

**PURCHASE, INSTALLATION AND MAINTENANCE  
SERVICE CONTRACT**

**Elite Premier Purchase, Installation and Maintenance Service**

This Agreement is entered into between the Board of County Commissioners of Nassau County, a political subdivision of the State of Florida, (hereinafter called "County") and Kraus Associates Inc., DBA AK Associates, 326 Porta Rosa Circle, St Augustine, FL 32092 (hereinafter called "Contractor") for the purchase, installation and maintenance of AK Elite Premier 9-1-1 Class Equipment, as more specifically set forth herein.

**WHEREAS**, the E911 Rural County Grant Program assist rural counties with the installation and maintenance of an Enhanced 911 (E911) system and to provide "seamless" Enhanced 911 throughout the State of Florida; and

**WHEREAS**, County submitted to the E911 Board an Application for the E911 Rural County Grant Program on March 1, 2008 for the upgrade to the Nassau County 911 system; and

**WHEREAS**, the State of Florida E911 Board approved the grant application and awarded the E911 Rural County Grant 08-03-16 in the amount of \$341,385.00 for the purchase as follows: Systems (Hardware, Software, Equipment & Labor) 1. PlantCML ECS-1000; 2. Solacom 1Q 1500 Selective Router; and Services (Training, Maintenance and Warranty Items) 1. Maintenance; 2. PlantCML2<sup>nd</sup> Tier Maintenance; 3. Solacom Year 1 Warranty; and

**WHEREAS**, the PlantCML vendor included in the approved application is AK Associates and

**WHEREAS**, in accordance with the E911 Rural County Grant, the Nassau County Board of County Commissioners approved AK Associates as a single source provider for the purchase, installation, and maintenance of the AK Elite Premier 9-1-1 Class Equipment, as more specifically set forth herein, and any other products or services which would constitute an expansion or repair to the system.

**NOW, THEREFORE**, in consideration of the mutual covenants and agreements hereinafter contained, the parties hereto agree as follows:

**Section I**

**General Terms of the Purchase and Installation on 9-1-1 Class equipment**

1. CHARGES AND PAYMENT. County agrees to pay the charges specified as and when due under the terms described herein. County will be charged and agrees to pay, at Contractor's then current rate, for all services not expressly agreed to be provided in this Service Contract, the Contractor Proposal Numbers 021308002 - PlantCML ECS-1000, 01170700 - Solacom VoIP Gateway, attached hereto as Attachment "A", and the Grant Application attached hereto as Attachment "B", hereinafter referred to as "Contract Documents". Prices and fees are exclusive of all federal, state, municipal, or other government excise, sales, use, occupational, or like taxes now in force or enacted in the future. The County will deliver a certificate of exemption from Florida state sales tax to Contractor, in order for the County to receive a sales tax

exemption on this transaction. All payments shall be made in accord with the Florida Prompt Payment Act.

A. Compensation to Contractor:

For the PlantCML ECS-1000 Patriot 9-1-1 system as specified in the Contractor Proposal Numbers 021308002 - PlantCML ECS-1000, 12170700 - Solacom VoIP Gateway, attached hereto as Attachment "A":

PlantCML ECS-1000 Patriot System	\$ 194,332.00
Solacom VoIP Gateway	102,859.00
	<b>\$ 297,191.00</b>

B. Equipment Payment Schedule

Task	Percentage Due	Amount Due
a. Contract Signing	25%	\$ 74,297.75
b. Equipment Shipped	25%	\$ 74,297.75
c. Equipment Inventory at PSAP	25%	\$ 74,297.75
d. System Cut-over	25%	\$ 74,297.75
<b>Total Cost of 9-1-1 Equipment including Installation and Training</b>		<b>\$297,191.00</b>

2. COUNTY RESPONSIBILITIES. County shall be responsible for timely site preparation including, but not limited to, adequate electrical power for computer operation, UPS, ALI circuits and direct telecommunications connections and usage charges. Contractor will assist County in the site preparation beginning with the preparation of the Implementation Schedule and continuing through the installation and acceptance of the system. County shall make personnel available to be trained by Contractor in the use, operation, and management of the Hardware and Software.

3. TRAINING. Contractor shall provide training to the County 9-1-1 personnel at a mutually agreeable location(s) over a period of approximately two weeks and must be completed no later than one week prior to Cutover as that term is described in the Contract Documents and this Agreement, unless another time frame is mutually agreed upon by both the County and Contractor.

4. GRANT OF LICENSE. Subject to the terms and conditions set forth in this Agreement, and effective upon installation, Contractor agrees to facilitate the delivery to the County and the registration of those licenses for the benefit of the County, and County hereby accepts nonexclusive, nontransferable licenses to use, as herein provided, a single executable copy of object code version of the Software and a copy of the Software manufacturer's current, standard user manuals and training materials (collectively "Documentation"). Contractor shall provide County with a single, back-up copy of each type of Software.

5. TERMINATION--LICENSE. In the event of a termination of County's licenses to use any of the Software, this Agreement shall terminate immediately. If the Agreement is terminated due to any of the licenses being terminated, then Contractor shall return any unused portion of the maintenance fees (on a pro-rata basis) which have previously been paid by the County.

6. WARRANTY-SOFTWARE. Contractor warrants only that the Software will perform all functions substantially as described in the current edition of manuals pertaining to the use of the

Software and in the Contract Documents for a warranty period of one year from the date of acceptance. Contractor will coordinate and be responsible for obtaining from the manufacturers any required design, code, check out and will deliver promptly any amendments or alterations to Software necessary to remedy or avoid any programming error present at the time of Software delivery which causes the Software to fail to perform as warranted above. County shall allow Software access to Contractor for this purpose. The foregoing is County's sole and exclusive remedy, and Contractor's sole and exclusive obligation, for breach of this limited warranty. Contractor does not warrant that the Software or the Documentation is free of errors or defects or that it meets County's requirements.

7. WARRANTY-HARDWARE. The Contractor will provide all warranties as specified in the Contract Documents. In addition, the County shall have the benefit of all standard warranties of the Hardware manufacturer. Contractor will facilitate the delivery to the County and the registration of any equipment warranty for the benefit of the County. Notwithstanding the above, all warranties required by the Contract Documents will be furnished by the Contractor upon being made available to the Contractor or upon request of the County.

8. IMPLEMENTATION SCHEDULE. Within ten business days of the date this Agreement is fully executed by both the Contractor and the County, both the Contractor and the County will meet to draw up the Implementation Schedule which must be completed and accepted by the County no later than ten business days following the date this Agreement is fully executed by both the Contractor and the County. The Implementation Schedule shall set forth the orderly progress for the installation of the Hardware and the Software and the training of Nassau County personnel up through the date of "Cutover" as described in the Contract Documents and in this Agreement. Training of Nassau County Personnel shall be completed no earlier than two weeks prior to Cutover. Cutover shall occur no later than one hundred eighty (180) days from the effective date this Agreement is, unless extended by mutual agreement of the parties, in writing.

## Section II

### AK ELITE PREMIER INSTALLATION AND MAINTENANCE SERVICE

Contractor agrees to sell and provide, and the undersigned County agrees to purchase and accept, in accordance with the terms and conditions set forth below, Contractor's AK Elite Premier Installation and Maintenance Service for the Hardware and Software licensed to the County.

1. COVERAGE. The Hardware and Software eligible for maintenance and support is as listed in the Contract Documents, as the same may be updated with all current amendments, alterations, enhancements, improvements, which shall be furnished to County under warranty and this Agreement. The services under this Maintenance Agreement shall be rendered only to the currently supported version of Software running with the applicable operating system version supported by Contractor at any given time.

2. COSTS:

A. **AK Elite Premier Maintenance and PlantCML Extended Warranty Payment Schedule:**

**AK Elite Premier Maintenance**

▪ Year 1	<u>\$25,000.00</u>
▪ Year 2	<u>\$25,625.00</u>
▪ Year 3	<u>\$26,266.00</u>
▪ Year 4	<u>\$26,923.00</u>
▪ Year 5	<u>\$27,596.00</u>

**PlantCML Extended Warranty**

- Year 1 \$11,990.00

**Solacom Extended Warranty**

- Year 1 \$ 7,204.00

*Note: The Solacom and PlantCML Extended Warranty shall be adjusted annually by the manufacturer. AK Associates agrees to provide Solacom and PlantCML Extended Warranty to the County for years subsequent to the first years at cost with no additional markup.*

**B. Payment Schedule**

The Contractor shall provide the County with two invoices per year for AK Elite Maintenance Service. The first invoice will be provided to the County by the Contractor for AK Elite Premier Maintenance upon the successful system Cutover, at which time the first year of maintenance shall commence. The first invoice will be for the percentage of months remaining in year 2009 and the second invoice shall be issued to the County in December, 2009, for the remaining months of the first year AK Elite Premier Maintenance. The Contractor shall bill the County the same two months each year for the remaining years of the contract.

