

Dane County Contract Addendum Cover Sheet

Revised 06/2021

Res 010
significant

		Contract # Admin will assign	131201
Dept./Division	Public Safety Communications	Vendor Name	Comtech-Solacom
Brief Addendum Title/Description	Provide installation services for a new core and 31 new 911 phone platforms as well as maintenance of that hardware for 5 years.	Vendor MUNIS #	30365
		Addendum Term	01/01/2027-12/31/2032
		Amount (\$)	\$ 120,592.50

Department Contact Information		Vendor Contact Information	
Contact	Luis Bixler	Contact	Austin Scheib
Phone #	608-267-2507	Phone #	608-608-9979
Email	bixler.luis@danecounty.gov	Email	scheib.austin@danecounty.gov
Purchasing Officer	Megan Rogan		

Purchase Order – Maintenance or New PO					
☐	PO Maintenance Needed PO#	Org:	Obj:	Proj:	
		Org:	Obj:	Proj:	
☐	No PO Maintenance Needed – this addendum does not change the dollar amount of the contract.				
☒	New PO / Req. Submitted Req#	Org: CPPUBSAF	Obj: 58660	Proj:	
		Org: PSC	Obj: 30365	Proj:	

Budget Amendment	
☐	A Budget Amendment has been requested via a Funds Transfer or Resolution. Upon addendum approval and budget amendment completion, the department shall update the requisition in MUNIS accordingly.

Total Contracted Amount – List the Original contract info, then subsequent addenda including this new addendum					
A resolution is required when the total contracted amount first exceeds \$100,000. Additional resolutions are then required whenever the sum(s) of any additional addenda exceed(s) \$100,000	Addendum #	Term	Amount	Resolution	
	Original	6/2/17-11/15/22	\$ 1,139,398.30	☐ None	Res# 2017-496
	A-H	8/20/18-12/31/27	\$ 1,690,842.48	☐ None	Res# MULTIPLE
	I	1/1/27 - 12/31/2032	\$ 120,592.50	☐ None	Res# 2026-010
				☐ None	Res#
				☐ None	Res#
				☐ None	Res#
Total Contracted Amount			\$ 2,950,833.28		

Contract Language Pre-Approval – prior to internal routing, this contract has been reviewed/approved by:		
☐ Corporation Counsel:	☐ Risk Management:	☒ No Pre-Approval

APPROVAL	
Dept. Head / Authorized Designee	
Bixler, Luis	Digitally signed by Bixler, Luis Date: 2026.05.01 17:29:22 -05'00'

APPROVAL – Contracts Exceeding \$100,000	
Director of Administration	Corporation Counsel
Slaven, Shelby	David Gault
Digitally signed by Slaven, Shelby Date: 2026.05.05 14:57:14 -05'00'	

APPROVAL – Internal Contract Review – Routed Electronically – Approvals Will Be Attached			
DOA:	Date In: 5/1/26	Date Out: _____	☒ Controller, Purchasing, Corp Counsel, Risk Management

2026 RES-010

ADDENDUM TO PROVIDE SERVICES FOR NEW TELECOMMUNICATIONS EQUIPMENT

Public Safety Communications (PSC) uses Comtech-Solacom to provide telephone hardware and services. This equipment is vital to answer public 911 calls as well as non-emergency calls; and

WHEREAS, PSC is currently constructing a new building that will have 31 new call taking and dispatch stations; and

WHEREAS, Comtech-Solacom currently provides hardware and maintenance services for telecommunications to PSC; and

WHEREAS, Comtech-Solacom has proposed services for installation and maintenance for 31 new stations with five (5) years of maintenance and support as an addendum to the existing contract, for a total cost of \$120,592.50; and

NOW, THEREFORE BE IT RESOLVED that the Dane County Board of Supervisors hereby approves the addendum of Comtech-Solacom's current contract to include the installation of new hardware and equipment and the five (5) year maintenance agreement between Dane County and Comtech-Solacom at a total amount not to exceed \$120,592.50.

