Solacom Quote: 231024-01-TM_V02E

January 08, 2024 E000017921

Customer: Lake County ETSB Lake County, IL
Steven J. Winnecke, INP

Site: Steven J. Winnecke, INP
Lake County ETSB
1300 S. Gilmer Road
Volo IL 60073
USA

Phone: 815-669-5712
Fax: 847-740-2398
Note: IMPORTANT: See notes included at the bottom of this document regarding computer dimensions and other specifications.
Detail: New Core A Hardware & Software, Hardware Refresh of Core B at Lake Zurich
40 New positions, 34 PCs & 6 Mobiles
Customer to provide Backroom Eaton Racks at Core A, existing Core B 42U Cabinet to be re-used
Customer to provide position Headsets/Handsets

Prepared By	Terms	Quote Date	Expiration Date	Salesperson	Customer Currency
tmontgomery	Net 30 Days	Nov 23, 2023	Apr 30, 2024	SC	US Dollars

Central Equipment A Line	Item		Quantity	List Price	Unit Price	Extended Price
1	**S-CE-v2**	**Core A - Lake County ETSB**				
	P-KVM 4 PORT	KVM (Keyboard,Video,Mouse) Switch 4 Port	1.00	$2,100.00	$1,823.00	$1,823.00
	P-IQ1000	IQ1000 Chassis Kit	1.00	$5,765.00	$5,765.00	$5,765.00
	P-HDVOIP	High Density 512 Port VoIP Card	2.00	$17,589.00	$17,589.00	$35,178.00
	P-ENH ADMIN-R-GA-5YS+	Administrative Server	1.00	$7,295.00	$7,295.00	$7,295.00
	Includes 5 year Support					
	P-STD APP-GA-5YS+	Application Server	1.00	$7,806.00	$7,806.00	$7,806.00
	Includes 5 year Support					
	P-ESK-GEO-D	Switch Kit Geo-Diverse System DLink	1.00	$2,049.00	$1,902.00	$1,902.00
	P-FORTIFw-Geo	Fortinet Firewall Geo	1.00	$1,018.00	$1,018.00	$1,018.00
	P-MSApp	Appliance for Managed services	1.00	$8,434.00	$8,434.00	$8,434.00
	Includes 5 Years Support					
	P-GPS-TSK-100F	GPS Time Server Kit with 100' Cable	1.00	$12,572.00	$12,572.00	$12,572.00
	SL-GUARDSOFTLIC-GEO	Guardian Controller License	1.00	$14,976.00	$14,976.00	$14,976.00
	Geo-Diverse Side A					
	P-ES-HP-24GPOE	ManSwitch 24G PoE - HP	1.00	$1,780.00	$1,780.00	$1,780.00
	P-IP_SERIAL-8P	8-Ports Serial to 100BT Converter	1.00	$2,232.00	$1,707.00	$1,707.00
					Line 1 price	**$100,256.00**

Central Equipment B Line	Item		Quantity	List Price	Unit Price	Extended Price
2	**S-CE-v2**	**Core B - Lake Zurich**				
	P-KVM 4 PORT	KVM (Keyboard,Video,Mouse) Switch 4 Port	1.00	$2,100.00	$1,823.00	$1,823.00
	P-IQ1000	IQ1000 Chassis Kit	1.00	$5,765.00	$5,765.00	$5,765.00
	P-HDVOIP	High Density 512 Port VoIP Card	2.00	$17,589.00	$17,589.00	$35,178.00
	P-ENH ADMIN-GB-5YS+	Administrative Server	1.00	$7,295.00	$7,295.00	$7,295.00
	Includes 5 year Support					
	P-STD APP-GB-5YS+	Application Server	1.00	$7,806.00	$7,806.00	$7,806.00
	Includes 5 year Support					
	P-ESK-GEO-D	Switch Kit Geo-Diverse System DLink	1.00	$2,049.00	$1,902.00	$1,902.00
	P-FORTIFw-Geo	Fortinet Firewall Geo	1.00	$1,018.00	$1,018.00	$1,018.00
	P-IP_SERIAL-8P	8-Ports Serial to 100BT Converter	1.00	$2,232.00	$1,707.00	$1,707.00
	P-PWR_BAR_20A	NEMA L5-20P 20A Vert 42U Power Bar	2.00	$192.00	$156.00	$312.00

Re-using:

