



**Proposal For:** Pinellas County - St. Petersburg  
**Solution Proposed** Host A Move and Position Addition  
**Date:** August 21, 2018

**Multi-Site Summary**

**Design Assumptions-** Move of Host A VESTA Server equipment to new St. Petersburg PD  
 Adding thirty-eight (38) new VESTA positions and moving existing fifteen (15) VESTA positions  
 5 Years of HP Extended Warranties for the Workstations 24x7, 4 Hours Response  
 1 Year Airbus Software Support, Managed Services (M&R, Anti-Virus and Patch Management)

Assumes Pinellas County will provide:

New Layer 2 WAN between new Host A location and existing Host B PSC sites with Ethernet handoff to VESTA 9-1-1 Switches and redundant/diverse Layer 3 transport from new Host A to Clearwater PD.  
 All structured cabling to support the new VESTA workstations, administrative workstations, HUD displays and MDF to IDF VESTA switch interconnections.  
 All workstation and HUD wallmount displays.  
 Cabinet/Rack space and peripherals for the new/existing equipment that will be moved.  
 New dedicated NTP connection for the VESTA LAN at new building.

St. Petersburg PD-Host A

Thirty-eight (38) VESTA 9-1-1 Positions with HP ProDesk Mini, SAM, IRR and Genovation Keypads  
 Two (2) HUD Media Players. Each Media Player provide 1 output of a single view  
 Two (2) Mediant 1000 Gateway Chassis  
 Two (2) 4-port FXO Modules for Analog Loop Start POTS/Wet Ringdowns  
 Three (3) 1-SPAN T1/PRI Modules  
 Two (2) Cisco 3560 Core LAN Switches  
 Three (3) 24-Port Cisco 2960 Distribution LAN Switches  
 Pinellas to provide rack/cabinet space, monitor and KVM

**Note:** All Airbus components are quoted with the 20% discount that was stipulated in the RFP Award to Carousel  
**Pricing is valid for 90 days**

<b>Host A - St. Petersburg</b>	\$832,662.70
<b>Total Solution:</b>	<b>\$832,662.70</b>

All new products are guaranteed to be as specified by the manufacturer's documentation, and are provided with the manufacturer's standard Product warranty. All refurbished components are covered by a Carousel direct warranty.

Customer is responsible for any electrical service, environmental conditions and cable work needed to support the quoted Products, unless otherwise specified on the Quote. Any changes to the above Products and /or Scope of Work will require the written authorization of both Carousel and the Customer. Pricing does not include taxes and freight charges, and as applicable, these costs will be added to the invoice.

All work is done subject to the terms and conditions of Pinellas County Contract No. 156-0302-M.

By signing below, Customer makes an offer to purchase the Products and/or Services above from Carousel. Carousel's acceptance of this offer to purchase shall be evidenced by the conversion of the Quote into a Carousel Service Order, and the return of the Service Order number to the Customer.

By: Kenneth J. Well Title: Chairman Date: 10/9/18

ATTEST: KEN BURKE, CLERK  
 By: [Signature]  
 Deputy Clerk





**Proposal For:** Pinellas County - St. Petersburg  
**Solution Proposed:** Host A Move and Position Addition  
**Site Name:** Host A- St. Petersburg PD  
**Date:** August 21, 2018

