



Part One: Cost Summary Sheet

Is the any software included with this proposal to be sold as a site license or will additional user licenses be required every time a user or user workstation is added to the system? Site Licenses

What is the cost of the telephone, components, hardware and software for proposed system? The total cost of the system, hardware, implementation, training and support is depicted below.

This pricing reflects our analysis and assumptions relating to your current environment, desired end-state and preferences. Our team will work with you to analyze our assumptions in the event that pricing is not in line with expectations.

The solution being proposed is the same solution we have implemented at other locations. However, at this time we only have one deployment local to Gordon County and none in Georgia. **As a result, we are offering a 20% Georgia early-adopter discount.**

Gordon County, GA	Qty	One-Time Setup	Year 1 Warranty	Year 2 Annual	Year 3 Annual	Year 4 Annual	Year 5 Annual
Evolution911™ NG9-1-1 Multi-Media User Interface Concurrent license	6	\$76,699	\$4,812	\$4,932	\$5,055	\$5,182	\$5,311
Call-Taking Workstation Position Components with EvolutionNOC™ Monitor/Manage	6	\$9,599	\$6,611	\$6,776	\$6,946	\$7,119	\$7,297
LAN Environment with EvolutionNOC™ Monitor/Manage: 2xLSS, 2xSwitches, 2xCAMA PIF Gateways. Note: Only call path critical elements are monitored.	1	\$54,279	\$9,405	\$10,523	\$9,881	\$11,011	\$10,381
Pre-discount pricing		\$140,578	\$20,828	\$22,232	\$21,882	\$23,313	\$22,990
20% early adopter discount		\$28,116	\$4,166	\$4,446	\$4,376	\$4,663	\$4,598
Post discount pricing to Gordon County, GA		\$112,462	\$16,662	\$17,785	\$17,506	\$18,650	\$18,392

The pricing shown above includes the across-the-board 20% discount on all items resulting in a five- year total cost of ownership of \$201,458. Evolution911™ licenses are provided at \$4,560 per license, a discount of 20% from the list price of \$5,700.



Will the County be expected to purchase any other hardware, components or software in order to have a fully functional system as proposed? Probably not. Our reading of your RFP led us to conclude you already possessed a number of peripheral components (items usually present within a PSAP and not directly related to this procurement) and each is in working condition. These items include):

- ✓ UPS protected power to each workstation and the system rack that comes with the solution
- ✓ Off-the-shelf software such as virus protection
- ✓ A printer
- ✓ A recorder
- ✓ Headsets with a quick connect base. (Gordon County is responsible for maintenance and support of the headset kits and the purchase of any additional headsets needed for each call-taker.
- ✓ Standard network cabling between the workstations and the Synergem equipment rack. (Workstation wiring is not included in the Synergem proposal. Intent is to reuse exiting cabling)

If you do not already possess these items, an additional purchase would be required. If Gordon County would prefer that Synergem procure any of these items on their behalf we would be happy to do so

Our solution will come with a standard 42 unit enclosed equipment rack (600mm x 1070mm) and there must be room for this rack and any existing system rack through system cutover.

If yes to additional hardware, components or software – list them on another sheet and include with proposal. See above.

Is training cost included in the initial cost of the system? Included

If no to training included - what is the cost of training? N/A

What is the annual cost for support, maintenance, and updates? See the pricing chart above. The average annual cost is \$17,799

Is the annual cost for support, maintenance, and updates fixed for 5 years? Yes

If not the same cost of first five years support, maintenance and updates – define prices for each of the first 5 years. The cost varies per year and those charges are included in the chart above.

Does the vendor have an additional migration cost and if so what is it? There is no additional migration cost from your prior system to the system we are proposing.



Are all updates to the software included in the support program or will some be additional cost? Included

If updates are not included in support – what is the price for updates? N/A

Will the vendor charge the county anything else related to installing the system? No

How many hours of county personnel time are normal for a county such as ours to spend on migrating and set up for this new system? Outside of training, there is very little burden put on county personnel in the deployment process. We ask for engagement up front as we walk through the process to confirm expectations and specifications to create the Functional Specifications and Project Plan with you. Roughly one month prior to cutover we hold a webinar/conference call to go over training and training content to validate the training process with your staff. On the days surrounding cutover we will need some support in terms of access being provided, and we do ask that a member of your staff is available during testing so that you can validate the testing, but that is not required.

How many hours county personnel time are normal for a county such as ours to spend on training for this new system? Our standard training consists of 30 to 90 minutes of pre-course content (webinars) and between 2 and 4 hours (depending on your preferences) of in class training per individual. For administrative staff there is additional training up to 4 hours depending on role.

Is lease purchase available for this system? Yes

If a lease purchase is available detail the pricing and terms.

Synergem understands the funding pressures impacting emergency response agencies and can provide assistance in developing a financial plan that helps agencies meet all their operational needs. There are several alternatives, including some that have no “up front” payment to a more “front-loaded”.

In your case, we believe tax-exempt municipal leasing is an attractive option that you should consider. Although the IRS calls it a lease, this is really an installment contract between a lender or lessor, usually a major bank, and the borrower or lessee (The agency). STI facilitates completion of contract negotiations. Lessee owns all hardware and third-party software.

