



**COUNTY OF SPOTSYLVANIA, VIRGINIA
INVITATION FOR BID (IFB) #11-11-51
PSB E-911 CENTER PHONE SYSTEM
June 3, 2011**

Name of Soliciting Public Body:

County of Spotsylvania, Procurement Division
P.O. Box 215, 8800 Courthouse Road
Spotsylvania, VA 22553

Non-mandatory pre-bid meeting will be held **June 9, 2011 at 10:00 AM**, Spotsylvania County Marshall Center, 8800 Courthouse Road, Spotsylvania, VA 22553

Sealed Bids will be received until **June 28, 2011 at 2:00 PM** for furnishing the services described herein.

Sealed Bids are to be delivered to:

Spotsylvania County Division of Procurement
P.O. Box 215
8800 Courthouse Road, 1st Floor
Spotsylvania, VA 22553

Project:

Name: PSB E-911 Center Phone System
Description: Provide and install a new PSB E-911 Phone System for the E-911 Center located in the new Public Safety Building located at 9119 American Legion Drive, Spotsylvania, VA.

All Inquiries For Information Should Be Directed To:

Donna Beasley, CPPB, Procurement Officer I
Phone: (540)507-7586
Fax: (540) 582-6304
Email: dbeasley@spotsylvania.va.us

If you have obtained this bid document from the County's website or a source other than the County of Spotsylvania, contact the Procurement Division prior to submitting your bid to ensure that a complete up-to-date package has been received. The Procurement Division is not responsible for providing addenda if the bidder has not contacted the department as a prospective bidder.

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ATTACHMENT A - Spotsylvania County Specification for PSB E-911 Center Phone System

ATTACHMENT B – Bid Form

I. PURPOSE

Bids will be received for purchase and installation of a new PSB E-911 Center phone system in the new Public Safety Building located at 9119 American Legion Drive in Spotsylvania County. The required phone system shall be as described in the specification entitled "Spotsylvania County Specification for PSB E-911 Center Phone System", dated May 11, 2011, found as Attachment A of the IFB.

The intent of this Invitation for Bid (IFB) is to solicit bids from qualified firms and to set forth the terms and conditions whereby Spotsylvania County may contract for the services as described herein.

The successful bidder (contractor) shall perform all work as directed by the Spotsylvania County Capital Projects Management Department and the Specification; and shall provide all management, vehicles, labor, transportation fuel, insurance, personnel, and supervision and other requirements as needed to complete the project which is specified herein.

II. BASIS OF AWARD

The award of a contract resulting from this Invitation for Bid shall be based on the following criteria submitted from the lowest responsive and responsible bidder(s):

Price - The bids will be evaluated to be deemed a responsive and responsible bidder according to Spotsylvania County Procurement Policy 3-29, and contract award will be based on the grand total five year cost of Plant-CML Sentinel Patriot Next Generation Turn-Key VoIp E911 Phone System as stated on the bid form.

III. INSTRUCTIONS TO BIDDERS

- A. This competitive sealed bidding procurement shall be conducted in accordance with the Spotsylvania County Procurement Policy. The Procurement Policy is available at <http://www.spotsylvania.va.us/filestorage/2614/147/2742/207/PurchasingPolicyAugust2004.pdf>
- B. Bids may be withdrawn at any time before the bid opening. A Bidder wishing to withdraw the bid after bid opening may do so in accordance with Spotsylvania Procurement Policy Section 3-16.
- C. Bids must be made by utilizing and initializing each page of the Bid Form found as Attachment B of the IFB and signing page 1 of the bid form. In order to be considered responsive, the Bid Form must include the price and exceptions to the specifications (if any). The Bid Form (all pages) of this IFB must be completed and returned for a bidder to be considered responsive. Specifications incorporated into this IFB should be followed accordingly. The Response Statement (page three of the Bid Form) must be completed in a sufficient manner to allow for a detailed comparison of the IFB Specifications and the

bidder's proposed services to ascertain adherence to the Specification. The bidder must explain in the Response Statement any deviations from the Specifications.

- D. Questions concerning the operations and requirements of the specifications as related to the required goods and services, and questions related to this IFB and the contractor selection process should be directed to:

Donna Beasley, CPPB – Procurement Officer I
Spotsylvania County Government
Phone: (540) 507-7586
Fax: (540) 582-6304
E-Mail: dbeasley@spotsylvania.va.us

Questions may be faxed or e-mailed to Spotsylvania County. All responses to inquiries will be in writing and will be provided to all prospective Bidders who have registered with Spotsylvania County and expressed intent to bid. Questions from Bidders must be received at Spotsylvania County by **12 noon on, June 21, 2011** to ensure that the answers can be distributed and received by all registered bidders.

- E. Bidders are responsible for familiarizing themselves with the specifications of the new phone system that is contemplated to be purchased by Spotsylvania County.
- F. Late bids will not be considered and will be returned to the Bidder UNOPENED.
- G. All bids must be in a sealed envelope and clearly marked in the lower left hand corner:

Sealed Bid, Spotsylvania County IFB# 11-11-51, PSB E-911 Center Phone System
Bid Opening: **2:00 PM, June 28, 2011**
DO NOT OPEN

- H. Bids will be accepted until **2:00 PM, June 28, 2011.** Mailed bids must be sent to:

Spotsylvania County Division of Procurement
P.O. Box 215
8800 Courthouse Road
Spotsylvania, VA 22553

Bids will be opened at the Spotsylvania County Division of Procurement,
8800 Courthouse Road (the Marshall Center), Spotsylvania, VA 22553

The Bidder has the sole responsibility to have their bid received by the Spotsylvania County Division of Procurement at the above address and by the above stated time and date. **Please note that Federal Express and other overnight delivery services do not guarantee morning delivery to Spotsylvania, Virginia. Next day delivery usually arrives in mid-to-**

late afternoon. If you will be using one of these services for delivery of your bid, please take this information into consideration.

- I. All warranties shall commence from the date of Spotsylvania County's acceptance of the new phone system.

The contractor warrants that, unless otherwise specified, all materials and equipment incorporated in the work under the contract, shall be new, in first class condition, and in accordance with the contract documents. The contractor further warrants that all workmanship shall be of the highest quality and in accordance with contract documents and shall be performed by persons qualified at their respective trades. Work not conforming to these warranties shall be considered defective. This warranty of materials and workmanship is separate and independent from and in addition to any of the contractor's other guarantees or obligations in this contract.

The minimum warranty period for the new PSB E-911 Center Phone System and related accessories shall be one (1) year and shall start from the date the new phone system is accepted by Spotsylvania County.

- J. As a guideline, Spotsylvania County anticipates the following timetable for selection of a Contractor.

<u>Date</u>	<u>Activity/Event</u>
June 3, 2011	Invitation For Bid Issued
June 9, 2011	Non-mandatory Pre-bid meeting 10:00 AM
June 21, 2011	Deadline for Questions is 12:00 noon
June 28, 2011	Bids Due Prior to 2:00 p.m. Deadline
August 2011	Award Contract

- K. Failure to manually sign the bid shall disqualify it. The person signing bid shall show title or authority to bind his firm.
- L. Any quantities indicated in this IFB are for informational purposes only and are not guaranteed to be purchased.
- M. The prices quoted on the Bid Form shall be firm for 150 days. Prices shall be submitted in the unit of measurement specified on the Bid Form. No separate line item charges shall be permitted for either bidding or invoicing purposes on the items appearing on the Bid Form, which would include but are not limited to equipment rental, detention, demurrage, drop ship

charges, local freight, or any other extraneous charges. Insertion of delivery costs, disclaimers, or limitations of liability, and the like which are not expressly allowed in this IFB will be cause for rejection of the bid.

- N. All bidders shall provide a list of 3 references (customers) to which the bidder has provided services over the last 5 years similar in scope to that which is described herein. The list of references, including contact person and phone numbers, shall be provided with the bid package.
- O. Any vendor transacting business with Spotsylvania County may be asked to provide proof of registration with the State Corporation Commission (SCC), as required by Sections 13.1 or Title 50 of the Code of Virginia.

IV. CONTRACT PERFORMANCE

Provide and install a new PSB E-911 Center Phone System in the new Public Safety building located at 9119 American Legion Drive as described in the Specification. Provide training, maintenance for five (5) years, remote monitoring for five (5) years and software package.

