

County of Henry

P.O. BOX 7
COLLINSVILLE, VIRGINIA 24078-0007
<http://www.co.henry.va.us/>

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MEMBER OF
VAGP
NIGP

PURCHASING DEPARTMENT

APRIL 3, 2015
REQUEST FOR PROPOSAL
RFP # 15-04173-A151
HENRY COUNTY PURCHASING DEPARTMENT

The Martinsville-Henry County 911 Center (MHC911) solicits firms to submit proposals for “Airbus Patriot to Airbus Vesta Hardware Refresh for 911.” The original and three (3) submittals (FOR A TOTAL OF FOUR (4) PROPOSALS), marked “Airbus Patriot to Airbus Vesta Hardware Refresh for 911” RFP #15-04173-A151 will be received in a sealed envelope not later than 3:00 p.m., Local Prevailing Time, April 17, 2015, in the:

**Purchasing Department, Room 210
Attn: Carole Jones, Chief Purchasing Agent
Henry County Administration Building
P.O. Box 7 (Postal Service)
3300 Kings Mountain Road (UPS or FedEx)
Collinsville, VA 24078-0007**

Facsimile and/or electronic proposals will not be accepted. Proposals received after the announced time and date of receipt, by mail or otherwise, will be returned unopened. Nothing herein is intended to exclude any responsible firm or in any way restrain or restrict competition.

On the contrary, all responsible firms, local, faith-based, minority-owned and female-owned are encouraged to submit a proposal.

The County/PSA reserves the right to reject any or all of the proposals, to waive informalities and to award in part or in whole any or all proposals. Any proposal submitted **MUST** be signed by an individual authorized to bind the offeror.

RFP #15-04173-A151

Enclosed is a ***“Proposal Requirements and Non-Collusion Statement”*** that must be signed and returned with the proposal or proposal may be rejected.

If you desire not to quote on this proposal, please forward your acknowledgement of NO PROPOSAL SUBMITTED to the above address. Otherwise, your name shall be removed from our bidders list after three (3) non-responses.

Contract Period

A notice of award will be signed and publicly posted once this RFP has been approved. The date on the notice of award will be when the RFP becomes effective (not date of service). Initial contract shall be for the terms indicated on page 11-12 of this proposal. Under the VA Procurement Act, the County/PSA reserves the right to negotiate extending this contract for not more than one (1) additional year after original contract terms. **The above terms shall override any other written terms in this RFP and/or verbal comments made during negotiations, unless authorized by Chief Purchasing Agent.**

Piggy Back Clause

This contract shall be available for piggy backing for any other state and local agency or government agency.

ILLEGAL ALIENS

Vendor promises they will not hire illegal aliens. By signing this proposal document the vendor confirms this promise.

CONTACT FOR THIS RFP:

Please contact J.R. Powell at vpowell@co.henry.va.us for any questions pertaining to this RFP.

SPECIAL TERMS AND CONDITIONS

During the performance of any contract awarded pursuant to this RFP, the contractor agrees as follows:

- A. The contractor will not discriminate against any employee or applicant for employment because of race, religion, color, sex, or national origin, or handicaps, except where religion, sex or national origin is a bona fide occupational qualification reasonably necessary to the operation of the contractor. The Contractor agrees to post in conspicuous places, available to provisions of this nondiscrimination clause.
- B. The Contractor, in all solicitations or advertisements for employees placed on behalf of the contractor, will state that such contractor is an equal opportunity employer.
- C. Notices, advertisements, and solicitations placed in accordance with federal law, rule or regulations shall be deemed sufficient for the purpose of meeting the requirements of this section.

The Contractor shall include in provisions of the foregoing paragraph A, B, and C in every subcontract or purchase order over \$5,000 so that the provisions will be binding upon each subcontractor or vendor.

PROPOSAL REQUIREMENTS AND NON-COLLUSION STATEMENT

My signature certifies that the proposal as submitted complies with all Terms and Conditions as set forth. My signature also certifies that the accompanying proposal is not the result of, or affected by, any unlawful act of collusion with another person or company engaged in the same line of business or commerce, or any act of fraud punishable under Title 18.2, Chapter 12, Article 1.1 of the Code of Virginia as amended. Futhermore, I understand that fraud and unlawful collusion are crimes under the Virginia Governmental Frauds Act, the Virginia Bid Rigging Act, and Virginia Antitrust Act, and Federal Law, and can result in fines, prison sentences, and civil damage awards.

