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

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.

### Members on Phone

<table>
<thead>
<tr>
<th>Members on Phone</th>
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<tbody>
<tr>
<td>Randy Beeman</td>
<td>Richard Bradford</td>
<td>Angie Turbeville</td>
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<tr>
<td>Jason Barbour</td>
<td>Ronnie Cashwell</td>
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<tr>
<td>David Bone</td>
<td>Stephanie Conner</td>
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<td>Allen Cress</td>
<td>Pokey Harris</td>
<td>Christine Moore</td>
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<tr>
<td>Chuck Greene</td>
<td>Kristen Falco</td>
<td>Ellis Frazier</td>
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<tr>
<td>Len Hagaman</td>
<td>Tina Gardner</td>
<td>Ray Silance</td>
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<tr>
<td>Del Hall</td>
<td>Gerry Means</td>
<td>Mike Reitz</td>
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<tr>
<td>Melanie Neal</td>
<td>Stanley Meeks</td>
<td>Donna Wright</td>
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<td>Candy Miller</td>
<td>David Newberry</td>
<td>Greg Foster</td>
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<td>Stephanie Wiseman</td>
<td>Marsha Tapler</td>
<td>Jeff Shipp</td>
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<tr>
<td>Stacey Gonyer</td>
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<td>Nakia Johnson</td>
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<td>Tracy Nash</td>
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<td>Greg Nash</td>
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<td>Greg Nash</td>
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<td>Cliff Kimsey</td>
</tr>
<tr>
<td>Lance Kleffman</td>
<td></td>
<td>Michael Albertson</td>
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### 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.
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 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 FY15/16. 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)
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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 Tapler
Financial Analyst
919.754.6544 office
marsha.tapler@nc.gov

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.

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.

I 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
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
**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

<table>
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<tr>
<th>PHONE &amp; FURNITURE Expenditure</th>
<th>FY2021 Requested Increase Amount</th>
<th>FY2021 Requested Recurring MONTHLY Cost</th>
<th>FY2021 Requested Recurring ANNUAL Cost</th>
<th>Comments</th>
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<tr>
<td>911 Telephone Equipment</td>
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<td>9,473.33</td>
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<td>E+ Lease - 9.20218 Months</td>
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<td><strong>TOTAL</strong></td>
<td><strong>$0.00</strong></td>
<td><strong>$9,473.33</strong></td>
<td><strong>$0.00</strong></td>
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List expenditures to be applied to fund balance and submit quotes or invoices for review:

<table>
<thead>
<tr>
<th>Expense Amount</th>
<th>Total remaining Fund balance:</th>
<th>$0.00</th>
</tr>
</thead>
</table>

**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
<table>
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<tr>
<th><strong>ESTIMATED FY2020 Ending Fund Balance</strong></th>
<th>$28,932.00</th>
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</thead>
<tbody>
<tr>
<td>PSAP Funding Distribution for FY2021</td>
<td>$151,862.10</td>
</tr>
<tr>
<td>Approved Budgeted Operational for fiscal year.</td>
<td>$94,984.00</td>
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<tr>
<td>Approved Budgeted Capital for fiscal year.</td>
<td>$114,980.00</td>
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<tr>
<td>Fund balance before carry forward:</td>
<td>-$29,169.90</td>
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<tr>
<td>10% allowable carryforward:</td>
<td>$16,362.30</td>
</tr>
<tr>
<td>Total Remaining Fund Balance for Use:</td>
<td>-$45,532.20</td>
</tr>
</tbody>
</table>

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

011-500-304-521101-TRAVEL & TRAINING – $11,000
With the hiring of four individuals 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 fairly 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 fairly 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 calculations on the new lease below. At a maximum, we may pay 6 months of the lease this 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.
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  

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

It would appear that the questions 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
1500 Blowing Rock Rd
Boone, NC  28607
828-268-6910 (o)
336-977-1818 (c)

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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.

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 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

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

Email correspondence to and from this address may be subject to the North Carolina Public Records Law and may be disclosed to third parties by an authorized state official.
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

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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### INVOICE

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

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

---

**Location** | **Model #** | **Serial #** | **Description** | **Amount**
---|---|---|---|---
BOONE, NC | 000015 | FW60CM3G14001250 | BOONE POLICE BLAC | $49.99
| 00010 | FGT60D4815069388 | BOONE POLICE DPT | $431.21
| 00012 | 2UA549378M | BOONE POLICE TURN | $577.69
| 00014 | PH8HB05795 | BOONE POLICE 24X7 | $1,813.40
| 00016 | CN56OR0GZ | 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

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**Invoice SubTotals**

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**PUBLIC SAFETY-EMERGENCY 911**

**011-500-394**

**Department Head Signature**

---

Any communication concerning disputed items, including any instrument tendered as full satisfaction of the disputed items, are to be sent to General Counsel, C/O Customer Disputes, 13595 Dulles Technology Drive, Herndon, VA 20171-3413.

