



LOS ALAMOS POLICE DEPARTMENT

DINO SGAMBELLONE, Chief of Police

2500 TRINITY DRIVE, SUITE A • LOS ALAMOS, NM 87544 • T (505) 662-8226, F (505) 662-8287

PSAP Board of Finance Request Letter

Date: February 1, 2019

To: Bill Range, E-911 Program Manager

From: County of Los Alamos

Re: PSAP Equipment Request Letter

The County of Los Alamos requests State Board of Finance (BOF) approval of the attached quote of \$207,906.62 to purchase replacement of E911 equipment which has reached end of life.

The County of Los Alamos requests no additional positions at this time.

By the signature(s) below, we certify that:

1. The PSAP site is ready for this upgrade and no construction is involved;
2. The County of Los Alamos is in compliance with Section 63-9D-4A NMSA 1978, Telecommunicator / Dispatcher Training, paragraph 10.6.2.16; and
3. The County of Los Alamos is in compliance with GIS / MSAG minimum accuracy requirements as set forth in Title 10, Chapter 6, Part 2 of the New Mexico Administrative Code (NMAC), paragraph 10.6.2.10.
4. The County of Los Alamos certifies that it has submitted its Annual PSAP Report for FY2018.

Finally, the signatories acknowledge and agree that once the request packages are approved by the BOF, all future changes in configuration cannot exceed the original BOF-approved cost *AND* we understand and agree that any cost above the BOF-approved amount must be paid by the County of Los Alamos.

Authorized Signatures

Fiscal Agent

Fiscal Agent's Printed Name

PSAP Manager

Katherine E. Stoddard

PSAP Manager's Printed Name

Attachment 1: Vendor quote

Attachment 2: Call statistics for the past 12 months

Stoddard, Katherine

From: Range, William, DoIT <WilliamT.Range@state.nm.us>
Sent: Wednesday, January 09, 2019 4:36 PM
To: Stoddard, Katherine
Subject: FW: Revised VT-VESTA Quote-Netclock included
Attachments: Venture Technologies-Los Alamos PD-VESTA E-911 System Upgrade- Jan 2019.pdf

Hello Kate – I've discovered a couple of PSAPs recently that never got a new Netclock and their various devices were not synched up. For this reason I've asked Brian to update quotes to include Netclock. Since the price has changed, please amend your request letter to reflect the new amount. All I need replaced is the first page of the request letter to show the purchase price being \$207,906.62.

Thanks,
Bill

From: Brian Kelley <Brian.Kelley@ventech.com>
Sent: Wednesday, January 09, 2019 3:16 PM
To: Stoddard, Kate <katherine.stoddard@lacnm.us>; Range, William, DoIT <WilliamT.Range@state.nm.us>
Subject: [EXT] Revised VT-VESTA Quote-Netclock included

Kate,
Good afternoon and Happy New Year! As we discussed, Bill would like all the 911 upgrade quotes to include a new Netclock Timing Device. Therefore, I've added the proper Netclock for your new VESTA system to the attached quote.

Bill,
As we discussed and requested, I've add the proper Netclock to the attached quote. Please let me know if there are any questions I can address at this time!

Thanks everyone, best of luck in 2019!
BK

Brian M. Kelley | Vice President- Public Safety Sales

8680 Concord Center Drive | Englewood, CO. | 80112

Direct: 720.279.5812 | Support: 866.622.6722





Wyoming
401 E 'E' St
Casper, WY 82601

Colorado
8680 Concord Center Dr
Englewood, CO 80112

Bill To:
Los Alamos Police Dept Attn: 911 Operations - Dept of IT Simms Building, 715 Alta Vista St. Santa Fe NM, 87505 US
Ship To:
Los Alamos Police Dept 2500 Trinity Dr Ste A Los Alamos, NM 87544-3028

