

May 31, 2018

Jennifer Hyde
India River County
Department of Procurement
1800 27th Street
Vero Beach, FL 32960

Dear Ms. Hyde

The following are, links and necessary information pertaining to NCPA (National Cooperative Purchasing Alliance) contract Vehicle.

Also included with this letter is Forerunner Technologies Investment Price Schedule Sheets for the NEC UNIVEGE SV9000 Migrations.

NCPA is a leading national government purchasing cooperative working to reduce the cost of goods and services by leveraging the purchasing power of public agencies in all 50 states.

NCPA's Process

NCPA utilizes state of the art procurement resources and solutions that result in cooperative purchasing contracts that ensure all public agencies are receiving products and services of the highest quality at the lowest prices.

Who Can Use NCPA's Contracts

There are over 90,000 agencies nationwide from both the public and nonprofit sectors that are eligible to utilize NCPA's [cooperative purchasing contracts](#). These include, but are not limited to the following agency types:

- School Districts (including K-12, Charter schools, and Private K-12)
- Higher Education (including Universities, Community Colleges, Private Colleges, and Technical / Vocational Schools)
- Cities, Counties, and any Local Government
- State Agencies
- Healthcare Organizations
- Church/Religious
- Nonprofit Corporations
- Federal

NCPA NEC Corporation of America Award Site: <http://www.ncpa.us/Vendors/NEC>

State Statutes

Want to see your state's laws on cooperative purchasing? Click here to view [your state's laws on cooperative purchasing](#). FL State Statutes: <http://www.ncpa.us/Statutes/FL>

NEC Overview

NEC Corporation of America (NEC) <https://www.necam.com> is a leading technology integrator providing solutions that improve the way people work and communicate. NEC delivers integrated Solutions for Society that are aligned with our customers' priorities to create new value for people, businesses and society, with a special focus on safety, security and efficiency. We deliver one of the industry's strongest and most innovative portfolios of communications, analytics, security, biometrics and technology solutions that unleash customers' productivity potential. Through these solutions, NEC combines its best-in-class solutions and technology, and leverages a robust partner ecosystem to solve today's most complex business problems. NEC Corporation of America is a wholly-owned subsidiary of NEC Corporation, a global technology leader with a presence in 160 countries and \$25 billion in revenues. For more information, please visit www.necam.com

Contract Info

Awarded Vendor:

NEC. NEC through its Direct services and Channel associates can provide solutions to the agencies on record, including but not limited to Indian River County (IRC) FL.

Contract Awarded:

Advanced Communications Solutions

Contract Number:

01-60

Lead Agency:

Region 14 ESC

Contract Term:

3 year term, August 1, 2016 to August 31, 2019

*Option to renew for two (2) additional one (1) year periods.

Request for Proposal:

[RFP for Advanced Communications Solutions](#)

Awarded Vendor Response:

[NEC's Response to RFP](#)

Evaluation:

[Bid Tab & Request for RFP List](#)

Award Letter:[Region 14 Award Letter](#)**Vendor Contact**

Lainey Gordon
Vertical Practice – State and Local Government
3929 W. John Carpenter Fwy
Irving, TX 75063
214-262-3711
lainey.gordon@necam.com

Should you require any additional assistance, please feel free to reach out to either myself or Lainey via email or phone.

Thank you in advance for your continued support in NEC and Forerunner Technologies.

Regards,

Christopher Caffera

Christopher Caffera

CC: Lainey Gordon, NEC Corp of America
Manny Cabo, IRC Communications

Enc.

**NCPA Contract Number 01-60: NEC Corporation of America's Authorized Associate Dealer
Forerunner Technologies**

Indian River County - Summary of all Upgrades converting SV8000 to SV9000 Platforms

Location	Total Investment
Administration	\$ 78,725.00
EOC	\$ 40,127.00
Courthouse	\$ 20,273.00
Library	\$ 12,277.00
Sandridge	\$ 2,124.32
UM8700	\$ 6,694.72
Total of all Upgrades	\$ 160,221.04