All expenses are included in the yearly invoice amount, except for materials purchased by the County through the Contractor and/or pre-approved travel outside the scope of this Agreement.

Labor is included in yearly cost for all adds, moves, system changes and system upgrade, training, system reconfigurations, selective router programming, direct trunking and integration support (there would not be a labor charge to move your existing PSAP). ALL LABOR ASSOCIATED WITH THE PlantCML and SOLACOM EQUIPMENT IS COVERED UNDER THIS AGREEMENT. Any cost for hardware OR software not purchased under this Agreement will be the responsibility of the County.

**3. AK ELITE PREMIER MAINTENANCE SERVICE**

AK Associates Elite Premier Maintenance service includes the following:

Labor only for all installation and maintenance service for the PlantCML ECS-1000 and Solacom 9-1-1 equipment, including PlantCML ECS-1000s, Sentinel, SEALI (Sentinel Enhanced ALI), Stats and Solacom IP Gateway. Response time for outages is within (2) hours for major and (4) hours for minor outages during normal business day and (4) hour response for nights, weekends and holidays. Telephone diagnostics will be done immediately upon receipt of service problem and if corrective action is needed it will be performed remotely or by an on-site visit. In addition this service provides weekly on-site preventive maintenance program, free Project Management (professional services) for system implementation support for all new technologies (like wireless phases I and II and VoIP), 9-1-1 equipment and CAD integration, etc. Elite Premier also provides a **35% discount** on PlantCML ECS-1000 and **25% discount** on all other manufactured hardware and software (off list price) when purchasing new equipment for maintenance, system expansion and upgrades.

**AK Elite Premier Maintenance**

- PlantCML ECS-1000 and all associated components - provide all first tier labor support at the Nassau County 9-1-1 PSAP. Maintenance (labor only) will be preformed by the Contractor for all work performed on the PlantCML ECS-1000 and all associated components located within Nassau County.

- Training may be done at various times at no additional costs upon request of the County throughout the life of the contract. The County is responsible for all training materials supplied by PlantCML after the initial training.
- Testing, identification and referral of wireless, wireline and VoIP 9-1-1 troubles to the proper telephone service provider(s) and/or other vendors associated with 9-1-1 service.
- Response time for major outages is within two hours during the normal business day and four hours on evenings, weekends and holidays. Telephone diagnostics will be done immediately upon receipt of service problem.
- Labor to install all minor non-scheduled upgrades of PlantCML ECS-1000 and any additional equipment installed by AK Associates.
- Labor to install yearly scheduled upgrades of PlantCML ECS-1000. The County is responsible for all hardware, software, associated miscellaneous materials and upgrade costs from PlantCML ECS-1000 (if any).
- Includes daily remote preventive maintenance. If a problem is discovered during remote maintenance it will be resolved either remotely or by a site visit. The telephone line used for Remote diagnostics is the responsibility of the County.
- Weekly on-site preventive maintenance for PlantCML 9-1-1 equipment and the 9-1-1 network.
- Free Project Management (professional services) for system implementation support for wireless phase II, VoIP, On-Star and Next Gen 911.
- Labor to install, relocate, or remove any new or existing PlantCML and additional equipment installed by AK Associates, including system upgrades, training, system reconfigurations, selective router programming, direct trunking and integration support (there would not be a labor charge to move your existing PSAP). ALL LABOR ASSOCIATED WITH THE EQUIPMENT INSTALLED BY AK ASSOCIATES IS COVERED UNDER THIS AGREEMENT. Any cost for hardware or software is the responsibility of customer.
- Free Consulting Services.
- Provides the "County" with a 35% *discount* off PlantCML manufactured components including software and hardware list prices.

*Note: All hardware, software and associated miscellaneous materials not covered under warranty or manufacturer's maintenance are the responsibility of the County and/or the equipment manufacturer. The Contractor is not responsible for hardware or software, only the labor to maintain or install the hardware and software.*

**On-site Technical Service Support** – One day a week to provide on-site preventive maintenance service to be scheduled weekly Monday through Friday except for approved County (State) Holidays.

**Remote Technical Service Support** – 24 hour service performed by an AK Associate trained technician for all out of hour service problems. Response shall be within a maximum two hour time frame normal business day and four hours outside normal business day. AK Associates shall provide the "County" with a current escalation list, including an 800 number for all service requests.

**Section III**  
**GENERAL CONTRACT PROVISIONS**

1. CONFIDENTIALITY. Contractor shall not disclose any confidential information concerning County or its affairs, unless required by law, or with the consent of County. Contractor understands that County is a governmental entity and as such is prohibited by Florida law from keeping the terms of this Agreement confidential should there be a request for said information. If required to disclose any such information, Contractor or County, as appropriate, shall give the other notice as soon as possible.

2. TERM OF AGREEMENT. This Agreement shall commence on the Effective Date and terminate five (5) years thereafter (the "Initial Term"), unless earlier terminated in accordance with the provisions of this Agreement. This Agreement shall automatically renew and continue in force on a year-to-year basis ("Extended Term") until terminated by either party upon sixty days (60) days written notice to the other party prior to the expiration of the Initial Term or any subsequent Extended Term.

3. TERMINATION. The County shall have the right to terminate the agreement prior to the expiration date set forth in this contract. The County shall provide sixty (60) written notification of termination by registered mail.

In the event Contractor fails to perform or observe any covenant or obligation set forth in this Agreement regarding the purchase and installation of the Hardware and Software, County has the option to terminate this Agreement provided County has given Contractor 30 days prior written notice and Contractor has failed to cure within said time or the failure is one which cannot be cured within that time and the Contractor has failed to take reasonable steps toward said cure within thirty (30) days of notice from the County. In the event the Contractor cannot cure the default, then the County may demand a refund of all sums previously paid to the Contractors pursuant to this Agreement. In the event the County demands such a refund, and at the time the refund is paid to the County, the County will prepare the equipment which may have been delivered to the County for return to the Contractor. The Contractor shall be responsible for all costs incurred in the return of the Equipment.

4. REQUEST FOR PAYMENT. Contractor shall submit all invoices to the County upon completion of each task. The County shall forward a copy of the invoice to the Nassau County Sheriff, and the Sheriff, or his designee, shall certify that the goods and/or services invoiced have been received and accepted by the Sheriff. The County retains the right to decline paying the invoice due to a deficiency or if the goods or services fail to conform to the terms of this agreement. In such an event, the County shall provide the Contractor written notice of its reject within twenty (20) business days of the date of the receipt of the invoice. Acceptance of the goods or services and authorization of payment shall be given only after a thorough inspection indicates that the product/performance meets the specifications and conditions of the contract.

5. EFFECTIVE DATE: The Effective Date of this Agreement shall be the 20th day of January, 2009.

[SEAL]

KRAUS ASSOCIATES INC., dba  
AK ASSOCIATES

BY: *Elaine M. Kraus*  
Elaine M. Kraus, President

Attest: *Barbara A. Cowan*

Print Name: BARBARA A COWAN

BOARD OF COUNTY COMMISSIONERS  
NASSAU COUNTY, FLORIDA

*Barry V. Holloway*  
BARRY V. HOLLOWAY  
Its: Chairman

ATTEST AS TO CHAIRMAN'S  
SIGNATURE:

*John A. Crawford*  
JOHN A. CRAWFORD  
Its: Ex-Officio Clerk *EBK 1/20/09*

Approved as to form by the  
Nassau County Attorney

*David A. Hallman*  
DAVID A. HALLMAN



"The leader in implementing new technology solutions"

AK Associates  
7 Independence Ave.  
Derry, New Hampshire 03038  
Phone: 603-432-5755

Quote: AK\_IQ\_Gateway\_Nassau\_FL\_12170700  
Site: Nassau County Sheriff  
Contact: Linda Ottinger  
E-Mail: lindao@nassaucountysheriff.com

REL.	Part Number	DESCRIPTION	QTY.	Unit Price	Extended Price
1.0	V3250018	IQ 1500 Selective Router - Includes 6 slot cPCI I/O shelf, 24 port rack mount managed ethernet switch	1	\$8,188	\$8,188
1.0	V3219911-2	T1 Trunk Interface Kit (half card) - Includes 8 span T1 interface card (192 DS0), rear transition module, 3200 MIPS DTMF Mezzanine, VSOS license, PRI signalling, shielded IQI to dual CHAMP cable, RJ48 patch panel, 2 ethernet cable.	2	\$7,628	\$15,255
1.0	V3219913-2	VoIP Trunk Interface Kit - half card -(G7.11) - VoIP Trunk interface and rear transition module, includes VSOS port licenses, (256 port G.711 / 200 port G.729 ) and 4 ethernet cables	2	\$8,705	\$17,410
1.0	V3211QT1	IQ Selective Router Application S/W License (per port	896	\$42	\$37,856
1.0	3219022	VSOS Base License (requires 1 for simplex; 2 for duplex-redundant)	1	\$4,063	\$4,063
N/A	V3250055	Application Server- Windows (Simplex) - IQSelectiveRouter 2U Dual processor, 1024MB, Dual 80 Gig HD with Remote Admin, 3rd Brigade DPI, Etrust AV	1	\$7,733	\$7,733
N/A	V3250031	Admin Server Assembly (Windows) - Admin Server 1U, Single Processor, 1024 MB, Dual 80 GB, Remote Admin, 3rd Brigade DPI, Etrust AV	1	\$3,427	\$3,427
N/A	B3210445	10U Cabinet - 10U 19" Cabinet with Door	1	\$1,129	\$1,129
N/A	V3210121	KVM & 8 port Switch Combo - Combined rack mount LCD monitor, keyboard, trackball, and e port electronic switch	1	\$2,607	\$2,607
N/A	V3210165	Installation Kit - includes Extreme 24 Port Managed Switch	1	\$2,393	\$2,393
<b>IQ Selective Router Section Sub-Total:</b>					<b>\$100,059</b>