V. SPECIFICATION

The Specification "Spotsylvania County Specification for PSB E-911 Center Phone System" dated May 11, 2011, is attached and incorporated herein to this IFB and made a part hereof as Attachment A

VI. TERMS AND CONDITIONS

A. Acceptance, Invoicing and Payment

Spotsylvania County will make payment to the Contractor, net 30 days or in accordance with discount terms, if offered, after receipt of an acceptable invoice for services or goods rendered resulting from this IFB.

Pursuant to Virginia Code § 2.2-4354, (1950, as amended), the CONTRACTOR covenants and agrees to:

- (1) Within seven (7) days after receipt of any amounts paid to the CONTRACTOR under the Agreement, (i) pay any subcontractor for its proportionate share of the total payment received from the COUNTY attributable to the work under the Contract performed by such subcontractor, or (ii) notify the COUNTY and the subcontractor, in writing, of its intention to withhold all or part of the subcontractor's payment and the reason therefore;
- (2) Provide its federal employer identification number or social security number, as applicable, before any payment is made to the CONTRACTOR under the Agreement;
- (3) Pay interest at the legal rate or such other rate as may be agreed to in writing by the subcontractor and the CONTRACTOR on all amounts owed by the CONTRACTOR that remain unpaid after seven (7) days following receipt by the

- CONTRACTOR of payment from the COUNTY for work performed by the subcontractor under the Agreement; and
- (4) Include in its contracts with any and all subcontractors the requirements of 1, 2, and 3 above.

B. Attorney's Fees

In the event of any action brought by either party against the other to enforce any of the obligations hereunder or arising out of any dispute concerning the terms and conditions hereby created, each party shall pay their own attorney's fees, costs and expenses.

C. Availability of Funds

It is understood and agreed between the parties herein that the County shall be bound hereunder only to the extent of the funds available or which may hereafter become available for the purpose of this agreement.

D. Binding Effect

The terms, provisions, covenants and conditions contained in any resulting contract shall apply to, inure to the benefit of, and be binding upon the parties hereto and upon their respective heirs, legal representatives, successors, and permitted assigns except as otherwise expressly provided.

E. Compliance of Law

The Contractor providing materials and services to the County under any contract resulting from this IFB represents and warrants to the County that it is:

- (1) Conforming to the provisions of the Civil Rights Act of 1964, as amended, the Virginia Fair Employment Contracting Act of 1975, as amended, and the Virginia Human Rights Act, as amended, where applicable.
- (2) Not employing illegal alien workers or otherwise violating the provisions of the Immigration Reform and Control Act of 1986; and Virginia Code § 2.2-4311.1.
- (3) Complying with federal, state and local laws and regulation applicable to the performance of the services procured; and
- (4) In full compliance with the Virginia Conflict of Interest Act.

F. Contract Award

Spotsylvania County reserves the right to accept or reject any and/or all bids, and to waive informalities. Spotsylvania County reserves the right to award any contract resulting from this IFB to the lowest priced responsive and responsible bidder, resulting in a contract that is most advantageous and in the best interest of Spotsylvania County. Spotsylvania County shall be the sole judge of the bids and the resulting contract that best serves the public interest, and Spotsylvania County's decision shall be final.

Negotiation with the Lowest Bidder: Unless all bids are cancelled or rejected, the County reserves the right granted by Virginia Code § 2.2-4318 to negotiate with the lowest responsive, responsible bidder to obtain a contract price within the funds available to the agency whenever such low bid exceeds the agency's available funds. For the purpose of determining when such negotiations may take place, the term "available funds" shall mean those funds which were budgeted by the agency for this contract prior to the issuance of the written Invitation for Bids. Negotiations with the low bidder may include both modifications of the bid price and the Scope of Work/Specifications to be performed. The agency shall initiate such negotiations by notice to the lowest responsive, responsible bidder that its bid exceeds the available funds and that the agency wishes to negotiate a lower contract price. The times, places, and manner of negotiating shall be agreed to by the agency and the lowest responsive, responsible bidder.

G. Contract Changes

No verbal agreement or conversation with any officer, agent or employee of Spotsylvania County either before or after execution of the contract resulting from this Invitation for Bid (IFB), IFB Addendum or follow-on negotiations, shall effect or modify any of the terms or obligations contained in the contract. No alterations to the terms and conditions of the contract shall be valid or binding upon Spotsylvania County unless made in writing and where Board approval is not required, by the county Administrator or his designee.

H. Contract Documents

The contract entered into by Spotsylvania County and the Contractor shall consist of this Invitation For Bid, the Specification, any Addendum issued, the signed Bid Forms submitted by the Contractor, Spotsylvania County's Standard Form Agreement, Purchase Order and any approved change orders issued, all of which shall be referred to collectively as the Contract Documents. Additional documents which the parties agree to include as contract documents may be set forth in the final contract.

I. Cooperative Procurement

- (1) This procurement is being conducted on behalf of Spotsylvania County, Virginia and other public bodies in accordance with the provisions of §2.2-4304 of the Virginia Public Procurement Act.
- (2) If approved by the Contractor, the contract resulting from this procurement may be used by other public bodies to purchase at contract prices and in accordance with the contract terms. The Contractor shall deal directly with any public body it approves to use the contract. Failure to extend a contract to another public body will have no effect on consideration of Contractor's bid/proposal.
- (3) With the approval of the Contractor, any public body using the resultant contract has the option of executing a separate contract with the Contractor to add terms and conditions required by statute, ordinances, or regulations, or to remove terms and conditions which conflict with its governing statutes, ordinances, or regulations.

- (4) The County of Spotsylvania, its officials and staff are not responsible for placement of orders, invoicing, payments, contractual disputes, or any other transactions between the Contractor and any other public bodies, and in no event shall the County, its officials or staff be responsible for any costs, damages or injury resulting to any party from use of a Spotsylvania County contract. If, when preparing such a contract, the additional terms and conditions of a public body seeking to purchase pursuant to cooperative procurement are unacceptable to the Contractor, the Contractor may withdraw its consent to extension of the contract to that particular public body.
- (5) Spotsylvania County assumes no responsibility for any notification of the availability of the contract for use by other public bodies, but the Contractor may carry out such notification.

J. Definitions:

- (1) Contractor:
The successful bidder who enters into a contract with Spotsylvania County to provide the goods or services as specified herein.
- (2) County:
Wherever the word "County" appears, it shall be understood to mean the Spotsylvania County Government.
3. Bidder:
One who submits a competitively priced offer in response to an Invitation for Bids (IFB).
4. Informality:
A minor defect of variation in a bid or proposal from the exact requirements of the Invitation to Bid, or the Request for Proposal, which does not affect the price, quality, quantity or delivery schedule for the goods, services or construction being procured.

K. Drug-Free Workplace

During the performance of this contract, the Contractor agrees to (i) provide a drug-free workplace for the Contractor's employees; (ii) post in conspicuous places, available to employees and applicants for employment, a statement notifying employees that the unlawful manufacture, sale, distribution, dispensation, possession, or use of a controlled substance or marijuana is prohibited in the Contractor's workplace and specifying the actions that will be taken against employees for violations of such prohibition; (iii) state in all solicitations or advertisements for employees placed by or on behalf of the contractor that the contractor maintains a drug-free workplace; and (iv) include the provisions of the foregoing clauses in every subcontract or purchase order of over \$10,000, so that the provisions will be binding upon each subcontractor or vendor.

For the purposes of this section, "drug-free workplace" means any site at which the performance of

work is done in connection with this contract awarded to the Contractor, the employees of whom are prohibited from engaging in the unlawful manufacture, sale, distribution, dispensation, possession or use of any controlled substance or marijuana during the performance of the contract.

L. Ethics in Public Contracting

The Contractor hereby certifies that it has familiarized itself with Article 6 of Title 2.2 of the Virginia Public Procurement Act, Section 2.2-4367 through 2.2-4377, Virginia Code Annotated, and that all amounts received by it, pursuant to a Contract resulting from this IFB, are proper and in accordance herewith. By submitting a response to this solicitation, bidder certifies that their bid is made without collusion or fraud that they have not offered or received any kickbacks or inducements from any other bidder, supplier, manufacturer or subcontractor in connection with their bid, and that they have not conferred on any public employee having official responsibility for this procurement transaction any payment, loan, subscription, advance, deposit of money, services or anything of more than nominal value, present or promised, unless consideration of substantially equal or greater value was exchanged.

