



Quote Number: AK071017-300b

Site (name/#): Indian River County, FL

Contact: Paula Cantlon

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Reference: 170719-02-TM_V03

Date Issued: August 31, 2017

Scope of Work: Geo Diverse Guardian w/ hardware refresh

Central Equipment A

Qty.	Part No.	Description	Unit Price	Total
	S-Upgrade-V3	EOC - Side A		
1	P-KVM 4 PORT	KVM (Keyboard,Video,Mouse) Switch 4Ports	\$1,355.45	\$1,355.45
1	P-CABINET-42U	42U Cabinet Kit with Sides	\$2,832.48	\$2,832.48
1	P-IP_SERIAL-8P	2 x 4 Port Serial to 100BT Converters	\$1,165.92	\$1,165.92
1	P-ENH ADMIN-R-GA-5	Administrative Server Red/Geo A	\$4,739.44	\$4,739.44
1	P-STD APP-GA-5YS+	Application Server Geo A	\$4,686.50	\$4,686.50
2	P-UPS-RM-1500-PC	Rackmount 1500VA UPS + Power Conditioner	\$2,184.00	\$4,368.00
1	P-ESK-GEO-D	Switch Kit GeoDiverse System DLink	\$1,427.91	\$1,427.91
1	P-ES-DLINK-PoE	Managed 24 Port 100BT POE Switch - DLink	\$682.50	\$682.50
2	P-ENH_FWALL_SPLX	Enhanced Simplex Firewall Package	\$819.00	\$1,638.00
4	P-EGN400-KIT	Emergency Gateway to Legacy SR (4 FXS)	\$756.84	\$3,027.36
4	P-MGN400-KIT	Gateway to Legacy POTS Line (4 FXO)	\$696.36	\$2,785.44
2	P-LDVOIP	Low Density 128 Port VOIP Card	\$11,910.40	\$23,820.80
		Installation Materials		\$3,500.00
1	P-IQ500	IQ500 Chassis Kit	\$3,470.88	\$3,470.88
		Re-using: 1 x Guardian Controller License 1 x Netclock		
Subtotal				\$59,500.68

Central Equipment B

Qty.	Part No.	Description	Unit Price	Total
	S-Upgrade-V3	Sheriff's Office - Side B		
1	P-KVM 4 PORT	KVM (Keyboard,Video,Mouse) Switch 4Ports	\$1,355.45	\$1,355.45

1	P-CABINET-42U	42U Cabinet Kit with Sides	\$2,832.48	\$2,832.48
1	P-IP_SERIAL-8P	2 x 4 Port Serial to 100BT Converters	\$1,165.92	\$1,165.92
1	P-ENH ADMIN-GB-5YS	Administrative Server Geo B	\$4,739.44	\$4,739.44
1	P-STD APP-GB-5YS+	Application Server Geo B	\$4,686.50	\$4,686.50
2	P-UPS-RM-1500-PC	Rackmount 1500VA UPS + Power Conditioner	\$2,184.00	\$4,368.00
1	P-ESK-GEO-D	Switch Kit GeoDiverse System DLink	\$1,427.91	\$1,427.91
1	P-ES-DLINK-PoE	Managed 24 Port 100BT POE Switch - DLink	\$682.50	\$682.50
2	P-ENH_FWALL_SPLX	Enhanced Simplex Firewall Package	\$819.00	\$1,638.00
3	P-EGN400-KIT	Emergency Gateway to Legacy SR (4 FXS)	\$756.84	\$2,270.52
5	P-MGN400-KIT	Gateway to Legacy POTS Line (4 FXO)	\$696.36	\$3,481.80
2	P-LDVOIP	Low Density 128 Port VOIP Card	\$11,910.40	\$23,820.80
1	P-IQ500	IQ500 Chassis Kit	\$3,470.88	\$3,470.88
		Re-using: 1 x Guardian Controller License 1 x Netlock		

