



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 <b>KVM (Keyboard,Video,Mouse) Switch 4 Port</b>	\$2,173.50	1	\$2,173.50
P-IQ1000 <b>IQ1000 Chassis Kit</b>	\$5,635.00	1	\$5,635.00
P-HDVOIP <b>High Density 512 Port VoIP Card</b>	\$17,193.65	1	\$17,193.65
P-ENH ADMIN-R-GA <b>Administrative Server</b>	\$7,550.90	1	\$7,550.90
P-STD APP-GA <b>Application Server</b>	\$8,078.75	1	\$8,078.75
P-ESK-GEO-C <b>Switch Kit Geo-Diverse System Cisco</b>	\$5,993.80	1	\$5,993.80
P-ES-CS1G24 <b>Cisco Catalyst 9200L Series 24Gb Ports</b>	\$2,719.75	1	\$2,719.75
P-FORTIFw-Geo-HA <b>High Avail. Fortinet Firewall Geo</b> High Avail. Fortinet Firewall Geo	\$2,116.48	1	\$2,116.48
P-ENH MIS <b>Enhanced MIS Server</b>	\$7,771.70	1	\$7,771.70
P-IP_SERIAL-8P <b>8-Ports Serial to 100BT Converter</b>	\$2,309.20	1	\$2,309.20
P-MGN400-KIT <b>Gateway to Legacy POTS Line - 4 FXO</b>	\$737.15	2	\$1,474.30
P-CISR-4321-1Yr <b>Cisco ISR4321 Router 1 year maintenance</b> <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 <b>Cisco 2GE NIM for ISR</b> Cisco 2GE NIM for ISR	\$1,394.95	2	\$2,789.90
<b>Re-using:</b> 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 <b>42U Cabinet Kit with Sides</b>	\$5,348.65	1	\$5,348.65
P-KVM 4 PORT <b>KVM (Keyboard,Video,Mouse) Switch 4 Port</b>	\$2,173.50	1	\$2,173.50



Central Equipment B

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

**Subtotal: \$87,940.68**

PSAP 1

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



PSAP 1

Description	Price	Qty	Ext. Price
P-MONITOR 24in <b>Standard Monitor 24"</b>	\$304.75	13	\$3,961.75
P-PAC II <b>Position Audio Controller II w/ Jack Box</b>	\$2,370.15	13	\$30,811.95
P-DP HANDSET_6W <b>Dual Prong Handset - 6 Wires</b>	\$131.10	13	\$1,704.30
P-KYPADU6 <b>Keypad - 24 Button 6' Cable W/10' ext</b>	\$112.70	13	\$1,465.10
P-HDSET_RA <b>Handset Adaptor for Recording</b>	\$109.25	13	\$1,420.25
P-PP24Key <b>Genovation Keypad pre-printed 24 Keys</b>	\$62.10	13	\$807.30
P-SUPV_JACK <b>Supplemental / Supervisor Jack Box</b>	\$447.35	1	\$447.35
<i>Re-using:</i>			
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 <b>Superior Position PC</b>	\$2,438.00	6	\$14,628.00
P-MONITOR 24in <b>Standard Monitor 24"</b>	\$236.90	6	\$1,421.40
SL- BUPGUARDPOS LI C <b>Guardian Backup Call Taker Pos License</b>	\$3,924.95	6	\$23,549.70
P-IRR <b>Dual IRR Recording Software License</b> <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 <b>MIS Position License</b>	\$147.20	6	\$883.20
P-PAC II <b>Position Audio Controller II w/ Jack Box</b>	\$1,843.45	6	\$11,060.70



PSAP 2

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

**Subtotal: \$56,628.30**

Spares

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

*Re-using:*

*1 x HD VoIP (2020)*

**Subtotal: \$1,459.35**

Professional Services

Description	Price	Qty	Ext. Price
<b>Professional Services for Solacom Hardware Refresh</b>			
SV-InstRemDaily <b>Remote Install Services - Daily Rate</b>	\$1,300.00	6	\$7,800.00
SV-ServerSetup <b>Server Configuration Update</b> <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 <b>Position Configuration Update</b> <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 <b>System Refresh Audit</b> <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 <b>MIS Data Transfer single SVR</b>	\$627.00	1	\$627.00
SV-PSUpgrade <b>Professional Services Refresh</b> <i>Ensure accurate hardware requirements</i> <i>Assess database requirements and provide guidance</i> <i>Assist with management of upgrade requirements</i>	\$12,900.00	1	\$12,900.00
SV-PMDaySd <b>Secondary Project Management -Daily Rate</b>	\$965.00	8	\$7,720.00
<b>Section Subtotal</b>			<b>\$43,547.00</b>
<b>Professional Services to Add Six Additional Positions</b>			
SV-InstRemDaily <b>Remote Install Services - Daily Rate</b>	\$1,300.00	2	\$2,600.00
SV-SOLAPS <b>Remote Solacom System Engineering 1 Day</b>	\$1,620.00	4	\$6,480.00
SV-PMDaySd <b>Secondary Project Management -Daily Rate</b>	\$965.00	2	\$1,930.00
<b>Section Subtotal</b>			<b>\$11,010.00</b>

**Subtotal: \$54,557.00**

Warranty/Maintenance

Description	Price	Qty	Ext. Price
<b>Warranty/Maintenance - Solacom Hardware Refresh</b>			
MT-SSGUARD-01 <b>Position Software Support - 1 Year</b>	\$1,560.00	13	\$20,280.00
MT-Warranty <b>Guardian First Year HW Warranty</b> <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
<b>MT-HSGUARD-06 Guardian Hardware Support - Year 6</b> <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
<b>Section Subtotal</b>			<b>\$21,424.94</b>
<b>Warranty/Maintenance - To Add Six Additional Positions</b>			
<b>MT-SSGUARD-01 Position Software Support - Year 1</b>	\$1,560.00	6	\$9,360.00
<b>MT-Warranty Guardian First Year HW Warranty</b> <i>The Guardian first year warranty covers all Hardware for the first year.</i>	\$0.00	1	\$0.00
<b>Section Subtotal</b>			<b>\$9,360.00</b>

Subtotal: **\$30,784.94**

AK Services

Description	Price	Qty	Ext. Price
<b>AKINSTALLMAT Installation Materials</b> Installation Materials	\$1,500.00	1	\$1,500.00

Subtotal: **\$1,500.00**

Shipping

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

Subtotal: **\$5,640.00**



## Payment Terms

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



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

**Prepared by:**

**AK Associates**  
Beth Stankus  
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Fax (603) 432-0900  
bstankus@AKassociates911.com

**Prepared for:**

**Nassau County, FL**  
77100 Citizens Circle  
Yulee, FL 32097  
Kathleen Baum  
(904) 548-4022  
KA1473@nassauso.com

**Quote Information:**

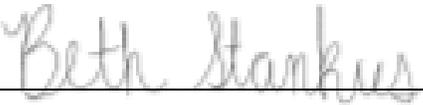
**Quote #: 001836**  
Version: 3  
Delivery Date: 04/04/2025  
Expiration Date: 06/30/2025

### 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
<b>Total: \$392,877.55</b>	

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"	<b>14.45 x 6.65 x 11.84"</b>	<b>16.45 x 6.95 x 20.4"</b>

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.