Proposal for:

MONROE COUNTY CENTRAL

EMERGENCY DISPATCH CENTER

LOCUTION Prime Alert System

(Dispatch Side Only)

4/5/2017

Submitted by:

ERS-OCI Wireless

671 S. Landmark Avenue

Bloomington, IN 47403

www.ERS-OCI.com

Locution Systems' IP Station Alerting Technology

PrimeAlert® Station, Locution Systems' flagship fire station alerting product, offers IP Network-based fire station alerting that's lightning fast, and can send multiple dispatches to multiple units at multiple stations in milliseconds. This is known as "simultaneous dispatching" or "simultaneous voice alerting." This powerful technology will reduce or eliminate 911 call stacking at 911 communication centers, and greatly ease dispatcher stress, too! Locution's PrimeAlert® IP-based fire station alerting interfaces with today's computer-aided dispatch (CAD) systems.

PrimeAlert® Station's automated dispatching technology offers two voice technology options for automated voice alerting. In addition, PrimeAlert® Station offers a powerful array of modular fire station alerting technologies that can be deployed at fire stations to alert responding units and get them out the station faster.

Locution's PrimeAlert® Fire Station provides a modular array of functions including:

- Automated Voice Alerting
- Visual Alerting (visual displays & visual alerting devices such as LED reader boards, colored unit indicator lights, strobes, and other options)
- Zoned Alerting (multiple ways to zone a fire station to be able to precisely route dispatch information either to general fire station zones (simple zoning), or precisely and only to the responding unit assigned to handle a call, allowing the rest of the responding units in the station to sleep through the night
- Mechanical Fire Station Control Technologies (Automated control of apparatus bay doors, gates around the fire station, traffic lights, gas stove shut-off, and other appliances & devices in and around the fire station)
- Audio Alerting (multiple options for fire station sounds systems, automated custom tones, HeartSaver tones)

Locution Systems Automated 911 Voice Alerting Overview

- ### What Is Automated Voice Alerting?

- Automated 911 voice alerting separates the act of speaking the initial 911 dispatch information to the responding units from the 911 dispatchers at the 911 communications center. Instead, the Locution fire station alerting system actually vocalizes the 911 dispatch in a crisp, clear, accent-neutral female voice when the dispatch reaches the designated rescue crew that will respond to the fire, accident, or medical emergency. Locution Systems' automated voice alerting allows the 911 dispatchers to handle more calls with the same level of staffing, speeds up the dispatching process, and saves time that allows dispatchers and/or 911 center call takes to either stay on the line with person calling in the emergency, or to talk with fire chiefs and field responders as needed.

How Does Locution Systems' Automated Alerting System Work?

- Automated voice alerting works as a complement to a Computer-Aided Dispatch (CAD) system installed in most emergency communication centers. The 911 dispatcher or 911 call taker identifies the location of the call, and then uses their CAD system to determine which unit should be assigned to respond. Dispatchers review the recommendations of the CAD system, confirm it, and then "commit" the dispatch with a key stroke or mouse click.
- Then, the CAD system sends a data packet with information on the specifics of the dispatch (assigned unit, incident type, address of the emergency, etc.) to the Locution Systems server in the communications center. Locution Systems' automated voice alerting automatically routes that data packet containing the dispatch information via a high-speed network to a PC in the fire station which contains an audio database specific to the department. That fire station PC with Locution software and the audio database assembles the spoken dispatch using word "bits" stored in that pre-recorded audio database. Locution automated voice alerting, an optional function in the overall Locution fire station alerting system, assembles the dispatch vocal elements from the Locution audio database, activates the PA system in the fire station and speaks the 911 dispatch in a clear, accent-neutral spoken dispatch that's sent to the

designated rescue unit for response. **The dispatcher remains in control and makes the decisions, but the computer speaks the dispatch.** When the Radio version of the Locution fire station alerting system is being implemented, those functions occur in the communications center, and the dispatch is vocalized over the department's radio system.

What Voice Technologies Does The Locution Systems' Automated Voice Alerting Offer?

