EXHIBIT 16 - #1

9-1-1 CPE BASIC TURN-KEY STAND-ALONE SYSTEM COST WORKSHEET

Instructions: Bidder must follow 1 through 7 when filling out this Cost Worksheet.
1) Bidder shall insert their Company name into the "Bidder's Name" field and Model name for the proposed system into the "Manufacturer/Model" field.
2) For all Line Items, the Bidder shall provide pricing for one unit of measure for evaluation.
3) The elements included in the Basic CPE Turn-key Configurations are detailed within the IFB Section 6.5. Bidder shall insert the price for the 9-1-1 CPE Basic Turn-key System Configuration based on the defined number of positions per each Line Item #.   For configurations over 20 positions during initial installation or adding additional positions after installation, with all the same requirements as above.
4) The Equipment Unit Price shall include all equipment consisting of, but not limited to, preconfigured hardware, software, ancillary materials, and one year warranty.
5) The Implentation Unit Price shall include the cost of staging, installation, wiring, testing and training.
6) Bidders are to provide a Monthly Maintenance rate for years 2 through 5 for each Line Item #. The Monthly Maintenance begins, following acceptance of the implementation and after the one year warranty is complete. Monthly Maintenance shall include any updates (hot fix/patches) to hardware and software, and local PSAP site service required to keep the Line Item # fully operational which may include parts as needed to replace obsolete technology.
7) Bidder shall provide Additional Monthly Maintenance rate for Years 6 and 7, if needed by the PSAP or State.

Bidder's Name: Solacom

Manufacturer/Model: Guardian

(a.)	(b.)	(c.)	(d.)	(e.)	(f.)	(g.)	(h.)	(i.)	(j.)
Line Item #	Turn-key System with defined Number of Intelligent Workstations (Positions)	Unit of Measure Each	Basic Turn-key System Equipment Unit Price	Implementation Unit Price	Monthly Maint. Rate Years 2-5	TOTAL 5 Year Turn-key System c*[d+e+(f*48)]	Monthly Maint. Rate Year 6	Monthly Maint. Rate Year 7	TOTAL Year 6 & 7 Maintenance (h*12)+(i*12)
1	Turn-key System - 2 Positons	1	$80,840.41	$12,030.00	$624.95	$122,868.08	$735.96	$772.31	$18,099.23
2	Turn-key System - 3 Positions	1	$96,074.82	$13,835.00	$894.56	$152,848.89	$1,034.36	$1,084.02	$25,420.60