NOW BE IT FURTHER RESOLVED, that the Dane County Executive and the Dane County Clerk are authorized to execute the necessary documents for the contract addendum.



DANE COUNTY CONTRACT

ADDENDUM # 1310I

Revised 11/2024

THIS 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., a member of Allerium Agency Solution (hereinafter referred to as "Provider").

WITNESSETH:

WHEREAS Provider and County, by a separate document (hereinafter, the "Master Agreement"), Dane County Contract # 13120I, have previously entered into a contractual relationship pursuant to which Provider provides and maintains the Guardian Call Taking Solution platform and equipment.

WHEREAS County and Provider wish to amend the Master Agreement in order to provide maintenance and implementation services for installation of a new core and 31 new positions at the County's new Public Safety Communications' location and to extend the maintenance service by five years to 2031.

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 are 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 Master Agreement, and any amendment or addendum to it, may be executed and transmitted to any other party by legible facsimile reproduction or by scanned legible electronic PDF copy, and utilized in all respects as, an original, wet-inked manually executed document. Further, the Master Agreement and any amendment or addendum thereto, may be stored and reproduced by each party electronically, photographically, by photocopy or other similar process, and each party may at its option destroy any original document so reproduced. All parties hereto stipulate that any such legible reproduction shall be admissible in evidence as the original itself in any judicial, arbitration or administrative proceeding whether or not the original is in existence and whether or not such reproduction was made by each party in the regular course of business. This term does not apply to the service of notices under the Master Agreement, or any subsequent amendment or addendum.
3. The term of the contract is extended through December 31, 2032 to continue the program for installation of a new core and 31 new positions as well as 5 years of maintenance for those 31 new positions, at an additional cost of \$120,592.50.

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

FOR PROVIDER:

Aaron J King
Aaron King
Senior Vice President, General Manager

2026-05-01
Date

* * *

FOR COUNTY:

Melissa Agard
Dane County Executive

Date

Scott McDonell
Dane County Clerk

Date

SOLACOM

E000021321

Dane County, WI

Site: Dane Co Public Safety
Communications
Room 109, City-County Building
210 Martin Luther King Jr. Blvd.
Madison WI 53703-3345
USA

Fax:

Detail: *Budgetary Quote*****

New Side A Core will "re-use" existing Side A licenses. New positions will re-use 7 existing licenses.

Allerium (Solacom) is responsible for onsite installation services for the new core.

Customer has decided to provide their own Backroom Cabinet. Allerium (Solacom) to rack the equipment onsite

Prepared By	Terms	Quote Date	Expiration Date	Salesperson	Customer Currency		
tmontgomery	Net 30 Days	Mar 16, 2026	Jun 14, 2026	TF	US Dollars		
Professional Services				Quantity	List Price	Unit Price	Extended Price
Line	Item						
3	S-Installation-v4	Installation Services Offering					
	SV-InstDaily	Installation Services - Daily Rate		6.00	\$1,300.00	\$1,300.00	\$7,800.00
	SV-SOLAPS	Remote Solacom System Engineering 1 Day		2.00	\$1,620.00	\$1,620.00	\$3,240.00
	SV-T&L1stD	Travel and Living Expenses - First Day		1.00	\$1,700.00	\$1,700.00	\$1,700.00
	SV-T&LSubD	Travel and Living Expenses - Daily		6.00	\$255.00	\$255.00	\$1,530.00
	SV-InstT&Lprem	Travel and Living Expenses - Weekend		2.00	\$255.00	\$255.00	\$510.00
	SV-ServerSetup	Server Configuration Update		8.00	\$900.00	\$900.00	\$7,200.00
	Import existing Database and tune existing configuration for usability with newer servers and Operating system. Load updated config onto new servers.						
	SV-PositionSetup	Position Configuration Update		7.00	\$600.00	\$600.00	\$4,200.00
	Tune existing PC configuration and import for usability with Newer PC and Operating system. Load updated config onto new PC.						

