



**COLUMBIA COUNTY BOARD OF COUNTY COMMISSIONERS
AGENDA ITEM REQUEST FORM**

The Board of County Commissioners meets the 1st and 3rd Thursday of each month at 5:30 p.m. in the Columbia County School Board Administrative Complex Auditorium, 372 West Duval Street, Lake City, Florida 32055. All agenda items are due in the Board's office one week prior to the meeting date.

Today's Date: 12/27/2018 Meeting Date: 1/17/2019

Name: Tom Brazil Department: 9-1-1 Communications Center

Division Manager's Signature:

A handwritten signature in blue ink, appearing to read "Tom Brazil", is written over a light blue rectangular background.

1. Nature and purpose of agenda item:

Software upgrade of Equature 911 logging recorder to record digital radio traffic for new 700 Mhz radio system.

2. Recommended Motion/Action:

To approve the upgrade of the 911 primary logging recorder.

3. Fiscal impact on current budget.

This item is currently budgeted. The account number to be charged is 302-2620-525.60-63

District No. 1 - Ronald Williams
District No. 2 - Rocky Ford
District No. 3 - Bucky Nash
District No. 4 - Toby Witt
District No. 5 - Tim Murphy



BOARD OF COUNTY COMMISSIONERS • COLUMBIA COUNTY

MEMORANDUM

TO: Ben Scott County Manager via David Kraus Assistant County Manager

FR: Thomas W. Brazil 911 Center Manager / County 911 Coordinator
David Kraus, Assistant County Manager

DATE: 12/27/2018

RE: Agenda Item Request for Board of Commissioners

With the instillation of the new radio system we need to upgrade our current Equature logging recorder to be able to record digital radio traffic. The cost of this upgrade is \$40,414.99 per recorder.

Just to provide some history, by Florida Statute we are required to record all 911 telephone calls. Our 911 equipment runs on a 5-year replacement cycle which is the grant period for the purchase of hardware with the State E-911 Board. Both our primary and backup Exacom logging recorders were replaced in 2017 and 2018 respectively with new Equature recorders utilizing grant funds due to their being 5-years old. The primary recorder was replaced using a State E-911 Board special disbursement to the County of \$50,000 supplemented by \$4,521 in County funds at a total cost of \$54,521. The backup recorder was purchased using a State E-911 grant for \$13,413 supplemented by \$2,367 County funds of a total cost of \$15,780. The use of the County funds was necessary as the E-911 Board funds can only be spent on the portion of the recorder that is utilized to record 911 calls.

Both of these recorders were purchased with the software to record analog radio and telephone calls. The difference in price between the 2 recorders is that the primary recorder has analytic capabilities and other feature such as screen capture that we did not purchase for the backup recorder which records voice only.

With the County's new 700mhz radio system, to have the capability to record digital radio traffic the software must be upgraded. The cost of this software upgrade is \$40,414.99 per recorder. We cannot utilize E-911 grant funds for this software upgrade. In July, the Board approved a budget amendment that included \$38,865 to upgrade the primary recorder in the 911 Center. A budget amendment that includes the remaining \$1,552 is addressed elsewhere in tonight's agenda.

BOARD MEETS FIRST AND THIRD THURSDAY AT 5:30 P.M.

Additionally, Lawrence Wilson, in negotiations with Motorola, has gotten Motorola to waive the customary charge of \$100,000 per recorder for the API interface between the 700Mhz radio system and the logging recorders saving the County \$200,000.

Upgrading the primary recorder is necessary as it is our primary records retention system of all telephone, 911 calls, and radio recordings, and is an integral part of our daily operations. Based on our current needs, I am requesting that the Board of County Commissioners approve the purchase of the Equature Proxy upgrade to the primary 911 recorder.

