

**FIRST AMENDMENT TO THE  
PURCHASE AGREEMENT**

THIS FIRST AMENDMENT TO THE PURCHASE AGREEMENT ("Amendment") is made and entered into this \_\_\_ day of October 2017 ("Effective Date"), by and between the City of Billings, Montana ("Customer") and Airbus DS Communications, Inc., formerly Cassidian Communications ("Airbus").

**RECITALS**

A. WHEREAS, Customer and Airbus entered into that certain Purchase Agreement dated August 3, 2011, whereby Airbus agreed to provide Customer radio system infrastructure upgrade/replacement, a Next Gen 9-1-1 telephone system and a multi-media logging recording system (the "Purchase Agreement").

B. WHEREAS, in accordance with Section 8 of the Purchase Agreement, Customer and Airbus desire to amend a Purchase Agreement consistent with the foregoing which includes the purchase of additional equipment and/or services expressed in the Airbus Proposal dated August 14, 2017 and attached hereto as Exhibit A (the "Project Proposal").

**AGREEMENT**

NOW THEREFORE, for and in consideration of the above premises, and other good and valuable consideration, the receipt and sufficiency of which are hereby acknowledged, Customer and Airbus agree as follows:

1. **Recitals.** That the above recitals are incorporated herein by reference as if fully stated.
2. **Scope.** Airbus shall provide a VESTA 9-1-1 call processing solution to Customer as further described in Project Proposal, attached hereto as Exhibit A.
3. **Price.** The total price associated with the Project Proposal shall be \$339,925.00 as further detailed in quote attached as Exhibit B.
4. **Entire Agreement, Conflict.** This Amendment and the Exhibits thereto along with the Purchase Agreement shall constitute the entire understanding between the Customer and Airbus. In the event of a conflict between the terms of this Amendment and the terms of the Purchase Agreement, this Amendment shall control. All other terms of the Purchase Agreement shall remain unchanged and remain in full force and effect.

*SIGNATURES ON FOLLOWING PAGE*

IN WITNESS WHEREOF, the parties hereto have caused this Agreement to be signed by their authorized representative as of the Effective Date.

City of Billings, Montana

Airbus DS Communications, Inc.

By: \_\_\_\_\_  
(Signature)

By: Derek R Gamble  
(Signature)

Name: \_\_\_\_\_

Name: Derek R Gamble

Title: \_\_\_\_\_

Title: Senior Legal Counsel

**EXHIBIT A**  
**PROPOSAL OVERVIEW**

We keep people connected  
WHEN IT MATTERS MOST.

**AIRBUS**

WE EXPLORE DIFFERENT WAYS TO  
KEEP ALL OUR COMMUNITIES SAFE.

WE DECIDE WITH AN OPEN MIND.

**VESTA® 9-1-1**

## **Exhibit A**

# **Billings City / County 9-1-1 Center, MT Next Generation 9-1-1 Call Handling Solution – Single Backroom System**

Proposal Overview

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## **PROJECT OVERVIEW**

*City of Billings, MT* has chosen to implement an Airbus DS Communications provided VESTA® 9-1-1 call processing solution to be installed at 911 N 24<sup>th</sup> St. The location will be a newly constructed facility with an estimated completion of June 2018. The existing solution (Sentinel Patriot) will remain at the current facility 2305 8<sup>th</sup> Ave N as a backup option for the center. The system will be deployed as a Geo-Diverse configuration in separate cabinets with support from IC&E under the existing LMR contract. The current building layout for deployment has been proposed but could change by deployment. The system proposed will support being migrated to the current facility however connectivity has not been identified at this time.

### **Notes and Assumptions:**

- Site preparations to include Ethernet and power drops will be in place in both the backroom and console location will be in place prior to installation.
- Ethernet Time Sync will be made available at the time of installation.
- Internet connectivity will be made available at the time of installation.
- Power (conditioned by UPS) will be provided at both the cabinet and console locations at the time of installation.

### **1.1 Primary and Alternate (VESTA E911 Emergency Call Taking)**

The *Primary* and *Alternate* VESTA 9-1-1 system will support emergency and other critical call processing requirements; with <12> workstations located at the *911 N 24<sup>th</sup> St*. The servers will be distributed between the primary and alternate Media Distribution System and Data Distribution System servers located at the *TBD Cabinet Location*. The system will interface via modules for all calls installed in multiple Mediant Gateway 1000 models. E-911 calls will be delivered by CAMA circuits terminated to FXS modules. Administrative calls will be delivered to additional modules (FXO/FXS) depending on source and purpose. Module counts will be defined in section 1.4 and 1.5.

Archival voice recording is existing and not included in this deployment. We will provide interfaces for the recorder to capture voice and ALI information.

VESTA SMS has been provided as an optional element to the system.

The system is configured to deliver CAD spills to the CAD and any other system utilizing ALI information via serial connection using standard NENA approved protocol.

### **1.2 Common Aspects**

The VESTA system's integrated call management will interface to the Telco's network and in house PBX to allow the transfer of calls utilizing *Airbus DS Communications* provided *FXO and FXS gateways (Audio Codes M1K)*. The FXS gateway interface will allow CAMA calls to terminate. This modules will be divided between chassis for survivability.

The FXS gateways can receive direct terminated CAMA circuits from the PSTN to accept landline and wireless calls. The gateways will then convert the signal and ANI received from the PSTN to IP and delivers the information to the MDS servers. The DDS servers will then deliver the ANI information to a single workstation or the entire VESTA network depending on the call distribution selected.

The FXO modules will terminate administrative lines with diversified placements in multiple gateways for survivability.

**1.3 Project Responsibilities**

The deployed system configuration is based on the quoted list of materials below (Note optional line items have been removed from the below, the quote supplied to the customer can be provided). List to be updated based on quote configuration PO is issued on.

**1.4 Side A Overview**

Airbus DS Communications will provide materials and services as quoted to and purchased by *Billings- Yellowstone County*. Materials and services are itemized in the Airbus DS Communications system quotation and the resulting *City of Billings, MT* Purchase Order.

*Airbus DS Communications* will provide primary project management and is responsible for providing or coordinating the delivery of voice and data network electronics and connectivity. Airbus DS Communications will provide standard Field Engineering for system programming and deployment. Airbus DS Communications will provide technical support in accordance to the established contract agreement with the site.

<b>VESTA<sup>®</sup> 9-1-1</b>		
<b>VESTA<sup>®</sup> 9-1-1</b>		
1	870899-0104R7.0U	V911 R7.0 LIC/DOC/MED UPGD
1	873099-03002U	V911 CAD INTF LIC UPGD
1	04000-RS232	BLKBX TL601A-R2 DATASHARE
1	853031-MLSVRGD-2	V-ML MED SVR BNDL GEO
1	06500-00501	2-POST 5U RACK MNT KIT
1	04000-00411	SVR WIN2008/12/16 CAL 5PK
1	04000-68009	V-SVR BASIC SPT 5YR
<b>VESTA<sup>®</sup> 9-1-1 Prime Standard Operations</b>		

<b>VESTA® 9-1-1</b>		
8	PS-0PR-VSML-M	VPRIME MLTP SEAT LIC NFEE
8	809800-35130	V911 SW SPT TRNSFR
		<i>Note: Existing Sentinel Patriot Support Ends 12/31/2021.</i>
3	PS-0PR-VSML	VPRIME MLTP PER SEAT LIC
3	SS-0PR-VSSL-4Y	SPT VPRIME 4YR
<b>Geo Diverse Add On License</b>		
1	BA-MGD-VSSL-M	GEO-DIV LIC MIG SYS
<b>VESTA® Workstation Equipment</b>		
11	61000-409610SFF	WKST Z240 SFF 64-BIT 8GB WIN10
11	63000-221692	MNTR FP WIDE SCRNL LED 22IN
11	64007-50020	KEYPAD 24-KEY USB CBL 6FT
11	853030-00302	V911 SAM HDWR KIT
11	853004-00401	SAM EXT SPKR KIT
11	02800-20700	HDST K 4W/MOD BLK CARBON
11	03044-20000	HDST CORD 12FT 4W MOD BLK
11	809800-35109	V911 IWS CFG
11	809800-35108	V911 IWS STG FEE
1	870890-07501	CPR/SYSPREP MEDIA IMAGE
<b>VESTA® 9-1-1 IRR Module</b>		
8	873099-00502U	V911 IRR LIC UPGD
8	809800-35130	V911 SW SPT TRNSFR
		<i>Note: Existing Sentinel Patriot IRR Support Ends 12/31/2021.</i>

<b>VESTA® 9-1-1</b>		
3	873099-00502	V911 IRR LIC/DOC/MED
3	809800-35113	V911 IRR SW SPT 4YR
<b>VESTA® 9-1-1 Activity View</b>		
8	873099-00802U	V911 ACT VIEW LIC PER ST UP
3	873099-00802	V911 ACT VIEW LIC PER ST
1	873099-00702U	V911 ACTIV VIEW SYS LIC UPG
1	809800-35130	V911 SW SPT TRNSFR
1	61000-409610SFF	WKST Z240 SFF 64-BIT 8GB WIN10
1	63000-221692	MNTR FP WIDE SCRNL ED 22IN
1	809800-00102	GENERIC WKST CFG FEE
<b>VESTA® 9-1-1 CDR Module</b>		
1	873099-00602U	V911 CDR SVR LIC UPGD
8	873099-01102U	V911 CDR PER SEAT LIC UPGD
3	873099-01102	V911 CDR PER SEAT LIC
<b>VESTA® 9-1-1 Admin Printer</b>		
1	64040-60019	PRNTR USB/ETHERNET COLOR
<i>Note: Inkjet Color printer. Recommended monthly volume, 7,500 pages.</i>		
1	65000-03133	CBL USB SHLD M/M 10FT
<b>Network Equipment</b>		
1	03800-03030	FIREWALL- MODEM 60CM
1	03800-03035	WARR FIREWALL 60CM 5YR
1	809800-00201	VPN CFG SVCS

<b>VESTA® 9-1-1</b>		
		<i>Note: Cisco 1921 router is not required if Fortigate 60D SMS firewalls are purchased.</i>
1	04000-01900	ROUTER 1921/K9 BNDL
		<i>Note: This Cisco 1921 router is quoted to provide dual active firewall functionality between the Host sites. This router is not intended for terminating any type of WAN connectivity to other sites.</i>
1	04000-01913	ROUTER 1921 DATA LIC
1	04000-01919	WARR 1921 ROUTER NBD 5YR
1	809800-00199	ROUTER CFG FEE
2	04000-29616	SWITCH 2960-PLUS/CBL 24-PORT
2	04000-02971	WARR 2960 24P 2T 24X7 5YR
<b>Peripherals &amp; Gateways</b>		
3	04000-00129	MED 1000B CHASSIS BNDL
3	04000-00190	SW SPT M1000 GATEWAY 5YR
4	04000-00116	MED 1000 FXO-LS BNDL
1	04000-00118	MED 1000 FXO-LS/GS BNDL
2	04000-00119	MED 1000 FXS BNDL
<b>Rack &amp; Peripheral Equipment</b>		
		<i>Note: Customer to re-use existing equipment rack.</i>
1	63002-172805	MNTR NEC 17IN
1	04000-00808	KVM 8-PORT SWITCH USB