The following example describes a municipal tax exempt lease subject to annual appropriation. This is not an offer but merely an estimate of what a client with good credit might expect if



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closing were today, 10/16/15. Financing is contingent upon the lessee's compliance with the terms and conditions established by SunTrust Equipment Leasing Inc. The actual interest rate a client can expect is based on credit worthiness and market conditions at closing.

Term	Principa l	Fees	Total Leased	APR	Annual Payment	Total Paid Over Term	Interest and Fees Paid over Term	Effective Rate on Declining Balance
Five (5) years in arrears	\$201,458	\$1,511	\$202,969	2.46%	\$43,638	\$218,192	\$16,734	1.66%
Five (5) years in advance	\$201,458	\$1,511	\$202,969	2.30%	\$42,278	\$211,392	\$9,934	1.55%

Notes:

1. For payment in arrears plan, first payment is due one year from closing with subsequent annual payments on succeeding anniversaries.
2. For payment in advance, first payment is due at closing with subsequent annual payments on succeeding anniversaries.
3. Effective rate is actual rate of interest over term.
4. Contract is between lessor and customer. STI is not a signatory.
5. Customer owns assets at closing.

Some other points to consider about tax-exempt municipal leasing options:

1. Terms vary (five years is common), and payments can be made monthly, quarterly or annually paid in arrears or in advance.
2. A lessee immediately owns the leased property placing an important asset on a community's balance sheet. Lease payments are an operational expense and no balance sheet liability is created. This can enhance bond ratings.
3. Leases can include system design, software/hardware, the cost of installation, training, extended maintenance and other associated costs such as taxes.
4. At closing, the bank places the funds in escrow. The lessee can then pay vendors as he wishes.



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5. Interest is charged on a declining balance making the “effective” interest rate or ER the key decision factor. The ER is the actual interest paid over term and it differs from the face rate. A five-year lease paid in arrears with a face rate of 2.3% actually has an effective rate of 1.35%.
6. Leases contain an “appropriation” clause that avoids compelling a council to obligate its successor to a funding initiative.

AT&T Solacom

8.0 Cost Summary Sheet

Is there any software included with this proposal to be sold as a site license or will additional user licenses be required every time a user or user workstation is added to the system? Additional user licenses will be required

What is the cost of the telephone, components, hardware and software for proposed system? \$151,581.11

Will the County be expected to purchase any other hardware, components or software in order to have a fully functional system as proposed? No

If yes to additional hardware, components or software – list them on another sheet and include with proposal.

Is training cost included in the initial cost of the system? Yes

If no to training included - what is the cost of training? _____

What is the annual cost for support, maintenance, and updates? \$19,050.00

Is the annual cost for support, maintenance, and updates fixed for 5 years? Yes

If no same cost of first five years support, maintenance and updates – define prices for each of the first 5 years. _____

Does the vendor have an additional migration cost and if so what is it? No

Are all updates to the software included in the support program or will some be additional cost? All software is included. Cost for Professional services may be incurred.

If updates are not included in support – what is the price for updates? _____

Will the vendor charge the county anything else related to installing the system? No

How many hours of county personnel time are normal for a county such as ours to spend on migrating and set up for this new system? Data not available.

How many hours county personnel time are normal for a county such as ours to spend on training for this new system? 4 hours for Call Takers (8 per class). 14 Hours for administrators

Is lease purchase available for this system? Yes

If a lease purchase is available detail the pricing and terms. AT&T Capital can finance the purchase over 60 months at the prevailing interest rate.

1 Cost Summary Sheet

Is the software included with this proposal to be sold as a site license or will additional user licenses be required every time a user or user workstation is added to the system? Additional user licenses will be required

What is the cost of the telephone, components, hardware and software for proposed system?
\$154,121.22 for year one without options

Will the County be expected to purchase any other hardware, components or software in order to have a fully functional system as proposed? No

If yes to additional hardware, components or software – list them on another sheet and include with proposal.

Is training cost included in the initial cost of the system? Yes

If no to training included - what is the cost of training? _____

What is the annual cost for support, maintenance, and updates? Included the first year. Total of \$18,546.00 for each year following.

Is the annual cost for support, maintenance, and updates fixed for 5 years? Yes. There is an option for discounted pre-payment for years 2-5: \$24,580.50 for hardware, \$28,092.00 for software, and \$16,000.00 for on-site service and support.

If no same cost of first five years support, maintenance and updates – define prices for each of the first 5 years.

Does the vendor have an additional migration cost and if so what is it? No Additional Costs

Are all updates to the software included in the support program or will some be additional cost?
Software Updates are included as part of the annual support program after the first year as defined above.

If updates are not included in support – what is the price for updates? _____

Will the vendor charge the county anything else related to installing the system? No

How many hours of county personnel time are normal for a county such as ours to spend on migrating and set up for this new system? Minimal, 4 hours average for pre-deployment walkthrough and data gathering.

How many hours county personnel time are normal for a county such as ours to spend on training for this new system? Two hours for Dispatch Operators and four hours for Administrators

Is lease purchase available for this system? Yes

If a lease purchase is available detail the pricing and terms. Please refer to attached lease option.



