Year 5 – Maintenance

Software Subscription	\$7,500.00
Software Protection	\$3,000.00
On-Site Maintenance	\$15,000.00
Hardware Protection	\$2,000.00
TXT29-1-1 (paid monthly)	<u>\$5,700.00</u>
Total	\$33,200.00

Year 6 – Maintenance

Software Subscription	\$7,500.00
Software Protection	\$3,000.00

On-Site Maintenance	\$15,000.00
Hardware Protection	\$2,000.00
TXT29-1-1 (paid monthly)	<u>\$5,700.00</u>
Total	\$33,200.00

Year 7 – Maintenance

Software Subscription	\$7,500.00
Software Protection	\$3,000.00
On-Site Maintenance	\$15,000.00
Hardware Protection	\$2,000.00
TXT29-1-1 (paid monthly)	<u>\$5,700.00</u>
Total	\$33,200.00



System Upgrade

for

Dinwiddie County, VA
(Hgac Buy Pricing - Direct Sale)

Quote Number: 12693
Version: 8

Summary - Dinwiddie County

Item	Cost
VIPER	\$50,296.70
Power Stations	\$8,716.30
Power 911	\$15,863.40
ePrinter	\$0.00
IWS Hardware	\$7,550.00
Professional Services	\$29,994.66
Third Party Solution	\$395.00

Equipment Total:	\$112,816.06
7 year Maintenance Total:	\$227,400.00
7 Year Total Contract Value:	\$340,216.06

Yearly Maintenance Summary

Item	Cost
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Year 1

Software Subscription Year	\$7,500.00
On-Site Maintenance Year	\$15,000.00
TXT29-1-1 Year	\$5,700.00
Subtotal	\$28,200.00

Year 2

Software Subscription Year	\$7,500.00
Software Protection Year	\$3,000.00
On-Site Maintenance Year	\$15,000.00
Hardware Protection Year	\$2,000.00
TXT29-1-1 Year	\$5,700.00
Subtotal	\$33,200.00

Year 3

Software Subscription Year	\$7,500.00
Software Protection Year	\$3,000.00
On-Site Maintenance Year	\$15,000.00

Hardware Protection Year	\$2,000.00
TXT29-1-1 Year	\$5,700.00

Subtotal \$33,200.00

Year 4

Software Subscription Year	\$7,500.00
Software Protection Year	\$3,000.00
On-Site Maintenance Year	\$15,000.00
Hardware Protection Year	\$2,000.00
TXT29-1-1 Year	\$5,700.00

Subtotal \$33,200.00

Year 5

Software Subscription Year	\$7,500.00
Software Protection Year	\$3,000.00
On-Site Maintenance Year	\$15,000.00
Hardware Protection Year	\$2,000.00
TXT29-1-1 Year	\$5,700.00

Subtotal \$33,200.00

Year 6

Software Subscription Year	\$7,500.00
Software Protection Year	\$3,000.00
On-Site Maintenance Year	\$15,000.00
Hardware Protection Year	\$2,000.00
TXT29-1-1 Year	\$5,700.00

Subtotal \$33,200.00

Year 7

Software Subscription Year	\$7,500.00
Software Protection Year	\$3,000.00
On-Site Maintenance Year	\$15,000.00
Hardware Protection Year	\$2,000.00
TXT29-1-1 Year	\$5,700.00

Subtotal \$33,200.00

Configuration Parameters - Dinwiddie County

VIPER

Total Number of E9-1-1 CAMA Trunks	8
Total Number of FXO Lines	4
Total Number of ISDN-PRI spans (T1)	1
VIPER UPS	Not Included
ECCP	Not Included
PowerOPS	Not Included
VIPER ACD	Not Included

Answering Positions

Total Number of Positions	6 (4 Upgrade, 2 New)
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Power 911 Intelligent Workstation Features

Add-on for Radio Recorder	Included
AntiVirus	Not Included
UPS on Workstation PCs (30 minutes)	Not Included
UPS on Servers	Not Included
IWS Programmable Keypads	Not Included

Power Metrics and ePrinter

Power Metrics	Not Included
ePrinter	Included

Miscellaneous

Is Site covered by Software Subscription contract?	Yes
Monitors	Not Included
Sentry	Not Included