I hereby certify that I am authorized to sign as a Representative for the Firm:

NAME OF FIRM _____

ADDRESS _____

SIGNATURE _____

NAME (TYPE/PRINT) _____

TITLE _____

DATE _____

TELEPHONE() _____

FAX() _____

RFP# 15-04173-A151

THE 2007 SESSION OF THE VIRGINIA GENERAL ASSEMBLY, PASSED THE HB 1707/SB 1346 BILL, EFFECTIVE ON JULY 1, 2007. HENRY COUNTY IS REQUIRING ALL VENDORS TO ABIDE BY THE FOLLOWING NEW LEGISLATION.

HB 1707/SB 1346

PROVIDES THAT AS A CONDITION OF AWARDING A CONTRACT FOR THE PROVISION OF SERVICES THAT REQUIRE THE CONTRACTOR OR HIS EMPLOYEES TO HAVE DIRECT CONTACT WITH STUDENTS ON SCHOOL PROPERTY DURING REGULAR SCHOOL HOURS, THE SCHOOL BOARD MUST REQUIRE THE CONTRACTOR TO PROVIDE CERTIFICATION THAT ALL EMPLOYEES WHO WILL HAVE DIRECT CONTACT WITH STUDENTS HAVE NOT BEEN CONVICTED OF A FELONY OR ANY OFFENSE INVOLVING THE SEXUAL MOLESTATION OR PHYSICAL OR SEXUAL ABUSE OR RAPE OF A CHILD. THE BILL ALSO PROVIDES THAT THE REQUIREMENT BE WAIVED IN EMERGENCY SITUATIONS WHEN IT IS REASONABLY ANTICIPATED THAT THE CONTRACTOR OR HIS EMPLOYEES WILL HAVE NO DIRECT CONTACT WITH STUDENTS.

PLEASE INDICATE APPROPRIATE BOX BELOW.

_____ I AGREE TO ABIDE BY THIS LEGISLATION HB 1707/SB 1346.

_____ THIS LEGISLATION DOES NOT APPLY TO THIS SOLICITATION.

THE AWARDED VENDOR MAY BE REQUIRED TO PROVIDE ADDITIONAL PAPERWORK BUT ONLY A SIGNATURE IS NECESSARY AT THIS TIME.

AUTHORIZED VENDOR SIGNATURE

DATE

COMPANY NAME

PRINTED NAME AND TITLE

Subcontractor Information

Must fill form out completely even if no subcontractors are being used.

You must check appropriate box below and list any subcontractors that will be used for this RFP# **15-04173-A151** for **Airbus Patriot to Airbus Vesta Hardware Refresh for 911**.

_____ I will be using subcontractors. (See list below)

_____ I may or may not be using subcontractors. Not sure at this time. If you are the awarded vendor, you are responsible for contacting Commissioner of Revenue's Office at (276-634-4691) with subcontractor information. Payment of invoices is contingent upon receiving required information.

_____ I will not be using subcontractors.

1.) Subcontractors Company Name _____

Contact Person _____ Telephone # _____

2.) Subcontractors Company Name _____

Contact Person _____ Telephone # _____

3.) Subcontractors Company Name _____

Contact Person _____ Telephone # _____

4.) Subcontractors Company Name _____

Contact Person _____ Telephone # _____

5.) Subcontractors Company Name _____

Contact Person _____ Telephone # _____

6.) Subcontractors Company Name _____

Contact Person _____ Telephone # _____

Bidders Company Name _____

Bidders Authorized Signature _____ **Date:** _____

Bidders Telephone # _____ **Federal ID #** _____

*Note- Add a separate sheet if you need additional space for subcontractors



Request for Proposal

911 Call Processing Equipment (CPE)

(Airbus Patriot to Airbus Vesta Hardware Refresh)

I. INTRODUCTION:

The Martinsville-Henry County 911 Center (MHC911) is soliciting proposals to establish a term contract with one qualified source that can furnish, install, and support all hardware and software licensing for an equipment refresh of our existing Airbus Patriot Next Generation 911 (NG911) Call Processing Equipment (CPE) to the Airbus VESTA.

II. BACKGROUND:

A. Location

Martinsville-Henry County 911 Center (MHC911) is located in the Henry County Administration Building at 3300 Kings Mountain Road, Martinsville, Virginia, 24112. MHC911 is the E-911 Center and Public Safety Answering Point (PSAP) for the City of Martinsville, and County of Henry. MHC911 is responsible for the emergency dispatching of police, fire, and emergency medical services to three law enforcement agencies, five volunteer EMS agencies, eight volunteer fire agencies, and one career staffed fire agency. MHC911 has twenty-four (24) full time Emergency Medical Dispatchers on staff, with no part time positions.