1.0	V3219911-2	T1 Trunk Interface Kit (half card) - Includes 8 span T1 interface card (192 DS0), rear transition module, 3200 MIPS DTMF Mezzanine, VSOS license, PRI signalling, shielded IQI to dual CHAMP cable, RJ48 patch panel, 2 ethernet cable.	Option	\$7,628	Option
1.0	V3219913-2	VoIP Trunk Interface Kit - half card -(G7.11) - VoIP Trunk interface and rear transition module, includes VSOS port licenses, (256 port G.711 / 200 port G.729 ) and 4 ethernet cables	Option	\$8,705	Option
<b>IQ Selective Router - Spares Section Sub-Total</b>					<b>\$0</b>
<b>Sub-Total Price:</b>					<b>\$100,059</b>
N/A		Shipping for New System	1		\$800
		Installation	1		\$2,000
		Maintenance	1		Option

N/A		Year 1 - Warranty	1		\$7,204
N/A		Year 2 - Extended Warranty	Option		Option
<b>Maintenance Section Sub-Total:</b>					<b>\$7,204</b>

Any line items listed as "Optional" in this proposal are not included in the Product Totals, Product Summaries, Quotation Summary, or the Total Quoted Price. These items are not considered to be part of the system. The "Total Quoted Price" on the Quotation Summary page reflects the proposal value. This figure includes any and all applicable charges, fees, and or discounts.

This quote is provided for the contact listed above and is not to be shared or disseminated without written consent by AK Associates.



# AK ASSOCIATES, INC.

"The leader in implementing new technology solutions"

**AK Associates Inc.**  
**7 Independence Ave.**  
**Derry, New Hampshire 03038**  
**Phone:603-432-5755**

**Quotation: AK\_ECS\_Sent\_Nassau\_FL\_021308002**  
**Site (name/#): Nassau County, Florida**  
**Contact: Linda Ottinger**  
**Email: linda.o@nassaucountysheriff.com**

Qty	Part Number	Description	U/M	Unit Price	Ext. Price
<b>ECS-1000</b>					
<b>System &amp; Server Level</b>					
2	71-30538-AA	MIXER 2K	EA	\$3,965	\$7,930
2	71-30302-AA	MD/DTMF Module	EA	\$1,340	\$2,680
3	71-30648-AA	L/T G2 Module (4x4)	EA	\$4,784	\$14,352
4	71-30690-AA	Internal Fax/Modem	EA	\$269	\$1,076
4	71-30212-AC	Data Interface Mod 5.X	EA	\$3,229	\$12,917
3	71-30596-AB	BIU Module - 5.X	EA	\$1,187	\$3,560
2	71-30679-AB	AP Gen 3 Module 5.X	EA	\$3,450	\$6,900
1	70-30528-AB	DCM Gen 3 Module 5.X	EA	\$7,651	\$7,651
1	70-30615-AB	DCM G3 Mod/ISDN PRI 5.X	EA	\$9,329	\$9,329
1	70-30721-AA	ECS-1000 CE Shelf- Master	EA	\$2,268	\$2,268
1	70-30723-AA	ECS-1000 CE S/- Slve Anal	EA	\$2,642	\$2,642
1	70-CB2AC-AA	ECS-1000 2 Shelf AC Power	EA	\$11,667	\$11,667
14	70-CON01-AA	Connector/Hood Bundle	EA	\$17	\$242
1	70-AAL01-AA	Administrative ACD List	EA	\$672	\$672
1	80-1YRFIRMECS-AA	SPT FIRMWARE 1 YR ECS	EA	\$621	\$621
1	80-3YRFIRMECS-AA	SPT FIRMWARE 3 YR ECS	EA	\$1,656	Optional
1	80-5YRFIRMECS-AA	SPT FIRMWARE 5 YR ECS	EA	\$2,070	Optional
<b>Sub Total</b>					<b>\$84,505</b>
<b>ECS-1000/RescueStar SMART Components</b>					
1	70-41083-DA	SMART XP Maint MIS & Rec	EA	\$5,969	\$5,969
1	76-23091-AA	pcAnywhere Host/Remote	EA	\$232	\$232
1	71-23711-AA	HP 8 Port Switch	EA	\$116	\$116
1	71-23067-BA	Lexmrk 2480 Paral Printer	EA	\$554	\$554
1	64034-50015	MODEM, 56K EXT. SERVER <i>Required for Remote Dial-in</i>	EA	\$371	\$371
<b>Sub Total</b>					<b>\$7,243</b>
<b>ECS-1000 Sentinel</b>					
9	71-31782-AC	SENTINEL 9-1-1 5.X SW	EA	\$3,475	\$31,278
7	71-30597-BB	HLIM w/ CML I/O	EA	\$1,608	\$11,254
2	71-30597-CB	HLIM w/CML I/O & Mod 5.X	EA	\$1,817	\$3,634
9	80-SEN51-AB	SENTINEL 5.X 1 YR NPCML	EA	\$869	\$7,825
9	80-SEN53-AB	SENTINEL 5.X 3 YR NPCML	EA	\$2,224	Optional
9	71-30133-AA	Plantronics Handset	EA	\$76	\$683
9	80-SEN55-AB	SENTINEL 5.X 5 YR NPCML	EA	\$2,781	Optional
<b>Sub Total</b>					<b>\$54,673</b>
<b>ECS-1000/RescueStar SEALI</b>					
1	76-23091-AA	pcAnywhere Host/Remote	EA	\$232	\$232
1	72-SEALI-BB	Sentinel Enhanced ALI 2.1	EA	\$2,300	\$2,300
1	04000-01038	SWITCH KVM 4-PORT USB <i>Will share monitor with SMART computer.</i>	EA	\$173	\$173
<b>Sub Total</b>					<b>\$2,705</b>

Qty	Part Number	Description	U/M	Unit Price	Ext. Price
		<b>ECS-1000 Sentinel Stats</b>			
1	71-31963-AC	Stats 3.0 PSAP	EA	\$4,600	\$4,600
8	71-31963-BC	SENT STATS 3.X DATA COLL	EA	\$500	\$4,002
9	80-SSDC3-AB	STATS DATAC 3YR NPCML	EA	\$320	Optional
9	80-SSDC5-AB	STATS DATAC 5YR NPCML	EA	\$400	Optional
<b>Sub Total</b>					<b>\$8,602</b>
		<b>Computers, Monitors, and Materials</b>			
13	223-0592	Optiplex 755 Minitower (includes Sentinel. Stats. SMART. and Ultrasharp 17" LCD Monitor		\$1,599	\$20,787
11	320-5294	Switchview 8 port KVM		\$299	\$3,289
1	A0944356	Installation per day		\$429	\$429
10	AK Installation	Installation Materials		\$800	\$8,000
1	AK Inst Mat.			\$2,500	\$2,500
<b>Sub Total</b>					<b>\$35,005</b>
				Shipping	\$ 1,599
<b>ECS-1000 Total</b>					<b>\$194,332</b>
<b>Product Total</b>					<b>\$194,332</b>

Disclaimers: This quote is provided for the contact listed above and is not to be shared or disseminated without written consent by AK Associates. This quote null and voids any previous version. Quote is valid for 120 days.

Any line items listed as "Optional" in this proposal are not included in the Product Totals, Product Summaries, Quotation Summary, or the Total Quoted Price. These items are not considered to be part of the system. The "Total Quoted Price" on the Quotation Summary page reflects the proposal value. This figure includes any and all applicable charges, fees, and or discounts.

No order based on this Quote shall be accepted in the absence of a signed master purchase agreement or other purchase agreement with PEI governing the terms of sale.

