

**GORDON COUNTY, GEORGIA
MEMORANDUM**

To: Board of County Commissioners
From: Martin Vaughn
Subject: Records Management System (RMS)
Date: March 29, 2019

The Gordon County Board of Commissioners accepted sealed written bids from qualified vendors for a Records Management System (RMS) as outlined in the specification in the bid document.. The Bid was posted on the county's web site, posted upon the State of Georgia procurement web site and advertised in the Calhoun Times on January 30 and February 6, 2019. The deadline to submit the sealed bids was 2:00 p.m. February 20, 2019. County staff opened the bids received at that time in a public opening. Below is the response:

Bidders	Acquisition Cost
Emergency Reporting	\$12,620.00
Image Trend	\$24,345.00
EPR Systems	\$24,897.00
Zoll	(NO BID)

Attached is a detail analysis of the reasoning for the selection provided by the Fire Department evaluation group, along with the cost sheets submitted by the bidders..

RECOMMENDATION

Fire/Rescue staff has reviewed the bids submitted and find Emergency Reporting. to be the most responsive bidder. We recommend awarding the bid to acquire the system in the amount of \$12,620.00. This expenditure will come from the Fire Department's annual budget.



Fire Chief
Doug Ralston

GORDON COUNTY FIRE - RESCUE

218 Public Safety Dr., SE
Calhoun GA 30701
Phone: 706-629-8851
Fax: 706-629-1023



Deputy Chief
Byron Sutton

27 March 2019

Mr. Martin Vaughn
Director of Purchasing
Gordon County Government
P.O. Box 580
Calhoun, GA 30703

Ref: 2019-FD102 Records Management System

Mr. Vaughn:

With your assistance, Gordon County Fire/Rescue requested sealed bids be obtained from qualified vendors in order to procure a new fire department records management system to replace an ageing software system which has been sold numerous times and continues to lack in upgrade and technical assistance. Per the schedule, bids were received and opened by you on 20 February 2019 in the presence of former I.T. Director Brian McClellan and myself.

The Fire/Rescue Department acknowledges packets were received and opened from the following vendors:

- EPR Systems (FireWorks)
- ImageTrend, Inc.
- Reporting Systems, Inc. (Emergency Reporting)
- Zoll (NO BID)

First, we apologize for the extended time necessary to make this recommendation; however, even with only three viable proposals, it took us a little longer than normal to review and compare the documentation presented to us. A records management system is not something we desire to change often; therefore, based on the information provided to us, and from discussion with recommended references, we felt it imperative to take the necessary time to make the best decision possible.

Fire/Rescue and Information Technology staff has reviewed the bids submitted and find Reporting Systems, Inc. (Emergency Reporting) to be the most responsive bidder. We recommend the bid be awarded to Reporting Systems, Inc. (Emergency Reporting). The following are but some of our findings:

- Bid Proposal was received in the specified response format
- Pricing appears to be the lowest among the submissions based on known requested modules and services
- Over 6,000 existing customer agencies, including over 170 Department of Defense installations, as well as large self-contained fire/ems services such as NASA, nuclear power companies, hospitals, and oil refineries

- Over 400,000 individual first responders with login credentials and a 99.9% software/server up-time (*enhancements released every two weeks with no down-time to the user base*)
- Recently awarded bid to provide RMS to ALL U.S. Army Fire Departments on all U.S. Army Installations, both in the continental U.S. and those outside the continental U.S.
- Browser agnostic (works with internet connection and most all web browsers requiring no extension or 3rd party add-on installation and will raster on desktops, laptops, and tablets)
- In addition to available web-related one-on-one training, additional training is available FREE via periodic Virtual Thursday Training Webinars. If unable to attend, these presentations are recorded and published on a dedicated YouTube channel for review at end-users leisure
- Provides an API (Application Programming Interface) for other softwares to consume data for their products (sometimes two-way)
- Provides integral fire and EMS reporting, thus eliminating the need to redundantly enter information in two separate reports
- Conversation with two of the listed references utilizing vendor software found both agencies moved from the same vendor we currently use. Both spoke very highly concerning their relationship with the vendor's technical staff and their relationship while moving existing data to the new platform

After selection of vendor, conversations with them concerning their software and its abilities revealed the need for two other modules or services that we have deemed necessary in our next RMS system. Those services are Google Maps Interface and InspectER – Level 3. Google Maps gives us the ability to see our occupancies, fire hydrants, etc., on a map both before and during an incident. It also provides the ability to move a hydrant from its current map point to its EXACT location when the GPS coordinates place it somewhat off from where it is located exactly. InspectER gives our fire inspectors the ability to complete their fire inspections via the tablet, even if they loose their cellular signal. We expect this to be a potential issue when they are deep inside some of our many multi-acre manufacturing facilities, especially in rural Gordon County. Neither was quoted on the original cost summary sheet, as we were unaware of the availability or the need until discussions with the vendor concerning the software.

