

Dane County Contract Addendum Cover Sheet

Revised 06/2021

		Contract # Admin will assign	14911G
Dept./Division	Public Safety Communications	Vendor Name	RACOM
Brief Addendum Title/Description	Symphony and MSTR 3 systems at a combined cost of \$931,988.51. Additionally, PSC has budgeted with RACOM for third-party licensing at a cost of \$278,523.10.	Vendor MUNIS #	26968
		Addendum Term	
		Amount (\$)	\$ 1,210,511.61

Department Contact Information		Vendor Contact Information	
Contact	Luis Bixler	Contact	Duane Vos
Phone #	608-267-2507	Phone #	641.780.1007
Email	bixler.luis@danecounty.gov	Email	duane.vosi@racom.net
Purchasing Officer	Megan Rogan		

Purchase Order – Maintenance or New PO					
☐	PO Maintenance Needed PO#	Org: DaneCom	Obj: 30291	Proj:	
		Org: DaneCom	Obj: 30292;3254	Proj:	
☐	No PO Maintenance Needed – <i>this addendum does not change the dollar amount of the contract.</i>				
☐	New PO / Req. Submitted Req#	Org:	Obj:	Proj:	
		Org:	Obj:	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	1/1/2023-12/31/2023	\$ 668,400.77	☐ None	Res# 2022-255
	A-F	1/1/2023-12/31/2027	\$ 4,403,311.44	☐ None	Res# Multiple
	G	01/01/2027-12/31/2032	\$ 1,210,511.61	☐ None	Res# 2026 RES-103
				☐ None	Res#
				☐ None	Res#
				☐ None	Res#
Total Contracted Amount			\$ 6,282,223.82		

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: 2026.07.30 12:40:14 -05'00'

APPROVAL – Contracts Exceeding \$100,000	
Director of Administration	Corporation Counsel
Slaven, Shelby	David Gault
Digitally signed by Slaven, Shelby Date: 2026.07.31 14:30:30 -05'00'	

APPROVAL – Internal Contract Review – Routed Electronically – Approvals Will Be Attached		
DOA:	Date In: 7/31/26 Date Out: _____	☒ Controller, Purchasing, Corp Counsel, Risk Management

Goldade, Michelle

From: Goldade, Michelle
Sent: Friday, July 31, 2026 2:28 PM
To: Hicklin, Charles; Rogan, Megan; Gault, David; Cotillier, Joshua
Cc: Oby, Joe
Subject: Contract #14911G
Attachments: 14911G.pdf

Tracking:	Recipient	Read	Response
	Hicklin, Charles	Read: 7/31/2026 2:29 PM	Approve: 7/31/2026 2:29 PM
	Rogan, Megan	Read: 7/31/2026 2:33 PM	Approve: 7/31/2026 2:33 PM
	Gault, David	Read: 7/31/2026 3:47 PM	
	Cotillier, Joshua	Read: 8/3/2026 8:27 AM	Approve: 8/3/2026 8:35 AM
	Oby, Joe		

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

Contract #14911G

Department: Public Safety Communications

Vendor: RACOM Corporation

Contract Description: Addendum to purchase MASTR III implementation services, Symphony 3.0 Upgrade services & third-party licensing (Res 103)

Contract Term: 8/1/26 – 12/31/27

Contract Amount: \$1,210,511.61

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 currently have a modified work schedule...I am in the office Mondays and Wednesdays and working remotely Tuesdays, Thursdays and Fridays.

Goldade, Michelle

From: Goldade, Michelle
Sent: Friday, July 31, 2026 3:56 PM
To: Gault, David
Subject: FW: Contract #14911G
Attachments: 14911G.pdf

Tracking:	Recipient	Read	Response
	Gault, David	Read: 7/31/2026 3:57 PM	Approve: 7/31/2026 3:57 PM

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

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WHEREAS, Dane County Public Safety Communications (PSC) has an existing contract with RACOM under Contract #14911 for DaneCom radio system maintenance; and

WHEREAS, the addendum includes Symphony 3.0 upgrade services in the amount of \$322,892.31, MASTR III replacement implementation services in the amount of \$609,096.20, and third-party licensing in the amount of \$278,523.10.

BE IT FURTHER RESOLVED, that the County Executive and County Clerk are authorized to execute the addendum and any related documents necessary to implement the agreement.