**VESTA® 9-1-1**

Qty.	Part No.	Description	Unit MSRP	Unit (20% off)	U/M	Total MSRP	Total (20% Off)
8	04000-00411	VESTA® 9-1-1 Existing Server equipment being moved to a new Building: Adding 38 Positions SVR WIN2008/12/16 CAL 5PK	\$240.00	\$192.00	EA	\$1,920.00	\$1,536.00
1	870809-00801	VESTA® 9-1-1 Multi-Queue Display V911 MQD MODULE	\$0.00	\$0.00	EA	\$0.00	\$0.00
38	PS-0AD-VSML	VESTA® 9-1-1 Advanced Enhanced Operations VADV MLTP PER SEAT LIC	\$9,375.00	\$7,500.00	EA	\$356,250.00	\$285,000.00
38	SS-0AD-VSSL-1Y	SPT VADV 1YR	\$1,985.00	\$1,588.00	EA	\$75,430.00	\$60,344.00
38	61000-819204	VESTA® Workstation Equipment DKTP PRODESK G3 MINI W10	\$1,211.00	\$968.80	EA	\$46,018.00	\$36,814.40
38	64000-00200	DKTP TWR STAND Pinellas to provide monitors.	\$30.00	\$24.00	EA	\$1,140.00	\$912.00
38	64007-50022	KEYPAD 24-KEY USB CBL 25FT	\$154.00	\$123.20	EA	\$5,852.00	\$4,681.60
38	65000-00197	KIT CBL DP/USB 15FT EXT	\$27.00	\$21.60	EA	\$1,026.00	\$820.80
38	853030-00302	V911 SAM HDWR KIT	\$2,478.00	\$1,982.40	EA	\$94,164.00	\$75,331.20
38	65000-00176	CBL USB EXT REPEAT 16FT	\$45.00	\$36.00	EA	\$1,710.00	\$1,368.00
38	853004-00401	SAM EXT SPKR KIT	\$250.00	\$200.00	EA	\$9,500.00	\$7,600.00
38	65000-00124	CBL PATCH 15FT	\$17.00	\$13.60	EA	\$646.00	\$516.80
38	02800-20500	HDST 4W MOD ELEC MIC BLK	\$40.00	\$32.00	EA	\$1,520.00	\$1,216.00
38	03044-20000	HDST CORD 12FT 4W MOD BLK	\$5.00	\$4.00	EA	\$190.00	\$152.00
76	833401-00101G-15	CBL SAM JKBX 15FT	\$45.00	\$36.00	EA	\$3,420.00	\$2,736.00
38	809800-35109	V911 IWS CFG	\$400.00	\$320.00	EA	\$15,200.00	\$12,160.00
38	809800-35108	V911 IWS STG FEE	\$600.00	\$480.00	EA	\$22,800.00	\$18,240.00
1	870890-07501	CPR/SYSPREP DVD IMAGE	\$0.00	\$0.00	EA	\$0.00	\$0.00
38	873099-00502	VESTA® 9-1-1 IRR Module V911 IRR LIC/DOC/MED	\$1,493.00	\$1,194.40	EA	\$56,734.00	\$45,387.20
38	809800-35110	V911 IRR SW SPT 1YR	\$281.00	\$224.80	EA	\$10,678.00	\$8,542.40
38	873099-01102	VESTA® 9-1-1 CDR Module V911 CDR PER SEAT LIC	\$135.00	\$108.00	EA	\$5,130.00	\$4,104.00
1	809800-17116	VESTA® 9-1-1 Heads-Up Display Software VHUD TEMP BUILD - STD	\$1,500.00	\$1,200.00	EA	\$1,500.00	\$1,200.00
2	65000-00510	VESTA® 9-1-1 Heads-Up Display Hardware VHUD MED PLAYER SDA1010-HDMI ADPTR	\$1,645.00	\$1,316.00	EA	\$3,290.00	\$2,632.00
2	04000-02512	VHUD SDA909 HW WTY - 5YR	\$365.00	\$292.00	EA	\$730.00	\$584.00
2	04000-54009	VHUD DATA ACCESS LICENSE	\$1,642.00	\$1,313.60	EA	\$3,284.00	\$2,627.20
2	809800-35345	VHUD DATA ACCESS LIC SPT 1YR	\$589.00	\$471.20	EA	\$1,178.00	\$942.40
2	04000-36507	Network Equipment SWITCH 3650 24-P BNDL	\$8,967.00	\$7,173.60	EA	\$17,934.00	\$14,347.20
2	04000-36511	WARR 3650 24P 24X7 1YR	\$1,808.00	\$1,446.40	EA	\$3,616.00	\$2,892.80
3	04000-29616	SWITCH 2960-PLUS/CBL 24-PORT	\$1,440.00	\$1,152.00	EA	\$4,320.00	\$3,456.00
3	04000-02961	WARR 2960 24P 2T 24X7 1YR	\$314.00	\$251.20	EA	\$942.00	\$753.60
2	04000-00129	Peripherals & Gateways MED 1000B CHASSIS BNDL	\$2,294.00	\$1,835.20	EA	\$4,588.00	\$3,670.40
2	04000-00186	SW SPT M1000 GATEWAY 1YR	\$600.00	\$480.00	EA	\$1,200.00	\$960.00
2	04000-00116	MED 1000 FXO-LS BNDL	\$433.00	\$346.40	EA	\$866.00	\$692.80
3	04000-00152	MED 1000 1-SPAN BNDL	\$2,884.00	\$2,307.20	EA	\$8,652.00	\$6,921.60
2	04000-00191	SW SPT M1000 T1 MOD 1YR	\$600.00	\$480.00	EA	\$1,200.00	\$960.00
<b>Cabinet &amp; Peripheral Equipment</b> Note: Equipment will ship loose. Pinellas to provide space in new rack/cabinet, keyboard, monitor, KVM and other peripherals to mount the new equipment.							
<b>Time Synchronization Equipment</b> Note: Pinellas to provide new necklock, antenna, cabling and associated hardware.							
<b>VESTA 9-1-1 Subtotal</b>						<b>\$762,628.00</b>	<b>\$610,102.40</b>