M. Examination of Records

The Contractor agrees that Spotsylvania County or any duly authorized representative shall have access to and the right to examine any and copy any directly pertinent books, documents, papers and records of the Contractor involving transactions related to any Contract resulting from this RFP. The period of access provided in this paragraph for records, books, documents, and papers and software which may be related to any arbitration, litigation, or the settlement of claims arising out of the performance of any subsequent contract or any subsequent Contracts with vendors shall continue until disposition of any appeals, arbitration, litigation, or claims. Contractors agrees to keep all records in accordance with the state and local retention laws including but not limited to Virginia Code § 55-525.27.

N. Faith-Based Organizations

Pursuant to Section 2.2-4343.1 of the Code of Virginia of 1950, in all invitations to bid, requests for proposals, contracts, and purchase orders, the COUNTY does not discriminate against faith-based organizations.

“Faith-based Organization” means a religious organization that is or applies to be a contractor to provide goods or services for programs funded by the block grant provided pursuant to the Personal Responsibility and Work Opportunity Reconciliation Act of 1996, P.L. 104-193.

If CONTRACTOR is a faith-based organization, then Contractor shall give to each individual who applies for or receives goods, services, or disbursements provided pursuant to this Agreement the following notice:

NOTICE

Pursuant to Section 2.2-4343.1 of the Code of Virginia of 1950, as an applicant for or recipient of goods, services, or disbursements provided pursuant to a contract between the COUNTY and a faith-

based organization, you are hereby notified as follows:

Neither the COUNTY'S selection of a charitable or faith-based provider of services nor the expenditure of funds under this contract is an endorsement of the provider's charitable or religious character, practices, or expression. No provider of services may discriminate against you on the basis of religion, a religious belief, or your refusal to actively participate in a religious practice. If you object to a particular provider because of its religious character, you may request assignment to a different provider. If you believe that your rights have been violated, please discuss the complaint with your provider or notify the COUNTY Administrator.

O. Federal-Aid Provisions

When the U. S. government pays all or any portion of the cost of a project, the Contractor shall observe all federal laws, rules, and regulations made pursuant to such laws. The work shall be subject to inspection by the appropriate federal agency. Such inspection shall in no sense make the federal government a party of the contract and will in no way interfere with the rights of either party. Contractor shall require all subcontractors to observe all federal laws, rules, and regulations made pursuant to such laws. Reporting requirements that is part of the regulation shall be followed in accordance with the federal law, rules and/or regulation made pursuant to such laws. A Duns number will be provided by the Contractor and registration with the Central Contractor Registration (CCR) shall be followed according to the federal aid provisions.

P. Force Majeure

In any contract resulting from this IFB, neither party shall be liable hereunder by reason of any failure or delay in the performance of its obligations hereunder (except for the payment of money) on account of strikes, industry wide material shortages, riots, insurrection, fires, flood, storm, explosions, earthquakes, pandemic flu, acts of God, war, governmental action, and labor conditions. In the case of an industry wide material shortage the Contractors shall provide to the County within 24 hours of Contractor's determination that there exists an industry wide material shortage, the following: 1) a written description of the specific material alleged to be in short supply; 2) a written list of all manufacturers, wholesalers, suppliers and/or retailers from which Contractor has attempted to obtain, and/or contracted to obtain, said material; 3) a written description detailing all actions taken by Contractor to obtain said materials; 4) a written statement, signed by an authorized representative of Contractor, that Contractor has used due diligence to secure said materials in the most expeditious manner; 5) a written time frame in which Contractor anticipates that it will obtain said materials and; 6) the County, or its authorized representative, concurs that there is an industry wide shortage of the specific material so identified by contractor.

Q. Freedom of Information

All information submitted to the County in response to this IFB will constitute public information and pursuant to the Virginia Freedom of Information Act will be available to the public for inspection upon request. Pursuant to Virginia Code § 2.2-4342 and County Procurement Policy § 3-27, a Bidder/Offeror may request an exception to disclosure for trade secrets or proprietary information as such is defined under Virginia Code § 59.1-336, part of the Uniform Trade Secrets

Act. In order to claim this exemption, a Bidder/Offeror must: (1) Submit a request in writing referencing their desire to invoke the protections of Virginia Code § 2.2-4342; (2) Specifically identify which data or materials they wish to have protected; and (3) Articulate the rationale for why protection is necessary for the particular data or materials, to the satisfaction of the County. Failure to meet these requirements will result in the data or materials being open for inspection in response to a valid inquiry under the Virginia Freedom of Information Act and serve to waive any right of the Bidder/Offeror to assert a claim against the County for disclosure of trade secrets or proprietary information.

R. Governing Law

In any contract resulting from this IFB, the parties agree that this agreement is governed by and shall be interpreted in accordance with the Spotsylvania County Procurement Policy and the laws of the Commonwealth of Virginia, including the Spotsylvania County Procurement Policy, and that proper venue, in the event of litigation concerning this matter, shall be in the Circuit Court of Spotsylvania County, Virginia. The parties agree that any litigation involving this Agreement shall be brought only in such court.

S. Grant Funds Provision

When a project is funded in part or all by grant funds, the Contractor shall observe all rules and regulations according to the grant fund award documentation. Contractor has the responsibility to comply with all grant fund reporting requirements and any or all award documentation terms and conditions.

T. Headings

Headings in the IFB and any resulting contract are informational only and the substance of each numbered or lettered provision shall prevail in the event of any ambiguity or inconsistency between a heading and its content.

U. IFB and Bid Clarification

Spotsylvania County reserves the right to request clarification of information submitted and to request additional information of one or more bidders. Each bidder shall examine the IFB and shall judge all matters relating to the adequacy and accuracy of such IFB. Any inquiries, suggestions or requests concerning interpretation, clarification or additional information pertaining to the IFB shall be submitted in writing to the Spotsylvania County Procurement Manager or Procurement Officer I or II. Spotsylvania County shall not be responsible for oral interpretations given by an employee, representative, agent, or others. The issuance of a written IFB Addendum signed by the Spotsylvania County Procurement Manager or Procurement Officer I or II is the only official method whereby interpretation, clarification, or additional information can be issued. If any Addenda are issued to this IFB, Spotsylvania County will notify all prospective bidders who have given Spotsylvania County written notice of their intent to bid.

V. Insurance

During the performance of any contract resulting from this IFB, the Contractor shall have and keep current insurance whichever is greater in scope or amount as follows:

- (1) Worker's Compensation Insurance in compliance with all states in which the Contractor does business, including coverage B Employer's Liability in not less than the following amounts:
 - a. i Bodily Injury by accident, \$100,000 for each accident;
 - b. ii Bodily Injury by disease, \$500,000 policy limit;
 - c. iii Bodily Injury by disease, \$100,000 for each employee;
- (2) General Liability Insurance in amount not less than \$1,000,000 for any occurrence involving bodily injury, and not less than \$1,000,000 for any occurrence involving property damage. This coverage shall include contractual liability, broad form property damage, independent contractors, and personal injury;
- (3) Automobile Liability Insurance in an amount not less than \$500,000 combined single limit bodily injury and property damage. This coverage shall include liability for the use of hired and non-owned vehicle.

The insurance policies specified herein shall name Spotsylvania County as additional insured with regard to work performed under any contract resulting from this IFB. The Contractor shall provide Spotsylvania County with copies of certificates of insurance coverage and proof of payment of all premiums. These certificates shall have provisions for notifying Spotsylvania County if there is any change in liability insurance.

The insurance required shall have been issued by a company rated "A" as reported in the current edition of Best's Key Rating Guide, published by Alfred M. Best Company, Inc.

W. Interpretation

Words of any gender used in a resulting contract shall be held and construed to include any other gender, and words in the singular number shall be held to include the plural, and vice versa, unless the context otherwise requires.

X. Non-Collusion

The party making the foregoing proposal hereby certifies that such proposal is genuine and not collusive or sham; that said offeror has not colluded, conspired, connived or agreed, directly or indirectly, with any offeror or person, to put in a sham proposal or to refrain from offering, and has not in any manner, directly or indirectly, sought by agreement or collusion, or communication or conference, with any person to fix the proposal price or affiant or of any proposal, or to fix any

overhead, profit or cost element of said proposal price, or of that of any other offeror, or to secure any advantage against the County or any person interested in the proposed contract; and that all statements in said proposal are true.