DANE COUNTY CONTRACT

ADDENDUM # 14911G

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 RACOM Corporation (hereinafter, "Provider").

WITNESSETH:

WHEREAS Provider and County, by a separate document (hereinafter, the "Master Agreement"), Dane County Contract # 14911, have previously entered into a contractual relationship pursuant to which Provider DaneCom radio system maintenance and OEM L3 Harris Equipment, and

WHEREAS County and Provider wish to amend the Master Agreement in order to purchase MASTR III implementation services, Symphony 3.0 upgrades and L3 Harris third party licensing.

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. PROVIDER shall provide implementation services for MASTRII, upgrades to Symphony 3.0 and L3 Harris third party licensing per the PROVIDER'S Statement of Work and the following PROVIDER quotes, which are attached herewith for reference:

- a. Quote # ECLQ325-2190 for a total of \$609,096.20
- b. Quote # ECLQ325-2169 for a total of \$322,892.31
- c. Quote #ECLQ325-2225 for a total of \$278,523.10

The total contract amount shall increase by \$1,210,511.61.

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:

Duane Vos

Duane Vos

7/29/2026

Date

* * *

FOR COUNTY:

Melissa Agard
Dane County Executive

Date

Scott McDonell
Dane County Clerk

Date

Scope of Work (SOW)

Master III Replacement and Symphony Dispatch Implementation

1. Project Overview

This Scope of Work (SOW) defines the activities, deliverables, and responsibilities associated with the implementation of the Symphony Dispatch solution and the replacement of Master III systems with TB9400 infrastructure across multiple sites. The project is structured into four distinct phases to ensure organized execution, minimal operational disruption, and successful delivery.

2. Project Phases

Phase 1 – Site Surveys

Objective: Conduct initial assessments to gather requirements and validate existing conditions.

Activities:

- Perform site surveys at fourteen (14) locations
- Conduct dispatch center surveys including:
 - CCB Dispatch
 - EDC Dispatch
- Document existing infrastructure, network, power, and space requirements

Deliverables:

- Survey reports for all sites and dispatch centers
-

Phase 2 – Symphony Implementation (CCB Dispatch)

Objective: Deploy Symphony consoles and supporting systems at the CCB Dispatch Center.

Activities:

- Conduct detailed dispatch center survey
- Finalize scope of work with Gencom
- Issue purchase order (PO) to Gencom
- Perform Symphony staging (Motorola/Standalone configuration)

- Complete Symphony system design for twenty-one (21) consoles
- Procure equipment for:
 - Thirty-five (35) console refreshes
 - Nineteen (19) new locations
- Complete equipment staging and preparation
- Develop a Method of Procedure (MOP) for deployment
- Execute console integration (target rate: 3 consoles per week)
- Utilize existing network infrastructure
- Coordinate schedule with planned CCB furniture upgrades

Deliverables:

- Completed installation of twenty-one (21) Symphony consoles
 - Console closeout package for each installation
 - Formal CCB customer acceptance
-

Phase 3 – Master III Replacement (Multi-Site)

Objective: Replace legacy Master III systems with TB9400 equipment across all designated sites.

Sites Included:

- Brigham
- CCB
- Deforest
- Eisner
- I-94 – Deerfield
- McKee
- Rockdale
- Roxbury
- Stoughton
- Sun Prairie
- UW Madison Tower
- Verona
- WJJO
- WMGN

Standard Activities (All Sites):

- Conduct site survey
- Finalize scope of work with Gencom

- Issue purchase order (PO)
- Complete site design
- Procure required equipment
- Stage and prepare equipment
- Develop site-specific Method of Procedure (MOP)

Installation and Implementation Tasks:

- Consolidate existing equipment to accommodate TB9400 systems (if applicable)
- Install new rack, fuse panel, and TB9400 equipment
- Provide power to all equipment within new rack
- Extend power from existing -48V bus to new fuse panel
- Install new cabling and jumpers; finalize connections during cutover
- Perform RF line sweeping per Racom standards
- Install new router/switch (if applicable)
- Install new GPS clock (if applicable)

Decommissioning Activities:

- Remove and dispose of existing 12V and 24V PDUs
- Remove existing Master III equipment and racks

Cutover and Closeout:

- Perform pre-cutover site preparation
- Execute system cutover to TB9400 (per detailed MOP)
- Complete site closeout documentation
- Obtain site acceptance

Deliverables:

- Fully operational TB9400 systems at all sites
- Site testing
- Network testing
- Site closeout packages
- Customer acceptance for each site

Phase 4 – Symphony Implementation (New Dispatch Center – EDC)

Objective: Deploy Symphony system at the new EDC Dispatch Center.