XC: File

December 7, 2018

Tom Brazil – Director Communications/E911
Columbia County Board of Commissioners
263 NW Lake City Ave
Lake City FL 32025

*RE: Strategic Long-Term Partnership with the **Columbia County Board of Commissioners***

Thank you for investing your valuable time with Equature. We appreciate the opportunity to partner with the Columbia County Sheriff's Office Team. Our vision is to help others help themselves. Dispatch centers are under tremendous stress 24x7x365 and it is our job as your strategic partner to help improve dispatch operations. We do this by focusing our resources on NG9-1-1 Recording and Dispatch Improvement because like you, we understand that SECONDS SAVE LIVES®.

To be your strategic long-term partner, we must provide a robust NG9-1-1 recording platform that is based on **Simplicity.Reliability. Speed®**. Your team's time is valuable and Equature® is designed as a mission critical tool to save your team time. Dispatch Improvement tools are required today so your team can perform and improve every day. We understand the frustration with slashed training budgets, dispatch turnover, head count reduction and often no standardized training guidelines. Improving dispatch operations requires state of the art tools. Basically, your team is required to do more with less and as your partner it is our job to deliver them.

We understand that we have to earn your TRUST in order to establish a long-term partnership. Here are the guidelines for a great partnership:

1. They must be mutually beneficial: We have to deliver state of the art solutions based on **Simplicity.Reliability. Speed** so your team can perform their jobs better because **Seconds.Save. Lives®!** Your agency has to provide feedback and suggestions to help make Equature better.
2. Must be easy to work together and be open to learn from each other: We have 20+ year relationships with our clients today and the key to that success is simplicity in working together. We all understand the problems with overseas support, foreign call centers and red tape. Equature is a U.S. based company and we manufacture, sell, support, train and implement your solution A to Z. We work hard to make sure we are easy to work with. This is why we give our CEO's cell phone number out to guarantee your satisfaction (248-752-7301).
3. Partnerships must provide high value to both parties: Our Equature® NG9-1-1 Recording and Dispatch Improvement platform is neither the least or the most expensive on the market. One thing we do guarantee is that you will get three times the value on your investment. This is why we offer a 100% Money Back Guarantee because not only do we guarantee the product, but we will pay for your time as well.

Here are some key highlights about us:

1. Equature is a member of the INC 500/5000 list of fastest growing companies in America four years running.
2. Equature sponsors and chairs several NENA and APCO NG9-1-1 standard's committees. We wrote the logging service requirements for NENA which are a core component of NG9-1-1 Recording. We participate in all NENA ICE (Industry Collaboration Events) and have been a NENA NG partner since 2008.
3. Equature focuses on a direct marketing model. We manufacture, sell, support, service and train all right here in the United States. We provide 24x7x365 Proactive Onsite Support anywhere in the U.S. within 4 hours. Our Equature Direct Advantage model allows us to build functionality faster based on our PSAP client's needs.

Why partner with Equature ?

1. Next Generation 9-1-1 and EIDD Technology leader and NENA/APCO Partner since 2008
2. APCO/NENA PSAP Working Group – Co-Leader, Michael Smith, EQUATURE Chief Technologist
3. Patent pending Mobile Capture and Automated Scenario Reconstruction
4. Participant & committee member in all NENA Industry Collaboration Events (ICE)
5. ICE Steering Committee – Michael Smith – Vendor Representative
6. ICE 8: Interoperability with Recording & Logging Components – Michael Smith – Planning Committee Chairman
7. NG9-1-1 Standard for the Logging Service – Technical work completed by Michael Smith
8. Deal directly with a US Based manufacturer – not U.S. Regional Sales Office & Overseas manufacturer and a reseller that changes brands or worse handles multiple lines. Impossible to properly stock parts and be an expert on every system.
9. Large enough to provide the BEST system and the BEST support, Small enough to care.
10. Open, standards based architecture, non-proprietary as required in the i3 published standards
11. Record all NG9-1-1 communication (Audio, Video, Chat, Image, Telematics, VoIP) and P25 rad

12. 40+ year old stable company (past 30+ years providing Communication Recording Systems & support)

We would love to partner with your team but in the event, you decide not to partner with us, please make sure you do three things.