We were also made aware of potential associated costs from our 911 center's computer aided dispatch (CAD) vendor (Spillman) for setup and maintenance of pushing the CAD data out for this vendor to import into our reports. With the help of managers from our 911 center, I made contact with Spillman and obtained those costs as well. The quote sheet from Spillman concerning the initial 911 CAD interface of \$3,340 is attached. After initial interface, the annual cost will be the annual maintenance fee, which for the second year is quoted at \$430.

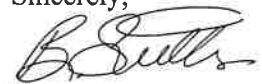
Fire department staff recommends award of this bid to Reporting Systems, Inc. (d.b.a. Emergency Reporting) for a minimum three-year contract. Attached, you will find an updated itemized cost sheet obtained from the vendor for a total first year cost of \$12,620, second year of \$11,185.80, and a third year of \$11,521.37 (3% price increase per year).

	ER SOFTWARE	SPILLMAN CAD INTERFACE	TOTAL
YEAR 1	\$12,620.00	\$3,340.00	\$15,960.00
YEAR 2	\$11,185.80	\$430.00	\$11,615.80
YEAR 3	\$11,521.37	\$430.00	\$11,951.37

*Software pricing includes an annual 3% price increase

The staff and I wish to thank you and the Board of Commissioners for your part in ensuring our firefighters have the most viable and necessary software(s) for capturing data to produce not only the lawfully required reports, but also data that will help in a more streamlined and efficient fire department operation overall.

Sincerely,

A handwritten signature in black ink, appearing to read "Byron Sutton", with a stylized flourish at the end.

Byron Sutton
Deputy Fire Chief

Order Form



Emergency Reporting
 2200 Rimland Dr., Suite 305
 Bellingham, WA 98226
 www.emergencyreporting.com
 Phone: 866.773.7678
 Fax: 866.929.6157

ER Contact Details

Prepared by Michele Stauffer Phone (614) 800-7606
 Email michele.stauffer@emergencyreporting.com Fax (866) 929-6157

Customer Contact Details

Ship To Name Gordon County Fire Dept Quote Number 00018911
 Ship To 218 Public Safety Dr. SE Created Date 3/26/2019
 Calhoun, GA 30701 Expiration Date 5/30/2019
 USA Customer Type New
 County Williamson
 Department Type Mostly Career

Order Summary

Product	Product Code	Quantity	List Price	Sales Price	Total Price	Line Item Description
Fire & EMS Package	CP-1	2.00	\$3,780.00	\$3,780.00	\$7,560.00	Annual fee
Fire & EMS Package Setup Fee	CP-S2	2.00	\$600.00	\$600.00	\$1,200.00	One time set up fee
Flat File Parser CAD Link Annual Fee	FFP-4	1.00	\$852.00	\$852.00	\$852.00	Annual fee, Spillman. Please check with your CAD provider as there may be a cost to interface to ER.
non-NFIRS Data Import Fee	DI-1	1.00	\$500.00	\$500.00	\$500.00	One time fee
Target Solutions Interface	API-14	1.00	\$900.00	\$900.00	\$900.00	Annual fee
Active911 Interface	API-34	1.00	\$0.00	\$0.00	\$0.00	
Google Maps	GM-1	1.00	\$588.00	\$588.00	\$588.00	Annual fee
Google Maps Setup Fee	GM-S2	1.00	\$60.00	\$60.00	\$60.00	One time fee
InspectER App - Level 3 (Inspector)	APP-OCY3	2.00	\$480.00	\$480.00	\$960.00	Annual fee

Summary

Bill To Name Gordon County Fire Dept
 Bill To 218 Public Safety Dr. SE
 Calhoun, GA 30701
 USA
 # Years 3
 Payment Schedule Yearly

Year 1 Total
 Yearly Subscription \$9,108.00
 Fees
 Annual CAD Link \$852.00
 Maintenance Fees
 Annual Vision Fee \$0.00
 Annual Safety \$0.00
 Analytics Fee
 One-Time Setup Fees \$1,260.00

Initial invoice will be issued upon receipt of the order form. If this represents a problem for the accounting department please contact your sales rep.

