

Dane County Contract Cover Sheet

RES 258

Dept./Division	Public Safety Communications
Vendor Name	Solacom Technologies
Vendor MUNIS #	26965
Brief Contract Title/Description	Add networking to utilize new, diverse fiber path
Contract Term	through November 15, 2022
Total Contract Amount	\$ 51,334.05

Contract # <small>Admin will assign</small>	13120E
Addendum	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
Type of Contract	
<input checked="" type="checkbox"/>	Dane County Contract
<input type="checkbox"/>	Grant
<input type="checkbox"/>	County Lessee
<input type="checkbox"/>	County Lessor
<input type="checkbox"/>	Intergovernmental
<input type="checkbox"/>	Purchase of Property
<input type="checkbox"/>	Property Sale
<input type="checkbox"/>	Other

Purchasing Authority	<input type="checkbox"/> \$10,000 or under – Best Judgment (1 quote required)		
	<input type="checkbox"/> Between \$10,000 – \$36,000 (\$0 – \$25,000 Public Works) (3 quotes required)		
	<input checked="" type="checkbox"/> Over \$36,000 (\$25,000 Public Works) (Formal RFB/RFP required)	RFB/RFP #	115107
	<input type="checkbox"/> Bid Waiver – \$36,000 or under (\$25,000 or under Public Works)		
	<input checked="" type="checkbox"/> Bid Waiver – Over \$36,000 (N/A to Public Works)		
	<input type="checkbox"/> N/A – Grants, Leases, Intergovernmental, Property Purchase/Sale, Other		

MUNIS Req.	Org Code	CPPUBSAF	Obj Code	58339	Amount	\$ 49,201.56
Req #	Org Code	PSC	Obj Code	30365	Amount	\$ 2,132.49
Year	Org Code		Obj Code		Amount	\$

Resolution	A resolution is required if the contract exceeds \$100,000 (\$40,000 Public Works). A copy of the Resolution must be attached to the contract cover sheet.		
	<input checked="" type="checkbox"/> Contract does not exceed \$100,000 (\$40,000 Public Works) – a resolution is not required.		
	<input checked="" type="checkbox"/> Contract exceeds \$100,000 (\$40,000 Public Works) – resolution required.	Res #	258
	<input type="checkbox"/> A copy of the Resolution is attached to the contract cover sheet.	Year	2020

Contract Review/Approvals				
Initials	Dept.	Date In	Date Out	Comments
MG	Received by DOA	11/3/20		
	Controller			approvals from all departments via email attached herein
	Purchasing			
	Corporation Counsel			
	Risk Management			
	County Executive			

Dane County Dept. Contact Info		Vendor Contact Info	
Name	Rich McVicar	Name	Mary Ehram
Phone #	608-283-2911	Phone #	608-769-0959
Email	mcvicar@countyofdane.com	Email	mehrsam@comtechtel.com
Address	210 MLK Rm 109 Madison, WI 53703-3342	Address	84 Jean-Proulx St Gatineau, Quebec J8Z 1W1 Ca

Certification:	
The attached contract is a:	
<input checked="" type="checkbox"/>	Dane County Contract <u>without</u> any modifications.
<input type="checkbox"/>	Dane County Contract <u>with</u> modifications. The modifications have been reviewed by:
<input type="checkbox"/>	Non-standard contract.

Contract Cover Sheet Signature

Department Approval of Contract		
Dept. Head / Authorized Designee	Signature	Date
	Printed Name	
	Richard D. McVicar	

Contracts Exceeding \$100,000

Major Contracts Review – DCO Sect. 25.11(3)

Director of Administration	Signature	Date
	Comments	
Corporation Counsel	Signature	Date
	Comments	

Goldade, Michelle

From: Goldade, Michelle
Sent: Friday, November 6, 2020 9:02 AM
To: Hicklin, Charles; Clow, Carolyn; Gault, David; Lowndes, Daniel
Cc: Stavn, Stephanie
Subject: Contract #13120E
Attachments: 13120E.pdf

Tracking:	Recipient	Read	Response
	Hicklin, Charles	Read: 11/6/2020 9:17 AM	Approve: 11/6/2020 9:18 AM
	Clow, Carolyn		Approve: 11/6/2020 11:24 AM
	Gault, David	Read: 11/6/2020 9:02 AM	Approve: 11/6/2020 9:03 AM
	Lowndes, Daniel		Approve: 11/6/2020 9:13 AM
	Stavn, Stephanie		

Contract #13120E
Department: Public Safety Communications
Vendor: Solacom Technologies
Contract Description: Add networking to utilize new, diverse fiber path (Res 258)
Contract Term: 1/1/20 – 12/31/20
Contract Amount: \$5,000

Please review the contract and indicate using the vote button above if you approve or disapprove of this contract.

