

# Lancaster County Capital Project Sales Tax III Application

---

To be considered by the Capital Project Sales Tax Commission, applications must be received by 8:30am on March 23, 2020

Complete all required fields and attach all documentation as outlined in this application. You will not be able to submit your proposal until you have done so. If you answer yes to either drop-downs on page 3, be sure to answer the additional questions below them. Please review the guidelines posted on the website to assist you in filling in the application.

## Questions:

If you have questions please visit our website where you can find application guidelines as well as other helpful information.

[www.mylanastersc.org/CPST](http://www.mylanastersc.org/CPST)

OR

Contact Sherrie Simpson

[ssimpson@lanastersc.net](mailto:ssimpson@lanastersc.net)

803-416-9307

---

**Amount Requested:** \$1,058,288.82

**Total Cost of Project:** \$1,058,288.82

**Location of Project:** 1941 Pageland Highway, Lancaster, SC 29720

**Expected timeframe to complete the project:** December 31, 2021

## SECTION I: REQUESTING ORGANIZATION INFORMATION

Name of Organization	Lancaster County Public Safety Communications
Contact Person and Title	Stephen Blackwelder, Director
Mailing Address	PO Box 1809, Lancaster, SC 29721
Phone Number	803-313-2188
Email Address	sblackwelder@lanc911.com
Website	mylanastersc.org

**ORGANIZATION TYPE** (check one)

501(c)

Governmental

Other

**SECTION II: PROJECT DESCRIPTION** *(Please refer to the guidelines on our website to ensure your responses qualify).*

**1. Describe your proposal.**

The proposed project is to replace and upgrade the radio consoles in the Lancaster County Public Safety Communications (911) Center. The current equipment was installed when the center was built in 2013 and will no longer have service support after December 31, 2021. This project would allow for upgrading from the current console computers to MCC7500E consoles. This upgrade will give Public Safety Communications more options than the current equipment in regard to our ability to communicate locally to the agencies we dispatch as well as statewide on the Palmetto 800 system. This interoperability with other counties would be something we struggle with currently.

In addition to having the new equipment that will still be seamlessly serviced by our vendor, this equipment will allow other 911 centers in adjoining counties to have the ability to communicate with our units. Our center could also communicate with the other counties' units when needed. This is important in case our staff needed to abandon our center. If something was to occur to make our center inoperable or uninhabitable, other jurisdictions would have the ability to take over communications operations with response agencies. Again we currently do not have this option.

**2. Describe the capital need being addressed by your proposal.**

This system is of critical importance in receiving and transmitting radio communications from the Public Safety Communications Center to First Responders in the County and City. Loss of service support on this equipment means our vendor cannot guarantee that needed replacement parts will be available if a component of the current system fails after December 31, 2021. This equipment cannot be out of service for any long period of time without affecting operations. This is the vital link the Telecommunication Officers use to dispatch and update first responding agencies on emergency situations.

**3. Please describe the benefit of your project to the larger community.**

This project keeps the equipment in the Public Safety Communications Center up to date and allows many more options for radio communications should there be a need for another county's 911 center to take over our operations. If there is a problem where our center is inoperable or uninhabitable, this equipment will allow our radio operations to be performed at another facility. This also enables us to communicate for those other counties should they have an issue at their center. This is mutually beneficial for all agencies that have this type equipment.

**SECTION III: ADDITIONAL FUNDING CONSIDERATIONS** *(Please refer to the guidelines on our website to ensure your responses qualify).*

**1. Will there be any additional, ongoing costs associated with your project? (i.e. personnel to run a new facility, maintenance, etc.)**

Yes

---

**a. If yes, please estimate and describe the nature of those costs in an itemized manner (i.e. personnel to run a new facility, maintenance, etc.).**

There is a \$500/month charge by Palmetto 800 to maintain the connection between this equipment and their system. This cost will be covered in the normal budget funding. After the first year of operation, the annual cost for software updates, preventative maintenance, and service of the equipment will cost \$116,250 annually. This cost will be taken care of in the normal operating budget for Public Safety Communications. The support and connectivity fees for the two laptops will be \$3600/ year. This cost will be taken care of in the normal operating budget as well.

**b. If yes, please indicate if there is an already identified and committed source of funding for those costs and provide information concerning the identified and committed funding source.**

The normal operational budget funding of PSC will cover these expenses.