B. Existing NG911 CPE (Airbus Patriot; Release 3.3, Build 81)

MHC911 has a total of nine (9) workstations capable of call taking/dispatching, with six of those located specifically within the Dispatch Center; one (1) in our Emergency Operations Center which is an adjacent room from the primary PSAP; and the remaining two (2) in our backup facility located at the Piedmont Regional Criminal Justice Training Academy at 1024 Dupont Rd, Martinsville. MHC911 currently utilizes the Airbus Patriot CPE (Release 3.3, Build 81).

Geo-Diverse CPE – MHC911 CPE is currently configured as a complete GEO-Diverse and redundant CPE solution with our Airbus Patriot. Within our primary PSAP is one complete Airbus Patriot cabinet containing “Side A” of the Patriot CPE system. Within



our backup facility located at 1024 Dupont Rd, Martinsville, VA., is another complete Airbus Patriot cabinet containing “Side B” of the Patriot system. Connecting Airbus Patriot Side A and Side B are two circuits provided separately by the PSAP through the City of Martinsville MINet services. The primary circuit connecting Patriot Side A to Side B is a full fiber dedicated for this purpose. The second (backup) circuit connection Patriot Side A and Side B is a 100 Meg Ethernet circuit (w/Gig capability). MHC911 will remain with these two circuits for CPE connectivity between Side A and Side B of the CPE solution. MHC911 also intends to keep the proposed CPE system (Airbus Vesta) in this same geo-diverse configuration.

C. Computer Aided Dispatch (CAD)

MHC 911 utilizes Computer Aided Dispatch (CAD) developed and supported by Southern Software, Inc. of Southern Pines, North Carolina. We are currently running Southern Software .net CAD (version 15.1.1.221) on all nine (9) workstations.

D. Mapping

MHC 911 utilizes Mapping developed and supported by Southern Software, Inc. of Southern Pines, North Carolina. We are currently running the Southern Software MDS product (version 2.102.6.0) on all nine (9) workstations.

E. Text-to-911

MHC911 is receiving Text to 911 from the four major wireless carriers providing that technology. Those being Verizon Wireless, T-Mobile, AT&T, and Sprint. MHC911 is currently utilizing TTY/TDD technology in our existing Airbus Patriot CPE system as the method for receiving and processing Text to 911 calls. However, with update to Airbus Vesta, it is our intention to change from the TTY/TDD method of receiving Text to 911 calls to the Web Based solution, with the desire to integrate the web based Text to 911 solution into the Airbus Vesta CPE System.

III. SCOPE OF REQUIRED SERVICES:

MHC911 is seeking one vendor to procure the CPE Equipment, licenses, installation and services/support to refresh our existing Airbus Patriot CPE to the Airbus Vesta CPE. It is our understanding Airbus offers a software license upgrade from Patriot to Vesta at no charge; with the customer only needing to refresh all hardware related to the system.



MHC911 currently has the Airbus Patriot setup in a geo-diverse and redundant configuration and it is our intent to keep the Airbus Vesta in the same configuration. For connectivity, MHC911 will continue to use the existing two network connections for connectivity between Vesta “Side A” and Vesta “Side B”, the distance being approximately 12.5 miles between the two CPE equipment cabinets. That current connectivity is a full fiber as the primary connection, with a 100Meg Ethernet connection as the backup. Both existing networks are provided and managed by the City of Martinsville MINet services.

The Airbus Vesta platform will serve initially as the transition between “legacy” 9-1-1 technology and NENA i3 “Next Generation 9-1-1” (NG9-1-1) functionality. However, it must also be fully capable of implementing i3 and other appropriate standards and technologies, including text and multimedia (data/video) to 9-1-1. Implementing this IP-based and software-driven platform will allow the 9-1-1 system to continue providing robust and critical services to area citizens and visitors while positioning MHC911 to migrate legacy circuit-switched telephony connections to IP-based Emergency Services Internetwork (ESInet) platforms. As soon as ESInets and finalized standards come available within the Commonwealth, consistent with a statewide NG9-1-1 strategy, this platform must fully support them and allow MHC911 to immediately migrate from “legacy” to NG9-1-1.

The system shall interface with MHC911’s existing Higher Ground Digital Recording Solution at the primary PSAP location and record the seven (7) main positions, as well as provide recorder ability to capture audio from all wireless, wireline, and administrative circuits, lines, trunks coming into the system. MHC911’s existing recording solution captures position recording as well as circuit, line, and trunk recording. The two backup facility answering positions will not be recorded.