1 x 42U Cabinet
1 x Guardian Controller License

					Line 2 price	**$62,806.00**
PSAP 1			**Quantity**	**List**	**Unit**	**Extended**
Line	**Item**			**Price**	**Price**	**Price**
3	**S-PSAPv4**	**Lake County ETSB PSAP**				
	P-SUP POS-5YS+	Superior Position PC	34.00	$3,028.00	$3,028.00	$102,952.00
	Includes 5 year Support					
	P-MOB_POS-5YS	Guardian Mobile Position Kit	6.00	$5,525.00	$5,525.00	$33,150.00
	Includes: laptop, pelican case, Usb headset and mouse.					
	5 Years Support					
	P-TCH MON 24in	Touch Monitor 24"	34.00	$483.00	$483.00	$16,422.00
	SL-GUARDPOSLIC	Guardian Call Taker Position License	34.00	$10,250.00	$10,250.00	$348,500.00
	SL-BUPGUARDPOSLIC	Guardian Backup Call Taker Pos License	6.00	$5,250.00	$5,250.00	$31,500.00
	P-IRR	Dual IRR Recording Software License	40.00	$712.00	$712.00	$28,480.00
	IRR will only work if computer is on the Guardian local network.					
	SL-MAPSTDPOS	Guardian Map Software License - Per Pos	34.00	$4,000.00	$4,000.00	$136,000.00
	P-PAC II	Position Audio Controller II w/ Jack Box	40.00	$2,290.00	$2,290.00	$91,600.00
	P-SUPV_JACK	Supplemental / Supervisor Jack Box	40.00	$432.00	$432.00	$17,280.00
	P-KYPADU6	Keypad - 24 Button 6' Cable W/10' ext	40.00	$109.00	$109.00	$4,360.00
	P-DOCK	Dock Station Mobile Laptop	6.00	$406.00	$406.00	$2,436.00
	SL-MAPSTDPOS-BU	Guardian Map Backup Soft Lic - Per Pos	6.00	$2,000.00	$2,000.00	$12,000.00
	SL-GuardSMS-POS-1Y	Annual Text-from-911 Per Pos	40.00	$150.00	$150.00	$6,000.00
	Annual Messenger Text-from-911 only, per position					
					Line 3 price	**$830,680.00**
Upgrade			**Quantity**	**List**	**Unit**	**Extended**
Line	**Item**			**Price**	**Price**	**Price**
4	**S-Professional Services-v2**	**RapidSOS**				
	SV-RSALI Setup	One time Set-up fee per PSAP	2.00	$950.00	$950.00	$1,900.00
	Includes adding the supplemental device-based location information to the ALI record within Guardian, adding location to Guardian Map (if applicable), and configuring the web interface to Rapid Portal, at the time of setup. Any other data format changes would be deemed outside of the scope of this work and will require a custom quote.					
					Line 4 price	**$1,900.00**
MIS Solution			**Quantity**	**List**	**Unit**	**Extended**
Line	**Item**			**Price**	**Price**	**Price**
5	**S-MISv4**	**Guardian Insights MIS Solution**				
	SL-Insight MIS-CV500-1M	Yearly / PSAP For Population 500K-1M	1.00	$5,460.00	$5,460.00	$5,460.00
	SL-Insight MIS-PSAP	MIS Per PSAP Implementation one time fee	2.00	$1,200.00	$1,200.00	$2,400.00
					Line 5 price	**$7,860.00**
6	**S-Training-v4**	**Training Offering**				
	TR-Insight MIS-R	Remote Training Max 6 Seats 1 Day	1.00	$1,950.00	$1,950.00	$1,950.00
					MIS Solution sub-total:	**$9,810.00**
Spares			**Quantity**	**List**	**Unit**	**Extended**
Line	**Item**			**Price**	**Price**	**Price**
7	**S-Spare-v4**	**Spare parts**				
	P-SUP POS-5YS+	Superior Position PC	2.00	$3,028.00	$2,664.00	$5,328.00
	Includes 5 year Support					
	P-MONITOR 24in	Standard Monitor 24"	2.00	$294.00	$258.00	$516.00
	P-PAC II	Position Audio Controller II w/ Jack Box	2.00	$2,290.00	$2,290.00	$4,580.00
	Re-using:					
	2 x IRR					
	2 x Guardian Position License					
	2 x MIS Position License					
					Line 7 price	**$10,424.00**
Professional Services			**Quantity**	**List**	**Unit**	**Extended**
Line	**Item**			**Price**	**Price**	**Price**