- Locution Systems offers the two types of voice technology available on the market today. Automated voice alerting is an optional component of the Locution PrimeAlert® Fire Station Alerting System. The two types of automated voice alerting technology available through Locution Systems are:
- **Locution Systems PrimeAlert® CHV (Complete Human Voice) Technology:** This automated voice alerting technology is ONLY available through Locution Systems, and this technology provides the clearest, most understandable automated voice alerting. PrimeAlert® CHV voice technology utilizes pre-recordings of street names, incident types, and other information contained in a dispatch.
- **Locution Systems PrimeAlert® AHV (Approximated Human Voice) Technology:** This automated voice alerting technology utilizes vocal sound elements to form text-to-speech conversions in real-time. This is a pliable, trainable automated voice that can be configured to a fire department's needs. Locution's PrimeAlert® Voice Editor allows departments to custom program difficult, or hard-to-pronounce words.

1. *The PrimeAlert API (LCDI) Radio System will be for both 800 Mhz channels, and the PrimeAlert PTT Radio System will be for the Fire Dispatch over VHF, and IU Health EMTS VHF.*
2. *Customer must provide network connectivity between the central server and all system PCs, in order for the system to be functional.*
3. *Does not include any Radio System Infrastructure/Hardware or Console PC that Locution's PrimeAlert API Radio will tie into, this will need to be provided by the customer.*
4. *Does not include Motorola console to tie Locution PrimeAlert API Radio system into.* For primary dispatching, this can either be a dedicated console or a 'lightly used' console such as admin console that may be in back room. For backup radio operation, console if required (Locution provides backup capability in its standard pricing) is typically a 'lightly used' console. It also does not include any required firewalls between Locution server and Motorola console.
5. *Customer is responsible for contracting with CAD vendor for CAD side of Locution/CAD interface.*
6. Payment:
   25% upon acceptance.
   25% upon equipment delivery.
   25 % upon installation completion.
   25% upon final acceptance.

TERMS & CONDITIONS

Terms. Terms of payment are subject at all times to the approval of Emergency Radio Service, LLC dba ERS-OCI Wireless hereinafter called ERS-OCI Wireless, credit department. Payment options: Cash with Order, Cash on Delivery or Net 30. Forms of payment include: Cash, Check, MasterCard, Visa or American Express.

Damage or Claim Loss. ERS-OCI Wireless responsibility for damage or loss in transit of goods purchased ceases upon delivery of the goods in good condition to the carrier and the buyer assumes all risk of damage and loss in transit. Claims for errors, deficiencies or imperfections shall not be considered unless made within ten (10) days after receipt of the goods against which claim is made. All claims must be made in writing and must expressly refer to the appropriate bill of lading and factory order numbers. Any goods claimed defective shall be subject to inspection by ERS-OCI Wireless. Goods will not be taken back and repaired or replaced except by permission of ERS-OCI Wireless.

Cancellations. Orders placed with ERS-OCI Wireless may not be cancelled without the express written consent of ERS-OCI Wireless. Approved cancellations will be subject to; reimbursement of all ERS-OCI Wireless costs and associated with the order, including shipping and restocking charges.

Product Changes. In the interest of continuous product improvement ERS-OCI Wireless or any Manufactures represented by ERS-OCI Wireless may fill orders with goods having improvements or changes that are not shown in ERS-OCI Wireless' price catalogs or printed matter.

Warranty. New equipment sold by ERS-OCI Wireless carries the Warranty of the manufacturer unless other wise stated in the contract. These products must be properly installed, cared for, and operated under normal conditions, with competent supervision, and in accordance with the manufacturer's installation, operating and maintenance instructions.

ERS-OCI Wireless will not be responsible for performance deficiencies of the System caused by ancillary equipment, not furnished by ERS-OCI Wireless, attached to or used with the System provided hereunder. Additionally, ERS-OCI Wireless will not be responsible for System performance where the functionality is reduced for reasons beyond ERS-OCI Wireless' control including but not limited to i) the construction of a building that adversely affects the microwave path reliability or RF coverage; ii) the addition of additional frequencies at System sites that cause RF interference or intermodulation; iii) Customer changes to load usage and/or configuration outside the parameters originally specified; iv) any other act of parties who are beyond ERS-OCI Wireless' control, including Customer or its employees, contractors, consultants or agents.

Replacement parts purchased from ERS-OCI Wireless are warranted for a period of 90 days from date of invoice against defects in material and workmanship. Parts furnished by ERS-OCI Wireless on a warranty basis are warranted only to the expiration date of the warranty of the product they are a part of.

This warranty supersedes and is in lieu of all other warranties express or implied, and no person, agent, or Representative is authorized to give any additional warranty on behalf of ERS-OCI Wireless or assume for ERS-OCI Wireless any other liability in connection with any supplied product.