Y. Non-Discrimination

Any contract resulting from this IFB and every contract, sub-contract, or purchase order there under shall include the following provisions according to 2.2-4311 Code of Virginia:

During the performance of a contract, the Contractor agrees as follows:

- i. The contractor will not discriminate against any employee or applicant for employment because of race, religion, color, sex, age, or national origin, except where religion, sex or national origin is a bona fide occupational qualification reasonably necessary to the normal operation of the Contractor. The Contractor agrees to post in conspicuous places, available to employees and applicant for employment, notices setting forth non-discrimination clause.
- ii. The Contractor, in all solicitations or advertisements for employees placed by or on behalf of the Contractor, will state that such contractor is an equal opportunity employer.
- iii. Notices, advertisements, and solicitations placed in accordance with federal law, rule or regulation shall be deemed sufficient for the purpose of meeting the requirement.

The Contractor will include the provisions in the foregoing paragraphs a, b, and c in every contract, subcontract, or purchase order of over \$10,000, so that the provisions will be binding upon each subcontractor or vendor associated with Spotsylvania County.

Z. Partial Invalidity

In the event any one or more of the provisions of a contract resulting from this IFB are found by a court of competent jurisdiction to be invalid or unenforceable, the remaining provisions of the contract shall remain in full force and effect.

AA. Release and Ownership of Information

Spotsylvania County shall make a good faith effort to identify and make available to the Contractor all non-confidential technical and administrative data in Spotsylvania County's possession which Spotsylvania County may lawfully release including, but not limited to contract specifications, drawings, correspondence, and other information specified and required by the Contractor and relating to its work under this Contract. Spotsylvania County reserves its rights of ownership to all material given to the Contractor by Spotsylvania County and to all background information, documents, and computer software and documentation developed by the Contractor in performing any Contract resulting from this IFB.

No reports, information or data given to or prepared by the Contractor under the resulting Contract

shall be made available to any individual or organization by the Contractor without the prior written approval of Spotsylvania County, which approval Spotsylvania County shall be under no obligation to grant.

As may be allowed by law, any information, ideas, or concepts that the County receives during the procurement process from any offeror's written proposal, any discussion or interview with the offeror or as a result of any portion of the procurement process for the services described in this Request for Proposal shall become the property of Spotsylvania County. Spotsylvania County may use this information for any purpose without compensation to the offeror from whom the information was received.

BB. Rights and Responsibilities of Contractor

The Contractor shall indemnify, defend and hold harmless the County and its representatives from any and all claims, suits and actions for injury or damage sustained by any person or property from any act or omission by Contractor and/or its Contractors or employees, or anyone else for who Contractor is or may be responsible. This section shall survive the termination this agreement.

The Contractor in any contract resulting from this IFB shall pay all royalties and license fees necessary for performance of the contract. The Contractor shall defend all suits or claims for infringement of any patent rights or any other proprietary rights arising from or related to performance of the resulting contract and shall save Spotsylvania County harmless from any and all loss, including reasonable attorneys' fees, on account thereof.

CC. Subcontractor and Assignments

The Contractor shall not sublet or assign or transfer any interest in this Contract or any portion thereof without the prior written consent of Spotsylvania County of which Spotsylvania County shall be under no obligation to grant. In seeking consent for any subcontract or assignment, the Contractor shall furnish all information required by Spotsylvania County to permit Spotsylvania County to ascertain the qualifications of the proposed Subcontractor to perform the work, and the Contractor shall submit a copy of the subcontract to Spotsylvania County for approval. The subcontractor shall incorporate by reference all provisions and conditions of the contract resulting from this solicitation.

Spotsylvania County's approval of a Subcontractor shall not relieve the Contractor of any of its responsibilities, duties or liabilities hereunder. The Contractor shall continue to be responsible to Spotsylvania County for performance of the Subcontractor and the Subcontractor, for all purposes, shall be deemed to be an agent or employee of the Contractor. Nothing in the Contract resulting from this RFP or any subcontract shall create any contractual relationship between any Subcontractor and Spotsylvania County.

DD. Tax Exemption

The County of Spotsylvania as a public body politic and corporate of the Commonwealth of

Virginia, is exempt from any Federal excise tax and Virginia sales and use tax for purchases made by the County.

EE. Termination

Spotsylvania County shall have the right to terminate at Spotsylvania County's convenience, with or without cause, any contract resulting from this IFB by specifying the date of termination in a written notice. In this event, the Contractor shall be entitled to just and equitable compensation for any authorized satisfactory work done or any items/materials accepted by Spotsylvania County.

FF. Testing and Inspection

Spotsylvania County reserves the right to conduct any test/inspection it may deem advisable to assure goods and services conform to the specifications prior to award.

GG. Transportation and Packaging

By submitting their (bids/proposals), all (bidders/offerors) certify and warrant that the price offered for FOB destination includes only the actual freight rate costs at the lowest and best rate and is based upon the actual weight of the goods to be shipped.



Attachment A
Spotsylvania County Specification
for
PSB E-911 Center Phone System
May 11, 2011

Requirements

Bid breakdown shall be categorized and itemized and attached to bid form with total cost. Each piece of equipment and service shall be clearly described.

Spotsylvania County is requesting Bids for a Sentinel Patriot System, as designed in Attachment A. Contractor shall supply a complete and useable system compatible with all digital and/or analog protocols with no gaps in system compatibility.

The system shall be engineered to provide a 99.999% system wide up-time. The vendor shall describe their system architecture with respect to the major components or modules, and describe how the system will react to a failure of each major component or module.

Any component proposed in the system should be fully redundant allowing for full geographical diversification. The system shall be designed to allow for locating a fully redundant system at a geographically different location but still allowing the system to communicate between the two sites allowing for full data replication and utilization of all components as if the system were in one location. The system should be able to split the load of incoming outside lines so as to have redundancy of separation should one site become disabled. The System Architecture shall be such that the failure of any one component or module will not result in total system failure, but only the loss of the equipment associated with that module. All vital system modules must be protected through the use of redundant modules to ensure single point failure tolerance. It is mandatory that any central processor shall be fully duplicated in a hot standby mode. Switchover shall be instantaneous and automatic and shall not require manual intervention.

The system shall include ANI/ALI equipment for the system to operate from both locations at all times, but also even if one is non-functional. The ANI/ALI shall interface with Computer Aided Dispatch and logging recorders in standard NENA formatting. The system must be compatible with analog/digital voice and data recording, including incoming ANI/ALI/CID and outgoing DTMF.

The system shall include Instant Recall phone call playback for access per workstation for a minimum of sixty (60) minutes. Other than required interconnection to the CAD,

MSAG, PRI and connectivity paths between the two sites, the system shall be completely independent of all other customer owned equipment. All back room equipment at the primary and secondary location shall be installed on racks provided by the vendor. Racks should be Model 10,000 or equivalent on casters.

The system programming must include automatic diagnostic routines and the automatic notification of system errors to managers and supervisory staff and remote monitoring services.

The system must provide call-handling capabilities to support the traffic requirements of approximately 225,000 calls annually. The system shall permit programmable feature assignments. The system shall have programmable ACD capabilities. The system shall have a fully functional, complete portable solution for remote, emergency or command post operations (provided a nominal broadband access is achievable between the remote workstations and either location of CPE equipment. The solution will allow for the seamless remote operation of the system by staff and allow the field staff to see what is occurring at the PSAP and for the PSAP staff to see what is occurring in the Command Post. The remote workstations shall also be capable of adding system capacity during a disaster. The system must be designed so that no calls in progress will be dropped or lost due to failure of the telephony servers. Conference servers are not an acceptable substitution.

The central communications platform shall have the capability to receive both analog and digital circuits. The system shall be capable of interfacing with county PRI circuits for additional incoming and outgoing call capacity and calls transfer. The system shall be capable of forwarding 9-1-1 calls to alternate PSAPs, preferably with three modes: automatic for overload purposes, manually or disabled. The system shall be capable of compliance with the VA 9-1-1 Plan. When a 9-1-1 call is received, the ANI controller shall accept data extended from the Central Office and decode the calling telephone number and display it on the screen associated with the answering call taker's position immediately. When a non-9-1-1 call is received, CID shall be displayed on the answering position. The Central Communications Platform shall provide interfaces to the ANI/ALI retrieval system at the location. Note: CAMA trunks will be derived from two distinct selective routers. Immediately thereafter the ANI Controller shall automatically extend the calling number data to the ALI computer. Then, the ALI information shall display the caller's address with the ANI immediately. The system shall automatically re-bid wireless phone callers at a programmable interval for Phase II, in addition to manual capability. Historical ALI information shall be available per workstation for at least four (4) hours. System must provide for manual input of telephone numbers in case of ANI failure in order to receive Automatic Location Identification (ALI) display. As call takers answer each 9-1-1 call, certain calls may be transferred as appropriate to other PSAPs and to speed or direct dial numbers. One touch PSAP and often used speed dial numbers must be programmed and fully tested for system acceptance. The system shall be equipped with ten (10) answering positions. The system should have the capability to expand to at least fifteen (15) positions for future growth.