GeoConex Corporation
 6923 Maynardville Pike
 PMB# 109
 Knoxville, TN 37918

Proposal

Date	Estimate #
10/23/2015	3226

Name / Address
Gordon County GA E-911 Debbie Vance 100 Nine One One Blvd. Calhoun, GA 30701

Rep	Account #	Project

Item	Description	Qty	Cost	Total
ZETRON/3300TelSys/...	ZETRON MAX E911 6 Position Telephone System MAX Call-Taking Call Controller Bundle - 1 24 Port POE 10/100/1000 Rack Mount Switch Includes 2 1000BASE-T. - 2 MAX Call Taking Gateway, 12 Port CAMA (Patton) - 2 MAX Call Taking Gateway, 24 Ch PRI - 1 MAX Call Taking Gateway, 12 port FXO - 2 MAX 3 Color Audible Stack Light - 1 MOXA IP to serial converter - 4 MAX Call-Taking Workstation License - 6 MAX Call-Taking TDD License - 6 MAX Call-Taking Event Recall (IRR) License - 6 ZETRON MAX Call Taking Base PBX System - PBX Telephone System ZETRON MAX Call-Taking PBX SIP Phone License - 3 SIP Enabled Phone - 3 Max Call-Taking IVR License - 1	1	175,975.00	175,975.00 0.00
ZETRON/MaxMIS/9.1....	905-0477 - ZETRON MAX Call-Taking Management Information System Software	1	5,400.00	5,400.00
ZETRON/Inst/ALICon/...	Installation service for ZETRON ALI 911 phone system	12	950.00	11,400.00
ZETRON/Training/01....	Onsite Training on ZETRON System	2	950.00	1,900.00
T&E/T&E/N/STANDR/...	Travel and Lodging Expenses	12	200.00	2,400.00
	Subtotal			197,075.00
	PC Hardware			0.00
HDW/RACK/S/4postC...	Four Post Rack Cabinet, U2 Shelf Tray, Wiring Manager	1	1,422.00	1,422.00
HDW/WKS/HPZ230SFF	HP Z230 SFF Workstation w/ 240W 92% Efficient Chassis, Genuine Windows 7 Professional, Intel® i7 Processor, 8GB (2x4GB) DDR3-1600 nECC RAM, Graphics to support up to 3 monitors, HP SATA 7200 1st Hard Drive, 16X DVD+/-RW SuperMulti SATA (1st), HP USB Standard Keyboard, HP USB optical scroll mouse, 3 years parts, 3 years labor, & 3 years onsite service (3/3/3) standard warranty.	7	1,187.95	8,315.65
HDW/MON/HPZ22i/1....	HP Z22i 21.5-inch IPS Display, 1920x1080 with DVI-D; VGA; DisplayPort connector (HDCP support on DisplayPort and DVI-D), 3/3/3 warranty	7	252.36	1,766.52
SFT/NORT/CORP11.0	Norton Anti-Virus Corporate Edition v12.0 10 user server and workstation	1	347.05	347.05
HDW/Firewall/TZ215/8...	SonicWall TZ 215	1	845.00	845.00
HDW/FIREWAL/CGS/...	SonicWall Comprehensive Gateway Security Suite (3 years)	1	875.00	875.00
HDW/MSC/OTHER/01...	Other network supplies	1	300.00	300.00
HDW/SHP/SHIPPING/...	Shipping	1	1,175.00	1,175.00

Total

Phone #	Fax #
865.686.0411	865.686.0046

Customer Signature



GeoConex Corporation
 6923 Maynardville Pike
 PMB# 109
 Knoxville, TN 37918

Proposal

Date	Estimate #
10/23/2015	3226

Name / Address
Gordon County GA E-911 Debbie Vance 100 Nine One One Blvd. Calhoun, GA 30701

Rep	Account #	Project

Item	Description	Qty	Cost	Total
	Subtotal			15,046.22
	Subtotal Hardware			212,121.22
One Time Discount	Zetron and GeoConex One time discount		-58,000.00	-58,000.00
	Options			

Total \$154,121.22

Phone #	Fax #
865.686.0411	865.686.0046

Customer Signature _____



GeoConex Corporation
 6923 Maynardville Pike
 PMB# 109
 Knoxville, TN 37918

Proposal

Date	Estimate #
10/23/2015	3227

Name / Address
Gordon County GA E-911 Debbie Vance 100 Nine One One Blvd. Calhoun, GA 30701

Rep	Account #	Project

Item	Description	Qty	Cost	Total
	Max Call Taking Options			
ZETRON/iCOMMMod...	iCOMM IC6911S Modem for use with E-911 phone systems	2	975.00	1,950.00
HDW/UPS/S/TRIPP15...	Tripp-Lite SmartPro 1500RM2U UPS - AC 120 V, 1kW, 1500 VA, 8 outputs, rack mount for Server	2	578.64	1,157.28
HDW/UPS/W/TRIPP1...	Tripp-Lite Smart UPS 1500XLCD for Workstation	7	310.15	2,171.05
HDW/MON/HPE231/8...	HP EliteDisplay S230tm 23-inch Touch Monitor	6	379.08	2,274.48
	Extended Service and Hardware Warranty Options			0.00
ZETRON/MAXCTWar/...	Annual Cost - Hardware Warranty on ZETRON MAX - 1 Year	1	7,023.00	7,023.00
ZETRON/MAXCTWar/...	Annual Cost - Hardware Warranty on ZETRON MAX - Years 2-5 total	1	24,580.50	24,580.50
ZETRON/MAXCTWar/...	Annual Cost - Software Warranty on ZETRON MAX - 1 Year	1	7,023.00	7,023.00
ZETRON/MAXCTWar/...	Annual Cost - Software Warranty on ZETRON MAX - Years 2-5 total	1	28,092.00	28,092.00
ZETRON/MAXCTWar/...	Annual Cost - Onsite Service by GeoConex on ZETRON MAX - 1 Year	1	4,500.00	4,500.00
ZETRON/MAXCTWar/...	Annual Cost - Onsite Service by GeoConex on ZETRON MAX - Years 2 - 5 total	1	16,000.00	16,000.00

