

Dane County Contract Addendum Cover Sheet

Revised 04/2021

RES 331

		Contract #	13120G
Dept./Division	Public Safety Communications	Vendor Name	Solacom Technologies
Brief Addendum Title/Description	Refresh 9-1-1 telephone system hardware and extend maintenance another year.	Vendor MUNIS #	26965
		Addendum Term	1/1/2022-12/31/2022
		Amount	\$ 38,420.20

Department Contact Information		Vendor Contact Information	
Contact	Kevin Fosso	Contact	Kenneth Selvig
Phone #	608-283-2914	Phone #	224-239-3768
Email	fosso@countyofdane.com	Email	kenneth.selvig@comtechtel.com
Purchasing Officer	Pete Patten	Send completed contract to vendor? <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	

Purchase Order – Maintenance or New PO					
<input type="checkbox"/>	PO Maintenance Needed	Org:	Obj:	Proj:	
	PO#	Org:	Obj:	Proj:	
<input type="checkbox"/>	No PO Maintenance Needed – this addendum does not change the dollar amount of the contract.				
<input checked="" type="checkbox"/>	New PO / Req. Submitted	Org: PSC	Obj: 30365	Proj:	\$ 29,020.20
	Req# 2022-0622	Org:	Obj:	Proj:	

Budget Amendment	
<input type="checkbox"/>	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 Contract Amount	Addendum #	Term	Amount	Resolution	
				<input type="checkbox"/> None	Res#
List Original Contract info, then subsequent addenda including this new addendum A resolution is required for every \$100,000 contracted	Original	6/2/17-11/15/22	\$ 1,139,398.00	<input type="checkbox"/> None	Res# 2016 RES-496
	13120A,B,C	6/2/17-11/15/22	\$ 92,856.93	<input checked="" type="checkbox"/> None	Res#
	13120D	6/2/17-11/15/22	\$ 57,009.34	<input type="checkbox"/> None	Res# 2019 ACT-402
	13120E	6/2/17-11/15/22	\$ 51,334.05	<input checked="" type="checkbox"/> None	Res# 2020 RES-258
	13120F	6/2/17-11/15/22	\$ 53,396.00	<input checked="" type="checkbox"/> None	Res#
	13120G	1/1/22 - 12/31/22	\$ 38,420.20	<input type="checkbox"/> None	Res# 2021 RES-331
Total Contracted Amount			\$ 1,432,414.52		

Contract Language Pre-Approval – prior to internal routing, this contract has been reviewed/approved by:		
<input type="checkbox"/> Corporation Counsel:	<input type="checkbox"/> Risk Management:	<input checked="" type="checkbox"/> No Pre-Approval

APPROVAL – Department	
Dept. Head / Authorized Designee	Rich McVicar Digitally signed by Rich McVicar Date: 2022.01.31 14:31:53 -06'00'

APPROVAL – Contracts Exceeding \$100,000	
Director of Administration	Corporation Counsel

APPROVAL – Internal Contract Review – Routed Electronically – Approvals To Be Attached		
DOA:	Date In: 1/31/22 Date Out: _____	<input checked="" type="checkbox"/> Controller, Purchasing, Corp Counsel & Risk Management

Goldade, Michelle

From: Goldade, Michelle
Sent: Monday, January 31, 2022 11:01 AM
To: Hicklin, Charles; Patten (Purchasing), Peter; Gault, David; Lowndes, Daniel
Cc: Stavn, Stephanie; Oby, Joe
Subject: Contract #13120G
Attachments: 13120G.pdf

Tracking:	Recipient	Read	Response
	Hicklin, Charles	Read: 1/31/2022 3:28 PM	Approve: 1/31/2022 3:28 PM
	Patten (Purchasing), Peter		Approve: 1/31/2022 1:32 PM
	Gault, David	Read: 1/31/2022 11:37 AM	Approve: 2/2/2022 11:23 AM
	Lowndes, Daniel		Approve: 1/31/2022 11:39 AM
	Stavn, Stephanie	Read: 2/1/2022 9:17 AM	
	Oby, Joe		

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

Contract #13120G
Department: Public Safety Communications
Vendor: Solacom Technologies
Contract Description: Refresh 9-1-1 telephone system hardware and extend maintenance for another five years (Res 331)
Contract Term: 1/1/22 – 12/31/26
Contract Amount: \$38420.20

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

Please note: I am currently working a modified schedule in accordance with COVID 19 response guidelines. I work in office Mondays and Wednesdays and work remotely Tuesday, Thursdays and Fridays.

Addendum #7

This Addendum of Agreement (hereinafter the "Addendum") is made this 19th day of January 2022 between Comtech Solacom Technologies, Inc., having its head office at 80 Jean Proulx Street, Gatineau, Quebec, Canada, J8Z 1W1 (hereinafter "SOLACOM"), and the Dane County having its head office at 425 City-County building, 210 Martin Luther King Jr Blvd., Madison, Wisconsin, 53703-3345 (hereinafter the "CUSTOMER"), (SOLACOM and the CUSTOMER hereinafter sometimes referred to individually as a "Party"; collectively as the "Parties").

RECITALS

WHEREAS:

SOLACOM and CUSTOMER, 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, and CUSTOMER and SOLACOM wish to amend the Master Agreement in order to add:

- one year of Text to 911 service
- one year of Guardian Insights service
- ESInet setup services

1 AMENDMENT

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:

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.

