



Bid Waiver Form

Revised 01/2025

Short Description of Goods/Services	Call Logger	Total Cost	\$272,228.00		
Vendor Name	Northland & Companies	MUNIS #	23780	Req #	115
Purchasing Officer	Megan Rogan	Date	10/14/2025		
Department	PSC	Email	bixler.luis@countyofdane.com		
Name	Luis Bixler	Phone	608-267-2507		

A VENDOR QUOTE MUST BE ATTACHED TO THE WAIVER FOR APPROVAL

Provide a detailed description of the goods/services intended to be purchased:

An Eventide call logger is a specialized recording system that captures, archives, and provides instant access to critical voice and data communications for Public Safety Answering Points. It records phone calls, radio traffic, and screen activity, synchronizing this data with information from PSC's CAD (Computer-Aided Dispatch). This functionality allows for tasks like forensic investigation, incident reconstruction, quality assurance, and performance evaluation.

Key functions of an Eventide call logger:

Comprehensive recording: It records multiple communication channels, including 911/next-gen 911 systems, IP-based phone systems, P25 and DMR radio, and dispatch consoles.

Data synchronization: It can interface with CAD systems to capture and synchronize incident logs, location data, and other relevant information with the audio recordings.

Instant recall and replay: Users can immediately search and replay recordings for incident reconstruction, forensic analysis, or quality assurance.

Incident reconstruction: By combining audio, radio, and screen recordings with CAD data, it provides a comprehensive view for reconstructing events after an incident occurs.

Quality assurance and training: It allows supervisors to monitor, evaluate, and score agent performance by listening to recorded interactions, providing feedback and training opportunities.

Archiving: It stores recordings securely for long-term archival and compliance purposes, with options to export or burn recordings to physical media.

AI and analytics: Newer systems may include AI capabilities, such as automatic transcription, to enable quick searching and analysis of vast amounts of audio data.

Send to a Purchasing Officer Once Completed



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Procurement Exception List

- ☐ Emergency Procurement
- ☐ Unique and specific technical qualifications are required
- ☐ A special adaptation for a special purpose is required
- ☐ A unique or opportune buying condition exists
- ☒ Only one vendor possesses the unique and singularly available ability to meet the Department's requirements

Provide a detailed explanation as to why the competitive bidding (RFB/RFP) process cannot be used. Also provide a detailed justification in relation to the Procurement Exception(s) chosen:

Northland & Companies is the vendor of the Eventide call logging system and is a provider of multiple systems throughout Dane County. One of the systems provided to the Dane County DA's office is Winscribe which is a platform that is used to create documents from voice. Northland can create integration between this software to unlock improved archive and quality assurance processes. Northland is the owner and the sole provider of the Winscribe system making them the only vendor that can provide integration of these platforms.

Bid Waiver Approval (For Purchasing Use Only)

☐ Under \$45,000 (Controller)

☒ \$45,000+ (Personnel & Finance Committee)

Date Approved:

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		Eventide Voice Logging Recorder: 11/18/2025			
	Prepared For:	Dane County			
	Prepared By:	Jeff Yates, Wahltek			
	System:	3 - Eventide Nexlog 740s for CCB, EDC & Madison			
QTY		DESCRIPTION	PART #	UNIT PRICE	25% Discount
		CCB Location			
1	Chassis	NexLog 740 DX base system: 3U rack-mount, Intel Core i5 CPU, Dual NIC, Embedded Linux, NexLog base software, web-based configuration manager, and 1st year warranty	NexLog740DX	\$9,600.00	\$7,200
1	Add-on NIC	Dual Port PCIe Network Card	DX754	\$660.00	\$495
1	Non-Display Front	Non-Display Front Panel - Requires Customer provided keyboard, mouse & monitor or KVM	DX7201	Included	Included
2	Analog Card	24 Channel Analog PCIe Card, 24 Channel Licenses - 48 Total	DXANA24	\$14,500.00	\$10,875
1	VoIP Internal	Internal IP Recorder w/8 G.711 Channel Licenses - Harris P25	271052	\$4,200.00	\$3,150
10	VoIP Add-on	Internal IP Recorder 8 Add-on - Harris & Solacom	DX939	\$19,200.00	\$14,400
1	Harris P25	Integration to Harris VIDA P25	271116	\$16,400.00	\$12,300
1	Encryption Support	P25 Encryption Support	209270	\$2,190.00	\$1,643
1	Harris OTAR	OTAR Integration to Harris VIDA P25	271117	\$20,000.00	\$15,000
2	Vocoder	DVSI- 2 Port Decoder for P25	324720DX	\$6,000.00	\$4,500
1	NG911 Bundle	Solacom NG911 Call Recording Bundle(Voice, Metadata & SMS)	DX913	\$8,700.00	\$6,525
1	Screen Recording	Windows Screen Recording - First 5 PC's	271070	\$3,020.00	\$2,265
5	Screen Recording	Windows Screen Recording - Additonal 5 PC's	271076	\$3,000.00	\$2,250
1	NAB License	Nexlog Access Bridge License	271113	\$3,840.00	\$2,880
3	Playback Software	8 Pack MediaWorks Plus	271083	\$3,270.00	\$2,453
		EDC Location			
1	Chassis	NexLog 740 DX base system: 3U rack-mount, Intel Core i5 CPU, Dual NIC, Embedded Linux, NexLog base software, web-based configuration manager, and 1st year warranty	NexLog740DX	\$9,600.00	\$7,200
1	Non-Display Front	Non-Display Front Panel - Requires Customer provided keyboard, mouse & monitor or KVM	DX7201	Included	Included
1	Analog Card	24 Channel Analog PCIe Card, 24 Channel Licenses	DXANA24	\$7,250.00	\$5,438
1	Analog Card	8 Channel Analog PCIe Card, 8 Channel Licenses	DXANA8	\$3,200.00	\$2,400
1	VoIP Internal	Internal IP Recorder w/8 G.711 Channel Licenses - Solacom	271052	\$4,200.00	\$3,150
1	VoIP Add-on	Internal IP Recorder 8 Add-on - Solacom	DX939	\$1,920.00	\$1,440
1	NG911 Bundle	Solacom NG911 Call Recording Bundle(Voice, Metadata & SMS)	DX913	\$8,700.00	\$6,525
1	Screen Recording	Windows Screen Recording - First 5 PC's	271070	\$3,020.00	\$2,265
2	Screen Recording	Windows Screen Recording - Additonal 5 PC's	271076	\$1,200.00	\$900

QTY		DESCRIPTION	PART #	UNIT PRICE	25% Discount
2	Playback Software	8 Pack MediaWorks Plus	271083	\$2,180.00	\$1,635
		Madison Location			
1	Chassis	NexLog 740 DX base system: 3U rack-mount, Intel Core i5 CPU, Dual NIC, Embedded Linux, NexLog base software, web-based configuration manager, and 1st year warranty	NexLog740DX	\$9,600.00	\$7,200
1	Non-Display Front	Non-Display Front Panel - Requires Customer provided keyboard, mouse & monitor or KVM	DX7201	Included	Included
1	VoIP Internal	Internal IP Recorder w/8 G.711 Channel Licenses - ASTRO P25	271052	\$4,200.00	\$3,150
2	VoIP Add-on	Internal IP Recorder 8 Add-on - ASTRO P25	DX939	\$3,840.00	\$2,880
1	Motorola P25	Integration to Motorola ASTR) P25 - Single AIS	209220	\$14,995.00	\$11,246
1	Motorola API	Motorola ASTRO P25 AIS-API - Non Discountable	271141	\$54,995.00	\$54,995
2	Vocoder	DVSI- 2 Port Decoder for P25	324720DX	\$6,000.00	\$4,500
1	Playback Software	8 Pack MediaWorks Plus	271083	\$1,090.00	\$818
		Subtotal			\$201,678.00
		INSTALLATION AND TRAINING			\$14,000.00
		Total Bid Price			\$215,678.00
TERMS AND CONDITIONS:					
A		<i>WARRANTY INFORMATION: A full 1 year (12 month) parts and labor service warranty is included with the purchase of each new Eventide Digital Logging Recorder. After the Warranty period, a full parts and labor maintenance agreement covering all of the proposed equipment is available for \$19,000 per year and an extended 4 year agreement is available for \$68,400. Software maintenance is included with this agreement and during the warranty period.</i>			
B		<i>DELIVERY: Please allow estimated 30 days from date of written purchase order (or date of first payment when applicable) for delivery.</i>			
C		<i>Payment terms; 50% with order, 50% upon system installation. Special Payment Term requests need to submitted in writing</i>			
D		QUOTATION IS VALID FOR 90 DAYS			
		Approved By	PO#		
		Title	DATE		