Activities:

- Reallocate fourteen (14) licenses from existing inventory
- Conduct new dispatch center survey

- Finalize scope of work with Gencom
- Issue purchase order (PO)
- Install network infrastructure (routers/switches)
- Validate network connectivity to all stations
- Confirm power availability at each console position
- Perform Symphony staging (Motorola/Standalone)
- Develop Method of Procedure (MOP)
- Execute console integration (target rate: 3 consoles per week)

Deliverables:

- Installation of twenty-nine (29) Symphony consoles
 - Console closeout packages
 - Final customer acceptance for new dispatch system
-

3. Assumptions and Constraints

- Existing network infrastructure will be used where applicable
 - Integration schedule assumes completion of approximately three (3) consoles per week
 - Coordination with facility upgrades (e.g., furniture installation) is required
 - Some installation components (routers, GPS clocks, TB9400 installations) are conditional based on site requirements
-

4. Deliverables Summary

- Site survey reports
 - Equipment procurement and staging
 - Symphony console installations (total: 50 consoles across phases)
 - TB9400 system deployments at all listed sites
 - Method of Procedure (MOP) documentation
 - Closeout packages for all consoles and sites
 - Formal customer acceptance documentation
-

5. Acceptance Criteria

- All equipment is installed and operational per design specifications
- Successful completion of system cutovers without critical issues
- All closeout documentation delivered and approved

- Formal acceptance provided by customer for each phase and site
-

6. Project Completion

Project completion will be achieved upon successful execution of all four phases, delivery of all required documentation, and customer acceptance of all systems and installations.

End of Scope of Work



Quote

To: Luis Bixler
 911 Director
 DaneComm 911
 210 Martin Luther King Jr Blvd #109
 Madison, WI 53703
 (608) 267-2507
 bixler.luis@countyofdane.com

Quote Date 7/29/2026
Quote # ECLQ325-2190
Revision 2 (Services)
Quote Validity 60 Days
Estimated Lead-Time TBD
Payment Terms Net 30
Freight INCLUDED

Project

Dane County MASTR III Replacement Project

Quoted By

Duane Vos / Ali Rami

Item	Description	Ext Price
1	Premium Warranty Support The following services are included with RACOM's Premium Warranty for one (1) year: • Software Updates • Onsite Technical Support • 24/7 Rapid Phone Support • Equipment Warranty Repair Services	INCLUDED
2	RACOM Implementation Services RACOM engineering and project management services to include the following: • Site Surveys • Equipment Configuration, Installation, and Commissioning • Functional Testing • As-Built Drawings • Project Coordination & Status Updates	\$ 609,096.20
Implementation Services Sub-Total		\$ 609,096.20
		Freight
		INCLUDED
SERVICES-ONLY TOTAL		\$ 609,096.20
3	System Maintenance Support (Year 2) The following services are included with RACOM's System Maintenance support: • Software Updates • Annual Preventative Maintenance • Onsite Technical Support • 24/7 Rapid Phone Support • Equipment Warranty Repair Services	\$ 89,782.40
4	System Maintenance Support (Year 3) • Includes all the services and support listed out above.	\$ 101,331.84
5	System Maintenance Support (Year 4) • Includes all the services and support listed out above.	\$ 102,427.96
6	System Maintenance Support (Year 5) • Includes all the services and support listed out above.	\$ 103,556.96
Yearly Maintenance & Support Sub-Total		\$ 397,099.16

Thank you for your business!
 www.racom.net
 201 West State Street
 Marshalltown, IA 50158, 800-722-6643

Proprietary and Confidential

Project

Dane County MASTR III Replacement Project

Quoted By

Tim Romanelli / Ali Rami

Item	Description	Ext Price
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Notes / Assumptions

