



Quote Number: AK031015-300

Site (name/#): LFUCG

Reference: P2015012101B-HK

Date Issued: March 10, 2015

Scope of Work: Exacom G2 Logging Recorder

Quote Summary		
<b>Police Logging Recorder</b>	\$122,430.85	55.6%
<b>Fire Logging Recorder</b>	\$81,711.86	37.1%
<b>Professional Services</b>	\$15,900.00	7.2%
<b>Optional Equipment/Services</b>	Optional	-
<b>GRAND TOTAL</b>	<b>\$220,042.71</b>	<b>100%</b>

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Scope of Work: Exacom G2 Logging Recorder- Police Recorder

**Redundant Recorder-A: "Hindsight-G2" 152-Ch P25/NG911 Multi-Media Logging Recorder**

<b>Qty.</b>	<b>Part No.</b>	<b>Description</b>	<b>Unit Price</b>	<b>Total</b>
1	HS-2020/G2/T620/152Ch	Hindsight-G2/Dell-T620, 152-Mixed Channel Multi-Media Logging Recorder	\$61,034.40	\$61,034.40
1	HS-2020/G2/RAID5-3TB	Hindsight-G2/RAID5-3TB e/w 4-1TB Hot-Swap Drives, 420,000 Ch-Hrs		
1	HS-2020/LD1609EH	Hindsight/LD1609EH 16-channel Passive Tap Analog Line Card		
1	HS-2020/LD2409EH	Hindsight/LD2409EH 24-channel Passive Tap Analog Line Card		
2	HS-2020/NGX1600EH	Hindsight/NGX1600EH 16-channel Passive Tap Digital TDM Line Card		
1	HS-2020/DP6409EH	Hindsight/DP6409EH 48-Channel Passive Tap Dual T1 Span Line Card		
1	HS-2020/G2/VESTA-SENTINEL	Hindsight-G2/Airbus-Vesta Sentinel E911 Integration w/24-Ch 1U Sense Module	\$1,397.20	\$1,397.20
1	HS-2020/G2/VESTA-P25-PH1	Hindsight-G2/Airbus-Vesta P25 Trunked Radio Integration, Phase-1, IMBE	\$13,997.20	\$13,997.20
1	HS-2020/G2/VESTA-P25-AES	Hindsight-G2/Airbus-Vesta P25-AES Encryption, supports KFD/KMF/OTAR	\$11,197.20	\$11,197.20
1	HS-2020/G2/ANI/ALI	Hindsight-G2/ANI/ALI Serial Interface	\$1,397.20	\$1,397.20
1	HS-2020/G2/SNMP-HSG2MIB	Hindsight-G2/SNMP w/HS-G2 MIB	\$1,117.20	\$1,117.20
10	HS-2020/G2/TG-P25	Hindsight-G2/TimeGate-P25 Manager/User Client License (For: Intranet Search/Playback)	Special	\$1,397.20
27	HS-2020/G2/TG-P25-IR	Hindsight-G2/TimeGate-P25 Instant Recall Client License (For: Calltaker & Dispatch Positions)	\$557.20	\$15,044.40
<b>Subtotal</b>				<b>\$106,582.00</b>

**Miscellaneous Equipment:**

<b>Qty.</b>	<b>Part No.</b>	<b>Description</b>	<b>Unit Price</b>	<b>Total</b>
2	HS-2020/AWS/TG-P25/DVD	Hindsight-G2/Admin WorkStation w/TimeGate-P25 & DVD-R/W (Search/Playback/Save>Media)	\$2,797.20	\$5,594.40
1	HS-2020/CAB-42U	Hindsight/Cabinet, 42U	\$2,237.20	\$2,237.20
1	HS-2020/G2/NAS-6TB	Hindsight-G2/NAS-6TB, 1U, RAID-5 Storage e/w 4-2TB HS HDs (For: Central Archival Storage)	\$2,797.20	\$2,797.20
1	HS-2020/KVM8-1U	Hindsight/KVM-8 w/17"LCD/KB/TP, 1U Rack Unit	\$1,957.20	\$1,957.20
1	HS-2020/G2/SPKR-2U	Hindsight-G2/Speaker Assy, 2U (supports 2-recorders)	\$383.60	\$383.60
<b>EARS Units</b>				
5	EARS-IP/4	EARS-IP 4-Ch Analog Acquisition VoIP/RoIP Converter (FTP 7-911 Pos. for Geo-Redundancy)	\$1,957.20	\$9,786.00
1	HS-G2/EARS-FTP-SW	"Hindsight-G2" EARS FTP Logging Base Software	\$1,117.20	\$1,117.20
2	EARS-2000/1URMK	"EARS" 1U Rack Mtg Kit (Supports 3 EARS units)	\$70.00	\$140.00
2	EARS-2000/1UCK	"EARS" 1U Cable Kit (Supports 3 EARS units)	\$70.00	\$140.00
<b>Subtotal</b>				<b>\$22,755.60</b>