Lead Time: 4 - 12 Weeks ARO on all PEI standard products. 8 - 12 weeks for CADStar



The leader in implementing new technology solutions

7 Independence Ave, Derry, New Hampshire 03038 Office 603-432-5755 Fax 603-434-0685 AKAssociates911.com

February 13, 2008

Linda G. Ottinger, ENP  
9-1-1 Coordinator  
Nassau County Sheriff's Office  
76001 Bobby Moore Circle  
Yulee, FL 32011  
904.548.4055

Proposal (quote #AK021308001)

**AK Elite Premier Maintenance Service – One (1) Year from date of Installation**

AK Associates Elite Premier Maintenance service includes the following:

Includes (labor only) all installation and maintenance service for the PlantCML 9-1-1 equipment, including PlantCML Sentinel and associated components. Response time for major outages is within (2) hours major and (4) hours for minor outages during normal business day and (4) hour response for nights, weekends and holidays. Remote diagnostics will be done immediately upon receipt of service problem and if corrective action is needed it will be performed remotely or by an on-site visit. In addition this service provides weekly on-site preventive maintenance program that includes daily remote diagnostics, free Project Management (professional services) for system implementation support for all new technologies (like wireless phase I and II and VoIP), 9-1-1 equipment and CAD integration, etc. Elite Premier also provides a **35% discount** on CML and **25% discount** on other 9-1-1 equipment manufactured hardware and software (off list price) when purchasing new equipment for maintenance, system expansion and upgrades.

*Labor is included in yearly cost for all adds, moves, system changes and system upgrade, training, system reconfigurations, selective router programming, direct trunking and integration support (there would not be a labor charge to move your existing PSAP). ALL LABOR ASSOCIATED WITH THE PlantCML EQUIPMENT IS COVERED UNDER THIS AGREEMENT. Any cost for additional (new) hardware OR software is the responsibility of customer.*

<b>AK Elite Premier Maintenance</b>	Year 1	\$25,000.00
<b>PlantCML 2<sup>ND</sup> Tier Maintenance</b>	Year 1	<u>\$11,990.00</u>
<b>Total AK Maintenance and Plant/CML Extended Warranty</b>		<b>=\$36,990.00</b>

**APPLICATION FOR**  
***THE E911 RURAL COUNTY GRANT***  
***PROGRAM***

## Introduction

The E911 Rural County Grant Program is to assist rural counties with the installation and maintenance of an Enhanced 911 (E911) system and to provide "seamless" Enhanced 911 throughout the State of Florida.

## Eligibility

The Board of County Commissioners in any county in the State of Florida with a population of less than 75,000 as per the most recent published data from the *Florida Association of Counties' Directory* is eligible to apply for this grant program. Funding priorities are established in Appendix I.

## Definition

As used herein, the term "Board" shall mean The State of Florida E911 Board.

## General Conditions

1. The applicant must provide one complete original and nine copies of Page 5 through 10 and the associated quotes for the grant application postmarked or delivered on or before March 1 or October 1 of each year, dependent on the fall or spring application period.
2. The E911 Board will not consider leasing of equipment unless the applicant can show that leasing rather than purchase will reduce total costs.
3. Grant applications totaling \$25,000.00 or more must be accompanied by at least three written competitive quotes from different vendors. The E911 Board will compare the three quotes to any existing state contract in order to determine appropriate funding. Any county that has made a good faith effort to obtain three competitive quotes and has not been able to obtain the quotes can request E911 Board review based on substantiated proof of request for quotes or posting of the request with documentation of the limited responses. Sole source funding will be considered on a case-by-case basis. Justification and documentation for sole source funding must be provided with this application. Sole source will be considered if provided in accordance with Florida Statutes 287 or with provision of a letter from the county's purchasing department that the project is a sole source procurement based on the county's purchasing requirements. Grant applications less than \$25,000.00 shall be accompanied by at least one quote for equipment or services.
4. Grant applications less than \$25,000.00 shall be accompanied by at least one quote for equipment or services, except for Item #10 below.
5. Applicants requesting items from different funding priorities should complete a separate application for each priority. (SEE ADDENDUM I GRANT FUNDING PRIORITY LIST FOR A LISTING OF FUNDING PRIORITIES)
6. Only eligible expenses for equipment listed in Florida Statutes §365.172(9) (Appendix I) will be funded.

7. Salaries and associated expenses for 911 Coordinators and call takers or other 911 personnel will not be funded.
8. Equipment maintenance and warranty costs will not be funded on more than an annual basis.
9. Grant funding shall be limited to eligible expenditures for a primary PSAP and one other PSAP per County; either a primary, a secondary or a backup.
10. Training conference and meeting funding opportunities shall be limited and include conference fees travel, lodging and expenses for the Florida Spring and Fall Conference Meeting for the 911 Coordinator and the Florida APCO Conference attendance for two (2) call takers. A quote is not required for this item.
11. Wireline database costs from the Local Exchange Carrier, vehicle expenses and aerial photography expenses will not be funded.
12. Should two or more rural counties jointly apply for a grant, each county will be required to complete and submit a Grant Program Application detailing the funds requested and the county responsible for the funds, with a combined grant package and/or a memorandum of understanding of all counties involved detailing the entire project.
- ✓13. Equipment procurement shall be based on the county's purchasing requirements and the applicable State purchasing requirements including Florida Statutes 112.061.

### **Grant Accounting and Reporting Procedures**

14. Grant funds shall be deposited in an account maintained by the grantee, and each grant shall be tracked using a unique accounting code designator for deposits, disbursements and expenditures assigned by the County. All wireless grant funds in the account maintained by the grantee shall be accounted for separately from all other funds. Grant funds, including accrued interest, can only be used between the beginning and ending dates of the grant unless the Board authorizes an extension. Time extension requests shall be submitted on a Request for Change Form. Failure to have the grant underway; e.g., equipment under contract, may result in the rejection of a time extension request and grantee county may be required to return the grant funds.
15. Grant funds must be deposited in an interest-bearing account. On grant awards above \$100,000.00, any interest generated must be spent as part of this project or the interest shall be returned to the Board. Utilization of the interest funds shall be authorized through an approved Request for Change Form and expenditure documentation shall be included in the final report. On grant awards of \$100,000.00 or less, any interest generated can be spent as part of this project or used for other allowable E911 expenditures listed in Florida Statutes §365.172(9).
16. Grantees will be required to submit quarterly reports summarizing all expenditures and status of the grant project. The report periods will end on September 30, December 31, March 31, and June 30 of each year with reports due within 30 days after these dates. Reporting will begin at the end of the first full quarter after the award. In lieu of submitting a signed quarterly Budget/Expenditure Report form, the updated form can be e-mailed to the Board's administrative or technical staff. The

9/30  
12/31  
3/31  
6/30

County's Board of County Commission Chairperson shall be notified when updates are not received before the next E911 Board meeting following the month after the end of the quarter. Quarterly reports and Request for Change forms may be faxed, emailed, mailed or delivered to the E911 Board administrative or technical staff. Funding continuance will be based on timely submission of quarterly reports.

17. At project completion, a final report shall be submitted based on the same reporting periods described above. The County shall determine the final completion date based on the final payment date, or the initiation date of the warranty period. Final documentation including copies of all expenditures and corresponding invoices shall be submitted within 90 days of the final report.

*Final report*

18. Responsibility for property and equipment obtained under a grant cannot be transferred under any circumstances. If a sale or transfer of such property or equipment occurs within three years after a grant ends, funds must be returned on a pro rata basis.

19. The grantee agrees that any improvement, expansion or other effect brought about in whole or part by grant funds will be maintained.

20. No changes or departures from the original request shall be permitted unless approved in writing by the Board. Such requests shall be submitted using the form attached in Appendix II. Any unauthorized change shall require the return of grant funds, plus any interest accrued.

*Δ's.*

21. Applications will be awarded based upon the priorities set by the Board as listed in Addendum I GRANT FUNDING PRIORITY LIST. The Board reserves the right to adjust the funds awarded based upon the minimum allowable specification for performing the needed E911 function.

22. Applications must be delivered to the following address:

**State of Florida E911 Board  
ATTN: Penney Taylor  
4030 Esplanade Way, Suite 160  
Tallahassee, Florida 32399-0950**

## E911 RURAL COUNTY GRANT PROGRAM CALENDAR

	Spring Schedule	Fall Schedule
Counties submit Application	by March 1	by October 1
Board Members evaluate applications	March – April	October – November
Board votes on applications to fund at regularly scheduled meeting	March – June	October - December
Board sends notification of funding and issues check to counties approved for funding	before June 30	before December 30
Implementation period	One year from receipt of award and funds.	One year from receipt of award and funds.