8	**S-Installation-v4**	**Installation Services Offering**				
	SV-InstDaily	Installation Services - Daily Rate	40.00	$1,300.00	$1,300.00	$52,000.00
	SV-InstMatl	Installation Material	34.00	$250.00	$250.00	$8,500.00
	SV-SGIS-DA	Analysis and Provisionning of MAP Data	1.00	$6,300.00	$6,300.00	$6,300.00
	Provisioning of GIS data for initial Guardian map install. Basic package, limit of 10 layers, 3 basemaps					
	SV-T&LSubD	Travel and Living Expenses - Daily	40.00	$255.00	$255.00	$10,200.00
	SV-ServerSetup	Server Configuration Update	2.00	$900.00	$900.00	$1,800.00
	Import existing Database and tune existing configuration for usability with newer servers and Operating system. Load updated config onto new servers.					
	SV-PositionSetup	Position Configuration Update	5.00	$600.00	$600.00	$3,000.00
	Tune existing PC configuration and import for usability with Newer PC and Operating system. Load updated config onto new PC.					
	SV-SiteAudit	System Refresh Audit	1.00	$12,900.00	$12,900.00	$12,900.00
	System technical audit: *- Audit coordination* *- Assess system design, connectivity, user interface usage, call flow and site conditions* *- Review system changes from original to determine changes required for new updated configuration manual* *- Review, determine and produce system upgrade plan based on current configuration*					
					Line 8 price	**$94,700.00**
9	**S-Professional Services-v2**	**Professional Services offering**				
	SV-PMDaily	Project Management - Daily Rate	15.00	$1,150.00	$1,150.00	$17,250.00
					Professional Services sub-total:	**$111,950.00**

Managed Services			**Quantity**	**List Price**	**Unit Price**	**Extended Price**
Line	**Item**					
10	**S-Managed Services-v2**	**Managed Services Offering**				
	SV-ARM_Guardian-1Y	Active Remote Monitoring / Pos - 1 Year	34.00	$430.00	$430.00	$14,620.00
	SV-ARM-Guardian-BU	Act. Remote Monitoring/ BU Pos - 1 Year	6.00	$215.00	$215.00	$1,290.00
	SV-MNGDSERV-Setup	Managed Services - Setup	1.00	$3,547.00	$3,547.00	$3,547.00
	SV-MNGDSER-SETUP-AP	Managed Services - Setup/ PSAP	2.00	$432.00	$432.00	$864.00
					Line 10 price	**$20,321.00**

Training			**Quantity**	**List Price**	**Unit Price**	**Extended Price**
Line	**Item**					
11	**S-TRAINING-v4**	**Training Offering**				
	TR-TrainAdmin	Admin Training - 4 Students - 1 Day	1.00	$1,200.00	$1,200.00	$1,200.00
	TR-TrainCallTaker	Call-Taker Course - 6 Students - 1/2 Day	20.00	$600.00	$600.00	$12,000.00
	TR-T&LTrainSubD	Travel and Living Expenses - Daily	10.00	$255.00	$255.00	$2,550.00
	TR-Guardian MAP-RM	Remote Guardian MAP - 1/2 Day	1.00	$606.00	$606.00	$606.00
					Line 11 price	**$16,356.00**

Warranty/Maintenance			**Quantity**	**List Price**	**Unit Price**	**Extended Price**
Line	**Item**					
12	**S-MAINTENANCE-V3**	**Maintenance and Support Offering**				
	MT-Warranty	Guardian First Year HW Warranty	1.00		$0.00	$0.00
	The Guardian first year warranty covers all Hardware for the first year.					
	MT-SSGUARD-01	Position Software Support - Year 1	40.00	$1,300.00	$1,300.00	$52,000.00
	MT-MAPSTDPOS	Map Software Support / Position - 1 Year	40.00	$502.00	$502.00	$20,080.00
	For Guardian Mapping Standard Solution. Doesn't include GIS data updates. GIS data Updates need to be purchased separately.					
					Line 12 price	**$72,080.00**

Shipping			**Quantity**	**List Price**	**Unit Price**	**Extended Price**
Line	**Item**					
13	**SV-INSHPNG**	**Internal Shipping Within Customer Site**	1.00		$9,065.00	**$9,065.00**
	Movement of goods within customer site(s) (ie to installation rooms) *Disposal of packaging is NOT included. Customer is responsible for packaging*					

disposal.

Please send PO to CST-POCST@comtech.com

Sale Amount: **$1,245,648.00**

Total Amount: **$1,245,648.00**

Options

Options are not required and made available only for your review and consideration. Any desired options must be added into the quote via the quote revision request process due to associated services time and applicable hardware support.