Total ~~62,548.83~~

Phone #	Fax #
865.686.0411	865.686.0046

Customer Signature _____



capital innovations

equipment financing

626 Jacksonville Road, Suite 125
Warminster, Pa 18974
(800) 635-3273 Toll Free
(888) 810-4200 facsimile

October 23, 2015

Municipal Lease-Finance Quote prepared especially for:

Gordon County, GA

We appreciate the opportunity to provide you with a quote for municipal lease-financing in conjunction with GeoConex. The following payments are for budgetary purposes only.

Project Cost: \$154,121.22

Options:

60 monthly payments of \$2,837.68 due in arrears (3.9%)

Document Fee: \$595.00

Escrow Fee: \$950.00 (if applicable)

This Transaction must be designated as tax-exempt under section 103 of the Internal Revenue Code of 1986 as amended. We are able to include documentation and escrow fee in financing or may be paid separately. Please contact your representative for more information.

Lessee total amount of Tax Exempt debt to be issued in this calendar year will not exceed the \$10,000,000 limit. If that amount exceeds \$10,000,000 please request alternative pricing.

This is a proposal only and is not a commitment to finance. This proposal is subject to review and approval of execution of mutually acceptable documentation. This quote is valid for 14 days from 08/25/2015.

Please contact me at (877) 725-3100 with any questions or if you would like us to alter the structure in any way. We look forward to working with you.

Thank you,

Stuart G. Brown
President/CEO

cc:file

Base Solution Cost

Proposal Date 10/21/15

Qty	Description	Unit Price	Extended Price
1	CENTRAL EQUIPMENT		
1	Updated Guardian Configurator		
1	Guardian Controller License	\$16,285.94	\$16,285.94
1	25U 4-Post Rack Kit	\$921.82	\$921.82
1	USB Keyboard, Mouse, 19.5" Monitor	\$225.65	\$225.65
1	8-Ports Serial to 100BT Converter	\$1,143.06	\$1,143.06
2	LD VOIP Card for APP Server PCIe Slot	\$5,103.95	\$10,207.90
1	MIS Base for Guardian Controller	\$1,579.99	\$1,579.99
1	Common Network Equipment		
2	Managed 24 Port 100BT Switch - DLink	\$404.15	\$808.30
1	Managed 24 Port 100BT POE Switch - DLink	\$861.54	\$861.54
2	Emergency Gateway to Legacy SR (4 FXS)	\$742.00	\$1,484.00
2	Gateway to Legacy POTS Line (4 FXO)	\$682.71	\$1,365.42
1	Standard Simplex Firewall	\$393.11	\$393.11
1	- Customer provided ups and netclock - site prep and cabling provided by frontier		
1	GUARDIAN CALL TAKER POSITIONS		
1	Updated PSAP & Accessories		
4	Guardian Call Taker Position License	\$7,838.24	\$31,352.96
2	Guardian Backup Call Taker Pos License	\$4,014.71	\$8,029.42
6	Standard Monitor 23.5 Inches	\$240.88	\$1,445.28
6	Dual IRR Recording Software License- 911	\$586.35	\$3,518.10
6	Position Audio Controller II w/ Jack Box	\$1,885.88	\$11,315.28
6	Genovation Keypad- 24 Buttons, 6' Cable	\$112.00	\$672.00
6	MIS Position License for Guardian	\$94.80	\$568.80
1	>Customer provided headsets and handsets; there are 11 existing phones at various locations.		
1	Admin Phone System		
1	Updated PSAP & Accessories		
1	PBX and Media Kit	\$680.66	\$680.66
3	Enhanced IP Phone	\$287.08	\$861.24
1	>Includes Voicemail on each and Interactive Voice Response on each phone.		
1	PROFESSIONAL SERVICES		
1	Installation Services		
1	Travel and Living Expenses - First Day	\$2,000.00	\$2,000.00
6	Travel and Living Expenses- Daily	\$300.00	\$1,200.00
6	Installation Services - Daily Rate	\$1,529.41	\$7,647.05
1	TRAINING		
1	Training Selection		
1	Travel and Living Expenses - First Day	\$2,000.00	\$2,000.00
5	Travel and Living Expenses- Daily	\$300.00	\$900.00
4	Call-Taker Course - 8 Students - 1/2 Day	\$705.88	\$2,117.64
2	Admin Training - 4 Students - 1 Day	\$1,411.76	\$1,411.76
1	MIS Installation and Training	\$2,294.12	\$2,294.12

