



April 19, 2019

Stephen Bradley
Communications Center Director
1101 N 6th Street
Broken Arrow, OK 74012

Dear Mr. Bradley,

Pursuant to your request for continued support and an upgrade/refresh for your EXACOM HindSight G2 Recorder system to the new HindSight G3 platform, please see the following Sole Source justification.

EXACOM is the developer and manufacturer of the HindSight G2 and HindSight G3 Recorder. As the manufacturer, Exacom is the only source for the discounted refresh of your recording system, in which you receive credit for all your existing licensing and software.

EXACOM is committed to providing ongoing software development, maintenance and hardware support for the HindSight series product line. We maintain a stock of spare parts and provide technical support backed up by the HindSight product development team. We further complement our national support program through a coordinated network of local service providers, to facilitate responsive on-site service and maintenance.

Please contact me if you require any additional information regarding support for EXACOM products.

Respectfully,

Jim Zaleta

Jim Zaleta
Regional Sales Manager
Melbourne, FL
Phone: (603) 496-8998
Email: Jim.Zaleta@exacom.com



TECHNICAL REFRESH QUOTATION

Quote No: Q-2019-EXA-0256-1

Date: 4/22/2019

"Hindsight" Fault-Tolerant Digital Logging Recorder System
For: City of Broken Arrow, OK

EXACOM Customer

To: Stephen Bradley
Communications Center Director
City of Broken Arrow
1101 N. 6th Street
Broken Arrow, OK 74012
p (918) 451-8348
email: sbradley@brokenarrowok.gov

Ship to:

To: Stephen Bradley
Communications Center Director
City of Broken Arrow
1101 N. 6th Street
Broken Arrow, OK 74012
p (918) 451-8348
email: sbradley@brokenarrowok.gov

Customer Requirements:

This quote is being provided to replace s/n 1783 (G2) with latest Dell server platform and latest Hindsight G3 platform and add NAS storage for backup. Recorder to be configured as follows:

80 total channels

- transfer 24 analog channels for Vesta analog positions and analog phones (existing 24 channel line card will be re-used)
- transfer 16 Cisco VoIP channels
- transfer 24 P25 radio channels
- add additional 16 P25 radio channels (for a total of 40 P25 channels)

7 Timegate licenses to be renewed to G3

This quote assumes all wiring will be delivered to the Exacom recorder location, including the Cisco VoIP network.

The City will need to consolidate existing analog source lines from punch-down block to one cable to one line card.

3 TB RAID 5 storage backup (NAS) solution is included. There is currently no backup system in place.

Maintenance is quoted separately on Quote No. Q-2019-EXA-0256-2 and must be ordered concurrently with this refresh.

EXACOM Proposed Solution Summary:

Qty	Part No:	Model No:	Description	Unit Price	Qty Sub-Total
1	9000101-01	HSX-601	HindSight 600 Series Multi Media Recording Platform - Dual Proc (includes HindSight Core Software, Dual Processor, 16GB RAM, 4-1TB Drives - 3TB RAID 5, Dual Hot Swap Pwr Sply, Windows Server 2016, Microsoft SQL Server 2016 Std, D/DVD/KB/Mouse, 19" Monitor w/ Spkrs)	\$18,800.00	\$18,800.00
1	9000718-01	HS-R-Card-Refresh	Reuse existing cards for refreshed system (one HindSight 24 Channel Analog Card)	\$7,250.00	\$7,250.00
24	9002600	HS-AD-CL	HindSight Single-Channel A/D SW License	\$250.00	\$6,000.00
1	9002200	HS-I-ANI-ALI	HindSight ANI/ALI Serial Interface	\$2,495.00	\$2,495.00
1	9000712	HS-D-Serial	Dual Serial Card	\$125.00	\$125.00
1	9000710	HS-Q-Nic	Quad NIC Card	\$735.00	\$735.00
1	9002207	HS-I-Cisco-A	HindSight Cisco Active SIP Integration	\$4,995.00	\$4,995.00
16	9002601	HS-V-CL	HindSight Single-Channel VoIP SW License	\$400.00	\$6,400.00
1	9002225	HS-I-H-P25-2	HindSight Harris P25 - Phase 2	\$24,995.00	\$24,995.00
1	9002242	HS-I-ENC	HindSight AES/DES Encryption, Supports KDF/KMF/OTAR	\$19,995.00	\$19,995.00
24	9002602	HS-P25CL	HindSight Single-Channel P25-RoIP License	\$600.00	\$14,400.00
16	9002602	HS-P25CL	HindSight Single-Channel P25-RoIP License	\$600.00	\$9,600.00
7	9002410A	HS-G3-P25	HindSight G3 P25 Client Playback License (6+ clients)	\$1,495.00	\$10,465.00
7	9002430	HS-G3-UR	HindSight G3 Client Refresh	\$495.00	\$3,465.00
1	9000512	HS-LX-BU3	HINDSIGHT 300/600 series Storage Backup (NAS) Solution w/ HS Backup Software - 3TB RAID 5	\$6,995.00	\$6,995.00