<b>Summary Equipment Police</b>	<b>Amount</b>	<b>Percent of Total</b>
Redundant Recorder-A: "Hindsight-G2" 152-Ch P25/NG911 Multi-Media Logging Recorder	\$106,582.00	82%
Miscellaneous Equipment:	\$22,755.60	18%
Subtotal	\$129,337.60	100%
Less Exacom Incentive Discount	-\$4,320.00	
Less AK Associates Incentive Discount	-\$2,586.75	
<b>TOTAL POLICE PROPOSAL</b>	<b>\$122,430.85</b>	

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Reference: P2015012101B-HK

Date Issued: March 10, 2015

Scope of Work: Exacom G2 Logging Recorder- Fire Recorder

**Redundant Recorder-A: "Hindsight-G2" 80-Ch P25/NG911 Multi-Media Logging Recorder**

<b>Qty.</b>	<b>Part No.</b>	<b>Description</b>	<b>Unit Price</b>	<b>Total</b>
1	HS-2020/G2/T620/80Ch	Hindsight-G2/Dell-T620, 80-Mixed Channel Multi-Media Logging Recorder	\$35,834.40	\$35,834.40
1	HS-2020/G2/RAID5-3TB	Hindsight-G2/RAID5-3TB e/w 4-1TB Hot-Swap Drives, 420,000 Ch-Hrs		Included
1	HS-2020/LD2409EH	Hindsight/LD2409EH 24-channel Passive Tap Analog Line Card		Included
1	HS-2020/NGX800EH	Hindsight/NGX800EH 8-channel Passive Tap Digital TDM Line Card		Included
1	HS-2020/DP3209EH	Hindsight/DP3209EH 24-Channel Passive Tap Single T1 Span Line Card		Included
1	HS-2020/G2/VESTA-SENTINEL	Hindsight-G2/Airbus-Vesta Sentinel E911 Integration w/24-Ch 1U Sense Module	\$1,397.20	\$1,397.20
1	HS-2020/G2/VESTA-P25-PH1	Hindsight-G2/Airbus-Vesta P25 Trunked Radio Integration, Phase-1, IMBE	\$13,997.20	\$13,997.20
1	HS-2020/G2/VESTA-P25-AES	Hindsight-G2/Airbus-Vesta P25-AES Encryption, supports KFD/KMF/OTAR	\$11,197.20	\$11,197.20
1	HS-2020/G2/ANI/ALI	Hindsight-G2/ANI/ALI Serial Interface	\$1,397.20	\$1,397.20
1	HS-2020/G2/SNMP-HSG2MIB	Hindsight-G2/SNMP w/HS-G2 MIB	\$1,117.20	\$1,117.20
10	HS-2020/G2/TG-P25	Hindsight-G2/TimeGate-P25 Manager/User Client License (For: Intranet Search/Playback)	Special	\$1,397.20
7	HS-2020/G2/TG-P25-IR	Hindsight-G2/TimeGate-P25 Instant Recall Client License (For: Calltaker & Dispatch Positions)	\$557.20	\$3,900.40
<b>Subtotal</b>				<b>\$70,238.00</b>

**Miscellaneous Equipment:**

<b>Qty.</b>	<b>Part No.</b>	<b>Description</b>	<b>Unit Price</b>	<b>Total</b>
1	HS-2020/AWS/TG-P25/DVD	Hindsight-G2/Admin WorkStation w/TimeGate-P25 & DVD-R/W (Search/Playback/Save>Media)	\$2,797.20	\$2,797.20
1	HS-2020/CAB-42U	Hindsight/Cabinet, 42U	\$2,237.20	\$2,237.20
1	HS-2020/G2/NAS-6TB	Hindsight-G2/NAS-6TB, 1U, RAID-5 Storage e/w 4-2TB HS HDs (For: Central Archival Storage)	\$2,797.20	\$2,797.20
1	HS-2020/KVM8-1U	Hindsight/KVM-8 w/17"LCD/KB/TP, 1U Rack Unit	\$1,957.20	\$1,957.20
1	HS-2020/G2/SPKR-2U	Hindsight-G2/Speaker Assy, 2U (supports 2-recorders)	\$383.60	\$383.60
<b>EARS UNITS</b>				
2	EARS-IP/4	EARS-IP 4-Ch Analog Acquisition VoIP/RoIP Converter (FTP 7-911 Pos. for Geo-Redundancy)	\$1,957.20	\$3,914.40
1	HS-G2/EARS-FTP-SW	"Hindsight-G2" EARS FTP Logging Base Software	\$1,117.20	\$1,117.20
1	EARS-2000/1URMK	"EARS" 1U Rack Mtg Kit (Supports 3 EARS units)	\$70.00	\$70.00
1	EARS-2000/1UCK	"EARS" 1U Cable Kit (Supports 3 EARS units)	\$70.00	\$70.00
<b>Subtotal</b>				<b>\$15,344.00</b>

