

BOARD OF COUNTY COMMISSIONERS
REGULAR MEETING
9:00 AM, May 21, 2025
James S. Page Governmental Complex, 96135 Nassau Place
Yulee, FL 32097

L.

STATE GRANT APPLICATION**Basic Information**

Application Submitted Date : 04-24-2025 08:20:08

PDF Generated Date: 04-24-2025 08:21:31

County : NASSAU

Project Title: Solacom Hardware Refresh and add 6 Phone Consoles

Amount Requested: \$392,877.55

Procurement Method : NONE

1. Chair, Board of County Commissioners

77100 Citizens Cir

Yulee , FL 32097

Nassau County

2. County 911 Coordinator

96135 Nassau Pl

Yulee , FL 32097

Nassau County

3. Federal Tax ID Number

591863042

4. County fact information

Number of PSAPs : 1

Number of Call-taking Positions per PSAP : 13

PSAP(s) in which grant funding will apply : 1

5. Financial Information

A) Current annual costs for 911 systems : \$63,855.28	B) Current annual costs for maintenance : \$121,159.20
C) Total amount of 911 fee revenue received : \$519,579.19	D) Carry-forward funding retained : \$71,559.83
E) Current carry-forward funding : \$295,462.00	F) Applied carry-forward funding : \$311,747.51
G) Minimum calculated amount for applied carry-forward funding : \$0.00	

6. Describe the existing system

The Nassau County emergency telephone system is a geo-diverse Solacom Guardian product. There are 13 seats in the PSAP. The system live August 17, 2020. The system is approaching 5 years old and it is the recommendation of the manufacturer and AK & Associates the the system components be replaced. In addition, we are creating a backup center that will require 6 phone consoles

7. Describe the scope of work

The scope of work involves the replacement of all components in the PSAP associated with the Solacom Guardian emergency telephone system. In addition 6 additional phone consoles and all components will be added to the backup center.

The following details the SOW associated tasks for the CPE Upgrade project:

- * Schedule and meet with customer to discuss the transition process AK, Nassau County and Solacom to detail tasks to be tracked (SOW)
- * Final assignment and approval of roles and responsibilities to accomplish all tasks
- * Determine cut-over timetable
- * Schedule meeting and/or conference bridge with all vendors that may impact the successful implementation of new Solacom Guardian 9-1-1 System if applicable
 - ^Network provider
 - ^Recorder Manufacturer
 - ^Mapping
 - ^9-1-1 Equipment Manufacture
 - ^Administrative telephone service provider
- * Inventory equipment with customer (Nassau County and AK Associates) when equipment arrives on site within 2 business days of equipment being on site
- * Install New Guardian Hardware
- * Ground system
- * Power system
- * Test core system to ensure functioning properly
- * Prewire and configure equipment room as required
- * Approve call flow
- * Setup test position
- * Setup call-taker workstation
- * Load additional existing software for mapping and other accessory applications
- * Test system is operational
- * Test ALI circuits
- * Recorder integration
- * CAD Integration
- * Radio/telephone integration
- * 9-1-1 trunks
- * Administrative phone appearances
- * Correct any issues prior to installing new workstations at call taker's positions
- * Prewire to workstation as required (can be done ahead of time)
- * Once system installation completed and functionality confirmed
- * Provide demo of system configuration options
- * Select screen configuration(s)
 - o Configure Guardian screen layouts
 - o Setup all transfer buttons and pull downs
 - o Add speed dials and contact information into Guardian
- * Build security and functionality log-in for Call takers/dispatchers/supervisors and managers as needed
- * Install workstation at call-takers' positions
- * Test each Guardian position Audio levels
- * Adjust incoming ringing to meet customer's requirements
- * Schedule and provide training
- * Call-taker training
- * AK Associates and Solacom to do a pre-customer acceptance plan, System Acceptance Test (SAT)
- * Complete SAT with Nassau County prior to cut-over
- * Perform system cut-over
- * Provide coaching/support for each call-taking group's first shift using new equipment
- * Provide additional support as needed
- * Remove old equipment from equipment room and call-taker positions, taking inventory of county property tags for customer
- * AK Associates and Solacom work with Nassau County for acceptance and to provide sign-off for completion of project.

8. Justification of the need for the proposed project

The Solacom Guardian system has been in operation for almost 5 years as of August 2020. The manufacturer recommends replacing server/switches at 5 years.

9. Justification of grant funding

There are not enough funds in Nassau County's Carry Forward funds to cover the costs of the hardware refresh and add 6 phone consoles to the Backup Center.

10. Project timeline

All hardware and software will be invoiced at shipment. At project completion, services will be invoiced.

0-150 Days Procure hardware and software required for replacing the CPE System. Equipment order, awaiting delivery of equipment, and preparation of the work area to accommodate the new equipment.

151 -240 Days Systems, installation, comprehensive communication/network interface testing, cutover coordination testing and start-up of the call taking and system functions.

241-335 Days Training, final acceptance test and system commissioning, final completion and payment. Begin the 1st year manufacturer warranty and maintenance.

11. Single or sole source justification, if applicable

Quotes have been requested from Solacom and AK Associates for the hardware refresh and 6 additional phone consoles.

12. Previous service dates, if applicable

Dates of Support: 6/1/24 through 5/31/25

13. Budget reports

Year 1

System: Hardware, Software, Equipment, & Labor

Item	Total Amount , Unit Price , Quantity
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	\$300,395.61 (\$300,395.61 X 1)

System Subtotal : \$300,395.61

Services: Training, Maintenance, and Warranty Items

Item	Total Amount , Unit Price , Quantity
Professional Services -\$54,557.00 Warranty/Maintenance - \$30,784.94 Shipping - \$5,640.00 AK Services - \$1,500	\$92,481.94 (\$92,481.94 X 1)

Services Subtotal : \$92,481.94

Year 1 Budget Total : \$392,877.55

Overall Project Total : \$392,877.55

Carry-forward Funds Applied : \$0.00

Grant Request Total Less Carry-Forward Applied : \$392,877.55

14. Assurances

ACCEPTANCE OF TERMS AND CONDITIONS: The grantee accepts all grant terms and conditions. Grantee understands that grants are contingent upon the availability of funds.

DISCLAIMER: The grantee certifies that the facts and information contained in this application and any attached documents are true and correct.

A violation of this requirement may result in revocation of the grant and return of all grant funds and interest accrued (if any), pursuant to the Emergency Communications Board authority and any other remedy provided by law.

NOTIFICATION OF AWARDS: The grantee understands and accepts that the notice of award will be advertised on the Florida 911 website.

MAINTENANCE OF IMPROVEMENT AND EXPANSION: The grantee agrees that any improvement, expansion or other effect brought about in whole or part by grant funds will be maintained. No substantial changes or departures from the original proposal shall be permitted unless the Emergency Communications Board gives prior written authorization. Any unauthorized change will necessitate the return of grant

funds,
and accrued interest (if any) to the Board.

The county certifies that all applicable county procurement rules/procedures has been met.

Failure to utilize grant funds as represented may jeopardize eligibility to be considered for future funding.

14. Authority

I hereby affirm my authority and responsibility for the use of funds requested.

SIGNATURE CHAIR, BOARD OF COUNTY COMMISSIONERS OR COUNTY MANAGER

Date

Printed Name

Position

Regional Signatures if Applicable (add additional lines if needed)



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 LIC 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
<p>Terms of Sale:</p> <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

Beth Stankus
(603) 432-5755 x.283
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
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: Beth Stankus
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.