



CITY COUNCIL ACTION REPORT

February 23, 2009

TO: Phillip L. Nelson, City Manager

FROM: John M. Lamerato, Assistant City Manager/Finance & Administration
Susan A. Leirstein, Purchasing Director
Charles T. Craft, Chief of Police

SUBJECT: Standard Purchasing Resolution 4: Oakland County Cooperative Purchasing Agreement – 911- Customer Premise Equipment (CPE)

Background

- On September 1, 2005, Motorola announced the “end of life” for the Centralink 2000 Enhanced 911 Customer Premise Equipment (CPE), the 911 telephone system and work stations used by 911 call takers. All technical support of the system ceased on December 31, 2007. The operating system is Windows NT and hardware is increasingly scarce.
- Because of this urgent need to replace the 911 CPE in Troy and Southfield, Oakland County initiated the competitive bid process in 2007 and selected Plant/CML in partnership with local vendor Advanced Wireless Telecom (AWT) to perform the installations. (Contract ID 2399)
- The original proposal was for a networked solution with minimal backbone equipment to be shared by all of Oakland County. The County network, OakNET, would provide connectivity and 911 call delivery to the proper Public Safety Answering Point (PSAP). The networked solution is no longer an option due to Oakland County budgetary constraints; and PSAPs are now proceeding independently with CPE replacement. However, Oakland County has funds earmarked for this project, which are now available to PSAPs in Oakland County to pay a portion of the cost for upgrades of 911 call taking equipment.

Financial Considerations

- The total cost for the system plus installation and first year warranty is \$195,105.31 less the financial contribution by Oakland County at a minimum of \$114,495.15.
- Funds are available in the 2008/2009 budget of the Police Communications capital account 401.301.13.325.7980.055
- Warranty includes 24/7 onsite maintenance plus software upgrades
- Maintenance and software upgrades in subsequent years must be budgeted annually.
- Homeland security grant funding is being sought by Oakland County through the Urban Area Strategic Initiative (UASI), but final approval has not been given for use on this project.

February 23, 2009

To: Philip L. Nelson, City Manager
Re: 911- Customer Premise Equipment (CPE)

Legal Consideration

- Contract documents are being reviewed and will be executed once in acceptable form.

Policy Considerations

- Replacement of 911 call taking equipment enhances public safety. (Outcome Statement I)
- Communication is enhanced in emergency Police, Fire and Emergency Medical Service incidents. (Outcome Statement I)

Options

- City management recommends a contract be executed for the purchase of Plant/CML Vesta Pallas 911 Customer Premise Equipment for Police Communications from Advanced Wireless Telecommunications Inc of Wixom, MI, through an Oakland County Cooperative Purchasing Agreement at an estimated cost of \$195,105.31, with ongoing annual maintenance and support.
- It is understood that Oakland County will pay a portion of this cost, the exact amount yet to be determined. The minimum contribution from Oakland County is \$114,495.15, payable directly to the vendor toward the purchase and installation of equipment.

Information provided by: Cathy A. Brandimore, Communications Manager

G:/Bid Award 08-09 New Format/Award Standard Purchasing Resolution 4 -911 CPE OC 03.09.doc



Vesta PALLAS

Customer Information	Quote Date: 2/9/2009
Customer: TROY PD Contact: Cathy Brandimore Phone: 248.524.3590 E-Mail: c.brandimore@ci.troy.mi.us	

AWT911 Contact Information
Sales Configuration Spec: Joe Cousineau Phone: 517.851.4547 E-Mail: jcousineau@awt911.com

