



Quote Number: AK100213-300a

Site (name/#): LFUCG, KY

Contact: David Lucas

Email: davidl@lexingtonky.gov

Reference: 130514-01-AP_V12

Date Issued: October 2, 2013

Scope of Work: Procure and install a Solacom Geo Diverse Guardian Controller with a maximum capacity of 120 positions along with an additional redundant MIS server for PSAP access. Both Side A and Side B cabinets will have stand alone UPS power.

Central Equipment

Qty.	Part No.	Description	Unit Price	Total
1	S-GUARDIAN	Guardian Side A		
1	P-CABINET-42U	42U Cabinet Kit	\$3,281.18	\$3,281.18
1	P-IQ1500	IQ1500 Chassis Kit	\$5,633.16	\$5,633.16
1	P-HDVOIP	High Density VoIP Card	\$14,170.36	\$14,170.36
1	P-ESK-4DLINK	Ethernet Switch Kit (2I + 2E) - DL	\$2,632.11	\$2,632.11
1	P-ENH ADMIN-5YS	Enhance ADMIN server w/5Yrs w/in4hr supp	\$2,785.30	\$2,785.30
1	P-SUP APP-5YS	Superior APP server w/5Yrs w/in 4hr su	\$5,438.54	\$5,438.54
1	P-KVM 4 PORT	KVM switch 4 port kit	\$1,336.30	\$1,336.30
1	P-IP_SERIAL-8P	8-Ports Serial to 100BT Converter	\$1,117.34	\$1,117.34
1	SL-GUARDSOFTLIC-GEO	Guardian Ctrl License (Geo-Diverse)	\$11,194.56	\$11,194.56
1	P-PWR_BAR_20A	Nema 5-20P 20A vert. pwr bar	\$116.64	\$116.64
1	SL-MIS G/C_SVR_GEO	MIS base for Guardian/Combo - Geo Div	\$4,223.03	\$4,223.03
1	P-ENH_FWALL_SPLX	Enhanced simplex Firewall package	\$916.33	\$916.33
1	S-GUARDIAN	Guardian Side B		
1	P-CABINET-42U	42U Cabinet Kit	\$3,281.18	\$3,281.18
1	P-IQ1500	IQ1500 Chassis Kit	\$5,633.16	\$5,633.16
1	P-HDVOIP	High Density VoIP Card	\$14,170.36	\$14,170.36
1	P-ESK-4DLINK	Ethernet Switch Kit (2I + 2E) - DL	\$2,632.11	\$2,632.11
1	P-ENH ADMIN-5YS	Enhance ADMIN server w/5Yrs w/in4hr supp	\$2,785.30	\$2,785.30
1	P-SUP APP-5YS	Superior APP server w/5Yrs w/in 4hr su	\$5,438.54	\$5,438.54
1	P-KVM 4 PORT	KVM switch 4 port kit	\$1,336.30	\$1,336.30
1	P-IP_SERIAL-8P	8-Ports Serial to 100BT Converter	\$1,117.34	\$1,117.34
1	SL-GUARDSOFTLIC-GEO-B	Guardian Ctrl License (Geo-Div) Site B	\$11,194.56	\$11,194.56

1	P-PWR_BAR_20A	Nema 5-20P 20A vert. pwr bar	\$116.64	\$116.64
1	SL-MIS G/C_SVR_GEO_RP	MIS base + Replicator for G/C - Geo Div	\$4,822.76	\$4,822.76
1	P-ENH_FWALL_SPLX	Enhanced simplex Firewall package	\$916.33	\$916.33

Subtotal **\$106,289.43**

MIS/Recorder Side B

<i>Qty.</i>	<i>Part No.</i>	<i>Description</i>	<i>Unit Price</i>	<i>Total</i>
1	P-ENH MIS-5YS	Enhance MIS server w/5Yrs w/in 4 hr supp	\$3,325.05	\$3,325.05
1	SL-MIS G/C_SVR_GEO_RP	MIS base + Replicator for G/C - Geo Div	\$4,822.76	\$4,822.76