Make all checks payable to to name above.

If you have any questions concerning this invoice, please email TeamOA-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 payment.
## 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 #: NCM141-2

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**Location Total Payment:** $5,182.17

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**RECEIVED**

**Invoice #**: 588082

**Customer #**: NCM141

**Invoice Date**: 12/16/2019

**Due Date**: 02/01/2020

**Pay This Amount**: $5,182.17

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**PUBLIC SAFETY-EMERGENCY 911**

011-500-504 574100

[Signature]

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**Invoice SubTotals**

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<th>Amount</th>
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<tr>
<td>Sales Tax</td>
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<td><strong>Invoice Total</strong></td>
<td>$5,182.17</td>
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*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, 13995 Dulles Technology Drive, Herndon, VA 20171-9415.*

*Vendor: eplus - All checks payable to vendor to address above.*

*For any questions concerning this invoice, please email TeamCA-finance@eplus.com.*

*Due Date: Net 30, terms are 30 days.*

*Pursuant to contract, late charges may apply for payments not made when due.*

*Please refer to your invoice No. on your remittance.*
June 4th, 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

<table>
<thead>
<tr>
<th>HARDWARE</th>
<th>FY2021 Requested Increase Amount ONE-TIME Capital Purchase Cost</th>
<th>FY2021 Requested Increase Amount Recurring MONTHLY Cost</th>
<th>FY2021 Requested Increase Amount Recurring ANNUAL Cost</th>
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<tbody>
<tr>
<td>Radio Console Dispatch Workstations</td>
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<td>Avtec Radio Console Dispatch Workstation</td>
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<tr>
<td>TOTAL</td>
<td>$188,879.15</td>
<td>$0.00</td>
<td>$0.00</td>
<td></td>
</tr>
</tbody>
</table>

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%.
<table>
<thead>
<tr>
<th>Code</th>
<th>Description</th>
<th>FY 2020 estimate</th>
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<tbody>
<tr>
<td>20-3432-420-00-000</td>
<td>PSAP 911 Revenues</td>
<td>457,028.00</td>
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<tr>
<td>20-4325-199-00-000</td>
<td>Implemental Functions - CAD</td>
<td>50,000.00</td>
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<tr>
<td>20-4325-260-00-000</td>
<td>Workstation Supplies</td>
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<td>Maintenance to Equipment</td>
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<td>FY 2020 estimated ending fund balance</td>
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<td>30,402.72</td>
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### Rutherford County Revenue and Expense Finance Report

**Report dates 07/01/2019 - thru - 06/30/2020**

<table>
<thead>
<tr>
<th>Account Number</th>
<th>Account Description</th>
<th>Amended Budget</th>
<th>Monthly Activity</th>
<th>Actual Fiscal Year to Date</th>
<th>Encumbrances</th>
<th>Available Budget</th>
<th>% Used</th>
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<td>PSAP 911 Revenues</td>
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<td>76,629.70</td>
<td>83.23</td>
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<tr>
<td></td>
<td><strong>Total Revenue</strong></td>
<td>457,028.00</td>
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<td>-380,398.30</td>
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<td>656,029.00</td>
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<td>20,751.61</td>
<td>448,746.75</td>
<td>642.00</td>
<td>206,640.25</td>
<td>68.50</td>
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</table>
## Rutherford County Revenue and Expense Finance Report

Report dates 07/01/2019 - thru - 06/30/2020

<table>
<thead>
<tr>
<th>Account Number</th>
<th>Account Description</th>
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<th>Actual Fiscal Year to Date</th>
<th>Encumbrances</th>
<th>Available Budget</th>
<th>% Used</th>
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<td>283,269.95</td>
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</table>
Marsha,

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

Thank you!