System Description

6	911 Trunks	MIS	MagIC 4.0
12	Administration Lines		
5	Positions		

VESTA PALLAS System

Qty.	Part No.	Description			
		VESTA Pallas PBX System			
1	862309-00101	BASE UNIT LAN/LAN			
2	862311-00901	CARD, 4 PORT (50PIN X2)			
2	862311-00801	CARD, 8-PORT GATM			
5	872399-00101	LAN CTE, 1 SEAT			
5	862306-00201	TELEPHONE 16-BUTTON			
5	862308-00801	T24-24 BUTTON KIM			
1	809800-80401	PALLAS CFG			
5	809800-80400	PALLAS STAGING PER POS			
		MTU			
1	852204-00101	MTU BASE UNIT			
3	852210-00401	ACTIVE CAMA MODULE			
1	872299-00101	MTU FIRMWARE			
1	809800-90301	SPT THRU YR 1 MTU FW			
		VESTA Pallas			
1	870899-03002.6	VP 2.6 SW/DOC/LIC			
4	870899-03102.6	VP 2.6 LICENSE ONLY			
5	809800-90201	SPT VP 1YR PCML			
		Server Equipment			
1	870809-00201	V ALI INTFC MOD			
1	870809-00101	V CAD INTFC MOD			
1	620040-G204801	DL380G5 BASE RACK SVR			
1	06500-00201	2-POST RELAY RACKMNT KIT			
1	64000-20046	HARD DRIVE 146GB SAS 10K			
1	04000-99690	KIT EXP CARD 8-PORT & CBL			
1	AWT17TSLCD	MNTR, 17IN FP BK			
1	04000-00355	SVR WIN 2003 + 5CAL			
1	809800-70001	SYS SVR CFG			

5	61000-F204801X	Workstation Equipment			
5	1915L/1928L	WKST INTG HP XW4600 XP			
5	64007-50016	19" ELO TOUCHSCREEN			
5	04000-0LX44	KEYPAD 24KEY W/12FT CBL			
5	850808-00702	4-CHANNEL, PCI SOUND CARD			
5	04000-01036	AUDIO CONTROL UNIT (ACU)			
5	809800-90001	SWITCH KVM 2-PORT USB			
5	AWTPLSI	V WKSTN CFG PEI			
1	870890-07501	POSTION LAMP STATUS INDICATOR			
		CPR/SYSPREP IMAGING			
		Peripherals & Equipment Racks			
1	06500-55053	EQPMT RACK 19 INCH			
1	862314-00101	PALLAS PERIPHERAL EQUIP			
1	850830-03011	MODEM PKG 56K EXT			
1	64040-60016	PRINTER, HP COLOR USB			
1	65000-03133	CBL USB PRINTER 10FT			
VESTA PALLAS System Subtotal					\$132,866.80

MagIC - MIS System

Qty.	Part No.	Description			
		MagIC 4.0			
1	871299-00104.0	MAGIC 4.0 DOC/MEDIA			
5	871299-01601	MG 4.X/5.X DATA CLCTN LIC			
5	809800-00701	MG 4.X/5.X SPT THRU Y1PEI			
5	04000-00284	SQL 2005 CAL RUNTIME STD			
		MagIC Admin Workstation			
1	871299-00201	MAGIC LICENSE ONLY			
1	04000-00284	SQL 2005 CAL RUNTIME STD			
1	61000-F204801X	WKST INTG HP XW4600 XP			
1	AWT17TSLCD	MNTR, 17IN FP BK			
1	809800-19001	MAGIC CONFIG SERVICE			
		MagIC Server Equipment			
1	62040-G204801	DL380G5 BASE RACK SVR			
1	06500-00201	2-POST RELAY RACKMNT KIT			
1	64000-20046	HARD DRIVE 146GB SAS 10K			
		<i>Backup HD for DL380/G5 server.</i>			
1	04000-00355	SVR WIN 2003 + 5CAL			
1	04000-00284	SQL 2005 CAL RUNTIME STD			
1	809800-19004	MAGIC SVR CONFIG SERVICE			
		Peripherals & Equipment Racks			
2	65000-00002	CBL PATCH 3FT, PNL TO SW			
1	04000-002B2	KVM 2-PORT SWITCH			
1	04000-00612	CBL KVM PS/2 CONSOLE			
2	04000-60614	CBL KVM PS/2 PC			
1	04000-RMM19	BRKT 19IN RACK MTG/ARBTR			
MagIC - MIS Base System Subtotal					\$18,839.80