**County Nassau**

**STATE OF FLORIDA E911 BOARD  
E911 GRANT PROGRAM APPLICATION**

Total Amount Requested: **\$341,385.00**

Project Title: **Enhanced 911 Equipment Upgrade**

1. Board of County Commissioners Chair: Marianne Marshall  
Mailing Address: PO Box 1010  
City: Fernandina Beach  
State: FL Zip: 32035 -  
Phone: ( 904 ) 491-7380 Fax: 904-321-5784  
Suncom: \_\_\_\_\_  
Email Address: \_\_\_\_\_
  
2. County 911 Coordinator: Linda G. Ottinger  
Mailing Address: 76001 Bobby Moore Circle  
City: Yulee  
State: FL Zip: 32097 -  
Phone: ( 904 ) 548-4055 Fax: 904-548-4155  
Suncom: N/A  
Email Address: lindao@nassaucountysheriff.com
  
3. Federal Tax ID Number: 591863042



# County Nassau

## COUNTY INFORMATION

### 4. County Fact Sheet

- A. County Nassau
- B. Population 65,850
- C. Access Lines (Nonwireless) 26,000
- D. Wireline User Fee .50
- E. Nonwireless User Fee collected prior year (Jan-Dec) \$103,694.00
- F. Access Lines/Subscribers (Wireless) 42,000
- G. Wireless User Fee collected (most recent 12 mos.) \$210,375.00
- H. Total Number of Incoming Nonwireless Trunks 5
- I. Total Number of Incoming Wireless Trunks 3
- J. Number of PSAP's 1 Primary & 1 Remote
- K. Number of Call Taker Positions per PSAP 7 Primary & 2 Remote
- L. Total Estimated Volume of 911 Calls (Please complete table)

AGENCY	WIRELINE	WIRELESS	TOTAL
Law Enforcement	Combined	Combined	Combined
Fire	Combined	Combined	Combined
Emergency Medical Services	Combined	Combined	Combined
<b>TOTAL</b>	<b>18,687</b>	<b>21,012</b>	<b>39,699</b>

M. a. What equipment is needed to maintain the Enhanced 911 system?

-Recording Equipment Yes  No

-Generator Yes  No

-Replacement Telephones Yes  No

-Other (Please specify) Router and CPE Equipment

b. What are the current monthly costs for your E911 system (circuits, customer records, hardware and software, etc.)? \$9,118.90

c. What are the current monthly costs for maintenance of items included in b? \$5,031.00

N. Financial Information:

a. Amount of County 911 capital expenditure carry forward currently available \$58,210.00

# County Nassau

## **PROJECT DESCRIPTION AND JUSTIFICATION**

### A 12 POINT FONT MUST BE USED OR LEGIBLE HAND PRINTING

5. **NEEDS STATEMENT:** Describe your county's existing E911 system and justify the project. Describe why your county is requesting this grant and why your county would not be able to complete this project without this grant funding. (Please limit needs statement to no more than one page.)

Nassau County, Florida has one (1) primary PSAP, managed by the Nassau County Sheriff's Office and one (1) remote PSAP managed by the City of Fernandina Beach Police Department. Both locations have InterAct/Zetron E911 equipment and InterAct GIS map systems. The two PSAPs share eight (8) 911 trunks that terminate at the Nassau County Sheriff's Office PSAP. Five (5) trunks are wireline trunks and three (3) trunks are wireless trunks. Nassau County is wireless Phase II compliant.

The existing InterAct/Zetron E911 system has been in place since 2002 and the existing maintenance agreement with AT&T expires in September 2008. There have been recurring problems with the System and intermittent problems with the handsets.

Currently there is no backup PSAP in Nassau County. This system would provide an affordable backup solution within Nassau County and link into Duval County through the North Florida 911 Network. With the new system Nassau County would be able to participate in a regional backup 911 system. Using Plant CML and Solacom 911 equipment, our 911 equipment would be identical to all of our surrounding counties 911 equipment and in the case of system outage, emergency calls can be configured to automatically route to another county's on-site selective router. Our call takers and dispatchers would also be proficient on the 911 call taking equipment at that county.

The Nassau County E911 system currently operates on 911 Fee monies supplemented by County General Funds. The current E911 budget does not provide the funds required to upgrade the existing system. There are \$58,210.00 of carry forward funds that are needed for network upgrades and contingency.

6. **PURPOSE:** Briefly describe goal(s) and how this grant project would be in concurrence with the State E911 Plan.

The primary goal of this grant is to replace our existing Primary PSAP to assure the continuous operation of Enhanced 911 services and provide backup capabilities utilizing other counties in the area. The system proposed will provide a complete 911 system in concurrence with the State 911 plan for Enhanced 911 and Phase I & II Systems. The backup E911 Phase II system is required to assure continuous 911 services in the future, meeting the goals set by the State of Florida's 911 Plan on E911 backup requirements in the event of failure of a Primary PSAP.

## County Nassau

7. PROJECT DESCRIPTION/JUSTIFICATION. Describe the project including the objectives, required steps and an approximate schedule or time frame with procurement and payment milestones and completion date. (Include sole source justification if applicable)

This project will require installation of the new CPE and controller/router equipment at the existing Primary PSAP location. Upon notification of grant award Nassau County will begin the project with the following anticipated schedule.

0-90 Days – Procurement Phase, equipment order & awaiting delivery of equipment (time to comply with the county's purchasing requirements.)

91-180 Days – Prepare work area, equipment delivery and installation.

180-240 Days – Commissioning, acceptance testing and training.

We have obtained three quotes on different systems from vendors and the Plant CML was selected. The system will be maintained by personnel assigned to our area by the vendor. The vendor maintains the systems in our surrounding counties.

8. Budget/Expenditure Report

Prepare an itemized Grant Budget ("Line Item" breakdown should include separated systems, i.e.; E911 System, logging recorder, centerline mapping, etc. and services items). The completed form shall be used to complete quarterly report requirements, listing expenditures and revisions (if any) in appropriate columns. If there is insufficient space, please include details in an attachment. **Budget costs should match requested vendor quote.**

County: **Nassau** Grant Number: Report Date:

For Grant Period Ending:  September 30  December 31  March 31  June 30 Year: FINAL

Proposed Budget				USE FOR QUARTERLY REPORTS	
Line Item	Unit Price	Quan.	Total Cost	Revised Budget	Expenditure Year-to-Date
<b>A. Systems (Hardware, Software, Equipment &amp; Labor)</b>					
PlantCML ECS1000			\$194,332.00		
Solacom IQ 1500 Selective Router			\$102,859.00		
Total System Items			\$ 297,191.00		
<b>B. Services (Training, Maintenance and Warranty Items)</b>					
Maintenance			\$25,000.00		
PlantCML 2 <sup>nd</sup> Tier Maintenance			\$11,990.00		
Solacom Year 1 Warranty			\$7,204.00		
Total Service Items			\$ 44,194.00		
System Total			\$ 341,385.00		
County E911 Funding Total (Carry Forward Funds) (If applicable)			\$		
<b>Grant Request Total</b>			<b>\$ 341,385.00</b>		

USE FOR ALL REPORTS

Total Amount of Grant Awarded	\$
Total Interest for Grant Period	\$
Final Completion Date:	

*Linda G. Ottinger*  
Signature, 911 Coordinator

**County Nassau**

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9. ASSURANCES

ACCEPTANCE OF TERMS AND CONDITIONS: The grantee accepts all grant terms and conditions. Grantee understands that grants are contingent upon the availability of funds.

DISCLAIMER: The grantee certifies that the facts and information contained in this application and any attached documents are true and correct. A violation of this requirement may result in revocation of the grant, return of all funds and interest accrued (if any), to the Board and any other remedy provided by law.

NOTIFICATION OF AWARDS: The grantee understands and accepts that the notice of award will be advertised in the Florida Administrative Weekly and that 21 days after this advertisement the grantee waives any right to challenge or protest pursuant to Chapter 120, F.S.

MAINTENANCE OF IMPROVEMENT AND EXPANSION: The grantee agrees that any improvement, expansion or other effect brought about in whole or part by grant funds, will be maintained. No substantial changes or departures from the original proposal shall be permitted unless the E911 Board gives prior written authorization. Any unauthorized change will necessitate the return of grant funds, plus interest (if any) accrued.

Failure to utilize grant funds as represented may jeopardize eligibility to be considered for future funding.

10. AUTHORITY

I hereby affirm my authority and responsibility for the use of funds requested.



SIGNATURE - CHAIR, BOARD OF COUNTY COMMISSIONERS

2.29.08

DATE

Marianne Marshall  
Printed Name

ATTESTED TO

DATE

## *Appendix I*

**NO requests for funding will be acknowledged for any items not listed in Florida Statute 365.172, Emergency communication number "E911"; paragraph (9) (shown below).**

### Section 365.172 (9), Florida Statutes

#### AUTHORIZED EXPENDITURES OF E911 FEE.—

- (a) For purposes of this section, E911 service includes the functions of database management, call taking, location verification, and call transfer.
- (b) All costs directly attributable to the establishment or provision of E911 service and contracting for E911 services are eligible for expenditure of moneys derived from imposition of the fee authorized by this section. These costs include the acquisition, implementation, and maintenance of Public Safety Answering Point (PSAP) equipment and E911 service features, as defined in the Public Service Commission's lawfully approved 911 and E911 and related tariffs or the acquisition, installation, and maintenance of other E911 equipment, including call answering equipment, call transfer equipment, ANI controllers, ALI controllers, ANI displays, ALI displays, station instruments, E911 telecommunications systems, visual call information and storage devices, recording equipment, telephone devices and other equipment for the hearing impaired used in the E911 system, PSAP backup power systems, consoles, automatic call distributors, and interfaces, including hardware and software, for computer-aided dispatch (CAD) systems, integrated CAD systems for that portion of the systems used for E911 call taking, network clocks, salary and associated expenses for E911 call takers for that portion of their time spent taking and transferring E911 calls, salary and associated expenses for a county to employ a full-time equivalent E911 coordinator position and a full-time equivalent mapping or geographical data position and a staff assistant position per county for the portion of their time spent administrating the E911 system, training costs for PSAP call takers, supervisors, and managers in the proper methods and techniques used in taking and transferring E911 calls, costs to train and educate PSAP employees regarding E911 service or E911 equipment, and expenses required to develop and maintain all information, including ALI and ANI databases and other information source repositories, necessary to properly inform call takers as to location address, type of emergency, and other information directly relevant to the E911 call taking and transferring function. Moneys derived from the fee may also be used for next-generation E911 network services, next-generation E911 database services, next generation E911 equipment, and wireless E911 routing systems.
- (c) The moneys may not be used to pay for any item not listed in this subsection, including, but not limited to, any capital or operational costs for emergency responses which occur after the call transfer to the responding public safety entity and the costs for constructing, leasing, maintaining, or renovating buildings, except for those building modifications necessary to maintain the security and environmental integrity of the PSAP and E911 equipment rooms.