---

**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  
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.
NG911

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 Information 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)
  o Physical re-location
  o 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 (5th year in operation)
Rutherford County Information Technology

Rutherford County E911 / Communications Strategic Technology Plan

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

End of Life -- Recommended Refresh Cycle

<table>
<thead>
<tr>
<th>Item</th>
<th>Cycle</th>
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</thead>
<tbody>
<tr>
<td>911 Chairs</td>
<td>3 per year</td>
</tr>
<tr>
<td>Vesta911 Phone System</td>
<td>5 year contract (began 2017)</td>
</tr>
<tr>
<td>Console furniture</td>
<td>--</td>
</tr>
<tr>
<td>Primary911</td>
<td>2017 // Eaton</td>
</tr>
<tr>
<td>BackUP911</td>
<td>Russ Bassett (year unknown)</td>
</tr>
</tbody>
</table>
Pricing Proposal  
Quotation #: 18850288  
Created On: 5/7/2020  
Valid Until:  5/31/2020

### County of Rutherford

**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)

<table>
<thead>
<tr>
<th>Product</th>
<th>Qty</th>
<th>Your Price</th>
<th>Total</th>
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<tr>
<td>1 LED Monitor&lt;br&gt; Elo Touch Solutions - Part#: E382790</td>
<td>14</td>
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<td>$6,510.00</td>
</tr>
<tr>
<td>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&lt;br&gt; HP, Inc. - Part#: 4DP06UT#ABA</td>
<td>14</td>
<td>$1,115.00</td>
<td>$15,610.00</td>
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</tbody>
</table>

*Tax $0.00  
Total $22,120.00

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

### Additional Comments

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

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.
# 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

**Date:** 04/24/2020  
**Customer #:** 1020001990  
**Terms:** NET 30 DAYS

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<th>Qty</th>
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<th>Unit Price</th>
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<td>USB Dual Spkr Kit for Software Console</td>
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<td>S&amp;H</td>
<td>SHIPPING/ HANDLING</td>
<td>EA</td>
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**Subtotal:** $9,713.00  
**Tax:** $679.91  
**Total Quote:** $10,392.91

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

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.
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 for 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. Delivery Lead Time Available Upon Request
20% Re-stocking Fee on All Returns 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!
Sales Quotation

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

<table>
<thead>
<tr>
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</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>14</td>
<td>DSSFWSCOUTEXT15K</td>
<td>Scout EX Console - Tier 1 includes a license for a Scout Enterprise Console with Software Audio Package. Includes IR and Software Key version.</td>
<td>$11,995.00</td>
<td>$167,930.00</td>
<td>$142,740.50</td>
</tr>
<tr>
<td>2</td>
<td>14</td>
<td>DSACCUSBH8EAI</td>
<td>Avtec USB Headset/handset jack box (single jack), Integrates NENA phone or desk phone at the operator's position with Scout. Requires Software Media Workstation.</td>
<td>$865.00</td>
<td>$12,110.00</td>
<td>$10,293.50</td>
</tr>
<tr>
<td>3</td>
<td>14</td>
<td>DSACCUSB5PK2</td>
<td>Avtec USB dual speaker kit for software console</td>
<td>$808.00</td>
<td>$11,312.00</td>
<td>$9,615.20</td>
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</tbody>
</table>

Console Equipment Subtotal: $191,362.00 $162,649.20

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<tr>
<td>4</td>
<td>1</td>
<td>DSSFWVPGL15K</td>
<td>Redundant VPGate Software License for a maximum of 40 endpoints; up to 20 may be &quot;B&quot; License. Software license version.</td>
<td>$16,579.00</td>
<td>$16,579.00</td>
<td>$14,092.15</td>
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<tr>
<td>5</td>
<td>2</td>
<td>DSACCUPR5WIN10</td>
<td>Rackmount 1U Industrial PC w/ 55 HDD and Windows 10 OS for VPGate/ARC (Silicon Mechanics)</td>
<td>$5,043.00</td>
<td>$10,086.00</td>
<td>$8,573.10</td>
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<tr>
<td>6</td>
<td>6</td>
<td>DSOUTPOST-2R</td>
<td>RADIO CONTROLLER, VOIP, 2 PORTS, 12 VDC INPUT</td>
<td>$2,275.00</td>
<td>$13,650.00</td>
<td>$11,902.50</td>
</tr>
<tr>
<td>7</td>
<td>6</td>
<td>DSOUTPOST-RJ-CONN</td>
<td>Connector for OUTPOST Radio port that supports RJ45 cable for 2/4W tone keying and E&amp;M applications. Kit to add support for (1) each Motorola APX endpoint. Includes Software License.</td>
<td>$52.00</td>
<td>$312.00</td>
<td>$268.20</td>
</tr>
<tr>
<td>8</td>
<td>11</td>
<td>DSOUTPOSTAPX</td>
<td>I/O PACKAGE FOR SCOUT - 24 INPUT/24 OUTPUT, POWER SUPPLY</td>
<td>$1,031.00</td>
<td>$11,341.00</td>
<td>$9,938.85</td>
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<tr>
<td>9</td>
<td>1</td>
<td>DSPKG-IO-VPGE</td>
<td>24 PORT MANAGED ETHERNET SWITCH</td>
<td>$4,145.00</td>
<td>$4,145.00</td>
<td>$3,523.25</td>
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<tr>
<td>10</td>
<td>3</td>
<td>DSACCNETWK24PS</td>
<td>3 4U RACK MOUNT SHELF (1-4 OUTPOST RADIOS) WITH RACKMOUNT PS</td>
<td>$2,482.00</td>
<td>$7,446.00</td>
<td>$6,329.10</td>
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Gateway & Endpoint Equipment Subtotal: $63,559.00 $54,025.15