AWT911 Services

Qty.	Part No.	Description			
160	809800-17101	<i>Field Engineering Services</i> FIELD ENG-PRIMARY			
1	809800-51004	<i>Project Management Services</i> PROJECT MGT-SECONDARY			
1	AWT001	<i>On-site 24x7 Maintenance</i> YEAR ONE ON-SITE			
1	6504	<i>Training</i> VESTA PALLAS ADMIN			
2	6501	VESTA PALLAS AGENT			
1	6506	VESTA PALLAS END USER			
6	000000-04044	MAGIC 4.X/5.X ADMIN			
1	809800-00114	TRAVEL EXPENSE			
1	809800-00115	DAILY TRAINER EXPENSE			
AWT Services Subtotal					\$53,398.71

Quote Summary

VESTA Pallas System	\$ 132,866.80	65%
MagiC 4.0 - MIS	\$ 18,839.80	9%
AWT911 Services	\$ 53,398.71	26%
TOTAL QUOTE	\$205,105.31	100%
Loyalty/Churn Discount (\$2,000/position)	-\$10,000.00	
GRAND TOTAL	\$195,105.31	

Annual Maintenance

VPALLAS First Year Maintenance					
1	AWT10SM	Year 2 24X7 ON-SITE MAINTENANCE	\$ 15,170.66		
		PALLAS/MagiC 4.0 Software - Year 2	\$6,182.00		
				\$	21,352.66
1	AWT20SM	Year 3 24X7 ON-SITE MAINTENANCE	\$ 15,625.78		
		PALLAS/MagiC 4.0 Software - Year 3	\$ 6,367.46		
				\$	21,993.24
1	AWT30SM	Year 4 24X7 ON-SITE MAINTENANCE	\$ 16,094.55		
		PALLAS/MagiC 4.0 Software - Year 4	\$ 6,558.48		
				\$	22,653.04
1	AWT40SM	Year 5 24X7 ON-SITE MAINTENANCE	\$ 16,577.39		
		PALLAS/MagiC 4.0 Software - Year 5	\$ 6,755.24		
				\$	23,332.63

CONTRACT



**OAKLAND COUNTY
PURCHASING DIVISION**

Dispatch via Print

Executive Office Building 41 West
2100 Pontiac Lake Rd.
Lower Level
Waterford MI 48328-0462
Main Phone 248/858-0511
www.oakgov.com/purchasing

Advanced Wireless Telecommunications Inc
Todd Jones
49716 Martin Drive
Wixom MI 48393

Contract ID 00000000000000000002399		Page 1 of 2
Contract Dates 11/01/2008 to 12/31/2009	F.O.B. DEST	Terms NET 30
Buyer Scott Guzzy	Phone 248/858-5484	Email guzzys@oakgov.com
Description: NG911 Software/Hardware - B	Contract Maximum 1.00	

Vendor ID: 0000000304
Phone: 248/295-4600 Todd Jones
Fax: 248/295-2699 todd@dispatchtrunking.com

Tax Exempt ID: 38-6004876

Line #	Item Number	Item/Description	Category Co	Item UOM	Contract Price
1	00000000000022541	NG911 Solution	43200000	AMT	1.00

Oakland County Purchasing through a RFP process and evaluation with other local communities has established base line pricing with Advanced Wireless Technology (AWT) for the purchase and installation of 911 hardware and software for each PSAP's located in Oakland County. The baseline pricing for each PSAP solution was generated from survey information on the listed criteria:

- Call taking Positions
- CAMA 911 Trunks
- Administrative Positions

Baseline pricing for each PSAP is for a Vesta Pallas or Patriot w/Aurora solution. Additional option pricing for each solution is available and listed on the pricing sheets. Pricing for additional reporting with MagIC 4.0 is available.

