



Emergency Services IP Network (ESInet) and Next Generation Core Services

RFP #202691101

[Additional Cost Information \(Including Pricing Notes & Pricing for Optional Services\)](#)

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Submitted to:



David Sankey
State 911 Director
Nebraska Public Service Commission
1200 N Street, Suite 300
Lincoln, NE 68508
402.471.3101
dave.sankey@nebraska.gov

Prepared by:



Seth Wold
Sales Director
NextGen Communications, Inc. ("Allerium, a Comtech segment")
2401 Elliott Avenue, Suite 100
Seattle, WA 98121-3311
435.231.3292
seth.wold@comtech.com

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1. Cost Proposal

6. COST PROPOSAL

Costs must be submitted as provided in the Cost Proposal (Appendix A). The Cost Proposal must include a complete response on all requested pricing information. Bidders may not take exception to any specific terms provided in the Cost Proposal.

The points awarded to a bidder will be determined by the following formula:

Points to Award = Lowest Bidder's Total Cost Submitted ÷ Bidder's Total Cost Submitted x Maximum Possible Points.

Response:

Allerium's complete Revised Cost Proposal Addendum 2 is included with our proposal in Excel format. Additional information is featured below.

2. Pricing Notes

1. All pricing is in U.S. dollars.
2. Due to the structure of the RFP cost proposal format, pricing is provided in aggregate for the various sections or subsections. Vendor pricing is typically formatted as NGCS system non recurring and recurring fee, ESInet segment non recurring and recurring fees, and PSAP non recurring and recurring fees. Non recurring fees are milestone based or completion based specifically for the ESInet or PSAP fees. Recurring fees for each component begin as each component is available or deployed.
3. All non recurring cost are detailed in Columns D, E, & F of the cost proposal file. While these are aggregated within Schedule 2 in Year 1, the actual non recurring costs would spread to the applicable completion dates within the deployment schedule.
4. Annual recurring pricing in the RFP response does not consider a deployment ramp for services and treats all fees at full deployment levels for a full 12 months starting at the beginning of each year. Actual fees for the initial years will be lower than the RFP levels due to escalation of fees based on the availability or deployment of services and PSAPs.
5. All prices and charges are exclusive of any taxes applicable, including but not limited to sales, use, gross receipts, excise, access, bypass and other local, state and federal taxes, duties, charges, fees, levies and surcharges (including, without limitation, telecommunications taxes, universal service fees, franchise fees, regulatory compliance fees, emergency services surcharges, administrative surcharges and other similar charges), however designated, imposed or permitted by any government, public authority, or government agency, all of which are the responsibility of Customer to pay (collectively, "Taxes"), provided Customer shall not be responsible for payment of any taxes based on the net income of NxGnCo. Taxes, if any, may be separately stated on any invoice.
6. External and PSAP connectivity fees will begin once the segment is procured and is active for a specific site.
7. Connections to some Legacy Selective Routers (LSRs) may still be required during the service transition and as long as time division multiplexing (TDM) 9-1-1 calls need to be transmitted into the State 9-1-1 solution or transferred to other offnet legacy PSAPs.
8. Due to the volatility of TDM circuit pricing into the foreseeable future, Offeror reserves the right to change the pricing for the LSR connections within the External and PSAP connectivity fees if the Offeror's cost basis for these connections changes by more than 10%.
9. A logging service is included in the RFP response. Based on the RFP, it is unclear as to which PSAPs would elect to utilize this service. As such, the PSAP per position fees that would be applicable to any PSAP electing to utilize this service are included in the optional pricing.
10. A non recurring price for a single Post Deployment training session has been provided in section 7.6. This provides pricing for an on demand training session that can be provided after the initial training sessions provided during the PSAP deployment period. The pricing for the main bulk of the training effort / scope is provided in section 7.4.

11. Pricing is based on the information provided in the RFP, subsequent answers to offeror questions, the interpretation of that information, and this Offeror's RFP response. Additional clarifications may result in updated pricing.

3. Pricing for Value Added and Optional Services in the RFP

Allerium's pricing for value add and optional services in RFP Section 9 is included below.

Table 1. Value Add and Optional Services Pricing

	Non-Recurring Costs	Monthly Recurring Costs	Annual Recurring Costs	Notes
Call Handling Service Host	\$310,685.00	\$3,020.00	\$36,240.00	
Call Handling - 1 Position PSAP	\$82,445.00	\$698.00	\$8,376.00	
Call Handling - 2 Position PSAP	\$100,225.00	\$948.00	\$11,376.00	
Call Handling - 3 Position PSAP	\$117,255.00	\$1,200.00	\$14,400.00	
Call Handling - 4 Position PSAP	\$134,290.00	\$1,450.00	\$17,400.00	
Call Handling - 5 Position PSAP	\$151,325.00	\$1,700.00	\$20,400.00	
Call Handling - 6 Position PSAP	\$168,355.00	\$1,950.00	\$23,400.00	
Call Handling - 7 Position PSAP	\$185,390.00	\$2,200.00	\$26,400.00	
Call Handling - 8 Position PSAP	\$202,425.00	\$2,450.00	\$29,400.00	
Call Handling - 9 Position PSAP	\$219,455.00	\$2,700.00	\$32,400.00	
Call Handling - 10 Position PSAP	\$236,490.00	\$2,950.00	\$35,400.00	
Call Handling - 11 Position PSAP	\$253,525.00	\$3,205.00	\$38,460.00	
Call Handling - 12 Position PSAP	\$270,555.00	\$3,455.00	\$41,460.00	
Call Handling - 13 Position PSAP	\$287,590.00	\$3,705.00	\$44,460.00	
Call Handling - 14 Position PSAP	\$304,620.00	\$3,955.00	\$47,460.00	
Call Handling - 15 Position PSAP	\$321,655.00	\$4,205.00	\$50,460.00	
Call Handling - 16 Position PSAP	\$338,685.00	\$4,455.00	\$53,460.00	

	Non-Recurring Costs	Monthly Recurring Costs	Annual Recurring Costs	Notes
Call Handling - 17 Position PSAP	\$355,720.00	\$4,705.00	\$56,460.00	
Call Handling - 18 Position PSAP	\$372,755.00	\$4,955.00	\$59,460.00	
ESInet and NGCS Backup System	\$450.00	\$375.00	\$4,500	Pricing represents a single 2Mb low earth orbit (LEO) tertiary circuit. Other backup configurations exist. Allerium welcomes the opportunity to discuss other configurations with the State.

4. Pricing for Optional Services Beyond the RFP

Allerium's pricing for optional services beyond the RFP is included below.

Table 2. Optional Services Beyond the RFP Pricing

	Non-Recurring Costs	Monthly Recurring Costs	Annual Recurring Costs	Notes
Logging Service – Per Position	\$4,250.00	\$54.00	\$648.00	Per position pricing for PSAP electing to use the provided logging service.
GIS Professional Services	\$0	\$1,500 for <30,000 population \$3,800 for 30,000-100,000 population \$10,000 for >100,000 population	\$18,000 for <30,000 population \$45,600 for 30,000-100,000 population \$120,000 for >100,000 population	