



# AGENDA

**NORTH CAROLINA 911 BOARD  
FUNDING COMMITTEE  
Thursday, June 18, 2020  
Via Simultaneous Communication  
1:00 p.m. – 3:00 p.m.**

<b><u>Tab</u></b>	<b><u>Topic</u></b>	<b><u>Presenter</u></b>
1.	Roll Call.....	Kristen Falco
2.	Executive Director's Opening Remarks.....	Pokey Harris
3.	Chair's Opening Remarks.....	David Bone
4.	Approval of May 2020 Minutes <i>(Roll Call Vote Required)</i> .....	David Bone
5.	Funding Reconsiderations.....	Marsha Tapler
	a) FY2020 Reconsideration Update	
	b) FY2021 Reconsideration Requests <i>(Roll Call Vote Required)</i>	
	i. Boone Police Department	
	ii. Rutherford County 911 Communications	
	c) FY2021 Reconsideration Updates	
6.	PSAP Fund Balance Discussion.....	David Bone
7.	PSAP Report Status Update.....	Kristen Falco
8.	Closing Remarks.....	Pokey Harris/David Bone
	Adjourn	





**North Carolina 911 Board  
Funding Committee Meeting  
MINUTES**

**April 23, 2020  
1:00 pm – 3:00 pm**

**Microsoft Teams, Raleigh, NC**

*Meeting was conducted by use of simultaneous communications.*

<u>Members on Phone</u>	<u>Staff on Phone</u>	<u>Staff Not Present</u>
Randy Beeman	Richard Bradford	Angie Turbeville
Jason Barbour	Ronnie Cashwell	
David Bone	Stephanie Conner	<u>Others on Phone</u>
Allen Cress	Pokey Harris	Christine Moore
Chuck Greene	Kristen Falco	Ellis Frazier
Len Hagaman	Tina Gardner	Ray Silance
Del Hall	Gerry Means	Mike Reitz
Melanie Neal	Stanley Meeks	Donna Wright
Candy Miller	David Newberry	Greg Foster
Stephanie Wiseman	Marsha Tapler	Jeff Shipp
Stacey Gonyer		Nakia Johnson
		Tracy Nash
		Greg Nash
		Cliff Kimsey
		Lance Kleffman
		Michael Albertson

**1. Roll Call –**

The meeting was called to order at 1:00 pm by Mr. Bone. Mrs. Falco advised funding committee meeting members and attendees that updates to Session Law 2020-3 required members and staff to identify themselves when speaking during the meeting and when making motions and seconding motions, and that votes would be done through a roll call vote. Any chat discussions would be public record, although they may not be reflected in the Funding Committee meeting minutes. Mrs. Falco proceeded to call the roll.

## **2. Executive Director Opening Remarks –**

Mrs. Harris thanked everyone for their attendance.

## **3. Chairs Opening Remarks –**

Mr. Bone welcomed everyone and read the Ethics Awareness/Conflict of interest statement. Melanie Neal recused herself from the vote pertaining to Guilford-Metro's request for approval for funding of Motorola Resource Licensing.

## **4. Approval April 2020 Minutes (Vote Required) –**

Mr. Bone requested a motion to approve the April 2020 minutes. Mr. Beeman made the motion, Mr. Hall seconded; motion carried.

## **5. Guilford Metro 911 Eligibility Funding Consideration –**

Guilford Metro came forward to the Funding Committee seeking approval for funding \$607,886.00 for 160 Radio Resource Licenses per position for their primary and back up centers for the MCC7500E consoles they are going to purchase. Substantial discussion was held amongst staff members, committee members, and staff with Motorola. Mr. Barbour made a motion to approve the radio resource licenses and was seconded by Mr. Hall; motion carried.

## **6. Funding Reconsiderations FY2020 –**

### **Raleigh-Wake 911 -**

Mrs. Tapler reported it was unclear if Raleigh-Wake still needed a funding reconsideration after FY2019 revenue expenditure report was completed and was showing they still had a considerable amount of fund balance left. Staff was waiting to hear back from Raleigh-Wake regarding the reconsideration.

### **McDowell County 911 -**

After review of the funding reconsideration documentation submitted, Mrs. Tapler reached out to McDowell to see if they still needed a funding reconsideration and was waiting on a reply from them.

## **FY2021 Funding Reconsiderations -**

Staff was waiting on documentation from several PSAP's for their funding reconsiderations for FY2021 and was hopeful that the reconsiderations could be presented during the June Funding Committee meeting, once all documentation was received and reviewed.

### **7. Proposed FY2021 PSAP Distribution (Vote Required) –**

Mrs. Tapler presented the proposed FY2021 PSAP distributions in the total amount of \$47,763,558.35. Ms. Neal motioned to approve the PSAP distributions, Mr. Greene seconded; motion carried.

### **8. PSAP Fund Balance Discussion –**

Mrs. Harris advised that there was a significant amount of fund balance across the state's PSAPs and that board staff, Mr. Bone, and Mr. Greene would be having discussions on how to approach those PSAP's with high fund balances.

### **9. PSAP Status Update –**

Mrs. Falco reported out financial staff's progress on completing reviews for all PSAPs for their FY2018 reporting period and current status of reviews for the FY2019 reporting period.

### **10. Executive Director's Closing Remarks –**

Mrs. Harris and Mr. Bone thanked everyone for their participation in the funding committee meeting.

The meeting was adjourned at 2:34 pm.

**From:** Kevin Hardy  
**To:** Tapler, Marsha; Amy Davis  
**Cc:** Andy LeBeau  
**Subject:** RE: [External] Re: Boone PD Funding Reconsideration FY2021  
**Date:** Friday, June 12, 2020 11:19:25 AM  
**Attachments:** IMAGE.png  
IMAGE.png  
IMAGE.png

**CAUTION:** External email. Do not click links or open attachments unless you verify. Send all suspicious email as an attachment to [reportspam@nc.gov](mailto:reportspam@nc.gov).

**4. Include justification answering the following questions:**

The new funding model is based upon actual expenses; please explain why do you need additional expenses?

*The requested expenditures, with the exception of some miscellaneous hardware replacements (monitors, keyboards, etc..) are a continuation of payments for leases that have been in place since 2016. The line is labeled Capital - Hardware on our budget to line up with the 911 Expenditure report's Hardware section. There no "Capital" projects planned otherwise as the word traditionally would reflect.*

If your requests are based upon capital expenditures for the next year, have you considered a grant from the 911 Board for the program?

*Based on the information above the, the purchases are hardware purchases only and not true "Capital" projects as the line item name reflects.*

Please explain how the additional funding will improve your efficiency for delivering 911 services.

*The funding will allow the operation to continue as normal. There are no new projects except for traditional replacement of items in the current communications center that are due to be replaced or updated.*

**5. Please explain in detail how the current fund balance will be used to offset increases in expenses.**

*Our current fund balance will be exhausted and is not sufficient to cover the allowable expenditures of the communications center with the current funding distribution.*

**6. Complete time line of completion for capital expenses.**

*All hardware replacements will be completed in the fiscal budget year.*

Boone Police Communications replaced all the equipment in the communications center in FY1516. At that time the funding distribution was minimal since there had not been major replacement of equipment in the communications center in the prior ten years. At that time we contacted the 911 board and together we came up with an approved five year plan that allowed us to lease the equipment. The plan would require Boone Police Communications to seek funding reconsiderations starting in the second or third year of the five year plan. We are seeking this year's reconsideration at this time as requested by the Board. Reconsideration requests must be made until the five year rolling average fully covers the allowable operational expenditures.

