



We have prepared a quote for you

**Budgetary Solacom HW Refresh**

Quote # 001199  
Version 7

Prepared for:

**Indian River County, FL**

Karen Rackard  
krackard@ircgov.com

Monday, November 06, 2023

Indian River County, FL  
Karen Rackard  
4225 43rd Avenue  
Vero Beach, FL 32967-1671  
[krackard@ircgov.com](mailto:krackard@ircgov.com)

Dear Karen,

Thank you for giving us the opportunity to provide Indian River County, FL with a quote for Budgetary Solacom HW Refresh. We are excited to work with you. Should you have any questions on this project please feel free to reach out to any member of the AK Associates team!

A handwritten signature in cursive script that reads 'Julie Chase'.

Julie Chase  
President  
AK Associates

Central Equipment A

Description	Price	Qty	Ext. Price
P-UPS-RM-1500-PC <b>Rackmount 1500VA UPS + Power Conditioner</b>	\$3,534.00	2	\$7,068.00
P-ENH ADMIN-R-GA <b>Administrative Server</b>	\$7,879.20	1	\$7,879.20
P-STD APP-GA <b>Application Server</b>	\$8,430.00	1	\$8,430.00
P-M1K-FXS <b>Mediant 1000 FXS Module</b> <i>Single module quad FXS trunks</i>	\$720.00	4	\$2,880.00
P-M1K-FXO <b>Mediant 1000 FXO Module</b> <i>Single module quad FXO trunks</i>	\$610.80	2	\$1,221.60
P-ESK-GEO-C <b>Switch Kit Geo-Diverse System Cisco</b>	\$6,254.40	1	\$6,254.40
P-ES-CS1G24 <b>Cisco Catalyst 9200L Series 24Gb Ports</b>	\$3,092.40	1	\$3,092.40
P-ES-CS100M24POE <b>Cisco Catalyst 24 ports 100M POE</b>	\$2,596.80	1	\$2,596.80
P-MSApp <b>Appliance for Managed services</b>	\$9,108.00	1	\$9,108.00
P-M800 SBC-HA <b>M800 SBC High Availability Pair, 30 Sess</b>	\$12,092.40	1	\$12,092.40
P-CISR-4321-1Yr <b>Cisco ISR4321 Router 1 year maintenance</b> <i>Includes: Cisco 4321 ISR AX with Security Lic and one 1GE NIM.</i>	\$4,832.40	2	\$9,664.80
P-CISR-NIM-2GE <b>Cisco 2GE NIM for ISR</b>	\$1,870.80	2	\$3,741.60
P-M1K-FXO-KIT <b>Mediant 1000 FXO Kit with Dual Power</b> <i>Includes Mediant 1000 chassis with single 4Port FXO module and Dual AC power supply</i>	\$3,316.80	2	\$6,633.60
SL-M800 SBC-10 <b>10 Session License Package for M800 HA</b>	\$1,518.00	2	\$3,036.00

Re-using:

- 1 x 42U Cabinet (2018)
- 2 x LD VoIP (2018)
- 1 X IQ500 (2018)
- 1 x 4-port KVM (2018)
- 2 x 4-port IP to Serial device (2018)
- 1 x 4G SMS Gateway (2022)
- 1 x M800 SBC (2023)
- 1 x Guardian Controller License (2011)
- 1 x Guardian Text-from-911 Controller License (2020)