GIS

MapFlex	Not Included
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Model#	Description	Qty	List Price	Selling Price	Total
VIPER					
912871/BB	Mediant 1000B Prebuilt Building Block	1	\$2,020.00	\$2,020.00	\$2,020.00
912890/BB	Media Kit Prebuilt Building Block	1	\$100.00	\$0.00	\$0.00
912870/1T1	Mediant 1000 Spare Part Digital Voice Module Single Span	1	\$2,470.00	\$2,470.00	\$2,470.00
912870/LIC	Mediant 1000 Access License (per Chassis)	1	\$9,375.00	\$5,906.25	\$5,906.25
912800	VIPER Gateway Shelf	3	\$990.00	\$623.70	\$1,871.10
912801	CAMA Interface Module (CIM)	3	\$2,690.00	\$1,694.70	\$5,084.10
912811	Application Server License	2	\$995.00	\$626.85	\$1,253.70
912811/U	Application Server Position Access License Upgrade	5	\$497.50	\$0.00	\$0.00
912812	PBX Access License	2	\$645.00	\$406.35	\$812.70
912812/U	PBX Access License Upgrade	4	\$322.50	\$0.00	\$0.00
912813	48V Power Supply and Shelf - VIPER System	2	\$995.00	\$995.00	\$1,990.00
912814	Admin Interface Module (AIM)	3	\$1,400.00	\$882.00	\$2,646.00
912817	7 Foot IT Cabinet	1	\$5,910.00	\$5,910.00	\$5,910.00
P10008	License to Connect Non-Intrado Recording Device	1	\$1,995.00	\$1,256.85	\$1,256.85
C10036	Power Cord Cable with A/C twist lock connector	3	\$150.00	\$150.00	\$450.00
912716/24	Cisco C2960X-24TS-L 24 port switch (without stacking module)	2	\$2,200.00	\$2,200.00	\$4,400.00
912716/S	Cisco Stacking module for C2960-X	2	\$950.00	\$950.00	\$1,900.00
911771	C-Blade - VIPER Primary Application Server	1	\$3,650.00	\$3,650.00	\$3,650.00
911772	C-Blade - VIPER Secondary Application Server	1	\$3,250.00	\$3,250.00	\$3,250.00
911773	C-Blade - VIPER Softswitch	2	\$2,650.00	\$2,650.00	\$5,300.00
911780	C-Blade Image - VIPER	1	\$100.00	\$63.00	\$63.00
911781	C-Blade Image - Windows	1	\$100.00	\$63.00	\$63.00
				Subtotal	\$50,296.70

Power Stations

914121/1	IWS Workstation - Software and Configuration	2	\$273.00	\$273.00	\$546.00
911801	A9C G3, Desk Mounting Kit	2	\$195.00	\$122.85	\$245.70
911809	A9C G3, Call Handling Accessories	2	\$530.00	\$333.90	\$667.80
911810-1	A9C G3 Bundle	2	\$5,680.00	\$3,578.40	\$7,156.80
911785	Position Image - Power Station Gen3	1	\$0.00	\$100.00	\$100.00
				Subtotal	\$8,716.30

Power 911

913100	Power 911 Client Access License (CAL)	2	\$9,995.00	\$6,296.85	\$12,593.70
913100/U	Power 911 Client Access License Upgrade	4	\$4,997.50	\$0.00	\$0.00
913152	Power 911 Add-On Recorder for Radio (ITRR)	2	\$600.00	\$378.00	\$756.00
913152/U	Power 911 Add-On Recorder for Radio Upgrade	4	\$300.00	\$0.00	\$0.00
913202	Power 911 Server Access License	2	\$1,995.00	\$1,256.85	\$2,513.70
913202/U	Power 911 Server Access License Upgrade	4	\$997.50	\$0.00	\$0.00
913152/CD	ITRR Media Kit	1	\$100.00	\$0.00	\$0.00
				Subtotal	\$15,863.40

ePrinter

917310/U	ePrinter Software Upgrade	1	\$800.00	\$0.00	\$0.00
				Subtotal	\$0.00

Power 911 Hardware

911775	C-Blade - Power 911 DB Server	1	\$5,415.00	\$5,415.00	\$5,415.00
				Subtotal	\$5,415.00

ePrinter Hardware

914102/EP	E-Printer Desktop	1	\$1,715.00	\$1,715.00	\$1,715.00
P10097	23" LED Backlit Monitor	1	\$420.00	\$420.00	\$420.00
				Subtotal	\$2,135.00