<table>
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<tr>
<td>11</td>
<td>2</td>
<td>DSOUTPOST-RACK-PKG</td>
<td>LED Display, panel mounted for cabinet or relay rack. Includes keyboard and mouse with tray, 8-port KVM, and cable kit.</td>
<td>$622.00</td>
<td>$1,244.00</td>
<td>$1,057.40</td>
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<tr>
<td>12</td>
<td>1</td>
<td>DSDISP-KVM</td>
<td>TWO-POST RELAY RACK IN CLEAR ALUMINUM FINISH, 72 INCHES IN HEIGHT, 36U</td>
<td>$1,591.00</td>
<td>$1,591.00</td>
<td>$1,352.35</td>
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<tr>
<td>13</td>
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<td>DSRR-72-38U</td>
<td>Kit to rack mount two (2) each ACC-CPU-RM-2012 or -WIN7 in 19&quot; Relay Rack. 2U high.</td>
<td>$679.00</td>
<td>-</td>
<td>-</td>
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<tr>
<td>14</td>
<td>1</td>
<td>DSACC-MTG-2U-RR</td>
<td>AUXILIARY IO PKG CABLE, 25 FT CABLE</td>
<td>$389.00</td>
<td>$389.00</td>
<td>$330.05</td>
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<tr>
<td>15</td>
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<td>DSPKG-INST-AUX-25</td>
<td></td>
<td>$797.00</td>
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Racking Equipment Subtotal: $3,224.00 $2,740.40

Console Equipment, Software, & Licensing Total: $258,136.00 $219,414.76
# Sales Quotation

<table>
<thead>
<tr>
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<tr>
<td>16</td>
<td>1</td>
<td>DSSCOUTCARE</td>
<td>ScoutCare Software and Hardware Maintenance&lt;br&gt;Years 2-5, Includes no charge software maintenance, 24/7/365 Technical Support, and Web Portal Access.&lt;br&gt;ScoutCare Hardware Option: Annual Extended Maintenance Program for hardware repairs. ScoutCare is a prerequisite for the Hardware Option to become effective.</td>
<td>$29,377.50</td>
<td>$0.00</td>
<td>$0.00</td>
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<tr>
<td>17</td>
<td>1</td>
<td>DSHARDWARE</td>
<td>Shipping, Handling, and Insurance&lt;br&gt;Lump sum packaging, shipping, and insurance FOB Origin</td>
<td>$3,114.25</td>
<td>$0.00</td>
<td>$0.00</td>
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<tr>
<td>18</td>
<td>1</td>
<td>DSAVTECSHIP</td>
<td>Professional Services and Expenses&lt;br&gt;Evaluation of customer provided singular hardware item (except Tablet).</td>
<td>$2,068.00</td>
<td>$2,068.00</td>
<td>$2,068.00</td>
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<tr>
<td>19</td>
<td>1</td>
<td>DSSVCEVALSYSMHW</td>
<td>AVTEC PROFESSIONAL SERVICES</td>
<td>$25,127.10</td>
<td>$25,127.10</td>
<td>$25,127.10</td>
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<td>20</td>
<td>1</td>
<td>DSSVC-CSLT-PE</td>
<td>Shipping &amp; Professional Services Subtotal: $27,196.10</td>
<td>$27,196.10</td>
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</table>

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<tr>
<td>21</td>
<td>0</td>
<td>DSSCOUTCARE</td>
<td>Additional ScoutCare Software and Hardware Maintenance, Up to 4 additional years may be purchased with no escalation. (see note 6)&lt;br&gt;Years 2-5, Includes no charge software maintenance, 24/7/365 Technical Support, and Web Portal Access.&lt;br&gt;ScoutCare Hardware Option: Annual Extended Maintenance Program for hardware repairs. ScoutCare is a prerequisite for the Hardware Option to become effective.</td>
<td>$29,377.50</td>
<td>$0.00</td>
<td>$0.00</td>
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<td>22</td>
<td>0</td>
<td>DSHARDWARE</td>
<td>Extended Maintenance &amp; Support Total:</td>
<td>$0.00</td>
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</tbody>
</table>

Total including Extended Maintenance & Support (USD): $285,330.10 | $246,609.85

- 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.*

$32,400
Sales Quotation

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.
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