Kevin Hardy  
Boone Police Department  
Communications/Records Supervisor  
1500 Blowing Rock Rd  
Boone, NC 28607  
828-268-6910 (o)  
336-977-1818 (c)

"The Town of Boone is an equal opportunity provider and employer."

Email correspondence to and from this address is subject to public records requests pursuant to the North Carolina Public Records Law, resulting in monitoring and potential disclosure of this message to third parties.  
>> "Tapler, Marsha" <marsha.tapler@nc.gov> 6/12/2020 10:28 AM >>>

Please review attached and let me know if you are in agreement with the adjusted figures. Once I receive this answer and the answers to questions 4 thru 6, I can put this forward to the committee.

Thanks.

*Marsha*

Marsha Tapler  
Financial Analyst  
919.754.6344 office  
[marsha.tapler@nc.gov](mailto:marsha.tapler@nc.gov)



Email correspondence to and from this address is subject to the North Carolina Public Records Law and may be disclosed to third parties.

**From:** Kevin Hardy <Kevin.Hardy@townofboone.net>  
**Sent:** Friday, June 12, 2020 10:25 AM  
**To:** Tapler, Marsha <marsha.tapler@nc.gov>; Amy Davis <Amy.Davis@townofboone.net>  
**Cc:** Andy LeBeau <Andy.LeBeau@townofboone.net>  
**Subject:** [External] Re: Boone PD Funding Reconsideration FY2021

**CAUTION:** External email. Do not click links or open attachments unless you verify. Send all suspicious email as an attachment to [reportspam@nc.gov](mailto:reportspam@nc.gov).

Good morning Marsha,

It would appear that the question asked are related to the Phone Console Replacement \$62,500 and the ESINet Integration line items.

Since the Town of Boone has made a design to move to the hosted solution, these lines may be removed from the budget for next year. We also now understand that the ESINet Integration is a direct billable expenditure and we will follow up with you once that is required.

The removal of these items should satisfy the request. If not please let me know.

Thank you

Kevin Hardy  
Boone Police Department  
Communications/Records Supervisor

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>>> "Tapler, Marsha" <marsha.tapler@nc.gov> 6/12/2020 9:42 AM >>>  
Good morning Amy,

Hope you have had a great start to your Friday morning. Please find the reconsideration information attached. All that seems to be missing is the answers to the questions below. You can provide the information in the format below to allow for Committee members to have clarity as to why the reconsideration is necessary. If you could get this back to me as quickly as possible, it would be much appreciated. I would like to get all information posted by 12:00pm. Let me know if I can be of further assistance.

Take care,

**4. Include justification answering the following questions:**

The new funding model is based upon actual expenses: please explain why do you need additional expenses?

If your requests are based upon capital expenditures for the next year, have you considered a grant from the 911 Board for the program?

Please explain how the additional funding will improve your efficiency for delivering 911 services.

**5. Please explain in detail how the current fund balance will be used to offset increases in expenses.**

**6. Complete time line of completion for capital expenses.**

*Marsha*

Marsha Tapler  
Financial Analyst  
919.754.6344 office  
[marsha.tapler@nc.gov](mailto:marsha.tapler@nc.gov)



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**North Carolina 911 Board**

PSAP Name: Town of Boone  
 Contact Name: Amy Davis  
 Contact Address: PO Drawer 192  
 City: Boone  
 Zip: 28607  
 Contact Email: amy.davis@townofboone.net

**Instructions: All requests for review of PSAP Distribution amount must use this form with each request. Please do not change block descriptors, formulas or formatting. \*\*\*PLEASE SEE INSTRUCTIONS tab for further details\*\*\* All requests are due by February 28, 2020. Email this form and all supporting documentation to marsha.tapler@nc.gov. If you have questions regarding this form or filing a request, please call Marsha Tapler at 919-754-6344 or email.**

**ESTIMATED FY2020 Emergency Telephone System Fund Balance: \$28,932.00**

	FY2021 Requested Increase Amount ONE-TIME Capital Purchase Cost	FY2021 Requested Increase Amount Recurring MONTHLY Cost	FY2021 Requested Increase Amount Recurring ANNUAL Cost	Comments
<b>PHONE &amp; FURNITURE Expenditure</b>				
911 Telephone Equipment		9,473.33		E+ Lease - 9.20218 Months
<b>TOTAL</b>	\$0.00	\$9,473.33	\$0.00	

List expenditures to be applied to fund balance and submit quotes or invoices for review.:

**Expense Amount**

Total remaining Fund balance: \$0.00

**Items below this cell are to be completed by 911 Board Staff**

**APPROVED FY2021 FUNDING** \$151,862.10  
**FY2021 Anticipated Monthly Recurring** \$29,169.90  
 10% Fund Balance \$16,362.30  
**Requested FY2021 Funding** \$181,032.00

**Maximum 20% carry forward amount:** \$32,724.59

Carry forward procedure for funding reconsiderations is 10%. \$16,362.30

**TEMPLATE**

**FY2021 Funding Reconsideration Worksheet:**

**PSAP Name:**

Boone PD

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<b>ESTIMATED FY2020 Ending Fund Balance</b>	\$28,932.00
PSAP Funding Distribution for FY2021	\$151,862.10
Approved Budgeted Operational for fiscal year.	<b>\$94,984.00</b>
Approved Budgeted Capital for fiscal year.	<b>\$114,980.00</b>
Fund balance before carry forward:	-\$29,169.90

10% allowable carryforward: \$16,362.30

Total Remaining Fund Balance for Use: -\$45,532.20

If fund balance remains, apply funding reconsideration expenditure request against total to determine if additional funding is necessary.



# MEMO

TO: Amy Davis, Finance Director

FROM: Kevin Hardy

SUBJ: 911 Budget Justifications

DATE: May 8, 2020

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## 011-500-304-521101-TRAVEL & TRAINING -\$11,000

With the hiring of four individual in the spring of 2020, along with the affect on travel and training from COVID-19, This fund will need to remain at the amount of \$11,000. This would allow for travel to receive training for required certifications if necessary. The communications center will be sending four staff members to EMD/EFD and EPD classes as well as all staff members will be obtaining Telecommunicator certifications before June, 30, 2021 as required. All above classes are eligible expenditures according to the approved train

## 011-500-304-522101 - TELEPHONE SERVICES - \$34,860

The Telephone Services line item is fairily constant year to year and the projected amount was carried forward.

## 011-500-304-522203 - DATABASE LICENSING/MAINTENANCE - \$6,500

The Database Licensing/Maintenance line item is fairily constant year to year and the projected amount was carried forward but rounded to the nearest \$500.

## 011-500-304-574100 - HARDWARE - \$199,480

The Hardware line will include items from the technology plan submitted to 911 board during the review process. Those items are included in the list below and are eligible expenditures. Please check the claculations on the new lease below. At a maximum, we may pay 6 months of the lease thi budget, the new lease should not begin until 30 days after the old lease is paid out as the items are replacements.

ePlus NCM141-1 - \$4,618.83 - 12 months - \$55,426

ePlus NCM141-2 - \$4,854.50 - 12 months - \$58,254

8-Monitors (Replacement) - \$1,200

Keyboard and Mouse Refresh - \$100

Phone Console Computer Replacement (2 workstations) - \$62,500 **Ph purchase must follow cap on the approved use of funds list. When possible, send quote for review.**

ESINet Integration - \$22,000 **This is not an eligible expense from the ETSF. This needs to be billed to the Board directly.**

REMOVED

**011-500-304-574101 - SOFTWARE - \$21,319**

The Software line will include the following software contracts from the communications center. In previous years we have also had SQL Server License fees but I am not sure if those fees are annually or not.