Appendix II

**Request for Change**

Name of County: \_\_\_\_\_

BUDGET LINE ITEM	CHANGE FROM	CHANGE TO
<b>TOTAL</b>	\$	\$

Justification For Change:

\_\_\_\_\_

Signature of Authorized Official \_\_\_\_\_  
Date

For E911 Board use only.

Approved: Yes  No

\_\_\_\_\_

E911 Board's Authorized Representative \_\_\_\_\_  
Date

## **Addendum I**

### **Funding Priorities for the E911 Rural County Grant Program**

The criteria for determining acceptability for disbursement of funds from the State of Florida E911 Rural County Grant Program will be made on a PRIORITY basis. There will be seven (7) priorities as identified below:

**PRIORITY 1:** Rural counties with E911 systems that require immediate system replacement to maintain enhanced 911 status or when the expected life of the system is less than 1 year. Should any funds remain after provisioning for Priority 1 needs, remaining funds will be made available for Priority 2 grants.

**PRIORITY 2:** Rural counties with E911 systems that require maintenance or warranty agreements for maintaining enhanced 911 status. Should any funds remain after provisioning for Priority 1 & 2 needs, remaining funds will be made available for Priority 3 grants.

**PRIORITY 3:** Rural counties with E911 systems that require replacement of critical or necessary hardware or software for maintaining enhanced 911 status. Should any funds remain after provisioning for Priority 1, 2 & 3 needs, remaining funds will be made available for Priority 4 grants.

**PRIORITY 4:** Rural counties with E911 or Phase I Systems requesting system upgrades related to wireless Phase II system implementations. These may be hardware, software, network, or data base requirements (both non-recurring and/or recurring). Should any funds remain after provisioning for Priority 1, 2, 3 & 4 needs, remaining funds will be made available for Priority 5 grants.

**PRIORITY 5:** Rural counties with Phase II systems that require replacement of critical or necessary hardware or software for maintaining wireless Phase II status. This may include hardware, software, database or network (both non-recurring and/or recurring). Should any funds remain after provisioning for Priority 1, 2, 3, 4 & 5 needs, remaining funds will be made available for Priority 6 grants.

**PRIORITY 6:** Rural counties requesting training conference and meeting funding. Should any funds remain after provisioning for Priority 1, 2, 3, 4, 5 & 6 needs, remaining funds will be made available for Priority 7 grants.

**PRIORITY 7:** Rural counties with E911, Phase I or Phase II systems that require allowable 911 expense items that are not defined in Priorities 1, 2, 3, 4, 5 & 6 but are needed to maintain a complete 911 system. This may include hardware or software that is allowable by the statutes but not covered in Priority 1, 2, 3, 4, 5 & 6.



# AK ASSOCIATES, INC.

"The leader in implementing new technology solutions"

AK Associates Inc.  
7 Independence Ave.  
Derry, New Hampshire 03038  
Phone: 603-432-5755

Quotation: AK\_ECS\_Sent\_Nassau\_FL\_021308002  
Site (name/#): Nassau County, Florida  
Contact: Linda Ottinger  
Email: lindao@nassaucountysheriff.com

Qty	Part Number	Description	U/M	Unit Price	Ext. Price
		<b>ECS-1000</b>			
		<b>System &amp; Server Level</b>			
2	71-30538-AA	MIXER 2K	EA	\$3,965	\$7,930
2	71-30302-AA	MD/DTMF Module	EA	\$1,340	\$2,680
3	71-30648-AA	L/T G2 Module (4x4)	EA	\$4,784	\$14,352
4	71-30690-AA	Internal Fax/Modem	EA	\$269	\$1,076
4	71-30212-AC	Data Interface Mod 5.X	EA	\$3,229	\$12,917
3	71-30596-AB	BIU Module - 5.X	EA	\$1,187	\$3,560
2	71-30679-AB	AP Gen 3 Module 5.X	EA	\$3,450	\$6,900
1	70-30528-AB	DCM Gen 3 Module 5.X	EA	\$7,651	\$7,651
1	70-30615-AB	DCM G3 Mod/ISDN PRI 5.X	EA	\$9,329	\$9,329
1	70-30721-AA	ECS-1000 CE Shelf- Master	EA	\$2,268	\$2,268
1	70-30723-AA	ECS-1000 CE Sf- Slve Anal	EA	\$2,642	\$2,642
1	70-CB2AC-AA	ECS-1000 2 Shelf AC Power	EA	\$11,667	\$11,667
14	70-CON01-AA	Connector/Hood Bundle	EA	\$17	\$242
1	70-AAL01-AA	Administrative ACD List	EA	\$672	\$672
1	80-1YRFIRMECS-AA	SPT FIRMWARE 1 YR ECS	EA	\$621	\$621
1	80-3YRFIRMECS-AA	SPT FIRMWARE 3 YR ECS	EA	\$1,656	Optional
1	80-5YRFIRMECS-AA	SPT FIRMWARE 5 YR ECS	EA	\$2,070	Optional
<b>Sub Total</b>					<b>\$84,505</b>
		<b>ECS-1000/RescueStar SMART Components</b>			
1	70-41083-DA	SMART XP Maint MIS & Rec	EA	\$5,969	\$5,969
1	76-23091-AA	pcAnywhere Host/Remote	EA	\$232	\$232
1	71-23711-AA	HP 8 Port Switch	EA	\$116	\$116
1	71-23067-BA	Lexmrk 2480 Paral Printer	EA	\$554	\$554
1	64034-50015	MODEM, 56K EXT. SERVER <i>Required for Remote Dial-in</i>	EA	\$371	\$371
<b>Sub Total</b>					<b>\$7,243</b>
		<b>ECS-1000 Sentinel</b>			
9	71-31782-AC	SENTINEL 9-1-1 5.X SW	EA	\$3,475	\$31,278
7	71-30597-BB	HLIM w/ CML I/O	EA	\$1,608	\$11,254
2	71-30597-CB	HLIM w/CML I/O & Mod 5.X	EA	\$1,817	\$3,634
9	80-SENS1-AB	SENTINEL 5.X 1 YR NPCML	EA	\$869	\$7,825
9	80-SENS3-AB	SENTINEL 5.X 3 YR NPCML	EA	\$2,224	Optional
9	71-30133-AA	Plantronics Handset	EA	\$76	\$683
9	80-SENS5-AB	SENTINEL 5.X 5 YR NPCML	EA	\$2,781	Optional
<b>Sub Total</b>					<b>\$54,673</b>
		<b>ECS-1000/RescueStar SEALI</b>			
1	76-23091-AA	pcAnywhere Host/Remote	EA	\$232	\$232
1	72-SEALI-BB	Sentinel Enhanced ALI 2.1	EA	\$2,300	\$2,300
1	04000-01038	SWITCH KVM 4-PORT USB <i>Will share monitor with SMART computer.</i>	EA	\$173	\$173
<b>Sub Total</b>					<b>\$2,705</b>

Qty	Part Number	Description	U/M	Unit Price	Ext. Price
<b>ECS-1000 Sentinel Stats</b>					
1	71-31963-AC	Stats 3.0 PSAP	EA	\$4,600	\$4,600
8	71-31963-BC	SENT STATS 3.X DATA COLL	EA	\$500	\$4,002
9	80-SSDC3-AB	STATS DATAC 3YR NPCML	EA	\$320	Optional
9	80-SSDC5-AB	STATS DATAC 5YR NPCML	EA	\$400	Optional
<b>Subtotal</b>					<b>\$8,602</b>
<b>Computers, Monitors, and Materials</b>					
13	223-0592	Optiplex 755 Minitower (includes Sentinel, Stats, SMART, and Ultrasharp 17" LCD Monitor		\$1,599	\$20,787
11	320-5294	Switchview 8 port KVM		\$299	\$3,289
1	A0944356	Installation per day		\$429	\$429
10	AK Installation	Installation Materials		\$800	\$8,000
1	AK Inst Mat.			\$2,500	\$2,500
<b>Subtotal</b>					<b>\$35,005</b>
				Shipping	\$ 1,599
<b>ECS-1000 Total</b>					<b>\$194,332</b>
<b>Product Total</b>					<b>\$194,332</b>

**Disclaimers:** This quote is provided for the contact listed above and is not to be shared or disseminated without written consent by AK Associates. This quote null and voids any previous version. Quote is valid for 120 days.

