

CO-OPERATIVE PURCHASE AGREEMENT NO. 5203

Fire Station Alerting Upgrade

THIS **Fire Station Alerting Upgrade Co-operative Purchase Agreement** ("Agreement") is entered into by and between the City of Corpus Christi, a Texas home-rule municipal corporation ("City") and Zetron Inc. ("Contractor"), effective upon execution by the City Manager or the City Manager's designee ("City Manager").

- 1. Co-operative Agreement.** Contractor has agreed to provide Fire Station Alerting Upgrade in accordance with its agreement with HGAC-RA05-21 (the "Co-operative Agreement"), which is incorporated by reference herein as if set out here in its entirety. In the event of a conflict between this Agreement and the Co-operative Agreement, this Agreement shall govern to the extent allowed by the Co-operative Agreement.
- 2. Scope.** Contractor will provide Fire Station Alerting Upgrade in accordance with the attached Statement of Work, as shown in Attachment A, the content of which is incorporated by reference into this Agreement as if fully set out here in its entirety.
- 3. Term.** The Term of this Agreement is five years beginning on the date provided in the Notice to Proceed from the City's Procurement Division. The parties may mutually extend the term of this Agreement for up to zero additional zero-year periods ("Option Period(s)"), provided, the parties do so in writing prior to the expiration of the original term or the then-current Option Period. The continuation of this Agreement after the close of any fiscal year of the City, which fiscal year ends on September 30th annually, is subject to appropriations and budget approval specifically covering this Agreement as an expenditure in said budget, and it is within the sole discretion of the City's City Council to determine whether or not to fund this Agreement. The City does not represent that this budget item will be adopted, as said determination is within the City Council's sole discretion when adopting each budget.
- 4. Compensation and Payment.** This Agreement is for an amount not to exceed \$301,924.50, subject to approved amendments and changes. All pricing must be in accordance with the attached Quote, as shown in Attachment B, the content of which is incorporated by reference into this Agreement as if fully set out here in its entirety.
Invoices must be mailed to the following address:

City of Corpus Christi
Attn: Accounts Payable
P.O. Box 9277
Corpus Christi, Texas 78469-9277

- 5. Notice.** Any notice required under this Agreement must be given by fax, hand delivery, or certified mail, postage prepaid, and is deemed received on the day faxed or hand-delivered or on the third day after postmark if sent by certified mail. Notice must be sent as follows:

IF TO CITY:

City of Corpus Christi
Attn: Greg Johnson
IT Public Safety Manager
1201 Leopard Street, Corpus Christi, TX 78401
Phone: 361-826-8354
Fax: 361-826-4342

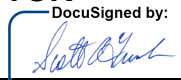
IF TO CONTRACTOR:

Zetron Inc.
Attn: Zetron Legal
6812 185th Ave., NE, Redmond, WA 98052
Phone: 425-820-6363
Email: legal@zetron.com

- 6. Entire Agreement.** This Agreement, along with the Co-operative Agreement, constitutes the entire agreement between the parties concerning the subject matter of this Agreement and supersedes all prior negotiations, arrangements, agreements and understandings, either oral or written, between the parties.

[Signature Page Follows]

CONTRACTOR

Signature:  DocuSigned by:
A7B8202376044B9...

Printed Name: Scott French

Title: President

Date: 9/13/2023

CITY OF CORPUS CHRISTI

Josh Chronley
Assistant Director of Finance – Procurement

Date: _____

APPROVED AS TO LEGAL FORM:

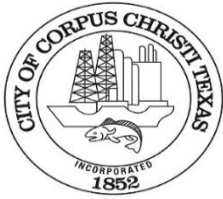
Assistant City Attorney Date

Attached and Incorporated by Reference:

- Attachment A: Scope of Work
- Attachment B: Bid/Pricing Schedule

Incorporated by Reference Only:

Co-operative Agreement: HGAC-RA05-21



ATTACHMENT A: SCOPE OF WORK

PROJECT NAME: Fire Station Alerting Upgrade

PROJECT ADDRESSES: Multiple

Scope of Work

Please refer to quote 20054503 for line-item details.