### Central Equipment A

Description	Price	Qty	Ext. Price
<b>Subtotal:</b>			<b>\$83,698.80</b>

### Central Equipment B

Description	Price	Qty	Ext. Price
P-UPS-RM-1500-PC <b>Rackmount 1500VA UPS + Power Conditioner</b>	\$3,534.00	2	\$7,068.00
P-ENH ADMIN-GB <b>Administrative Server</b>	\$7,879.20	1	\$7,879.20
P-STD APP-GB <b>Application Server</b>	\$8,430.00	1	\$8,430.00
P-M1K-FXS <b>Mediant 1000 FXS Module</b> Single module quad FXS trunks	\$720.00	3	\$2,160.00
P-M1K-FXO <b>Mediant 1000 FXO Module</b> Single module quad FXO trunks	\$610.80	3	\$1,832.40
P-ESK-GEO-C <b>Switch Kit Geo-Diverse System Cisco</b>	\$6,254.40	1	\$6,254.40
P-ES-CS1G24 <b>Cisco Catalyst 9200L Series 24Gb Ports</b>	\$3,092.40	1	\$3,092.40
P-ES-CS100M24POE <b>Cisco Catalyst 24 ports 100M POE</b>	\$2,596.80	1	\$2,596.80
P-M800 SBC-HA <b>M800 SBC High Availability Pair, 30 Sess</b>	\$12,092.40	1	\$12,092.40
P-CISR-4321-1Yr <b>Cisco ISR4321 Router 1 year maintenance</b> Includes: Cisco 4321 ISR AX with Security Lic and one 1GE NIM.	\$4,832.40	2	\$9,664.80
P-CISR-NIM-2GE <b>Cisco 2GE NIM for ISR</b>	\$1,870.80	2	\$3,741.60
P-M1K-FXO-KIT <b>Mediant 1000 FXO Kit with Dual Power</b> Includes Mediant 1000 chassis with single 4Port FXO module and Dual AC power supply	\$3,316.80	2	\$6,633.60
SL-M800 SBC-10 <b>10 Session License Package for M800 HA</b>	\$1,518.00	2	\$3,036.00
AKINSTALLMAT <b>Installation Materials</b> Installation Materials	\$5,000.00	1	\$5,000.00

*Re-using:*

1 x 42U Cabinet (2018)  
 2 x LD VoIP (2018)  
 1 X IQ500 (2018)



### Central Equipment B

Description	Price	Qty	Ext. Price
1 x 4-port KVM (2018) 2 x 4-port IP to Serial device (2018) 1 x 4G SMS Gateway (2022) 1 x Guardian Controller License (2011)			

**Subtotal: \$79,481.60**

### Network

Description	Price	Qty	Ext. Price
P-N-001 <b>Palo Alto PA-460 Firewall</b> <i>1 Firewall per side (A &amp; B), 2 Firewalls per PSAP</i>	\$4,789.20	8	\$38,313.60
P-N-001 <b>PA-460 Firewall - Security Lic. 1 Year</b> <i>DNS Security License</i>	\$1,653.60	8	\$13,228.80
P-N-001 <b>PA-460 Firewall - Security Lic. 1 Year</b> <i>Threat Prevention License</i>	\$1,653.60	8	\$13,228.80
P-N-001 <b>PA-460 Firewall - Security Lic. 1 Year</b> <i>Wildfire License</i>	\$1,653.60	8	\$13,228.80
P-N-001 <b>PA-460 Firewall - Security Lic. 1 Year</b> <i>Advanced URL Filtering License</i>	\$2,481.60	8	\$19,852.80
SV-SPE <b>Palo Alto PA-460- Premium Support 1 Year</b>	\$1,021.00	8	\$8,168.00
SV-SOLAPS <b>Remote Solacom System Engineering 1 Day</b>	\$1,620.00	5	\$8,100.00

**Subtotal: \$114,120.80**

### PSAP 1

Description	Price	Qty	Ext. Price
P-MOB_POS <b>Guardian Mobile Position Kit</b> <i>Includes: laptop, pelican case, Usb headset and mouse.</i>	\$5,967.60	1	\$5,967.60
P-MONITOR 24in <b>Standard Monitor 24"</b>	\$278.40	8	\$2,227.20
P-TCH MON 24in <b>Touch Monitor 24"</b>	\$522.00	8	\$4,176.00
P-PAC II <b>Position Audio Controller II w/ Jack Box</b>	\$2,473.20	8	\$19,785.60