Annual Interface Fee	\$900.00
Data Import Fee	\$500.00
Training Fees	\$0.00
Professional Services	\$0.00
Year 1 Cost	\$12,620.00
Year 2 Cost	\$11,185.80
Year 3 Cost	\$11,521.37

Data Import & Contact Information - *Required to Process Order

FDID:

EMS ID:

06401

*Is the organization tax exempt? yes no
If "Yes", please include a copy with your order form.

The ER Support team will configure your account to export NFIRS data to the state fire marshal's office, provided the office receives NFIRS data. As a courtesy, ER will also send a copy of the email to your department. Please enter the department email to receive these email in the space provided above.

*Do you have NFIRS data to be Imported? yes no
- This is included in your setup fee.

There is a \$500 charge (as a group) to import any of the non-NFIRS data listed below. If you wish to import any non-NFIRS data and the "import fee" is not a line item on this order form, please contact your sales rep to have the order form updated. Your order cannot be processed until this fee is added to the above products "line item" list. ER doesn't import training records at this time.

*Dept. NFIRS Email Recipient:

- Please check one. *(New Customer Accounts Only)*
For Occupancy Module configuration would you like your setup to be based on NFPA or ICC ?

* This is for setting up Categories and Subcategories.

Other Imports (Check all that apply - Imported for a fee)

- Equipment
- Occupancy
- Hydrants
- Flow Test
- Personnel
- Apparatus

*Account Setup Contact Name:

*Phone#: _____

*e-mail: _____

Notes / Comments

Special Order Terms

The Flat File Parser CAD link parses data from a predetermined folder where your CAD system puts the call data so no link actually exists directly between ER's system and the CAD system. Some CAD systems require the installation of an additional program to push the required call data to a specific folder in text or xml format. Please have your dispatch center contact your CAD vendor to determine if your current system already has the capability in place or if they'll need to purchase that as an additional feature. The CAD link may take up to 90 to 120 days to develop, test and deploy.

Terms & Conditions

Emergency Reporting, a trade name of Reporting Systems, Inc. ("RSI"), and the above named account ("AGENCY") are entering into an agreement as of the signature date.

Fire & EMS Solution Terms & Conditions

RSI shall perform the following services:

1. Collect emergency response data via a website accessible at <https://secure.emergencyreporting.com>.
2. Maintain collected data to standards set by FEMA's National Fire Incident Reporting System (NFIRS) and/or the National Emergency Medical Services Information System (NEMSIS), version 3.3.4 or 3.4.0 as supported by your state.

3. Provide EMS export services for states that are officially supported by RSI for EMS exports. Due to the number of states that have modified the NEMESIS standard, NEMESIS 3 is not a supported EMS Export type in many cases. State EMS reporting is not supported unless the state is specifically listed on our website.
4. Provide ongoing changes and bug fixes, at no additional charge, to remain in compliance with NFIRS & NEMESIS 3.
5. For supported states and exports (NFIRS, state specific EMS, or other export types) provide email or direct HTTPS download to the necessary recipients. If possible, RSI will configure direct submission to the state; if the state prohibits third party submissions, RSI will provide Agency with the applicable data for state reporting requirements.
6. Ensure appropriate security, privacy, and encryption of data transmitted to and from the website, in compliance with RSI's internal policies, federal HIPAA regulations and industry practices regarding security.
7. Provide access to the website by current browser technology as stated in the RSI Users Policies Manual.
8. Provide data backup to guard against data loss in the event of catastrophic system failure.
9. Guarantee uptime of 99.9%, as calculated on an annual basis.

The Agency shall be responsible for the following:

1. Maintain an active user list of accounts that are authorized to access the website.
2. Pay all outstanding charges in a timely fashion. Non-timely payment may result in deactivation of service (deactivation will occur with warning to the AGENCY; AGENCY data will be accessible when charges are brought current).
3. Maintain active Internet Service Provider (ISP) services to access the website. ISP charges are not included in this agreement. ISP failures are not the responsibility of RSI.
4. Enter emergency response data and all other data into the website per system instructions, support recommendations, and in accordance to the RSI User Policy Manual available on the support page from within Emergency Reporting's website.
5. Use supported web browsers as listed in the RSI User Policy Manual.