---

**2. Will there be any other government funding assistance associated with this project (i.e. Federal, State, Municipal, etc.)?**

No

---

**a. If yes, please indicate the amount of planned funding and the sources in an itemized manner.**

**The following attachments MUST be submitted with your application. If not, your application will not be considered.**

- a. An itemized budget for your proposal.
- b. Copy of an annual audit for your organization performed by a certified public accountant (CPA)
- c. Proof of an engineer, architect, or other third party project consultant's involvement in project scope and cost estimation.

All applicants will be invited to present their proposals to the Commission. You will be contacted by staff following your submission to schedule a time during an upcoming meeting. Please also attach any additional handouts you would like them to have during this review session. **ANY HANDOUTS MUST BE ATTACHED WITH YOUR APPLICATION.**

**I hereby certify that I am an authorized signatory for the applicant organization and that this organization does not discriminate on the basis of race, color, age, sex, religion, sexual orientation, physical disability, veteran status, or national origin, and that all funds that may be received by applicant organization from the County of Lancaster will be solely used for the purposes set forth in this application and will comply with all laws and statutes.**

Signed via SeamlessDocs.com  
*Stephen Vance Blackwelder*  
Key: 5ee5b60990fc4e7b42e890297d44b1cf

03/18/2020

---

Signature

Date

## Budget for Radio Console Upgrade Project

### Initial Costs

Description	Vendor	Cost
12 MCC 7500E Radio Consoles-Equipment	Motorola	\$ 630,118.00
System installation, Training, First year Maint.	Motorola	\$ 231,228.00
Taxes on above	Motorola	\$ 50,409.44
2 Laptops, programming first year support	Motorola	\$ 57,527.20
Taxes on above	Motorola	\$ 4,026.18
Recorder-Integration, licensing, and equipment	Carolina Recording Systems	\$ 79,480.00
Installation, configuration, testing and training	Carolina Recording Systems	\$ 5,500.00
<b>Total</b>		<b>\$ 1,058,288.82</b>

### Annual Maintenance Costs

Continued warranty, software refresh, etc	Motorola	\$ 116,250.00
Port Fees for two switches	Palmetto 800	\$ 6,000.00
Support and Connectivity for Laptops	Motorola	\$ 3,600.00
<b>Total</b>		<b>\$ 125,850.00</b>

**See Comprehensive Annual Financial Report for Lancaster County,  
South Carolina attached to the Parks and Recreation Walnut Creek  
Soccer Project.**

Prepared for: Lancaster County PSC  
Steven Blackwelder Director

---

## System Overview

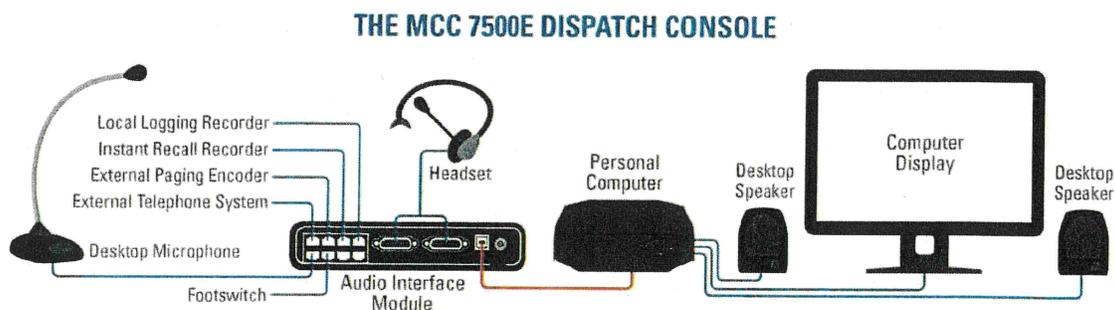
---

At the request of Lancaster County, South Carolina, Motorola is providing a quote for a twelve position MCC7500E radio dispatch console, operating off of the Palmetto800 radio system. The console quote includes twelve positions of MCC 7500E with capacity for up to 160 radio resources, secure capability with ADP/AES/DES-OFB Encryption algorithms and Enhanced Instant Recall Recorder. Also included in the quote is a Console Alias Manager (CAM), to provide the capability to modify radio aliasing that will appear on the console positions and an Archiving Interface Server (AIS) for connection of the existing logging recorder into the radio system.