<b>VESTA® Analytics</b>		
<b>VESTA® Analytics - Standard Multi Product Purchase</b>		
2	873391-00301U	V-ANLYT USER LIC UPGD
8	PA-MSG-ASSL-M	V-ANLYT STD SEAT LIC MIG
		<i>Note: Existing VESTA Analytics Support Ends 12/31/2021.</i>
3	PA-MSG-ASSL	V-ANLYT STD PER SEAT LIC
3	SA-MSG-ALSL-4Y	SPT V-ANLYT STD 4YR

<b>VESTA® Network Management Center</b>		
<b>Monitoring &amp; Response License &amp; Support Fees</b>		
		<i>Note: Current Server M&amp;R licenses and support will cover (1) DDS Server. M&amp;R support ends 12/31/2021.</i>
		<i>Note: Current Workstation M&amp;R licenses and support will cover (8) Calltaker Workstations, (1) Management Console, (1) Activity View Admin Workstation. M&amp;R support ends 12/31/2021.</i>
3	871499-01211	M&R 3.0 WKST LIC
		<i>Note: Includes (3) Calltaker Workstations</i>
3	809800-16164	M&R 3.0 WKST SRVC 4YR
		<i>Note: Current IP M&amp;R licenses and support will cover (1) MDS Server, (2) Cisco Switches, (3) Gateway chassis, (1) Firewall. M&amp;R support ends 12/31/2021.</i>
1	871499-01212	M&R 3.0 LIC VM HOST
		<i>Note: Includes (1) Virtual Host/Machine.</i>
1	809800-16170	M&R 3.0 IP DEV SRVC 5YR

<b>VESTA® Network Management Center</b>		
<b>VESTA® Network Management Center - Implementation Fee</b>		
14	809800-14152	MGD SERV DEV & IMPL
		<i>Note: Includes (1) DDS Server, (11) Calltaker Workstations, (1) Management Console, (1) Activity View Admin Workstation</i>
		<b>Anti-Virus Solution</b>
14	809800-14175	VIRUS PROTECT 3.0 SVC 5YR
		<b>Patch Management Solution</b>
14	809800-16215	PATCH MGMT 3.2 SVC 5YR

<b>VESTA® Services</b>		
		<b>Direct CPE Services</b>
176	809800-17007	FIELD ENG-STANDARD
257	809800-51003	PROJECT MGMT-PRIMARY
8	RACKSTACK11-20-DIR	RACK & STACK
		<i>Note: Cabling is excluded. If cabling is required by the customer, it is a custom charge that requires a "site walk" in order for Airbus to properly price.</i>
		<b>Training</b>
		<i>Note: Training is provided at the customer site using the customer owned equipment. Prices are per student unless otherwise indicated. Minimum number of students is 6 and maximum number of students is 8 per class and 2 students per position.</i>
3	000001-06701	V9-1-1 AGENT TRNG

<b>VESTA<sup>®</sup> Services</b>		
		<i>Note: VESTA<sup>®</sup> 9-1-1 Agent bundle includes (1) 1/2 day class of Agent training for up to 8 students. Includes trainer's daily training expenses and travel. VESTA<sup>®</sup> 9-1-1 Agent training does not include training on the SIP phones. SIP phone training is a separate class and can be quoted upon request.</i>
1	000001-06704	V9-1-1 ADMIN FOR STD
		<i>Note: VESTA<sup>®</sup> 9-1-1 Admin bundle includes (1) 1 1/2 day class of Admin training for up to 8 students. Includes trainer's daily training expenses and travel.</i>
1	000001-06074	VSENT 4.X ACT-VIEW TRNG
		<i>Note: VESTA<sup>®</sup> 9-1-1 Activity View bundle includes (1) 1/2 day class of Admin training for up to 8 students. Includes trainer's daily training expenses and travel.</i>
3	000001-06801	V9-1-1 SMS AGENT DELTA TR
		<i>Note: VESTA<sup>®</sup> SMS Agent Delta training for agents. Includes (1) 2 hour class for up to 8 students. Includes trainer's daily training expenses and travel.</i>
1	000002-24404	V-ANLYT ADMIN TRNG
		<i>Note: VESTA<sup>®</sup> Analytics Admin bundle includes (1) 1 day class of Admin training for up to 8 students. Includes trainer's daily training expenses and travel.</i>
		<b>Cutover Coaching</b>
2	000001-08538	CUTOVER COACHING
		<i>Note: Cutover Coaching includes (1) 8 hour session within a 24 hour day. Includes trainer's daily training expenses and travel.</i>

**1.5 Side B Overview**

<b>VESTA<sup>®</sup>9-1-1</b>		
<b>VESTA<sup>®</sup> 9-1-1</b>		
1	870899-0104R7.0U	V911 R7.0 LIC/DOC/MED UPGD
1	873099-03002U	V911 CAD INTF LIC UPGD
1	04000-RS232	BLKBX TL601A-R2 DATASHARE
1	853031-MLSVRGD-2	V-ML MED SVR BNDL GEO
1	06500-00501	2-POST 5U RACK MNT KIT
1	04000-68009	V-SVR BASIC SPT 5YR
<b>VESTA<sup>®</sup> 9-1-1 Prime Standard Operations</b>		
1	PS-0PR-VSML	VPRIME MLTP PER SEAT LIC
1	SS-0PR-VSSL-5Y	SPT VPRIME 5YR
<b>VESTA<sup>®</sup> Workstation Equipment</b>		
1	61000-409610SFF	WKST Z240 SFF 64-BIT 8GB WIN10
1	63000-221692	MNTR FP WIDE SCRIN LED 22IN
1	64007-50020	KEYPAD 24-KEY USB CBL 6FT
1	853030-00302	V911 SAM HDWR KIT
1	853004-00401	SAM EXT SPKR KIT
1	02800-20700	HDST K 4W/MOD BLK CARBON
1	03044-20000	HDST CORD 12FT 4W MOD BLK
1	809800-35109	V911 IWS CFG
1	809800-35108	V911 IWS STG FEE
<b>VESTA<sup>®</sup> 9-1-1 IRR Module</b>		
1	873099-00502	V911 IRR LIC/DOC/MED
1	809800-35114	V911 IRR SW SPT 5YR

<b>VESTA<sup>®</sup>9-1-1</b>		
<b>VESTA<sup>®</sup> 9-1-1 Activity View</b>		
1	873099-00802	V911 ACT VIEW LIC PER ST
<b>VESTA<sup>®</sup> 9-1-1 CDR Module</b>		
1	873099-00602U	V911 CDR SVR LIC UPGD
1	873099-01102	V911 CDR PER SEAT LIC
<b>Network Equipment</b>		
1	03800-03030	FIREWALL- MODEM 60CM
1	03800-03035	WARR FIREWALL 60CM 5YR
1	809800-00201	VPN CFG SVCS
		<i>Note: Cisco 1921 router is not required if Fortigate 60D SMS firewalls are purchased.</i>
1	04000-01900	ROUTER 1921/K9 BNDL
		<i>Note: This Cisco 1921 router is quoted to provide dual active firewall functionality between the Host sites. This router is not intended for terminating any type of WAN connectivity to other sites.</i>
1	04000-01913	ROUTER 1921 DATA LIC
1	04000-01919	WARR 1921 ROUTER NBD 5YR
1	809800-00199	ROUTER CFG FEE
2	04000-29616	SWITCH 2960-PLUS/CBL 24-PORT
2	04000-02971	WARR 2960 24P 2T 24X7 5YR
<b>Peripherals &amp; Gateways</b>		
2	04000-00129	MED 1000B CHASSIS BNDL
2	04000-00190	SW SPT M1000 GATEWAY 5YR
4	04000-00116	MED 1000 FXO-LS BNDL
2	04000-00119	MED 1000 FXS BNDL

<b>VESTA<sup>®</sup>9-1-1</b>		
<b>Rack &amp; Peripheral Equipment</b>		
<i>Note: Customer to re-use existing equipment rack.</i>		
1	63002-172805	MNTR NEC 17IN
1	04000-00808	KVM 8-PORT SWITCH USB

<b>VESTA<sup>®</sup> Analytics</b>		
<b>VESTA<sup>®</sup> Analytics - Standard Multi Product Purchase</b>		
1	873399-00103.1U	V-ANLYT 3.1 DOC/MED UPGD
1	873399-00102.4U	V-ANLYT 2.4 D/M UPGD
1	873399-00102.2U	AURORA 2.2 DOC/MED UPGD
1	873391-00501U	V-ANLYT STD LIC UPGD
1	PA-MSG-ASSL	V-ANLYT STD PER SEAT LIC
1	SA-MSG-ALSL-5Y	SPT V-ANLYT STD 5YR
<b>VESTA<sup>®</sup> Analytics Modules</b>		
1	873391-00901U	V-ANLYT RPT PKG LIC UPGD
<b>VESTA<sup>®</sup> Analytics Standard Server Equipment for Virtualized Server Bundle - ML350/G9 and DL380/G9</b>		
<i>Note: Additional Hardware to be installed in DDS-B Server.</i>		
1	BA-M00-ASA0-3	V-ANLYT STD ADD-ON

<b>VESTA® Network Management Center</b>		
<b>Monitoring &amp; Response License &amp; Support Fees</b>		
		<i>Note: Current Server M&amp;R licenses and support will cover (1) DDS Server, (1) VESTA® Analytics Server</i>
2	871499-01211	M&R 3.0 WKST LIC
		<i>Note: Includes (1) Calltaker Workstation, (1) Management Console</i>
2	809800-16165	M&R 3.0 WKST SRVC 5YR
		<i>Note: Current IP M&amp;R licenses and support will cover (1) MDS Server, (2) Gateway Chassis, (1) Firewall, (2) Cisco Switches, (1) VESTA Analytics NAS.</i>
1	871499-01212	M&R 3.0 LIC VM HOST
		<i>Note: Includes (1) Virtual Host/Machine.</i>
1	809800-16170	M&R 3.0 IP DEV SRVC 5YR
<b>VESTA® Network Management Center - Implementation Fee</b>		
4	809800-14152	MGD SERV DEV & IMPL
		<i>Note: Includes (1) DDS Server, (1) Calltaker Workstation, (1) Management Console, (1) VESTA® Analytics Server</i>
<b>Anti-Virus Solution</b>		
4	809800-14175	VIRUS PROTECT 3.0 SVC 5YR
<b>Patch Management Solution</b>		
4	809800-16215	PATCH MGMT 3.2 SVC 5YR

<b>VESTA<sup>®</sup> Services</b>		
<b>Direct CPE Services</b>		
		<i>Note: Primary Project Management quoted at Side A.</i>
88	809800-17007	FIELD ENG-STANDARD
1	RACKSTACK11-20-DIR	RACK & STACK
		<i>Note: Cabling is excluded. If cabling is required by the customer, it is a custom charge that requires a "site walk" in order for Airbus to properly price.</i>
<b>Training</b>		
		<i>Note: Training quoted at Side A.</i>

**2 SITE INFRASTRUCTURE PREPARATION PLAN (SIPP)**

Airbus DS Communications and City of Billings, MT are responsible for the coordination, delivery, implementation and project management duties associated with the Site Infrastructure Preparation Plan (SIPP).