Provide Option for two (2) remote laptop workstations and required accessories shall be provided. The remote workstations shall be capable of providing fully functional answering positions using a high speed IP connection or IP switched connection to remotely access the central communications platform at another site. This must be possible on laptop or ruggedized computers that are totally self-contained. Sturdy, hardened carrying cases for the laptops and accessories shall be included. Option shall include maintenance for these workstations, but a lighter tier of service may be proposed unless in use for primary operations.

The system shall initially support a minimum of nine E 9-1-1 trunks (DID and DOD), four wireless trunks and minimum of 12 POTS lines, at the primary location. The system shall also connect to a PRI at the primary location and the system shall include all interface equipment and/or wiring necessary to interconnect for additional incoming and outgoing line capacity as well as transferring. The vendor shall specify capability and ability to handle other required and optional circuits, including SMS, and other emerging technologies.

The system shall be equipped to run self-diagnostic programs and to automatically report any error to the customer via one networked, local printer and electronically via email, pager or cell phone texting. The system shall be capable of being monitored 24x7 as part of the maintenance contracts.

All data and/or functions must be capable of being managed on 19" LCD monitors. All monitors at the workstation are to be of the same type. Human Interface Devices such as mice and keypads shall be included. Side car keypads shall be capable of answering, holds, transfers and dialing. The proposed system shall have the demonstrated ability to effectively manage and process a variety of different call formats including:

- a) Traditional analog or digital telephone calls
- b) Wireless calls in compliance with the FCC Phase I and Phase II mandate for full call integration
- c) Voice Over IP in native (SIP) format in compliance with the emerging standards
- d) Include SMS messaging and photo messaging services and other applicable technologies

The following incoming telephony interfaces shall be supported:

- a) Telephone Line Interface
- b) Ring Down Line Interface
- c) E9-1-1 CAMA Analog Trunk
- d) Digital T1 Interface
- e) ISDN Primary Rate Interface
- f) Enhanced MF Signaling Interface
- g) Direct IP Telephony Interconnection
- h) SMS & Photo Messaging Services

The Central Communications Platform must be capable of providing intelligent call distribution of 9-1-1 trunks and administrative lines. The Automatic Call Distribution (ACD) must allow for various routing options including as a minimum:

- a) The capability to route the call that has been waiting the longest to the first available operator
- b) The capability to ring all answering positions
- c) Linear
- d) Circular
- e) Multiple Queues
- f) Refuse Call
- g) Control DND
- h) Overflow

The Central Communications Platform shall enable call-takers to perform one-button callback for Wire line 9-1-1 calls, Wireless 9-1-1 calls and VoIP calls; including abandoned calls. The system shall allow supervisors and/or call-takers to view, in real time, concise ALI information of all 9-1-1 calls in queue at the PSAP.

The system shall automatically detect and enable TTY modes allowing pre-programmed, one touch messages and manual message input via USB keyboards.

Telephone audio shall be capable of being directed to wired or wireless headsets provided by radio control equipment contractor, or to backup handsets (to be included). Vendor will include recommended Mandatory Spare parts to be stored at the PSAP site as a part of the bid.

The system shall provide the Aurora comprehensive management and statistical reporting functionality via the Aurora MIS to provide the PSAP management personnel with real-time and historical information. It shall be user friendly, customizable and capable of generating reports for varying time periods. The system also shall be able to auto-schedule the generation and distribution of predefined reports. As a minimum, 911 and Administrative Call Detail Reports (for record keeping and legal requirements) shall be readily available. These available functions and reports shall include (at a minimum):

- a) ANI, seizure time, position answered, answer time, disconnect time, and incoming trunk number
- b) Total count of Wire line, Wireless, VOIP & SMS calls
- c) Average Call Waiting Report
- d) Average call duration
- e) Total abandoned calls
- f) Calls by month, day and hour of day
- g) Calls answered by position
- h) Calls answered by all positions
- i) Calls answered by User Login
- j) Average call duration on administrative lines
- k) Details on conferences and transfers

All Maintenance Logs, Statistics, CDR, ALI Information, and TDD conversations should have the ability to be saved in electronic format. The data generated from these reports shall be automatically exportable to the “off the shelf” database or reporting software with capability for graphical reports. The ability to automatically and regularly export to the county’s Storage Area

Network or manually to removable medium (USB connection acceptable) shall be included.

The system shall have sufficient capability and capacity to provide full system operation for current and future needs of the Customer’s access lines at all times, including stand-alone operation without delays in displaying, transferring or ringing. The system servers shall have sufficient memory, RAM, and a processor to accomplish the needs of the system now and in the future.

The vendor must provide within the maintenance bid price – all software releases and operating systems designed to enhance the system and to keep the system state-of-the-art for a period of not less than five (5) years after acceptance. Enhancements requiring hardware may be billable. The vendor must describe any future software release and support offered by the manufacturer, as well as the availability and cost related to subsequent or special software releases. The vendor must provide any specific constraints, terms, or conditions in detail. The vendor must provide a description of software enhancements currently planned for the future and the expected release dates.

All software updates or enhancements must be accomplished without taking the system out of service. The vendor shall provide a detailed description and block diagram of the system to be provided, including a discussion of the system’s architecture and its ability to provide service required by the customer. Electrical and other connection requirements are to be specified. Vendor must specify electrical load requirements for proposed equipment.

A system Net Clock shall be provided for the primary location capable of all clock synchronization in the telephone, CAD, radio and recorder systems.

The vendor shall provide sufficient employee training for all dispatchers and call takers on a minimum of four (4) staggered dates after testing acceptance. Administrative staff training shall be conducted on one (1) similar date.

Aurora training shall be conducted on one (1) similar date.

All curriculum details, absent final dates, shall be within the bid.

The vendor will provide timeline showing assembly, installation, acceptance and training.

The vendor shall provide along with their response a narrative concerning the procedures for reporting troubles, including telephone number(s) and email address for first, second and third level supervision and general maintenance overview.

The vendor shall provide a separate bid breakdown for equipment, a separate bid breakdown for maintenance, a separate bid breakdown for remote monitoring, and a separate bid breakdown for the Aurora package, attached to the Bid Form Attachment B.

The vendor shall provide maintenance 24 hours per day, seven days per week. Certified technician response time(s) shall not exceed two (2) hours for critical failures and four (4) hours for others.

Twenty-four hour remote diagnostics shall be provided.

Defective components should be capable of being replaced by customer personnel per vendor instructions whenever possible.

The system described in these specifications shall be capable of meeting today's needs, as well as future expansion in order to meet anticipated future growth. The system should be installed with adequate processor and hardware to meet this growth. Bidder shall state the expansion capability of their equipment, describing:

a) Overall system capacities, including the number of incoming 9-1-1 trunks, the number of answering positions, and the number of telephone lines

b) Demonstrate the ability to increase the current number of answering positions. The proposed system shall be capable of being temporarily increased to handle short-term increases in projected call volumes (natural disasters and special events) within 24 hours.

Vendor will provide customer with a recommended Acceptance Test Sheet.

The vendor must thoroughly test the entire system prior to conversion.

The customer requires the vendor to ring-talk test each trunk to PSAP position at least twice prior to cutover with the **customer's representative present**. During the testing of the E-9-1-1 equipment prior to cutover, the vendor shall log all troubles found and make any necessary repairs, or adjustments at their cost. These reports shall be submitted to the customer showing all errors found and corrective action taken to resolve troubles.

The vendor must provide, at a minimum, a qualified engineering technician (initially onsite for 8 hours and thereafter immediately available to the site) for the first 24 hours after the cutover.