Subtotal **\$8,147.81**

Professional Services

<i>Qty.</i>	<i>Part No.</i>	<i>Description</i>	<i>Unit Price</i>	<i>Total</i>
2	SV-T&L1stD	Install T and L Expenses - First Day	\$2,500.00	\$5,000.00
14	SV-T&LSubD	Inst T and L Expense - Subsequent Day(s)	\$255.00	\$3,570.00
4	SV-InstT&Lprem	Install Weekend T&L Premium	\$255.00	\$1,020.00
15	SV-InstDaily	Installation Services - Daily Rate	\$1,300.00	\$19,500.00

Subtotal **\$29,090.00**

Training

<i>Qty.</i>	<i>Part No.</i>	<i>Description</i>	<i>Unit Price</i>	<i>Total</i>
1	TR-Inst&TrainMIS	MIS Installation and Training	\$1,950.00	\$1,950.00
1	TR-TrainI&M	I and M Course (Customer Site) - 5 days	\$0.00	\$0.00

Subtotal **\$1,950.00**

Warranty/Maintenance

<i>Qty.</i>	<i>Part No.</i>	<i>Description</i>	<i>Unit Price</i>	<i>Total</i>
1	MT-HSGUARD-01	Annual Guardian Hardware support Year 1		Included
1	MT-HSGUARD-0205	Annual Guardian Hardware support Yr 2-5	\$7,110.40	\$7,110.40

Subtotal **\$7,110.40**

Shipping

<i>Qty.</i>	<i>Part No.</i>	<i>Description</i>	<i>Unit Price</i>	<i>Total</i>
1	ShippingFee	Shipping and Handling charges		\$1,429.75
Subtotal				\$1,429.75

UPS/Surge protection

<i>Qty.</i>	<i>Part No.</i>	<i>Description</i>	<i>Unit Price</i>	<i>Total</i>
2	P-UPS-RM-1500-PC	Rackmounted 1500VA UPS + Pwr Conditionne- Side A	\$2,456.74	\$4,913.48
2	P-UPS-RM-1500-PC	Rackmounted 1500VA UPS + Pwr Conditionne- Side B	\$2,456.74	\$4,913.48
Subtotal				\$9,826.96

Summary	Amount
Central Equipment	\$106,289.43
MIS/Recorder Side B	\$8,147.81
Professional Services	\$29,090.00
Training	\$1,950.00
Warranty/Maintenance	\$7,110.40
Shipping	\$1,429.75
UPS/Surge protection	\$9,826.96
Subtotal	\$163,844.34
Less Order Discount	-\$24,878.00
TOTAL PROPOSAL	\$138,966.34

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. Quote is valid for 120 days.



Quote Number: AK111913-300a

Site (name/#): LFUCG, KY

Reference:

Date Issued: November 19, 2013

Scope of Work: Guardian Software Support per position comparison

Qty.	Part No.	Description	Unit Price	Total
1	MT-SSGuard-01	Guardian Position SW Licence continu Y1	\$1,300.00	\$1,300.00
1	MT-SSGuard-01	Guardian Position SW Licence continu Y2	\$1,300.00	\$1,300.00
1	MT-SSGuard-01	Guardian Position SW Licence continu Y3	\$1,300.00	\$1,300.00
1	MT-SSGuard-01	Guardian Position SW Licence continu Y4	\$1,300.00	\$1,300.00
1	MT-SSGuard-01	Guardian Position SW Licence continu Y5	\$1,300.00	\$1,300.00
		or		
1	MT-SSGuard-05	Guardian Position SW Licence continu <u>Y1 to Y5 - prepaid at time of purchase</u> **Note the savings received by purchasing 5 years at point of purchase is \$1,820.00 <u>Each seat's (position's) maintenance cost is initiated upon the activation of each remote seat.</u>	\$4,680.00	\$4,680.00

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March 8, 2013

David Lucas
Lexington Fayette Urban County Government
200 East Main Street
Lexington, KY 40507

Dear Mr. Lucas,

The purpose of this correspondence is to confirm to you that AK Associates, an authorized Solacom distributor and service organization. Is the only such organization with personnel located in central Kentucky with factory trained personnel with the requisite experience to maintain a Solacom Guardian IQ selective router or hybrid IQ selective router with Guardian controller functionality.

If you have any further questions please feel free to contact me.

Sincerely,

A handwritten signature in cursive script that reads "Anthony A. Parrott".

Anthony A. Parrott
Vice President of Sales
Solacom Technologies Incorporated