1	9002288	ExaHealth	HINDSIGHT health and monitoring service. Supports SNMP and Email notifications.	Included	\$0.00
1	9002289	ExaBackup	Backup software for HINDSIGHT.	Included	\$0.00

Equipment List Price \$136,715.00

Channel/License Transfer Credit: (\$96,995.00)

Equipment Sub-Total: \$39,720.00

Government Discount: (\$9,930.00)


Equipment Sub-Total: \$29,790.00

Installation, Configuration and Training: \$6,000.00

1 9004000 HS-SUP-E HW/SW Warranty/Service Year 1 (See Quote No. Q-2019-EXA-0256-2):
Ext-Warranty Hardware & Software Support -per year for years 2-6 automatically renewable at annual rate of: \$17,322.50

Solution Total: \$35,790.00

APPROVED AS TO FORM:


Deputy City Attorney

General Notes:

- Prices are in US dollars at list, FOB Concord, NH
- Shipping charges will be prepaid by EXACOM and added as a separate line item on your invoice unless otherwise indicated in MPA. Customer is responsible for all customs and duties.
- Quotation is valid for 45 days.
- This warranty will auto-renew annually until the end of the sixth year. Please indicate this on PO.
- Software patches and minor releases are only available with current and up-to-date support contract.
- The hardware/software refresh at year 7 is necessary to continue with the EXACOM support program.
- HW/SW Refresh is only available when year's 2-6 Extended Warranty is purchased by the customer.
- HW/SW Support is delivered remotely, only, via telephone, email and vpn, if available.
- This refresh must be installed on or before 10/15/2019 (expiration date for current s/n 1783)
- Performance Period: Starts on the earlier of date of install or 90 days after shipment, and ends 1 year from such date. Any maintenance value remaining on existing maintenance agreement will be credited.

Payment Terms: Net 30, Unless MPA on File

Ship Date: 30-45 Days ARO

Submitted By: Jim Zaleta Date: 4/22/2019

Jim Zaleta, Regional Sales Manager - EXACOM, Inc.

Approved By: Signature: _____ Date: _____

Signature of Authorized Personnel

Printed Name and Title

Approved
Total Cost:

\$

Extended warranty plans for years 2 - 6:

Qty	Part No:	Model No:	Description	Unit Price	Qty Sub-Total
1	9004000	HS-SUP-E	EXACOM/1-Year Ext-Warranty Hardware and Software Maintenance - Support per year for years 2-6	---	\$17,322.50



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**E-911
BUDGET AMENDMENT #7
FISCAL YEAR 2019
21-May-19**

Estimated Revenue, Fund Balance or Transfers in

Account Number	Description	Balance before Amendment	Amount of Amendment	Balance after Amendment
036-0000-101.01-00	Intergovernmental	\$ 750,000	\$ 6,000	\$ 757,000
		\$ 750,000	\$ 6,000	\$ 757,000

Appropriations

Account Number	Project	Description	Balance before Amendment	Amount of Amendment	Balance after Amendment
036-3006-421.70-19	193020	Exacomm Server	\$ 30,000	\$ 6,000	\$ 36,000
			\$ 30,000	\$ 6,000	\$ 36,000

Explanation

To amend the budget for upgrades to the Exacomm Server

Approved by the City Council
Tuesday, May 21, 2019

Attest by City Clerk

Mayor, Craig Thurmand

Curtis Green