Attachment A

Spotsylvania County 911, VA**Side A-Spotsylvania County 911****Sentinel Patriot System**

Qty.	Part No.	Description
		<i>Sentinel Patriot</i>
1	873099-00103.0	PAT 3.0 SYS SW DC L M
1	809800-35061	PATRIOT SYS CFG
1	873099-03001	PAT/CM CAD INTFC LIC
1	04000-05533	BLKBX TL553A-R3 DATASHARE
1	04000-01751	TS-4 PORT TERMINAL SVR
1	65000-00182	CBL 4FT RJ45-10P TO DB25M
		<i>Server Equipment</i>
2	62040-G614401	SVR RACK DL380/G6
1	63002-172805	MNTR 17IN W/SPKRS NEC
2	06500-00201	2-POST RELAY RACKMNT KIT <i>Note: Required if 19'in rack is purchased</i>
1	64000-20056	HARD DRIVE 146GB SAS 15K <i>For RAID 5 config</i>
1	04000-30182	USB TO SERIAL HUB KIT
1	04000-00392	SVR WIN2008 DGRD + 5CAL
1	04000-00101	PAT PTS CENT OS
2	809800-35056	PAT SVR CFG
		<i>Workstation Equipment</i>
10	873099-00303.0	PAT 3.X PER SEAT LIC
10	809800-35001	PAT 3.X SW SPT 1YR
10	809800-35003	PAT 3.X SW SPT 3YR
10	809800-35005	PAT 3.X SW SPT 5YR
		<i>Workstation Equipment - Z200</i>
10	61000-F204807X	WKST HP Z200
10	63002-192808	MNTR 19IN W/SPKRS BLK NEC
10	04000-0LX44	4-CHANNEL, PCI SOUND CARD
10	64007-50017	KEYPAD 24KEY W/25FT CBL
10	04000-01005	KVM DVI 4-PORT SWITCH
40	04000-01018	CBL DVI KVM EXT KIT
10	853004-00101	PAT 3.X SENT HARDWARE
10	809800-35058	SENT IWS CFG
10	809800-35060	SENT STAGING FEE PP
1	870890-07501	CPR/SYSPREP IMAGING
		<i>Sentinel Patriot Optional Modules</i>

		Sentinel Patriot Dual IRR Module
10	873099-00501	PAT/CM IRR LIC/DOC/MED
10	809800-35016	PAT/CM IRR SW SPT 1YR
10	809800-35018	PAT/CM IRR SW SPT 3YR
10	809800-35020	PAT/CM IRR SW SPT 5YR
		Sentinel Monitor
1	873099-00701	SEN MNTR VIEW SW LIC
10	873099-00801	SEN AGENT MNTR LIC
1	809800-35026	SEN MNTR SW SPT 1YR
1	809800-35028	SEN MNTR SW SPT 3YR
1	809800-35030	SEN MNTR SW SPT 5YR
		HP Switch/Router Equipment
2	04000-01047	SWITCH 24-PORT PRCRV 2610
2	04000-01074	MINI-GBIC GIGABIT-LX-LC
		Cisco Switch/Router Equipment
2	04000-01051	SWITCH 24-PORT 2960
2	04000-02963	SPT 2960 24-PORT 2T 1YR
2	04000-02969	SPT 2960 24-PORT 2T 3YR
2	04000-02971	SPT 2960 24-PORT 2T 5YR
2	04000-02978	GBIC 1000BASE-LX/LH MOD
		Peripherals & Gateways
1	04000-31500	PAT/CM ALARM PANEL
1	863014-00101	PAT PERIPHERALS
1	850830-03011	MODEM PKG 56K EXT
2	2213937-1-SR1	PAT FXO GATEWAY 8PORT
2	2213939-1-SR1	PAT FXS GATEWAY 8PORT
1	04000-03530	PAT T1E1 GATEWAY 1SPN AC
1	871499-01205	M&R LIC, IP DEV
1	809800-14121	M&R IP DEV SRVC 1YR
		<i>As request, (1) PRI gateway is included as optional.</i>
1	04000-04108	SECURITY FIREWALL 410 AP
1	04000-41011	SECURE SPT 410 1YR
1	04000-41013	SECURE SPT 410 3YR
1	04000-41015	SECURE SPT 410 5 YR
1	809800-00201	VPN CONFIG SERVICE
		Peripherals & Equipment
1	00600-20042	CABINET 42U 19 INCH W RM
1	63009-152801	MNTR 15IN RACK KYBD 1U
1	63009-172801	MNTR 17IN RACK KYBD 1U
1	04000-00706	FAN KIT BLACK

1	00600-20142	42U CAB ROOF W/FAN HOLES
1	04000-50032	SEISMIC BRACING KIT
1	809800-80044	SERVER CABINET CONFIG FEE
1	04000-004B4	KVM 4-PORT SWITCH
1	04000-00612	CBL KVM PS/2 CONSOLE
4	04000-60614	CBL KVM PS/2 PC
1	04000-RMM19	BRKT 19IN RACK MTG/ARBTR
<i>Time Synchronization Equipment</i>		
1	04000-09383	NETCLOCK GPS MASTER 9383
1	04000-09184	NETCLOCK OSCILLATOR
1	04000-08225	GPS ANTENNA OUTDOOR
1	04000-08226	GPS ANTENNA SURG PROTECTR
1	04000-20600	GROUNDING KIT FOR 8226
1	04000-07100	CBL GPS ANTENNA 100FT
3	04000-09388	ETHERNET TIME SVR 9388

Sentinel CommandPOST System

Qty.	Part No.	Description
<i>Sentinel Patriot CommandPOST</i>		
1	873099-00303.0	PAT 3.X PER SEAT LIC
1	809800-35001	PAT 3.X SW SPT 1YR
1	809800-35003	PAT 3.X SW SPT 3YR
1	809800-35005	PAT 3.X SW SPT 5YR
1	61050-J204801X	SENT CPOST 8540P
1	04000-07862	CPOST 8540P WARR 5YR
1	04401-00093	BATT EXT LIFE 8540P
1	64021-10025	KYBD/MOUSE BUNDLE
1	04000-00488	ADVANCED 8540P STATION
1	63002-192808	MNTR 19IN W/SPKRS BLK NEC
1	64007-50017	KEYPAD 24KEY W/25FT CBL
1	853004-00201	SENT PAT CPOST HW KIT
1	809800-35058	SENT IWS CFG
1	809800-35060	SENT STAGING FEE PP
<i>Aurora - MIS System Licensing & Support</i>		
1	873391-00201	AURORA COLLECTION LIC
1	809800-03301	AURORA SPT 1 YR
1	809800-03303	AURORA SPT 3 YR
1	809800-03305	AURORA SPT 5 YR

Aurora - MIS System

Qty.	Part No.	Description
		Aurora - MIS System Licensing & Support
1	873399-00101.3	AURORA 1.3 L/D/M
10	873391-00201	AURORA COLLECTION LIC
10	809800-03301	AURORA SPT 1 YR
10	809800-03303	AURORA SPT 3 YR
10	809800-03305	AURORA SPT 5 YR
2	873391-00301	AURORA USER LICENSE
2	04000-00328	SQL 2008 CAL RUNTIME STD
		Aurora Optional Modules
1	873391-00901	AURORA ADV RPT PKG LIC
		Aurora Server Equipment
		ML350 Server Equipment
1	62030-J614401	SVR TOWER ML350 G6
3	64000-20056	HARD DRIVE 146GB SAS 15K
1	64000-30022	DVD-RW ML310G5/ML350/70G6
1	04000-00085	KIT BACKUP 1TB SATA
1	63002-172805	MNTR 17IN W/SPKRS NEC
1	04000-00392	SVR WIN2008 DGRD + 5CAL
1	04000-00329	SQL 2008 SVR RUNTIME STD
1	04000-00426	PRESENT TENSE CLIENT
1	809800-01416	MIS SVR CFG
		Aurora Standalone Workstation Equipment
		Workstation Equipment - Z200
2	873391-00301	AURORA USER LICENSE
2	04000-00328	SQL 2008 CAL RUNTIME STD
2	61000-F204807X	WKST HP Z200
2	63002-192808	MNTR 19IN W/SPKRS BLK NEC
2	809800-00102	GENERIC WKSTN CONFIG FEE
2	65000-00002	CBL PATCH 3FT, PNL TO SW
		Aurora Printers
1	64040-60020	PRINTER USB B/W LASERJET <i>Note: Laserjet Black and White printer. Recommended monthly volume, 250 to 1,500 pages</i>
1	65000-03133	CBL USB PRINTER 10FT