Schedule of Equipment and Services - Administration Building

Qty	Part Number	Description	Listed NCPA Price	Listed Ext. NCPA Price	Market Price	Market Ext Price
24	BE114379	SV95 P2P CCIS TRK-1 License	\$191.86	\$4,604.69		
24	BE114379	SV95 P2P CCIS TRK-1 License	\$191.86	\$4,604.69		
4	Q24-UW000000108020	SV95 PHY-PIR Resource-1 License	\$3,965.61	\$15,862.45		
1	BE114251	SV95 CCIS/FCCS Network Option	\$4,461.66	\$4,461.66		
1	BE114289	SV95 LIC. TRANSFER MAIN	\$3,488.40	\$3,488.40		
1	Q24-FR000000126601	SV9500 CORE DVD SET			\$0.00	\$0.00
1	Q24-FR000000111659	UCE DVD SET	\$29.51	\$29.51		
1	Q24-UW000000107989	SV95 PLATFORM LIC-UMMIG	\$167.44	\$167.44		
133	Q24-UW000000107998	SV95 Basic User-1 License	\$70.81	\$9,418.33		
150	Q24-UW000000107998	SV95 Basic User-1 License	\$70.81	\$10,622.18		
1	Q24-UW000000127899	SV95 V4 UC APPLIANCE VER LIC			\$0.00	\$0.00
4	BE114290	SV95 LIC. TRANSFER PER PHY-PIR	\$767.45	\$3,069.79		
133	BE114291	SV95 LIC. TRANSFER PER IP EXT	\$18.41	\$2,448.77		
1	Q24-FR000000110217	SV9500 SP Conversion			\$0.00	\$0.00
1	BE113323	SV95 (MIG)-CPU COVER	\$141.63	\$141.63		
50	BE117026	SV95 ACD 1 Agent Option	\$138.14	\$6,907.03		
1	Q24-UW000000108562	SCH-16LCA-A PA KIT			\$1,195.14	\$1,195.14
2	Q24-UW000000108558	SCH-PRTA-A PA KIT	\$5,877.61	\$11,755.21		
2	Q24-UW000000108555	SCH-8RSTA-A PA Kit			\$1,300.49	\$2,600.98
2	Q24-FR000000113276	CF-8GB PROGRAMMED-SV95	\$483.31	\$966.62		
1	Q24-FR000000113277	CG FRONT OVERLAYS	\$424.89	\$424.89		
3	Q24-UW000000108024	SCH-IPDA-A PA KIT	\$10,244.03	\$30,732.09		
4	BE102081	PA-PW55-C	\$756.30	\$3,025.20		
4	BE102080	PA-PW54-C	\$1,007.69	\$4,030.76		
3	BE113451	BLANK PLATE-B	\$49.57	\$148.71		
1	Q24-FR000000126206	GNAV CORE SW-ENT	\$4,200.00	\$4,200.00		
1	Q24-DN000000128827	GNAV VER 11.0			\$0.00	\$0.00
404	BE114545	SWA PSA SV95 Unit	\$20.13	\$8,131.00		
44	Q24-DN000000110320	SWA PSA CCDESIGN UNIT	\$20.13	\$885.55		
1	Q24-FR000000129746	Express 5800R110i-1 No O/S GNAV			\$2,110.36	\$2,110.36
1	Q24-FR000000127415	R120G-1M W2016S/GOLD ETN UM8700			\$4,864.39	\$4,864.39
100	BE115110	ITY-8LDX-1(BK)TEL	\$156.50	\$15,650.01		
100	PC5EB14	14 Foot CAT5E Line Cord			\$3.64	\$364.00
1	S&H	Freight			\$2,112.77	\$2,112.77
140	FLINSTALL	Maintenance Vendor of Record Installation Labor - Included with Purchase		\$0.00		
		Sub-Total Contract Items		\$145,776.60		\$11,134.87
		Sub-Total Open Market Items		\$11,134.87		
		Less Maintenance Customer Discount		\$78,186.47		
		Total County Investment		\$78,725.00		

Schedule of Equipment and Services - Emergency Operations Center (EOC)