The contract adds:

- per the attached quote in Exhibit A (210831-01-SC_V01), a total amount of \$ **24,640.20**
- per the attached quote in Exhibit B (210824-09-TM_V03), a total amount of \$ **4,380.00**
- per the attached quote in Exhibit C (220114-10-TM_V01), a total amount of \$ **9,400.00**

2 PAYMENT TERMS

In consideration of the work or services to be performed, SOLACOM will invoice CUSTOMER the total amount as follows:

- Exhibit A, B & C - 100% upon receipt of purchase order

3 EFFECTIVE DATE

This Agreement will be effective upon the date which the last Party executes this Addendum.

In witness whereof, the parties have executed this agreement on, the day and year first above written:

Dane County

SOLACOM

Signature: _____

Signature:  _____

Name: _____

Name: Dominique Martel

Title: _____

Title: Vice President of Finance

Date: _____

Date: January 19, 2022

Exhibit A – Quote 210831-01-SC_V01

Solacom Quote: 210831-01-SC_V01



August 31, 2021

E000014436

Customer: Dane Co Public Safety Commun SV - Dane County, WI

Site: Dane Co Public Safety Commun
Room 109, City-County Building
210 Martin Luther King Jr. Blvd.
Madison WI 53703-3342
USA

Detail: Text-to-911

Prepared By	Terms	Quote Date	Expiration Date	Salesperson	Customer Currency		
shane.church		Aug 31, 2021	Nov 29, 2021	KS	US Dollars		
Text-to-911				Quantity	List Price	Unit Price	Extended Price
Line	Item						
1	SV-SMSConn	Annual Text TCC service/per 10K Pop		52.00	\$473.85	\$473.85	\$24,640.20

Please send PO to CST-POSolacom@comtechtel.com

Sale Amount: \$24,640.20

Total Amount: \$24,640.20

Comtech Solacom Proprietary

Exhibit B – Quote 210824-09-TM_V03

Solacom Quote: 210824-09-TM_V03



September 09, 2021 E000014472

Customer: Dane Co Public Safety Commun Dane County, WI

Site: 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: See notes included at the bottom of this document regarding computer dimensions and specifications.

Detail: Guardian Insights

Prepared By	Terms	Quote Date	Expiration Date	Salesperson	Customer Currency
tmontgomery	Net 30 Days	Sep 09, 2021	Dec 08, 2021	KS	US Dollars

MIS Solution			Quantity	List Price	Unit Price	Extended Price
Line	Item					
1	S-MISv4	MIS solution				
	SL-Insight MIS-PSAP	MIS Per PSAP Implementation one time fee	2.00	\$5,000.00	\$0.00	\$0.00
	SL-Insight MIS-CV50-250	Yearly / PSAP For Call Volume 50-250K	2.00	\$4,380.00	\$4,380.00	\$8,760.00
	Discount	PSAP 2 Insights Discount	1.00		-\$4,380.00	-\$4,380.00
	TR-Insight MIS-R	Remote Training Max 6 Seats 1 Day	1.00	\$1,950.00	\$1,950.00	\$1,950.00
	Discount	Insights Training Discount	1.00		-\$1,950.00	-\$1,950.00

Please send PO to CST-POSolacom@comtechtel.com

Sale Amount: \$4,380.00

Total Amount: \$4,380.00

Comtech Solacom Proprietary

Exhibit C – Quote 220114-10-TM_V01



Solacom Quote: 220114-10-TM_V01

January 14, 2022

E000015042

Customer: Dane Co Public Safety
Commun Dane County, WI

Site: 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: See notes included at the bottom of this document regarding computer dimensions and other specifications.

Detail: Services for ESInet setup

Prepared By	Terms	Quote Date	Expiration Date	Salesperson	Customer Currency
tmontgomery	Net 30 Days	Jan 14, 2022	Apr 14, 2022	KS	US Dollars

Line	Item	Quantity	List Price	Unit Price	Extended Price
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1	S-Installation-v4	Installation Services Offering					
	SV-SBC Setup		SBC config & setup for 1 Network	2.00	\$1,300.00	\$1,300.00	\$2,600.00
	SV- Remote ESInet Setup		Remote ESInet Set-up	1.00	\$5,500.00	\$5,500.00	\$5,500.00

Solacom will provide remote ESInet setup, configuration of Guardian, readiness testing, additional customer training, and cutover remote support to the channel/customer in order to facilitate provisioning changes within the Guardian system to connect a new IP connection for voice. This service is for the remote technical support, testing and provisioning effort only and does not include any equipment (firewall, SBC) and/or software that may be deemed necessary as part of this process. Solacom will be available for call through testing which is capped at eight hours after which additional charges may apply. HA Fortigate and M800 SBC (devices that may be required depending upon the call delivery configuration from the provider)

	SV-FORTISBC		SBC config & setup	2.00	\$650.00	\$650.00	\$1,300.00
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Please send PO to CST-POSolacom@comtechtel.com

Sale Amount: \$9,400.00

Total Amount: \$9,400.00

Options						
Item		Quantity	List Price	Unit Price	Extended Price	

Network						
P-M800 SBC	M800 SBC Non-HA, 30 Sessions	2.00	5,298.00	5,298.00	10,596.00	
ShippingFee	Shipping and Handling Charges	1.00	1.00	75.00	75.00	
SV-SBC Setup	SBC config & setup for 1 Network	2.00	1,300.00	1,300.00	2,600.00	