

Kenai Peninsula Borough

Purchasing and Contracting Department

MEMORANDUM

TO: Charlie Pierce, Mayor

THRU: John Hedges, Purchasing & Contracting Director *JH*

FROM: Lisa Kosto, 911 Senior Manager *LK*

DATE: July 16, 2020

RE: Comtech Solacom Technologies – Guardian 911 Call Management, Under the Government General Services Administration (GSA) H-GAC Contract #20-00504

The vendor of the current 911 Management software in use in the Borough, Telecommunications Systems Inc. (TCS) is owned by the parent company Comtech Telecommunications Corp. (Comtech). Comtech no longer wanted to put development into the current 911 software XSolution Software suite and has chosen to decommission said software rather than upgrade to current standards. Comtech has purchased Solacom Technologies whose only product is 911 call management software. Due to this company acquisition, Comtech is in the process of decommissioning the XSolution products currently utilized by the Borough and encouraging all their customers to migrate over to Solacom's Guardian products. Comtech is waiving substantial software licensing costs for existing customers currently using the TCS XSolution software. The acquisition will allow us to utilize the latest technology to increase public safety, and implementing the product now will save a substantial amount in waived fees, as we will be required to migrate from the current product as it will no longer be supported.

Utilizing the established HGAC pricing structure, Solacom has provided a quotation for the sum of \$314,648.00 to implement the Guardian 911 Call Management product. A portion of this project for \$51,093 is funded by CARES to provide the 911 Management software at the 911 back-up center. For reasons stated above, Purchasing and Contracting would like to award Solacom Technologies with the contract to replace the existing XSolution software suite with the Solacom Guardian 911 Call Management software. The main qualifiers restated: meets industry and national standards, fully compatible with the existing Borough network hardware, gateways and devices, savings in maintenance costs as well as the satisfaction of procurement through GPO/GSA involvement.

Your approval is hereby requested. Funding for this project is in account numbers 705.94910.21E08.43019 & ~~271.94910.CAR17.5002~~ 271.94910.CAR17.43019

Charlie Pierce
Charlie Pierce, Mayor

7/20/2020
Date

FINANCE DEPARTMENT FUNDS VERIFIED	
Acct: <u>705.94910.21E08.43019 - \$263,555.00</u>	
XXXXXXXXXXXX - \$51,093.00 271.95164.CAR17.43019	
By: <u>CF BH</u>	Date: <u>7/20/2020</u>
NOTES: BUDGET REVISION IN PROCESS. THE RR WAS ALREADY SET UP THROUGH THE CARES BUDGET PROCESS AND IS ON FILE WITH FINANCE. FUNDS ARE ALREADY AVAILABLE.	