No warranty is given in connection with used products and equipment, or products or equipment altered or rebuilt, without ERS-OCI Wireless' or the manufacturer's written approval, unless otherwise specified.

General Indemnity. ERS-OCI Wireless agrees to indemnify and hold Customer harmless from all liabilities which may accrue against Customer on account of direct physical damage to tangible property or personal injury to the extent the damage or injury is caused by ERS-OCI Wireless' negligence, the actions or negligent inactions of ERS-OCI Wireless, or that of its employees, subcontractors, or agents while on the Customer's premises during the delivery, installation, or testing of the Communications System pursuant to this Agreement.

ERS-OCI Wireless indemnification of Customer under this section will be the full extent of ERS-OCI Wireless' Indemnification of Customer from liabilities that are in any way related to ERS-OCI Wireless' performance under this Agreement.

ERS-OCI Liability. ERS-OCI Wireless will use its best efforts to fill all orders given and accepted but it shall not be responsible or liable for delays or defaults occasioned by strikes, fires, floods, differences with workmen, accidents, the exercise of governmental authority, inability to obtain, or shortage of, materials, fuel, labor or transportation, for any reason, and all causes unavoidable or beyond ERS-OCI Wireless' control. ERS-OCI Wireless will not be responsible for any consequential damages arising from the installation or lack of performance of the equipment supplied on the face of this order.

Assignability. This Agreement may not be assigned by either party without the prior consent of the other party except that ERS-OCI Wireless may assign the Agreement to any of its affiliates or its right to receive payment without the prior consent of Customer. No assignment will release the assigning party from its obligations hereunder.

Title. Title of goods shipped by ERS-OCI Wireless will remain its property until full payment is received. ERS-OCI Wireless reserves the right to repossess all goods and remove without legal process, and that any payments which may have been made on account of same shall be retained by ERS-OCI Wireless as liquidated damages without prejudice to its right of recovery of further damage it may suffer from any cause.

Waiver. ERS-OCI Wireless' failure to object to provisions contained in the customer's order or any other communications shall not be deemed a waiver of the terms or conditions hereof nor acceptance of such provisions. No representations or guarantees other than those contained herein shall be binding upon ERS-OCI Wireless unless in writing and signed by an authorized officer of ERS-OCI Wireless.

Taxes. Any taxes that may be imposed upon the sale of the goods covered by this agreement, whether by Federal, State or Local Government, shall be paid by the buyer in addition to the specified purchase price.

Proprietary Rights. All plans, specifications, drawings and engineering data devised or designed by ERS-OCI Wireless shall remain the exclusive property of ERS-OCI Wireless and shall not be reproduced or altered excepting upon the written consent of authorized representatives of ERS-OCI Wireless.

Governing Law. This agreement shall be construed in accordance with the laws of and shall be deemed to have been executed in Ligonier, Indiana, Noble County.

4/3/2017

LOCUTION DISPATCH PROPOSAL, Dispatch Side Only

Detailed Equipment List:

2.0 Central System Software and Hardware
2.1 Software (Standardized)
1 Ea CSL-ADB-BCV Locution PrimeAlert Audio Database (Basic)
1 Ea CSL-SRV Locution PrimeAlert Server Software
1 Ea CSL-SUP Locution Prime Alert Supervisor (up to 10 licenses)
2.2 Software (Custom/Interfaces)
1 Ea CSL-ADB-ACV Locution PrimeAlert-Audio Database (Adv.)
1 Ea CSL-CFG-SW Software Configuration
1 Ea CSL-CSI Interface to CAD (Locution Side)
2.3 Hardware
1 Ea CHP-SRV Dell High-uptime Server

3.0 PTT & API Radio Hardware and Software
3.1 Software (Standardized)
1 Ea RSL-SSL-API PrimeAlert Radio - Application Program Interface (API) Server Side
1 Ea RSL-CSL-API PrimeAlert Radio - API) Client Side includes copy of DvServer for audio Interface to CAD (Locution side of Interface).
1 Ea RSL-SL-PTT PrimeAlert Radio - Push to Talk (PTT) Version (for dedicated radio dispatch channel
1 Ea LRPTTLIC-ADD
3.2 Software (Custom/Interfaces)
1 Ea RSL-CFG-API
1 Ea RSL-CFG-PTT PrimeAlert Radio - PTT Software Configuration
1 Ea RSL-ENG-PTT PrimeAlert Radio - PTT Drawings/Engineering
3.3 Hardware
2 Ea RHM-PCA-PT PrimeAlert Radio - PTT PC 2
2 Ea RHL-ENC32-PTPrimeAlert Radio - PTT Enclosure, Active Cooling
PrimeAlert Radio - Push to Talk (PTT) Version (for