**2.1 Power**

Power and grounding must be provided in a manner that is consistent with the National Electrical (NEC) code requirements and is sufficient in quantity and quality to ensure uninterrupted operation of the materials provided by Airbus DS Communications.

Conditioned power, preferably through a UPS, and grounding, at minimum meeting NEC and Motorola R-56 Standards must be supplied for the Airbus DS Communications provided equipment.

City of Billings, MT are responsible for ensuring that any surge suppressors, or 3<sup>rd</sup> party line conditioning equipment provided meets NEC specification. All AC power conductors should be dedicated and uninterrupted from the building primary source or transformer to the equipment panel.

**2.1.1 Server Power Requirements**

Each Airbus DS Communications server cabinet requires two dedicated AC circuit (120VAC 20A) per cabinet. Power strips are installed in the cabinets that will accommodate the components installed in the cabinet.

Power draw at peak pull for the Centralized VESTA® 9-1-1 cabinet mounted equipment is:

Cabinet Equipment	Amps	BTU
VESTA® 9-1-1 Servers (2)	10.4 (5.2 each)	
VM Management PC	2.0	
Switch, 24 Port (2)	2.0 (typical)	
T1 Gateways	2	
Firewall	1	
Modem Package	1.0	
Monitor/Keyboard	0.42	
KVM (4 Port)	2.1	
Netclock	1.0	
<b>Total</b>	<b>22.92</b>	<b>8984.36 (approx.)</b>

**2.1.2 Server Cabinet Grounding**

The grounding conductor should be #6 AWG per the NEC and should be insulated, continuous, with no splices or junctions.

### 2.1.3 VESTA® 9-1-1 Console Power Requirements

Each VESTA® 9-1-1 console and multi-function administration workstation will require (5) 120 VAC power connections.

Power draw for each VESTA console is as follows:

Local	Amps	BTU
Workstation	2.00	
22" TS Monitor	1.00	
Total per position	3.00	2783 (approx.)

## 2.2 Space and Environmental Requirements

### 2.2.1 Server Room Space Requirements

City of Billings, MT will provide sufficient space for equipment installation and will ensure that the housing adheres to ground and meets local building code and standards.

### 2.2.2 Server Room Environmental Requirements

City of Billings, MT will ensure that the following environmental specifications are met:

Ambient room temperature	Between 68 to 78 degrees Fahrenheit
Relative Humidity	10% to 95% non-condensing
Environment	No visible signs of moisture

## 2.3 Remote Access

City of Billings, MT will provide a VPN IP connection for each system for the purpose of remote access for Managed Services requirements. City of Billings, MT will manage the physical connection. Site has been proposed a complete site management program to include disaster recovery, anti-virus protection, asset health management, and patch management.

Components required for the connectivity is supplied by Airbus DS Communications.

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**3** **CUSTOMER REQUIREMENTS**

**3.1 Infrastructure**

*City of Billings, MT in conjunction with Airbus DS Communications shall provide all necessary infrastructure required for installation and connectivity of the systems.*

**EXHIBIT B**

**QUOTE**



**City of Billings - Yellowstone County, MT**

Geo-Diverse VESTA 9-1-1 with VESTA Analytics Standard

<b>Customer Information</b>	
Customer: City of Billings - Yellowstone County, MT	
Contact:	
Phone:	
E-Mail:	
<b>Airbus DS Communications Contact Information</b>	
Sales Configuration Spec: Marianne Barrera	Account Exec: Georgine Bohl
Phone: 951-719-2424	Phone: 951-473-7105
E-Mail: marianne.barrera@Airbus-DSComm.com	E-Mail: georgine.bohl@Airbus-DSComm.com

**Quote Summary**

Site No.	Site Name	Quote No.	No. of Pos	TOTAL
108655	City of Billings - Yellowstone County - A, MT	DIR52248H-1	12	\$242,901.00
100458	City of Billings - Yellowstone County - B, MT	DIR52248H-2	0	\$64,714.00
100458	City of Billings - Yellowstone County - B, MT - CommandPOST	DIR52248H-3	1	\$32,310.00
<b>TOTAL QUOTE</b>			<b>13</b>	<b>\$339,925.00</b>
<b>GRAND TOTAL</b>				<b>\$339,925.00</b>

**Additional Comments**

Quote is valid for 120 days from the date of this quote.

Any line items listed as "Optional" in this quote are not included in the Product Totals, Product Summaries, Site Totals, Quote Summary, or the Grand Total. These items are not considered to be part of the system. The "Grand Total" on the Quote Summary page reflects the quote value. This figure includes any and all applicable charges, fees, and or discounts. Costs for actual freight will be added to your invoice. All pricing is in U.S. Dollars unless otherwise stated.

**Strategic Incentives, Discounts, etc.:**  
 Any strategic incentives, discounts, etc. that are applied to this quote are based on the purchase of all non-optional items listed within the quote. If the quote should change or if items are removed, the incentive is subject to change.

**Budgetary Quotes:**  
 Quotes marked Budgetary are nonbinding and subject to change. This quote is being provided as an estimate of approximate pricing and cannot serve as the basis for any order.

**Support Renewals:**  
 If this is a first time renewal and is subject to the agreed upon grace period, then reinstatement fees will not apply as long as the PO is received prior to the expiration of the grace period. For questions regarding your support renewal term, please contact Jennifer York at 951-719-2142.

Software Support Start and End Dates are based on active software support agreements. Dates and pricing are subject to change once existing software support agreements expire.

Please refer to the Terms & Conditions tab for additional information related to this Quote.



Quote Date: 9/18/2017  
 Quote No.: DIR52248H-1  
 Site No.: 108655  
 Account No: N/A

**City of Billings - Yellowstone County - A, MT**  
 Geo-Diverse VESTA 9-1-1 with VESTA Analytics Standard

<b>Customer Information</b>	
Customer: City of Billings - Yellowstone County, MT	
Contact: 0	
Phone: 0	
E-Mail: 0	
<b>Airbus DS Communications Contact Information</b>	
Sales Configuration Spec: Marianne Barrera	Account Exec: Georgine Bohl
Phone: 951-719-2424	Phone: 951-473-7105
E-Mail: marianne.barrera@Airbus-DSComm.com	E-Mail: georgine.bohl@Airbus-DSComm.com

**VESTA® 9-1-1**

Qty.	Part No.	Description	Unit Price	U/M	Total
1	870899-0104R7.0U	VESTA® 9-1-1			
1	873099-03002U	V911 R7.0 LIC/DOC/MED UPGD	\$0.00	EA	\$0.00
1		V911 CAD INTF LIC UPGD	\$0.00	EA	\$0.00
1	04000-RS232	BLKBX TL601A-R2 DATASHARE	\$471.00	EA	\$471.00
		<b>VESTA® SMS</b>			
		<i>Note: Customer is responsible for Text Control Center (TCC) services and network charges.</i>			
1	870891-66301	VESTA 9-1-1 SMS LIC	\$0.00	EA	OPTIONAL
1	03800-03040	FIREWALL MODEM 60D	\$478.00	EA	OPTIONAL
1	03800-03041	WARR FIREWALL 60D 1YR	\$164.00	EA	OPTIONAL
1	03800-03043	WARR FIREWALL 60D 3YR	\$430.00	EA	OPTIONAL
1	03800-03045	WARR FIREWALL 60D 5YR	\$737.00	EA	OPTIONAL
1	809800-00200	CFG NTWK DEVICE	\$173.00	EA	OPTIONAL
2	871499-01210	M&R 3.0 IP DEVICES LIC	\$97.00	EA	OPTIONAL
		<i>Note: Includes (1) Management/Node VM, (1) Firewall for EIM/SMS</i>			
2	809800-16166	M&R 3.0 IP DEV SRVC 1YR	\$396.00	EA	OPTIONAL
2	809800-16168	M&R 3.0 IP DEV SRVC 3YR	\$1,089.00	EA	OPTIONAL
2	809800-16170	M&R 3.0 IP DEV SRVC 5YR	\$1,703.00	EA	OPTIONAL
		<b>VM Medium Server Bundle</b>			
		<i>Note: The Medium Server Bundle is for PSAP's up to 40 positions with an annual call volume of 500,000 or less.</i>			
1	853031-MLSVRGD-2	V-ML MED SVR BNDL GEO	\$15,129.00	EA	\$15,129.00
1	06500-00501	2-POST 5U RACK MNT KIT	\$333.00	EA	\$333.00
1	04000-00411	SVR WIN2008/12/16 CAL 5PK	\$211.00	EA	\$211.00
1	04000-68005	V-SVR BASIC SPT 1YR	\$105.00	EA	OPTIONAL
1	04000-68007	V-SVR BASIC SPT 3YR	\$314.00	EA	OPTIONAL
1	04000-68009	V-SVR BASIC SPT 5YR	\$523.00	EA	\$523.00
		<b>VESTA® 9-1-1 Prime Standard Operations</b>			
8	PS-OPR-VSML-M	VPRIME MLTP SEAT LIC NFEE	\$0.00	EA	\$0.00
8	809800-35130	V911 SW SPT TRNSFR	\$0.00	EA	\$0.00
		<i>Note: Existing Sentinel Patriot Support Ends 12/31/2021.</i>			
4	PS-OPR-VSML	VPRIME MLTP PER SEAT LIC	\$6,508.00	EA	\$26,032.00
4	SS-OPR-VSSL-4Y	SPT VPRIME 4YR	\$4,747.00	EA	\$18,988.00
		<b>Geo Diverse Add On License</b>			
1	BA-MGD-VSSL-M	GEO-DIV LIC MIG SYS	\$0.00	EA	\$0.00