#	Description	Qty							
3	Turn-key System - 4 Positions	1	$111,309.22	$14,085.00	$1,164.18	$181,274.69	$1,332.77	$1,395.73	$32,741.97
4	Turn-key System - 5 Positions	1	$129,082.82	$15,890.00	$1,439.84	$214,084.95	$1,638.12	$1,714.88	$40,236.01
5	Turn-key System - 6 Positions	1	$141,077.22	$16,995.00	$1,403.97	$225,462.71	$1,585.37	$1,650.85	$38,834.57
6	Turn-key System - 7 Positions	1	$155,259.53	$18,800.00	$1,624.58	$252,039.58	$1,827.45	$1,902.29	$44,756.88
7	Turn-key System - 8 Positions	1	$169,953.93	$19,050.00	$1,843.28	$277,481.55	$2,067.33	$2,151.38	$50,624.45
8	Turn-key System - 9 Positions	1	$186,805.84	$20,855.00	$2,070.46	$307,042.85	$2,316.95	$2,410.89	$56,734.04
9	Turn-key System - 10 Positions	1	$201,500.24	$21,105.00	$2,289.16	$332,484.82	$2,556.83	$2,659.97	$62,601.61
10	Turn-key System - 11 Positions	1	$212,234.64	$23,765.00	$2,134.49	$338,455.29	$2,367.51	$2,449.82	$57,807.98
11	Turn-key System - 12 Positions	1	$226,569.05	$24,015.00	$2,319.25	$361,908.02	$2,568.37	$2,657.16	$62,706.35
12	Turn-key Systems - 13 Positions	1	$243,140.95	$25,820.00	$2,512.48	$389,560.10	$2,778.97	$2,874.92	$67,846.74
13	Turn-key System - 14 Positions	1	$258,151.35	$26,070.00	$2,699.89	$413,816.31	$2,982.89	$3,085.52	$72,820.94
14	Turn-key System - 15 Positions	1	$272,485.76	$27,875.00	$2,884.65	$438,824.05	$3,183.75	$3,292.86	$77,719.31
15	Turn-key System - 16 Positions	1	$286,820.16	$28,125.00	$3,069.41	$462,276.79	$3,384.61	$3,500.20	$82,617.68
16	Turn-key System - 17 Positions	1	$303,312.07	$30,785.00	$3,262.64	$490,703.87	$3,595.21	$3,717.96	$87,758.08
17	Turn-key System - 18 Positions	1	$317,646.47	$31,035.00	$3,447.40	$514,156.61	$3,796.07	$3,925.30	$92,656.45
18	Turn-key System - 19 Positions	1	$331,980.87	$32,840.00	$3,632.16	$539,164.35	$3,996.93	$4,132.64	$97,554.82
19	Turn-key System - 20 Positions	1	$346,235.27	$33,090.00	$3,816.91	$562,537.09	$4,197.79	$4,339.97	$102,453.19
20	At the time of installation, the cost of an additional IWS position per Section 6 for a Basic Turn-key system over 20 positions including all connectivity within the PSAP.	1	$15,071.90	$1,027.50	$269.37	$29,029.12	$298.12	$311.41	$7,314.42
21	After installation, the cost of an additional IWS per Section 6 for a Basic Turn-key system, including all hardware, software, training, cabling, and any additional materials necessary for install.	1	$15,071.90	$1,541.25	$269.37	$29,542.87	$298.12	$311.41	$7,314.42
					SUBTOTAL:	$6,635,562.60		SUBTOTAL:	$1,186,619.74

TAB #1: GRAND TOTAL of TURN-KEY CPE WITH 5YR MAINT + 2YR MAINT:	$7,822,182.34

EXHIBIT 16 - #2
9-1-1 CPE SYSTEM ITEMIZED COST WORKSHEET

Instructions: Bidder must follow 1 through 7 when filling out this Cost Worksheet.
1) Bidder shall insert their Company name into the "Bidder's Name" field.
2) For all Line Items, the Bidder shall provide pricing for one unit of measure for evaluation.
3) These itemized items may be applied for Turn-key or Host-Remote Systems. Bidders are to provide their price for the equipment with features and functionality described for each line item. The Equipment Unit Price shall included all equipment, software, and one year warranty.
4) The Equipment Unit Price shall include all equipment consisting of, but not limited to, preconfigured hardware, software, ancillary materials, and one year warranty.
5) The Implentation Unit Price shall include the cost of staging, installation, wiring, testing and training.
6) Bidders are to provide a Monthly Maintenance rate for years 2 through 5 for each Line Item #. The Monthly Maintenance begins, following acceptance of the implementation and after the one year warranty is complete. Monthly Maintenance shall include any updates (hot fix/patches) to hardware and software, and local PSAP site service required to keep the Line Item # fully operational which may include parts as needed to replace obsolete technology.
7) Bidder shall provide Additional Monthly Maintenance rate for Years 6 and 7, if needed by the PSAP or State.

Bidder's Name: Solacom

(a.)	(b.)	(c.)	(d.)	(e.)	(f.)	(g.)	(h.)	(i.)	(j.)
Line Item #	Itemized Description	Unit of Measure Each	Equipment Unit Price	Implementation Unit Price	Monthly Maint. Rate Years 2 - 5	Total 5 Year Itemized c*[d+e+(f*48)]	Monthly Maint. Rate Year 6	Monthly Maint. Rate Year 7	TOTAL Year 6 & 7 Maintenance (h*12)+(i*12)
1	Laser jet printer, (LAN Network ready) capable of printing 15 pages per minute.	1	$1,359.92	$325.00	$1.60	$1,761.74	$1.84	$1.97	$45.70
2	19" computer monitor to work with IWS.	1	$193.59	$0.00	$0.00	$193.59	$0.00	$0.00	$0.00
3	22" computer monitor to work with IWS.	1	$218.41	$0.00	$0.00	$218.41	$0.00	$0.00	$0.00
4	24" computer monitor to work with IWS.	1	$234.00	$0.00	$0.00	$234.00	$0.00	$0.00	$0.00
5	Legacy Network Interface card with a minimum of 4 ports to accommodate Centralized Automatic Message Accounting (CAMA) or 10-Digit.	1	$790.50	$325.00	$3.26	$1,272.01	$3.75	$4.01	$93.11

