



We have prepared a quote for you

**Solacom Hardware Refresh and Add Six Additional
Positions to the Backup Center**

Quote # 001836
Version 3

Prepared for:

Nassau County, FL

Kathleen Baum
KA1473@nassauso.com

Friday, April 04, 2025

Nassau County, FL
Kathleen Baum
77100 Citizens Circle
Yulee, FL 32097
KA1473@nassauso.com

Dear Kathleen ,

Thank you for giving us the opportunity to provide Nassau County, FL with a quote for Solacom Hardware Refresh and Add Six Additional Positions to the Backup Center. We are excited to work with you. Should you have any questions on this project please feel free to reach out to any member of the AK Associates team!

A handwritten signature in grey ink that reads 'Beth Stankus'.

Beth Stankus
Manager of Accounting
AK Associates

Central Equipment A

Description	Price	Qty	Ext. Price
P-KVM 4 PORT KVM (Keyboard,Video,Mouse) Switch 4 Port	\$2,173.50	1	\$2,173.50
P-IQ1000 IQ1000 Chassis Kit	\$5,635.00	1	\$5,635.00
P-HDVOIP High Density 512 Port VoIP Card	\$17,193.65	1	\$17,193.65
P-ENH ADMIN-R-GA Administrative Server	\$7,550.90	1	\$7,550.90
P-STD APP-GA Application Server	\$8,078.75	1	\$8,078.75
P-ESK-GEO-C Switch Kit Geo-Diverse System Cisco	\$5,993.80	1	\$5,993.80
P-ES-CS1G24 Cisco Catalyst 9200L Series 24Gb Ports	\$2,719.75	1	\$2,719.75
P-FORTIFw-Geo-HA High Avail. Fortinet Firewall Geo High Avail. Fortinet Firewall Geo	\$2,116.48	1	\$2,116.48
P-ENH MIS Enhanced MIS Server	\$7,771.70	1	\$7,771.70
P-IP_SERIAL-8P 8-Ports Serial to 100BT Converter	\$2,309.20	1	\$2,309.20
P-MGN400-KIT Gateway to Legacy POTS Line - 4 FXO	\$737.15	2	\$1,474.30
P-CISR-4321-1Yr Cisco ISR4321 Router 1 year maintenance <i>Includes: Cisco 4321 ISR AX with Security Lic and one 1GE NIM.</i>	\$3,601.80	2	\$7,203.60
P-CISR-NIM-2GE Cisco 2GE NIM for ISR Cisco 2GE NIM for ISR	\$1,394.95	2	\$2,789.90
Re-using: 1 x 42U Cabinet (2020) 1 x ALI Duplex Kit (2020) 1 x Guardian Controller License (2015) 1 x MIS Controller License (2015)			

Subtotal: \$73,010.53

Central Equipment B

Description	Price	Qty	Ext. Price
P-CABINET-42U 42U Cabinet Kit with Sides	\$5,348.65	1	\$5,348.65
P-KVM 4 PORT KVM (Keyboard,Video,Mouse) Switch 4 Port	\$2,173.50	1	\$2,173.50

Central Equipment B

Description	Price	Qty	Ext. Price
P-IQ1000 IQ1000 Chassis Kit	\$5,635.00	1	\$5,635.00
P-HDVOIP High Density 512 Port VoIP Card	\$17,193.65	1	\$17,193.65
P-ENH ADMIN-GB Administrative Server	\$7,550.90	1	\$7,550.90
P-STD APP-GB Application Server	\$8,078.75	1	\$8,078.75
P-ESK-GEO-C Switch Kit Geo-Diverse System Cisco	\$5,993.80	1	\$5,993.80
P-ES-CS1G24 Cisco Catalyst 9200L Series 24Gb Ports	\$2,719.75	1	\$2,719.75
P-FORTIFw-Geo-HA High Avail. Fortinet Firewall Geo High Avail. Fortinet Firewall Geo	\$2,116.48	1	\$2,116.48
P-ENH MIS Enhanced MIS Server	\$7,771.70	1	\$7,771.70
SL-MIS MIS Base for Guardian Controller Side B G/C_SVR_GEO Geo-Diverse	\$2,047.00	1	\$2,047.00
SL-GUARDSOFTLIC- GEO-B Guardian Controller License Geo-Diverse Side B	\$14,639.50	1	\$14,639.50
P-IP_SERIAL-8P 8-Ports Serial to 100BT Converter	\$2,309.20	1	\$2,309.20
P-MGN400-KIT Gateway to Legacy POTS Line - 4 FXO	\$737.15	2	\$1,474.30
P-CISR-4321-1Yr Cisco ISR4321 Router 1 year maintenance <i>Includes: Cisco 4321 ISR AX with Security Lic and one 1GE NIM.</i>	\$3,601.80	2	\$7,203.60
P-CISR-NIM-2GE Cisco 2GE NIM for ISR Cisco 2GE NIM for ISR	\$1,394.95	2	\$2,789.90
Discount Core License Discount	(\$7,105.00)	1	(\$7,105.00)