SV-SiteAudit	System Refresh Audit	1.00	\$4,000.00	\$4,000.00	\$4,000.00
System technical audit: - Audit coordination - Assess system design, connectivity, user interface usage, call flow and site conditions - Review system changes from original to determine changes required for new updated configuration manual - Review, determine and produce system upgrade plan based on current configuration					
SV-MISTR-G	MIS Data Transfer Geo SVR	1.00	\$1,322.00	\$1,322.00	\$1,322.00
SV-MIS Up V8 To V9	HigherGround MIS upgrade V8 to V9	1.00	\$2,685.00	\$2,685.00	\$2,685.00
SV-PSUpgrade	Professional Services Refresh	1.00	\$12,900.00	\$12,900.00	\$12,900.00
Ensure accurate hardware requirements Assess database requirements and provide guidance Assist with management of upgrade requirements					

Line 3 price **\$47,087.00**

4	S-Professional Services-v2	Professional Services offering				
	SV-PMDaily	Project Management - Daily Rate	5.00	\$1,150.00	\$1,150.00	\$5,750.00
5	S-Installation-v4	Installation Services - Position Setup				
	SV-InstDaily	Installation Services - Daily Rate	19.00	\$1,300.00	\$1,300.00	\$24,700.00
	SV-T&L1stD	Travel and Living Expenses - First Day	2.00	\$1,700.00	\$1,700.00	\$3,400.00
	SV-T&LSubD	Travel and Living Expenses - Daily	19.00	\$255.00	\$255.00	\$4,845.00
	SV-InstT&Lprem	Travel and Living Expenses - Weekend	4.00	\$255.00	\$255.00	\$1,020.00

Line 5 price **\$33,965.00**

Professional Services sub-total: **\$86,802.00**

Managed Services			Quantity	List Price	Unit Price	Extended Price
Line	Item					
6	S-Managed Services-v2	Managed Services Offering				
	SV-ARM_Guardian-1Y	Active Remote Monitoring / Pos - 1 Year	31.00	\$430.00	\$430.00	\$13,330.00
	SV-EDR MGT-1yr	Managed EDR - 1 Year	31.00	\$150.00	\$150.00	\$4,650.00
	For the installation, configuration, and SOC monitoring of the Endpoint Detection and Response security solution for each postion, server and virtualized OS (Windows and Linux)					
	SV-OS MGTPos-1Y	Position windows Patch Management 1 year	31.00	\$210.00	\$210.00	\$6,510.00
	Re-using:					
	7x Server Windows Patch Management					

				Line 6 price	\$24,490.00	
Warranty/Maintenance Line	Item		Quantity	List Price	Unit Price	Extended Price
7	S-MAINTENANCE-V3	Maintenance and Support Offering				
	MT-SSGUARD-01	Position Software Support - Year 1	31.00	\$1,690.00	\$1,690.00	\$52,390.00
	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>					
				Line 7 price	\$52,390.00	

Please send PO to CST-POCST@comtech.com

Sale Amount:	\$163,682.00
Market Incentive Discount:	-43,089.50

Market Incentive Discount Terms:

1. If the products or services contained within the quotation are changed or modified, the discount will be subject to review and modification.

Total Amount:	\$120,592.50
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Options

Options are not required and made available only for your review and consideration. Any desired options must be added into the quote via the quote revision request process due to associated services time and applicable hardware support.