Quote #	Q-00032472		
Date:	01/09/2019	Expires:	03/08/2019
Sales Rep:	Brian Kelley brian.kelley@ventech.com (720) 279-5812		
Customer Contact:	Kate Stoddard katherine.stoddard@lacnm.us (505) 661-3435		
Description:	LAPD: VESTA Upgrade Final Small Server Bundle		

Quantity	Item #	Description	Unit Price	Line Total
VESTA Essential Bundle				
2	870891-66301	VESTA 9-1-1 SMS LIC	\$0.00	\$0.00
4	809800-00200	CFG NTWK DEVICE	\$147.78	\$591.11
2	809810-00103	V911 ADV DATA LVL 2 STD ANNUAL SUB	\$833.33	\$1,666.67
4	03800-03060	FIREWALL 60E	\$633.33	\$2,533.33
4	03800-03061	WARR FIREWALL 60E 1YR	\$202.22	\$808.89
2	809810-00102	V911 ADV DATA LVL 1 ANNUAL SUB	\$0.00	\$0.00
1	04000-00159	BLKBX TL159A 8-PORT DATACAST	\$431.11	\$431.11
5	65000-00262	KIT CBL RJ11 ADPTR DB25	\$16.67	\$83.33
1	853031-MLBRSGD-A	V-ML ESS BKRM SML GEO A BNDL	\$17,747.78	\$17,747.78
1	853031-BRGDSPT1YR	V-ML ESS BKRM GEO BNDL SPT 1YR	\$372.22	\$372.22
6	853031-ESSLTWKST	V911 ESS LT WKST BNDL	\$6,227.78	\$37,366.67
6	853031-ESSLTWKST1YR	V911 ESS LT WKST BNDL SPT 1YR	\$1,076.67	\$6,460.00
1	04000-00159	BLKBX TL159A 8-PORT DATACAST	\$431.11	\$431.11
5	65000-00262	KIT CBL RJ11 ADPTR DB25	\$16.67	\$83.33
1	853031-MLBRSGD-B	V-ML ESS BKRM SML GEO B BNDL	\$19,026.67	\$19,026.67
1	853031-BRGDSPT1YR	V-ML ESS BKRM GEO BNDL SPT 1YR	\$372.22	\$372.22
2	853031-ESSLTWKST	V911 ESS LT WKST BNDL	\$6,227.78	\$12,455.56
2	853031-ESSLTWKST1YR	V911 ESS LT WKST BNDL SPT 1YR	\$1,076.67	\$2,153.33

Quantity	Item #	Description	Unit Price	Line Total
VESTA Workstation Hardware & Software				
1	61000-819206	DKTP PRODESK G3 MINI W/O OS	\$972.22	\$972.22
1	04000-00441	WINDOWS 10 LTSC LIC	\$103.33	\$103.33
1	63000-202901	MNTR FP LED 20IN MTG	\$202.22	\$202.22
1	64000-00200	DKTP TWR STAND	\$26.67	\$26.67
1	809800-00102	GENERIC WKST CFG FEE	\$277.78	\$277.78
6	64000-00200	DKTP TWR STAND	\$26.67	\$160.00

6	04000-01025	HDMI/DVI ADPTR CBL 6FT	\$5.56	\$33.33
24	04000-01018	CBL DVI KVM EXT KIT	\$36.67	\$880.00
6	04000-01005	KVM DVI 4-PORT SWITCH	\$267.78	\$1,606.67
1	871690-11001	MLTPLCTY 3.0 LIC/MED	\$66.67	\$66.67
5	04000-21220	MULTIPLICITY LIC ONLY	\$66.67	\$333.33
1	04000-00420	CALL RECORD PRNTR HI END	\$521.11	\$521.11
1	04000-00419	PARALLEL PRNTR RIBBON	\$18.89	\$18.89
1	65000-03133	CBL USB SHLD M/M 10FT	\$11.11	\$11.11
1	6204C-60023	PRINT SVR 420 PRINTER	\$324.44	\$324.44
2	64000-00200	DKTP TWR STAND	\$26.67	\$53.33
2	04000-01025	HDMI/DVI ADPTR CBL 6FT	\$5.56	\$11.11
8	04000-01018	CBL DVI KVM EXT KIT	\$36.67	\$293.33
2	04000-01005	KVM DVI 4-PORT SWITCH	\$267.78	\$535.56
1	871690-11001	MLTPLCTY 3.0 LIC/MED	\$66.67	\$66.67
1	04000-21220	MULTIPLICITY LIC ONLY	\$66.67	\$66.67
1	04000-00420	CALL RECORD PRNTR HI END	\$521.11	\$521.11
1	04000-00419	PARALLEL PRNTR RIBBON	\$18.89	\$18.89
1	65000-03133	CBL USB SHLD M/M 10FT	\$11.11	\$11.11
1	6204C-60023	PRINT SVR 420 PRINTER	\$324.44	\$324.44