Thanks much,
Michelle

Michelle Goldade

Administrative Manager
Dane County Department of Administration
Room 425, City-County Building
210 Martin Luther King, Jr. Boulevard
Madison, WI 53703
PH: 608/266-4941
Fax: 608/266-4425
TDD: Call WI Relay 711

1
2
3 **2020 RES-258**

4 **AUTHORIZING AMENDMENT WITH SOLACOM TECHNOLOGIES, INC. FOR 9-1-1**
5 **TELEPHONE SYSTEM NETWORK REDUNDANCY**

6 Dane County through RFP #115107 selected Solacom Technologies, Inc. for a
7 new, geo-diverse telephone system that launched in October of 2017.
8

9 A 2020 fiber optic cabling project will provide a second and diverse route
10 between the system's two main switches. This contract amendment will add equipment,
11 services and maintenance necessary to set up and operate the redundant link. The
12 capital budget includes funds for this project. The Public Safety Communications
13 Department's Technical Services Division will oversee the work on behalf of the County.
14

15 NOW, THEREFORE, BE IT RESOLVED that Dane County enter into this
16 amendment with Solacom Technologies, Inc. with the cost being \$51,334.05.
17

18 FINALLY BE IT RESOLVED that the Dane County Executive and the Dane
19 County Clerk authorize this amendment with Solacom Technologies, Inc.

ADDENDUM OF AGREEMENT

THIS FIFTH ADDENDUM made and entered into effective as of the date by which both parties hereto have executed this document, by and between the County of Dane (hereinafter referred to as "County") and Comtech Solacom Technologies, Inc (hereinafter referred to as "Solacom").

WITNESSETH:

WHEREAS Provider and County, by a separate document (hereinafter, the "Master Agreement"), Purchase of Services Agreement No. 13120, have previously entered into a contractual relationship pursuant to which Solacom provided a Guardian Call Taking solution.

WHEREAS County and Solacom wish to amend the Master Agreement in order to add Four (4) Cisco 4321 Routers and Four (4) Cisco 2960 Switches.

NOW, THEREFORE, in consideration of the above premises and the mutual covenants of the parties hereinafter set forth, the receipt and sufficiency of which is hereby acknowledged by each party for itself, the parties do agree as follows:

1. The Master Agreement shall remain in full force and effect unchanged in any manner by this addendum except as changes expressly set forth herein. This addendum shall control only to the extent of any conflict between the terms of the Master Agreement and this addendum.
2. The contract adds as per the attached quote a total amount of \$51,334.05.

COST BREAKDOWN:**As per Exhibit A:**

Solacom Quote: 200812-03-TM_V08

PAYMENT TERMS:

In consideration of the work to be performed, PROVIDER will invoice COUNTY the total amount as follows:

- a. 50% upon receipt of purchase order
- b. 25% upon shipment
- c. 25% operational

IN WITNESS WHEREOF, the parties, by their respective authorized representatives, have set their hands and seals as of the dates set forth below.

FOR COUNTY:

Date Signed: _____

Date Signed: _____

FOR COMTECH SOLACOM TECHNOLOGIES INC.:

Date Signed: 2020-11-03



Suzanne Larsen, COO

Solacom Quote: 200812-03-TM_V08



October 20, 2020

E000012730

Customer: Dane Co Public Safety Commun Dane County, WI

Rich McVicar

Site: Rich McVicar

Dane Co Public Safety Commun

Room 109, City-County Building

210 Martin Luther King Jr. Blvd.

Madison WI 53703-3342

USA

Phone:

Fax:

Note: IMPORTANT to see notes included at the bottom of this document.

Detail: Equipment and services for implementation of secondary network (customer provided fiber).