Item			List Price	Unit Price	Extended Price
Managed Services- Year 2					
SV-ARM_Guardian-1Y	Active Remote Monitoring / Pos - 1 Year	31.00	430.00	430.00	13,330.00
SV-EDR MGT-1yr	Managed EDR - 1 Year	31.00	150.00	150.00	4,650.00
<i>For the installation, configuration, and SOC monitoring of the Endpoint Detection and Response security solution for each postion, server and virtualized OS (Windows and Linux)</i>					

SV-OS MGTPos-1Y	Position windows Patch Management 1 year	31.00	210.00	210.00	6,510.00
Managed Services- Year 3					
SV-ARM_Guardian-1Y	Active Remote Monitoring / Pos - 1 Year	31.00	430.00	430.00	13,330.00
SV-EDR MGT-1yr	Managed EDR - 1 Year	31.00	150.00	150.00	4,650.00
<i>For the installation, configuration, and SOC monitoring of the Endpoint Detection and Response security solution for each postion, server and virtualized OS (Windows and Linux)</i>					
SV-OS MGTPos-1Y	Position windows Patch Management 1 year	31.00	210.00	210.00	6,510.00
Managed Services- Year 4					
SV-ARM_Guardian-1Y	Active Remote Monitoring / Pos - 1 Year	31.00	430.00	430.00	13,330.00
SV-EDR MGT-1yr	Managed EDR - 1 Year	31.00	150.00	150.00	4,650.00
<i>For the installation, configuration, and SOC monitoring of the Endpoint Detection and Response security solution for each postion, server and virtualized OS (Windows and Linux)</i>					
SV-OS MGTPos-1Y	Position windows Patch Management 1 year	31.00	210.00	210.00	6,510.00
Managed Services- Year 5					
SV-ARM_Guardian-1Y	Active Remote Monitoring / Pos - 1 Year	31.00	430.00	430.00	13,330.00
SV-EDR MGT-1yr	Managed EDR - 1 Year	31.00	150.00	150.00	4,650.00
<i>For the installation, configuration, and SOC monitoring of the Endpoint Detection and Response security solution for each postion, server and virtualized OS (Windows and Linux)</i>					
SV-OS MGTPos-1Y	Position windows Patch Management 1 year	31.00	210.00	210.00	6,510.00
Managed Services- 5 Years Upfront Payment					
SV-ARM-Guardian-5Y	Act. Remote Monitoring Per Pos - 5 Years	31.00	1,720.00	1,720.00	53,320.00
SV-EDR MGT-5yrs	Managed EDR - 5 Years	31.00	750.00	750.00	23,250.00
<i>For the installation, configuration, and SOC monitoring of the Endpoint Detection and Response security solution for each postion, server and virtualized OS (Windows and Linux)</i>					
SV-OS MGTPos-5Y	Position Windows Patch Management 5 year	31.00	1,050.00	1,050.00	32,550.00
Warranty/Maintenance- Year 2					
MT-HSGUARD-02	Guardian Hardware Support - Year 2	1.00	0.00	7,233.14	7,233.14
<i>The Guardian hardware support program covers all hardware purchased from Solacom with the following exceptions: 1. Computers and servers are excluded, and are covered under manufacturer support for up to five (5) years. 2. Monitors, keyboards and mouse devices purchased with the initial computer order will carry the same support purchased for the associated computer or server. 3. UPS, Individually purchased; Keyboards, mouse devices, headsets, and handsets are covered under the initial one (1) year warranty and are not eligible for extended support.</i>					
MT-SSGUARD-01	Position Software Support - Year 2	31.00	1,690.00	1,690.00	52,390.00

Warranty/Maintenance- Year 3

MT-HSGUARD-03	Guardian Hardware Support - Year 3	1.00	0.00	7,594.79	7,594.79
<i>The Guardian hardware support program covers all hardware purchased from Solacom with the following exceptions: 1. Computers and servers are excluded, and are covered under manufacturer support for up to five (5) years. 2. Monitors, keyboards and mouse devices purchased with the initial computer order will carry the same support purchased for the associated computer or server. 3. UPS, Individually purchased; Keyboards, mouse devices, headsets, and handsets are covered under the initial one (1) year warranty and are not eligible for extended support.</i>					
MT-SSGUARD-01	Position Software Support - Year 3	31.00	1,690.00	1,690.00	52,390.00