# City of Billings - Yellowstone County - A, MT

## Geo-Diverse VESTA 9-1-1 with VESTA Analytics Standard

<b>VESTA® Workstation Equipment</b>					
12	61000-409610SFF	WKST Z240 SFF 64-BIT 8GB WIN10	\$1,351.00	EA	\$16,212.00
12	65000-47001	SFF TWR STAND	\$47.00	EA	OPTIONAL
24	65000-00261	NIC PCIE SNGL ADPTR CARD	\$92.00	EA	\$2,208.00
12	63000-212301	MNTR FP LED 22IN MTG	\$217.00	EA	\$2,604.00
12	64007-50020	KEYPAD 24-KEY USB CBL 6FT	\$114.00	EA	\$1,368.00
12	853030-00302	V911 SAM HDWR KIT	\$2,106.00	EA	\$25,272.00
12	853004-00401	SAM EXT SPKR KIT	\$213.00	EA	\$2,556.00
12	02800-20700	HDST K 4W/MOD BLK CARBON	\$32.00	EA	\$384.00
12	03044-20000	HDST CORD 12FT 4W MOD BLK	\$4.00	EA	\$48.00
12	809800-35109	V911 IWS CFG	\$274.00	EA	\$3,288.00
12	809800-35108	V911 IWS STG FEE	\$411.00	EA	\$4,932.00
1	870890-07501	CPR/SYSPREP MEDIA IMAGE	\$0.00	EA	\$0.00
<b>VESTA® 9-1-1 IRR Module</b>					
8	873099-00502U	V911 IRR LIC UPGD	\$0.00	EA	\$0.00
8	809800-35130	V911 SW SPT TRNSFR	\$0.00	EA	\$0.00
<i>Note: Existing Sentinel Patriot IRR Support Ends 12/31/2021.</i>					
4	873099-00502	V911 IRR LIC/DOC/MED	\$1,099.00	EA	\$4,396.00
4	809800-35113	V911 IRR SW SPT 4YR	\$718.00	EA	\$2,872.00
<b>VESTA® 9-1-1 Activity View</b>					
8	873099-00802U	V911 ACT VIEW LIC PER ST UP	\$0.00	EA	\$0.00
4	873099-00802	V911 ACT VIEW LIC PER ST	\$975.00	EA	\$3,900.00
1	873099-00702U	V911 ACTIV VIEW SYS LIC UPG	\$0.00	EA	\$0.00
1	809800-35130	V911 SW SPT TRNSFR	\$0.00	EA	\$0.00
<b>VESTA® 9-1-1 CDR Module</b>					
1	873099-00602U	V911 CDR SVR LIC UPGD	\$0.00	EA	\$0.00
8	873099-01102U	V911 CDR PER SEAT LIC UPGD	\$0.00	EA	\$0.00
4	873099-01102	V911 CDR PER SEAT LIC	\$99.00	EA	\$396.00
<b>VESTA® 9-1-1 Admin Printer</b>					
1	64040-60019	PRNTR USB/ETHERNET COLOR	\$190.00	EA	\$190.00
<i>Note: Inkjet Color printer. Recommended monthly volume, 7,500 pages.</i>					
1	65000-03133	CBL USB SHLD MM 10FT	\$11.00	EA	\$11.00
<b>Network Equipment</b>					
1	03800-03030	FIREWALL- MODEM 60CM	\$636.00	EA	\$636.00
1	03800-03031	WARR FIREWALL 60CM 1YR	\$223.00	EA	OPTIONAL
1	03800-03033	WARR FIREWALL 60CM 3YR	\$582.00	EA	OPTIONAL
1	03800-03035	WARR FIREWALL 60CM 5YR	\$999.00	EA	\$999.00
1	809800-00201	VPN CFG SVCS	\$200.00	EA	\$200.00
<i>Note: Cisco 1921 router is not required if Fortigate 60D SMS firewalls are purchased.</i>					
1	04000-01900	ROUTER 1921/K9 BNDL	\$996.00	EA	\$996.00
<i>Note: This Cisco 1921 router is quoted to provide dual active firewall functionality between the Host sites. This router is not intended for terminating any type of WAN connectivity to other sites.</i>					
1	04000-01913	ROUTER 1921 DATA LIC	\$599.00	EA	\$599.00
1	04000-01915	WARR 1921 ROUTER NBD 1YR	\$114.00	EA	OPTIONAL
1	04000-01917	WARR 1921 ROUTER NBD 3YR	\$317.00	EA	OPTIONAL
1	04000-01919	WARR 1921 ROUTER NBD 5YR	\$539.00	EA	\$539.00
1	809800-00199	ROUTER CFG FEE	\$728.00	EA	\$728.00
<b>Network Equipment</b>					
2	04000-29623	SWITCH 2960 PLUS/CBL 48-PORT	\$2,298.00	EA	\$4,596.00
2	04000-29970	WARR 2960 48P 1YR 24X7	\$441.00	EA	OPTIONAL
2	04000-29972	WARR 2960 48P 3YR 24X7	\$1,172.00	EA	OPTIONAL
2	04000-29974	WARR 2960 48P 5YR 24X7	\$1,983.00	EA	\$3,966.00

## City of Billings - Yellowstone County - A, MT

### Geo-Diverse VESTA 9-1-1 with VESTA Analytics Standard

Qty.	Part No.	Description	Unit Price	U/M	Total
<b>Peripherals &amp; Gateways</b>					
3	04000-00129	MED 1000B CHASSIS BNDL	\$2,019.00	EA	\$6,057.00
3	04000-00186	SW SPT M1000 GATEWAY 1YR	\$411.00	EA	OPTIONAL
3	04000-00188	SW SPT M1000 GATEWAY 3YR	\$1,233.00	EA	OPTIONAL
3	04000-00190	SW SPT M1000 GATEWAY 5YR	\$2,055.00	EA	\$6,165.00
4	04000-00116	MED 1000 FXO-LS BNDL	\$368.00	EA	\$1,472.00
1	04000-00118	MED 1000 FXO-LS/GS BNDL	\$392.00	EA	\$392.00
2	04000-00119	MED 1000 FXS BNDL	\$353.00	EA	\$706.00
<b>Rack &amp; Peripheral Equipment</b>					
<i>Note: Customer to provide equipment cabinet</i>					
1	63009-192803	MNTR RACK KYBD KVM 19IN	\$1,320.00	EA	\$1,320.00
4	04000-00712	CBL KVM MNTR 12FT	\$48.00	EA	\$192.00
<b>VESTA® 9-1-1 Subtotal</b>					<b>\$163,927.00</b>

### VESTA® Analytics

Qty.	Part No.	Description	Unit Price	U/M	Total
<b>VESTA® Analytics - Standard Multi Product Purchase</b>					
2	873391-00301U	V-ANLYT USER LIC UPGD	\$0.00	EA	\$0.00
8	PA-MSG-ASSL-M	V-ANLYT STD SEAT LIC MIG <i>Note: Existing VESTA Analytics Support Ends 12/31/2021.</i>	\$0.00	EA	\$0.00
4	PA-MSG-ASSL	V-ANLYT STD PER SEAT LIC	\$891.00	EA	\$3,564.00
4	SA-MSG-ALSL-4Y	SPT V-ANLYT STD 4YR	\$561.00	EA	\$2,244.00
<b>VESTA® Analytics Subtotal</b>					<b>\$5,808.00</b>

### VESTA® Network Management Center

Qty.	Part No.	Description	Unit Price	U/M	Total
<b>Monitoring &amp; Response License &amp; Support Fees</b>					
<i>Note: Current Server M&amp;R licenses and support will cover (1) DDS Server. M&amp;R support ends 12/31/2021.</i>					
<i>Note: Current Workstation M&amp;R licenses and support will cover (8) Calltaker Workstations, (1) Management Console, (1) Activity View Admin Workstation. M&amp;R support ends 12/31/2021.</i>					
4	871499-01211	M&R 3.0 WKST LIC <i>Note: Includes (4) Calltaker Workstations</i>	\$92.00	EA	\$368.00
4	809800-16164	M&R 3.0 WKST SRVC 4YR	\$1,406.00	EA	\$5,624.00
<i>Note: Current IP M&amp;R licenses and support will cover (1) MDS Server, (2) Cisco Switches, (3) Gateway chassis, (1) Firewall. M&amp;R support ends 12/31/2021.</i>					
1	871499-01212	M&R 3.0 LIC VM HOST <i>Note: Includes (1) Virtual Host/Machine.</i>	\$79.00	EA	\$79.00
1	809800-16166	M&R 3.0 IP DEV SRVC 1YR	\$396.00	EA	OPTIONAL
1	809800-16168	M&R 3.0 IP DEV SRVC 3YR	\$1,089.00	EA	OPTIONAL
1	809800-16170	M&R 3.0 IP DEV SRVC 5YR	\$1,703.00	EA	\$1,703.00
<b>VESTA® Network Management Center - Implementation Fee</b>					
14	809800-14152	MGD SERV DEV & IMPL <i>Note: Includes (1) DDS Server, (12) Calltaker Workstations, (1) Management Console, (1) Activity View Admin Workstation</i>	\$83.00	EA	\$1,162.00
<b>Anti-Virus Solution</b>					
15	809800-14171	VIRUS PROTECT 3.0 SVC 1YR	\$122.00	EA	OPTIONAL
15	809800-14173	VIRUS PROTECT 3.0 SVC 3YR	\$316.00	EA	OPTIONAL
15	809800-14175	VIRUS PROTECT 3.0 SVC 5YR	\$515.00	EA	\$7,725.00
<b>Patch Management Solution</b>					
15	809800-16211	PATCH MGMT 3.2 SVC 1YR	\$304.00	EA	OPTIONAL
15	809800-16213	PATCH MGMT 3.2 SVC 3YR	\$892.00	EA	OPTIONAL
15	809800-16215	PATCH MGMT 3.2 SVC 5YR	\$1,433.00	EA	\$21,495.00

## City of Billings - Yellowstone County - A, MT

### Geo-Diverse VESTA 9-1-1 with VESTA Analytics Standard

		<i>Disaster Recovery Solution - Acronis</i>			
1	871499-01301	DIS RCV SVR LIC	\$854.00	EA	OPTIONAL
1	809800-16155	SPT DIS RCV SVR THRU YR1	\$806.00	EA	OPTIONAL
1	809800-16157	SPT DIS RCV SVR THRU YR3	\$1,611.00	EA	OPTIONAL
1	809800-16159	SPT DIS RCV SVR THRU YR5	\$3,222.00	EA	OPTIONAL
14	871499-01302	DIS RCV WKST LIC	\$74.00	EA	OPTIONAL
14	809800-16127	SPT DIS RCV WKST THRU YR1	\$86.00	EA	OPTIONAL
14	809800-16123	SPT DIS RCV WKST THRU YR3	\$237.00	EA	OPTIONAL
14	809800-16125	SPT DIS RCV WKST THRU YR5	\$473.00	EA	OPTIONAL
		<b>NMS Server Equipment</b>			
<p><i>Note: VESTA® Network Management Center Services is accomplished using a suite of required software that must run on a server platform. While it is possible to cohabitate this software with the existing DDS-A server (typically the primary telephony server), it can become an issue providing VESTA® Network Management Center Services when the DDS-A server is in need of service or repair because if the DDS-A server is down, we are unable to deliver service. Therefore Airbus DS Communications recommends purchasing a separate server to provide the VESTA® Network Management Center Services components.</i></p>					
1	871499-01206	M&R 3.0 LIC SVR	\$428.00	EA	OPTIONAL
1	809800-14161	M&R 3.0 SVR SRVC 1YR	\$1,430.00	EA	OPTIONAL
1	809800-14163	M&R 3.0 SVR SRVC 3YR	\$3,933.00	EA	OPTIONAL
1	809800-14165	M&R 3.0 SVR SRVC 5YR	\$6,149.00	EA	OPTIONAL
1	809800-14152	MGD SERV DEV & IMPL	\$83.00	EA	OPTIONAL
1	809800-14171	VIRUS PROTECT 3.0 SVC 1YR	\$122.00	EA	OPTIONAL
1	809800-14173	VIRUS PROTECT 3.0 SVC 3YR	\$316.00	EA	OPTIONAL
1	809800-14175	VIRUS PROTECT 3.0 SVC 5YR	\$515.00	EA	OPTIONAL
1	809800-16211	PATCH MGMT 3.2 SVC 1YR	\$304.00	EA	OPTIONAL
1	809800-16213	PATCH MGMT 3.2 SVC 3YR	\$892.00	EA	OPTIONAL
1	809800-16215	PATCH MGMT 3.2 SVC 5YR	\$1,433.00	EA	OPTIONAL
		<b>NMS VM Server Equipment - 40 Nodes or Less</b>			
<p><i>Note: NMS Server to Coexist on a dedicated VM on the DDS-A Server.</i></p>					
1	BA-MNM-00A0-1	V-ML NMS 40 NODES ADD-ON	\$4,757.00	EA	OPTIONAL
1	64000-40094	8GB RAM ML350P/DL380P/G8	\$319.00	EA	OPTIONAL
1	04000-68005	V-SVR BASIC SPT 1YR	\$105.00	EA	OPTIONAL
1	04000-68007	V-SVR BASIC SPT 3YR	\$314.00	EA	OPTIONAL
1	04000-68009	V-SVR BASIC SPT 5YR	\$523.00	EA	OPTIONAL
<b>VESTA® Network Management Center Subtotal</b>					<b>\$38,156.00</b>