Quantity	Item #	Description	Unit Price	Line Total
VESTA Map				
1	871399-50101.0	VMAP LOCAL PREM LIC/MED - NO BOM YET	\$4,166.67	\$4,166.67
5	871391-50101.0	VMAP LOCAL PREM LIC ONLY	\$4,166.67	\$20,833.33
6	809800-46001	VMAP LOCAL LIC SPT 1YR	\$700.00	\$4,200.00
1	809800-44111	VMAP GIS SVCS	\$4,858.89	\$4,858.89
6	64000-40113	8GB RAM DDR4 PRODESK 600 G3	\$128.89	\$773.33
6	63000-202901	MNTR FP LED 20IN MTG	\$202.22	\$1,213.33
1	871399-50101.0	VMAP LOCAL PREM LIC/MED - NO BOM YET	\$4,166.67	\$4,166.67
1	871391-50101.0	VMAP LOCAL PREM LIC ONLY	\$4,166.67	\$4,166.67
2	809800-46001	VMAP LOCAL LIC SPT 1YR	\$700.00	\$1,400.00
2	64000-40113	8GB RAM DDR4 PRODESK 600 G3	\$128.89	\$257.78
2	63000-202901	MNTR FP LED 20IN MTG	\$202.22	\$404.44

Quantity	Item #	Description	Unit Price	Line Total
VESTA Spare Gateways				
1	2213937-SPARE	FXO GATEWAY 8-PORT SPARE	\$1,465.56	\$1,465.56
1	2213939-SPARE	FXS GATEWAY 8-PORT SPARE	\$1,465.56	\$1,465.56

Quantity	Item #	Description	Unit Price	Line Total
VESTA Network Hardware				
4	04000-29616	SWITCH 2960 + CBL 24-PORT	\$1,066.67	\$4,266.67
4	04000-02991	WARR 2960 24P 2T 24X7 1YR	\$278.89	\$1,115.56

Quantity	Item #	Description	Unit Price	Line Total
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Netclock-GPS Command Center Package				
1	915001	NETCLOCK 9383 OCXO GPS CMND CT	\$11,147.72	\$11,147.72

Quantity	Item #	Description	Unit Price	Line Total
Venture Technologies & Airbus DS Training & Professional Services				
2	000001-69012	E-LEARN VESTA MAP LOCAL AGENT TRNG	\$327.78	\$655.56
1	000001-69013	E-LEARN VMAP LOCAL GIS DATA HUB TRNG	\$327.78	\$327.78
26	809800-17006	FIELD ENG-EXPRESS	\$81.11	\$2,108.89
1	809800-17503	V911 ESS REM FE SVCS - GEO	\$3,555.56	\$3,555.56
1	000001-B6701	V911 ESS/CORE TRNG BNDL-LT	\$5,444.44	\$5,444.44
1	000001-08538	CUTOVER COACHING	\$3,888.89	\$3,888.89
1	ISC-E-911-PROJECT	Onsite Installation & Configuration Project Management VESTA System Documentation Cut-Over Support	\$18,500.00	\$18,500.00
1	Datacom	CAT 6 Cable Materials	\$500.00	\$500.00