- A. Hardware for (18) fire stations
- B. (2) MAX FSA positions including base software, tone signaling/paging, event replay
- C. AUX I/O software, and stacked action workstation licenses
- D. Position hardware: (media docks, desktop microphones and speakers)
- E. The backroom includes:
 - 1. Two Centrals and Z-node Managers for system redundancy
 - 2. Two additional MAX Centrals to support the CAD API and Text-to-Speech service
 - 3. Two Portal Host
 - 4. 18 portal licenses for the remote FSA gateways
 - 5. Two CNB radio gateways with interface license and cables for four XG75 radios, a redundant power system and rack mounts.
- F. At the fire station quote includes:
 - 1. FSA Audio Gateway with four-wire interfaces for existing PA connectivity
 - 2. AUX I/O ethernet device with associated licenses and components
- G. On-site operator training
- H. Remote configuration services
- I. Four Spots for Factory Technical Training - to be provided at not cost

City Point of Contact:

Greg Johnson, IT Public Safety Manager
City of Corpus Christi Information Technology
Office 361-826-1935
davidl4@cctexas.com

Contractor Point of Contact:

Steven Hedley

Regional Sales Manager

steven.hedley@zetron.com

512-541-5216



Attachment B: Bid/Pricing Schedule QUOTATION

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Zetron Inc
6812 185th Ave, NE
REDMOND WA 98052
USA

PO Box 97004
REDMOND WA 98073-9704
USA

Phone: +1 425 820 6363

Customer # : 100100
Sold to Name Corpus Christi
Sold to Address Fiance C/O Acct Payable P.O
CORPUS CHRISTI TX 78469
Contact Name Peter Collins
Contact Phone
Contact Fax
Contact Email
Opportunity #

Quote Number 20054503
Quote Date 08/11/2023
Quote Expires 09/10/2023
End User Corpus Christi, TX
End User Site
System ID
Sales Person Steven Hedley
Price Sheet MAX FSA
Price List HGAC-RA05-21

HGAC (2) position MAX Fire Station Alerting quote for Corpus Christi, TX. This is for support of (18) fire stations. (2) MAX FSA positions including base software, tone signaling/paging, event replay, AUX I/O software, and stacked action workstation licenses, position hardware: (media docks, desktop microphones and speakers) The backroom comprises of (2) Centrals and Z-node Managers for system redundancy, (2) additional MAX Centrals to support the CAD API and Text-to-Speech service. (2) Portal Host with (18) portal licenses for the remote FSA gateways, (2) CNB radio gateways with interface license and cables for 4 XG75 radios, a redundant power system and rack mounts. At the fire station quote includes FSA Audio Gateway with 4-wire interfaces for existing PA connectivity and AUX I/O ethernet device with associated licenses and components. This quote includes on-site operator training, remote configuration services as well as four spots for Factory Technical Training. Extended service plan must be purchased in order to maintain continuous technical factory support and software updates. 10% discount on the XMP-0359-EBS is only available if all (4) years of Extended PSP is purchased at the time of original order. **NO Win10 PCs, monitors, network switches, or network routing devices on quote. Factory training has been provided at no cost.