**VESTA™ Analytics**

Qty.	Part No.	Description	Unit MSRP	Unit (20% off)	U/M	Total MSRP	Total (20% Off)
38	PA-MSG-ASSL	VESTA™ Analytics - Hosted V-ANLYT STD PER SEAT LIC	\$975.00	\$780.00	EA	\$37,050.00	\$29,640.00
38	SA-MSG-ALSL-1Y	SPT V-ANLYT STD 1YR	\$185.00	\$148.00	EA	\$7,030.00	\$5,624.00
<b>VESTA™ Analytics Subtotal</b>						<b>\$44,080.00</b>	<b>\$35,264.00</b>

**Managed Services**

Qty.	Part No.	Description	Unit MSRP	Unit (20% off)	U/M	Total MSRP	Total (20% Off)
38	809800-16377	Monitoring, PM & AV Service: Workstations Note: Includes (38) M&R PM AV WKST SRVC 1YR	\$810.00	\$648.00	EA	\$30,780.00	\$24,624.00
6	809800-16343	Monitoring, PM & AV Service: IP Devices Note: Includes (2) Gateways, (4) Cisco Switches, M&R IP DEVICE SRVC 1YR	\$468.00	\$374.40	EA	\$2,808.00	\$2,246.40
<b>Managed Services Subtotal</b>						<b>\$33,588.00</b>	<b>\$26,870.40</b>



**Extended Warranties**

Qty.	Part No.	Description	Unit MSRP	Unit (20% off)	U/M	Total MSRP	Total (20% Off)
38	04000-01593	<b>Workstation Extended Warranty</b> Note: Includes (38) Workstations <b>WARR 24X7 600G2/705G2 5YR</b> Note: Warranty upgrade from 3 yrs warranty 9x5 NBD to 5 yrs 24x7, 4 hour response.	\$471.00	\$376.80	EA	\$17,898.00	\$14,318.40
<i>Extended Warranties Subtotal</i>						\$17,898.00	\$14,318.40

**VESTA® Services**

Qty.	Part No.	Description	Unit MSRP	Unit (20% off)	U/M	Total MSRP	Total (20% Off)
409	809800-17007	<b>Field Engineering Services</b> FIELD ENG-STANDARD	\$125.00	\$100.00	UN	\$51,125.00	\$40,900.00
64	809800-17007	FIELD ENG-STANDARD Note: WAN Programming for Move	\$125.00	\$100.00	UN	\$8,000.00	\$6,400.00
10	809800-51009	PROJECT MGMT - SUPPORT	\$1,500.00	\$1,200.00	EA	\$15,000.00	\$12,000.00
<i>VESTA® Services Services Subtotal</i>						\$74,125.00	\$59,300.00

**Summary**

Qty	Product Code	Product Description	Total (20% Off)
1		VESTA® 9-1-1	\$610,102.40
1		VESTA™ Analytics	\$35,264.00
1		Managed Services	\$26,870.40
1		Extended Warranties	\$14,318.40
1		VESTA Services	\$59,300.00
1		Carousel Industries Installation	\$62,310.00
1		Carousel Industries - Project Management	\$12,862.50
1		VRA WAN Testing	\$6,635.00
1		Minor Materials	\$5,000.00

Pricing is valid for 90 days

Total Equipment & Services Cost: \$832,662.70

Total This Site: \$832,662.70