Pricing for the initial hardware and software installation could vary with each PSAP if any of the three criteria listed above have or will change within each specific PSAP. The listed pricing for each PSAP reflects to a degree the impact, if any of the criteria is changed. The PSAP and AWT will negotiate any of these changes. The PSAP entity utilizing this contract must confirm with AWT if any changes are made to the existing PSAP environment to finalize pricing.

The initial purchase price includes 911 hardware, software, installation, and a one (1) year warranty. The attached pricing includes years 2 through 5 software and hardware maintenance 24/7. This EXCLUDES software up-dates.

Additional discounts can be applied for a prepaid 3 year maintenance plan, 6%, and 5 year maintenance plan, 10%.

AWT agree to supply the goods and/or services at the established County contract price. All purchasing requests by a participating government entities will be conducted between that entity and AWT. All Contracts and/or Purchase Orders will be between AWT and the local government entity. Invoicing and and payment will be remitted by the authorized units of government on a direct and individual basis in accordance with the agreed upon contract pricing and terms.

THIS IS A COOPERATIVE PURCHASING BLANKET ORDER.

Inasmuch as no specific quantities are indicated on this contract, there is no commitment involved by Oakland County other than for the payment of goods procured under the conditions of this contract.

Oakland County issues individual Purchase Orders on behalf of County Departments as authorization for items ordered from this contract. The individual Purchase Order numbers are to be used on all Invoices, Bills of Lading, Shipping Documents and all correspondence relating to the Purchase Order.

Authorized Signature
Scott M. Guzzy

CONTRACT



**OAKLAND COUNTY
PURCHASING DIVISION**

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Contract Dates 11/01/2008 to 12/31/2009	F.O.B. DEST	Terms NET 30
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Phone: 248/295-4600 Todd Jones
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Line #	Item Number	Item/Description	Category Co	Item UOM	Contract Price
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Itemized invoices must be submitted to the Oakland County Fiscal Services Division, Accounts Payable, 4th Floor, 2100 Pontiac Lake Rd., Waterford, MI 48328, unless otherwise stipulated, for subsequent checking as to price and content. Invoices not itemized may be returned for correction.

This contract is not to be used for the purchase of any equipment and or services not listed herein. Oakland County requires a 30 day written notice of all price changes. Oakland County reserves the right to take advantage of any special pricing programs available from the contract vendor or any other outside vendors offering the said special pricing programs to Oakland County during the term of this contract.

Oakland County reserves the right to cancel this contract if orders are not filled within the time and in accordance with the terms specified.

All shipments must be accompanied by Packing Slips and containers properly marked with requesting Department Name, Address, Contact Person and Purchase Order Number.

The prices indicated on this contract are not subject to change without written notification in advance.

No Charges will be allowed for boxing or packing unless stated on the Contract. Acceptance of this contract includes specifications, process, delivery and conditions included therein. Material is subject to inspection on our property. If rejected we agree to first advise vendor before returning goods. All freight and extra handling charges derived from said rejection shall be borne by the vendor. The acceptance of this contract does not in any way make the County of Oakland a party to any infringement or damage suits. Such suits to be borne by the vendor.

A Materials Safety Data Sheet shall accompany or precede all shipments of materials subject to the Michigan Hazard Communications Standard also known as the "Right to Know Law" and classified as hazardous by Michigan Compiled Laws, Act 154 of the Public Acts of 1974 as amended. All containers shall have approved warning labels in accordance with this law. Copies of all MSDS's are to be sent to the requesting department.

Pursuant to Act 167 of the Public Acts of 1933, the County of Oakland, a Michigan Constitutional Corporation, is exempt from the sales tax provisions of this Act. In addition, the Michigan Department of Treasury has promulgated General and Specific Sales and Use Tax Rules which provide that the County of Oakland is not required to have a sales tax exemption number (R205.79; Rule 29).

FOR REPORTING PURPOSES - COUNTY OF OAKLAND I.D. #38-6004876W.

Authorized Signature