Line	Part Number	Description	List Price	Disc. %	Net Price	Quantity	Ext. List	Ext. Net
		HARDWARE - Fire Station						
		This BOM contains Sub-Item: 20 to 60						
20	905-0536	MAX Fire Station Gateway	3,100.00	10%	2,790.00	18 EA	55,800.00	50,220.00
30	709-7968-20F	MAX Radio Gateway to Tail Cable (20ft)	100.00	10%	90.00	18 EA	1,800.00	1,620.00
40	802-2117	Acromag Ethernet I/O Unit 32 Optically Isolated Inputs, 16 Relay Outputs (250 VAC@ 2A) 18 to 36 VDC, Power Supply Not Included. IMPORTANT! Order additional 802-0255 Power Supply when step up voltage is necessary, refer to Acromag manual for specifications <(>&<)> requirements.	2,425.00	10%	2,182.50	18 EA	43,650.00	39,285.00
50	950-1347	Network Isolation Switch Must be used with P/N 802-2117	250.00	10%	225.00	18 EA	4,500.00	4,050.00
60	802-0255	Power Supply for 802-2117 Acromag Ethernet Unit	50.00	10%	45.00	18 EA	900.00	810.00
		HARDWARE - Dispatch Center						
		This BOM contains Sub-Item: 80 to 190						
80	901-9691	Media Dock XS Power Supply (802-0692) is not included	3,975.00	10%	3,577.50	2 EA	7,950.00	7,155.00
90	416-0012	AC Power Cord (North America) Required for items that need mains power input	25.00	10%	22.50	2 EA	50.00	45.00
100	802-0692	Power Supply, Desktop 60W	75.00	10%	67.50	2 EA	150.00	135.00
110	802-0756	Optical Mouse, Waterproof Antimicrobial	50.00	10%	45.00	2 EA	100.00	90.00
120	901-9740	MAX Central MAX Central is the hardware platform that hosts the MAX Manager, Telephony Gateway, IP Voice Logger Gateway, and the Aux I/O Gateway. Includes five 10' shielded Cat 5e	4,600.00	10%	4,140.00	4 EA	18,400.00	16,560.00



QUOTATION

Line	Part Number	Description	List Price	Disc. %	Net Price	Quantity	Ext. List	Ext. Net
		cables.						
130	901-9738	MAX Central Portal Host	3,925.00	10%	3,532.50	2 EA	7,850.00	7,065.00
140	709-0163-15F	USB 2.0, Type A, Type B, Cable, 15ft	50.00	10%	45.00	2 EA	100.00	90.00
150	950-1405	Amplified 5W Speaker V2 Assembly	775.00	10%	697.50	4 EA	3,100.00	2,790.00
		Shielded CAT5e cable sold separately						
160	709-0170-10F	10 ft Shielded Cat5e Cable for Speakers	25.00	10%	22.50	4 EA	100.00	90.00
170	950-1142	Redundant 12VDC Power System - Up to 20 Devices	3,125.00	10%	2,812.50	1 EA	3,125.00	2,812.50
		This is a redundant power supply that can support up to 20 MAX Dispatch devices. Includes 19" rack mount enclosure.						
180	950-1134	12VDC Power Distribution Panel	575.00	10%	517.50	1 EA	575.00	517.50
		Can support up to 40 MAX Dispatch devices. Fuses not included.						
190	416-0043	Fuse, 3 Amp	25.00	10%	22.50	18 EA	450.00	405.00
		HARDWARE - Documentation						
		This BOM contains Sub-Item: 210						
210	395-0156	MAX FSA Manual Set on DVD	30.00	10%	27.00	1 EA	30.00	27.00
		SOFTWARE						
		This BOM contains Sub-Item: 230 to 310						
230	950-1363	MAX Dispatch <(>&<)> MAX FSA Stacked Actions Feature License	1,775.00	10%	1,597.50	2 EA	3,550.00	3,195.00
		One License Per Console (formerly Multi-Function Button Software Kit)						
240	950-1423	MAX FSA CAD API with Premium Text Gateway Bundle	13,300.00	10%	11,970.00	1 EA	13,300.00	11,970.00
		Advanced MAX FSA CAD API bundle with 930-0412 Critical note: "Mandatory Add-on for this CAD API bundle is (1) 950-1363 to reside on the default MAX FSA workstation console"						
250	950-1435	MAX FSA Standard Software	5,275.00	10%	4,747.50	2 EA	10,550.00	9,495.00
260	930-0231	Z-Node Manager	3,875.00	10%	3,487.50	2 EA	7,750.00	6,975.00
		At least 1 Z-Node Manager is required for each system.						
270	930-0233	MAX Portal Remote Radio or Console License	250.00	10%	225.00	18 EA	4,500.00	4,050.00
280	930-0224	Tone Signaling/Paging Feature Set	1,875.00	10%	1,687.50	2 EA	3,750.00	3,375.00
		Includes: Manual paging operation, instant call <(>&<)> stacked paging, 2-tone 100, 1000, <(>&<)> Custom Calls (Mot <(>&<)> GE), Quick Call (2+2), DTMF, Knox.						
290	930-0225	Event Replay	2,125.00	10%	1,912.50	2 EA	4,250.00	3,825.00
		Short term audio playback at the console position.						
300	930-0226	MAX Dispatch Aux I/O Console Feature Set	1,875.00	10%	1,687.50	2 EA	3,750.00	3,375.00
		Enables Aux I/O features for the Dispatch Console						
310	930-0239	Aux I/O Port License - 48 Ports	1,100.00	10%	990.00	18 EA	19,800.00	17,820.00
		Supports any combination of Inputs and Outputs up to 48						