Item			List Price	Unit Price	Extended Price
PSAP 1					
P-DP HANDSET_6W	Dual Prong Handset - 6 Wires	34.00	126.75	127.00	4,318.00
P-DP HANDSET_6W NC	2 Prong Noise Cancel Handset - 6 Wires	34.00	152.00	152.00	5,168.00
P-DP HDSET MN-P	Dual Prong Mono Headset w/PTT	34.00	365.63	366.00	12,444.00
P-DP HDSET ST-P	Dual Prong Binaural Headset w/PTT	34.00	438.75	439.00	14,926.00
P-KYPAD6-48KEY	Keypad- 48 Buttons, 6' Cable w/ 10' ext	40.00	169.00	169.00	6,760.00
P-POS-LGTrev3	Position Status Light 4x LED Desk Mount	34.00	881.00	881.00	29,954.00
P-POS-LGTrev3 RA	Position Status Light 4x LED Wall Mount	34.00	881.00	881.00	29,954.00
P-PP24Key	Genovation Keypad pre-printed 24 Keys	40.00	60.00	60.00	2,400.00
P-UPS-TW-900	900VA UPS for Guardian Workstation	34.00	203.13	203.00	6,902.00
Guardian Mapping Sync Solution					
P-GISSYNCSRV	GIS Sync server	2.00	7,062.25	7,062.00	14,124.00
Includes 5 years Support					
SL-MAPSYNCPOS	Guardian Map Sync Software Lic - Per Pos	45.00	265.00	265.00	11,925.00
MT-MAPSYNCPOS	Map Sync Software Support Per Pos 1 Year	40.00	24.00	24.00	960.00
For Guardian Mapping Sync Solution Software					
MT-MAPSYNCPOS-05	Map Sync Software Support Per Pos 5 Year	40.00	102.00	102.00	4,080.00
Services					
SV-TIER1	Tier 1 Services For 5 Years	1.00	0.00	275,000.00	275,000.00
SV-TIER1	Tier 1 Services For Year 1	1.00	0.00	55,000.00	55,000.00
Managed Services- Year 2					
SV-ARM_Guardian-1Y	Active Remote Monitoring / Pos - 1 Year	34.00	430.00	430.00	14,620.00
SV-ARM-Guardian-BU	Act. Remote Monitoring/ BU Pos - 1 Year	6.00	215.00	215.00	1,290.00
Managed Services- Year 3					
SV-ARM_Guardian-1Y	Active Remote Monitoring / Pos - 1 Year	34.00	430.00	430.00	14,620.00
SV-ARM-Guardian-BU	Act. Remote Monitoring/ BU Pos - 1 Year	6.00	215.00	215.00	1,290.00
Managed Services- Year 4					
SV-ARM_Guardian-1Y	Active Remote Monitoring / Pos - 1 Year	34.00	430.00	430.00	14,620.00
SV-ARM-Guardian-BU	Act. Remote Monitoring/ BU Pos - 1 Year	6.00	215.00	215.00	1,290.00
Managed Services- Year 5					
SV-ARM_Guardian-1Y	Active Remote Monitoring / Pos - 1 Year	34.00	430.00	430.00	14,620.00
SV-ARM-Guardian-BU	Act. Remote Monitoring/ BU Pos - 1 Year	6.00	215.00	215.00	1,290.00
Managed Services- 5 Years Upfront Payment					
SV-ARM-Guardian-5Y	Act. Remote Monitoring Per Pos - 5 Years	34.00	1,720.00	1,720.00	58,480.00
SV-ARM-Guardian-B5	Act. Remote Monitoring/ BU Pos - 5 Years	6.00	860.00	860.00	5,160.00
Warranty/Maintenance- Year 2					
SL-Insight MIS-CV500-1M	Yearly / PSAP For Population 500K-1M	1.00	5,460.00	5,460.00	5,460.00
SL-GuardSMS-POS-1Y	Annual Text-from-911 Per Pos	40.00	150.00	150.00	6,000.00