PSAP 1

Description	Price	Qty	Ext. Price
P-DP HANDSET_6W <b>Dual Prong Handset - 6 Wires</b>	\$136.80	8	\$1,094.40
P-KYPADU6 <b>Keypad - 24 Button 6' Cable W/10' ext</b>	\$117.60	8	\$940.80
P-PRN-CLR <b>Network Color Printer - Laser</b>	\$782.40	1	\$782.40
P-ENH POS <b>Enhanced Std PC For Mapping</b>	\$2,206.80	8	\$17,654.40
P-STD RAMup- 8GB <b>Standard Position PC RAM upgrade</b>	\$148.80	8	\$1,190.40

*Re-using:*

10 x IRR (2011)  
 10 x Guardian Position License (2011)  
 10 x Guardian Text-from-911 Position License (2020)

**Subtotal: \$53,818.80**

PSAP 2

Description	Price	Qty	Ext. Price
P-MOB_POS <b>Guardian Mobile Position Kit</b> <i>Includes: laptop, pelican case, Usb headset and mouse.</i>	\$5,967.60	2	\$11,935.20
P-MONITOR 24in <b>Standard Monitor 24"</b>	\$278.40	7	\$1,948.80
P-TCH MON 24in <b>Touch Monitor 24"</b>	\$522.00	7	\$3,654.00
P-PAC II <b>Position Audio Controller II w/ Jack Box</b>	\$2,473.20	7	\$17,312.40
P-DP HANDSET_6W <b>Dual Prong Handset - 6 Wires</b>	\$136.80	7	\$957.60
P-KYPADU6 <b>Keypad - 24 Button 6' Cable W/10' ext</b>	\$117.60	7	\$823.20
P-PRN-CLR <b>Network Color Printer - Laser</b>	\$782.40	1	\$782.40
P-ENH POS <b>Enhanced Std PC For Mapping</b>	\$2,206.80	7	\$15,447.60
P-STD RAMup- 8GB <b>Standard Position PC RAM upgrade</b>	\$148.80	7	\$1,041.60

*Re-using:*



PSAP 2

Description	Price	Qty	Ext. Price
7 x IRR (2011)			
7 x Guardian Position License (2011)			
9 x Guardian Text-from-911 Position License (2020)			

Subtotal: **\$53,902.80**

PSAP 3

Description	Price	Qty	Ext. Price
P-MOB_POS <b>Guardian Mobile Position Kit</b> <i>Includes: laptop, pelican case, Usb headset and mouse.</i>	\$5,967.60	1	\$5,967.60
P-MONITOR 24in <b>Standard Monitor 24"</b>	\$278.40	3	\$835.20
P-TCH MON 24in <b>Touch Monitor 24"</b>	\$522.00	3	\$1,566.00
P-PAC II <b>Position Audio Controller II w/ Jack Box</b>	\$2,473.20	3	\$7,419.60
P-DP <b>Dual Prong Handset - 6 Wires</b> HANDSET_6W	\$136.80	3	\$410.40
P-KYPADU6 <b>Keypad - 24 Button 6' Cable W/10' ext</b>	\$117.60	3	\$352.80
P-M1K-FXO-KIT <b>Mediant 1000 FXO Kit with Dual Power</b>	\$3,316.80	2	\$6,633.60
P-M1K-FXO <b>Mediant 1000 FXO Module</b>	\$610.80	2	\$1,221.60
P-M1K-FXS <b>Mediant 1000 FXS Module</b>	\$720.00	4	\$2,880.00
P-M800 SBC-HA <b>M800 SBC High Availability Pair, 30 Sess</b>	\$12,092.40	1	\$12,092.40
P-ENH POS <b>Enhanced Std PC For Mapping</b>	\$2,206.80	3	\$6,620.40
P-STD RAMup- <b>Standard Position PC RAM upgrade</b> 8GB	\$148.80	3	\$446.40
P-CISR-4321-1Yr <b>Cisco ISR4321 Router 1 year maintenance</b>	\$4,832.40	2	\$9,664.80
P-CISR-NIM-2GE <b>Cisco 2GE NIM for ISR</b>	\$1,870.80	2	\$3,741.60
<i>Re-using:</i>			
4 x IRR (2011)			
4 x Guardian Position License (2011)			
4 x Guardian Text-from-911 Position License (2020)			
P-SSP-ADM-S <b>SFF Administration / MIS Server</b>	\$7,292.40	1	\$7,292.40