1	Cut-Over Coaching - 2 Days	\$2,823.53	\$1,411.77
1	WARRANTY / MAINTENANCE		
1	Annual Guardian Hardware Support Year 1		
6	Position Software Support Year 1	\$1,529.41	\$9,176.46
1	Shipping and Handling Charges	\$1,834.12	\$1,834.12
1	24 Port Patch Panel Cat 6	\$159.60	\$159.60
9	JACK SURFACE MOUNT 4 PROT WHITE	\$6.32	\$56.86
15	JACK MOD INSERT CAT 6 RJ45 WHITE	\$1.73	\$25.94
21	JACK BLANK INSERT WHITE	\$0.67	\$14.08
1	Bulk Hook and Loop roll black	\$41.12	\$41.12
1	23/24 CM cat6, red jacket per 1000'	\$281.53	\$281.53
15	4pr/24 D/E stranded cat6 568A/B 3'red	\$4.60	\$69.00
1	Small Site ADMIN / MIS Server	\$3,245.22	\$3,245.22
1	<i>>Includes 5 Years Manufacturer's Maintenance with 4 Hour Onsite Support</i>		
2	Small Site PSAP Application Server	\$3,948.00	\$7,896.00
1	<i>>Includes 5 Years Manufacturer's Maintenance with 4 Hour Onsite Support</i>		
6	Standard Position PC	\$1,320.12	\$7,920.71
1	<i>>Includes 5 Years Manufacturer's Maintenance with 4 Hour Onsite Support</i>		
	Material Summary	\$145,423.44	
	Labor, Misc., Warranty, Freight	\$14,363.41	
	Project Total Investment	\$159,786.85	

Solution Base Cost Plus 5year Maintenance Upfront
 Proposal Date 10/21/15

Qty	Description	Unit Price	Extended Price
1	CENTRAL EQUIPMENT		
1	Updated Guardian Configurator		
1	Guardian Controller License	\$16,285.94	\$16,285.94
1	25U 4-Post Rack Kit	\$921.82	\$921.82
1	Small Site ADMIN / MIS Server	\$3,245.22	\$3,245.22
2	Small Site PSAP Application Server	\$3,948.00	\$7,896.00
1	USB Keyboard, Mouse, 19.5" Monitor	\$225.65	\$225.65
1	8-Ports Serial to 100BT Converter	\$1,143.06	\$1,143.06
2	LD VOIP Card for APP Server PCIe Slot	\$5,103.95	\$10,207.90
1	MIS Base for Guardian Controller	\$1,579.99	\$1,579.99
1	COMMON NETWORK EQUIPMENT		
2	Managed 24 Port 100BT Switch - DLink	\$404.15	\$808.30
1	Managed 24 Port 100BT POE Switch - DLink	\$861.54	\$861.54
2	Emergency Gateway to Legacy SR (4 FXS)	\$742.00	\$1,484.00
2	Gateway to Legacy POTS Line (4 FXO)	\$682.71	\$1,365.42
1	Standard Simplex Firewall	\$393.11	\$393.11
1	> Customer Provided Ups And Netclock - Site Prep And Cabling Provided By Frontier		
1	GUARDIAN CALL TAKER POSITIONS		
1	Updated PSAP & Accessories		
4	Guardian Call Taker Position License	\$7,838.24	\$31,352.96
2	Guardian Backup Call Taker Pos License	\$4,014.71	\$8,029.42
6	Standard Position PC	\$1,320.12	\$7,920.72
6	Standard Monitor 23.5 Inches	\$240.88	\$1,445.28
6	Dual IRR Recording Software License- 911	\$586.35	\$3,518.10
6	Position Audio Controller II w/ Jack Box	\$1,885.88	\$11,315.28
6	Genovation Keypad- 24 Buttons, 6' Cable	\$112.00	\$672.00
6	MIS Position License for Guardian	\$94.80	\$568.80
1	> Customer provided headsets and handsets; there are 11 existing phones at various locations.		
1	Admin Phone System		
1	Updated PSAP & Accessories		
1	PBX and Media Kit	\$680.66	\$680.66
3	Enhanced IP Phone	\$287.08	\$861.24
1	>Includes Voicemail on each and Interactive Voice Response on each phone.		
1	PROFESSIONAL SERVICES		
1	Installation Services		
1	Travel and Living Expenses - First Day	\$2,000.00	\$2,000.00
6	Travel and Living Expenses- Daily	\$300.00	\$1,200.00
6	Installation Services - Daily Rate	\$1,529.41	\$7,647.05
1	TRAINING		
1	Training Selection		
1	Travel and Living Expenses - First Day	\$2,000.00	\$2,000.00