CAD - \$9,200  
MDIS - 2,663  
PSAware - 6,221  
MDS - 2,435  
Nixon Power - 800

**011-500-304-598010 - DATABASE PROVISIONING - \$21,305**

The Database Provisioning line item is fairly constant year to year and the projected amount was carried forward.

**From:** Kevin Hardy  
**To:** Tapler, Marsha; Amy Davis  
**Cc:** Andy LeBeau  
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**Date:** Friday, June 12, 2020 10:25:00 AM  
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**6. Complete time line of completion for capital expenses.**

*Marsha*

Marsha Tapler  
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[marsha.tapler@nc.gov](mailto:marsha.tapler@nc.gov)



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**From:** [Amy Davis](#)  
**To:** [Tapler, Marsha](#)  
**Subject:** [External] Town of Boone - 5 Year Technology Plan  
**Date:** Wednesday, February 19, 2020 3:08:14 PM

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Marsha,

Please acknowledge receipt of this email as well as the other funding reconsideration documentation emails I sent last week.

Thank you so much!  
Amy Davis  
Finance Director  
Town of Boone  
828.268.6213

Sent from my Verizon, Samsung Galaxy smartphone

As for our five year technology plan, see the information and plan below.

- “Waiting on PSAP” - We have been working with AT&T on installing the ESINet product at Boone Police Communications. At the last meeting with the 911 Board members, AT&T and the State IT representative I asked for proof of redundancy from AT&T. I have not gotten a response from AT&T to date. Redundancy is required by the 911 board, however, AT&T did not have documentation available to support the requirement. At the same meeting there was discussion with the group that the communications center’s current facility was for sale and that a move may be occurring in the future. The group did not want to install ESINet at the current facility only to have to move or rebuild the installation when a new facility is obtained.
- The 911 board also will be offering a hosted phone solution. The ESINet must be in place before you can utilize the hosted solution. At this point we will plan to operate our current phone system for the next two-three years or we will visit the hosted solution or replace the phone system when a new facility is constructed. If no construction occurs in the next two years, we would plan to replaced the phone system in the third year (FY22-23).

- As reflected in the strategic plan, a goal of the communications center should include providing space for co-habilitation or consolidation in any new facility. The current direction that the 911 Board appears to be supportive of is this type of project. Either approach could produce savings for the 911 board overall and could approve operations for all parties involved. To pursue funding for this project, at minimum, an MOU or other agreement should be in place before requesting funds.

The following is our current five year technology plan.

#### Year 1

##### Replacement Items 911 Eligible

2 Workstation monitors - (8) monitors total

2 Telephone workstations computers

3 workstation keyboard and mouse sets

Replace MCC5500 Console (Leased Item) with MCC7500 Console (Possible Lease)

##### Replacement Items Not 911 Eligible

2 Radio Consoles (1 VHF, 1 Viper)

#### Year 2

##### Replacement Items 911 Eligible

3 dispatcher workstation keyboard and mouse sets

2 Headsets

2 Chairs

##### Replacement Items Not 911 Eligible

2 Radio Consoles (1 VHF, 1 Viper)

1 Tower Antenna

#### Year 3

##### Replacement Items 911 Eligible

2 Workstation, monitors - (8) monitors total

2 Radio workstations computers

- 3 workstation keyboard and mouse sets
- 2 Headsets
- 2 Chairs

Replacement Items Not 911 Eligible

- 2 Radio Consoles (1 VHF, 1 Viper)

Year 4

Replacement Items 911 Eligible

- 1 Server
- 1 Workstation PC, monitors -(4) monitors total
- 3 workstation keyboard and mouse sets
- 2 Headsets
- 1 Chairs

Replacement Items Not 911 Eligible

- 2 Radio Consoles (1 VHF, 1 Viper)
- 1 Tower Antenna

Year 5

Replacement Items 911 Eligible

- 3 dispatcher workstation keyboard and mouse sets
- 2 Headsets
- 2 Chairs

Replacement Items Not 911 Eligible

- 2 Radio Consoles (1 VHF, 1 Viper)
- 1 Tower Antenna

**Kevin Hardy**  
**Boone Police Department**  
**Communications/Records Supervisor**  
1500 Blowing Rock Rd  
Boone, NC 28607  
828-268-6910 (o)  
336-977-1818

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Fax (703) 984-8600

13595 DULLES TECHNOLOGY DRIVE  
HERNDON, VA 20171-3413

DEC 23 2019  
TOWN OF BOONE  
FINANCE OFFICE

Invoice #

588081

Customer #

NCM141

Invoice Date

12/16/2019

Due Date

02/01/2020

INVOICE

Pay This Amount

\$ 4,930.59

INVOICE TO:

TOWN OF BOONE POLICE DEPT  
ATTN: BPD COMMUNICATIONS  
PO DRAWER 192  
BOONE, NC 28607-6108

REMIT TO:

EPLUS GROUP INC FOR BENEFIT OF  
PNC BANK, ESCROW AGENT  
P.O. BOX 392458  
CLEVELAND, OH 44193

Lease #: NCM141-1

COMPUTER EQUIPMENT

Invoice Period: 02/01/2020 - 02/29/2020

Location	Model #	Serial #	Description	Amount
BOONE, NC				
	000015	FW60CM3G14001250	BOONE POLICE BLAC	\$ 49.99
	00010	FGT60D4615059386	BOONE POLICE DPT	\$ 431.21
	00012	2UA549378M	BOONE POLICE TURN	\$ 577.69
	00014	PHBHB05795	BOONE POLICE 24X7	\$ 1,813.40
	00016	CN59DRR0GZ	BOONE POLICE SMS	\$ 316.84
	870899-0104R6.0	00225A	BOONE POLICE DPT	\$ 1,429.70
	RENTAL PAYMENT			\$ 4,618.83
	SALES TAX - NC			\$ 311.76
	Location Total Payment:			\$ 4,930.59

Invoice SubTotals Amount

Invoice Subtotal:	\$ 4,618.83
Sales Tax:	\$ 311.76
Invoice Total:	\$ 4,930.59

PUBLIC SAFETY-EMERGENCY 911

011-500-304 57410

*[Handwritten Signature]*  
DEPARTMENT HEAD SIGNATURE

Any communication concerning disputed debts, including any instrument tendered as full satisfaction of the disputed debt, are to be sent to General Counsel, C/O Customer Disputes, 13595 Dulles Technology Drive, Herndon, VA 20171-3413. Make all checks payable to remit to address above. If you have any questions concerning this invoice, please email TeamQA-FinanceBilling@eplus.com. TERMS: Net, Cash on Due Date. Pursuant to contract, late charges may apply for payments not made when due. Please refer to our Invoice No. on your remittance.