## City of Billings - Yellowstone County - A, MT

Geo-Diverse VESTA 9-1-1 with VESTA Analytics Standard

### Optional Parts/Spares

Qty.	Part No.	Description	Unit Price	U/M	Total
1	04000-00127-SP	<b>VESTA@ 9-1-1 Equipment</b> MED 1000B CHASSIS SPARE	\$2,019.00	EA	OPTIONAL
1	04000-00116	MED 1000 FXO-LS BNDL	\$368.00	EA	OPTIONAL
1	04000-00118	MED 1000 FXO-LS/GS BNDL	\$392.00	EA	OPTIONAL
1	04000-00119	MED 1000 FXS BNDL	\$353.00	EA	OPTIONAL
1	04000-00132	MED 1000B PWR SPLY BNDL	\$390.00	EA	OPTIONAL
1	04000-00144	MED 1000B CPU BNDL	\$776.00	EA	OPTIONAL
1	04000-01757	4-PORT IOLAN DEVICE SVR	\$573.00	EA	OPTIONAL
1	04000-31281	ADPTR RJ45F/DB25M	\$20.00	EA	OPTIONAL
1	65000-00238	CBL PATCH BLUE 3FT	\$1.60	EA	OPTIONAL
1	04000-29616	SWITCH 2960-PLUS/CBL 24-PORT	\$1,180.00	EA	OPTIONAL
1	04000-02991	WARR 2960 24P 2T 24X7 1YR	\$277.00	EA	OPTIONAL
1	04000-02969	WARR 2960 24P 2T 3YR 24X7	\$690.00	EA	OPTIONAL
1	04000-02971	WARR 2960 24P 2T 24X7 5YR	\$1,396.00	EA	OPTIONAL
<b>z240 Workstation Equipment</b>					
1	61000-409610SFF	WKST Z240 SFF 64-BIT 8GB WIN10	\$1,351.00	EA	OPTIONAL
1	65000-47001	SFF TWR STAND	\$47.00	EA	OPTIONAL
1	65000-00261	NIC PCIE SNGL ADPTR CARD	\$92.00	EA	OPTIONAL
1	63000-221692	MNTR FP WIDE SCRIN LED 22IN	\$349.00	EA	OPTIONAL
1	64007-50020	KEYPAD 24-KEY USB CBL 6FT	\$114.00	EA	OPTIONAL
1	853030-00302	V911 SAM HDWR KIT	\$2,106.00	EA	OPTIONAL
1	853004-00401	SAM EXT SPKR KIT	\$213.00	EA	OPTIONAL
1	02800-20700	HDST K 4W/MOD BLK CARBON	\$32.00	EA	OPTIONAL
1	03044-20000	HDST CORD 12FT 4W MOD BLK	\$4.00	EA	OPTIONAL
1	809800-00102	GENERIC WKST CFG FEE	\$472.00	EA	OPTIONAL
1	04000-01603	WARR 24X7 Z240 WKST 3YR	\$257.00	EA	OPTIONAL
1	04000-01604	WARR 24X7 Z240 WKST 5YR	\$497.00	EA	OPTIONAL
<b>Optional Parts/Spares Subtotal</b>					<b>\$0.00</b>

### Extended Warranties

Qty.	Part No.	Description	Unit Price	U/M	Total
<b>Server Extended Warranty</b>					
<i>Note: Includes (1) VESTA@ 9-1-1 Server</i>					
1	04000-01569	WARR 24X7 ML350G9 3YR <i>Note: Upgrade &amp; uplift from 3 yr warranty 9x5 NBD to 3 yrs, 24x7, 4 hour response time.</i>	\$874.00	EA	OPTIONAL
1	04000-01570	WARR 24X7 ML350G9 5YR <i>Note: Upgrade &amp; uplift from 3 yr warranty 9x5 NBD to 5 yrs, 24x7, 4 hour response time.</i>	\$2,008.00	EA	OPTIONAL
<b>Workstation Extended Warranty</b>					
<i>Note: Includes (12) Calltaker Workstations, (1) Activity View Admin Workstation</i>					
13	04000-01603	WARR 24X7 Z240 WKST 3YR <i>Note: Warranty upgrade from 3 yrs warranty 9x5 NBD to 3 yrs 24x7, 4 hour response.</i>	\$257.00	EA	OPTIONAL
13	04000-01604	WARR 24X7 Z240 WKST 5YR <i>Note: Warranty upgrade from 3 yrs warranty 9x5 NBD to 5 yrs 24x7, 4 hour response.</i>	\$497.00	EA	OPTIONAL
<i>Note: Includes (1) Management Console</i>					
1	04000-01592	WARR 24X7 600/705 G2/G3 3YR <i>Note: Warranty upgrade from 3 yrs warranty 9x5 NBD to 3 yrs 24x7, 4 hour response.</i>	\$149.00	EA	OPTIONAL
1	04000-01593	WARR 24X7 600/705 G2/G3 5YR <i>Note: Warranty upgrade from 3 yrs warranty 9x5 NBD to 5 yrs 24x7, 4 hour response.</i>	\$415.00	EA	OPTIONAL
<b>Extended Warranties Subtotal</b>					<b>\$0.00</b>

# City of Billings - Yellowstone County - A, MT

## Geo-Diverse VESTA 9-1-1 with VESTA Analytics Standard

### VESTA® Services

Qty.	Part No.	Description	Unit Price	U/M	Total
1	809800-SMSSVCS-STD	<p><b>Services to Support VESTA® SMS</b>  <b>VESTA SMS IMP SVCS - STANDARD BNDL</b>  <i>Note: Primary Field Engineering to perform the configuration of VESTA® SMS. Services include: 60D Firewall configuration, VESTA 9-1-1/VESTA SMS configuration, import of VESTA® SMS VMs (if applicable), upgrade of VESTA® Analytics (if applicable), preparation of screen layouts, TCC testing, one SMS Admin Delta Training course, onsite SMS cutover support and remote Project Management. Customer is responsible for the installation of any hardware, VESTA® SMS configuration changes, workstation upgrades, system testing, TCC services, and network charges.</i></p>	\$19,531.00	EA	OPTIONAL
176	809800-17007	<p><b>Direct CPE Services</b>  <b>FIELD ENG-STANDARD</b></p>	\$110.00	EA	\$19,360.00
257	809800-51003	<p><b>PROJECT MGMT-PRIMARY</b></p>	\$106.00	UN	\$27,242.00
8	RACKSTACK-DIR	<p><b>RACK &amp; STACK</b>  <i>Note: Cabling is excluded. If cabling is required by the customer, it is a custom charge that requires a "site walk" in order for Airbus to properly price.</i></p> <p><b>Training</b>  <i>Note: Training is provided at the customer site using the customer owned equipment. Prices are per student unless otherwise indicated. Minimum number of students is 6 and maximum number of students is 8 per class and 2 students per position.</i></p>	\$2,000.00	EA	\$16,000.00
3	000001-06701	<p><b>V9-1-1 AGENT TRNG</b>  <i>Note: VESTA® 9-1-1 Agent bundle includes (1) 1/2 day class of Agent training for up to 8 students. Includes trainer's daily training expenses and travel. VESTA® 9-1-1 Agent training does not include training on the SIP phones. SIP phone training is a separate class and can be quoted upon request.</i></p>	\$1,332.00	EA	\$3,996.00
1	000001-06704	<p><b>V9-1-1 ADMIN FOR STD</b>  <i>Note: VESTA® 9-1-1 Admin bundle includes (1) 1 1/2 day class of Admin training for up to 8 students. Includes trainer's daily training expenses and travel.</i></p>	\$4,440.00	EA	\$4,440.00
1	000001-06074	<p><b>VSENT 4.X ACT-VIEW TRNG</b>  <i>Note: VESTA® 9-1-1 Activity View bundle includes (1) 1/2 day class of Admin training for up to 8 students. Includes trainer's daily training expenses and travel.</i></p>	\$1,332.00	EA	\$1,332.00
3	000001-06801	<p><b>V9-1-1 SMS AGENT DELTA TR</b>  <i>Note: VESTA® SMS Agent Delta training for agents. Includes (1) 2 hour class for up to 8 students. Includes trainer's daily training expenses and travel.</i></p>	\$660.00	EA	\$1,980.00
1	000002-24404	<p><b>V-ANLYT ADMIN TRNG</b>  <i>Note: VESTA® Analytics Admin bundle includes (1) 1 day class of Admin training for up to 8 students. Includes trainer's daily training expenses and travel.</i></p>	\$2,220.00	SU	\$2,220.00
2	000001-08538	<p><b>Cutover Coaching</b>  <b>CUTOVER COACHING</b>  <i>Note: Cutover Coaching includes (1) 8 hour session within a 24 hour day. Includes trainer's daily training expenses and travel.</i></p>	\$2,220.00	SU	\$4,440.00
<b>VESTA® Services Subtotal</b>					<b>\$81,010.00</b>

# City of Billings - Yellowstone County - A, MT

Geo-Diverse VESTA 9-1-1 with VESTA Analytics Standard

## Airbus DS Communications Discounts/Incentives \*

Qty.	Part No.	Description	Unit Price	U/M	Total
1	SLD-INCENTIVE	<i>Strategic Incentives</i> STRATEGIC SALES INCENTIVE <i>Discount only applies if order is placed on or before 9/30/2017.</i>	-\$30,000.00	EA	-\$30,000.00
1	QE-INCENTIVE	QUOTES INCENTIVE	-\$16,000.00	EA	-\$16,000.00
<b>Airbus DS Communications Discounts/Incentives Subtotal</b>					<b>-\$46,000.00</b>

### Quote Summary

<b>PRODUCT</b>	<b>TOTAL</b>
VESTA® 9-1-1	\$163,927.00
VESTA® Analytics	\$5,808.00
VESTA® Network Management Center	\$38,156.00
Optional Parts/Spares	\$0.00
Extended Warranties	\$0.00
VESTA® Services	\$81,010.00
Airbus DS Communications Discounts/Incentives *	-\$46,000.00
<b>TOTAL QUOTE</b>	<b>\$242,901.00</b>
<b>GRAND TOTAL</b>	<b>\$242,901.00</b>

### Power Draw Information

Product	Total Amps
VESTA® 9-1-1	25.41
VESTA® Analytics	0
VESTA® Network Management Center	0
<b>Total Amps</b>	<b>25.41</b>
<b>Total Watts/VA</b>	<b>3049.2</b>
<b>Total KVA</b>	<b>3.0492</b>
<b>BTU's</b>	<b>8327.3652</b>

### Configuration Notes

Existing 8-position Side A Sentinel Patriot/VESTA Analytics Standard 1.3, migrating to 11-position VESTA 9-1-1 R7.0 with VESTA Analytics Standard 3.1.