Conventional Channel Gateway Routers (CCGW) are being proposed to interface the existing 32 control stations located at the current dispatch center. The CCGW provides an interface for control stations to the new MCC7500E dispatch network. Four additional 800 MHz consolettes have also been included as a part of the system configuration. These additional consolettes will utilize the existing control station combiner system, and will also interface to the Conventional Channel Gateway routers for access from the dispatch positions..

The Dispatch Console site is designed for redundant link connectivity from the dispatch site to the Palmetto800 Core located in Columbia, SC. The redundant Ethernet connectivity will be the responsibility of Lancaster County.

Below is a summary the proposed console equipment and peripherals included in our proposal. All licenses necessary for operation have also been included as part of the solution.



### Equipment for new Dispatch Center includes:

- 12 - MCC7500e Dispatch Operator Positions
  - Operator Z2 Mini CPU
  - 160 Radio Resource Capability License
  - ADP/AES/DES-OFB Encryption Capabilities



- 2 - MSI Purpose Built USB Speaker
  - MSI Purpose Built USB Gooseneck Microphone
  - Audio Interface Module (AIM)
  - Dual Headset Jacks
  - Enhanced Dual Instant Recall Recorder
  - Footswitch
  - 7 port USB Hub
- 
- 2 – Site Gateway Routers
  - 2 – 24 Port Site Switches
  - 1 – SDM3000 Auxiliary I/O Server
- 
- 1 – MKM7000 Console Alias Manager
    - MKM Z2 Mini CPU
    - 19” Monitor
  - 1 – Conventional Site Controller
- 
- 5 – Conventional Channel Gateway Routers (CCGW)
    - 8 Port Conventional Channel Interface
- 
- 4- APX7500 ASTRO Consolettes
    - Rack Mount Shelf
    - No Microphone Included (since backup, they can share existing microphone from existing Consolettes)
- 
- 1 – Motorola Archive Interface Servers (AIS)
    - AIS Z2 Mini CPU
    - 19” Monitor
    - Voice Process Module
    - ADP/AES/DES-OFB Encryption
    - Firewall for interface to Lancaster County IP Recorder
    - Switch
- 
- 1 – Set of Spares
    - Router
    - Switch
    - AIM
    - USB Speaker
    - USB Gooseneck Mic
    - Z2 Mini CPU
    - 7 port USB Hub

The pricing for this radio dispatch console is based on the design assumptions listed below.

---

## *Design Assumptions*

---

- All existing sites or equipment locations will have sufficient space, HVAC, grounding and electrical power, including backup UPS and/or generator power, available for the system described.
- Any site/equipment-location upgrades or modifications, including any site improvements required to meet R56 standards, will be the responsibility of the County.
- The County will be responsible for providing connectivity for the proposed radio dispatch consoles to the Palmetto800 radio system Core in Columbia, South Carolina.
- The design assumes that the Palmetto800 radio system will be at A2019.1 system release at the time of the implementation of the proposed console.
- The design assumes reuse of the County's existing monitors. This proposal does not include pricing for monitors at each position.
- The design assumes reuse of the County's existing furniture. This proposal does not include pricing for new console furniture.
- The proposed console includes pricing for an Archiving Interface Server (AIS) as an interface to provide radio system talk group audio to the County's existing logging recorder. It is the responsibility of the County to work with their logging recorder vendor to obtain pricing for making the interface into the proposed AIS.
- The proposed console will utilize existing antennas and transmission lines or these will be procured separately. This proposal does not include control station combiners, antennas and lines or the labor required to install them.
- The proposed console includes five eight-port Conventional Channel Gateways (CCGWs) for connection of local conventional radio resources. This will support the four proposed consoles and up to thirty-six additional existing conventional resources. The County will be responsible for connectivity to the CCGW for any resources that are not installed local to the console.

---

**Pricing**

---

**Twelve (12) Position MCC7500e Console:**

<b>Total Equipment</b>	<b>\$630,118.00</b>
<b>SI / Services</b>	<b>\$231,228.00</b>
<b>Taxes</b>	<b>\$50,409.44</b>
<b>Total</b>	<b>\$911,755.44</b>

Note: The SI Services include engineering, installation, configuration, optimization, project management, Console Training up to 12 Operators and first year warranty / wrap.