Tel (703) 984-8400  
Fax (703) 984-8600

13595 DULLES TECHNOLOGY DRIVE  
HERNDON, VA 20171-3413

RECEIVED

DEC 23 2019

Invoice #

588082

Customer #

NCM141

Invoice Date

12/16/2019

Due Date

02/01/2020

TOWN OF BOONE  
FINANCE OFFICE

INVOICE

Pay This Amount

\$ 5,182.17

INVOICE TO:

REMIT TO:

TOWN OF BOONE POLICE DEPT  
ATTN: BPD COMMUNICATIONS  
PO DRAWER 192  
BOONE, NC 28607-6108

EPLUS GROUP INC FOR BENEFIT OF  
PNC BANK, ESCROW AGENT  
P.O. BOX 392458  
CLEVELAND, OH 44193

Lease #: NCM141-2

COMPUTER EQUIPMENT

Invoice Period: 02/01/2020 - 02/29/2020

Location	Model #	Serial #	Description	Amount
BOONE, NC				
	5YR SVCS	NCM141-2-SVCS	5 YEARS FIELD SER	\$ 917.91
	ENGR-PROGRAM	NCM141-2-1	ENGINEERING AND P	\$ 197.08
	FREIGHT	NCM141-2-FREIGHT	FREIGHT	\$ 48.03
	INSTALL	NCM141-2-INSTALL	INSTALL TRAINING	\$ 499.46
	J9623A#ABA	CN59DRR1CB	LAN SWITCH	\$ 456.02
	L3358A	322CRY0092	CONSOLE ELECTRONI	\$ 456.00
	L3358A	322CRY0093	CONSOLE ELECTRONI	\$ 456.00
	L3358A	322CRY0094	CONSOLE ELECTRONI	\$ 456.00
	Z440	2UA5492VCG	CONSOLE SYSTEM DA	\$ 456.00
	Z440	2UA5492VHP	CONSOLE SYSTEM DA	\$ 456.00
	Z440	2UA5492YBY	CONSOLE SYSTEM DA	\$ 456.00
	Rental Payment			\$ 4,854.50
	SALES TAX - NC			\$ 327.67
			Location Total Payment:	\$ 5,182.17

Invoice SubTotals

Amount

Invoice Subtotal:	\$ 4,854.50
Sales Tax:	\$ 327.67
Invoice Total:	\$ 5,182.17

PUBLIC SAFETY-EMERGENCY 911

011-500-304 574100  
*[Signature]*  
DEPARTMENT HEAD SIGNATURE

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# Rutherford County Sheriff's Office

**911 Communications**

240 North Washington Street  
Rutherfordton, NC 28139

Lt. Greg Dotson, Director  
(828) 287-6095

Fax Number (828) 287-6157

F/Sgt. Roman Scruggs, Asst. Director  
(828)287-6051

---

June 4<sup>th</sup>, 2020

**Marsha Tapler**

NC911 Board  
NC Department of Information Technologies  
PO BOX 17209  
Raleigh, NC 28619

**Dear Ms. Tapler,**

Through our many conversations dating back to August 2018 I am pleased to submit this reconsideration request for your review.

To briefly recap – we were strongly considering the Motorola MCC7500 in our PSAP relocation plans later this year. After you and I spoke in Burke County, August 2019, we discussed ModUCom as a potential upgrade option. It was highly considered. Even though ModUCom does have great potential in rekindling their business --- eligibility for funding raised too many concerns and a great deal of essential equipment was not eligible. A re-quote from Motorola (for the MCC7500) found their pricing (spring 2020) to include a significant increase that we just feel was too risky considering they are already working on a “next generation MCC7500” (e- maybe). In our last correspondence it was determined a reconsideration would be best for eligibility July 2020.

We are very pleased with the extensive review of the Avtec Scout consoles. We are now aggressively moving forward with the **Rutherford911 PSAP Relocation**. We would appreciate a prompt review of this reconsideration. Please know that I, and the entire Rutherford team, are available to answer any questions or provide any additional information you may need to process this request.

Respectfully,



**Lt. Greg Dotson**

911 Director / Communications Center Manager  
Rutherford County Sheriffs Office

**North Carolina 911 Board**

**PSAP Name:** Rutherford County SO 911 Communications  
**Contact Name:** Lt. Greg Dotson  
**Contact Address:** 240 N. Washington Street  
**City:** Rutherfordton, NC  
**Zip:** 28139  
**Contact Email:** greg.dotson@rutherfordcountync.gov

**Instructions: All requests for review of PSAP Distribution amount must use this form with each request. Please do not change block descriptors, formulas or formatting.**  
**\*\*\*PLEASE SEE INSTRUCTIONS tab for further details\*\*\* All requests are due by February 28, 2020. Email this form and all supporting documentation to marsha.tapler@nc.gov. If you have questions regarding this form or filing a request, please call Marsha Tapler at 919-754-6344 or email.**

**ESTIMATED FY2020 Emergency Telephone System Fund Balance: \$30,402.72**

HARDWARE	FY2021 Requested Increase Amount	FY2021 Requested Increase Amount	FY2021 Requested Increase Amount	Comments
	ONE-TIME Capital Purchase Cost	Recurring MONTHLY Cost	Recurring ANNUAL Cost	
Radio Console Dispatch Workstations	188,879.15			Avttec Radio Console Dispatch Workstation
<b>TOTAL</b>	\$188,879.15	\$0.00	\$0.00	

List expenditures to be applied to fund balance and submit quotes or invoices for review.:

**Expense Amount**

**Total remaining Fund balance:** \$0.00

**Items below this cell are to be completed by 911 Board Staff**

**APPROVED FY2021 FUNDING** \$463,671.80  
**FY2021 Anticipated Capital Expenditures** \$188,879.15  
 Additional Percentage to allow PSAP to maintain 10% fund balance \$40,762.91  
**Requested FY2021 Funding** \$693,313.86

**Maximum 20% carry forward amount:** \$81,525.82  
 Carry forward procedure for funding reconsiderations is 10%. \$40,762.91

## Rutherford County 911 Communications

	<b>FY 2020 estimate</b>
20-3432-420-00-000 PSAP 911 Revenues	457,028.00
20-4325-199-00-000 Implemental Functions - CAD	50,000.00
20-4325-260-00-000 Workstation Supplies	10,000.00
20-4325-311-00-000 Travel	2,500.00
20-4325-321-00-000 Telephone	76,212.00
20-4325-352-00-000 Maintenance to Equipment CAD	25,000.00
20-4325-352-01-000 Maintenance to Equipment	13,000.00
20-4325-352-02-000 Maintenance to Equipment - Console	54,000.00
20-4325-380-00-000 Software Maintenance - CAD	40,000.00
20-4325-380-01-000 Software Maintenance	53,789.00
20-4325-395-00-000 Training Employee Education	6,000.00
20-4325-431-00-000 911 Phone lease	149,113.00
20-4325-431-01-100 Superior Software Lease	76,789.00
20-4325-510-00-000 Capital Outlay Backup Center Phone	9,720.00
20-4325-510-01-000 Capital Outlay Equipment 911	22,180.00
Total Expenses	588,303.00
Net Change in Fund Balance	(131,275.00)
FY 2019 estimated ending fund balance	161,677.72
FY 2020 estimated ending fund balance	30,402.72

RUTHERFORD COUNTY  
 Revenue and Expense Finance Report  
 Report dates 07/01/2019 - thru - 06/30/2020