IV. CONTRACTORS RESPONSIBILITY:

Contractor shall provide CPE Equipment listed in Attachment “A”, labor, materials and support necessary for complete installation and support ongoing.

Contractor shall perform work in compliance with local, State and National Electric Code regulations.

Potential vendors must be certified by Airbus to sell and support the Vesta Sentinel solution in the state of Virginia.

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vpowell@co.henry.va.us
(276) 638-8751

The 24x7x365 nature of a 911 solution also requires the Vendor have fairly local, experienced, and Airbus certified technical support staff that can respond to problems in the contracted time frames.

911 Outage – Customer requires a one (1) hour on scene “and” remote access response time; not either or.

Critical Equipment Failure – Customer requires a four (4) hour on scene response time and a one (1) hour remote access response time.

Non-Critical Equipment Failure- Customer requires a twenty-four (24) hour response time.

Customer also requires “Vendor” to have full remote access to the Airbus product for remote diagnostics, troubleshooting, and equipment resets. Remote access shall not require a technician to be on sight prior to Vendor having remote access to the system.

All work shall be neat in appearance, secure in mounting, labeled and tested prior to acceptance.

V. SERVICE:

Response to RFP shall identify cost of year 1 service contract for 24x7x365 support meeting the response times and guidelines identified in Section IV. This includes the cost for both the Vendor support/maintenance as well as Airbus support costs.

Response to this RFP shall also include separately listed years 2 through 6 service contract pricing for 24x7x365 support meeting the response times and guidelines identified in Section IV. This includes the cost for both the Vendor support/maintenance as well as Airbus support costs.

If needed by MHC911, Vendor shall agree to an “annual” support contract, as needed, matching the annual amounts quoted in the response to this RFP for years 2 through 6.

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VI. PRICING SCHEDULE:

1. Furnish CPE Equipment per specifications in Attachment "A" \$ _____

2. Provide Professional Services for Installation, Configuration and Training per Airbus recommendations. \$ _____

3. Provide Airbus and Vendor Support & Maintenance for first year. (Listed Separately) \$ _____

4. Provide Airbus and Vendor Support & Maintenance for years 2 through 6, listed separately for review. \$ _____

5. Other expenses (explain). \$ _____

The proposer shall provide firm, fixed pricing on all items listed in the attached equipment list, Attachment A. In addition, proposer shall provide percent discount off list for additional equipment needed but not listed on Attachment A. Equipment quantity may vary from that listed on the Pricing Schedule. Pricing shall remain in effect for one (1) year from execution of contract.

VII. OTHER REQUIREMENTS:

1. Support Services: In response to this RFP, Vendor shall clearly identify and define the ongoing technical support services that will be provided as part of the yearly support agreement. This shall include guaranteed response times as well as explaining remote access ability of support team.

2. Spare Parts: The vendor must maintain or have quick access to spare parts for mission critical components of the Airbus solution and explain such in response to RFP.



3. KVM Extender Option – MHC911 currently utilizes KVM Extenders on each of our existing Airbus Patriot workstations. Currently our Patriot CPU workstations are all centrally located in one cabinet within our equipment room versus the traditional CPU being located at each workstation. Currently each CPU in the equipment room has a KVM Extender Transmitter attached to it. That KVM Extender Transmitter provides connectivity for the keyboard, mouse and video to each workstation via a CAT5 cable connected to a KVM Extender Receiver located at each workstation. MHC911 would like to have this as a continued option, but is open to alternative methods.
4. No Interruption in 911 Services - Vendor understands and agrees the existing 911 services will not be disrupted during installation or cutover to the new system. Existing system must remain live during installation and cutover.
5. Reuse Existing Patriot Cabinets – As an option, customer may decide to reuse the existing cabinet and cabinet peripheral equipment. If reused, vendor shall be responsible for installation of new hardware into existing cabinet, while keeping the existing Patriot system up and running for MHC911 to continue normal 911 operations.

VIII. CONTRACT PERIOD:

The contract associated with this project will have two components.

1. The first component will be the contract for the purchase, installation, and training of the CPE solution.

NOTE: MHC911 anticipates the ability to sign this contract on or shortly after July 1, 2015. MHC911 requires the vendor to have the CPE solution in place, operational, and MHC911 using the system live to answer and process emergency 911 calls no later than November 15, 2015. Vendor agrees if CPE solution is not in place, operational, allowing MHC911 to use the systems live to answer and process emergency 911 calls no later than November 1, 2015, vendor shall pay expenses to extend the current support contract with CenturyLink and Airbus for support of the existing Airbus Patriot 911 CPE solution. Estimated cost of such is \$41,000 based on budgetary quote received



from CenturyLink to maintain our existing Patriot CPE for one year after the current support contract expires December 2015.