Staging

950852	Front Room Equipment Staging - Per Position	2	\$250.00	\$250.00	\$500.00
950853	Back Room Equipment Staging - Per Cabinet	1	\$1,750.00	\$1,750.00	\$1,750.00
				Subtotal	\$2,250.00

Project Survey

950100	Project Survey (per Site)	1	\$1,500.00	\$1,500.00	\$1,500.00
960575	Living Expense per Day per Person	3	\$200.00	\$200.00	\$600.00
960580	Travel Fee per Person	1	\$1,250.00	\$1,250.00	\$1,250.00
				Subtotal	\$3,350.00

Installation

950104	Professional Services (per Day)	7	\$1,500.00	\$1,500.00	\$10,500.00
960575	Living Expense per Day per Person	9	\$200.00	\$200.00	\$1,800.00
960580	Travel Fee per Person	1	\$1,250.00	\$1,250.00	\$1,250.00
				Subtotal	\$13,550.00

Project Management Services

950510	Project Management Services	1	\$0.00	\$10,844.66	\$10,844.66
				Subtotal	\$10,844.66

Third Party Solution

E10787	SHELF, RACK MOUNT, 19", 1U, ADJUST 19"-38", VENTED, 175lbs, BLACK	2	\$197.50	\$197.50	\$395.00
				Subtotal	\$395.00

Total **\$112,816.06**

Maintenance Services

Model#	Description	Qty	List Price	Selling Price	Total Price
Software Subscription					
Software Subscription Year 1					
950999/SUB1	Software Subscription Service - 1 Year/Position	4	\$1,500.00	\$1,500.00	\$6,000.00
950999/SUB1-S	Software Sub Service - 1 Year/Position – Supplemental Position	2	\$750.00	\$750.00	\$1,500.00
Subtotal					\$7,500.00
Software Subscription Year 2					
950999/SUB1	Software Subscription Service - 1 Year/Position	4	\$1,500.00	\$1,500.00	\$6,000.00
950999/SUB1-S	Software Sub Service - 1 Year/Position – Supplemental Position	2	\$750.00	\$750.00	\$1,500.00
Subtotal					\$7,500.00
Software Subscription Year 3					
950999/SUB1	Software Subscription Service - 1 Year/Position	4	\$1,500.00	\$1,500.00	\$6,000.00
950999/SUB1-S	Software Sub Service - 1 Year/Position – Supplemental Position	2	\$750.00	\$750.00	\$1,500.00
Subtotal					\$7,500.00
Software Subscription Year 4					
950999/SUB1	Software Subscription Service - 1 Year/Position	4	\$1,500.00	\$1,500.00	\$6,000.00
950999/SUB1-S	Software Sub Service - 1 Year/Position – Supplemental Position	2	\$750.00	\$750.00	\$1,500.00
Subtotal					\$7,500.00
Software Subscription Year 5					
950999/SUB1	Software Subscription Service - 1 Year/Position	4	\$1,500.00	\$1,500.00	\$6,000.00
950999/SUB1-S	Software Sub Service - 1 Year/Position – Supplemental Position	2	\$750.00	\$750.00	\$1,500.00
Subtotal					\$7,500.00
Software Subscription Year 6					
950999/SUB1	Software Subscription Service - 1 Year/Position	4	\$1,500.00	\$1,500.00	\$6,000.00
950999/SUB1-S	Software Sub Service - 1	2	\$750.00	\$750.00	\$1,500.00