Additional CAD Link Terms & Conditions

RSI shall perform the following services:

1. Web Service CAD Links - Receive CAD interface data to the following address:
<https://secure.emergencyreporting.com/WS/V1.0/Dispatch/CallCenter.php>. RSI reserves the right to reject or ignore invalid data.
2. For Flat File Parser (FFP) installations, RSI shall provide an installed piece of software that processes files as output from CAD and submits the data to RSI. FFP configurations shall conform to sample and specified data as output from CAD; any changes to this format may result in change order fees.
3. Provide ongoing changes and bug fixes, at no additional charge, to keep the CAD Interface address specified above operational.
4. Supply mapping (alias) tools, submission tracking, and general processing tools to assist in the management of CAD supplied data to RSI standards.
5. Ensure appropriate security, privacy, and encryption of data transmitted to and from the website, in compliance with RSI's internal policies, federal HIPAA regulations and industry practices regarding security.

The Agency shall be responsible for the following:

1. Provide clean, valid data for processing, either via text file (for Flat File Parser installations) or web services (for web services direct installations)
2. For FFP Installations, the Agency shall provide a nondedicated computer to install the FFP on. The computer shall have access to CAD supplied text files, as well as outbound HTTPS access to the address specified above. The operating system shall be x86 or x64, and shall be any edition of Windows Server 2008 or 2003, and shall have the .net Framework 2.0 or higher installed.
3. Agency shall provide technical staff to assist with installation, debugging, networking, and general troubleshooting of CAD link technology and infrastructure.
4. Additional charges from your CAD vendor may apply and should be discussed with that vendor.

Governing Law. The AGENCY agrees that the rights of user and RSI shall be governed by the Laws of the State of Washington, without regard to any conflicts of law, rules or provisions. Sole and exclusive jurisdiction for any action or proceeding arising out of or related to this agreement shall be in an appropriate State or Federal Court located in WA State.

Data Ownership. All data transmitted to the website remains the property of the AGENCY. Retransmission of this data to the necessary state reporting authorities is authorized. Modifying, deleting or other modifications of submitted incident data by RSI is prohibited. Scientific research that is based on broad data trends is authorized, but no AGENCY specific data is to be made visible to any third parties.

Statute of Limitation. The AGENCY agrees that any cause of action you may have against RSI must be commenced within (6) six months after the claim arises.

Pricing. The AGENCY agrees to the prices set forth in this agreement. RSI will apply an annual price increase of 3% during the term of the agreement. In addition, RSI reserves the right to modify AGENCY pricing at the contract renewal date, and will provide 30 day advance written notice of its intent to do so.

Termination. AGENCY can terminate service at any time upon 30 days written (or email) notice. However, having entered into a multi year contract AGENCY agrees that any fees paid in advance will not be refunded to the Agency as penalty for canceling agreement.

Billing Cycle Start Date. The AGENCY agrees that the billing cycle start date will become effective on the 1st of the following month in which the signed order form is received by RSI.

Copyright. The AGENCY recognizes that the RSI website is protected under U.S. copyright and trademark law, international conventions and other applicable law. The AGENCY agrees to not license, sell, publish, decompile, reverse engineer, or otherwise deconstruct any portion of RSI's technology.

RSI uses computer technology to collect data, and no such technology is 100% reliable at all times. System failures may occur without

warning. Although all efforts will be made to prevent such failures, the AGENCY recognizes that these failures are outside the control of RSI, and agrees to hold RSI, its principals, employees, and agents harmless. If any court holds any portion of this Agreement to be unenforceable, then the remainder of this Agreement shall survive.

Order Agreement

Print Name _____

Title _____

Phone # _____

Signature _____

Date _____

Select Billing Frequency:

If no billing cycle is selected, the account will automatically be billed yearly.

Monthly [] Yearly []

Billing Contact:

Invoices and billing related information will be sent electronically to this contact. If left blank ER will use the primary contact information listed at the top of this order form:

Name _____

Email _____

Would you like to receive a copy of your invoice via mail please check here: Mail []

Mailed invoices will be sent to the billing address list above.