2. The second component of the contract will be the annual support agreement between Martinsville-Henry County 911 and the Vendor and Airbus for the required annual support of the system, meeting the response times identified in Section IV. MHC911 will be prepared to sign this contract immediately upon the completion of the CPE installation. The initial contract period will be for 1-year and must be renewable on an annual basis.

Specific terms of the support and maintenance contract should be presented by the vendor in your RFP response.

IX. SELECTION CRITERIA:

All responses to this RFP must include acknowledgement and acceptance to all requirements and standards contained within this RFP.

The Vendor selected and awarded a contract for this project will be selected based on the following;

1. Overall price for initial purchase and installation.
2. Support cost for year 1, as well as years 2 through 6 annually.
3. Ability to meet support needs, times, and expectations as explained in Section IV, including ability for support team to have remote access for monitoring, troubleshooting, and servicing the CPE system remotely.
4. Vendor's qualifications including experience, years in service, as well as references.
5. Vendor's methodology (Ability to complete project by November 15, 2015 deadline.)

RFP CLARIFICATION: It is the responsibility of the vendor to request clarification concerning questions pertaining to the terms and conditions, specifications, scope of work, and definitions contained within this RFP no later than five days prior to the ending date.

ATTACHMENT "A"**Martinsville-Henry County 911 Equipment List
Geo-Diverse Vesta - "Side A" located at PSAP**

Qty	Part Number	Description	Unit Price	U/M	Total
		VESTA 9-1-1			
1	870899-0104R3.1	VESTA 4 R3.1 L/D/M		EA	
1	873099-03002	R4 CAD INTF LIC		EA	
		SMS Equipment			
		<i>Note: Customer is responsible for Text Control Center (TCC) services and network charges.</i>			
1	03800-03040	FIREWALL MODEM 60D		EA	
1	03800-03041	WAR FIREWALL 60D 1YR		EA	Optional
1	03800-03045	WAR FIREWALL 60D 5YR		EA	
1	809800-00200	CFG NTWK DEVICE		EA	
40	809800-17101	FIELD ENG-PRIMARY		UN	
		VM Server Bundles			
		VM Medium Server Bundle			
		<i>Note: The Medium Server Bundle is for PSAP's up to 40 positions with an annual call volume of 500,000 or less.</i>			
1	853031-DLSVRGD-2	V-DL MED SVR BNDL GEO		EA	
1	06500-00201	2-POST RELAY RACK MNT KIT		EA	
1	04000-68005	V-SVR BASIC SPT 1YR		EA	Optional
1	04000-68009	V-SVR BASIC SPT 5YR		EA	
		VESTA 9-1-1 Licenses			
		VESTA Prime - Standard Operations			
7	PS-OPR-VSML-M	VPRIME MLTP SEAT LIC NFEE		EA	
7	PS-OAC-VSSL-M	VESTA COMP REG		EA	
7	SS-OPR-VSSL-1Y	SPT VPRIME 1YR		EA	Optional
7	SS-OPR-VSSL-5Y	SPT VPRIME 5YR		EA	
7	809800-35130	R4 SW SPT TRNSFR		EA	
		Geo Diverse Add On License			
7	PA-MGD-VSSL	GEO-DIV LIC		EA	
		VESTA Workstation Equipment			
7	61000-409605SFF	WKST HP Z230 SFF		EA	
7	65000-47001	TWR STAND SFF Z220/Z230		EA	Optional
7		ELO TOUCH SCREEN MONITORS 19"		EA	
7	64007-50017	KEYPAD 24KEY USB 25FT CBL		EA	
7	853004-00401	SAM EXT SPKR KIT		EA	
7	65000-00124	CBL PATCH 15FT		EA	
7	853030-00302	R4 SAM HDWR KIT		EA	
14	833401-00101G-15	CBL SAM JKBX 15FT		EA	
7	809800-35109	R4 IWS CFG		EA	
7	809800-35108	R4 IWS STG FEE		EA	
1	870890-07501	CPR/SYSPREP IMAGING		EA	
		VESTA 9-1-1 Modules			
		VESTA 9-1-1 IRR Module			
7	873099-00502U	R4 IRR LIC UPGD		EA	\$0.00
7	809800-35110	R4 IRR SW SPT 1YR		EA	Optional
7	809800-35114	R4 IRR SW SPT 5YR		EA	
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1	04000-RMU19	BRKT 19IN RACK ARBITR 8P		EA	Optional
1	809800-80044	SVR CAB CFG FEE		EA	Optional
		Note: If reuse existing cabinet. Vendor is responsible for installation of new hardware into existing cabinet.			
		Time Synchronization Equipment			
		Note: Reuse existing device.			
VESTA 9-1-1 Subtotal					\$0.00