		Year/Position – Supplemental Position				
				Subtotal		\$7,500.00
Software Subscription Year 7						
950999/SUB1	Software Subscription Service - 1 Year/Position	4	\$1,500.00	\$1,500.00		\$6,000.00
950999/SUB1-S	Software Sub Service - 1 Year/Position – Supplemental Position	2	\$750.00	\$750.00		\$1,500.00
				Subtotal		\$7,500.00
Software Protection and Remote Tech Support						
Software Protection Year 2						
950999/PRO1	Software Protection and Remote Technical Support - 1 Year/Position	4	\$600.00	\$600.00		\$2,400.00
950999/PRO1-S	Soft Protect and Remote Tech Support - 1 Year/Pos – Supplemental Pos	2	\$300.00	\$300.00		\$600.00
				Subtotal		\$3,000.00
Software Protection Year 3						
950999/PRO1	Software Protection and Remote Technical Support - 1 Year/Position	4	\$600.00	\$600.00		\$2,400.00
950999/PRO1-S	Soft Protect and Remote Tech Support - 1 Year/Pos – Supplemental Pos	2	\$300.00	\$300.00		\$600.00
				Subtotal		\$3,000.00
Software Protection Year 4						
950999/PRO1	Software Protection and Remote Technical Support - 1 Year/Position	4	\$600.00	\$600.00		\$2,400.00
950999/PRO1-S	Soft Protect and Remote Tech Support - 1 Year/Pos – Supplemental Pos	2	\$300.00	\$300.00		\$600.00
				Subtotal		\$3,000.00
Software Protection Year 5						
950999/PRO1	Software Protection and Remote Technical Support - 1 Year/Position	4	\$600.00	\$600.00		\$2,400.00
950999/PRO1-S	Soft Protect and Remote Tech Support - 1 Year/Pos – Supplemental Pos	2	\$300.00	\$300.00		\$600.00
				Subtotal		\$3,000.00
Software Protection Year 6						
950999/PRO1	Software Protection and	4	\$600.00	\$600.00		\$2,400.00

950999/PRO1-S	Remote Technical Support - 1 Year/Position Soft Protect and Remote Tech Support - 1 Year/Pos – Supplemental Pos	2	\$300.00	\$300.00	\$600.00
				Subtotal	\$3,000.00
950999/PRO1	Software Protection Year 7 Software Protection and Remote Technical Support - 1 Year/Position	4	\$600.00	\$600.00	\$2,400.00
950999/PRO1-S	Soft Protect and Remote Tech Support - 1 Year/Pos – Supplemental Pos	2	\$300.00	\$300.00	\$600.00
				Subtotal	\$3,000.00
On-Site Maintenance					
950999/ONS1-1	On-Site Maintenance Year 1 On-Site Maintenance (1 Year), (per position / per year for 1 to 10 positions)	4	\$3,000.00	\$3,000.00	\$12,000.00
950999/ONS1-1-S	On-Site Maint - 1 Year/Pos - 1 to 10 pos sys - Supplemental Position	2	\$1,500.00	\$1,500.00	\$3,000.00
				Subtotal	\$15,000.00
950999/ONS1-1	On-Site Maintenance Year 2 On-Site Maintenance (1 Year), (per position / per year for 1 to 10 positions)	4	\$3,000.00	\$3,000.00	\$12,000.00
950999/ONS1-1-S	On-Site Maint - 1 Year/Pos - 1 to 10 pos sys - Supplemental Position	2	\$1,500.00	\$1,500.00	\$3,000.00
				Subtotal	\$15,000.00
950999/ONS1-1	On-Site Maintenance Year 3 On-Site Maintenance (1 Year), (per position / per year for 1 to 10 positions)	4	\$3,000.00	\$3,000.00	\$12,000.00
950999/ONS1-1-S	On-Site Maint - 1 Year/Pos - 1 to 10 pos sys - Supplemental Position	2	\$1,500.00	\$1,500.00	\$3,000.00
				Subtotal	\$15,000.00
950999/ONS1-1	On-Site Maintenance Year 4 On-Site Maintenance (1 Year), (per position / per year for 1 to 10 positions)	4	\$3,000.00	\$3,000.00	\$12,000.00
950999/ONS1-1-S	On-Site Maint - 1 Year/Pos - 1 to 10 pos sys - Supplemental	2	\$1,500.00	\$1,500.00	\$3,000.00