### Additional Comments

Quote is valid for 120 days from the date of this quote.

\* Airbus DS Communications Discount/Incentive Codes are provided for Airbus DS Communications's internal use only. Discount/Incentive Codes do not have to be ordered on customer PO's using the codes shown and instead can be applied as a bottom line discount.

\*\* Airbus DS Communications will apply any remaining software support on the current system to the new system. This will be issued in the form of a credit that will be applied to the new system order. The amount of the credit will be determined based on the date of shipment of the new system.

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**Strategic Incentives, Discounts, etc.:**

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**Budgetary Quotes:**

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If this is a first time renewal and is subject to the agreed upon grace period, then reinstatement fees will not apply as long as the PO is received prior to the expiration of the grace period. For questions regarding your support renewal term, please contact Jennifer York at 951-719-2142.

Software Support Start and End Dates are based on active software support agreements. Dates and pricing are subject to change once existing software support agreements expire.

Please refer to the Terms & Conditions tab for additional information related to this Quote.



Quote Date: 9/18/2017  
 Quote No.: DIR52248H-2  
 Site No.: 100458  
 Account No: N/A

**City of Billings - Yellowstone County - B, MT**  
 Geo-Diverse VESTA 9-1-1 with VESTA Analytics Standard

<b>Customer Information</b>	
Customer: City of Billings - Yellowstone County, MT	
Contact: 0	
Phone: 0	
E-Mail: 0	
<b>Airbus DS Communications Contact Information</b>	
Sales Configuration Spec: Marianne Barrera	Account Exec: Georgine Bohl
Phone: 951-719-2424	Phone: 951-473-7105
E-Mail: marianne.barrera@Airbus-DSComm.com	E-Mail: georgine.bohl@Airbus-DSComm.com

**VESTA® 9-1-1**

Qty.	Part No.	Description	Unit Price	U/M	Total
1	870899-0104R7.0U	VESTA® 9-1-1 V911 R7.0 LIC/DOC/MED UPGD	\$0.00	EA	\$0.00
1	873099-03002U	V911 CAD INTF LIC UPGD	\$0.00	EA	\$0.00
1	04000-RS232	BLKBX TL601A-R2 DATASHARE	\$471.00	EA	\$471.00
		<b>VESTA® SMS</b> <i>Note: Customer is responsible for Text Control Center (TCC) services and network charges.</i>			
1	870891-66301	VESTA 9-1-1 SMS LIC	\$0.00	EA	OPTIONAL
1	03800-03040	FIREWALL MODEM 60D	\$478.00	EA	OPTIONAL
1	03800-03041	WARR FIREWALL 60D 1YR	\$164.00	EA	OPTIONAL
1	03800-03043	WARR FIREWALL 60D 3YR	\$430.00	EA	OPTIONAL
1	03800-03045	WARR FIREWALL 60D 5YR	\$737.00	EA	OPTIONAL
1	809800-00200	CFG NTWK DEVICE	\$173.00	EA	OPTIONAL
2	871499-01210	M&R 3.0 IP DEVICES LIC <i>Note: Includes (1) Management/Node VM, (1) Firewalls for EIM/SMS</i>	\$97.00	EA	OPTIONAL
2	809800-16166	M&R 3.0 IP DEV SRVC 1YR	\$396.00	EA	OPTIONAL
2	809800-16168	M&R 3.0 IP DEV SRVC 3YR	\$1,089.00	EA	OPTIONAL
2	809800-16170	M&R 3.0 IP DEV SRVC 5YR	\$1,703.00	EA	OPTIONAL
		<b>VM Medium Server Bundle</b> <i>Note: The Medium Server Bundle is for PSAP's up to 40 positions with an annual call volume of 500,000 or less.</i>			
1	853031-MLSVRGD-2	V-ML MED SVR BNDL GEO	\$15,129.00	EA	\$15,129.00
1	06500-00501	2-POST 5U RACK MNT KIT	\$333.00	EA	\$333.00
1	04000-68005	V-SVR BASIC SPT 1YR	\$105.00	EA	OPTIONAL
1	04000-68007	V-SVR BASIC SPT 3YR	\$314.00	EA	OPTIONAL
1	04000-68009	V-SVR BASIC SPT 5YR	\$523.00	EA	\$523.00
		<b>VESTA® 9-1-1 CDR Module</b>			
1	873099-00602U	V911 CDR SVR LIC UPGD	\$0.00	EA	\$0.00
		<b>VESTA® 9-1-1 Admin Printer</b> <i>Note: Customer declines admin printer.</i>			

## City of Billings - Yellowstone County - B, MT

### Geo-Diverse VESTA 9-1-1 with VESTA Analytics Standard

Qty.	Part No.	Description	Unit Price	U/M	Total
<b>Network Equipment</b>					
1	03800-03030	FIREWALL- MODEM 60CM	\$636.00	EA	\$636.00
1	03800-03031	WARR FIREWALL 60CM 1YR	\$223.00	EA	OPTIONAL
1	03800-03033	WARR FIREWALL 60CM 3YR	\$582.00	EA	OPTIONAL
1	03800-03035	WARR FIREWALL 60CM 5YR	\$999.00	EA	\$999.00
1	809800-00201	VPN CFG SVCS	\$200.00	EA	\$200.00
<i>Note: Cisco 1921 router is not required if Fortigate 60D SMS firewalls are purchased.</i>					
1	04000-01900	ROUTER 1921/K9 BN DL <i>Note: This Cisco 1921 router is quoted to provide dual active firewall functionality between the Host sites. This router is not intended for terminating any type of WAN connectivity to other sites.</i>	\$996.00	EA	\$996.00
1	04000-01913	ROUTER 1921 DATA LIC	\$599.00	EA	\$599.00
1	04000-01915	WARR 1921 ROUTER NBD 1YR	\$114.00	EA	OPTIONAL
1	04000-01917	WARR 1921 ROUTER NBD 3YR	\$317.00	EA	OPTIONAL
1	04000-01919	WARR 1921 ROUTER NBD 5YR	\$539.00	EA	\$539.00
1	809800-00199	ROUTER CFG FEE	\$728.00	EA	\$728.00
2	04000-29616	SWITCH 2960-PLUS/CBL 24-PORT	\$1,180.00	EA	\$2,360.00
2	04000-02991	WARR 2960 24P 2T 24X7 1YR	\$277.00	EA	OPTIONAL
2	04000-02969	WARR 2960 24P 2T 3YR 24X7	\$690.00	EA	OPTIONAL
2	04000-02971	WARR 2960 24P 2T 24X7 5YR	\$1,396.00	EA	\$2,792.00
<b>Peripherals &amp; Gateways</b>					
2	04000-00129	MED 1000B CHASSIS BN DL	\$2,019.00	EA	\$4,038.00
2	04000-00186	SW SPT M1000 GATEWAY 1YR	\$411.00	EA	OPTIONAL
2	04000-00188	SW SPT M1000 GATEWAY 3YR	\$1,233.00	EA	OPTIONAL
2	04000-00190	SW SPT M1000 GATEWAY 5YR	\$2,055.00	EA	\$4,110.00
4	04000-00116	MED 1000 FXO-LS BN DL	\$368.00	EA	\$1,472.00
2	04000-00119	MED 1000 FXS BN DL	\$353.00	EA	\$706.00
<b>Rack &amp; Peripheral Equipment</b>					
<i>Note: Customer to provide equipment cabinet</i>					
1	63009-192803	MNTR RACK KYBD KVM 19IN	\$1,320.00	EA	\$1,320.00
4	04000-00712	CBL KVM MNTR 12FT	\$48.00	EA	\$192.00
<b>VESTA® 9-1-1 Subtotal</b>					<b>\$38,143.00</b>

### VESTA® Analytics

Qty.	Part No.	Description	Unit Price	U/M	Total
<b>VESTA® Analytics - Standard Multi Product Purchase</b>					
1	873399-00103.1U	V-ANLYT 3.1 DOC/MED UPGD	\$0.00	EA	\$0.00
1	873399-00102.4U	V-ANLYT 2.4 D/M UPGD	\$0.00	EA	\$0.00
1	873399-00102.2U	AURORA 2.2 DOC/MED UPGD	\$0.00	EA	\$0.00
1	873391-00501U	V-ANLYT STD LIC UPGD	\$0.00	EA	\$0.00
<b>VESTA® Analytics Modules</b>					
1	873391-00901U	V-ANLYT RPT PKG LIC UPGD	\$0.00	EA	\$0.00
<b>VESTA® Analytics Standard Server Equipment for Virtualized Server Bundle - ML350/G9 and DL380/G9</b>					
<i>Note: Additional Hardware to be installed in DDS-B Server.</i>					
1	BA-M00-ASA0-3	V-ANLYT STD ADD-ON	\$7,221.00	EA	\$7,221.00
<b>VESTA® Analytics Subtotal</b>					<b>\$7,221.00</b>