Subtotal: \$87,940.68

PSAP 1

Description	Price	Qty	Ext. Price
P-SUP POS Superior Position PC	\$3,133.75	13	\$40,738.75

PSAP 1

Description	Price	Qty	Ext. Price
P-MONITOR 24in Standard Monitor 24"	\$304.75	13	\$3,961.75
P-PAC II Position Audio Controller II w/ Jack Box	\$2,370.15	13	\$30,811.95
P-DP HANDSET_6W Dual Prong Handset - 6 Wires	\$131.10	13	\$1,704.30
P-KYPADU6 Keypad - 24 Button 6' Cable W/10' ext	\$112.70	13	\$1,465.10
P-HDSET_RA Handset Adaptor for Recording	\$109.25	13	\$1,420.25
P-PP24Key Genovation Keypad pre-printed 24 Keys	\$62.10	13	\$807.30
P-SUPV_JACK Supplemental / Supervisor Jack Box	\$447.35	1	\$447.35
Re-using: 12 x IRR (2015) 1 x IRR (2020) 12 x Guardian Position License (2015) 1 x Guardian Position License (2020) 12 x MIS Position License (2015) 1 x MIS Position License (2020)			

Subtotal: \$81,356.75

PSAP 2

Description	Price	Qty	Ext. Price
P-SUP POS Superior Position PC	\$2,438.00	6	\$14,628.00
P-MONITOR 24in Standard Monitor 24"	\$236.90	6	\$1,421.40
SL- BUPGUARDPOS C Guardian Backup Call Taker Pos License	\$3,924.95	6	\$23,549.70
P-IRR Dual IRR Recording Software License <i>IRR will only work if computer is on the Guardian local network.</i>	\$572.70	6	\$3,436.20
SL-MIS G/C_POS_GEO MIS Position License	\$147.20	6	\$883.20
P-PAC II Position Audio Controller II w/ Jack Box	\$1,843.45	6	\$11,060.70

PSAP 2

Description	Price	Qty	Ext. Price
P-DP HANDSET_6W Dual Prong Handset - 6 Wires	\$102.35	6	\$614.10
P-KYPADU6 Keypad - 24 Button 6' Cable W/10' ext	\$87.40	6	\$524.40
P-HDSET_RA Handset Adaptor for Recording	\$85.10	6	\$510.60

Subtotal: \$56,628.30

Spares

Description	Price	Qty	Ext. Price
P-MGN400-KIT Gateway to Legacy POTS Line - 4 FXO	\$737.15	1	\$737.15
P-MONITOR 24in Standard Monitor 24"	\$304.75	2	\$609.50
P-KYPADU6 Keypad - 24 Button 6' Cable W/10' ext	\$112.70	1	\$112.70

Re-using:

1 x HD VoIP (2020)

Subtotal: \$1,459.35

Professional Services

Description	Price	Qty	Ext. Price
Professional Services for Solacom Hardware Refresh			
SV-InstRemDaily Remote Install Services - Daily Rate	\$1,300.00	6	\$7,800.00
SV-ServerSetup Server Configuration Update <i>Import existing Database and tune existing configuration for usability with newer servers and Operating system. Load updated config onto new servers.</i>	\$900.00	3	\$2,700.00
SV-PositionSetup Position Configuration Update <i>Tune existing PC configuration and import for usability with Newer PC and Operating system. Load updated config onto new PC.</i>	\$600.00	13	\$7,800.00