SC State Contract Number 4400021163

**NOTES:**

- Palmetto 800 will charge Lancaster County a monthly port fee of \$250.00 per switch (2) or \$500.00
- SI/Services include Project Management, System Staging, System Installation, training
- First year SUA \$116,250
- PW/M and SUA option years 2 thru 5 equals \$465,000 (Not included in total)



From:  
 Mike Hall (MCA)  
 Lancaster Office e

803-665-6843  
[mikehall@c](mailto:mikehall@c)

TO:  
 Lancaster County PSC  
 Lancaster  
 Stephen Blackwelder

Ship to: Same

DATE:	17-Mar-20
EXPIRATION DATE:	17-Aug-20

MCC 7100 Palmetto 800 Package

ITEM#	QTY	PART NUMBER	DESCRIPTION	PRODUCT CODE	UNIT DISC	LINE TOTAL
1	2	B1949	MCC 7500E SOFTWARE DVD	244	\$ 175.00	\$ 350.00
2	2	B1948	MCC 7500E DISPATCH POSITION LICENSES	244	\$ -	\$ -
2a	0	UA00249AA	ADD: 15 RADIO RESOURCES LICENSE	244	\$ 2,450.00	\$ -
2a	2	UA00250AA	ADD: 30 RADIO RESOURCES LICENSE	244	\$ 4,375.00	\$ 8,750.00
2a	0	UA00652AA	ADD: 160 RADIO RESOURCES LICENSE	244	\$ 13,174.00	\$ -
2b	2	UA00653AA	ADD: BASIC CONSOLE OPERATION	244	\$ 3,360.00	\$ 6,720.00
2c	2	UA00654AA	ADD: ASTRO 25 TRUNKING OPERATION	244	\$ 4,200.00	\$ 8,400.00
2d	2	UA00655AA	ADD: ADVANCED CONVENTIONAL OPERATION	244	\$ 2,520.00	\$ 5,040.00
2e	0	UA00658AA	ADD: SECURE OPERATION	244	\$ 2,730.00	\$ -
2f	2	UA00659AA	ADD: ADP/AES/DES-OFB ENCRYPTION	244	\$ 1,512.00	\$ 3,024.00
2g	2	UA00253AA	ADD: MCC 7100 INSTANT RECALL RECORDER	443	\$ 840.00	\$ 1,680.00
3	2	DSF2B56AA	USB EXTERNAL DVD DRIVE	708	\$ 137.60	\$ 275.20
4	2	T7885	MCAFFEE WINDOW'S AV CLIENT	580	\$ 132.00	\$ 264.00
5	0	B1941	USB AUDIO INTERFACE MODULE	443	\$ 1,330.00	\$ -
7	0	B1913	MCC SERIES HEADSET JACK	443	\$ 140.00	\$ -

8	0	B1914	MCC SERIES DESKTOP GOOSENECK MICROP	443	\$	175.00	\$	-
9	0	DSTWIN6328A	PROVIDES ONE DUAL PEDAL FOOTSWITCH	708	\$	232.00	\$	-
9	0	DSLOGITECHZ130	LOGITECH Z130 SPEAKERS	708	\$	29.60	\$	-
10	2	DSST7300U3M	STARTECH 7 PORT USB 3.0 HUB	708	\$	74.40	\$	148.80
11	2	B1951	MICROPHONE, DESKTOP, USB	244	\$	356.00	\$	712.00
12	2	B1952	SPEAKER, DESKTOP, USB	244	\$	388.00	\$	776.00
12a	2	CA03405AA	ADD: POWER SUPPLY WITH DC CORD	754	\$	60.00	\$	120.00
12b	2	CA03406AA	ADD: AC LINE CORD, NORTH AMERICA	754	\$	10.40	\$	20.80
12c	2	CA03413AA	ADD: USB CABLE, TYPE A TO TYPE C, 4.5M	754	\$	23.20	\$	46.40

10	2	SVC04SVC0004	Palmetto Package ***	989	\$	7,000.00	\$	14,000.00
11	2	SVC04SVC0004	1st Yr Annual Support and Connectivity (Mandatory)	989	\$	3,600.00	\$	7,200.00
12		SVC04SVC0004	2nd Yr Annual Support and Connectivity	989	\$	3,600.00	\$	-
13		SVC04SVC0004	3rd Yr Annual Support and Connectivity	989	\$	3,600.00	\$	-

Terms: net 30 days

Delivery

4-6 weeks \*\*

Date

17-Mar-2020

State Contract #

4400021163

SUBTOTAL	\$	57,527.20
SALES TAX		8%
Tax Hardware Only	\$	4,026.18
<b>TOTAL</b>	<b>\$</b>	<b>61,553.38</b>

\* First year required. If only first yr purchased, additional years due July 1st each year after.