Subtotal

\$55,940.20

PSAP 1

Qty.	Part No.	Description	Unit Price	Total
	S-UpgradePos-V3	EOC PSAP		
9	P-STD POS-5YS+	Standard Position PC Includes 5 Years Manufacturer's Maintenance with 4 Hour Onsite Support	\$1,346.52	\$12,118.68
2	P-MOB_POS-5YS	Mobile Position Kit Includes 5 Years Manufacturer's Maintenance with Next Business Day Onsite Support	\$2,995.44	\$5,990.88
9	P-MONITOR 24in	Standard Monitor 23.5 Inches	\$245.70	\$2,211.30
9	P-DP HANDSET_6W	Dual Prong Handset 6 Wires	\$76.44	\$687.96
9	P-KYPADU6	Keypad- 24 Buttons, 6' Cable w/ 10' ext	\$102.38	\$921.42
9	P-ENH_IP PHONE	Enhanced IP Phone	\$292.82	\$2,635.38
1	P-PRN-CLR	Network Color Laser Printer	\$407.40	\$407.40
9	P-TCH MON 24in	Touch Monitor 24 Inches Re-using: 10 x Guardian Position License 10 x IRR	\$397.32	\$3,575.88

Subtotal

\$28,548.90

PSAP 2

Qty.	Part No.	Description	Unit Price	Total
	S-UpgradePos-V3	Sheriff's Office PSAP		

8	P-STD POS-5YS+	Standard Position PC Includes 5 Years Manufacturer's Maintenance with 4 Hour Onsite Support	\$1,346.52	\$10,772.16
8	P-MONITOR 24in	Standard Monitor 23.5 Inches	\$245.70	\$1,965.60
8	P-DP HANDSET_6W	Dual Prong Handset 6 Wires	\$76.44	\$611.52
8	P-KYPADU6	Keypad- 24 Buttons, 6' Cable w/ 10' ext	\$102.38	\$819.04
8	P-ENH_IP PHONE	Enhanced IP Phone	\$292.82	\$2,342.56
1	P-PRN-CLR	Network Color Laser Printer	\$407.40	\$407.40
1	P-PRN-BW-CDR	CallDetailRec Printer - serial impact	\$535.08	\$535.08
8	P-TCH MON 24in	Touch Monitor 24 Inches	\$397.32	\$3,178.56
2	P-MOB_POS-5YS	Mobile Position Kit Includes 5 Years Manufacturer's Maintenance with Next Business Day Onsite Support Re-using: 7 x Guardian Software 7 x IRR	\$2,995.44	\$5,990.88
Subtotal				\$26,622.80

PSAP 3

Qty.	Part No.	Description	Unit Price	Total
	S-UpgradePos-V3	Sebastian PSAP		
4	P-STD POS-5YS+	Standard Position PC Includes 5 Years Manufacturer's Maintenance with 4 Hour Onsite Support	\$1,346.52	\$5,386.08
4	P-MONITOR 24in	Standard Monitor 23.5 Inches	\$245.70	\$982.80
4	P-DP HANDSET_6W	Dual Prong Handset 6 Wires	\$76.44	\$305.76
4	P-KYPADU6	Keypad- 24 Buttons, 6' Cable w/ 10' ext	\$102.38	\$409.52
4	P-ENH_IP PHONE	Enhanced IP Phone	\$292.82	\$1,171.28
1	P-PRN-CLR	Network Color Laser Printer	\$407.40	\$407.40
4	P-TCH MON 24in	Touch Monitor 24 Inches	\$397.32	\$1,589.28
1	P-MOB_POS-5YS	Mobile Position Kit Includes 5 Years Manufacturer's Maintenance with Next Business Day Onsite Support	\$2,995.44	\$2,995.44
4	P-EGN400-KIT	Emergency Gateway to Legacy SR (4 FXS)	\$756.84	\$3,027.36
4	P-MGN400-KIT	Gateway to Legacy POTS Line (4 FXO)	\$696.36	\$2,785.44