QUOTATION

Line	Part Number	Description	List Price	Disc. %	Net Price	Quantity	Ext. List	Ext. Net
		Training Training Includes: All printing, travel related expenses Unlimited host agency attendance Preession Surveys; Executive ReadOut 5 accesses to Online LMS, Instructors Forum ; Peer Community This BOM contains Sub-Item: 330						
330	X97-359F	TRN, factory- MAX FSA Installation, Configuration <(>&<)> Maintenance MAINTENANCE - Product Service Plans *****Plans are for North America and Latin America only***** This BOM contains Sub-Item: 350 to 360	1,250.00	100%	0.00	4 EA	5,000.00	0.00
350	XMP-0359-BAS	MAX FSA-PSP Base Service Plan 1 year Software Services, 1 years Hardware Services, 1 year of Advance Hardware replacement, Operator web training (2-4 hr sessions) and 1 year membership in the Zetron MAX Users Group	1.00	100%	0.00	1 EA	1.00	0.00
360	XMP-0359-EBS-4	MAX FSA-PSP Extended Service Plan (4YR) SERVICES - Remote Services *****Plans are for North America and Latin America only***** This BOM contains Sub-Item: 380	5,500.00	20%	4,400.00	18 EA	99,000.00	79,200.00
380	XMP-0359-RCS	MAX FSA-PSP Remote Configuration Services Systems <(>&<)> CSSI Remote assistance for initial system configuration. Additional remote and/or on-site configuration may be necessary based on design and project complexity SERVICES - On-Site Services *****Plans are for North America only***** This BOM contains Sub-Item: 400	5,075.00	0%	5,075.00	1 EA	5,075.00	5,075.00
400	XMP-0359-OSO	MAX FSA-PSP On-Site Operator Training, Per Day Price is Per Day, is for North America Only and with 3 weeks Advance Notice OPTIONS - MAX Solutions Recommended Opti This BOM contains Sub-Item: 420 to 440	2,825.00	0%	2,825.00	2 EA	5,650.00	5,650.00
420	901-9731	Desktop Microphone, with 6' RJ45 to RJ45 Cable	1,450.00	10%	1,305.00	2 EA	2,900.00	2,610.00
430	950-0589	Single Unit Rack Mount Option	150.00	10%	135.00	18 EA	2,700.00	2,430.00
440	950-0588	Dual Unit Rack Mount Option	225.00	10%	202.50	4 EA	900.00	810.00
		Miscellaneous This BOM contains Sub-Item: 460 to 490						
460	709-8003-20F	MAX Radio Gateway to Harris M7300 Cable (20ft)	175.00	10%	157.50	4 EA	700.00	630.00
470	901-9690	MAX CNB Radio Gateway Hardware	3,125.00	10%	2,812.50	2 EA	6,250.00	5,625.00
480	930-0221	Block of 10 Radio Channel Licenses	775.00	10%	697.50	1 EA	775.00	697.50



QUOTATION

Line	Part Number	Description	List Price	Disc. %	Net Price	Quantity	Ext. List	Ext. Net
490	930-0260	Harris Interface License (M7300)	375.00	10%	337.50	4 EA	1,500.00	1,350.00

Ext. List total	USD	350,281.00
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Ext. Net Total	USD	301,924.50
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Shipping not included