VESTA 9-1-1 CommandPOST System

Qty.	Part No.	Description	Unit Price	U/M	Total
		VESTA 9-1-1 CommandPOST System			
		VESTA Prime - Standard Operations			
1	PS-0PR-VSML	VPRIME MLTP PER SEAT LIC		EA	Optional
1	SS-0PR-VSSL-1Y	SPT VPRIME 1YR		EA	Optional
1	SS-0PR-VSSL-5Y	SPT VPRIME 5YR		EA	Optional
		Geo Diverse Add On License			
1	PA-MGD-VSSL	GEO-DIV LIC		EA	Optional
		CommandPOST Hardware			
1	61050-G409602	LAPTOP ZBOOK15 G2 W7		EA	Optional
1	04000-00490	ADV DOCK STATION 230W		EA	Optional
1	04401-00096	BATTERY 9-CELL 73WH		EA	Optional
1	04401-00097	BATTERY 9-CELL 100W		EA	Optional
1	64021-10025	KYBD/MOUSE BNDL		EA	Optional
1	63010-222801	MNTR TS BLK WIDE 22IN		EA	Optional
1	853004-00401	SAM EXT SPKR KIT		EA	Optional
1	64007-50014	KEYPAD 24 KEY 5FT CBL		EA	Optional
1	853004-00301	CPOST SAM HDWR KIT		EA	Optional
1	809800-35109	R4 IWS CFG		EA	Optional
1	809800-35108	R4 IWS STG FEE		EA	Optional
		VESTA 9-1-1 IRR Module			
1	873099-00502	R4 IRR LIC/DOC/MED		EA	Optional
1	809800-35110	R4 IRR SW SPT 1YR		EA	Optional
1	809800-35114	R4 IRR SW SPT 5YR		EA	Optional
		VESTA 9-1-1 Activity View			
1	873099-00802	R4 ACT VIEW LIC PER ST		EA	Optional
		VESTA Analytics Licensing & Support			
1	PA-MSG-ASSL	AURORA STD PER SEAT LIC		EA	Optional
1	SA-MSG-ALSL-1Y	SPT AURORA STD 1YR		EA	Optional
1	SA-MSG-ALSL-5Y	SPT AURORA STD 5YR		EA	Optional
1	000001-06795	COMMANDPOST TRNG		EA	Optional
		Note: On-site training included as part of the VESTA 9-1-1 Admin training using customer equipment. CommandPOST positions must be configured to the network/firewall prior to training. This is a 15 minute demonstration on how to use the CommandPOST position.			
VESTA 9-1-1 CommandPOST System Subtotal					\$0.00

VESTA Analytics

Qty.	Part No.	Description	Unit Price	U/M	Total
		VESTA Analytics - Standard Multi Product Purchase			
1	873391-00301U	AURORA USER LIC UPGD		EA	
1	04000-00339	SQL 2008R2 CAL RUN ENT		EA	
7	PA-MSG-ASSL-M	AURORA STD SEAT LIC MIG		EA	
7	SA-MSG-ALSL-1Y	SPT AURORA STD 1YR		EA	Optional
7	SA-MSG-ALSL-5Y	SPT AURORA STD 5YR		EA	
VESTA Analytics Subtotal					\$0.00