Quote and Purchase Addendum

Quoted Date: March 01, 2019 Quote Number: QUO-16404-L2W2R2
 Quote Expiration Date: June 30, 2019 Prepared By: Billy Duncan

Services Included

- **First-year Maintenance** – For the specific module(s) listed in this document, all upgrades and live phone support services are included for the entire first year.
- **Project Management and Installation** – Spillman will assign a Project Manager as the agency's single point of contact. This individual will coordinate Spillman's expert installation and training staff as needed to ensure a smooth upgrade transition.

Included in Quote

- ERS Fire and EMS Records Interface

Package Quote
\$3,340

Future Maintenance

- 2nd-year maintenance charges will begin 12 months from product implementation.
- Future maintenance is estimated for your planning purposes and is not included in this purchase.

2nd-year Maintenance Total: \$430

The Customer's signature below constitutes its agreement to purchase the licenses, products and/or services according to the terms quoted by Spillman within this document. This document shall serve as an addendum to the Purchase Agreement previously entered into between the Customer and Spillman. The terms and conditions of the Purchase Agreement, as well as the related License Agreement and Support Agreement, shall apply to the items quoted herein.

Gordon County E 9-1-1 For Gordon County Fire

Customer Name

Authorized Signature

Date

Print Name and Title

Customer Testimonials

**Scott Flitcraft, Training Chief
Panama City Fire Department (FL)**

“After years of using FIREHOUSE Software, the inadequacy of certain aspects led us to switch to Emergency Reporting, and we have been thrilled with the outcome.

“We began by instituting incident reports and the daily log feature in early 2016. Then we began to utilize the other features, one month at a time, and now are fully keeping almost all records on ER. We are able to track our fractal times to determine how we are doing according to ISO recommendations regarding dispatch, turnout, and response times.

“We had our ISO visit in July of 2017, and as this was my first ISO audit in my current position, my stress level was at an all-time high prior to the audit. But with ER, the process was incredibly simple compared to the horror stories of years past.

“A huge ‘Thank You’ is owed to ER’s developers, staff, and trainers. The incredible program we now have at the Panama City Fire Department is simple to use when completing the various reports, and we are able to better track our times to see where improvements can be made. Having the ability to access the program from anywhere is also a huge benefit compared to the old days of being attached to a server. Thanks, ER!!”

**David LaCelle, Lieutenant/Fire Code Official
City of Jerome Fire Department (ID)**

“When our department was using FIREHOUSE Software, the majority of our fire and life safety inspection records were on paper. Then we made the change to Emergency Reporting, which has streamlined our inspection process and record keeping. I no longer have to search extensive paper files for records. Our inspection reports can be completed on site, signed and emailed or printed on a portable printer. I no longer have to make an extra trip back to the building to hand deliver reports.”

**Brian P. Kazmierzak, Chief of Training/Battalion 5C
Penn Twp. Fire Department (IN)**

“We switched from FIREHOUSE to Emergency Reporting in 2012. ER is by far the easiest and most flexible fire RMS on the market. It’s simple and easy to use, with no-nonsense reports and analytics. We no longer waste time with data entry, server issues, or getting data out! It is all seamless with ER.”

**Ann Harach, Administrator
Blue Rock Fire Rescue (PA)**

“Emergency Reporting is so much better than FIREHOUSE!! I get to talk to an actual person when I call or I get a fast e-mail response. LOVE YOU GUYS!!

*Testimonials from: <https://explore.emergencyreporting.com/customer-testimonials/>

EPR Systems USA Inc.
We do IT all

5020 Clark Rd #110
Sarasota, FL 34233
Phone: 941-208-4357
Bill To:
Name: **Gordon County**
Gordon County-RFP- 2019 -FD102



DATE: February 18, 2019
Quotation #: 2019-218A-GORFD
Customer ID: Gordon County
Quotation valid until: March 20, 2019
Prepared by: Kathi Plezke

Comments or special instructions:

FireWorks Modules

RFP #R19-000EK Fire Incident Reporting Software

Description	Included	Year 1	Year 2	Year 3	Year 4	Year 5
NFIRS 5.0 incident Reporting	<input checked="" type="checkbox"/>	\$3,151	\$3,308	\$3,474	\$3,648	\$3,830
NEMESIS 3.4.0 Compliant ePCR Bundle	<input checked="" type="checkbox"/>	\$3,614	\$3,794	\$3,984	\$4,184	\$4,394
Inspections & Property Management	<input checked="" type="checkbox"/>	\$3,600	\$3,780	\$3,970	\$4,168	\$4,378
Investigations	<input checked="" type="checkbox"/>	\$1,950	\$2,048	\$2,150	\$2,258	\$2,370
Hydrants	<input checked="" type="checkbox"/>	\$1,300	\$1,368	\$1,434	\$1,508	\$1,582
Preplan	<input checked="" type="checkbox"/>	\$1,500	\$1,576	\$1,654	\$1,738	\$1,822
Inventory & Maintenance	<input checked="" type="checkbox"/>	\$3,250	\$3,412	\$3,582	\$3,762	\$3,950
Inspection & False Alarm Billing	<input checked="" type="checkbox"/>	\$-	\$-	\$-	\$-	\$-
Staffing / Roster	<input checked="" type="checkbox"/>	\$1,250	\$1,312	\$1,378	\$1,446	\$1,518
Analytics (BI) Reporting Tool	<input checked="" type="checkbox"/>	\$2,990	\$3,140	\$3,298	\$3,462	\$3,638
Data Analytics on Target Solutions	<input checked="" type="checkbox"/>	\$792	\$832	\$874	\$918	\$964
Cloud Licensing (10 licenses @ \$150 ea)		\$1,500	\$1,500	\$1,500	\$1,500	\$1,500
Annual Cost		\$24,897	\$26,068	\$27,298	\$28,588	\$29,942

One time - Implementation Cost		
Data Conversion & Cloud system configuration	<input checked="" type="checkbox"/>	\$4,500
CAD interface	<input checked="" type="checkbox"/>	\$1,500
Training -2 Days onsite	<input checked="" type="checkbox"/>	\$4,000
TOTAL	<input checked="" type="checkbox"/>	\$10,000

*15 Hours of customization **For-Free** - every additional hour - \$250/hr

* Payable via credit card, with a 3% price increase

Provide maintenance fees below”

No additional maintenance fees are charged; all upgrades and custom report requests included in the annual SAAS subscription fee

Fireworks

Provide pricing to move existing records from our current RMS to yours below:

Implementation costs are detailed in the quote provided above;

Provide any costs associated with connection to Spillman CAD below:

Spillman CAD interface as detailed in the quote provided above will be \$1500.00

Prepared For

Bill To

 Gordon County (GA)
 201 N. Wall Street
 Calhoun, Georgia 30701
 -
 -

 Gordon County (GA)
 201 N. Wall Street
 Calhoun, Georgia 30701
 -
 -

Salesperson		Quote Number		Date	
Kevin Fink, Account Executive, 952-469-6178		QUO-04013-L1K9S3		Feb 18, 2019	
Description	Qty	Frequency	Unit Price	Total	
One-Time Fees					
Elite™ Rescue Setup	1	One Time	\$1,900.000	\$1,900.00	
Webinar Training 2hr Session	6	One Time	\$350.000	\$2,100.00	
Continuum™ Setup	1	One Time	\$500.000	\$500.00	
Recurring Fees					
Elite™ Rescue - SaaS *Includes Elite™ Field	1	Recurring	\$9,495.000	\$9,495.00	
Mobile Fire Inspections - SaaS	1	Recurring	\$1,175.000	\$1,175.00	
Continuum™	1	Recurring	\$1,250.000	\$1,250.00	
Permits	1	Recurring	\$800.000	\$800.00	
CAD Distribution	1	Recurring	\$3,000.000	\$3,000.00	
- CAD Vendor: Spillman					
Aladtec Distribution	1	Recurring	\$3,500.000	\$3,500.00	
Target Solutions Distribution	1	Recurring	\$3,000.000	\$3,000.00	
Statewide Elite™ Field Credit - SaaS	1	Recurring	(\$2,375.000)	(\$2,375.00)	
TOTAL Year 1				\$24,345.00	
*Annual Fees after Year 1				\$19,845.00	

Optional Items

Visual Informatics™	2	Recurring	\$250.000	\$500.00	
- VI Cube: EMS					
- VI Cube: FIRE					
CrewSense Distribution	1	Recurring	\$3,500.000	\$3,500.00	
TeleStaff Distribution	1	Recurring	\$5,000.000	\$5,000.00	
Fire Recovery NFIRS Inspection	1	Recurring	\$3,500.000	\$3,500.00	
Adashi Distribution	1	Recurring	\$3,500.000	\$3,500.00	

Prepared By: Kevin Fink

Terms of Agreement: The above mentioned items will be invoiced upon Contract signature with payment terms of net 30 days.