Account Number	Account Description	Amended Budget	Monthly Activity	Actual Fiscal Year to Date	Encumbrances	Available Budget	% Used
20-3432-420-00-000	PSAP 911 Revenues	457,028.00	-38,039.83	-380,398.30	0.00	76,629.70	83.23
	ADDRESSING REVENUE	457,028.00	-38,039.83	-380,398.30	0.00	76,629.70	83.23
Total Revenue		457,028.00	-38,039.83	-380,398.30	0.00	76,629.70	83.23
=====							
20-4325-199-00-000	IMPLEMENTAL FUNCTIONS - CAD/	50,000.00	0.00	0.00	0.00	50,000.00	0.00
20-4325-260-00-000	WORKSTATION SUPPLIES	10,000.00	0.00	0.00	0.00	10,000.00	0.00
20-4325-311-00-000	TRAVEL	2,500.00	0.00	340.26	0.00	2,159.74	13.61
20-4325-321-00-000	TELEPHONE	67,000.00	5,163.03	71,048.98	0.00	-4,048.98	106.04
20-4325-325-00-000	POSTAGE	0.00	0.00	0.00	0.00	0.00	0.00
20-4325-352-00-000	MAINTENANCE TO EQUIPMENT CAD	25,000.00	0.00	10,128.64	642.00	14,229.36	43.08
20-4325-352-01-000	MAINTENANCE TO EQUIPMENT	13,000.00	195.56	6,131.85	0.00	6,868.15	47.17
20-4325-352-02-000	MAINTENANCE TO EQUIPMENT-CON	54,000.00	1,743.75	26,075.00	0.00	27,925.00	48.29
20-4325-380-00-000	SOFTWARE MAINTENANCE-CAD	40,000.00	0.00	11,800.00	0.00	28,200.00	29.50
20-4325-380-01-000	SOFTWARE MAINTENANCE	30,000.00	0.00	53,788.71	0.00	-23,788.71	179.30
20-4325-395-00-000	TRAINING EMPLOYEE EDUCATION	6,000.00	0.00	2,518.00	0.00	3,482.00	41.97
20-4325-431-00-000	911 Phone Lease	148,240.00	12,353.27	161,466.31	0.00	-13,226.31	108.92
20-4325-431-01-100	Superion Software Lease	76,789.00	0.00	76,789.00	0.00	0.00	0.00
20-4325-510-00-000	CAPITAL OUTLAY BACKUP CTR Ph	9,720.00	1,296.00	6,480.00	0.00	3,240.00	66.67
20-4325-510-01-000	CAPITAL OUTLAY EQUIPMENT 911	123,780.00	0.00	22,180.00	0.00	101,600.00	17.92
	911 COMMUNICATIONS	656,029.00	20,751.61	448,746.75	642.00	206,640.25	68.50
Total Expense		656,029.00	20,751.61	448,746.75	642.00	206,640.25	68.50
=====							

RUTHERFORD COUNTY  
Revenue and Expense Finance Report  
Report dates 07/01/2019 - thru - 06/30/2020

Account Number	Account Description	Amended Budget	Monthly Activity	Actual Fiscal Year to Date	Encumbrances	Available Budget	% Used
EMERGENCY TELEPHONE	SYSTEM FUND	1,113,057.00	-17,288.22	68,348.45	642.00	283,269.95	74.55
		=====	=====	=====	=====	=====	=====

**From:** [Greg Dotson](#)  
**To:** [Tapler, Marsha](#)  
**Cc:** [Falco, Kristen L](#); [Conner, Stephanie A](#)  
**Subject:** [External] Rutherford // Reconsideration // Budget 2020-2021  
**Date:** Thursday, June 11, 2020 1:27:50 PM  
**Attachments:** [image002.png](#)

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**CAUTION:** External email. Do not click links or open attachments unless you verify. Send all suspicious email as an attachment to [report.spam@nc.gov](mailto:report.spam@nc.gov)

Marsha,  
The actual number will be \$463,672.00. The \$492 budget number was NOT accounting for the recent cost shift.

*Thank you!*



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**Lt. Greg Dotson**

911 Director / Communications Center Manager  
Region F Ambassador, Board of Officers, NC APCO

**Rutherford County Sheriff's Office**

**911 Communications**

240 North Washington Street, Rutherfordton, NC 28139

Email: [Greg.Dotson@RutherfordCountyNC.gov](mailto:Greg.Dotson@RutherfordCountyNC.gov)

Office: 828-287-6095

Cell: 828-289-0222

Dispatch: 828-286-2911



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Pursuant to North Carolina General Statutes, Chapter 132, et seq., this electronic mail message and any attachment hereto, as well as any electronic mail message(s) that may be sent in response to it may be considered public record and as such are subject to requests for review.



Rutherford County Information Technology

Rutherford County E911 / Communications Strategic Technology Plan



Rutherford County Information Technology

# NG911

## Communications Strategic Technology Plan





## Rutherford County Information Technology



### Rutherford County E911 / Communications Strategic Technology Plan

#### Our Mission:

We strive to be a vital component in every department's service delivery methods. As strategic plans are developed for each facet of County government, Information Technology will play a key role in ensuring the advancement of the overall organizational goals. The adoption of new technology will be driven by this organizational need and the necessity to provide public service that is dramatically more effective.

#### Our Goal:

Our role in County government is to serve as internal consultants providing high-quality responsive service. The very nature of technology being a core component of each department's mission, demands superior service and reliability. Attention will be given to the effective use of customer service methodologies to promote the effective use of technology.



Rutherford County E911 / Communications Strategic Technology Plan

## 2019-2020

- Implement new **Computer Aided Dispatch System** (Superion/Enterprise)
- Replace 14 CAD monitors at the Primary 911 Center (annually)
- Replace 7 CAD monitors at the BackUp911 Center (annually = 2 year cycle)
- Replace Keyboards/Laser Mice controls as needed
- Replaced 911SAN
- Assist as needed with NG911 ESInet (November 2019)
- Upgrade ProQA and Aqua to the most recent version
- Implement Server Replacement Plan (14 SERVERS within Public Safety Environment)
- Evaluate Eventide Recorder for BackUp911

## 2020-2021

- Replace 14 CAD monitors at the Primary 911 Center (annually)
- Replace 7 CAD monitors at the BackUp911 Center (equals a 2 year cycle)
- Replace Keyboards/Laser Mice controls as needed
- Migrate from Tritech Vision Air CAD to Central Square Enterprise CAD
- Upgrade ProQA and Aqua to the most recent version
- Implement Server Replacement Plan (14 SERVERS within Public Safety Environment)
  - Physical re-location
  - Introduce Imprivata Single Sign On

## 2021-2022

- Replace 14 CAD monitors at the Primary 911 Center (annually)
- Replace 7 CAD monitors at the BackUp911 Center (equals a 2 year cycle)
- Implement Server Replacement Plan (14 SERVERS within Public Safety Environment)
- Replace Keyboards/Laser Mice controls as needed
- Administer CAD Semi-Annual Updates
- Upgrade ProQA and Aqua to the most recent version
- Replace 911 SAN controller
- Evaluate Eventide Recorder for BackUp911
- Evaluate UPS for the BackUp911 center (5<sup>th</sup> year in operation)



## 2022-2023

- Replace 14 CAD monitors at the Primary 911 Center (annually)
- Replace 7 CAD monitors at the BackUp911 Center (equals a 2 year cycle)
- Replace Keyboards/Laser Mice controls as needed
- Upgrade ProQA and Aqua to the most recent version
- Administer CAD Semi-Annual Updates
- Implement Server Replacement Plan (14 SERVERS within Public Safety Environment)
- End **eplus** Vesta911 -5 year contract and migrate to the AT&T Hosted Solution

## 2023-2024

- Replace 14 CAD monitors at the Primary 911 Center (annually)
- Replace 7 CAD monitors at the BackUp911 Center (equals a 2 year cycle)
- Implement Server Replacement Plan (14 SERVERS within Public Safety Environment)
- Administer CAD Semi-Annual Updates
- Upgrade ProQA and Aqua to the most recent version

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## End of Life -- Recommended Refresh Cycle

911 Chairs		3 per year
Vesta911 Phone System		5 year contract ( began 2017)
Console furniture		--
	Primary911	2017 // Eaton
	BackUP911	Russ Bassett (year unknown)



Pricing Proposal  
Quotation #: 18850288  
Created On: 5/7/2020  
Valid Until: 5/31/2020

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## County of Rutherford

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## Inside Account Executive

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### Vicki Edwards

NC  
United States  
Phone: 828-287-6071  
Fax:  
Email: Vicki.Edwards@rutherfordcountync.gov

### Mike Mottola

290 Davidson Ave.  
Somerset, NJ 08873  
Phone: 732-584-8351  
Fax: 732-564-8363  
Email: Mike\_Mottola@shi.com

All Prices are in US Dollar (USD)

Product	Qty	Your Price	Total
1 LED Monitor Elo Touch Solutions - Part#: E382790	14	\$465.00	\$6,510.00
2 HP EliteDesk 800 G4 - SFF - Core i7 8700 / 3.2 GHz - RAM 16 GB - SSD 256 GB - NVMe - DVD-Writer - UHD Graphics 630 - GigE - Win 10 Pro 64-bit - vPro - monitor: none - keyboard: US, USB mouse - HP Care Pack HN788E HP, Inc. - Part#: 4DP06UT#ABA	14	\$1,115.00	\$15,610.00
		*Tax	\$0.00
		Total	\$22,120.00

\*Tax is estimated. Invoice will include the full and final tax due.