Managed Services

Qty.	Part No.	Description
Monitoring & Response Activation Fee		
1	809800-14151	M&R ACT FEE MED&LGE SITE
Monitoring & Response License Fees		
2	871499-01203	M&R LIC, SERVER
12	871499-01204	M&R LIC, WORKSTATION
6	871499-01205	M&R LIC, IP DEV
Monitoring & Response Support Fees		
2	809800-14111	M&R SERVER SRVC 1YR
2	809800-14113	M&R SERVER SRVC 3YR
2	809800-14115	M&R SERVER SRVC 5YR
12	809800-14116	M&R WORKSTATION SRVC 1YR
12	809800-14118	M&R WORKSTATION SRVC 3YR
12	809800-14120	M&R WORKSTATION SRVC 5YR
6	809800-14121	M&R IP DEV SRVC 1YR
6	809800-14123	M&R IP DEV SRVC 3YR
6	809800-14125	M&R IP DEV SRVC 5YR
Managed Services - Implementation Fee		
14	809800-14152	MGD SERV DEV & IMPL
Anti-Virus Solution		
1	04000-00400	MEDIA, ANTIVIRUS 10.2
14	809800-14136	VIRUS PROTECTION SRVC 1YR
14	809800-14138	VIRUS PROTECTION SRVC 3YR
14	809800-14140	VIRUS PROTECTION SRVC 5YR
Patch Management Solution		
14	809800-14126	PATCH MGMT OS SRVC 1YR
14	809800-14128	PATCH MGMT OS SRVC 3YR
14	809800-14130	PATCH MGMT OS SRVC 5YR

Mandatory Spares

Qty.	Part No.	Description
Spare Sentinel Patriot Equipment		
1	2213937-1-SR1	PAT FXO GATEWAY 8PORT
1	2213939-1-SR1	PAT FXS GATEWAY 8PORT
1	04000-12550	POLYCOM 550 SIP PHONE
1	04000-01048	SWITCH 24-PORT POE 2610
1	04000-01047	SWITCH 24-PORT PRCRV 2610
Optional Workstation Equipment		
<i>*Hot standby workstation is not included in pricing.*</i>		
1	61000-F204807X	WKST HP Z200
1	04000-01501	WARR 5YR Z200 XW43/44/46
1	63002-192808	MNTR 19IN W/SPKRS BLK NEC
1	04000-0LX44	4-CHANNEL, PCI SOUND CARD
1	64007-50017	KEYPAD 24KEY W/25FT CBL
1	04000-01005	KVM DVI 4-PORT SWITCH
1	853004-00101	PAT 3.X SENT HARDWARE
1	809800-00102	GENERIC WKSTN CONFIG FEE
1	65000-00002	CBL PATCH 3FT, PNL TO SW

Optional Extended Warranties

Qty.	Part No.	Description
Server Extended Warranty		
1	04000-01530	WARR 24X7 5YR ML350/5-/6 <i>Note: Upgrade & uplift from 3 yrs warranty 9x5 NBD to 5 yrs, 24x7, 4 hour response time.</i>
2	04000-01526	WARR 5YR 24X7 DL380 <i>Note: Upgrade & uplift from 3 yr warranty 9x5 NBD to 5 yrs, 24x7 response time.</i>
Workstation Extended Warranty		
12	04000-01501	WARR 5YR Z200 XW43/44/46 <i>Note: Warranty upgrade from 3 yrs warranty 9x5 NBD to 5 yrs 24x7, 4 hour response.</i>

Mandatory Services

Qty.	Part No.	Description
224	809800-17101	Field Engineering Services FIELD ENG-PRIMARY Project Management Services
32	809800-00124	Technical Solutions Services SOLUTIONS ENG DESIGN SVC Training <i>Note: Training is provided at the customer site using the customer owned equipment. Minimum number of students is 6 and maximum number of students is 8 per class.</i>
30	000000-08531	SENTINEL PATRIOT AGENT <i>Note: Patriot Agent training does not include training on the SIP phones. SIP phone training is a separate class and can be quoted based on request.</i>
6	000000-08534	SENTINEL PATRIOT ADMIN
6	000000-24404	AURORA ADMIN TRAINING
2	809800-00114	TRAVEL EXPENSE
10	809800-00115	DAILY TRAINER EXPENSE
1	000000-08538	CUTOVER COACHING
1	809800-00114	TRAVEL EXPENSE
2	809800-00115	DAILY TRAINER EXPENSE

Spotsylvania County, VA

Side B-Spotsylvania County

Sentinel Patriot System

Qty.	Part No.	Description
		Sentinel Patriot
1	873099-00103.0	PAT 3.0 SYS SW DC L M
1	873099-03001	PAT/CM CAD INTFC LIC
1	04000-05533	BLKBX TL553A-R3 DATASHARE
1	04000-01751	TS-4 PORT TERMINAL SVR
1	65000-00182	CBL 4FT RJ45-10P TO DB25M
		Server Equipment
2	62040-G614401	SVR RACK DL380/G6
2	06500-00201	2-POST RELAY RACKMNT KIT
1	63002-172805	MNTR 17IN W/SPKRS NEC <i>Note: Required if 19'in rack is purchased</i>
1	64000-20056	HARD DRIVE 146GB SAS 15K <i>For RAID 5 config</i>
1	04000-30182	USB TO SERIAL HUB KIT
1	04000-00392	SVR WIN2008 DGRD + 5CAL
1	04000-00101	PAT PTS CENT OS
2	809800-35056	PAT SVR CFG
		Workstation Equipment <i>Note: No call-taking workstations will be at Side B</i>
		HP Switch/Router Equipment
2	04000-01047	SWITCH 24-PORT PRCRV 2610
2	04000-01074	MINI-GBIC GIGABIT-LX-LC
		Cisco Switch/Router Equipment
2	04000-01051	SWITCH 24-PORT 2960
2	04000-02963	SPT 2960 24-PORT 2T 1YR
2	04000-02969	SPT 2960 24-PORT 2T 3YR
2	04000-02971	SPT 2960 24-PORT 2T 5YR
2	04000-02978	GBIC 1000BASE-LX/LH MOD
		Peripherals & Gateways
1	04000-31500	PAT/CM ALARM PANEL
1	863014-00101	PAT PERIPHERALS
1	850830-03011	MODEM PKG 56K EXT
2	2213937-1-SR1	PAT FXO GATEWAY 8PORT
2	2213939-1-SR1	PAT FXS GATEWAY 8PORT

1	04000-03530	PAT T1E1 GATEWAY 1SPN AC
1	871499-01205	M&R LIC, IP DEV
1	809800-14121	M&R IP DEV SRVC 1YR
		<i>As request, (1) PRI gateway is included as optional.</i>
1	04000-04108	SECURITY FIREWALL 410 AP
1	04000-41011	SECURE SPT 410 1YR
1	04000-41013	SECURE SPT 410 3YR
1	04000-41015	SECURE SPT 410 5 YR
1	809800-00201	VPN CONFIG SERVICE
		<i>Peripherals & Equipment Racks</i>
1	06500-55053	EQPMT RACK 19 INCH
1	04000-004B4	KVM 4-PORT SWITCH
1	04000-00612	CBL KVM PS/2 CONSOLE
4	04000-60614	CBL KVM PS/2 PC
1	04000-RMM19	BRKT 19IN RACK MTG/ARBTR
1	00600-20042	CABINET 42U 19 INCH W RM
1	63009-152801	MNTR 15IN RACK KYBD 1U
1	63009-172801	MNTR 17IN RACK KYBD 1U
1	04000-00706	FAN KIT BLACK
1	00600-20142	42U CAB ROOF W/FAN HOLES
1	04000-50032	SEISMIC BRACING KIT
1	809800-80044	SERVER CABINET CONFIG FEE
1	04000-004B4	KVM 4-PORT SWITCH
1	04000-00612	CBL KVM PS/2 CONSOLE
4	04000-60614	CBL KVM PS/2 PC
1	04000-RMM19	BRKT 19IN RACK MTG/ARBTR
		<i>Time Synchronization Equipment</i>
1	04000-09383	NETCLOCK GPS MASTER 9383
1	04000-09184	NETCLOCK OSCILLATOR
1	04000-08225	GPS ANTENNA OUTDOOR
1	04000-08226	GPS ANTENNA SURG PROTECTR
1	04000-20600	GROUNDING KIT FOR 8226
1	04000-07100	CBL GPS ANTENNA 100FT