PSAP 3

Description	Price	Qty	Ext. Price
P-STD APP-S <b>Application Server</b>	\$8,430.00	1	\$8,430.00
P-UPS-RM-1500-PC <b>Rackmount 1500VA UPS + Power Conditioner</b>	\$3,534.00	2	\$7,068.00
P-ESK-RED-C <b>Switch Kit Redundant System Cisco</b>	\$6,254.40	1	\$6,254.40
P-ES-CS1G24 <b>Cisco Catalyst 9200L Series 24Gb Ports</b>	\$3,092.40	1	\$3,092.40
P-ES-CS100M24POE <b>Cisco Catalyst 24 ports 100M POE</b>	\$2,596.80	1	\$2,596.80

*Re-using:*

- 1 x 4-port KVM (2018)
- 1 x 42U Cabinet (2018)
- 2 x Nema 5-15P 15A vert. pwr bar (2018)
- 2 x 4-port IP to Serial device (2018)
- 1 x Guardian Responder License (2018)
- 1 x PCIE VoIP (2018)
- 1 x I/O Box (2018)
- 1 x Guardian Controller License (2011)

**Subtotal:      \$94,586.40**

PSAP 4

Description	Price	Qty	Ext. Price
P-MOB_POS <b>Guardian Mobile Position Kit</b> <i>Includes: laptop, pelican case, Usb headset and mouse.</i>	\$5,967.60	1	\$5,967.60
P-MONITOR 24in <b>Standard Monitor 24"</b>	\$278.40	3	\$835.20
P-TCH MON 24in <b>Touch Monitor 24"</b>	\$522.00	3	\$1,566.00
P-PAC II <b>Position Audio Controller II w/ Jack Box</b>	\$2,473.20	3	\$7,419.60
P-DP HANDSET_6W <b>Dual Prong Handset - 6 Wires</b>	\$136.80	3	\$410.40
P-KYPADU6 <b>Keypad - 24 Button 6' Cable W/10' ext</b>	\$117.60	3	\$352.80
P-M1K-FXO-KIT <b>Mediant 1000 FXO Kit with Dual Power</b>	\$3,316.80	2	\$6,633.60
P-M1K-FXO <b>Mediant 1000 FXO Module</b>	\$610.80	2	\$1,221.60





PSAP 4

Description	Price	Qty	Ext. Price
P-M800 SBC-HA <b>M800 SBC High Availability Pair, 30 Sess</b>	\$12,092.40	1	\$12,092.40
P-M1K-FXS <b>Mediant 1000 FXS Module</b>	\$720.00	4	\$2,880.00
P-ENH POS <b>Enhanced Std PC For Mapping</b>	\$2,206.80	3	\$6,620.40
P-STD RAMUp-8GB <b>Standard Position PC RAM upgrade</b>	\$148.80	3	\$446.40
P-CISR-4321-1Yr <b>Cisco ISR4321 Router 1 year maintenance</b>	\$4,832.40	2	\$9,664.80
P-CISR-NIM-2GE <b>Cisco 2GE NIM for ISR</b>	\$1,870.80	2	\$3,741.60

*Re-using:*

- 4 x IRR (2011)
- 4 x Guardian Position License (2011)
- 4 x Guardian Text-from-911 Position License (2020)