Customer is responsible for physical installation of routers and connectivity of network.

Maintenance to be co-terminus with the rest of the system and end October 23, 2022.

Credit for remaining 2 years of 1921 Router Maintenance that was prepaid 5 years upfront as part of the original contract included

Prepared By	Terms	Quote Date	Expiration Date	Salesperson	Customer Currency		
tmontgomery		Oct 09, 2020	Jan 07, 2021	MEHRS	US Dollars		
Network				Quantity	List Price	Unit Price	Extended Price
Line	Item						
1	S-Upgrade-v4	Upgrade / Add on for Core System					
	P-SFP xceiver-1G-ZX-LC Cisco	SFP Xceiver 1G ZX LC Cisco Compatible		4.00	\$293.00	\$293.00	\$1,172.00
	P-CISR-4321-1Yr	Cisco ISR4321 Router 1 year maintenance		4.00	\$3,656.00	\$3,656.00	\$14,624.00
	<i>Includes: Cisco 4321 ISR AX & Security Lic.</i>						
	P-CISR-NIM-1GE	Cisco 1GE NIM for ISR		4.00	\$1,157.00	\$1,157.00	\$4,628.00
	P-ES-AC-CS1G48	Cisco C3650 Series 48Gb Ports w/ AC PSU		4.00	\$5,525.00	\$5,525.00	\$22,100.00
						Line 1 price	\$42,524.00
Professional Services				Quantity	List Price	Unit Price	Extended Price
Line	Item						
2	S-Professional Services-v2	Professional Services offering					
	SV-SOLAPS	Remote Solacom System Engineering 1 Day		4.00	\$1,620.00	\$1,620.00	\$6,480.00
	SV-PM Half Day	Project Management - Half Day		1.00	\$575.00	\$575.00	\$575.00
	SV-InstRemDaily	Remote Install Services - Daily Rate		1.00	\$1,300.00	\$1,300.00	\$1,300.00
						Line 2 price	\$8,355.00
Warranty/Maintenance- Year 1				Quantity	List Price	Unit Price	Extended Price
Line	Item						
3	S-MAINTENANCE-V3	Maintenance and Support Offering					
	MT-Warranty	Guardian First Year HW Warranty		1.00		\$0.00	\$0.00
	<i>The Guardian first year warranty covers all Hardware for the first year.</i>						
	Credit	1921 Network Router Credit		1.00		-\$2,177.44	-\$2,177.44
Warranty/Maintenance- Year 2				Quantity	List Price	Unit Price	Extended Price
Line	Item						
4	S-MAINTENANCE-V3	Maintenance and Support Offering					
	MT-HSGUARD-02	Guardian Hardware Support - Year 2		1.00		\$1,204.49	\$1,204.49
	MT-CISR-4321	Cisco 4321 ISR Maint 8x5 - Year 2		4.00	\$232.00	\$232.00	\$928.00
						Line 4 price	\$2,132.49
Shipping				Quantity	List Price	Unit Price	Extended Price
Line	Item						
5	ShippingFee	Shipping and Handling Charges					
				1.00	\$1.00	\$500.00	\$500.00

Please send PO to CST-POSolacom@comtechtel.com

Sale Amount: \$51,334.05

Total Amount: \$51,334.05

Options				
Item	Quantity	List Price	Unit Price	Extended Price

Solacom standard Call Taker Computer Specs.

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	4 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"

Terms and conditions

1. All prices quoted in USD Dollars exclude any applicable taxes.
2. Duty and taxes not included in price.
3. Any order shall be subject to credit approval by Solacom Technologies Inc.
4. Milestones: PO, Shipping, Installation, In Operation.
5. There is a \$1,500.00 minimum order requirement as applicable. Orders under \$1,500.00 may include an associated administrative fee.
6. All cancellations following receipt of order are subject to a 20% restocking fee or any costs incurred prior to cancellation will be invoiced.
7. Payment terms: 50% on PO, 25% on Shipment, 15% install, 10% in operation.
8. Annual system support payment due prior to expiration of support plan.
9. Subject to Solacom Technologies standard warranty terms and conditions
10. Maintenance and support is subject to Solacom Technologies Maintenance and Support Policies