- The recurring annual fees will be invoiced annually in advance.
- Project completion occurs upon receipt of the product.
- ImageTrend's license, annual support and hosting are based on 1,936 annual incidents as provided by Client. *IMAGETREND will perform price increases of the recurring fees. The first price increase will occur with the fees due for year two. These price increases will occur once a year and may not exceed 3% of the price then currently in effect.
- This proposal is valid for 90 days.

IMAGETREND will invoice sales tax to non-exempt CLIENTS where applicable

DISCLAIMER: This quote creates no legal obligations. This letter is intended to confirm the parties' current understanding of the terms, but it is not intended to create any legal obligations with respect to any of the terms. Neither party should rely on this quote and no legal or equitable remedy will arise from any such reliance. Instead, the parties must reach a final agreement. A final agreement will be a condition precedent to any binding obligations. A fully executed Contract Agreement will be required to be completed before an order is processed.

6.0 Cost Summary Sheet

EMERGENCY REPORTING

Provide a price breakdown of all modules available for your RMS, to include any package prices below:

As a subscription-based cloud-hosted solution, Emergency Reporting’s pricing is listed below. Pricing for this RFP is included for a two (2) year period. Longer term contract is available upon request.

Base Package Pricing

Base Package	Quantity	Sales Price	Total Price	Description	YR1	YR2
Fire & EMS Package	2	\$3,780	\$7,560	Full Fire & EMS Package (16 modules)	\$7,560	\$7,560
Fire & EMS Package Setup	2	\$600	\$1,200	Fire & EMS Package Setup Fee (onetime)	\$1,200	n/a
CAD Link (FFP) (Tier IV)	1	\$852	\$852	CAD Link Annual Fee	\$852	\$852
Non-NFIRS Data Import Fee	1	\$500	\$500	Non-NFIRS Data Import Fee (onetime)	\$500	n/a
Target Solutions Interface	1	\$900	\$900	Target Solutions Training Interface	\$900	\$900
Active911 Interface	1	\$0	\$0	Active911 Interface (no charge)	\$0	\$0
TOTAL					\$11,012	\$9,312

Pricing above include 2 hr. free web-based training.

Provide maintenance fees below:

Maintenance fees are built into the above pricing. As a Software as a Service (SaaS) subscription, initial and continual subscription pricing is all inclusive of the quote.

Provide pricing to move existing records from our current RMS to yours below:

As part of the RFP response, Emergency Reporting will assist the agency to import existing data into the Emergency Reporting software environment. Historical NFIRS data is free of charge with the paid subscription. Non-NIFRS data (e.g. occupancies, hydrants, etc.) is

EMERGENCY Reporting

included in the above pricing for non-NFIRS Data Import Fee.

Provide any costs associated with connection to Spillman CAD below:

Emergency Reporting can only offer pricing based on our ability to accept the Spillman CAD data; there may be additional fees from Spillman to be able to push, or send data, to Emergency Reporting. CAD Link interface fees are included in the pricing above.

Additional - Revised 2-13-2019

As a licensed first responder agency, it is imperative that the vendor provide cost for whatever their means of documenting NEMSIS 3 compliant patient data in order for us to report said data to the GA Office of EMS. Some vendors may provide this availability through an integrated process during input of our basic incident reports, others may require a separate add-on or possibly even separate software (which I'm sure will add cost). Whatever the case, we want to make sure we have made it clear to the vendors that we **MUST HAVE THE ABILITY** to report patient data to the GA OFFICE of EMS and that we need a cost listed for this ability.

Any Additional Cost associated with NEMSIS 3 compliance (if any): Georgia NEMSIS compliance is part of the Fire & EMS Package

<https://explore.emergencyreporting.com/nemsis-3-status-state/>

We want the ability to connect TargetSolutions and Active911 (training software and incident notification software) and any potential scheduling software the vendor may be able to interface to their software.

Any Additional Cost associated with connecting TargetSolutions and Active911 (if any): See above – price included