P-SSP-ADM-S <b>SFF Administration / MIS Server</b>	\$7,292.40	1	\$7,292.40
P-STD APP-S <b>Application Server</b>	\$8,430.00	1	\$8,430.00
P-UPS-RM-1500-PC <b>Rackmount 1500VA UPS + Power Conditioner</b>	\$3,534.00	2	\$7,068.00
P-ESK-RED-C <b>Switch Kit Redundant System Cisco</b>	\$6,254.40	1	\$6,254.40
P-ES-CS1G24 <b>Cisco Catalyst 9200L Series 24Gb Ports</b>	\$3,092.40	1	\$3,092.40
P-ES-CS100M24POE <b>Cisco Catalyst 24 ports 100M POE</b>	\$2,596.80	1	\$2,596.80

*Re-using:*

- 1 x 4-port KVM (2018)
- 1 x 42U Cabinet (2018)
- 2 x Nema 5-15P 15A vert. pwr bar (2018)
- 2 x 4-port IP to Serial device (2018)
- 1 x Guardian Responder License (2018)
- 1 x PCIE VoIP (2018)
- 1 x I/O Box (2018)
- 1 x Guardian Controller License (2011)

**Subtotal: \$94,586.40**



Spares

Description	Qty
<i>Re-using:</i>	
7 x PACII (2018)	

Professional Services

Description	Price	Qty	Ext. Price
SV-InstDaily <b>Installation Services - Daily Rate</b>	\$1,300.00	5	\$6,500.00
SV-InstRemDaily <b>Remote Install Services - Daily Rate</b>	\$1,300.00	2	\$2,600.00
SV-T&L1stD <b>Travel and Living Expenses - First Day</b>	\$1,700.00	1	\$1,700.00
SV-T&LSubD <b>Travel and Living Expenses - Daily</b>	\$255.00	4	\$1,020.00
SV-ServerSetup <b>Server Configuration Update</b> <i>Import existing Database and tune existing configuration for usability with newer servers and Operating system. Load updated config onto new servers.</i>	\$900.00	11	\$9,900.00
SV-PositionSetup <b>Position Configuration Update</b> <i>Tune existing PC configuration and import for usability with Newer PC and Operating system. Load updated config onto new PC.</i>	\$600.00	31	\$18,600.00
SV-SiteAudit <b>System Refresh Audit</b> <i>System technical audit:</i> - Audit coordination - Assess system design, connectivity, user interface usage, call flow and site conditions - Review system changes from original to determine changes required for new updated configuration manual - Review, determine and produce system upgrade plan based on current configuration	\$4,000.00	1	\$4,000.00
SV-PSUpgrade <b>Professional Services Refresh</b> <i>Ensure accurate hardware requirements Assess database requirements and provide guidance Assist with management of upgrade requirements</i>	\$12,900.00	1	\$12,900.00
SV-PMDaySd <b>Secondary Project Management -Daily Rate</b>	\$965.00	15	\$14,475.00
SV-SOLAPS <b>Remote Solacom System Engineering 1 Day</b>	\$1,620.00	8	\$12,960.00
SV-SBC Setup <b>SBC config &amp; setup for 1 Network</b>	\$1,300.00	4	\$5,200.00

**Subtotal: \$89,855.00**



Managed Services

Description	Price	Qty	Ext. Price
SV-ARM_Guardian-1Y <b>Active Remote Monitoring / Pos - 1 Year</b>	\$430.00	21	\$9,030.00
SV-AVMgr-1yr <b>AntiVirus Management/ Positions - 1 Year</b>	\$150.00	26	\$3,900.00
SV-OS MGTCore-1Y <b>Server Windows Patch Management 1 year</b>	\$360.00	11	\$3,960.00
SV-OS MGTPos-1Y <b>Position windows Patch Management 1 year</b>	\$210.00	26	\$5,460.00