Managed Services

Qty.	Part No.	Description	Unit Price	U/M	Total
		Monitoring & Response Activation Fee			
		<i>Note: M&R Activation Fees will apply if M&R services are disabled prior to receipt of a PO for the M&R support renewal.</i>			
1	809800-14150	M&R ACT FEE SMALL SITE		EA	Optional
		Monitoring & Response License Fees			
0	871499-01206	M&R 3.0 LIC SVR		EA	Optional
		<i>Note: Includes (1) DDS Server</i>			
		<i>Reuse (1) existing M&R license: 5F7A173B-1</i>			
1	871499-01211	M&R 3.0 WKST LIC		EA	Optional
		<i>Note: Includes (7) Workstations, (1) Management Console, (1) Activity View Admin Workstation.</i>			
		<i>Reuse (8) existing M&R license: 5F7A173B-2 5F7A173B-3 5F7A173B-4 5F7A173B-5 5F7A173B-6 5F7A173B-7 5F7A173B-8 5F7A173B-9</i>			
2	871499-01210	M&R 3.0 IP DEVICES LIC		EA	Optional
		<i>Note: Includes (1) MDS Servers, (4) Gateways, (1) Firewall, (2) Cisco Switches, (1) Virtual Machines</i>			
		<i>Reuse (7) existing M&R license: 5F7A173B-10 5F7A173B-11 5F7A173B-12 5F7A173B-13 5F7A173B-14 5F7A173B-15 5F7A173B-16</i>			
		Monitoring & Response Support Fees			
1	809800-14161	M&R 3.0 SVR SRVC 1YR		EA	Optional
1	809800-14165	M&R 3.0 SVR SRVC 5YR		EA	Optional
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		Project Management Services			
		Note: If Project Management services are not purchased, only project coordination services will be provided. This service option requires the channel to assume all project management responsibilities. Airbus DS Communications will engage the Project Coordinator to act as a single point of contact whose responsibility is limited to assisting with the scheduling and coordinating of purchased services only.			
160	809800-51004	PROJECT MGMT-SECONDARY		UN	
		Professional Services - QoS Testing			
64	809800-52001	PROSVC-WAN QOS REMOTE TST		EA	
		<i>Note: The following sizing is related to performing "Network Assessment and QoS Testing". The testing is performed remotely using IPSec VPN connectivity to the host site with on-site support provided by Airbus DS Communications Field Engineering or the customer. The testing is conducted after the call processing system has been completely installed and VPN connectivity to the site has been configured using a firewall. Airbus DS Communications Field Engineering services must be purchased if quoted for QoS testing. If Field Engineering services are quoted and not purchased, then Solutions Engineering Implementation pricing is subject to change.</i>			
		Training			
		<i>Note: Training is provided at the customer site using the customer owned equipment. Prices are per student unless otherwise indicated. Minimum number of students is 6 and maximum number of students is 8 per class and 2 students per position.</i>			
3	000001-06701	VSENT 4.X AGENT TRNG		EA	
		<i>Note: VESTA/Sentinel 4/X Agent bundle includes (1) 1/2 day class of Agent training for up to 8 students. Includes trainer's daily training expenses and travel. VESTA/Sentinel 4.X Agent training does not include training on the SIP phones. SIP phone training is a separate class and can be quoted upon request.</i>			
1	000001-06704	VSENT 4.X ADMIN TRNG		EA	
		<i>Note: VESTA/Sentinel 4/X Admin bundle includes (1) 1 1/2 day class of Admin training for up to 8 students. Includes trainer's daily training expenses and travel.</i>			
1	000001-06074	VSENT 4.X ACT-VIEW TRNG		EA	
		<i>Note: VESTA 9-1-1 Activity View bundle includes (1) 1/2 day class of Admin training for up to 8 students. Includes trainer's daily training expenses and travel.</i>			
1	000002-24404	AURORA ADMIN TRNG		SU	
		<i>Note: VESTA Analytics Admin bundle includes (1) 1 day class of Admin training for up to 8 students. Includes trainer's daily training expenses and travel.</i>			
1	000000-24405	AURORA REMOTE TRNG		EA	
		<i>Note: VESTA Analytics Remote Training uses actual customer data and is conducted post cut (30-45 days after cutover) to enhance the learning experience. This course is highly recommended for new sites and would follow the on-site VESTA Analytics Admin course (000000-24404) that is typically delivered before cutover. For upgrade VESTA Analytics sites, this course is an option as is the 000000-24404 course.</i>			
		Cutover Coaching			
1	000001-08538	CUTOVER COACHING		SU	

Cabinet & Peripheral Equipment					
1	00600-20042	CABINET 42U 19IN		EA	Optional
1	63009-192801	MNTR RACK KYBD 1U 19IN		EA	
1	06500-02300	SHELF 19IN CAB MT BLK		EA	Optional
1	04000-00706	FAN KIT BLK		EA	Optional
1	00600-20142	CABINET ROOF FAN HOLE		EA	Optional
1	04000-50032	SEISMIC BRACING KIT		EA	Optional
1	04000-008B8	KVM SWITCH 8-PORT		EA	Optional
1	04000-00612	CBL KVM PS/2 CONSOLE		EA	Optional
8	04000-60614	CBL KVM PS/2 PC		EA	Optional
1	04000-RMU19	BRKT 19IN RACK ARBITR 8P		EA	Optional
1	809800-80044	SVR CAB CFG FEE		EA	Optional
		Note: If reuse existing cabinet. Vendor is responsible for installation of new hardware to cabinet.			
Time Synchronization Equipment					
		Note: Reuse existing device.			
VESTA 9-1-1 Subtotal					\$0.00