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### Additional Comments

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Please Note: HP, Inc. has a zero returns policy on custom build PCs. Ink and toner are also considered non-returnable

Hardware items on this quote may be updated to reflect changes due to industry wide constraints and fluctuations.

Thank you for choosing SHI International Corp! The pricing offered on this quote proposal is valid through the expiration date listed above. To ensure the best level of service, please provide End User Name, Phone Number, Email Address and applicable Contract Number when submitting a Purchase Order. For any additional information including Hardware, Software and Services Contracts, please contact an SHI Inside Sales Representative at (888)744-4084.

SHI International Corp. is 100% Minority Owned, Woman Owned Business.  
TAX ID# 22-3009648; DUNS# 61-1429481; CCR# 61-243957G; CAGE 1HTF0

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The Products offered under this proposal are resold in accordance with the [SHI Online Customer Resale Terms and Conditions](#), unless a separate resale agreement exists between SHI and the Customer.



MOBILE COMMUNICATIONS AMERICA, INC.  
 216 HAYWOOD ST  
 ASHEVILLE, NC 28801  
 Phone: 828-254-1947  
 Fax:

**QUOTATION**  
**411000726**

**Bill To:**  
 RUTHERFORD COUNTY SHERIFF  
 198 N WASHINGTON STREET  
 RUTHERFORDTON, NC 28139

**Ship To:**  
 RUTHERFORD COUNTY 911  
 240 N WASHINGTON STREET  
 RUTHERFORD, NC 28139

**Contact:**  
**Contact #:**

**Contact:**  
**Contact #:**

Date: 04/24/2020		Customer #: 1020001990		Terms: NET 30 DAYS	
Qty	Item	Description	U/M	Unit Price	Extended
11	DSACCUSBSPK2	USB Dual Spkr Kit for Software Console	EA	808.00	8,888.00
1	DSPKG-INST-AUX-25	AUXILIARY IO PKG CABLING, 25 FT CABLE	EA	797.00	797.00
1	S&H	SHIPPING/ HANDLING	EA	28.00	28.00

Quote valid for 30 days from date above

Please contact customer representative by phone or email with any questions:

Customer Rep: Mark Durner

Phone #: 828-785-9949

Email: markdurner@callmc.com

Subtotal : \$9,713.00  
 Tax : \$679.91  
 Total Quote : \$10,392.91

*Effective August 1, 2018, all credit card payments are subject to a 2% convenience fee*

*Quote includes estimated state and local sales taxes that are subject to change with final invoice as sales tax laws may change from the time of quote to the time of invoice.*

## TERMS

### THESE TERMS AND CONDITIONS APPLY TO ALL TRANSACTIONS. LEASES, CONDITIONAL SALES, CHATTEL MORTGAGES, RETAIL INSTALLMENT CONTRACTS, AND RENTAL AGREEMENTS MAY CONTAIN APPLICABLE TERMS AND CONDITIONS PRINTED THERE

1. **ACCEPTANCE.** This document is an offer by the Buyer, which will become a contract when acknowledged in writing by Mobile Communications America and the banking negotiation or other use of the down payment shall not constitute an acceptance hereof by Mobile Communications America (Seller hereinafter). It is agreed that sales are made only on the terms and conditions herein. Seller shall not be bound by terms and conditions in Buyer's purchase order or elsewhere unless expressly agreed to in writing. In the absence of written acceptance of these terms, acceptance of or payment for purchases hereunder shall constitute an acceptance of these terms and conditions. Any contract evidenced by this document is assigned to Mobile Communications America.
2. **DEFINITIONS.** All references to Seller herein shall mean Mobile Communications America, and all references to Buyer shall mean the Customer named in the attached document.
3. **SHIPPING AND HANDLING.** Shipping and Handling charges when shown separately in the attached document include (prepaid) domestic surface and airfreight which will be included on the invoice (e.g., UPS, Parcel Post, Common Carrier). Freight charges are subject to frequent changes and in considerations of Seller's agreement to hold to the charges stated, Buyer agrees to pay such amount without regard to the actual charges applicable at the time of shipment. It is understood that Seller will not have to provide Buyer with any copies of carrier freight bills
4. **DELIVERY AND TITLE.** Unless otherwise stated on the attached form, all deliveries are FOB Seller's business location. Shipping and delivery dates are best estimates only. Seller reserves the right to make deliveries in installments and the contract will be severable as to such installments. Delivery delay or default of any installment shall not relieve the Buyer of its obligation to accept and to pay for remaining deliveries. Claim for shipment shortage shall be deemed waived unless presented to Mobile Communications America in writing within forty-five (45) days of delivery of each shipment. **IN NO EVENT SHALL MOBILE COMMUNICATIONS AMERICA BE LIABLE FOR INCREASED COSTS, LOSS OF PROFITS OR GOOD WILL OR ANY OTHER INCIDENTAL OR CONSEQUENTIAL DAMAGES** due to late or non-delivery of products. Title to products sold shall pass to Buyer at the FOB point. Seller shall retain a security interest and the right of possession in the products until Buyer makes full payment. Buyer agrees to cooperate in whatever manner necessary to assist Seller in perfection on said security interest upon request.
5. **COMMERCIAL WARRANTY.** Mobile Communications America provides no warranty for products sold unless otherwise noted in writing on the attached form. Manufacturers of products sold provide warranties of varying periods and coverage. Written copies of manufacturer's warranties are available upon request.
6. **EQUIPMENT PERFORMANCE.** Because each radio system is unique, Seller disclaims liability for range, coverage, or operation of the system as a whole except by a separate written agreement by an officer of the Seller.
7. **PAYMENT.** The Buyer shall make payment in accordance with the terms stated on the attached document at Mobile Communications America, P.O. Box 37904, Dept. #125, Charlotte, NC, 28237-7904 or at such other place as Mobile Communications America may designate. Payment shall be made upon delivery unless stated otherwise on the attached document.
8. **TAXES.** Except for the amount, if any, of state and local tax stated on the attached document, the prices set forth herein are exclusive of any amount for Federal, State, and/or local excise, sales, use, property, retailer's occupation, or similar taxes. If any such excluded tax is determined to be applicable to this transaction or if Seller is required to pay or bear the burden thereof, the prices set forth herein shall be increased by the amount of such tax and any interest or penalty thereon, and the Buyer shall pay to the Seller the full amount of any such increase no later than ten (10) days after receipt of an invoice therefore.
9. **TERMINATION AND CANCELLATION**
  - A. Seller shall not be liable for any delay or failure to perform due to any cause beyond its control. Causes include, but are not limited to, strikes, acts of God, acts of the Buyer, interruptions of transportation or inability to obtain labor, materials, or facilities, default of any supplier, or delays in FCC frequency authorization or license grant. The delivery schedule shall be considered extended by a period of time equal to the time lost because of any excusable delay. In the event Seller is unable to wholly or partially perform because of any cause beyond its control, Seller may terminate any contract without liability to the Buyer.
  - B. Buyer may by written notice to Seller within fifteen (15) days of the date hereof cancel any contract arising hereunder, for other than the default of the Seller and at Seller's convenience, in which event Buyer shall pay Seller twenty percent (20%) of the total price of all products and accessories listed on the attached document as a restocking charge.
10. **TECHNICAL ASSISTANCE.** Warranties shall not be enlarged and no obligation or liability shall arise out of Seller's rendering of technical advice, facilities, or service in connection with Buyer's purchase of the products furnished.
11. **FCC MATTERS.** The Buyer is solely responsible for obtaining any licenses or other authorizations required by the Federal Communications Commission (FCC) and for complying with FCC rules and with the rules and regulations of any other federal, state, or local regulatory agency. Neither Seller nor any of its employees is an agent or representative of the Buyer in FCC matters or otherwise. Seller, however, may assist in the preparation of the license application.
12. **CONTROLLING LAW.** This document and the rights and duties of the parties shall be governed and interpreted according to the laws of the State of North Carolina.
13. **FINAL ACCEPTANCE.** Failure to make a claim within five (5) days after receipt of each product covered hereby shall constitute an irrevocable acceptance thereof.
14. **LIMITATION OF LIABILITY.** Seller's total liability is limited to the total price of the products sold hereunder. Buyer's sole remedy is to request Seller at Seller's option to either refund the purchase price, or to repair or replace products that are not as warranted. In no event will Seller be liable for incidental or consequential damages. No action shall be brought for any breach of this contract more than one (1) year after the accrual of such cause of action except for money due upon open account.
15. **WAIVER.** The failure of Seller to insist in any one or more instances, upon the performance of the terms, covenants, or conditions herein, or to exercise any right hereunder shall not be construed as a waiver or relinquishment of the future performance of any such term, covenant, or conditions or the future exercise of such right, but the obligation of the Buyer with respect to such future performance shall continue in force and effect.
16. **GENERAL**
  - A. Buyer acknowledges that it has read and understands these terms and conditions and agrees to be bound by them, that it is the complete and exclusive statement of the agreement between the parties and supersedes all proposals, oral or written, and all other communications between the parties relating to the subject matter hereof.
  - B. No modification hereof shall be binding upon Seller unless such modification is in writing signed by a duly authorized representative of Seller.
  - C. If any part is contrary to, prohibited by, or deemed invalid under the applicable laws or regulations, such provision shall be deemed omitted to the extent so contrary prohibited or invalid, but remainder shall not be invalidated and shall be given effect so far as possible.