Quantity	Item #	Description	Unit Price	Line Total
Airbus VESTA Discount				
1	ONETIMEDISCOUNT-OTHER	ONE TIME DISCOUNT	(\$3,000.00)	(\$3,000.00)

SubTotal	\$207,906.62
Discount	\$0.00
Estimated Tax	\$0.00
Total	\$207,906.62

GENERAL SALES TERMS & CONDITIONS – VENTURE TECHNOLOGIES

1. **General** - These general sales terms and conditions apply to the contractual relationship of ISC, Inc. dBA Venture Technologies ("Venture") with the party purchasing product from Venture (the "Buyer"). Venture reserves the right to contract out all or part of the work, goods or services to be delivered to Buyer hereunder. All sales are final. Shipments are C.O.D. unless an open account has been approved and terms established on cash prices. Venture accepts Master Card, Visa, American Express and Discover for amounts less than \$5,000. All pricing is subject to change without notice.
2. **Deliveries** - Venture understands the importance of quick delivery for today's IT landscape and provides maximum delivery flexibility. Venture utilizes very large inventories from several vendor-partners, ensuring customers' uninterrupted supply and quick reaction to unanticipated requirements. Venture charges competitive shipping rates and uses Federal Express, Airborne Express and UPS as its primary shipping partners. Freight charges are prepaid and added to invoice, at Buyer's expense, unless different terms are agreed upon prior to receipt and acceptance of purchase orders. Quoted delivery dates are approximate and subject to product availability at time of receipt of order. Venture will make all reasonable efforts to meet quoted delivery dates, but will not be liable for its failure to do so because of circumstances beyond its control. Packaging is at the discretion of Venture, at the cost of Buyer. Purchase of goods is deemed to occur as of the time the goods are placed in transit to Buyer, and Buyer shall assume all risk of loss and risk of damage to the goods once placed in transit. Venture reserves the right to replace the goods that are the object of this agreement with goods of equivalent specification on condition that this does not result in either an increase in the price or a change in quality for the Buyer.
3. **Taxes** - All prices hereunder are listed exclusive of tax, and any tax imposed by reason of this sale are the responsibility of the Buyer. Buyer agrees to furnish any written documentation necessary to support a claim of non-taxability, including but not limited to a wholesaler's license or tax exemption certificate. Prices are subject to change to reflect tax changes regarding component costs to Venture or its suppliers. Buyer further agrees to promptly provide Venture written proof that any taxes imposed on the sale have been remitted and paid by Buyer once Buyer has paid same.
4. **Warranties** - Venture warrants that those products and goods that are manufactured by Venture, if any, will be as specified and will be free of defects in material and workmanship for a period of one year from the date of delivery. Venture does not warrant any products or goods sold hereunder that are not manufactured by Venture; but Venture will transfer to Buyer upon sale any and all manufacturer's warranties held by Venture that are associated with such products and goods. Venture is available to assist with any warranty issues with specific manufacturers. Manufacturer's warranties start from the date of distributor or manufacturer invoice to Venture. OTHER THAN THE WARRANTIES SET FORTH ABOVE, ALL PRODUCTS AND GOODS SOLD HEREUNDER ARE SOLD "AS IS" AND WITH NO OTHER WARRANTY WHATSOEVER. VENTURE HEREBY EXPRESSLY DISCLAIMS ANY AND ALL OTHER WARRANTIES, WHETHER EXPRESS, IMPLIED, OR STATUTORY, INCLUDING THE IMPLIED WARRANTIES OF MERCHANTABILITY AND FITNESS FOR A PARTICULAR PURPOSE OR ANY OTHER PURPOSE REQUESTED OR INDICATED BY BUYER.