Professional Services

Description	Price	Qty	Ext. Price
SV-SiteAudit System Refresh Audit <i>System technical audit:</i> - 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	\$4,000.00	1	\$4,000.00
SV-MISTR-R MIS Data Transfer single SVR	\$627.00	1	\$627.00
SV-PSUpgrade Professional Services Refresh <i>Ensure accurate hardware requirements Assess database requirements and provide guidance Assist with management of upgrade requirements</i>	\$12,900.00	1	\$12,900.00
SV-PMDaySd Secondary Project Management -Daily Rate	\$965.00	8	\$7,720.00
Section Subtotal			\$43,547.00
Professional Services to Add Six Additional Positions			
SV-InstRemDaily Remote Install Services - Daily Rate	\$1,300.00	2	\$2,600.00
SV-SOLAPS Remote Solacom System Engineering 1 Day	\$1,620.00	4	\$6,480.00
SV-PMDaySd Secondary Project Management -Daily Rate	\$965.00	2	\$1,930.00
Section Subtotal			\$11,010.00

Subtotal: \$54,557.00

Warranty/Maintenance

Description	Price	Qty	Ext. Price
Warranty/Maintenance - Solacom Hardware Refresh			
MT-SSGUARD-01 Position Software Support - 1 Year	\$1,560.00	13	\$20,280.00
MT-Warranty Guardian First Year HW Warranty <i>The Guardian first year warranty covers all Hardware for the first year.</i>	\$0.00	1	\$0.00

Warranty/Maintenance

Description	Price	Qty	Ext. Price
MT-HSGUARD-06 Guardian Hardware Support - Year 6 <i>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.</i>	\$1,144.94	1	\$1,144.94
Section Subtotal			\$21,424.94
Warranty/Maintenance - To Add Six Additional Positions			
MT-SSGUARD-01 Position Software Support - Year 1 	\$1,560.00	6	\$9,360.00
MT-Warranty Guardian First Year HW Warranty <i>The Guardian first year warranty covers all Hardware for the first year.</i>	\$0.00	1	\$0.00
Section Subtotal			\$9,360.00

Subtotal: \$30,784.94

AK Services

Description	Price	Qty	Ext. Price
AKINSTALLMAT Installation Materials Installation Materials	\$1,500.00	1	\$1,500.00

Subtotal: \$1,500.00

Shipping

Description	Price	Qty	Ext. Price
ShippingFee Shipping and Handling Charges	\$4,805.00	1	\$4,805.00
ShippingFee Shipping and Handling Charges	\$835.00	1	\$835.00

Subtotal: \$5,640.00

Payment Terms

Description	Qty
Terms of Sale: <ul style="list-style-type: none">• Hardware and software will be invoiced upon shipment• Services will be invoiced upon completion• Payment Terms are Net 30	

Solacom Hardware Refresh and Add Six Additional Positions to the Backup Center

Prepared by:

AK Associates

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Prepared for:

Nassau County, FL

77100 Citizens Circle
Yulee, FL 32097
Kathleen Baum
(904) 548-4022
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Quote Information:

Quote #: 001836

Version: 3
Delivery Date: 04/04/2025
Expiration Date: 06/30/2025

Quote Summary

Description	Amount
Central Equipment A	\$73,010.53
Central Equipment B	\$87,940.68
PSAP 1	\$81,356.75
PSAP 2	\$56,628.30
Spares	\$1,459.35
Professional Services	\$54,557.00
Warranty/Maintenance	\$30,784.94
AK Services	\$1,500.00
Shipping	\$5,640.00
Total: \$392,877.55	

Disclaimers: This quote is provided for the listed contact and is not to be shared or disseminated without written consent by AK Associates.
This quote null and voids any previous version.

AK Associates

Signature: _____



Name: Beth Stankus

Title: Manager of Accounting

Date: 04/04/2025

Nassau County, FL

Signature: _____

Name: Kathleen Baum

Date: _____

Appendix

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	i3-12300	i3-12300	Intel Xeon W-2104
RAM	8 GB	8 GB	8 GB
Drive size	256 GB SSD	512 GB SSD	512 GB SSD
PCIe Slots	2	4	6
Sound Card	1	1	1
Graphic Card	On-board	1	2
Monitor Supported	2	2	6
Monitor Cables Provided	Supplied with monitor	Supplied with monitor	Supplied with monitor
Adapters Provided	No	No	6 mDP to DP
NIC Teaming	Yes	Yes	Yes
Guardian Map	No	Yes	Yes
3rd Party Software Cohabitation	No	CAD Only	Certified 3rd Party Map
			Certified CAD
Physical Size (HeightxLengthxDepth)	11.5 x 3.7 x 11.4"	14.45 x 6.65 x 11.84"	16.45 x 6.95 x 20.4"

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.