Qty	Part Number	Description	Listed NCPA Price	Listed Ext. NCPA Price	Market Price	Market Ext Price
1	Q24-FR000000113277	CG FRONT OVERLAYS	\$424.89	\$424.89		
2	Q24-UW000000108024	SCH-IPDA-A PA KIT	\$10,244.03	\$20,488.06		
24	BE114379	SV95 P2P CCIS TRK-1 License	\$191.86	\$4,604.69		
2	Q24-UW000000108020	SV95 PHY-PIR Resource-1 License	\$3,965.61	\$7,931.23		
1	BE114251	SV95 CCIS/FCCS Network Option	\$4,461.66	\$4,461.66		
1	BE114289	SV95 LIC. TRANSFER MAIN	\$3,488.40	\$3,488.40		
1	Q24-FR000000126601	SV9500 CORE DVD SET			\$0.00	\$0.00
1	Q24-FR000000111659	UCE DVD SET	\$29.51	\$29.51		
1	Q24-UW000000107999	SV95 PLATFORM LIC-UMMIG	\$167.44	\$167.44		
40	Q24-UW000000107998	SV95 Basic User-1 License	\$70.81	\$2,832.58		
2	BE102081	PA-PW55-C	\$756.30	\$1,512.60		
1	Q24-UW000000108558	SCH-PRTA-A PA KIT	\$5,877.61	\$5,877.61		
2	BE102080	PA-PW54-C	\$1,007.69	\$2,015.38		
0	Q24-UW000000108562	SCH-16LCA-A PA KIT			\$1,270.16	\$0.00
1	BE113323	SV95 (MIG)-CPU COVER	\$141.63	\$141.63		
4	Q24-FR000000113276	CF-8GB PROGRAMMED-SV95	\$483.31	\$1,933.24		
2	Q24-UW000000108555	SCH-8RSTA-A PA Kit			\$1,327.04	\$2,654.08
3	BE113451	BLANK PLATE-B	\$49.57	\$148.71		
50	Q24-UW000000107998	SV95 Basic User-1 License	\$70.81	\$3,540.73		
1	Q24-UW000000127899	SV95 V4 UC APPLIANCE VER LIC			\$0.00	\$0.00
2	BE114290	SV95 LIC. TRANSFER PER PHY-PIR	\$767.45	\$1,534.90		
40	BE114291	SV95 LIC. TRANSFER PER IP EXT	\$18.41	\$736.47		
1	Q24-FR000000110217	SV9500 SP Conversion			\$0.00	\$0.00
203	BE114545	SWA PSA SV95 Unit NEC Terminals	\$20.13	\$4,085.63		
40	BE115110	ITY-8LDX-1(BK)TEL	\$156.50	\$6,260.00		
40	PC5EB14	14 Foot CAT5E Line Cord			\$3.64	\$145.60
1	S&H	Freight				\$1,022.17
125	FLINSTALL	Maintenance Vendor of Record Installation Labor - Included with Purchase				
Total				\$72,215.33		\$2,799.68
Sub-Total Contract Items				\$72,215.33		
Sub-Total Open Market Items				\$2,799.68		
Less Maintenance Customer Discount				\$34,888.01		
Total County Investment				\$40,127.00		

Schedule of Equipment and Services - IRC Courthouse

<u>Qty</u>	<u>Part Number</u>	<u>Description</u>	<u>Listed NCPA Price</u>	<u>Listed Ext. NCPA Price</u>	<u>Market Price</u>
76	BE114547	SV93 IP EXT Migration	\$15.65	\$1,189.40	
32	BE114544	SV93 P2P-CCIS TRK-1 License	\$71.16	\$2,277.23	
40	Q24-UW000000107956	SV93 Basic User-1 License	\$57.18	\$2,287.31	
48	BE114544	SV93 P2P-CCIS TRK-1 License	\$71.16	\$3,415.84	
4	BE114017	SV93 Softphone -1 License	\$118.61	\$474.42	
2	Q24-UW000000107839	SV93 Remote Link Migration Kit	\$3,310.58	\$6,621.16	
352	BE114548	SV93 A/D EXT Migration	\$15.65	\$5,508.80	
408	Q24-UW000000107955	SV9300 Resource-1 License	\$27.09	\$11,051.31	
1	BE114021	SV93 System CCIS Network Option	\$118.61	\$118.61	
1	BE114022	SV93 Remote Unit-1 License	\$59.30	\$59.30	
9	BE114010	SV93 VOIP CH-16 License	\$189.77	\$1,707.92	
1	BE114011	SV93 System Dual CPU Option	\$711.63	\$711.63	
1	Q24-UW000000107410	SV93 SIP DUAL CPU MIGRATION KIT	\$8,426.93	\$8,426.93	
1	Q24-UW000000126746	SV93 V5 UC VERSION LIC			\$0.00
1	Q24-UW000000107974	SV93 System Migration	\$1,203.85	\$1,203.85	
1	Q24-DN000000106775	SV93 UC APPLICATION DVD	\$59.01	\$59.01	
293	BE115107	SWA PSA SV9300 Unit	\$10.06	\$2,948.49	
		Freight			
30	FLINSTALL	Maintenance Vendor of Record Installation Labor - Included with Purchase			
		Total		\$48,061.22	
		Sub-Total Contract Items		\$48,061.22	
		Sub-Total Open Market Items		\$0.00	
		Less Maintenance Customer Discount		\$27,788.22	
		Total County Investment		\$20,273.00	