1. Get a letter from the recording **manufacturer, not a reseller** guaranteeing your system is NG9-1-1 ready and will not require a fork lift upgrade. The last thing you want to do is buy twice! Typically, 911 boards, County Commissioners, and City Councilmen frown on that behavior
2. Get a letter from the manufacturer, again not a reseller, guaranteeing that the product you are buying will not be **SUNSET** (obsoleted) within the next 10 years.
3. Make sure you receive a written 100% money back guarantee!

We want you to be successful even if you decide not to partner with us.



SPECIAL PRICE QUOTATION

Columbia County Board of Commissioners

Main Site Motorola Integration

QTY	DESCRIPTION	PRICE
1	Equature Proxy Equature MCC 7500 Integration (75 talk Groups) Total (GSA Pricing) GS-35F-079DA	\$ 38,664.99
	Professional Services: Project Management, Installation & Shipping	\$ 1,750.00
Total		\$40,414.99

After Warranty Support: 7x24x365 (Hardware, software, parts, labor & travel) \$5,833.50 per/yr.

Terms:

One Hundred (100%) percent with receipt of equipment.

Customer Acceptance: _____ Date: _____

Print Name: _____ Title: _____

Please fax to Michael Bragg at (248) 569-6567

Dictation Sales and Service GSA Price List

SIN	MANUFACTURER NAME	MFR PART NO	PRODUCT NAME	UOI	GSA OFFER PRICE (inclusive of the .75% IFF)
132 33	DSS Corp.	EQTR001	Voice Licenses	Each	\$297.91
132 33	DSS Corp.	EQV001	VoIP Licenses	Each	\$466.38
132 8	DSS Corp.	EQLDA24	24 Port analog card	Each	\$4,247.05
132 8	DSS Corp.	EQLDA16	16 Port Analog card	Each	\$3,307.20
132 8	DSS Corp.	EQLDA8	8 Port Analog card	Each	\$1,968.36
132 8	DSS Corp.	EQLDA4	4 Port Analog card	Each	\$959.36
132 8	DSS Corp.	EQNGX24	24 Port Digital card	Each	\$5,506.10
132 8	DSS Corp.	EQNGX16	16 Port Digital card	Each	\$3,966.87
132 8	DSS Corp.	EQNGX8	8 Port Digital card	Each	\$2,917.08
132 8	DSS Corp.	EQAIS4U	4U Server Chassis	Each	\$5,311.03
132 8	DSS Corp.	EQSE3U	3U Server Chassis	Each	\$10,196.47
132 33	DSS Corp.	EQSPSRV1	Speech Server	Each	\$3,723.93
132 33	DSS Corp.	EQSP001	Speech Client	Each	\$372.39
132 33	DSS Corp.	EQANI	ANI/ALI Data	Each	\$2,792.95
132 33	DSS Corp.	EQSC001	Screen Capture Service	Each	\$223.44
132 33	DSS Corp.	EQSV001	QA Module	Each	\$111.72
132 8	DSS Corp.	EQCC	Contact Closure	Each	\$797.98
132 33	DSS Corp.	EQSQL	MS SQL Server 2012 or >	Each	\$2,704.28
132 33	DSS Corp.	EQOTAD	Radio OTA	Each	\$2,792.95
132 33	DSS Corp.	EQOTA1	OTA Receivers	Each	\$1,024.97
132 33	DSS Corp.	EQMCCSRV	Moto SVR (incl 75 TG)	Each	\$88,664.99
132 33	DSS Corp.	EQMCCSRV2	EQ License for Moto	Each	\$23,052.90
132 33	DSS Corp.	EQMCCD001	Moto TG License (<75)	Each	\$531.99
132 33	DSS Corp.	EQFS001	Free Seating	Each	\$223.44
132 33	DSS Corp.	EQASIPEL	Active SIP Enterprise License	Each	\$975.31
132 33	DSS Corp.	EQATIA	Motorola Flexible ATIA Trunked Radio Integrati	Each	\$3,236.27
132 33	DSS Corp.	EQISSI	ISSI/CSSI IP Radio Integration	Each	\$18,619.65