Any line items listed as "Optional" in this proposal are not included in the Product Totals, Product Summaries, Quotation Summary, or the Total Quoted Price. These items are not considered to be part of the system. The "Total Quoted Price" on the Quotation Summary page reflects the proposal value. This figure includes any and all applicable charges, fees, and or discounts.

No order based on this Quote shall be accepted in the absence of a signed master purchase agreement or other purchase agreement with PEI governing the terms of sale.

Lead Time: 4 - 12 Weeks ARO on all PEI standard products. 8 - 12 weeks for CADStar



"The leader in implementing new technology solutions"

7 Independence Ave, Derry, New Hampshire 03038 Office 603-432-5755 Fax 603-434-0685 AKAssociates911.com

February 13, 2008

Linda G. Ottinger, ENP  
9-1-1 Coordinator  
Nassau County Sheriff's Office  
76001 Bobby Moore Circle  
Yulee, FL 32011  
904.548.4055

Proposal (quote #AK021308001)

**AK Elite Premier Maintenance Service – One (1) Year from date of Installation**

AK Associates Elite Premier Maintenance service includes the following:

Includes (labor only) all installation and maintenance service for the PlantCML 9-1-1 equipment, including PlantCML Sentinel and associated components. Response time for major outages is within (2) hours major and (4) hours for minor outages during normal business day and (4) hour response for nights, weekends and holidays. Remote diagnostics will be done immediately upon receipt of service problem and if corrective action is needed it will be performed remotely or by an on-site visit. In addition this service provides weekly on-site preventive maintenance program that includes daily remote diagnostics, free Project Management (professional services) for system implementation support for all new technologies (like wireless phase I and II and VoIP), 9-1-1 equipment and CAD integration, etc. Elite Premier also provides a **35% discount** on CML and **25% discount** on other 9-1-1 equipment manufactured hardware and software (off list price) when purchasing new equipment for maintenance, system expansion and upgrades.

*Labor is included in yearly cost for all adds, moves, system changes and system upgrade, training, system reconfigurations, selective router programming, direct trunking and integration support (there would not be a labor charge to move your existing PSAP). ALL LABOR ASSOCIATED WITH THE PlantCML EQUIPMENT IS COVERED UNDER THIS AGREEMENT. Any cost for additional (new) hardware OR software is the responsibility of customer.*

AK Elite Premier Maintenance	Year 1	\$25,000.00
PlantCML 2 <sup>ND</sup> Tier Maintenance	Year 1	<u>\$11,990.00</u>
Total AK Maintenance and Plant/CML Extended Warranty		= <b>\$36,990.00</b> ✓



"The leader in implementing new technology solutions"

AK Associates  
7 Independence Ave.  
Derry, New Hampshire 03038  
Phone: 603-432-5755

Quote: AK\_IQ\_Gateway\_Nassau\_FL\_12170700  
Site: Nassau County Sheriff  
Contact: Linda Ottinger  
E-Mail: lindao@nassaucountysheriff.com

REL	Part Number	DESCRIPTION	QTY	Unit Price	Extended Price
<b>IQ Selective Router</b>					
1.0	V3250018	IQ 1500 Selective Router - Includes 6 slot cPCI I/O shelf, 24 port rack mount managed ethernet switch	1	\$8,188	\$8,188
1.0	V3219911-2	T1 Trunk Interface Kit (half card) - Includes 8 span T1 interface card (192 DS0), rear transition module, 3200 MIPS DTMF Mezzanine, VSOS license, PRI signalling, shielded IQI to dual CHAMP cable, RJ48 patch panel, 2 ethernet cable.	2	\$7,628	\$15,255
1.0	V3219913-2	VoIP Trunk Interface Kit - half card -(G7.11) - VoIP Trunk interface and rear transition module, includes VSOS port licenses, (256 port G.711 / 200 port G.729 ) and 4 ethernet cables	2	\$8,705	\$17,410
1.0	V3211QT1	IQ Selective Router Application S/W License (per port	896	\$42	\$37,856
1.0	3219022	VSOS Base License (requires 1 for simplex; 2 for duplex-redundant)	1	\$4,063	\$4,063
N/A	V3250055	Application Server- Windows (Simplex) - IQSelectiveRouter 2U Dual processor, 1024MB, Dual 80 Gig HD with Remote Admin, 3rd Brigade DPI, Etrust AV	1	\$7,733	\$7,733
N/A	V3250031	Admin Server Assembly (Windows) - Admin Server 1U, Single Processor, 1024 MB, Dual 80 GB, Remote Admin, 3rd Brigade DPI, Etrust AV	1	\$3,427	\$3,427
N/A	B3210445	10U Cabinet - 10U 19" Cabinet with Door	1	\$1,129	\$1,129
N/A	V3210121	KVM & 8 port Switch Combo - Combined rack mount LCD monitor, keyboard, trackball, and e port electronic switch	1	\$2,607	\$2,607
N/A	V3210165	Installation Kit - includes Extreme 24 Port Managed Switct	1	\$2,393	\$2,393
<b>IQ Selective Router Section Sub-Total:</b>					<b>\$100,059</b> ✓

<b>IQ Selective Router - Spares</b>					
0	C	T1 Trunk Interface Kit (half card) - Includes 8 span T1 interface card (192 DS0), rear transition module, 3200 MIPS DTMF Mezzanine, VSOS license, PRI signalling, shielded IQI to dual CHAMP cable, RJ48 patch panel, 2 ethernet cable.	Option	\$7,628	Option
0	C	VoIP Trunk Interface Kit - half card -(G7.11) - VoIP Trunk interface and rear transition module, includes VSOS port licenses, (256 port G.711 / 200 port G.729 ) and 4 ethernet cables	Option	\$8,705	Option
84	505	00	+		
7	243	00	+		
54	673	00	+		
2	705	00	+		
8	602	00	+		
35	005	00	+		
1	599	00	+		
36	990	00	+		
100	059	00	+		
800	00	00	+		
2	000	00	+		
7	204	00	+		
<b>Sub-Total Price:</b>					<b>\$100,059</b>
				1	\$800 ✓
				1	\$2,000 ✓
				1	Option
<b>Total Price:</b>					<b>\$102,859</b>
Year 1 - Warranty			1		\$7,204
Year 2 - Extended Warranty			Option		Option
<b>Maintenance Section Sub-Total:</b>					<b>\$7,204</b> ✓
Any line items listed as "Optional" in this proposal are not included in the Product Totals, Product Summaries, Quotation Summary, or the Total Quoted Price. These items are not considered to be part of the system. The "Total Quoted Price" on the Quotation Summary page reflects the proposal value. This figure includes any and all applicable charges, fees, and or discounts.					
341	385	00	*	This quote is provided for the contact listed above and is not to be shared or disseminated without written consent by AK Associates.	