6	IP interface gateway/appliance	1	$748.70	$325.00	$3.09	$1,221.94	$3.55	$3.80	$88.19
7	Chassis to mount interface line cards with all required interconnect cabling.	1	$2,293.64	$162.50	$9.46	$2,910.27	$10.88	$11.64	$270.16
8	Uninterrupted Power Supply (UPS) for backroom equipment.	1	$162.50	$162.50	$0.67	$357.18	$0.77	$0.82	$19.14
9	Uninterrupted Power Supply (UPS) for an IWS.	1	$162.50	$162.50	$0.67	$357.18	$0.77	$0.82	$19.14
					SUBTOTAL:	$8,526.33		SUBTOTAL:	$535.43

TAB #2: GRAND TOTAL of ITEMIZED ITEMS WITH 5YR MAINT + 2YR MAINT:	**$9,061.76**

EXHIBIT 16 - #3

9-1-1 CPE HOST-REMOTE SYSTEM COST WORKSHEET

Instructions: Bidder must follow 1 through 7 when filling out this Cost Worksheet.
1) Bidder shall insert their Company name into the "Bidder's Name" field and Model name for the proposed system into the "Manufacturer/Model" field.
2) For all Line Items, the Bidder shall provide pricing for one unit of measure for evaluation.
3) The requirements for the 911 CPE Host-Remote Systems are detailed within the IFB Sections 6.6 - 6.8.   Bidder shall insert the price for the individual host Line Item # and configuatations with the defined number of positions per each Line Item #.   For configurations over 20 positions during initial installation and adding additional positions after installation, with all the same requirements as above.
4) The Equipment Unit Price shall include all equipment consisting of, but not limited to, preconfigured hardware, software, ancillary materials, and one year warranty.
5) The Implentation Unit Price shall include the cost of staging, installation, wiring, testing and training.
6) Bidders are to provide a Monthly Maintenance rate for years 2 through 5 for each Line Item #. The Monthly Maintenance begins, following acceptance of the implementation and after the one year warranty is complete. Monthly Maintenance shall include any updates (hot fix/patches) to hardware and software, and local PSAP site service required to keep the Line Item # fully operational which may include parts as needed to replace obsolete technology.
7) Bidder shall provide Additional Monthly Maintenance rate for Years 6 and 7, if needed by the PSAP or State.

Bidder's Name: Solacom

Manufacturer/Model: Guardian

(a.)	(b.)	(c.)	(d.)	(e.)	(f.)	(g.)	(h.)	(i.)	(j.)
Line Item #	Configuration Title	Unit of Measure Each	Equipment Unit Price	Implementation Unit Price	Monthly Maint. Rate Years 2-5	TOTAL 5 Year Host-Remote System Items c*[d+e+(f*48)]	Monthly Maint. Rate Year 6	Monthly Maint. Rate Year 7	TOTAL Year 6 & 7 Maintenance (h*12)+(i*12)
1	The first Host of a Host-Remote System, including all backroom equipment as described in Sections 6.6 - 6.8	1	$63,139.50	$12,002.50	$310.87	$90,063.65	$386.79	$410.41	$9,566.39