\*\* Dependant on delivery of Laptop computers

\*\*\* Includes-Laptop, Backend Licensing, Setup and provisioning, Computer hard case.



**Carolina Recording Systems, LLC**  
**PO Box 11311**  
**Charlotte, NC 28220**  
**CRS**

**FOR: Existing Eventide NexLog - Motorola Astro P25 7.17 via AIS**

**Lancaster County Communications**  
 1941 Pageland Hwy  
 Lancaster, SC 29720  
 Steven Blackwelder  
 (803) 313-2188  
 sblackwelder@lanc911.com

**Quote Prepared By**  
**Kaitlyn Hunter**  
 sales@crsnc.com  
 (888) 776-0202  
 Fax: (888) 776-0201  
 Help Desk: (888) 661-0202

Est. Delivery	Terms	Shipping Terms	Quote Valid Through	Quote Number	
6 to 8 Weeks	Net 30	FOB - Frieght, Delivery - Prepaid and Add	12/30/2019	LANCASTER1019	
Line	Qty	Model	Description	Unit Price	Ext. Price
1	2	271035	Additional Internal IP G.711 8-Channel license pack	\$ 1,750.00	\$ 3,500.00
2	1	324772	Dual Port 100MB/1000 PCIe Network Card (for NexLog 740 only - Max QTY 1)	\$ 490.00	\$ 490.00
3	1	MotoP25	<b>Motorola P25 Integration via AIS</b> <b>Includes:</b> Integration to P25 Core via Customer-Supplied Archive Information Server (AIS) MCC7500 SDK License Fee Decoder Unit *For all P25 implementations, payment is required up front due to pass-through licensing charge to Motorola Solutions for use of the integration's Software Development Kit (SDK).	\$ 75,490.00	\$ 75,490.00
4			<b>Equipment Total</b>		<b>\$ 79,480.00</b>
5	1	XXXX	Professional Services: Includes Pre-installation site survey, installation, configuration, testing, and unlimited training.	\$ 5,500.00	\$ 5,500.00
6			<b>Solution Total</b>		<b>\$ 84,980.00</b>

**Installation Notes:**  
 Customer's radio, telephone, and CAD vendors should provide the proper inputs, identified and terminated within 6 feet of the recorder's physical location. Customer is responsible for insuring the necessary 3rd party licensing, installation, and integration work is completed by its other vendors.

**Lancaster County Communications**

Part Number	Description	Quantity	List Price (Each)	List Price (Extended)
<b>Existing Eventide Recorder</b>				
271035	Additional Internal IP G.711 8-Channel license pack	2	\$1,750.00	\$3,500.00
324772	Dual Port 100MB/1000 PCIe Network Card (for NexLog 740 only - Max QTY 1)	1	\$490.00	\$490.00

Motorola P25 Integration via AIS				
271141	Mandatory license fee for Initial System Release - for end-customer with ONE AIS (or FIRST AIS) (Non-Discountable; must be pre-paid)	1	\$49,995.00	\$49,995.00
209220	Integration to Motorola ASTRO 25 system - Initial ASTRO version - SINGLE AIS	1	\$11,995.00	\$11,995.00
115015	Mandatory Remote Install Prep for P25 or TETRA; (Non-Discountable)	1	\$3,500.00	\$3,500.00
1173-000	DVSI 4-Port Networked Decoder Unit (for P25, DMR, MOTOTRBO, NXDN)	1	\$10,000.00	\$10,000.00
Professional Services				
XXXX	Professional Services: Includes Pre-installation site survey, installation, configuration, testing, and unlimited training.	1	\$5,500.00	\$5,500.00
			<b>Solution-total</b>	<b>\$84,980.00</b>