- 1) Project staging to be conducted at Dane County provided facility.
- 2) RACOM does not anticipate any site upgrades (including grounding, backup power, etc.) will be required for this project. If it is determined site upgrades are required, then they will be provided in a separate quote.
- 3) RACOM will use the new microwave system currently being installed to provide IP backhaul between the radio sites.
- 4) RACOM will use the existing site routers, switches and GPS oscillators for the proposed Tait systems.
- 5) RACOM will reuse existing antenna, combining, and multicoupling systems at the site. RACOM will provide line and antenna sweeps before and after installation of the new Tait repeaters.
- 6) There is no coverage testing included in the cost of this quote. Due to RACOM's like-for-like replacement strategy, RACOM anticipates comparable coverage to the current paging system.
- 7) There is no removal of existing equipment or disposal/salvage services being provided on this Quote. RACOM Daily rates can be provided upon request.
- 8) Tait Service Advantage and Extended Warranty have been priced out for a total of five (5) Years.
- 9) Service Advantage must be purchased from the original time of purchase in order to be eligible for Extended Warranty.
- 10) Pricing is subject to change based upon final customer requirements.
- 11) Equipment and parts pricing is as of 12/12/2025 and is subject to change due to the current U.S. tariff environment. Accordingly, Eastern Communications reserves the right to revise its pricing and will provide you with updated pricing at the time of your order. All orders placed for equipment and parts will be fulfilled at the pricing in effect at the time you place your order and by placing your order you are agreeing to the updated pricing.

Signature

Proposal Presented By: _____

Date: _____

Proposal Accepted By: _____

Date: _____

Thank you for your business!
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201 West State Street
Marshalltown, IA 50158, 800-722-6643

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Quote

To: Luis Bixler
911 Director
DaneComm 911
210 Martin Luther King Jr Blvd #109
Madison, WI 53703
(608) 267-2507
bixler.luis@countyofdane.com

Quote Date 7/29/2026
Quote # ECLQ325-2169
Revision 3 (Services)
Quote Validity 60 Days
Estimated Lead-Time TBD
Payment Terms Net 30
Freight INCLUDED

Project

Dane County - Symphony 3.0 Project

Quoted By

Duane Vos / Ali Rami

Item	Description	Ext Price
1	<u>RACOM Implementation Services</u> RACOM engineering and project management services to include the following: • Equipment Configuration, Installation, and Commissioning • Functional Testing • Project Coordination & Status Updates • Premium Warranty Support for Year 1	\$ 322,892.31
Services Sub-Total		\$ 322,892.31
Freight		INCLUDED
SERVICES-ONLY TOTAL		\$ 322,892.31

Notes / Assumptions

- 1) This quote includes Symphony Console Position refreshes, new positions, AES Encryption at the primary and backup dispatch locations for Dane County per Change Order quote ECLQ326-0803.
- 2) No Electrical, Generator and/or UPS equipment or upgrades are included in the cost of this quote.
- 3) No updated Duets are included in the cost of this quote. The Duet upgrades have been quoted separately.
- 4) Compatibility between the legacy Duets and new Symphony 3.0 hardware has not been field verified.
- 5) No networking equipment, installation, or configuration services are included in the scope of this quote.
- 6) No changes to the Symphony Console screen configurations or dispatch layouts are included in the scope of this quote.
- 7) Dane County to provide power and network connectivity at each position.
- 8) Dane County shall provide any licenses, permits, and arrange for site access.

Signature

Proposal Presented By: _____

Date: _____

Proposal Accepted By: _____

Date: _____

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Marshalltown, IA 50158, 800-722-6643

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Quote

To: Luis Bixler
911 Director
DaneComm 911
210 Martin Luther King Jr Blvd #109
Madison, WI 53703
(608) 255-2345
bixler.luis@danecounty.gov

Quote Date 11/26/2025
Quote # ECLQ325-2225
Revision 0
Quote Validity 60 Days
Estimated Lead-Time TBD
Payment Terms Net 30
Freight NA

Project

Dane County, WI System Maintenance (Third-Party Renewals)

Quoted By

Tim Romanelli / Ali Rami

Item	Description	Ext Price
1	L3Harris Third-Party Licensing (Year 1) L3Harris Software Management services include the following: • Third-Party Software License Renewals • Third-Party Support Agreements	\$ 278,523.10
Services Sub-Total		\$ 278,523.10
Freight		NA
TOTAL		\$ 278,523.10

Notes / Assumptions

- 1) This quote includes L3Harris Third-Party licenseing and support for a total of two (2) years. Additional years of support can be quoted upon request.
- 2) No planned hardware or network upgrades are included in the cost of this quote.

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