2	The second or additional Host of a Host-Remote System, including all backroom equipment as described in Section 6.6 - 6.8	1	$62,920.12	$12,002.50	$310.87	$89,844.28	$386.79	$410.41	$9,566.39
3	Remote PSAP with 1 position including all connectivity within the PSAP	1	$17,873.50	$4,967.50	$279.94	$36,277.91	$306.99	$317.45	$7,493.27
4	Remote PSAP with 2 positions including all connectivity within the PSAP.	1	$36,023.80	$7,690.00	$562.00	$70,689.94	$616.43	$637.52	$15,047.41
5	Remote PSAP with 3 positions including all connectivity within the PSAP.	1	$51,095.70	$9,657.50	$831.37	$100,659.07	$911.27	$941.97	$22,238.96
6	Remote PSAP with 4 positions including all connectivity within the PSAP.	1	$66,167.59	$10,070.00	$1,100.74	$129,073.19	$1,206.12	$1,246.43	$29,430.51
7	Remote PSAP with 5 positions including all connectivity within the PSAP.	1	$83,527.40	$12,037.50	$1,379.55	$161,783.21	$1,511.81	$1,562.49	$36,891.54
8	Remote PSAP with 6 positions including all connectivity within the PSAP.	1	$95,359.30	$13,305.00	$1,343.44	$173,149.29	$1,462.05	$1,505.11	$35,606.03
9	Remote PSAP with 7 positions including all connectivity within the PSAP.	1	$112,022.39	$15,272.50	$1,570.68	$202,687.74	$1,709.57	$1,760.08	$41,635.77
10	Remote PSAP with 8 positions including all connectivity within the PSAP.	1	$126,554.29	$15,685.00	$1,789.14	$228,118.02	$1,946.98	$2,004.22	$47,414.47
11	Remote PSAP with 9 positions including all connectivity within the PSAP.	1	$144,439.69	$17,652.50	$2,021.43	$259,120.79	$2,200.29	$2,265.39	$53,588.17
12	Remote PSAP with 10 positions including all connectivity within the PSAP.	1	$158,971.59	$18,065.00	$2,239.88	$284,551.07	$2,437.70	$2,509.54	$59,366.88
13	Remote PSAP with 11 positions including all connectivity within the PSAP.	1	$169,623.49	$20,887.50	$2,084.98	$290,589.85	$2,253.94	$2,311.45	$54,784.74
14	Remote PSAP with 12 positions including all connectivity within the PSAP.	1	$183,795.39	$21,300.00	$2,269.49	$314,030.90	$2,453.06	$2,515.40	$59,621.55
15	Remote PSAP with 13 positions including all connectivity within the PSAP.	1	$201,320.79	$23,267.50	$2,467.84	$343,044.44	$2,668.09	$2,736.36	$64,853.35

16	Remote PSAP with 14 positions including all connectivity within the PSAP.	1	$215,472.69	$23,680.00	$2,652.35	$366,465.49	$2,867.21	$2,940.31	$69,690.16
17	Remote PSAP with 15 positions including all connectivity within the PSAP.	1	$229,644.59	$25,647.50	$2,836.86	$391,461.55	$3,066.33	$3,144.25	$74,526.98
18	Remote PSAP with 16 positions including all connectivity within the PSAP.	1	$243,816.49	$26,060.00	$3,021.38	$414,902.60	$3,265.45	$3,348.20	$79,363.79
19	Remote PSAP with 17 positions including all connectivity within the PSAP.	1	$262,693.89	$28,882.50	$3,225.30	$446,390.83	$3,486.89	$3,576.02	$84,754.84
20	Remote PSAP with 18 positions including all connectivity within the PSAP.	1	$276,865.79	$29,295.00	$3,409.81	$469,831.89	$3,686.01	$3,779.96	$89,591.65
21	Remote PSAP with 19 positions including all connectivity within the PSAP.	1	$291,037.69	$31,262.50	$3,594.33	$494,827.94	$3,885.13	$3,983.91	$94,428.46
22	Remote PSAP with 20 positions including all connectivity within the PSAP.	1	$305,309.59	$31,675.00	$3,778.84	$518,368.99	$4,084.25	$4,187.85	$99,265.27
23	At the time of installation, the cost to add an additional position for a Remote PSAP configuration over 20 positions in a Host-Remote system including all connectivity within the PSAP. Priced as each.	1	$17,873.50	$667.50	$279.94	$31,977.91	$306.99	$317.45	$7,493.27
24	After intial installation, the cost to add an additional position to a Remote PSAP within a Host-Remote system including all hardware, software, training, cabling and any additional materials necessary for install. Priced as each.	1	$17,873.50	$4,967.50	$279.94	$36,277.91	$306.99	$317.45	$7,493.27
25	After intial installation, the cost at an individual Host to add another PSAP to an existing Host-Remote system. Priced as each.	1	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00
					SUBTOTAL:	$5,944,188.44		SUBTOTAL:	$1,153,713.12