# City of Billings - Yellowstone County - B, MT

## Geo-Diverse VESTA 9-1-1 with VESTA Analytics Standard

### VESTA® Network Management Center

Qty.	Part No.	Description	Unit Price	U/M	Total
<b>Monitoring &amp; Response License &amp; Support Fees</b>					
<i>Note: Current Server M&amp;R licenses and support will cover (1) DDS Server, (1) VESTA® Analytics Server</i>					
1	871499-01211	M&R 3.0 WKST LIC <i>Note: Includes (1) Management Console</i>	\$92.00	EA	\$92.00
1	809800-16161	M&R 3.0 WKST SRVC 1YR	\$396.00	EA	OPTIONAL
1	809800-16163	M&R 3.0 WKST SRVC 3YR	\$1,089.00	EA	OPTIONAL
1	809800-16165	M&R 3.0 WKST SRVC 5YR	\$1,703.00	EA	\$1,703.00
<i>Note: Current IP M&amp;R licenses and support will cover (1) MDS Server, (2) Gateway Chassis, (1) Firewall, (2) Cisco Switches, (1) VESTA Analytics NAS.</i>					
1	871499-01212	M&R 3.0 LIC VM HOST <i>Note: Includes (1) Virtual Host/Machine.</i>	\$79.00	EA	\$79.00
1	809800-16166	M&R 3.0 IP DEV SRVC 1YR	\$396.00	EA	OPTIONAL
1	809800-16168	M&R 3.0 IP DEV SRVC 3YR	\$1,089.00	EA	OPTIONAL
1	809800-16170	M&R 3.0 IP DEV SRVC 5YR	\$1,703.00	EA	\$1,703.00
<b>VESTA® Network Management Center - Implementation Fee</b>					
3	809800-14152	MGD SERV DEV & IMPL <i>Note: Includes (1) DDS Server, (1) Management Console, (1) VESTA® Analytics Server</i>	\$83.00	EA	\$249.00
<b>Anti-Virus Solution</b>					
3	809800-14171	VIRUS PROTECT 3.0 SVC 1YR	\$122.00	EA	OPTIONAL
3	809800-14173	VIRUS PROTECT 3.0 SVC 3YR	\$316.00	EA	OPTIONAL
3	809800-14175	VIRUS PROTECT 3.0 SVC 5YR	\$515.00	EA	\$1,545.00
<b>Patch Management Solution</b>					
3	809800-16211	PATCH MGMT 3.2 SVC 1YR	\$304.00	EA	OPTIONAL
3	809800-16213	PATCH MGMT 3.2 SVC 3YR	\$892.00	EA	OPTIONAL
3	809800-16215	PATCH MGMT 3.2 SVC 5YR	\$1,433.00	EA	\$4,299.00
<b>Disaster Recovery Solution - Acronis</b>					
2	871499-01301	DIS RCV SVR LIC	\$854.00	EA	OPTIONAL
2	809800-16155	SPT DIS RCV SVR THRU YR1	\$806.00	EA	OPTIONAL
2	809800-16157	SPT DIS RCV SVR THRU YR3	\$1,611.00	EA	OPTIONAL
2	809800-16159	SPT DIS RCV SVR THRU YR5	\$3,222.00	EA	OPTIONAL
1	871499-01302	DIS RCV WKST LIC	\$74.00	EA	OPTIONAL
1	809800-16127	SPT DIS RCV WKST THRU YR1	\$86.00	EA	OPTIONAL
1	809800-16123	SPT DIS RCV WKST THRU YR3	\$237.00	EA	OPTIONAL
1	809800-16125	SPT DIS RCV WKST THRU YR5	\$473.00	EA	OPTIONAL
<b>NMS Server Equipment</b>					
1	62033-2GB4T02	SVR NAS 4TB BNDL	\$1,758.00	EA	OPTIONAL
1	871499-01210	M&R 3.0 IP DEVICES LIC	\$97.00	EA	OPTIONAL
1	809800-16166	M&R 3.0 IP DEV SRVC 1YR	\$396.00	EA	OPTIONAL
1	809800-16168	M&R 3.0 IP DEV SRVC 3YR	\$1,089.00	EA	OPTIONAL
1	809800-16170	M&R 3.0 IP DEV SRVC 5YR <i>Note: For NAS Device</i>	\$1,703.00	EA	OPTIONAL
<b>VESTA® Network Management Center Subtotal</b>					<b>\$9,670.00</b>

## City of Billings - Yellowstone County - B, MT

Geo-Diverse VESTA 9-1-1 with VESTA Analytics Standard

### Extended Warranties

Qty.	Part No.	Description	Unit Price	U/M	Total
1	04000-01569	<b>Server Extended Warranty</b> Note: Includes (1) VESTA® 9-1-1 Server WARR 24X7 ML350G9 3YR Note: Upgrade & uplift from 3 yr warranty 9x5 NBD to 3 yrs, 24x7, 4 hour response time.	\$874.00	EA	OPTIONAL
1	04000-01570	WARR 24X7 ML350G9 5YR Note: Upgrade & uplift from 3 yr warranty 9x5 NBD to 5 yrs, 24x7, 4 hour response time.	\$2,008.00	EA	OPTIONAL
1	04000-01592	<b>Workstation Extended Warranty</b> Note: Includes (1) Management Console WARR 24X7 600/705 G2/G3 3YR Note: Warranty upgrade from 3 yrs warranty 9x5 NBD to 3 yrs 24x7, 4 hour response.	\$149.00	EA	OPTIONAL
1	04000-01593	WARR 24X7 600/705 G2/G3 5YR Note: Warranty upgrade from 3 yrs warranty 9x5 NBD to 5 yrs 24x7, 4 hour response.	\$415.00	EA	OPTIONAL
<b>Extended Warranties Subtotal</b>					<b>\$0.00</b>

### VESTA® Services

Qty.	Part No.	Description	Unit Price	U/M	Total
		<b>Services to Support VESTA® SMS</b> Note: Primary SMS Field Engineering quoted at Side A.			
		<b>Direct CPE Services</b> Note: Primary Project Management quoted at Side A.			
88	809800-17007	FIELD ENG-STANDARD	\$110.00	EA	\$9,680.00
1	RACKSTACK-DIR	RACK & STACK Note: Cabling is excluded. If cabling is required by the customer, it is a custom charge that requires a "site walk" in order for Airbus to properly price.	\$2,000.00	EA	\$2,000.00
		<b>Training</b> Note: Training quoted at Side A.			
<b>VESTA® Services Subtotal</b>					<b>\$11,680.00</b>

### Airbus DS Communications Discounts/Incentives \*

Qty.	Part No.	Description	Unit Price	U/M	Total
1	QE-INCENTIVE	<b>Strategic Incentives</b> QUOTES INCENTIVE	-\$2,000.00	EA	-\$2,000.00
<b>Airbus DS Communications Discounts/Incentives Subtotal</b>					<b>-\$2,000.00</b>

# City of Billings - Yellowstone County - B, MT

Geo-Diverse VESTA 9-1-1 with VESTA Analytics Standard

## Quote Summary

PRODUCT	TOTAL
VESTA® 9-1-1	\$38,143.00
VESTA® Analytics	\$7,221.00
VESTA® Network Management Center	\$9,670.00
Extended Warranties	\$0.00
VESTA® Services	\$11,680.00
Airbus DS Communications Discounts/Incentives *	-\$2,000.00
<b>TOTAL QUOTE</b>	<b>\$64,714.00</b>
<b>GRAND TOTAL</b>	<b>\$64,714.00</b>

## Power Draw Information

Product	Total Amps
VESTA® 9-1-1	14.58
VESTA® Analytics	0.3
VESTA® Network Management Center	0
<b>Total Amps</b>	<b>14.88</b>
<b>Total Watts/VA</b>	<b>1785.6</b>
<b>Total KVA</b>	<b>1.7856</b>
<b>BTU's</b>	<b>4876.4736</b>

## Configuration Notes

*Existing 0-position Side B Sentinel Patriot/VESTA Analytics Standard 1.3, migrating to 1-position VESTA 9-1-1 R7.0 with VESTA Analytics Standard 3.1.*

## Additional Comments

Quote is valid for 120 days from the date of this quote.

*\* Airbus DS Communications Discount/Incentive Codes are provided for Airbus DS Communications's Internal use only. Discount/Incentive Codes do not have to be ordered on customer PO's using the codes shown and instead can be applied as a bottom line discount.*

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Please refer to the Terms & Conditions tab for additional information related to this Quote.



Quote Date: 9/18/2017  
 Quote No.: DIR52248H-3  
 Site No.: 100458  
 Account No: N/A

City of Billings - Yellowstone County - B, MT - CommandPOST  
 CommandPOST

<b>Customer Information</b>	
Customer: City of Billings - Yellowstone County, MT	
Contact:	
Phone:	
E-Mail:	
<b>Airbus DS Communications Contact Information</b>	
Sales Configuration Spec: Marianne Barrera	Account Exec: Georgine Bohl
Phone: 951-719-2424	Phone: 951-473-7105
E-Mail: marianne.barrera@Airbus-DSComm.com	E-Mail: georgine.bohl@Airbus-DSComm.com

VESTA® 9-1-1

Qty.	Part No.	Description	Unit Price	U/M	Total
		<i>Network Equipment</i>			
1	04000-29616	SWITCH 2960-PLUS/CBL 24-PORT	\$1,180.00	EA	\$1,180.00
1	04000-02991	WARR 2960 24P 2T 24X7 1YR	\$277.00	EA	OPTIONAL
1	04000-02969	WARR 2960 24P 2T 3YR 24X7	\$690.00	EA	OPTIONAL
1	04000-02971	WARR 2960 24P 2T 24X7 5YR	\$1,396.00	EA	\$1,396.00
VESTA® 9-1-1 Subtotal					\$2,576.00

VESTA® CommandPOST

Qty.	Part No.	Description	Unit Price	U/M	Total
		<i>VESTA® 9-1-1 Prime Standard Operations</i>			
1	PS-0PR-VSML	VPRIME MLTP PER SEAT LIC	\$6,508.00	EA	\$6,508.00
1	SS-0PR-VSSL-1Y	SPT VPRIME 1YR	\$1,424.00	EA	OPTIONAL
1	SS-0PR-VSSL-3Y	SPT VPRIME 3YR	\$3,798.00	EA	OPTIONAL
1	SS-0PR-VSSL-5Y	SPT VPRIME 5YR	\$5,539.00	EA	\$5,539.00
		<i>CommandPOST Hardware</i>			
1	61050-G819603	LAPTOP ZBOOK15 G3 64BIT WIN10	\$2,173.00	EA	\$2,173.00
1	04000-00491	DOCK STATION 150W	\$405.00	EA	\$405.00
1	64021-10025	KYBD/MOUSE BN DL	\$46.00	EA	\$46.00
1	63000-212301	MNTR FP LED 22IN MTG	\$217.00	EA	\$217.00
1	64007-50020	KEYPAD 24-KEY USB CBL 6FT	\$114.00	EA	\$114.00
1	853004-00301	CPOST SAM HDWR KIT	\$2,909.00	EA	\$2,909.00
1	853004-00401	SAM EXT SPKR KIT	\$213.00	EA	\$213.00
1	809800-35109	V911 IWS CFG	\$274.00	EA	\$274.00
1	809800-35108	V911 IWS STG FEE	\$411.00	EA	\$411.00
		<i>VESTA® 9-1-1 IRR Module</i>			
1	873099-00502	V911 IRR LIC/DOC/MED	\$1,099.00	EA	\$1,099.00
1	809800-35110	V911 IRR SW SPT 1YR	\$239.00	EA	OPTIONAL
1	809800-35112	V911 IRR SW SPT 3YR	\$639.00	EA	OPTIONAL
1	809800-35114	V911 IRR SW SPT 5YR	\$799.00	EA	\$799.00
		<i>VESTA® 9-1-1 CDR Module</i>			
1	873099-01102	V911 CDR PER SEAT LIC	\$99.00	EA	\$99.00
		<i>VESTA® 9-1-1 Activity View</i>			
1	873099-00802	V911 ACT VIEW LIC PER ST	\$975.00	EA	\$975.00
		<i>VESTA® Analytics Licensing &amp; Support</i>			
1	PA-MSG-ASSL	V-ANLYT STD PER SEAT LIC	\$891.00	EA	\$891.00
1	SA-MSG-ALSL-1Y	SPT V-ANLYT STD 1YR	\$168.00	EA	OPTIONAL
1	SA-MSG-ALSL-3Y	SPT V-ANLYT STD 3YR	\$448.00	EA	OPTIONAL
1	SA-MSG-ALSL-5Y	SPT V-ANLYT STD 5YR	\$654.00	EA	\$654.00
VESTA® CommandPOST Subtotal					\$23,326.00