Warranty/Maintenance- Year 4

MT-HSGUARD-04	Guardian Hardware Support - Year 4	1.00	0.00	7,974.53	7,974.53
<i>The Guardian hardware support program covers all hardware purchased from Solacom with the following exceptions: 1. Computers and servers are excluded, and are covered under manufacturer support for up to five (5) years. 2. Monitors, keyboards and mouse devices purchased with the initial computer order will carry the same support purchased for the associated computer or server. 3. UPS, Individually purchased; Keyboards, mouse devices, headsets, and handsets are covered under the initial one (1) year warranty and are not eligible for extended support.</i>					
MT-SSGUARD-01	Position Software Support - Year 4	31.00	1,690.00	1,690.00	52,390.00

Warranty/Maintenance- Year 5

MT-HSGUARD-05	Guardian Hardware Support - Year 5	1.00	0.00	8,373.26	8,373.26
<i>The Guardian hardware support program covers all hardware purchased from Solacom with the following exceptions: 1. Computers and servers are excluded, and are covered under manufacturer support for up to five (5) years. 2. Monitors, keyboards and mouse devices purchased with the initial computer order will carry the same support purchased for the associated computer or server. 3. UPS, Individually purchased; Keyboards, mouse devices, headsets, and handsets are covered under the initial one (1) year warranty and are not eligible for extended support.</i>					
MT-SSGUARD-01	Position Software Support - Year 5	31.00	1,690.00	1,690.00	52,390.00

Warranty/Maintenance- 5 Years Upfront Payment

MT-HSGUARD-0205	Hardware Support - Years 2 through 5	1.00	0.00	27,554.80	27,554.80
<i>The Guardian hardware support program covers all hardware purchased from Solacom with the following exceptions: 1. Computers and servers are excluded, and are covered under manufacturer support for up to five (5) years. 2. Monitors, keyboards and mouse devices purchased with the initial computer order will carry the same support purchased for the associated computer or server. 3. UPS, Individually purchased; Keyboards, mouse devices, headsets, and handsets are</i>					

covered under the initial one (1) year warranty and are not eligible for extended support.

MT-SSGUARD-05 Position Software Support - Years 1 to 5 31.00 6,084.00 6,084.00 188,604.00

Allerium Call Taker Computer Specifications.

Subject to Revision or Modification on all Expired Quotes.

Features	STANDARD	ENHANCED	SUPERIOR
PC Type	Yes	Yes	No
Workstation	No	No	Yes
Processor	i3-12300	i3-12300	Intel Xeon W-2104
RAM	8 GB	8 GB	8 GB
Drive size	256 GB SSD	512 GB SSD	512 GB SSD
PCIe Slots	2	4	6
Sound Card	1	1	1
Graphic Card	On-board	1	2
Monitor Supported	2	2	6
Monitor Cables Provided	Supplied with monitor	Supplied with monitor	Supplied with monitor
Adapters Provided	No	No	6 mDP to DP
NIC Teaming	Yes	Yes	Yes
Guardian Map	No	Yes	Yes
3rd Party Software Cohabitation	No	CAD Only	Certified 3rd Party Map
			Certified CAD
Physical Size (HeightxLengthxDepth)	11.5 x 3.7 x 11.4"	14.45 x 6.65 x 11.84"	16.45 x 6.95 x 20.4"

When a Solacom solution configuration includes a FortiGate edge device, it has been included for the known interfaces at the time of implementation. If interface requirements change in the future, including but not limited to, the ESInet using IPv6, SIP over TLS (Secure SIP), SRTP (Secure RTP), deep packet inspection and manipulation, etc., an additional edge device(s) may be required. Additionally, if transcoding is required (i.e., from ARM or ARM-WB to G711uLaw), an additional edge device may also be required.

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. The price of \$1,500.00 is for the first year of support. The price of \$1,500.00 is for the second year of support.

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