TAB #3: GRAND TOTAL of HOST-REMOTE INCLUDING 5YR MAINT + 2YR MAINT:	$7,097,901.56

EXHIBIT 16 - #4
APPLICATIONS AND PERIPHERALS COST WORKSHEET

Instructions: Bidder must follow 1 through 7 when filling out this Cost Worksheet.
1) Bidder shall insert their Company name into the "Bidder's Name" field.
2) For all Line Items, the Bidder shall provide pricing for one unit of measure for evaluation.
3) Bidders are to provide their price for the equipment with features and functionality described for each line item per IFB Section 6.9 which are applicable to the Telecommunicatior call taking operations.
4) The Equipment Unit Price shall include all equipment consisting of, but not limited to, preconfigured hardware, software, ancillary materials, and one year warranty.
5) The Implentation Unit Price shall include the cost of staging, installation, wiring, testing and training.
6) Bidders are to provide a Monthly Maintenance rate for years 2 through 5 for each Line Item #. The Monthly Maintenance begins, following acceptance of the implementation and after the one year warranty is complete. Monthly Maintenance shall include any updates (hot fix/patches) to hardware and software, and local PSAP site service required to keep the Line Item # fully operational which may include parts as needed to replace obsolete technology.
7) Bidder shall provide Additional Monthly Maintenance rate for Years 6 and 7, if needed by the PSAP or State.

Bidder's Name: Solacom

(a.)	(b.)	(c.)	(d.)	(e.)	(f.)	(g.)	(h.)	(i.)	(j.)
Line Item #	Application or Peripheral	Unit of Measure	Equipment Unit Price	Implementation Unit Price	Monthly Maint. Rate Years 2-5	TOTAL 5 Year App/Peripheral Items c*[d+e+(f*48)]	Additional Monthly Maint. Rate Year 6	Additional Monthly Maint. Rate Year 7	TOTAL Year 6 & 7 Maintenance (h*12)+(i*12)
1	Geographical Information System (GIS) Mapping System functionality including all required server hardware and software, including a license as needed, **in the PSAP backroom *or* Host location.**	1	$7,867.22	$4,792.00	$32.27	$14,208.02	$189.32	$200.31	$4,675.59

2	Geographical Information System (GIS) Mapping System functionality **per IWS** including all required hardware, software, including a license as needed, training, cabling and any additional materials for install.	1	$3,412.00	$0.00	$35.07	$5,095.20	$35.07	$35.07	$841.60
3	Digital Voice Logging Recorder (DVLR) with minimum of 12 analog/VoIP channels including all required hardware, software, including a license as needed, training, cabling and any additional materials for install.	1	$13,730.43	$5,552.64	$144.05	$26,197.55	$165.59	$177.18	$4,113.31
4	Digital Voice Logging Recorder (DVLR) with minimum of 32 analog/VoIP channels including all required hardware, software, including a license as needed, training, cabling and any additional materials for install.	1	$20,882.06	$5,521.92	$205.93	$36,288.69	$236.73	$253.30	$5,880.25
5	Digital Voice Logging Recorder (DVLR) with minimum of 64 analog/VoIP channels including all required hardware, software, including a license as needed, training, cabling and any additional materials for install.	1	$33,122.52	$5,552.64	$313.33	$53,714.82	$360.18	$385.39	$8,946.85
6	Digital Voice Logging Recorder (DVLR) with minimum of 96 analog/VoIP channels including all required hardware, software, including a license as needed, training, cabling and any additional materials for install.	1	$45,320.10	$7,088.64	$420.00	$72,568.83	$482.81	$516.60	$11,992.92
7	External Time Source per Section 6.9.3.	1	$10,228.40	$1,555.00	$0.00	$11,783.40	$0.00	$0.00	$0.00
8	Real-Time Call Status System per Section 6.9.4	1	$6,168.35	$0.00	$0.00	$6,168.35	$0.00	$0.00	$0.00
9	Real-Time Call Status Display per Section 6.9.5	1	$1,800.00	$1,555.00	$0.00	$3,355.00	$0.00	$0.00	$0.00
10	Integrated SMS Text Function Activation **in the PSAP *or* Host location** with set-up and training.	1	$0.00	$1,620.00	$0.00	$1,620.00	$0.00	$0.00	$0.00