**Subtotal: \$22,350.00**

Warranty/Maintenance

Description	Price	Qty	Ext. Price
MT-SSGUARD-01 <b>Position Software Support - Year 6</b>	\$1,300.00	26	\$33,800.00
MT-Warranty <b>Guardian First Year HW Warranty</b> <i>The Guardian first year warranty covers all Hardware for the first year.</i>	\$0.00	1	\$0.00
MT-HSGUARD-06 <b>Guardian Hardware Support - Year 6</b> <i>The Guardian hardware support program covers all hardware purchased from Solacom with the following exceptions: 1. Computers and servers are excluded, and are covered under manufacturer support for up to five (5) years. 2. Monitors, keyboards and mouse devices purchased with the initial computer order will carry the same support purchased for the associated computer or server. 3. UPS, Individually purchased; Keyboards, mouse devices, headsets, and handsets are covered under the initial one (1) year warranty and are not eligible for extended support.</i>	\$5,891.97	1	\$5,891.97

**Subtotal: \$39,691.97**

Shipping

Description	Price	Qty	Ext. Price
ShippingFee <b>Shipping and Handling Charges</b>	\$5,760.00	1	\$5,760.00

**Subtotal: \$5,760.00**



## Payment Terms

Description	Qty
<p>Terms of Sale:</p> <ul style="list-style-type: none"><li>• Hardware and software will be invoiced upon shipment</li><li>• Services will be invoiced upon completion</li><li>• Payment Terms are Net 30</li></ul>	



## Budgetary Solacom HW Refresh

**Prepared by:**

**AK Associates**  
 Julie Chase  
 (603) 432-5755 x.215  
 Fax (603) 432-0900  
[jchase@AKAssociates911.com](mailto:jchase@AKAssociates911.com)

**Prepared for:**

**Indian River County, FL**  
 4225 43rd Avenue  
 Vero Beach, FL 32967-1671  
 Karen Rackard  
 (772) 226-3859  
[krackard@ircgov.com](mailto:krackard@ircgov.com)

**Quote Information:**

**Quote #: 001199**  
 Version: 7  
 Delivery Date: 11/06/2023  
 Expiration Date: 01/01/2024

### Quote Summary


Description	Amount
Central Equipment A	\$83,698.80
Central Equipment B	\$79,481.60
Network	\$114,120.80
PSAP 1	\$53,818.80
PSAP 2	\$53,902.80
PSAP 3	\$94,586.40
PSAP 4	\$94,586.40
Professional Services	\$89,855.00
Managed Services	\$22,350.00
Warranty/Maintenance	\$39,691.97
Shipping	\$5,760.00

**Total: \$731,852.57**

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

**AK Associates**

**Indian River County, FL**

Signature:   
 Name: Julie Chase  
 Title: President  
 Date: 11/06/2023

Signature: \_\_\_\_\_  
 Name: Karen Rackard  
 Date: \_\_\_\_\_

 Appendix

**Solacom Call Taker Computer Specifications.**  
**Subject to Revision or Modification on all Expired Quotes.**

Features	STANDARD	ENHANCED	SUPERIOR
PC Type	Yes	Yes	No
Workstation	No	No	Yes
Processor	i3	i3	Intel Xeon
RAM	8 GB	8 GB	8 GB
PCIe Slots	2	2	6
Sound Card	1	1	1
Graphic Card	On-board	1	2
Monitor Supported	2	2	6
Monitor Cables Provided	No	1 HDMI to HDMI	No
		1 DVI to DP	
Adapters Provided	No	No	6 mDP to DP
NIC Teaming	Optional	No	Optional
Guardian Map	No	Yes	Yes
3rd Party Software Cohabitation	No	Certified 3rd Party Map	Certified 3rd Party Map
			Certified CAD
Physical Size (HeightxLengthxDepth)	11.5 x 3.7 x 11.4"	11.5 x 3.7 x 11.4"	16.3 x 6.8 x 22"

When a Solacom solution configuration includes a FortiGate edge device, it has been included for the known interfaces at the time of implementation. If interface requirements change in the future, including but not limited to, the ESInet using IPv6, SIP over TLS (Secure SIP), SRTP (Secure RTP), deep packet inspection and manipulation, etc., an additional edge device(s) may be required. Additionally, if transcoding is required (i.e., from ARM or ARM-WB to G711uLaw), an additional edge device may also be required.