5	Travel and Living Expenses- Daily	\$300.00	\$900.00
4	Call-Taker Course - 8 Students - 1/2 Day	\$705.88	\$2,117.64
2	Admin Training - 4 Students - 1 Day	\$1,411.76	\$1,411.76
1	MIS Installation and Training	\$2,294.12	\$2,294.12
1	Cut-Over Coaching - 2 Days	\$2,823.53	\$1,411.77
1	WARRANTY / MAINTENANCE		
1	Annual Guardian Hardware Support Year 1		
1	Shipping and Handling Charges	\$1,834.12	\$1,834.12
1	24 Port Patch Panel Cat 6	\$159.60	\$159.60
9	JACK SURFACE MOUNT 4 PROT WHITE	\$6.32	\$56.86
15	JACK MOD INSERT CAT 6 RJ45 WHITE	\$1.73	\$25.94
21	JACK BLANK INSERT WHITE	\$0.67	\$14.08
1	Bulk Hook and Loop roll black	\$41.12	\$41.12
1	23/24 CM cat6, red jacket per 1000'	\$281.53	\$281.53
15	4pr/24 D/E stranded cat6 568A/B 3'red	\$4.60	\$69.00
1	Active Remote Monitoring - Setup	\$4,172.94	\$4,172.94
6	Active Remote Monitoring per Pos (1Yr)	\$505.88	\$3,035.29
6	Active Remote Monitoring per Pos (Yr2)	\$505.88	\$3,035.29
6	Active Remote Monitoring per Pos (Yr3)	\$505.88	\$3,035.29
6	Active Remote Monitoring per Pos (Yr4)	\$505.88	\$3,035.29
6	Active Remote Monitoring per Pos (Yr5)	\$505.88	\$3,035.29
1	First year of Hardware is covered		
1	Annual Hardware Support Years 2 to 5	\$5,082.06	\$5,082.06
6	Position Software Support Years 1 to 5	\$5,505.88	\$33,035.28
	Material Summary		\$193,713.73
	Labor,Misc.,Warranty,Freight		\$18,988.06
	Project Total Investment		\$212,701.80

Base Solution Plus 1 Year Monitoring Price

Proposal Date 10/21/15

Qty	Description	Unit Price	Extended Price
1	CENTRAL EQUIPMENT		
1	Updated Guardian Configurator		
1	Guardian Controller License	\$16,285.94	\$16,285.94
1	25U 4-Post Rack Kit	\$921.82	\$921.82
1	USB Keyboard, Mouse, 19.5" Monitor	\$225.65	\$225.65
1	8-Ports Serial to 100BT Converter	\$1,143.06	\$1,143.06
2	LD VOIP Card for APP Server PCIe Slot	\$5,103.95	\$10,207.90
1	MIS Base for Guardian Controller	\$1,579.99	\$1,579.99
1	Common Network Equipment		
2	Managed 24 Port 100BT Switch - DLink	\$404.15	\$808.30
1	Managed 24 Port 100BT POE Switch - DLink	\$861.54	\$861.54
2	Emergency Gateway to Legacy SR (4 FXS)	\$742.00	\$1,484.00
2	Gateway to Legacy POTS Line (4 FXO)	\$682.71	\$1,365.42
1	Standard Simplex Firewall	\$393.11	\$393.11
1	<i>> Customer provided headsets and handsets; there are 11 existing phones at various locations</i>		
1	ADMIN PHONE SYSTEM		
1	Updated PSAP & Accessories		
1	PBX and Media Kit	\$680.66	\$680.66
3	Enhanced IP Phone	\$287.08	\$861.24
1	- Includes Voicemail on each and Interactive Voice Response on each phone.		
1	Professional Services		
1	Installation Services		
1	Travel and Living Expenses - First Day	\$2,000.00	\$2,000.00
4	Travel and Living Expenses- Daily	\$300.00	\$1,200.00
5	Installation Services - Daily Rate	\$1,529.41	\$7,647.05
1	TRAINING		
1	Training Selection		
1	Travel and Living Expenses - First Day	\$2,000.00	\$2,000.00
3	Travel and Living Expenses- Daily	\$300.00	\$900.00
3	Call-Taker Course - 8 Students - 1/2 Day	\$705.88	\$2,117.64
1	Admin Training - 4 Students - 1 Day	\$1,411.76	\$1,411.76
1	MIS Installation and Training	\$2,294.12	\$2,294.12
1	Cut-Over Coaching - 2 Days	\$2,823.53	\$1,411.77
1	WARRANTY / MAINTENANCE		
1	Annual Guardian Hardware Support Year 1		
6	Position Software Support Year 1	\$1,529.41	\$9,176.46
1	Shipping and Handling Charges	\$1,834.12	\$1,834.12
1	MDF MATERIALS		
1	24 Port Patch Panel Cat 6	\$159.60	\$159.60
9	JACK SURFACE MOUNT 4 PROT WHITE	\$6.32	\$56.86
15	JACK MOD INSERT CAT 6 RJ45 WHITE	\$1.73	\$25.94
21	JACK BLANK INSERT WHITE	\$0.67	\$14.08

1	Bulk Hook and Loop roll black	\$41.12	\$41.12
1	23/24 CM cat6, red jacket per 1000'	\$281.53	\$281.53
15	4pr/24 D/E stranded cat6 568A/B 3'red	\$4.60	\$69.00
1	Small Site ADMIN / MIS Server >Includes 5 Years Manufacturer's Maintenance with 4 Hour Onsite Support	\$3,245.22	\$3,245.22
2	Small Site PSAP Application Server >Includes 5 Years Manufacturer's Maintenance with 4 Hour Onsite Support	\$3,948.00	\$7,896.00
6	Standard Position PC >Includes 5 Years Manufacturer's Maintenance with 4 Hour Onsite Support	\$1,320.12	\$7,920.71
1	Active Remote Monitoring - Setup	\$4,172.94	\$4,172.94
6	Active Remote Monitoring per Pos (1Yr)	\$505.88	\$3,035.28
Material Summary		\$152,631.66	
Labor, Misc., Warranty, Freight		\$14,363.42	
Project Total Investment		\$166,995.09	