Position						
				Subtotal		\$15,000.00
	On-Site Maintenance Year 5					
950999/ONS1-1	On-Site Maintenance (1 Year), (per position / per year for 1 to 10 positions)	4	\$3,000.00	\$3,000.00		\$12,000.00
950999/ONS1-1-S	On-Site Maint - 1 Year/Pos - 1 to 10 pos sys - Supplemental Position	2	\$1,500.00	\$1,500.00		\$3,000.00
				Subtotal		\$15,000.00
	On-Site Maintenance Year 6					
950999/ONS1-1	On-Site Maintenance (1 Year), (per position / per year for 1 to 10 positions)	4	\$3,000.00	\$3,000.00		\$12,000.00
950999/ONS1-1-S	On-Site Maint - 1 Year/Pos - 1 to 10 pos sys - Supplemental Position	2	\$1,500.00	\$1,500.00		\$3,000.00
				Subtotal		\$15,000.00
	On-Site Maintenance Year 7					
950999/ONS1-1	On-Site Maintenance (1 Year), (per position / per year for 1 to 10 positions)	4	\$3,000.00	\$3,000.00		\$12,000.00
950999/ONS1-1-S	On-Site Maint - 1 Year/Pos - 1 to 10 pos sys - Supplemental Position	2	\$1,500.00	\$1,500.00		\$3,000.00
				Subtotal		\$15,000.00
	Hardware Protection					
	Hardware Protection Year 2					
950999/HPSA1	Hardware Protection Stand Alone System - 1 Year/Position	4	\$400.00	\$400.00		\$1,600.00
950999/HPSA1-S	Hardware Protect Stand Alone Sys - 1 Year/Pos - Supplemental Position	2	\$200.00	\$200.00		\$400.00
				Subtotal		\$2,000.00
	Hardware Protection Year 3					
950999/HPSA1	Hardware Protection Stand Alone System - 1 Year/Position	4	\$400.00	\$400.00		\$1,600.00
950999/HPSA1-S	Hardware Protect Stand Alone Sys - 1 Year/Pos - Supplemental Position	2	\$200.00	\$200.00		\$400.00
				Subtotal		\$2,000.00
	Hardware Protection Year 4					
950999/HPSA1	Hardware Protection Stand Alone System - 1 Year/Position	4	\$400.00	\$400.00		\$1,600.00
950999/HPSA1-S	Hardware Protect Stand Alone	2	\$200.00	\$200.00		\$400.00

Sys - 1 Year/Pos - Supplemental Position						
					Subtotal	\$2,000.00
Hardware Protection Year 5						
950999/HPSA1	Hardware Protection Stand Alone System - 1 Year/Position	4	\$400.00	\$400.00	\$1,600.00	
950999/HPSA1-S	Hardware Protect Stand Alone Sys - 1 Year/Pos - Supplemental Position	2	\$200.00	\$200.00	\$400.00	
					Subtotal	\$2,000.00
Hardware Protection Year 6						
950999/HPSA1	Hardware Protection Stand Alone System - 1 Year/Position	4	\$400.00	\$400.00	\$1,600.00	
950999/HPSA1-S	Hardware Protect Stand Alone Sys - 1 Year/Pos - Supplemental Position	2	\$200.00	\$200.00	\$400.00	
					Subtotal	\$2,000.00
Hardware Protection Year 7						
950999/HPSA1	Hardware Protection Stand Alone System - 1 Year/Position	4	\$400.00	\$400.00	\$1,600.00	
950999/HPSA1-S	Hardware Protect Stand Alone Sys - 1 Year/Pos - Supplemental Position	2	\$200.00	\$200.00	\$400.00	
					Subtotal	\$2,000.00

Model#	Description	Qty	List Price	Selling Price	Total Price	
TXT29-1-1 Recurring Services						
TXT29-1-1 - Year 1						
ITXTARF2	TXT29-1-1 P911 Integrated Annual Recurring Fee per PSAP (5-10 Seats)	1	\$3,900.00	\$3,900.00	\$3,900.00	
P10062	ITS Service (Annual)	1	\$1,800.00	\$1,800.00	\$1,800.00	
					Subtotal	\$5,700.00
TXT29-1-1 - Year 2						
ITXTARF2	TXT29-1-1 P911 Integrated Annual Recurring Fee per PSAP (5-10 Seats)	1	\$3,900.00	\$3,900.00	\$3,900.00	
P10062	ITS Service (Annual)	1	\$1,800.00	\$1,800.00	\$1,800.00	
					Subtotal	\$5,700.00
TXT29-1-1 - Year 3						