Purchase New AT&T / Positron VIPER System		Nassau County 911 Upgrade Project					
<b>Nassau County 911 - Option # 1</b>							
Case FL07-E826-00 option 2 is a new contract to Purchase a new AT&T / Positron VIPER System							
Item	USOC	Quantity	Purchase	Monthly Maintenance	Total Purchase	Total Monthly Maintenance	
Positron VIPER Base System- ( 0x8x0)	W22K9	1	\$ 100,433.00	\$ 1,448.00	\$ 100,433.00	\$ 1,448.00	
CIM Card	W22KC	4	\$ 2,363.00	\$ 57.00	\$ 9,452.00	\$ 228.00	
VOIP FXO Gateway - 8 Ports	W22KH	2	\$ 2,311.00	\$ 53.00	\$ 4,622.00	\$ 106.00	
Backroom Position Access License	W22KL	1	\$ 961.00	\$ 6.00	\$ 961.00	\$ 6.00	
Positron VIPER Enabling Kit	W22KO	7	\$ 4,370.00	\$ 64.00	\$ 30,590.00	\$ 448.00	
T-1 Router	W22KT	1	\$ 6,244.00	\$ 159.00	\$ 6,244.00	\$ 159.00	
Touch Screen 19 inch LCD Monitor	W117N	8	\$ 2,244.00	\$ 90.00	\$ 17,952.00	\$ 720.00	
19 inch LCD Monitor	W117M	22	\$ 1,056.00	\$ 42.00	\$ 23,232.00	\$ 924.00	
PWR 911 Base System Server 1-10 positions	W22KN	1	\$ 22,408.00	\$ 252.00	\$ 22,408.00	\$ 252.00	
PWR 911 Workstations (1-10 Pos)VIPER	W22KP	7	\$ 7,385.00	\$ 90.00	\$ 51,695.00	\$ 630.00	
Power 911 Agent Toolkit Software	W11QS	7	\$ 597.00	\$ 5.00	\$ 4,179.00	\$ 35.00	
Power 911 Integrated Call Recorder	W11QV	7	\$ 576.00	\$ 6.00	\$ 4,032.00	\$ 42.00	
Power 911 Integrated TDD for IAP Backroom	W11QW	7	\$ 577.00	\$ 7.00	\$ 4,039.00	\$ 49.00	
IWS Server Redundant Disk Array	W22Q2	2	\$ 2,769.00	\$ 44.00	\$ 5,538.00	\$ 88.00	
HP 2100 Laser Printer w/ Jet Direct 600N	W11Q6	1	\$ 1,735.00	\$ 8.00	\$ 1,735.00	\$ 8.00	
1 GB Memory	TBD	9	\$ 305.00	\$ 1.00	\$ 2,745.00	\$ 9.00	
Workstation Computer	W1168	2	\$ 3,881.00	\$ 35.00	\$ 7,762.00	\$ 70.00	
Quad Video Card	W11YQ	7	\$ 1,197.00	\$ 15.00	\$ 8,379.00	\$ 105.00	
Dual Video Card	W11YP	2	\$ 150.00	\$ 2.00	\$ 300.00	\$ 4.00	
Dedicated CAD Server ( Up to 15 positions )	W1161	1	\$ 5,842.00	\$ 27.00	\$ 5,842.00	\$ 27.00	
Connection to Tape BU System	TBD	1	\$ 1,926.00	\$ 9.00	\$ 1,926.00	\$ 9.00	
Power CAD Workstation Software	W116A	9	\$ 15,722.00	\$ 120.00	\$ 141,498.00	\$ 1,080.00	
Power CAD Server Software	W116B	1	\$ 3,189.00	\$ 13.00	\$ 3,189.00	\$ 13.00	
PWR CAD Site Info and Management System	W116C	9	\$ 597.00	\$ 5.00	\$ 5,373.00	\$ 45.00	
Power ALI and PWR MOSAG	W116H	9	\$ 746.00	\$ 6.00	\$ 6,714.00	\$ 54.00	



<u>Purchase New AT&amp;T / Positron VIPER System</u>		<u>Nassau County 911 Upgrade Project</u>					
<u>Fernandina Beach PD - Option # 1</u>							
<u>Case FL07-E826-00 option 2 is a new contract to Purchase a new AT&amp;T / Positron VIPER System</u>							
<u>Item</u>	<u>USOC</u>	<u>Quantity</u>	<u>Purchase</u>	<u>Monthly Maintenance</u>	<u>Total Purchase</u>	<u>Total Monthly Maintenance</u>	
VOIP FXO Gateway - 8 Ports	W22KH	1	\$ 2,311.00	\$ 53.00	\$ 2,311.00	\$ 53.00	
24 Port Switch with QoS	W22KK	2	\$ 1,104.00	\$ 23.00	\$ 2,208.00	\$ 46.00	
Backroom Position Access License	W22KL	1	\$ 961.00	\$ 6.00	\$ 961.00	\$ 6.00	
Positron VIPER Enabling Kit	W22KO	2	\$ 4,370.00	\$ 64.00	\$ 8,740.00	\$ 128.00	
T-1 Router	W22KT	2	\$ 6,244.00	\$ 159.00	\$ 12,488.00	\$ 318.00	
Touch Screen 19 inch LCD Monitor	W117N	3	\$ 2,244.00	\$ 90.00	\$ 6,732.00	\$ 270.00	
19 inch LCD Monitor	W117M	3	\$ 1,056.00	\$ 42.00	\$ 3,168.00	\$ 126.00	
Dual Video Card	W11YP	2	\$ 150.00	\$ 2.00	\$ 300.00	\$ 4.00	
PWR 911 Workstations (1-10 Pos)VIPER	W22KP	2	\$ 7,385.00	\$ 90.00	\$ 14,770.00	\$ 180.00	
Power 911 Agent Toolkit Software	W11QS	2	\$ 597.00	\$ 5.00	\$ 1,194.00	\$ 10.00	
Power 911 Integrated Call Recorder	W11QV	2	\$ 576.00	\$ 6.00	\$ 1,152.00	\$ 12.00	
Power 911 Integrated TDD for IAP Backroom	W11QW	2	\$ 577.00	\$ 7.00	\$ 1,154.00	\$ 14.00	
Object Server	W117V	1	\$ 3,954.00	\$ 34.00	\$ 3,954.00	\$ 34.00	
Power MIS 3.0 Additional Data License	W11O6	2	\$ 745.00	\$ 11.00	\$ 1,490.00	\$ 22.00	
Power MIS 3.0 Additional Client License	W11O9	1	\$ 325.00	\$ 5.00	\$ 325.00	\$ 5.00	
Power Map 3.0 for ESRI Data	W115K	2	\$ 4,908.00	\$ 31.00	\$ 9,816.00	\$ 62.00	
Travel Fee	W117A	1	\$ 1,592.00	\$ -	\$ 1,592.00	\$ -	
Living Expenses per day	W117B	4	\$ 255.00	\$ -	\$ 1,020.00	\$ -	
Power 911 Call Taker Training per Day	W117C	6	\$ 288.00	\$ -	\$ 1,728.00	\$ -	
PWR MAP Call Taker Training per call taker	W22CC	6	\$ 288.00	\$ -	\$ 1,728.00	\$ -	
Site Survey	W1173	1	\$ 3,053.00	\$ -	\$ 3,053.00	\$ -	
							<b>Monthly</b>
					<b>Purchase</b>	<b>Maintenance</b>	
Purchase New Positron VIPER equipment w/ AT&T Maintenance							
<b>Total Positron Equipment Charges Purchase VIPER / Fernandina Beach PD</b>					<b>\$ 79,884.00</b>	<b>\$ 1,290.00</b>	







InterAct Public Safety Systems  
 45 Patton Avenue  
 Asheville, North Carolina 28801  
 800-768-3911

**Price Quotation**

*s estimate is provided for your general information, and should be used for preliminary planning purposes only. Firm quotes are subjected to detailed engineering review to assure accuracy and completeness and may be obtained on request from your InterAct representative.*

<b>Name:</b> Nassau County Florida	<b>Quotation #:</b> 011108
<b>Address:</b>	<b>Date:</b> 1/11/08
<b>City/State:</b>	<b>Sales Person:</b> Bob Sabin

Product Code	Description	Qty	Price Each	Extended Price	Annual Charges
<b>System Compents</b>					
	Liberty Shield - Next Generation PSAP Controller	1	\$ 40,000.00	\$ 40,000.00	\$ 6,800.00
	Additional EG200 4 Port FXO	1	\$ 900.00	\$ 900.00	\$ 153.00
	Interface Diversity Upgrade Kit	1	\$ 21,719.00	\$ 21,719.00	\$ 3,692.23
	Enhanced Fault Tolerance Upgrade Kit	1	\$ 32,761.00	\$ 32,761.00	\$ 5,569.37
	Admin Server Assembly (Windows)	1	\$ 4,218.00	\$ 4,218.00	\$ 717.06
	Liberty Shield - Next Generation PSAP Controller - Spares	1	\$ 7,920.00	\$ 7,920.00	\$ 1,346.40
	Liberty Shield - Next Generation Response	5	\$ 15,000.00	\$ 75,000.00	\$ 12,750.00
	Instant Recall Recorder	5	\$ 900.00	\$ 4,500.00	\$ 765.00
	Polycom Sound Point IP Phone - 501	5	\$ 650.00	\$ 3,250.00	\$ 552.50
	InterAct MIS	1	\$ 8,500.00	\$ 8,500.00	\$ 1,445.00
	MIS Server	1	\$ 14,500.00	\$ 14,500.00	\$ 2,465.00
	Ancillary Items	5	\$ 12,500.00	\$ 62,500.00	\$ 10,625.00
	<b>SubTotal System Components</b>			\$ 187,018.00	\$ 31,793.06
<b>Services</b>					
	Installation	5	\$ 1,500.00	\$ 7,500.00	
	Call Take Training (max 5 students per course)	3	\$ 750.00	\$ 2,250.00	
	IQ Admin Training (max 2 students per course)	1	\$ 1,500.00	\$ 1,500.00	
	Project Management and Configuration Services	1	\$ 46,800.00	\$ 46,800.00	
	Travel Expenses	9	\$ 280.00	\$ 2,520.00	
	Shipping	1	\$ 1,250.00	\$ 1,250.00	
	<b>SubTotal Services</b>			\$ 61,820.00	\$ -
	<b>Warranty and Maintenance</b>			\$ 31,793.06	
<b>InterAct Price Quotation Total</b>				<b>\$280,631.06</b>	<b>\$31,793.06</b>

Quotation Parameters