VESTA Analytics

Qty.	Part No.	Description	Unit Price	U/M	Total
		VESTA Analytics - Standard Multi Product Purchase			
1	873399-00102.2U	AURORA 2.2 DOC/MED UPGD		EA	\$0.00
1	873391-00501U	AURORA STD LIC UPGD		EA	\$0.00
2	PA-MSG-ASSL-M	AURORA STD SEAT LIC MIG		EA	\$0.00
2	SA-MSG-ALSL-1Y	SPT AURORA STD 1YR		EA	Optional
2	SA-MSG-ALSL-5Y	SPT AURORA STD 5YR		EA	
VESTA Analytics Modules					
1	873391-00901U	AUR ADV RPT PKG LIC UPGD		EA	\$0.00
VESTA Analytics Standard Server Equipment for Virtualized Server Bundle - ML350p/G8 and DL380p/G8					
		Note: Additional Hardware to be installed in DDS-B Server.			
1	BA-M00-ASA0-2	V-AUR STD ADD-ON		EA	
VESTA Analytics Subtotal					\$0.00

Managed Services

Qty.	Part No.	Description	Unit Price	U/M	Total
Monitoring & Response License Fees					
0	871499-01206	M&R 3.0 LIC SVR		EA	Optional
		Note: Includes (1) DDS Servers, (1) VESTA Analytics Server			
		Reuse (2) existing M&R licenses: 5F7A173B-0 65CF2AE5-0			
0	871499-01211	M&R 3.0 WKST LIC		EA	Optional
		Note: Includes (2) Workstations, (1) Management Console			
		Reuse (3) existing M&R licenses: 65CF2AE5-1 65CF2AE5-2 65CF2AE5-3			
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3	871499-01210	M&R 3.0 IP DEVICES LIC		EA	Optional
		Note: Includes (1) MDS Servers, (4) Gateways, (1) Firewall, (2) Cisco Switches, (1) Virtual Machines Reuse (6) existing M&R licenses: 65CF2AE5-4 65CF2AE5-5 65CF2AE5-6 65CF2AE5-7 65CF2AE5-8 65CF2AE5-9			
		Monitoring & Response Support Fees			
2	809800-14161	M&R 3.0 SVR SRVC 1YR		EA	Optional
2	809800-14165	M&R 3.0 SVR SRVC 5YR		EA	Optional
3	809800-16161	M&R 3.0 WKST SRVC 1YR		EA	Optional
3	809800-16165	M&R 3.0 WKST SRVC 5YR		EA	Optional
9	809800-16166	M&R 3.0 IP DEV SRVC 1YR		EA	Optional
9	809800-16170	M&R 3.0 IP DEV SRVC 5YR		EA	Optional
		Managed Services - Implementation Fee Note: (2) Server, (3) Workstations			
5	809800-14152	MGD SERV DEV & IMPL		EA	Optional
		Anti-Virus Solution			
5	809800-14171	VIRUS PROTECT 3.0 SVC 1YR		EA	Optional
5	809800-14175	VIRUS PROTECT 3.0 SVC 5YR		EA	Optional
		Patch Management Solution			
5	809800-16211	PATCH MGMT 3.2 SVC 1YR		EA	Optional
5	809800-16215	PATCH MGMT 3.2 SVC 5YR		EA	Optional
		Security Management Solution Note: (2) Server, (3) Workstations			
5	809800-14152	MGD SERV DEV & IMPL		EA	Optional
5	809800-16231	SEC MGMT 3.1 SVC 1YR		EA	Optional
5	809800-16235	SEC MGMT 3.1 SVC 5YR		EA	Optional
Managed Services Subtotal					\$0.00

Optional Parts/Spares

Qty.	Part No.	Description	Unit Price	U/M	Total
		VESTA 9-1-1 Equipment - Recommended Spares			
Optional Parts/Spares Subtotal					\$0.00

Airbus DS Communications Services

Qty.	Part No.	Description	Unit Price	U/M	Total
		Field Engineering Services Note: See Side A.			
		Project Management Services Note: See Side A.			