Summary	Amount	Percent of Total
Redundant Recorder-A: "Hindsight-G2" 80-Ch P25/NG911 Multi-Media Logging Recorder	\$70,238.00	82%
Miscellaneous Equipment:	\$15,344.00	18%
Subtotal	\$85,582.00	100%
Less Exacom Incentive Discount	-\$2,158.50	
Less AK Associates Incentive Discount	-\$1,711.64	
<b>TOTAL PROPOSAL</b>	<b>\$81,711.86</b>	

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Scope of Work: Exacom G2 Logging Recorder- Services

**Services**

<b>Qty.</b>	<b>Part No.</b>	<b>Description</b>	<b>Unit Price</b>	<b>Total</b>
6		Installation and Equipment Configuration Programming:	\$1,500.00	\$9,000.00
2		Administrator and User Training:	\$1,500.00	\$3,000.00
		Installation Materials		\$3,000.00
1		1st Year Warranty and Software Support:		Included
2		Shipping & Handling:	\$450.00	\$900.00
<b>Total</b>				<b>\$15,900.00</b>

<b>Summary Services</b>	<b>Amount</b>	<b>Percent of Total</b>
Services	\$15,900.00	100%
<b>TOTAL SERVICES</b>	<b>\$15,900.00</b>	<b>100%</b>

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Scope of Work: Exacom G2 Logging Recorder- Optional Pricing

**Solacom Migration Costs**

<b>Qty.</b>	<b>Part No.</b>	<b>Description</b>	<b>Unit Price</b>	<b>Total</b>
2	HS-2020/G2/Solacom-NG911	Hindsight-G2/Solacom-Guardian NG911 IP Integration (Per Location)	\$5,597.20	\$11,194.40
2		Exacom Hindsight-G2 Solacom-Guardian Labor Charge (per site)	\$1,500.00	\$3,000.00
<b>Subtotal</b>				<b>Optional</b>

**Optional Parts**

<b>Qty.</b>	<b>Part No.</b>	<b>Description</b>	<b>Unit Price</b>	<b>Total</b>
1	HS-2020/G2/T620/Spares-2	Hindsight-G2/Spare Kit (Dell-T620, HS-G2 SW, 24Ch An Cd, 16Ch Dig Cd, 48Ch T1 Cd)	\$13,997.20	\$13,997.20
1	HS-2020/G2/TG-P25	Hindsight-G2/TimeGate-P25 Recorder Manager/User Client License (Order as needed)	\$1,397.20	\$1,397.20
1	HS-2020/T620/VRS	Hindsight/T620/Video Recording Server w/3TB RAID-5 storage (Basic Storage, Call Factory...)	\$11,197.20	\$11,197.20
1		Video Recording Labor Charge	\$3,000.00	\$3,000.00
1	HS-2020/VCC-H264	Hindsight/Video Camera Capture, H264, per video source/camera (Call Factory...)	\$1,674.40	\$1,674.40
1	HS-2020/VCC-OTHER	Hindsight/Video Camera Capture, Special, per video source/camera (Call Factory...)	\$1,117.20	\$1,117.20
1	HS-2020/VSC	Hindsight/Video Screen Capture, per screen (Call Factory...)	\$837.20	\$837.20
1	HS-2020/TruCopy	Hindsight/TruCopy, Recording Authentication SW and Co.	\$1,117.20	\$1,117.20
1	EARS-IP/4	EARS-IP 4-Ch Analog Acquisition VoIP/RoIP Converter (F	\$1,957.20	\$1,957.20
1		EARS Labor Charge	\$300.00	\$300.00
1	HS-2020/QA	Hindsight/Quality Assurance SW (Per Evaluator)	\$3,357.20	\$3,357.20
1		QA Labor Charge	\$840.00	\$840.00
<b>Subtotal</b>				<b>Optional</b>

**Extended Warranty/Support After Year 1**

<b>Qty.</b>	<b>Part No.</b>	<b>Description</b>	<b>Unit Price</b>	<b>Total</b>
		AK Associates Tier 1 (Onsite Support)		Included
		Note: Maintenance for this recorder is included under the 911 maintenance contract that LFUCG holds with AK Associates. Tier 1 Support for the equipment referenced in this RFP will be included free of charge for as long as the life of the existing 911 Maintenance Contract		
		Extended Hardware/Software Warranty, Software Support and Tier-2 Help Desk Service for years 2-5 (Annual Price)	\$12,747.24	
		Extended Hardware/Software Warranty, Software Support and Tier-2 Help Desk Service for years 6-10	\$13,129.66	
		OR		
		Extended HW/SW Warranty, SW Support & Tier-2 Help Desk for years 6-10 w/Server HW Refresh at year 6	\$17,068.55	
		Note: A 5-year Extended Warranty commitment is required to get special price for Server Hardware Refresh		
		<b>Subtotal</b>		<b>Optional</b>

<b>Summary Optional Pricing</b>	<b>Amount</b>	
Solacom Migration Costs	Optional	
Optional Parts	Optional	
Extended Warranty/Support After Year 1	Optional	
<b>TOTAL OPTIONAL PRICING</b>		<b>Optional</b>

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