Annual Messenger Text-from-911 only, per position					
MT-SSGUARD-01	Position Software Support - Year 2	40.00	1,300.00	1,300.00	52,000.00
MT-MAPSTDPOS	Map Software Support / Position - 1 Year	40.00	502.00	502.00	20,080.00
For Guardian Mapping Standard Solution. Doesn't include GIS data updates. GIS data Updates need to be purchased separately.					
MT-HSGUARD-02	Guardian Hardware Support - Year 2	1.00	0.00	9,623.91	9,623.91
The Guardian hardware support program covers all hardware purchased from Solacom with the following exceptions: 1. Computers and servers are excluded, and are covered under manufacturer support for up to five (5) years. 2. Monitors, keyboards and mouse devices purchased with the initial computer order will carry the same support purchased for the associated computer or server. 3. UPS, Individually purchased; Keyboards, mouse devices, headsets, and handsets are covered under the initial one (1) year warranty and are not eligible for extended support.					
Warranty/Maintenance- Year 3					
SL-Insight MIS-CV500-1M	Yearly / PSAP For Population 500K-1M	1.00	5,460.00	5,460.00	5,460.00
SL-GuardSMS-POS-1Y	Annual Text-from-911 Per Pos	40.00	150.00	150.00	6,000.00
Annual Messenger Text-from-911 only, per position					
MT-SSGUARD-01	Position Software Support - Year 3	40.00	1,300.00	1,300.00	52,000.00
MT-MAPSTDPOS	Map Software Support / Position - 1 Year	40.00	502.00	502.00	20,080.00
For Guardian Mapping Standard Solution. Doesn't include GIS data updates. GIS data Updates need to be purchased separately.					
MT-HSGUARD-03	Guardian Hardware Support - Year 3	1.00	0.00	10,105.11	10,105.11
The Guardian hardware support program covers all hardware purchased from Solacom with the following exceptions: 1. Computers and servers are excluded, and are covered under manufacturer support for up to five (5) years. 2. Monitors, keyboards and mouse devices purchased with the initial computer order will carry the same support purchased for the associated computer or server. 3. UPS, Individually purchased; Keyboards, mouse devices, headsets, and handsets are covered under the initial one (1) year warranty and are not eligible for extended support.					
Warranty/Maintenance- Year 4					
SL-Insight MIS-CV500-1M	Yearly / PSAP For Population 500K-1M	1.00	5,460.00	5,460.00	5,460.00
SL-GuardSMS-POS-1Y	Annual Text-from-911 Per Pos	40.00	150.00	150.00	6,000.00
Annual Messenger Text-from-911 only, per position					
MT-SSGUARD-01	Position Software Support - Year 4	40.00	1,300.00	1,300.00	52,000.00
MT-MAPSTDPOS	Map Software Support / Position - 1 Year	40.00	502.00	502.00	20,080.00
For Guardian Mapping Standard Solution. Doesn't include GIS data updates. GIS data Updates need to be purchased separately.					
MT-HSGUARD-04	Guardian Hardware Support - Year 4	1.00	0.00	10,610.36	10,610.36
The Guardian hardware support program covers all hardware purchased from Solacom with the following exceptions: 1. Computers and servers are excluded, and are covered under manufacturer support for up to five (5) years. 2. Monitors, keyboards and mouse devices purchased with the initial computer order will carry the same support purchased for the associated computer or server. 3. UPS, Individually purchased; Keyboards, mouse devices, headsets, and handsets are covered under the initial one (1) year warranty and are not eligible for extended support.					
Warranty/Maintenance- Year 5					
SL-Insight MIS-CV500-1M	Yearly / PSAP For Population 500K-1M	1.00	5,460.00	5,460.00	5,460.00
SL-GuardSMS-POS-1Y	Annual Text-from-911 Per Pos	40.00	150.00	150.00	6,000.00
Annual Messenger Text-from-911 only, per position					
MT-SSGUARD-01	Position Software Support - Year 5	40.00	1,300.00	1,300.00	52,000.00
MT-MAPSTDPOS	Map Software Support / Position - 1 Year	40.00	502.00	502.00	20,080.00
For Guardian Mapping Standard Solution. Doesn't include GIS data updates. GIS data Updates need to be purchased separately.					
MT-HSGUARD-05	Guardian Hardware Support - Year 5	1.00	0.00	11,140.88	11,140.88
The Guardian hardware support program covers all hardware purchased from					

Solacom with the following exceptions: 1. Computers and servers are excluded, and are covered under manufacturer support for up to five (5) years. 2. Monitors, keyboards and mouse devices purchased with the initial computer order will carry the same support purchased for the associated computer or server. 3. UPS, Individually purchased; Keyboards, mouse devices, headsets, and handsets are covered under the initial one (1) year warranty and are not eligible for extended support.