		Re-using:4 x Guardian Software4 x IRR		
1	S-Upgrade-V3	Sebastian Survivability Controller		
1	P-KVM 4 PORT	KVM (Keyboard,Video,Mouse) Switch 4Ports	\$1,355.45	\$1,355.45
1	P-CABINET-42U	42U Cabinet Kit with Sides	\$2,832.48	\$2,832.48
2	P-PWR_BAR_15A	Nema 5-15P 15A vert. pwr bar	\$76.10	\$152.20
1	P-IP_SERIAL-8P	2 x 4 Port Serial to 100BT Converters	\$1,165.92	\$1,165.92
1	P-SSP-ADM-R-GA-5YS	Small Site ADMIN / MIS Server Red/Geo A	\$3,877.73	\$3,877.73
1	P-SSP-APP-RA-5YS+	Small Site APP Server Red A	\$3,908.19	\$3,908.19
1	P-UPS-RM-1500-PC	Rackmount 1500VA UPS + Power Conditioner	\$2,184.00	\$2,184.00
1	P-ESK-GEO-D	Switch Kit GeoDiverse System DLink	\$1,427.91	\$1,427.91
1	P-ES-DLINK-PoE	Managed 24 Port 100BT POE Switch - DLink	\$682.50	\$682.50
1	P-ENH_FWALL_SPLX	Enhanced Simplex Firewall Package	\$819.00	\$819.00
1	P-ENH_IP PHONE	Enhanced IP Phone	\$292.82	\$292.82
1	SL-RespondAdd	Guardian Responder Add-on	\$195.00	\$195.00
1	for IP Phone (ALI)			
1	P-VOIPPCIE	LD VOIP Card for APP Server PCIe Slot	\$5,606.50	\$5,606.50
1	P-IOBox-4Out-24In	Relay I/O Box - 4 Outputs 24 Inputs	\$672.84	\$672.84
		Re-using:1 x Guardian Controller License		
Subtotal				\$44,232.90

PSAP 4

Qty.	Part No.	Description	Unit Price	Total
	S-UpgradePos-V3	Vero Beach PSAP		
4	P-STD POS-5YS+	Standard Position PC Includes 5 Years Manufacturer's Maintenance with 4 Hour Onsite Support	\$1,346.52	\$5,386.08
4	P-MONITOR 24in	Standard Monitor 23.5 Inches	\$245.70	\$982.80
4	P-DP HANDSET_6W	Dual Prong Handset 6 Wires	\$76.44	\$305.76
4	P-KYPADU6	Keypad- 24 Buttons, 6' Cable w/ 10' ext	\$102.38	\$409.52
4	P-ENH_IP PHONE	Enhanced IP Phone	\$292.82	\$1,171.28
1	P-PRN-CLR	Network Color Laser Printer	\$407.40	\$407.40
4	P-TCH MON 24in	Touch Monitor 24 Inches	\$397.32	\$1,589.28
1	P-MOB_POS-5YS	Mobile Position Kit Includes 5 Years Manufacturer's Maintenance with Next Business Day Onsite Support	\$2,995.44	\$2,995.44