ITXTARF2	TXT29-1-1 P911 Integrated Annual Recurring Fee per PSAP (5-10 Seats)	1	\$3,900.00	\$3,900.00	\$3,900.00
P10062	ITS Service (Annual)	1	\$1,800.00	\$1,800.00	\$1,800.00
				Subtotal	\$5,700.00
<i>TXT29-1-1 - Year 4</i>					
ITXTARF2	TXT29-1-1 P911 Integrated Annual Recurring Fee per PSAP (5-10 Seats)	1	\$3,900.00	\$3,900.00	\$3,900.00
P10062	ITS Service (Annual)	1	\$1,800.00	\$1,800.00	\$1,800.00
				Subtotal	\$5,700.00
<i>TXT29-1-1 - Year 5</i>					
ITXTARF2	TXT29-1-1 P911 Integrated Annual Recurring Fee per PSAP (5-10 Seats)	1	\$3,900.00	\$3,900.00	\$3,900.00
P10062	ITS Service (Annual)	1	\$1,800.00	\$1,800.00	\$1,800.00
				Subtotal	\$5,700.00
<i>TXT29-1-1 - Year 6</i>					
ITXTARF2	TXT29-1-1 P911 Integrated Annual Recurring Fee per PSAP (5-10 Seats)	1	\$3,900.00	\$3,900.00	\$3,900.00
P10062	ITS Service (Annual)	1	\$1,800.00	\$1,800.00	\$1,800.00
				Subtotal	\$5,700.00
<i>TXT29-1-1 - Year 7</i>					
ITXTARF2	TXT29-1-1 P911 Integrated Annual Recurring Fee per PSAP (5-10 Seats)	1	\$3,900.00	\$3,900.00	\$3,900.00
P10062	ITS Service (Annual)	1	\$1,800.00	\$1,800.00	\$1,800.00
				Subtotal	\$5,700.00

Notes

- 1 Upgrade to 4 positions system; expansion to 6 positions (1 position here is spare). 4 power stations plus one spare power stations are already at the existing system. Upgrade software is not charged because Customer has valid Software Subscription Contract, which must be in place at time of order.

For the move, the Power911 database server card will be installed on the Spare A9C Gen3 (currently sitting at the existing site).

The e-printer workstation is assumed to be installed in the cabinet and will sit on one of the 4-post shelves.

The Monitor connected to the e-printer machine will also sit on one of the shelves in the cabinet for maintenance access.

The new VIPER needs to have the same IP scheme, position name, etc...as the existing system.

Customer to provide the following peripheral equipment, as required:

Additional Backroom Equipment Required:

Two (2) modems to ALI Database

One (1) ACDR Printer (serial printer i.e. Microline 320)

One (1) Network Laser Printer

Amphenol cables and punch blocks

One (1) Dial-Up Line for Remote Monitoring and Maintenance must be provisioned.

Additional Power IWS Equipment Required:

Each IWS computer required sufficient CAT5 Network Cabling (2 per position, minimum) not normally supplied by West Safety Solutions, Corp, to reach the Network Switches (The switches are installed in the VIPER cabinet).

The Standard Operating Procedure & Premise Information Modules require customer input of data.

- 2 The 3rd Party Recorder Interface Kit provides the following:
- 1) Physical IP packet-capture solution. This is the mechanism by which the VIPER SIP and RTP packets are securely shared with the 3rd party recorder.
 - 2) VIPER 3rd party recording license. This is the VIPER-side license that enables a 3rd party recorder to have a one-way IP connection to VIPER. One is needed per VIPER node.
 - 3) Packet description document. This document details all of the VIPER SIP/RTP messages that are relevant for a 3rd party recorder.

Please note that in all cases, West Safety Solutions Corp will not be responsible for the support or provisioning of the 3rd party recorder.

- 3 **Professional Services:** This quote represents an estimate of labor costs to perform the work described in this quote. If the amount of labor needed to correct the issue can't be accomplished time allotted in this quote, West will contact the customer representative before performing additional labor. If the actual labor to perform the work is significantly less than the amount quoted, the final charge may be adjusted.
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- 4 The Project Survey is intended to identify any additional miscellaneous equipment or services required to ensure smooth installation and operation of the quoted system. Additional costs may be incurred upon completion of the Project Survey.
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5 **Comprehensive Project Management**

This is a service offered to partners that do not have a Project Manager assigned to the project, where West Safety Solutions, Corp's Comprehensive Project Management (CPM) provides a Project Manager that coordinates all project activity.

The CPM provides complete, end-to-end project management support and services that could include on-site support, project documentation, formal reporting, as well as coordination of deliveries both internally as well as with the partner and the end customer.