Warranty/Maintenance- 5 Years Upfront Payment

MT-HSGUARD-0205	Hardware Support - Years 2 through 5	1.00	0.00	36,662.52	36,662.52
The Guardian hardware support program covers all hardware purchased from Solacom with the following exceptions: 1. Computers and servers are excluded, and are covered under manufacturer support for up to five (5) years. 2. Monitors, keyboards and mouse devices purchased with the initial computer order will carry the same support purchased for the associated computer or server. 3. UPS, Individually purchased; Keyboards, mouse devices, headsets, and handsets are covered under the initial one (1) year warranty and are not eligible for extended support.					
SL-Insight MIS-CV500-1M	5-Year / PSAP For Population 500K-1M	5.00	5,460.00	5,460.00	27,300.00
SL-GuardSMS-POS 26+ -5Y	5 years Text-from-911 Per Pos	40.00	540.00	540.00	21,600.00
Annual Messenger Text-from-911 only, per position					
MT-SSGUARD-05	Position Software Support - Years 1 to 5	40.00	4,680.00	4,680.00	187,200.00
MT-MAPSTDPOS-05	Map Software Support / Position - 5 Year	40.00	2,133.50	2,133.50	85,340.00
For Guardian Mapping Standard Solution. Doesn't include GIS data updates. GIS data Updates need to be purchased separately.					
SL-GuardSMS-POS 1-10-5Y	5 years Text-from-911 Per Pos	5.00	670.00	670.00	3,350.00
Annual Messenger Text-from-911 only, per position					

Solacom Call Taker Computer Specifications.

Subject to Revision or Modification on all Expired Quotes.

Features	STANDARD	ENHANCED	SUPERIOR
PC Type	Yes	Yes	No
Workstation	No	No	Yes
Processor	i3	i3	Intel Xeon
RAM	8 GB	8 GB	8 GB
PCIe Slots	2	2	6
Sound Card	1	1	1
Graphic Card	On-board	1	2
Monitor Supported	2	2	6
Monitor Cables Provided	No	1 HDMI to HDMI 1 DVI to DP	No
Adapters Provided	No	No	6 mDP to DP
NIC Teaming	Optional	No	Optional
Guardian Map	No	Yes	Yes
3rd Party Software Cohabitation	No	Certified 3rd Party Map	Certified 3rd Party Map Certified CAD
Physical Size (HeightxLengthxDepth)	11.5 x 3.7 x 11.4"	11.5 x 3.7 x 11.4"	16.3 x 6.8 x 22"

When a Solacom solution configuration includes a FortiGate edge device, it has been included for the known interfaces at the time of implementation. If interface requirements change in the future, including but not limited to, the ESInet using IPv6, SIP over TLS (Secure SIP), SRTP (Secure RTP), deep packet inspection and manipulation, etc., an additional edge device(s) may be required. Additionally, if transcoding is required (i.e., from ARM or ARM-WB to G711uLaw), an additional edge device may also be required.

Comtech Solacom Technologies Inc. is a member of the nationally recognized H-GAC purchasing program under contract number: EC07-23 9-1-1 Equipment & Emergency Notification Software & Services.

Terms and conditions

1. All prices quoted in USD Dollars exclude any applicable taxes.
2. Duty and taxes not included in price.
3. Any order shall be subject to credit approval by Solacom Technologies Inc.
4. Milestones: PO, Shipping, Installation, In Operation.
5. There is a $1,500.00 minimum order requirement as applicable. Orders under $1,500.00 may include an associated administrative fee.
6. All cancellations following receipt of order are subject to a 20% restocking fee or any costs incurred prior to cancellation will be invoiced.
7. Payment terms: 50% on PO, 25% on Shipment, 15% install, 10% in operation.
8. Annual system support payment due prior to expiration of support plan.
9. Subject to Solacom Technologies standard warranty terms and conditions
10. Maintenance and support is subject to Solacom Technologies Maintenance and Support Policies

Solacom Quote: 230908-01-TM_V03

November 16, 2023 E000017898

Customer: Lake County ETSB Lake County, IL
Steven J. Winnecke, INP

Site: Steven J. Winnecke, INP
Lake County ETSB
1300 S. Gilmer Road
Volo IL 60073
USA

Phone: 815-669-5712
Fax: 847-740-2398
Note: IMPORTANT: See notes included at the bottom of this document regarding computer dimensions and other specifications.
Detail: Add PBX with 108 Phones

Prepared By	Terms	Quote Date	Expiration Date	Salesperson	Customer Currency
smacewen	Net 30 Days	Nov 16, 2023	Apr 30, 2024	SC	US Dollars