### IMPORTANT

DIRECT INQUIRIES ABOUT THIS PROPOSAL/ORDER TO MOBILE COMMUNICATIONS AMERICA AT 4800 REAGAN DR., CHARLOTTE, NC 28206.

PLEASE SPECIFY SALES ORDER NUMBER

Proposal is valid for 30 days from date above.  
20% Re-stocking Fee on All Returns

Delivery Lead Time Available Upon Request  
Maintenance Contracts are Available

This Proposal is Subject to Mobile Communications America Standard Terms and Conditions (see attachment)

**Thank You for Choosing Mobile Communications America!**

NC911 Eligible amount \$189,836.68 per email 04/20/2020 from Kristen Falco  
 referenced: **Rutherford Radio Console FINAL mark-up.**

**Sales Quotation**

Avtec, Inc.  
 100 Innovation Place  
 Lexington, SC 29072  
 (800) 310-7045 V  
 (803) 358-3636 F  
 www.avtecinc.com

Name: Lt. Greg Dotson  
 Company: Rutherford County SO  
 Address: 240 North Washington Street  
 City, State, Zip: Rutherfordton, NC 28139  
 Phone: 828-287-6095  
 Email: [greg.dotson@rutherfordcountync.gov](mailto:greg.dotson@rutherfordcountync.gov)  
 Project Name: Moducom Replacement



Quote Number: 2019-5176B  
 Quote Date: 2/13/2020  
 Quote Expiration: 5/13/2020  
 Prepared by: Ross Jackson  
 Approval Code:  
 Mfg Rep: MCA

Item	Qty	Model Number	Description	Price Each (USD)	Extended Price (USD)	NC STATE CONTRACT PRICE (USD)
<b>Console (Operator) Position Hardware/Software</b>						
1	14	DSSFWSMTEXT1SK	Scout EX Console - Tier 1 includes a license for a Scout Enterprise Console with Software Audio Package. Includes IRR. Software Key version.	\$ 11,995.00	\$ 167,930.00	\$ 142,740.50
2	14	DSACCSBHJBEAI	Avttec USB Headset/handset jack box (single jack), Integrates NENA phone or desk phone at the operators position with Scout. Requires Software Media Workstation.	\$ 865.00	\$ 12,110.00	\$ 10,293.50
3	14	DSACCSBSPK2	Avttec USB dual speaker kit for software console	\$ 808.00	\$ 11,312.00	\$ 9,615.20
<b>Console Equipment Subtotal</b>				<b>\$</b>	<b>191,352.00</b>	<b>\$ 162,649.20</b>
<b>Gateways and Endpoint Hardware/Software</b>						
4	1	DSSFVVPL1SK	Redundant VPGate Software License for a maximum of 40 endpoints; up to 20 may be "B" Licenses. Software license version.	\$ 16,579.00	\$ 16,579.00	\$ 14,092.15
5	2	DSACCPURMWIN10	Rackmount 1U Industrial PC w/ 5S HDD and Windows 10 OS for VPGate/ARC (Silicon Mechanics)	\$ 5,043.00	\$ 10,086.00	\$ 8,573.10
6	6	DSOUTPOST-2R	RADIO CONTROLLER, VOIP, 2 PORTS, 12 VDC INPUT	\$ 2,275.00	\$ 13,650.00	\$ 11,602.50
7	6	DSOUTPOST-RJ-CONN	Connector for OUTPOST Radio port that supports RJ45 cable for 2/4W tone keying and E&M applications.	\$ 52.00	\$ 312.00	\$ 265.20
8	11	DSOUTPOSTAPX	Kit to add support for (1) each Motorola APX endpoint. Includes Software License. Cable included; Outpost purchased separately.	\$ 1,031.00	\$ 11,341.00	\$ 9,639.85
9	1	DSPKG-IO-VPGATE	I/O PACKAGE FOR SCOUT -24 INPUT/24 OUTPUT, POWER SUPPLY	\$ 4,145.00	\$ 4,145.00	\$ 3,523.25
10	3	DSACCNWTK24PSFP	24 PORT MANAGED ETHERNET SWITCH	\$ 2,482.00	\$ 7,446.00	\$ 6,329.10
<b>Gateway &amp; Endpoint Equipment Subtotal:</b>				<b>\$</b>	<b>63,559.00</b>	<b>\$ 54,025.15</b>
<b>Racking Equipment</b>						
11	2	DSOUTPOST-RACK-PKG	3U RACK MOUNT SHELF (1-4 OUTPOST RADIOS) WITH RACKMOUNT PS	\$ 622.00	\$ 1,244.00	\$ 1,057.40
12	1	DSDISP-KVM	LED Display, panel mounted for cabinet or relay rack. Includes keyboard and mouse with tray, 8-port KVM, and cable kit.	\$ 1,591.00	\$ 1,591.00	\$ 1,352.35
13	0	DSRR-72-38U	TWO-POST RELAY RACK IN CLEAR ALUMINUM FINISH, 72 INCHES IN HEIGHT, 38U	\$ 679.00	\$ -	\$ -
14	1	DSACC-MTG-2U-RR	Kit to rack mount two (2) each ACC-CPU-RM-2012 or -WIN7 in 19" Relay Rack. 2U high.	\$ 389.00	\$ 389.00	\$ 330.65
15	0	DSPKG-INST-AUX-25	AUXILIARY IO PKG CABLING, 25 FT CABLE	\$ 797.00	\$ -	\$ -
<b>Racking Equipment Subtotal:</b>				<b>\$</b>	<b>3,224.00</b>	<b>\$ 2,740.40</b>
<b>Console Equipment, Software, &amp; Licensing Total:</b>				<b>\$</b>	<b>258,135.00</b>	<b>\$ 219,414.75</b>