The CPM level of service includes all services in the basic level plus the following:

- Site survey is reviewed (or initiated and then reviewed) to verify that site and system environment are ready for installation
 - Scope of Work is completed (includes a Project Schedule of key dates)
 - Review system design
 - Site and/or network diagram are completed as required
 - 3rd Party contractors included in the sales order are contacted and managed
 - Project kick-off meeting is scheduled with the end customer and held via conference call or optionally on site
 - Comprehensive risk assessment and mitigation planning
 - Overall project coordination
 - Weekly project status meetings are scheduled, led and documented
 - Customer configuration for staging is collected and communicated
 - Equipment staging (if ordered) and shipping is managed"
 - Coordinate on-site delivery
 - Equipment receipt and inventory is validated
 - West Safety Solutions Corp. resources are scheduled and managed with project implementation and cut-over requirements
 - Maintain all project related communications and documentation
 - Complete Site Book for delivery to end customer at time of handover to service
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- Variable: Project Manager Presence on-site (with additional per day and travel cost components). This is typically required for project kickoff (if on-site), final site evaluation, and cut-over project management services

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- 6 **Software Subscription Service** provides the customer with access to software upgrades including new features. This offering only provides for the availability of the software. Installation and training (if needed) are not included. Any required hardware or operating system changes are also not included.

West Safety Solutions, Corp. will provide periodic software release bulletins to customers which announce and explain new feature releases for West Safety Solutions Corp. software. Customers may then request the new release or version from West Safety Solutions Corp. based on applicability of the release to customer's system. The customer is responsible for installation of all these releases, unless the On-Site Maintenance Service is purchased. If On-Site Maintenance has not been purchased and the customer prefers to have West Safety Solutions Corp. deploy a new release, West Safety Solutions Corp. will dispatch appropriate personnel to perform the upgrade on a mutually agreed upon date at West Safety Solutions Corp.'s then current prices for such services.

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- 7 **Software Protection and Remote Technical Support** is a coverage requirement with the purchase and ownership of West Safety Solutions Corp. CPE system equipment. The coverage requirement is effective after the expiration of the system warranty, but a purchase order for the service, for at least one year duration, is required at the time of any new system purchase.

Software Protection and Remote Technical Support cannot be deleted from quotes or system orders. Once a Software Protection and Remote Technical Support service contract is established for the site during system initial purchase, all items subsequently added to the site will not require an additional contract, but the acquisition of additional positions will increase the price of the services.

- a. For sites with one year coverage contracts, the increased price will be reflected in the quote at the next contract renewal point.
- b. For sites with multi-year agreements, the customer will be required to retract the remaining years of the original purchase order and issue a new purchase order for the remaining period covering the original system and new positions.

If a contract for Software Protection and Remote Technical Support expires without renewal, causing a lapse in coverage, the customer's access to the Support Center will be discontinued and a notification of services termination will be issued. Reinstatement of the lapsed coverage will require the following from the customer:

- a) Payment in full for the lapsed period at the prevailing per-seat rate
- b) Purchase of a new maintenance agreement (one-year or five-year)
- c) System Recertification fees in the form of a Class A inspection at \$1,500.00 per day plus related travel and expense charges.

Software Protection

This offering provides for the availability of software product updates. Installation and training (if needed) are not included. West Safety Solutions Corp. will publish periodic software release bulletins to customers which announce important product updates for West Safety Solutions Corp. software. Customers may then request the new update from West Safety Solutions Corp. based on applicability of the release to customer's system. Customer is responsible for installation of all these releases, unless the On-Site Maintenance Service is purchased. If On-Site Maintenance has not been purchased and the customer prefers to have West Safety Solutions Corp. deploy a new release, West Safety Solutions Corp. will dispatch appropriate personnel to perform the upgrade on a mutually agreed upon date at West Safety Solutions Corp.'s then current prices for such services.

Remote Technical Support

Support is provided by associates who specialize in the diagnosis and resolution of system performance issues. Remote Technical Support is available 24/7 through both a toll free hotline and a secure customer Internet portal. All service inquiries are tracked by a state-of-the-art CRM trouble ticket system that can be queried by customers through the online portal to obtain the most up-to-date status on their issues.

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- 8 **On-site Support Services** are primarily designed to assist with issues that require system expertise in troubleshooting and restoration at the customer's location.