Admin Phone System Line	Item		Quantity	List Price	Unit Price	Extended Price
1	**S-UpgradePos-v4**	**Upgrade/Add-on for PSAP**				
	P-PBX-MEDIA-SRV 5YS+	PBX and Media Server	1.00	$7,373.00	$7,373.00	$7,373.00
	Includes 5 year Support					
	P-STD_IP PHONE	Standard IP Phone - Mitel 6865i	100.00	$208.00	$200.00	$20,000.00
	P-ES-HP-24GPOE	ManSwitch 24G PoE - HP	6.00	$1,780.00	$1,780.00	$10,680.00
	P-CONF_IP PHONE	Conference VoIP Phone	8.00	$957.00	$957.00	$7,656.00
					Line 1 price	**$45,709.00**

Professional Services Line	Item		Quantity	List Price	Unit Price	Extended Price
2	**S-Installation-v4**	**Installation Services Offering**				
	SV-InstDaily	Installation Services - Daily Rate	5.00	$1,300.00	$1,300.00	$6,500.00
	SV-InstRemDaily	Remote Install Services - Daily Rate	29.00	$1,300.00	$1,300.00	$37,700.00
	SV-RegionalT&L1stD	Travel and Living Expenses - First Day	1.00	$755.00	$755.00	$755.00
	SV-T&LSubD	Travel and Living Expenses - Daily	5.00	$255.00	$255.00	$1,275.00
					Line 2 price	**$46,230.00**

Warranty/Maintenance Line	Item		Quantity	List Price	Unit Price	Extended Price
3	**S-MAINTENANCE-V3**	**Maintenance and Support Offering**				
	MT-SSIPBX-01	SW Support IP-PBX - 1 Year	1.00	$103.00	$103.00	$103.00
	MT-Warranty	Guardian First Year HW Warranty	1.00		$0.00	$0.00
	The Guardian first year warranty covers all Hardware for the first year.					
					Line 3 price	**$103.00**

Shipping Line	Item		Quantity	List Price	Unit Price	Extended Price
4	**ShippingFee**	**Shipping and Handling Charges**	1.00	$1.00	$840.00	**$840.00**

Please send PO to CST-POCST@comtech.com

Sale Amount:	**$92,882.00**
Market Incentive Discount:	-10,000.00
Total Amount:	**$82,882.00**

Options

Options are not required and made available only for your review and consideration. Any desired options must be added into the quote via the quote revision request process due to associated services time and applicable hardware support.

Item			List Price	Unit Price	Extended Price
Admin Phone System					
P-ENH_IP PHONE	Enhanced IP Phone - Mitel 6869i	100.00	342.00	342.00	34,200.00
P-ENH_IPP-EM	Enhanced IP Phone Expansion Module	100.00	191.00	191.00	19,100.00
- with 36 Keys					
P-HDSET_RA	Handset Adaptor for Recording	100.00	105.63	106.00	10,600.00
Warranty/Maintenance- Year 2					
MT-SSIPBX-01	SW Support IP-PBX - 1 Year	1.00	103.00	103.00	103.00
MT-HSGUARD-02	Guardian Hardware Support - Year 2	1.00	0.00	1,408.85	1,408.85
The Guardian hardware support program covers all hardware purchased from Solacom with the following exceptions: 1. Computers and servers are excluded, and are covered under manufacturer support for up to five (5) years. 2. Monitors, keyboards and mouse devices purchased with the initial computer order will carry the same support purchased for the associated computer or server. 3. UPS, Individually purchased; Keyboards, mouse devices, headsets, and handsets are covered under the initial one (1) year warranty and are not eligible for extended support.					
Warranty/Maintenance- Year 3					
MT-SSIPBX-01	SW Support IP-PBX - 1 Year	1.00	103.00	103.00	103.00
MT-HSGUARD-03	Guardian Hardware Support - Year 3	1.00	0.00	1,479.29	1,479.29
The Guardian hardware support program covers all hardware purchased from Solacom with the following exceptions: 1. Computers and servers are excluded, and are covered under manufacturer support for up to five (5) years. 2. Monitors, keyboards and mouse devices purchased with the initial computer order will carry the same support purchased for the associated computer or server. 3. UPS, Individually purchased; Keyboards, mouse devices, headsets, and handsets are covered under the initial one (1) year warranty and are not eligible for extended support.					
Warranty/Maintenance- Year 4					
MT-SSIPBX-01	SW Support IP-PBX - 1 Year	1.00	103.00	103.00	103.00
MT-HSGUARD-04	Guardian Hardware Support - Year 4	1.00	0.00	1,553.25	1,553.25
The Guardian hardware support program covers all hardware purchased from Solacom with the following exceptions: 1. Computers and servers are excluded, and are covered under manufacturer support for up to five (5) years. 2. Monitors, keyboards and mouse devices purchased with the initial computer order will carry the same support purchased for the associated computer or server. 3. UPS, Individually purchased; Keyboards, mouse devices, headsets, and handsets are covered under the initial one (1) year warranty and are not eligible for extended support.					
Warranty/Maintenance- Year 5					
MT-SSIPBX-01	SW Support IP-PBX - 1 Year	1.00	103.00	103.00	103.00
MT-HSGUARD-05	Guardian Hardware Support - Year 5	1.00	0.00	1,630.92	1,630.92
The Guardian hardware support program covers all hardware purchased from Solacom with the following exceptions: 1. Computers and servers are excluded, and are covered under manufacturer support for up to five (5) years. 2. Monitors, keyboards and mouse devices purchased with the initial computer order will carry the same support purchased for the associated computer or server. 3. UPS, Individually purchased; Keyboards, mouse devices, headsets, and handsets are covered under the initial one (1) year warranty and are not eligible for extended support.					
Warranty/Maintenance- 5 Years Upfront Payment					
MT-SSIPBX-01	SW Support IP-PBX - 5 Years	5.00	103.00	103.00	515.00
MT-HSGUARD-0205	Hardware Support - Years 2 through 5	1.00	0.00	5,367.04	5,367.04