Spare Parts			
Proposal Date 10/21/15			
Qty	Description	Unit Price	Extended Price
2	Gateway to Legacy POTS Line (4 FXO)	\$682.71	\$1,365.42
1	Emergency Gateway to Legacy SR (4 FXS)	\$742.00	\$742.00
1	Position Audio Controller II w/ Jack Box	\$1,885.88	\$1,885.88
1	Enhanced IP Phone	\$287.08	\$287.08
1	2 Prong Noise Cancelling Handset 6 Wires	\$90.59	\$90.59
1	Dual Prong Mono Headset w/PTT	\$237.85	\$237.85
TOTAL CUSTOMER VALUE			\$3,243.40
** Spare Parts – NO CHARGE – Local Frontier Gordon County Parts Service Inventory			

Mapping and Texting

Proposal Date 10/21/15

Qty	Description	Unit Price	Extended Price
1	TEXTING INBOUND ONLY		
1	Installation Services - Daily Rate	\$1,529.41	\$1,529.41
6	Solacom System Engineering- 1 Day Remote	\$1,905.88	\$11,435.28
1	TCC to Controller Setup	\$794.12	\$794.12
1	Text-to-911 Install- Per PSAP	\$2,064.71	\$2,064.71
6	Annual Text-to-911 MSRP Per 10K Pop.	\$557.47	\$3,344.82
1	TEXTING OUTBOUND ONLY		
1	Guardian Outbound SMS Base License	\$897.65	\$897.65
6	Guardian Outbound SMS Position License	\$191.18	\$1,147.06
1	SMS Gateway 1 Port	\$681.95	\$681.95
1	Mapping Sync Software License	\$3,479.41	\$3,479.41
1	Annual Maintenance Per Server 1 Year	\$569.41	\$569.41
6	Map Sync Position Software License	\$218.24	\$1,309.44
6	Annual Maintenance Per Position 1 Year	\$28.24	\$169.44
1	NON SYNC MAPPING		
6	Standard Map Position Software License	\$3,294.12	\$19,764.72
6	Annual Maintenance Per Position 1 Year	\$590.59	\$3,543.54
1	>Notes: Non sync means each Workstation has mapping software and are updated separately		
Material Summary			\$50,730.96
Labor, Misc., Warranty, Freight			\$27.22
Project Total Investment			\$50,758.18

Optional PSAP Product Pricing
Proposal Date 10/21/15

Qty	Description	Unit Price	Extended Price
1	OPTIONAL UPS		
1.00	KVM (Keyboard,Video,Mouse) Switch 4Ports	\$1,248.47	\$1,248.47
2	Rackmount 1500VA UPS + Power Conditioner	\$2,556.04	\$5,112.08
1	42U Cabinet for Small System	\$1,866.94	\$1,866.94
1	OPTIONAL EQUIPMENT FOR POSITIONS		
6	2 Prong Noise Cancelling Handset 6 Wires	\$90.59	\$543.54
6	Dual Prong Mono Headset w/PTT	\$237.85	\$1,427.10
6	Supplemental/Supervisor Jackbox	\$355.76	\$2,134.56
6	Touch Monitor 24 Inches	\$423.36	\$2,540.16
6	900VA UPS (Position UPS)	\$128.47	\$770.82
6	Guardian Responder Add-on	\$191.18	\$1,147.08
6	Enhanced IP Phone	\$287.08	\$1,722.48
1	OPTIONAL MAPPING		
1	Mapping Sync Software License	\$3,479.41	\$3,479.41
1	Annual Maintenance Per Server 1 Year	\$569.41	\$569.41
1	Annual Maintenance Per Server Year 2	\$569.41	\$569.41
1	Annual Maintenance Per Server Year 3	\$569.41	\$569.41
1	Annual Maintenance Per Server Year 4	\$569.41	\$569.41
1	Annual Maintenance Per Server Year 5	\$569.41	\$569.41
6	Standard Map Position Software License	\$3,294.12	\$19,764.72
6	Annual Maintenance Per Position 1 Year	\$590.59	\$3,543.54
6	Annual Maintenance Per Position Year 2	\$590.59	\$3,543.54
6	Annual Maintenance Per Position Year 3	\$590.59	\$3,543.54
6	Annual Maintenance Per Position Year 4	\$590.59	\$3,543.54
6	Annual Maintenance Per Position Year 5	\$590.59	\$3,543.54
6	Map Sync Position Software License	\$218.24	\$1,309.44
6	Annual Maintenance Per Position 1 Year	\$28.24	\$169.44
6	Annual Maintenance Per Position Year 2	\$28.24	\$169.44
6	Annual Maintenance Per Position Year 3	\$28.24	\$169.44
6	Annual Maintenance Per Position Year 4	\$28.24	\$169.44
6	Annual Maintenance Per Position Year 5	\$28.24	\$169.44
1	OPTIONAL TEXTING INBOUND		
1	Installation Services - Daily Rate	\$1,529.41	\$1,529.41
6	Solacom System Engineering- 1 Day Remote	\$1,905.88	\$11,435.28
1	TCC to Controller Setup	\$794.12	\$794.12
1	Text-to-911 Install- Per PSAP	\$2,064.71	\$2,064.71
6	Annual Text-to-911 MSRP Per 10K Pop.	\$557.47	\$3,344.82
1	OPTIONAL TEXTING OUTBOUND		
1	Guardian Outbound SMS Base License	\$897.65	\$897.65
6	Guardian Outbound SMS Position License	\$191.18	\$1,147.08
1	SMS Gateway 1 Port	\$681.95	\$681.95