On-site Support Services include travel costs and time and labor related to the service incident. Also included in the service are quarterly on-site preventative and routine maintenance reviews (four per year) of the customer's West Safety Solutions Corp. system. These maintenance visits can include the installation of routine updates to software. Training, configuration changes, reprogramming and system upgrade labor are not included in this offering, but are available for purchase.

On-Site Support Services options include the designation of a technician dedicated specifically to the customer's deployment(s), or alternately a non-dedicated resource available for use with other customers. West Safety Solutions Corp. may engage third-party vendors to provide the On-Site Support Services.

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- 9 **Hardware Protection Service** provides for the replacement of any non-operating West Safety Solutions Corp. provided hardware component, with the exception of monitors. This offering only provides for the replacement of the hardware item. Installation services and training (if needed) are not included. This service does not cover items where warranty has been voided due to abuse, Force Majeure or other actions.

When the West Safety Solutions Corp. Technical Support Center concludes that an item is non-operational, a fully functioning new or refurbished unit will be shipped to the customer. This unit will then become the property of the customer and will restore the functionality of the non-working item, but it may not be the exact same model as the original. The shipment of the replacement item will

include a pre-printed shipping label used for the return of the nonworking item from the customer.

- 10** All optional modules in this quote have been priced under the assumption that they will be purchased and installed concurrently with the base system. If these modules are to be installed at a later date, additional travel & living expenses will apply.

Unless otherwise stated in this quotation, Installation, Training, Project Management, and Maintenance services have not been included for optional modules. Once the customer has finalized their configuration, a revised quotation will be provided with equipment and services costs revised as necessary.

Terms

VENDOR NAME West Safety Solutions Corp
1601 Dry Creek Drive
Longmont, CO 80503

Include quote number and customer EIN/Tax Identification Number on P.O.

SUBMIT P.O. ordermanagement.safetyservices@west.com

PRICING All prices are in USD
Taxes, if applicable, are extra.
Shipping charges are extra unless specified on the quote.

SHIPPING TERMS FCA (Montreal), INCOTERMS 2010

PAYMENT Per HGAC Contract EC07-16

DELIVERY TBD

VALIDITY Quote is valid for **120 Days**. However, part numbers beginning with Q, such as QXXXXX, constitute unique third-party components. These components, including model and price, (i) may be subject to change at any time; and (ii) are non-cancellable, non-refundable, and non-exchangeable at any time.

Revision History

Revision Level	Proposal Writer	Notes	Date Revised
1	DRICHMOND	Original	June 10, 2016
2	JDILLON	v2 – reduce to 4 positions, add PRI line	September 20, 2016
3	RSOOR	Quote Refresh	January 03, 2017
4	RSOOR	Quote Refresh	April 17, 2017
5	JDILLON	v5 – Update Power Station G3 and C-Blades, add 2 positions	August 03, 2017
6	JDILLON	v6 - Remove Monitors, Power Metrics, UPS, Laser Printer, Refresher training. Update Maintenance to 7 years.	September 14, 2017
7	DRICHMOND	remove second screen kit from A9C	October 25, 2017
7	DRICHMOND	Remove genovation keypads and cabling from Base; remove A-V, Sentry, and IP-ALI sets from Options	October 25, 2017
8	RCRAWFORD	Removed unneeded KVM. Added optional TXT29-1-1 and fixed pricing for the next gen Power Stations.	November 09, 2017
8	RCRAWFORD	Change of plan. Needs to be a fully functioning PSAP, separated into a new location.	November 14, 2017
8	RCRAWFORD	Also included at the time of FOA: 2 912716/24 LAN Switches, and 1 P10114/D Data Backup - Desktop. Therefore not included on this quote.	November 13, 2017
8	RCRAWFORD	Per Nicole: Add 1 softswitch card for a total of 2. Remove KVM, not needed. Add a monitor. Add 2 four post shelves	November 14, 2017

(E10787).

8

RCRAWFORD

Site only requires the addition of 2 new November 13, 2017
Power Stations. FOA earlier this year
included at no cost: 5 Power Stations, 1
C-Blade - VIPER Primary Application
Server, 1 C-Blade - VIPER Secondary
Application Server, 2 C-Blade - VIPER
Softswitch, C-Blade - Power 911 DB
Server, 1 C-Blade Image - VIPER, 1 C-
Blade Image - Windows