5. **Returns** - All return requests are contingent upon Venture, and manufacturer/distributor approval. Returns are subject to restock fees based on condition of product, timeframe and reason for return. Return requests must be made within 30 days of Venture invoice date. Products must be unopened and in new condition to expedite return process. Opened and or used products are generally not eligible for return. If a return request involves opened or used product, return authorization is subject to restock fee if approved. All original packaging must be saved, as any returns must be returned packaged as close to new as possible with all original miscellaneous items such as cables, manuals, and padding included. If a return is necessary, please contact your Venture sales representative to initiate approval process for an Return Merchandise Authorization (RMA) Number and shipping instructions. Please do not write on outside of any packaging for returns; this will nullify the return approval. All return information must be placed upon the return-shipping label, including without limitation return address and RMA Number. All return shipments shall be paid for by Buyer, and made within 20 days of the issuance of an RMA Number. Claims for shortages or incorrect merchandise shipped must be made within 15 days of shipment. TO INITIATE A RETURN, PLEASE CALL VENTURE CUSTOMER ASSISTANCE AT 888-525-8933.
6. **Damages and Limits Of Liability** - Venture shall not be liable for any direct or indirect, special, incidental, consequential or punitive damages of any kind, whether based on contract, tort, or other legal theory or for any loss of revenue or profits, loss of data or loss of business, or other financial losses arising out of the sale, installation, service or use of products or provision of services, even if it has been advised of the possibility thereof. Venture does not authorize any other person to assume such liability on its behalf. Under no circumstances may Venture's liability exceed, and in all cases Venture's liability hereunder shall be limited to, the amount Venture has actually been paid by Buyer.
7. **Confidentiality** - Venture is the sole owner of the information collected through Venture or via www.isccorp.net, Venture only has access to/collects information that Buyer voluntarily gives Venture. Venture will not sell or rent this information to anyone. Venture will use your information to respond to you, regarding the reason you contacted us. Venture will not share your information with any third party outside of our organization, other than as necessary to fulfill your requestor process an order. Unless you ask us not to, Venture may contact you via email in the future to tell you about specials, new products, marketing events or services, or changes to this privacy policy. You may opt out of any future contacts from us at any time, by contacting us via the email address or phone number provided on Venture's website. Venture's website contains links to other sites, and Venture is not responsible for the content or privacy practices of such other sites. Venture encourages users to be aware when they leave Venture's website and to read privacy statements of any other sites prior to providing Buyers' information to same.
8. **Offsets** - Buyer is not entitled to make any offset or retention hereunder, or withhold payments hereunder, and Buyer is prohibited to invoice or back-charge Venture for any amount not agreed to by Venture in writing.
9. **Miscellaneous** - This agreement is the exclusive statement of the parties with respect to the subject matter hereof, supersedes any prior or contemporaneous communications, shall be interpreted and enforced in accordance with laws of the State of Wyoming, and shall not be amended except in writing executed by Buyer and Venture. To the extent that any provision hereof is held illegal, invalid, or unenforceable in whole or in part, such provision or portion hereof will become ineffective, and will be deemed modified to the extent necessary to conform to applicable law so as to give maximum effect to such provision or portion hereof, and the balance hereof shall remain enforceable and binding between the parties. No waiver of the terms hereof (whether by course of dealing or otherwise) shall be effective unless in writing signed by the party to be charged with such waiver.

Attachment 2

**County of Los Alamos
PSAP 911 Calls
10/1/2017 - 9/30/2018**

9-1-1 PSAP Activity Los Alamos County			
	Landline 9-1-1 Calls	Wireless 9-1-1 Calls	Total 9-1-1 Phone Calls
<i>Oct</i>	156	380	536
<i>Nov</i>	127	395	522
<i>Dec</i>	132	347	479
<i>Jan</i>	134	310	444
<i>Feb</i>	122	288	410
<i>Mar</i>	139	315	454
<i>Apl</i>	163	343	506
<i>May</i>	176	429	605
<i>June</i>	152	439	591
<i>July</i>	164	449	613
<i>Aug</i>	131	360	491
<i>Sep</i>	156	380	536
Total	1,752	4,435	6,187
Month Avg.	146	370	516
Day Avg.	5	12	17