1	OPTIONAL MANAGED SERVICE		
1	Active Remote Monitoring - Setup	\$4,172.94	\$4,172.94
6	Active Remote Monitoring per Pos (1Yr)	\$505.88	\$3,035.29
6	Active Remote Monitoring per Pos (Yr2)	\$505.88	\$3,035.29
6	Active Remote Monitoring per Pos (Yr3)	\$505.88	\$3,035.29
6	Active Remote Monitoring per Pos (Yr4)	\$505.88	\$3,035.29
6	Active Remote Monitoring per Pos (Yr5)	\$505.88	\$3,035.29
6	Anti-Virus Management per Pos - 1 year	\$176.47	\$1,058.82
6	OS management - 1 year	\$176.47	\$1,058.82
1	OPTIONAL UP-FRONT WARRANTY AND MAINTENANCE		
6	Position Software Support Years 1 to 5	\$5,505.88	\$33,035.28
1	Annual Hardware Support Years 2 to 5	\$5,082.06	\$5,082.06
1	Note: Upfront cost have large savings over separately purchased years.		
1	OPTIONAL YEARLY WARRANTY AND MAINTENANCE		
1	Annual Guardian Hardware Support Year 2	\$1,334.04	\$1,334.04
1	Annual Guardian Hardware Support Year 3	\$1,400.74	\$1,400.74
1	Annual Guardian Hardware Support Year 4	\$1,470.59	\$1,470.59
1	Annual Guardian Hardware Support Year 5	\$1,544.32	\$1,544.32
6	Position Software Support Year 1	\$1,529.41	\$9,176.46
6	Position Software Support Year 1	\$1,529.41	\$9,176.46
6	Position Software Support Year 1	\$1,529.41	\$9,176.46
6	Position Software Support Year 1	\$1,529.41	\$9,176.46
6	Position Software Support Year 1	\$1,529.41	\$9,176.46
Material Summary		\$197,590.14	
Labor, Misc., Warranty, Freight		\$1,480.90	
Project Total Investment		\$199,071.04	

AT&T Intrado

8.0 Cost Summary Sheet

Is there any software included with this proposal to be sold as a site license or will additional user licenses be required every time a user or user workstation is added to the system? The software licenses are per user.

What is the cost of the telephone, components, hardware and software for proposed system?

Purchase price is \$188,491.00

Will the County be expected to purchase any other hardware, components or software in order to have a fully functional system as proposed? No

If yes to additional hardware, components or software – list them on another sheet and include with proposal.

Is training cost included in the initial cost of the system? Yes

If no to training included - what is the cost of training? _____

What is the annual cost for support, maintenance, and updates? \$22,320.00

Is the annual cost for support, maintenance, and updates fixed for 5 years? Yes

If no same cost of first five years support, maintenance and updates – define prices for each of the first 5 years. _____

Does the vendor have an additional migration cost and if so what is it? No

Are all updates to the software included in the support program or will some be additional cost? All software updates and upgrades are included. Cost for Professional services may be incurred.

If updates are not included in support – what is the price for updates? _____

Will the vendor charge the county anything else related to installing the system? No

How many hours of county personnel time are normal for a county such as ours to spend on migrating and set up for this new system? 40

How many hours county personnel time are normal for a county such as ours to spend on training for this new system? 4 hours for each calltaker (8 per class) and 14 hours for administrators.

Is lease purchase available for this system? Yes

If a lease purchase is available detail the pricing and terms. AT&T Capital can finance the purchase over 60 months. Pricing is not available until purchase price is determined at the prevailing interest rate.

Cost Summary Sheet

Is there any software included with this proposal to be sold as a site license or will additional user licenses be required every time a user or user workstation is added to the system? Additional workstations would require
Yes additional licenses would be required for additional console seats.

What is the cost of the telephone, components, hardware and software for proposed system?
\$224,689.00

Will the County be expected to purchase any other hardware, components or software in order to have a fully functional system as proposed? NO

If yes to additional hardware, components or software – list them on another sheet and include with proposal.

Is training cost included in the initial cost of the system? Yes

If no to training included - what is the cost of training?

What is the annual cost for support, maintenance, and updates?

\$18,720

Is the annual cost for support, maintenance, and updates fixed for
5 years? Yes

If no same cost of first five years support, maintenance and updates – define prices for each of the first 5 years.

Does the vendor have an additional migration cost and if so what is it? NO

Are all updates to the software included in the support program or will some be additional cost?

All updates are included in annual support

If updates are not included in support – what is the price for updates?

Will the vendor charge the county anything else related to installing the system?
No

How many hours of county personnel time are normal for a county such as ours to spend on migrating and set up for this new system? 4-6 hours Weekly.

How many hours county personnel time are normal for a county such as ours to spend on training for this new system? Williams Communications, Inc. is proposing 2 days of training ____

Is lease purchase available for this system? Yes

If a lease purchase is available detail the pricing and terms.
Williams Communications, Inc. has included a lease purchase option as part of our proposal.