The Guardian hardware support program covers all hardware purchased from Solacom with the following exceptions: 1. Computers and servers are excluded, and are covered under manufacturer support for up to five (5) years. 2. Monitors, keyboards and mouse devices purchased with the initial computer order will carry the same support purchased for the associated computer or server. 3. UPS, Individually purchased; Keyboards, mouse devices, headsets, and handsets are covered under the initial one (1) year warranty and are not eligible for extended support.

Solacom Call Taker Computer Specifications.

Subject to Revision or Modification on all Expired Quotes.

Features	STANDARD	ENHANCED	SUPERIOR
PC Type	Yes	Yes	No
Workstation	No	No	Yes
Processor	i3	i3	Intel Xeon
RAM	8 GB	8 GB	8 GB
PCIe Slots	2	2	6
Sound Card	1	1	1
Graphic Card	On-board	1	2
Monitor Supported	2	2	6
Monitor Cables Provided	No	1 HDMI to HDMI 1 DVI to DP	No
Adapters Provided	No	No	6 mDP to DP
NIC Teaming	Optional	No	Optional
Guardian Map	No	Yes	Yes
3rd Party Software Cohabitation	No	Certified 3rd Party Map	Certified 3rd Party Map Certified CAD
Physical Size (HeightxLengthxDepth)	11.5 x 3.7 x 11.4"	11.5 x 3.7 x 11.4"	16.3 x 6.8 x 22"

When a Solacom solution configuration includes a FortiGate edge device, it has been included for the known interfaces at the time of implementation. If interface requirements change in the future, including but not limited to, the ESInet using IPv6, SIP over TLS (Secure SIP), SRTP (Secure RTP), deep packet inspection and manipulation, etc., an additional edge device(s) may be required. Additionally, if transcoding is required (i.e., from ARM or ARM-WB to G711uLaw), an additional edge device may also be required.

Terms and conditions

1. All prices quoted in USD Dollars exclude any applicable taxes.
2. Duty and taxes not included in price.
3. Any order shall be subject to credit approval by Solacom Technologies Inc.
4. Milestones: PO, Shipping, Installation, In Operation.
5. There is a $1,500.00 minimum order requirement as applicable. Orders under $1,500.00 may include an associated administrative fee.
6. All cancellations following receipt of order are subject to a 20% restocking fee or any costs incurred prior to cancellation will be invoiced.
7. Payment terms: 50% on PO, 25% on Shipment, 15% install, 10% in operation.
8. Annual system support payment due prior to expiration of support plan.
9. Subject to Solacom Technologies standard warranty terms and conditions
10. Maintenance and support is subject to Solacom Technologies Maintenance and Support Policies

		Price	Year 2	Year 3	Year 4	Year 5	Total for 5 years
System	$	1,245,648.00	$ 109,073.91	$ 109,555.11	$ 110,060.36	$ 110,590.88	**$ 1,684,928.26**
PBX	$	82,882.00	$ 1,511.85	$ 1,582.29	$ 1,656.25	$ 1,733.92	**$ 89,366.31**
Total	**$**	**1,328,530.00**	**$ 110,585.76**	**$ 111,137.40**	**$ 111,716.61**	**$ 112,324.80**	**$ 1,774,294.57**

Assumes both quotes are purchased concurrently.