# Sales Quotation

Avtec, Inc.  
100 Innovation Place  
Lexington, SC 29072  
(800) 310-7045 V  
(803) 358-3636 F  
www.avtecinc.com

Item	Qty	Model Number	Description	Price Each (USD)	Extended Price (USD)	NC STATE CONTRACT PRICE (USD)
			<b>ScoutCare Software and Hardware Maintenance</b>	<b>Year 1 ScoutCare</b>		
16	1	DSSCOUTCARE	Years 2-5, Includes no charge software maintenance, 24/7/365 Technical Support, and Web Portal Access.	\$ 29,377.50	\$0.00	
17	1	DSHARDWARE	ScoutCare Hardware Option: Annual Extended Maintenance Program for hardware repairs. ScoutCare is a prerequisite for the Hardware Option to become effective.	\$ 3,114.25	\$0.00	
<b>Year 1 Maintenance &amp; Support Subtotal:</b>				<b>\$</b>	<b>-</b>	<b>\$</b>

			<b>Shipping, Handling, and Insurance</b>			
18	1	DSAVTECSHIP	Lump sum packaging, shipping, and insurance FOB Origin	\$	-	\$
			<b>Professional Services and Expenses</b>			
19	1	DSSVCEVALSYSTEMHW	Evaluation of customer provided singular hardware item (except Tablet).	\$ 2,068.00	\$ 2,068.00	\$ 2,068.00
20	1	DSSVC-CSLT-PE	AVTEC PROFESSIONAL SERVICES	\$ 25,127.10	\$ 25,127.10	\$ 25,127.10
<b>Shipping &amp; Professional Services Subtotal:</b>				<b>\$</b>	<b>27,195.10</b>	<b>\$</b>

	Extended Price	NC State Contract (USD)
<b>Total (USD)</b>	<b>\$ 285,330.10</b>	<b>\$ 246,609.85</b>

<b>Additional ScoutCare Software and Hardware Maintenance.</b>						
<b>Up to 4 additional years may be purchased with no escalation. (see note 6)</b>						
21	0	DSSCOUTCARE	Years 2-5, Includes no charge software maintenance, 24/7/365 Technical Support, and Web Portal Access.	\$ 29,377.50	\$ -	\$ -
22	0	DSHARDWARE	ScoutCare Hardware Option: Annual Extended Maintenance Program for hardware repairs. ScoutCare is a prerequisite for the Hardware Option to become effective.	\$ 3,114.25	\$ -	\$ -
<b>Extended Maintenance &amp; Support Total:</b>				<b>\$</b>	<b>-</b>	<b>\$</b>

<b>Total including Extended Maintenance &amp; Support (USD):</b>	<b>\$ 285,330.10</b>	<b>\$ 246,609.85</b>
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- The attached Quotation is valid only as part of a Statement of Work prepared in connection with a fully executed agreement between Avtec and Channel Partner.
- A Statement of Work is not required in order to execute the above quotation.
- Budgetary Quote. Prices are approximate estimates for preliminary planning purposes only. As such, pricing shown is non-binding.

\* This quote does not include computers + monitors @ \$22,400.00



# Sales Quotation

Avtec, Inc.  
 100 Innovation Place  
 Lexington, SC 29072  
 (800) 310-7045 V  
 (803) 358-3636 F  
 www.avtecinc.com

Item	Qty	Model Number	Description	Price Each (USD)	Extended Price (USD)	NC STATE CONTRACT PRICE (USD)
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**Commercial Terms and Conditions of Offer**

- 1 This proposal is based on the requirements provided by the customer. We reserve the right to correct mathematical or other errors in the
- 2 Execution of a Statement of Work (SOW) is required prior to order acceptance, except for product purchases without services that are purchased
- 3 Change Orders must be processed for additional out-of-scope material and labor, or other required deviations from quotation.
- 4 All quotations purchased under NASPO ValuePoint, GSA, or other Master Supply Agreement are subject to the applicable contract's terms and
- 5 NASPO ValuePoint quotations that include Avtec on-site services include 2 labor days per person/per trip for travel to and from the site of
- 6 For any quotations specifying "Prepaid & Add" (PPD&ADD), Avtec pays the transportation charges and adds the charges to the invoice for

**Taxes, Credit, Warranty, ScoutCare Pricing and Returns**

- 1 All sales/use taxes and duties are the responsibility of the customer. quoted prices are exclusive of sales and use taxes.
- 2 Customer must self-remit use taxes and duties to the proper authorities, excepting Avtec will assess and remit sales and use taxes for Customer's
- 3 Where the Customer is required to withhold taxes and duties from payments to Avtec, the Customer is responsible to notify Avtec and to work with
- 4 If outstanding payments are past due, no additional credit or services will be extended to the Customer until all past due amounts have been
- 5 Avtec products include a 1 year hardware and software warranty as well as 1 year of ScoutCare maintenance. ScoutCare starts at system
- 6 ScoutCare pricing on this quotation will be honored as a multi-year contractual commitment (up to 4 years from warranty expiration) when
- 7 Hardware returned for reasons other than defects incur a 25% restocking fee. Returned items must be in unused condition and in original
- 8 Products added to existing Scout systems not covered by a ScoutCare Maintenance program are ineligible for software defect fixes and updates and

**Notes and Design Assumptions**

- 1 The Customer accepts responsibility to procure, configure, install, terminate, and test all networking infrastructure to meet the supplied Scout
- 2 This system has been configured for IP recording only. In the event analog recording is desired, additional Outpost gateways may be required.
- 3 Scout supports multiple vendors' radio, telephony, and logging recorder systems via a direct IP interface, with varying capabilities. See

**Payment Terms**

Payment Milestones shall be based upon the following schedule:

Payment due Net 30 from receipt of goods.

*Customer shall pay all amounts due Avtec under this Agreement without deduction or offset in United States dollars by either (i) direct transfer of immediately available funds to Avtec's bank account designated by Avtec from time to time, or (ii) by delivery to Avtec of*

**FY2020 North Carolina 911 Board PSAP Revenue/Expenditure Report  
Status as of June 12, 2020**

**FY2018 Reports**

**Total received: 126**

**Completed: 80**

**Clarification – in process: 31**

**Reports awaiting review: 0**

**Review complete—waiting on revised sign report: 15**

**Report received—no documentation for review: 0**

**REPORT not received: 0**

**FY2019 Reports**

**Total received: 127**

**Completed: 30**

**Clarification – in process: 41**

**Reports awaiting review: 39**

**Review complete—waiting on revised sign report: 17**

**Report received—no documentation for review: 0**

**REPORT not received: 0**