4	P-EGN400-KIT	Emergency Gateway to Legacy SR (4 FXS)	\$756.84	\$3,027.36
4	P-MGN400-KIT	Gateway to Legacy POTS Line (4 FXO)	\$696.36	\$2,785.44
		Re-using:4 x Guardian Software4 x IRR		
	S-Upgrade-V3	Vero Beach Suvivability Controller		
1	P-KVM 4 PORT	KVM (Keyboard,Video,Mouse) Switch 4Ports	\$1,355.45	\$1,355.45
1	P-CABINET-42U	42U Cabinet Kit with Sides	\$2,832.48	\$2,832.48
2	P-PWR_BAR_15A	Nema 5-15P 15A vert. pwr bar	\$76.10	\$152.20
1	P-IP_SERIAL-8P	2 x 4 Port Serial to 100BT Converters	\$1,165.92	\$1,165.92
1	P-SSP-ADM-R-GA-5YS	Small Site ADMIN / MIS Server Red/Geo A	\$3,877.73	\$3,877.73
1	P-SSP-APP-RA-5YS+	Small Site APP Server Red A	\$3,908.19	\$3,908.19
1	P-UPS-RM-1500-PC	Rackmount 1500VA UPS + Power Conditioner	\$2,184.00	\$2,184.00
1	P-ESK-GEO-D	Switch Kit GeoDiverse System DLink	\$1,427.91	\$1,427.91
1	P-ES-DLINK-PoE	Managed 24 Port 100BT POE Switch - DLink	\$682.50	\$682.50
1	P-ENH_FWALL_SPLX	Enhanced Simplex Firewall Package	\$819.00	\$819.00
1	P-ENH_IP PHONE	Enhanced IP Phone	\$292.82	\$292.82
1	SL-RespondAdd	Guardian Responder Add-on	\$195.00	\$195.00
	for IP Phone (ALI)			
1	P-VOIPPCIE	LD VOIP Card for APP Server PCIe Slot	\$5,606.50	\$5,606.50
1	P-IOBox-4Out-24In	Relay I/O Box - 4 Outputs 24 Inputs	\$672.84	\$672.84
		Re-using:1 x Guardian Controller License		

Subtotal

\$44,232.90

Services

Qty.	Part No.	Description	Unit Price	Total
	S-Installation-V3	Installation Services Offering		
5	SV-InstDaily	Installation Services - Daily Rate	\$1,300.00	\$6,500.00
2	SV-InstRemDaily	Remote Install Services - Daily Rate	\$1,300.00	\$2,600.00
1	SV-T&L1stD	Travel and Living Expenses - First Day	\$1,700.00	\$1,700.00
4	SV-T&LSubD	Travel and Living Expenses- Daily	\$255.00	\$1,020.00
		AK Installation & PM		\$13,075.00

1	S-Project Management	Project Management Services Secondary Project Management -Daily Rate	\$965.00	\$965.00
Subtotal				\$25,860.00

Managed Services

<i>Qty.</i>	<i>Part No.</i>	<i>Description</i>	<i>Unit Price</i>	<i>Total</i>
	S-Managed Services	Managed Services Offering		
1	SV-ARM-SETUP	Active Remote Monitoring - Setup	\$3,547.00	\$3,547.00
23	SV-AVMgr-5yrs	Anti-Virus Management per Pos - 5 years	\$450.00	\$10,350.00
23	SV-OSMgr-5yrs	OS Patch Management per Position– 5 Yrs	\$450.00	\$10,350.00
4	SV-ARM-SETUP-AP	Active Remote Monitoring - Setup PSAP	\$432.00	\$1,728.00
23	SV-ARM-Guardian-5Y	Active Remote Monitoring per Pos (5Y)	\$1,720.00	\$39,560.00
Subtotal				\$65,535.00

Support

<i>Qty.</i>	<i>Part No.</i>	<i>Description</i>	<i>Unit Price</i>	<i>Total</i>
	S-MAINTENANCE-V3	Maintenance and Support Offering		
29	MT-SSGUARD-05	Position Software Support Years 6 to 10	\$4,680.00	\$135,720.00
1	MT-HSGUARD-0205	Annual Hardware Support Years 6 to 10	\$22,089.16	\$22,089.16
		If Purchased Upfront; Annual Fees Listed In Options		
Subtotal				\$157,809.16

Shipping

<i>Qty.</i>	<i>Part No.</i>	<i>Description</i>	<i>Unit Price</i>	<i>Total</i>
		Shipping and Handling Charges		\$4,000.00
Subtotal				\$4,000.00

Summary	Amount
Central Equipment A	\$59,500.68
Central Equipment B	\$55,940.20
PSAP 1	\$28,548.90
PSAP 2	\$26,622.80
PSAP 3	\$44,232.90
PSAP 4	\$44,232.90
Services	\$25,860.00
Managed Services	\$65,535.00
Support	\$157,809.16

Shipping	\$4,000.00
TOTAL PROPOSAL	\$512,282.54

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