132 33	DSS Corp.	EQRM1	EQ Remote Access Secure Proactive Monitoring	Each	\$372.39
132 8	DSS Corp.	EQEXT2TB	External 2 Terabyte USB SQL Enabled Archive D	Each	\$664.99
132 8	DSS Corp.	EXTR12TB	External 2 Terabyte RAID-1 USB SQL Enabled Ar	Each	\$1,329.97
132 8	DSS Corp.	CS5RELIANTII	CS5-DSS Reliant II 4U Server Chassis - Win 7 Em	Each	\$10,409.27
132 8	DSS Corp.	CS7RELIANTII	CS7-DSS Reliant II 5U Server Chassis - Win 7 Em	Each	\$12,812.09
132 33	DSS Corp.	EQWSRVR	Windows Server OS Upgrade	Each	\$1,551.64
132 33	DSS Corp.	EQBTIP	Bosch Telex IP Radio Integration	Each	\$8,866.50
132 33	DSS Corp.	EQEFJIP	EF Johnson IP Radio Integration	Each	\$8,866.50
132 12	DSS Corp.	Cust Spt - NOC	DSS Customer Phone Support - NOC Access	Hourly	\$181.36
132 50	DSS Corp.	LOD Course	Elite Continuous Training	4 Hrs.	\$221.66
132 50	DSS Corp.	LOD Course	Advanced Law Enforcement	16 Hrs.	\$443.32
132 50	DSS Corp.	LOD Course	Fire Communications	16 Hrs.	\$443.32
132 50	DSS Corp.	LOD Course	Communications Training Officer (CTO)	16 Hrs.	\$443.32
132 50	DSS Corp.	LOD Course	Breeding Success	8 Hrs.	\$221.66
132 50	DSS Corp.	LOD Course	Customer Service (Training Course)	8 Hrs.	\$221.66
132 50	DSS Corp.	LOD Course	Critical Incident - Stress	8 Hrs.	\$221.66
132 50	DSS Corp.	LOD Course	Critical Incidents - Total Disaster Response	8 Hrs.	\$221.66
132 50	DSS Corp.	LOD Course	Crimes in Progress	8 Hrs.	\$221.66
132 50	DSS Corp.	LOD Course	Hostage Negotiation	8 Hrs.	\$221.66
132 50	DSS Corp.	LOD Course	Active Shooter	8 Hrs.	\$221.66
132 50	DSS Corp.	LOD Course	Communications Center Liability	8 Hrs.	\$221.66
132 50	DSS Corp.	LOD Course	Stress; It's All in Your Head	8 Hrs.	\$221.66
132 50	DSS Corp.	LOD Course	Domestic Violence	8 Hrs.	\$221.66
132 50	DSS Corp.	LOD Course	Suicide Intervention	8 Hrs.	\$221.66

100% Equature Money Back Satisfaction Guarantee

Equature is pleased to offer this Money Back Satisfaction Guarantee. As a manufacturer and developer of Next Generation 9-1-1 Communication Capture Solutions, we are in direct contact with our customers and do not have to rely on the Reseller model of moving requests and concerns up the chain of command. You have a direct line to the top. We have over 20 years' experience in servicing the Public Safety community and understand the needs and challenges you face each day. We have a long track record of success which allows us to offer the following guarantee. In the event the Equature® Recording system does not perform during the acceptance period to standard 911 recording features and functions then Columbia County Sheriff's Office can terminate the agreement with 90 days' notice to correct the issues and receive a full refund.

We look forward to creating a long-term Business Partnership!

Columbia County Sheriff's Office agrees to do business with Equature.

Agreed: _____

Printed Name: _____

Signature: _____

Date: _____

Michael Bragg – Industry Specialist

Robert Hines – Director of Sales