**City of Billings - Yellowstone County - B, MT - CommandPOST**  
**CommandPOST**

**VESTA® Network Management Center**

Qty.	Part No.	Description	Unit Price	U/M	Total
1	871499-01210	<b>Monitoring &amp; Response License &amp; Support Fees</b> M&R 3.0 IP DEVICES LIC <i>Note: Includes (1) Cisco Switch</i>	\$97.00	EA	\$97.00
1	809800-16166	M&R 3.0 IP DEV SRVC 1YR	\$396.00	EA	OPTIONAL
1	809800-16168	M&R 3.0 IP DEV SRVC 3YR	\$1,089.00	EA	OPTIONAL
1	809800-16170	M&R 3.0 IP DEV SRVC 5YR	\$1,703.00	EA	\$1,703.00
<b>VESTA® Network Management Center Subtotal</b>					<b>\$1,800.00</b>

**Extended Warranties**

Qty.	Part No.	Description	Unit Price	U/M	Total
1	04000-01589	<b>Workstation Extended Warranty</b> <i>Note: Includes (1) CommandPOST</i> WARR CPOST ZBOOK NBD 5YR <i>Note: Warranty upgrade from 3 yrs warranty 9x5 NBD to 5 yrs 9x5 NBD.</i>	\$314.00	EA	OPTIONAL
<b>Extended Warranties Subtotal</b>					<b>\$0.00</b>

**VESTA® Services**

Qty.	Part No.	Description	Unit Price	U/M	Total
16	809800-17007	<b>Direct CPE Services</b> FIELD ENG-STANDARD	\$110.00	EA	\$1,760.00
8	809800-51003	PROJECT MGMT-PRIMARY	\$106.00	UN	\$848.00
1	RACKSTACK-DIR	RACK & STACK <i>Note: Cabling is excluded. If cabling is required by the customer, it is a custom charge that requires a "site walk" in order for Airbus to properly price.</i>	\$2,000.00	EA	\$2,000.00
1	000001-06795	<b>Training</b> <i>Note: Training is provided at the customer site using the customer owned equipment. Prices are per student unless otherwise indicated. Minimum number of students is 6 and maximum number of students is 8 per class and 2 students per position.</i> CPOST ON-SITE TRNG  <i>Note: On-site training included as part of the VESTA® 9-1-1 Admin training using customer equipment. CommandPOST positions must be configured to the network/firewall prior to training. This is a 15 minute demonstration on how to use the CommandPOST position.</i>	\$0.00	EA	\$0.00
<b>VESTA® Services Subtotal</b>					<b>\$4,608.00</b>

**Quote Summary**

PRODUCT	TOTAL
VESTA® 9-1-1	\$2,576.00
VESTA® CommandPOST	\$23,326.00
VESTA® Network Management Center	\$1,800.00
Extended Warranties	\$0.00
VESTA® Services	\$4,608.00
<b>TOTAL QUOTE</b>	<b>\$32,310.00</b>
<b>GRAND TOTAL</b>	<b>\$32,310.00</b>

**Power Draw Information**

Product	Total Amps
VESTA® 9-1-1	1.3
VESTA® CommandPOST	1.29
VESTA® Network Management Center	0
<b>Total Amps</b>	<b>2.59</b>
<b>Total Watts/VA</b>	<b>310.8</b>
<b>Total KVA</b>	<b>0.3108</b>
<b>BTU's</b>	<b>848.7948</b>

City of Billings - Yellowstone County - B, MT - CommandPOST

CommandPOST  
Configuration Notes

Add CommandPOST with a direct connection via Cisco switch.

Additional Comments

Quote is valid for 120 days from the date of this quote.

*\* Airbus DS Communications Discount/Incentive Codes are provided for Airbus DS Communications's internal use only. Discount/Incentive Codes do not have to be ordered on customer PO's using the codes shown and instead can be applied as a bottom line discount.*

*\*\* Airbus DS Communications will apply any remaining software support on the current system to the new system. This will be issued in the form of a credit that will be applied to the new system order. The amount of the credit will be determined based on the date of shipment of the new system.*

Any line items listed as "Optional" in this quote are not included in the Product Totals, Product Summaries, Site Totals, Quote Summary, or the Grand Total. These items are not considered to be part of the system. The "Grand Total" on the Quote Summary page reflects the quote value. This figure includes any and all applicable charges, fees, and or discounts. Costs for actual freight will be added to your invoice. All pricing is in U.S. Dollars unless otherwise stated.

Strategic Incentives, Discounts, etc.:

Any strategic incentives, discounts, etc. that are applied to this quote are based on the purchase of all non-optional items listed within the quote. If the quote should change or if items are removed, the incentive is subject to change.

Budgetary Quotes:

Quotes marked Budgetary are nonbinding and subject to change. This quote is being provided as an estimate of approximate pricing and cannot serve as the basis for any order.

Support Renewals:

If this is a first time renewal and is subject to the agreed upon grace period, then reinstatement fees will not apply as long as the PO is received prior to the expiration of the grace period. For questions regarding your support renewal term, please contact Jennifer York at 951-719-2142.

Software Support Start and End Dates are based on active software support agreements. Dates and pricing are subject to change once existing software support agreements expire.

Please refer to the Terms & Conditions tab for additional information related to this Quote.



## **Field Service Cancellation Policy**

City of Billings - Yellowstone County, MT

### **1. INTRODUCTION**

This document defines the Airbus DS Communications policy for customer requested changes to scheduled field resources that occur with less than the required 14-day notice.

Airbus DS Communications provides many types of field resources, such as Field Engineering, Training, Project Management, Systems Verification Testing (SVT), Meridian Implementation and others ("Field Services"). There is significant demand for these Field Services, and Airbus DS Communications continuously strives to ensure that our customers' field needs are met in the most efficient manner. To this end, Airbus DS Communications schedules such Field Services well in advance of the intended service date.

Cancellations for scheduled Field Services with less than the required 14-day notice negatively impact resource availability and cost. Therefore, Airbus DS Communications has implemented a cancellation policy to address these issues.

The Field Services Cancellation Policy will apply to any customer change request that directly or indirectly affects an existing resource schedule for Airbus DS Communications Field Services. Airbus DS Communications requires all schedule change requests to be submitted in writing no later than 14 days before the start of the scheduled service ("Notice Period"). Changes received less than 14 days before the start of the scheduled service are subject to a service charge.

Airbus DS Communications will make every effort to accommodate change requests from our customers. However, consideration must be given to costs associated with change requests made with less than the required notice. Airbus DS Communications reserves the right to determine how the customer requested schedule change for Airbus DS Communications provided Field Services impacts the cost and availability of the Field Services.

Airbus DS Communications Field Services are scheduled in several ways. After submitting a purchase order that includes Field Services, the customer can:

- schedule Field Services through the assigned Airbus DS Communications Project Manager.
- schedule Field Services through the assigned Airbus DS Communications Project Coordinator.
- schedule Field Services directly with the resource manager.
- schedule Field Services in accordance with the process identified in the project plan or associated statement of work, as applicable.

Once a Field Service has been scheduled, changes must be requested through the same channel as initially scheduled. Customers who have any questions about who they should contact to schedule Airbus DS Communications Field Services or how to make changes to previously scheduled Field Services should contact Airbus DS Communications at (951) 719-2100.

### **2. TYPES OF CHANGES**

Airbus DS Communications recognizes that there are many factors that drive Field Service schedule changes. The most common types of changes have been divided into three categories:

Category 1: Changes that result from non-Airbus DS Communications controlled milestones and are considered a billable schedule change:

- Missed milestone delivery of configuration, material or services.
- Changes in availability of key personnel (not to include Airbus DS Communications personnel).
- Customer or channel requested configuration, installation, or feature changes.

Category 2: Changes that result from non-Airbus DS Communications controlled milestones and may, in Airbus DS Communications's sole discretion, be considered a billable schedule change:

- Operational commitments that result in disruption of the planned schedule.
- Failure of channel provided equipment or materials during the implementation process.
- Acts of God (weather, disaster, etc.).

Category 3: Changes that result from Airbus DS Communications controlled milestones and are not considered a billable schedule change:

- Missed Airbus DS Communications milestone delivery of configuration, material or services.
- Changes in availability of key Airbus DS Communications personnel.
- Failure of equipment or materials provided by Airbus DS Communications during the implementation process.

Airbus DS Communications reserves the right to determine if any Category 1 or 2 schedule change that occurs after the Notice Period for the scheduled Field Service has a cost impact on Airbus DS Communications, and consequently may be eligible for the applicable schedule change service fee.



**AIRBUS DS** Communications | *home of VESTA®*

Quote Date: 9/18/2017  
Quote No.: DIR52248H  
Site No.: VARIOUS  
Account No.: N/A

## **Field Service Cancellation Policy**

City of Billings - Yellowstone County, MT

### **3. SERVICE FEES FOR TRAINING SCHEDULE CHANGES**

#### **Airbus DS Communications Factory Training**

Student cancellations for classes given at one of our factory training facilities will be accepted within the Notice Period without penalty. After that time, cancellations and "no shows" are subject to a service fee not to exceed 50% of the student's class tuition.

#### **Customer Site Training**

Scheduled class cancellations for classes given at the customer site will be accepted within the Notice Period without penalty. After that time, class cancellations are subject to a service fee not to exceed 50% of the total class fee. This applies to all student seats reserved for the cancelled class at the customer site.

### **4. SERVICE FEES FOR FIELD SERVICE SCHEDULE CHANGES (NON-TRAINING)**

Customer requested changes to Field Engineering, Project Management, Systems Verification Testing, Meridian Implementation and other non-training related Field Services will be accepted within the Notice Period without penalty. Any change requests outside the Notice Period will be subject to a service fee.

A requested schedule change received after the Notice Period is subject to a service fee up to but not greater than 50% of the usual and customary Airbus DS Communications labor charge for 5 days of service.

The service fee will not be considered by Airbus DS Communications to be a purchase of additional resource time, and will be attributed to the project only as a schedule change service fee.

If additional resource time becomes necessary to accommodate the Airbus DS Communications project deliverables, they must be purchased by the customer at the quoted Field Service rate.

### **5. FIELD SERVICE RESOURCE LEAD TIMES**

Airbus DS Communications Field Service resources shall be scheduled according to staff availability and standard lead times, which average six to eight weeks.

Only those Field Services purchased will be provided.

Special requests shall be considered on a case-by-case basis. Such requests include:

- Modifications to an existing implementation schedule.
- Shortened lead time for service requests.
- Non-standard business days or hours of operation.
- Any other factor which may contribute to unanticipated project related costs.

Unless otherwise stated, Field Services and on-site training will be performed during the normal business hours of 8:00 AM to 5:00 PM local time.