Schedule of Equipment and Services - IRC Library

<u>Qty</u>	<u>Part Number</u>	<u>Description</u>	<u>Listed NCPA Price</u>	<u>Listed Ext. NCPA Price</u>	<u>Market Price</u>
36	BE114547	SV93 IP EXT Migration	\$15.65	\$563.40	
32	BE114544	SV93 P2P-CCIS TRK-1 License	\$71.16	\$2,277.23	
2	Q24-UW000000107839	SV93 Remote Link Migration Kit	\$3,310.58	\$6,621.16	
4	BE114017	SV93 Softphone -1 License	\$118.61	\$474.42	
1	Q24-UW000000107838	SV93 SIP Single CPU Migration Kit	\$4,213.46	\$4,213.46	
28	Q24-UW000000107955	SV9300 Resource-1 License	\$27.09	\$758.42	
12	Q24-UW000000107955	SV9300 Resource-1 License	\$27.09	\$325.04	
104	BE114548	SV93 A/D EXT Migration	\$15.65	\$1,627.60	
1	BE114021	SV93 System CCIS Network Option	\$118.61	\$118.61	
2	BE114022	SV93 Remote Unit-1 License	\$59.30	\$118.61	
5	BE114010	SV93 VOIP CH-16 License	\$189.77	\$948.84	
1	Q24-UW000000126746	SV93 V5 UC VERSION LIC			\$0.00
1	Q24-UW000000107974	SV93 System Migration	\$1,203.85	\$1,203.85	
1	Q24-DN000000106775	SV93 UC APPLICATION DVD	\$59.01	\$59.01	
118	BE115107	SWA PSA SV9300 Unit	\$10.06	\$1,187.45	
		Freight			
30	FLINSTALL	Maintenance Vendor of Record Installation Labor - Included with Purchase			
		Total		\$20,497.10	
		Sub-Total Contract Items		\$20,497.10	
		Sub-Total Open Market Items		\$0.00	
		Less Maintenance Customer Discount		\$8,220.10	
		Total County Investment		\$12,277.00	

Schedule of Equipment and Services

Sandridge GC

<u>Qty</u>	<u>Part Number</u>	<u>Description</u>	<u>Listed NCPA Price</u>	<u>Listed Ext. NCPA Price</u>
1	Q24-UW000000107854	SV9100 Migration Kit-S	\$963.08	\$963.08
1	BE114053	SV9100 HW Migration License	\$889.54	\$889.54
27	BE115105	SWA PSA SV9100 Unit	\$10.06	\$271.70
		Freight		
15	FLINSTALL	Maintenance Vendor of Record Installation Labor - Included with Purchase		
		TOTAL		\$2,124.32
		Sub-Total Contract Items		\$2,124.32
		Sub-Total Open Market Items		\$0.00
		Less Maintenance Customer Discount		\$0.00
		Total County Investment		\$2,124.32

Schedule of Equipment and Services - UM8700 Cross Product Migration

<u>Qty</u>	<u>Part Number</u>	<u>Description</u>	<u>Listed NCPA Price</u>	<u>Listed Ext. NCPA Price</u>	<u>Market Price</u>	<u>Market Ext Price</u>
500	Q24-DN000000120337	SV9X UM - VM Mailbox Set			\$0.00	\$0.00
50	Q24-DN000000120338	SV9X UM - UM Mailbox Set			\$0.00	\$0.00
50	Q24-DN000000120339	SV9X UM - PA Mailbox Set			\$0.00	\$0.00
1	Q24-DN000000120744	Security Key Deposit	\$2,325.60	\$2,325.60		
1	Q24-DN000000120744	Security Key Deposit Credit	\$2,325.60	\$2,325.60		
1	Q24-DN000000120623	UM8700 USB to Soft License			\$0.00	\$0.00
144	Q24-DN000000106630	SWA PSA SV9X UM UNIT	\$20.13	\$2,898.18		
1	S&H	Freight				
50	FLINSTALL	Maintenance Vendor of Record Installation Labor - Included with Purchase				
TOTAL				\$7,549.38	\$0.00	\$0.00
NOTE: Server Included in Admin SV9500 Quote						
Sub-Total Contract Items				\$7,549.38		
Sub-Total Open Market Items				\$0.00		
Less Maintenance Customer Discount				\$854.66		
Total County Investment				\$6,694.72		