11	Integrated SMS Text Function **per IWS** with set-up and training.	1	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00
12	IP Router with Firewall for IP calls or TCC connection.	1	$7,620.14	$1,620.00	$48.02	$11,545.22	$48.02	$48.02	$1,152.54
13	Call-taker Headset per Section 6.9.7.	1	$231.05	$0.00	$0.00	$231.05	$0.00	$0.00	$0.00
14	IP Phone Set per Section 6.9.8	1	$278.88	$0.00	$0.00	$278.88	$0.00	$0.00	$0.00
15	Automatic Call Distribution (ACD) Site Activation functionality including all required server hardware and software, including a license as needed, **in the PSAP backroom or Host location.**	1	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00
16	Automatic Call Distribution (ACD) functionality **per IWS/Agent** including all required hardware, software, including a license as needed, training, cabling and any additional materials for install.	1	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00
17	Management Information System (MIS) functionality including all required server hardware and software, including a license as needed, **in the PSAP backroom or Host location**.	1	$1,854.38	$1,950.00	$0.00	$3,804.38	$0.00	$0.00	$0.00
18	Management Information System (MIS) functionality **per IWS** including all required hardware, software, including a license as needed, training, cabling and any additional materials for install.	1	$137.25	$0.00	$0.00	$137.25	$0.00	$0.00	$0.00
					SUBTOTAL:	$246,996.62		SUBTOTAL:	$37,603.06

TAB #4: GRAND TOTAL of APPLICATIONS AND PERIPHERALS WITH 5YR MAINT + 2YR MAINT:	**$284,599.67**

EXHIBIT 16 - #5
LABOR RATES COST WORKSHEET

Bidder's Name: Solacom

(a.)	(b.)	(c.)	(d.)	(e.)	(f.)	(g.)	(h.)	(i.)
Line Item #	Classification	Hourly Rate Years 1-3	Hourly Rate Year 4	Hourly Rate Year 5	Hourly Rate Year 6	Hourly Rate Year 7	Estimated annual hours	Evaluation Total [(3*c)+(d+e+f+g)]*h
1	Factory-Trained Certified Technician	$162.50	$165.75	$169.07	$172.45	$175.90	100	$117,065.65
2	Technician	$162.50	$165.75	$169.07	$172.45	$175.90	50	$58,532.83
3	System Engineer	$202.50	$206.55	$210.68	$214.89	$219.19	40	$58,352.73
4	Project Manager	$143.75	$146.63	$149.56	$152.55	$155.60	40	$41,423.23
TAB #5 LABOR RATES EVALUATION TOTAL:								**$275,374.44**

EXHIBIT 16 - #6
SUMMARY COST WORKSHEET FOR TABS 1-5.

Bidder's Name: Solacom

TAB #1: GRAND TOTAL of TURN-KEY CPE WITH 5YR MAINT + 2YR MAINT:	$7,822,182.34
TAB #2: GRAND TOTAL of ITEMIZED ITEMS WITH 5YR MAINT + 2YR MAINT:	$9,061.76
TAB #3: GRAND TOTAL of HOST-REMOTE INCLUDING 5YR MAINT + 2YR MAINT:	$7,097,901.56
TAB #4: GRAND TOTAL of APPLICATIONS AND PERIPHERALS WITH 5YR MAINT + 2YR MAINT:	$284,599.67
TAB #5: LABOR RATES EVALUATION TOTAL:	$275,374.44
GRAND TOTAL:	$15,489,119.77