Optional Aurora - MIS System for B side

Qty.	Part No.	Description
		<i>Aurora - MIS System Licensing & Support</i>
		<i>Note: No call-taking workstations will be at Side B</i>
		<i>Aurora Server Equipment</i>
		<i>Aurora server is located at Side A</i>

		<i>Aurora Standalone Workstation Equipment</i>
		<i>Workstation Equipment - Z200</i>
1	873391-00301	AURORA USER LICENSE
1	04000-00328	SQL 2008 CAL RUNTIME STD
1	61000-F204807X	WKST HP Z200
1	63002-192808	MNTR 19IN W/SPKRS BLK NEC
1	809800-00102	GENERIC WKSTN CONFIG FEE
1	65000-00002	CBL PATCH 3FT, PNL TO SW
1	871499-01204	M&R LIC, WORKSTATION
1	809800-14116	M&R WORKSTATION SRVC 1YR
1	809800-14118	M&R WORKSTATION SRVC 3YR
1	809800-14120	M&R WORKSTATION SRVC 5YR
		<i>Aurora Printers</i>
1	64040-60020	PRINTER USB B/W LASERJET
		<i>Note: Laserjet Black and White printer. Recommended monthly volume, 250 to 1,500 pages</i>
1	65000-03133	CBL USB PRINTER 10FT

Managed Services

Qty.	Part No.	Description
		<i>Monitoring & Response License Fees</i>
1	871499-01203	M&R LIC, SERVER
6	871499-01205	M&R LIC, IP DEV
		<i>Monitoring & Response Support Fees</i>
1	809800-14111	M&R SERVER SRVC 1YR
1	809800-14113	M&R SERVER SRVC 3YR
1	809800-14115	M&R SERVER SRVC 5YR
6	809800-14121	M&R IP DEV SRVC 1YR
6	809800-14123	M&R IP DEV SRVC 3YR
6	809800-14125	M&R IP DEV SRVC 5YR
		<i>Managed Services - Implementation Fee</i>
1	809800-14152	MGD SERV DEV & IMPL
		<i>Anti-Virus Solution</i>
1	04000-00400	MEDIA, ANTIVIRUS 10.2
1	809800-14136	VIRUS PROTECTION SRVC 1YR
1	809800-14138	VIRUS PROTECTION SRVC 3YR
1	809800-14140	VIRUS PROTECTION SRVC 5YR

1	809800-14126	Patch Management Solution
1	809800-14128	PATCH MGMT OS SRVC 1YR
1	809800-14128	PATCH MGMT OS SRVC 3YR
1	809800-14130	PATCH MGMT OS SRVC 5YR

Optional Spares

Qty.	Part No.	Description
		Spare Sentinel Patriot Equipment
1	2213937-1-SR1	PAT FXO GATEWAY 8PORT
1	2213939-1-SR1	PAT FXS GATEWAY 8PORT
1	04000-01047	SWITCH 24-PORT PRCRV 2610

Optional Extended Warranties

Qty.	Part No.	Description
		Server Extended Warranty
2	04000-01526	WARR 5YR 24X7 DL380
		<i>Note: Upgrade & uplift from 3 yr warranty 9x5 NBD to 5 yrs, 24x7 response time.</i>

Mandatory Services

Qty.	Part No.	Description
		Field Engineering Services
112	809800-17101	FIELD ENG-PRIMARY
113		Labor Cost for SIDE A AND B
114		VENDOR MAINTENANCE COST FOR ONE YEAR OF MAINTENANCE
115		OPTIONAL VENDOR COST FOR 5 YEARS OF MAINT.

Attachment B
Bid Form
IFB# 11-11-51
PSB E-911 Center Phone System

(Please include any documentation of authority. For example, resolution of the board of directors, articles of incorporation, etc.)

In compliance with this Invitation for Bid, Addenda's and to all the Terms and Conditions imposed therein and hereby incorporated by reference, the authorized undersigned offers and agrees to furnish the goods/services at the price(s) indicated on the Bid Form, in accordance with this Signed Bid Form. **The signer of this Bid Form must be an authorized officer of the company.**

Name and Address of Firm:

_____	Date: _____
_____	By: _____
_____	(Signature In Ink)
_____	Name: _____
_____	(Please Print)
_____ Zip Code: _____	Title: _____
EIN: _____	E-mail: _____
Phone: (____) _____	Fax: (____) _____

If Corporation or LLC, list State of Incorporation or Corporation: _____
 Commonwealth of Virginia State Corporation Commission Number: _____
 Contractors License Number _____ D-U-N-S- Number _____

The named party hereby submits a bid in response to Spotsylvania County IFB# 11-11-51 to furnish, deliver, supply all services and provide all required warranties as described in the Specification to this IFB, found as Attachment A. The entire Bid form, including Price statement and Response Statement, accompanied by any manuals, insurance certifications, license certifications, and any supplemental materials required to be provided by the bidder pursuant to the terms and conditions of the IFB, constitute the entire bid submission.

The party hereby certifies that such bid is genuine and not collusive or sham; that said bidder has not colluded, conspired, connived or agreed, directly or indirectly, with any bidder or person, to put in a sham bid or to refrain from bidding, and has not in any manner, directly or indirectly, sought by agreement or collusion or communication or conference, with any person to fix the bid price or affiant or any bidder, or to fix any overhead, profit or cost element of said bid price, or of that of any other bidder, or to secure any advantage against Spotsylvania County or any person interested in the proposed contract.

The party submitting the forgoing bid acknowledges the provisions, terms and conditions of IFB #11-11-51, including all attachments and addenda, and agrees to be bound by those provisions, terms and conditions. Further, the party certifies that all information submitted in response to this IFB is correct and true.

Receipt of the following Addenda are acknowledged:

Addendum No. _____, dated _____
 Addendum No. _____, dated _____
 (Please note all addenda's)

_____ Initial here to confirm accuracy of Bid Form
and conformity with provisions of IFB #11-11-51

(Return this Form)



Bid Form
IFB# 11-11-51
PSB E-911 Center Phone System

Phone System \$ _____

Aurora Package Software \$ _____

Employee / Administrative/Aurora Training \$ _____

Bid for Five (5) Year Contract - Complete Maintenance

Year 1 \$ _____

Year 2 \$ _____

Year 3 \$ _____

Year 4 \$ _____

Year 5 \$ _____

Bid for Five (5) Year Contract - 24/7 Remote Monitoring

Year 1 \$ _____

Year 2 \$ _____

Year 3 \$ _____

Year 4 \$ _____

Year 5 \$ _____

Grand Total Five Year Cost of Plant-CML Sentinel Patriot Next Generation Turn-Key VoIP E911 Phone System:

\$ _____

Warranty _____ year(s)
(Equipment & Installation)

_____ Initial here to confirm accuracy of Bid Form and conformity with provisions of IFB #11-11-51
(Return this Form)

Bid Form
IFB# 11-11-51
PSB E-911 Center Phone System

Response Statement

This Response Form is to be completed by the Bidder to more specifically describe and define the proposed service. The manufacturer's brochures or literature, describing the features and performance must accompany the Response Form. Any deviations from the IFB specifications shall be stated on this form or attached to this form.

1. Item Description

PSB E-911 Phone System

2. Manufacturer and Model Number

3. Deviations from IFB Specification

_____ Initial here to confirm accuracy of Bid Form and conformity with provisions of IFB #11-11-51

(Return this Form)

Bid Form

**IFB# 11-11-51
PSB E-911 Center Phone System**

A list of 3 References for which the Contractor has provided similar work over the last 5 years similar in Scope to that which is described herein shall be provided with the Bid Package.

Please list references below:

Company Name: _____
 Address: _____

 Phone Number: _____
 Email Contact: _____
 Project Name: _____
 Location Address: _____

 Additional Information: _____

Company Name: _____
 Address: _____

 Phone Number: _____
 Email Contact: _____
 Project Name: _____
 Location Address: _____

 Additional Information: _____

Company Name: _____
 Address: _____

 Phone Number: _____
 Email Contact: _____
 Project Name: _____
 Location Address: _____

 Additional Information: _____

Initial here to confirm accuracy of Bid Form and conformity with provisions of IFB #11-11-51__ _____

(Return this Form)