5.0 Services
Project Management
1 Ea. PMENG-OV Project & Engineering Oversight
Training
1 Ea LOCTR-OP PrimeAlert Operation Training (On-Site)
1 Ea LOCTR-TEC PrimeAlert Technical Training (On-Site)
1 Ea INST-OV Installation Oversight (Installer Guidance)
Installation
1 Ea Complete Installation and Interface to Console System
Travel
1 Ea TRV01 Travel or Remote Costs (As needed)

	Price
Locution	$ 264,065.00
Tech Install Labor (Locution)	$ 4,400.00
Engineering/Project Management	$6,600.00
TOTAL	**$ 275,065.00**

MOTOROLA SOLUTIONS

Effective: 4/5/2017
Effective To: 6/5/2017

Bill-To:
MONROE COUNTY CENTRAL EMERGENCY DISPATCH

Ultimate Destination:

Attention:
Name: Jeff Schemmer
Phone:
Fax:

Sales Contact:
Name: Shane Hanna
Email: shane.hanna@ers-oci.com
Phone: (812) 340-3726

Contract Number: 17066- IN, State of QPA
Freight Terms: FOB Destination
Payment Terms: Net 300 Due

Item	Quantity	Nomenclature	Description
1	1	TT2833	COMPUTER, Z440 WORKSTATION WINDOWS 7 (NON RETURNABLE)
2	1	T7449	WINDOWS SUPPLEMENTAL TRANS CONFIG
3	1	T7885	MCAFEE WINDOWS AV CLIENT
4	1	B1905	MCC 7500 ASTRO 25 SOFTWARE
5	1	B1933	MOTOROLA VOICE PROCESSOR MODULE
5a	1	CA01642AA	ADD: MCC 7500 BASIC CONSOLE FUNCTIONALITY SOFTWARE LICENSE
5b	1	CA01643AA	ADD: MCC 7500 / MCC 7100 TRUNKING OPERATION
5c	1	CA01644AA	ADD: MCC 7500 /MCC 7100 ADV CONVL OPERATION
6	1	BLN1297	VPM POWER SUPPLY MOUNTING KIT
7	1	11231-719	SHELF
8	1		MISC INSTALLATION HARDWARE
9	1	SQM01SUM0239	MASTER SITE CONFIG UPGRADE
10	1	CA00996AL	ADD: NM/ZC LICENSE KEY 7.14
11	1	CA00997AL	ADD: UCS LICENSE KEY 7.14
12	1	CA02105AA	MCC7500/MCC7100 CONSOLE LIC
13	1	SVC	ENGINEERING
14	1	SVC	ST SET-UP
15	1	SVC	TECH INSTALL

Total Quote in USD **$ 53,565.00**

PO Issued to Motorola Solutions Inc. must:
>Be a valid Purchase Order (PO)/Contact/Notice to Proceed on Company Letterhead. Note: Purchase Requisitions cannot be accepted.
>Have a PO Number/Contract Number & Date
>Indentify "Motorola Solutions Inc." as the Vendor
>Have Payment Terms or Contact Number
>Be issued in the Legal Entity's Name
>Inclued a Bill- To Address with a Contact Name and Phone Number
>Include a ship to- To Address with a Contact Name and Phone Number
>Include and Ultimate Address (only if different than the Ship- To)
>Be Greater than or Equal to the Value of the Order
>Be in a Non-Editable Format

ERS OCI WIRELESS

MOTOROLA SOLUTIONS
PLATINUM CHANNEL PARTNER

Monroe County Central Emergency Dispatch
Bloomington, IN

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25 % upon installation completion.
25% upon final acceptance.
-Requires separate CAD vendor agreement for interface with Spillman.

Console Position Addition:

	Price
Add Console Position	$ 46,445.00
Labor, Engineering, ST Service (Console)	$ 7,120.00
TOTAL	**$ 53,565.00**

-Limited Position, no monitor or keyboard included (existing KVM will be utilized).

Total Initial Investment: $ 328,630.00

Annual Maintenance:

	Price
Locution Service Agreement	$ 24,738.00
SUA II Motorola Agreement Addition	
ERS-OCI 24/7 Annual Service Response Agreement	$ 3,960.00
TOTAL	**$ 28,698.00**

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