JUDICIARY COMMITTEE
Tuesday, July 7, 2026

Call to Order:

Committee Members: Grant, Maloney, Weaver

Absent:

Non-Voting Members:

Staff Present:

Invited Department Representative:

Excused Absences:

Unexcused Absences:

AGENDA

SHERIFF:G/17, G/18, G/22, G/26
PROBATION: G/5, G/6, G/10, G/12
PUBLIC DEFENDER: G/13
PUBLIC SAFETY: G/15, G/30

INDEX OF RESOLUTIONS:		
COMMITTEE	RESOLUTION	TITLE
J/B/R	G/5	RESOLUTION AUTHORIZING THE PURCHASE OF TWO HANDHELD RADIOS -DEPARTMENT OF PROBATION Motion Made By: Seconded By: In favor: Opposed: Notes:
C/J/B/R	G/6	RESOLUTION AUTHORIZING AN AGREEMENT WITH CATALIS COURTS & LAND RECORDS, LLC FOR SOFTWARE MAINTENANCE FOR THE CASELOAD EXPLORER PROBATION CASE MANAGEMENT SYSTEM - DEPARTMENT OF PROBATION Motion Made By: Seconded By: In favor: Opposed: Notes:

C/J/B/R	G/10	**RESOLUTION AUTHORIZING AN AGREEMENT WITH STRENGTH AT HOME, LLC FOR THE STRENGTH AT HOME DOMESTIC VIOLENCE INTERVENTION PROGRAM – DEPARTMENT OF PROBATION** **Motion Made By:** **Seconded By:** **In favor:** **Opposed:** **Notes:**
C/J/B/R	G/12	**RESOLUTION AUTHORIZING ACCEPTANCE OF A GRANT AWARD FROM THE NEW YORK STATE DIVISION OF CRIMINAL JUSTICE SERVICES AND AMENDING THE 2026 RENSSELAER COUNTY ADOPTED BUDGET – DEPARTMENT OF PROBATION** **Motion Made By:** **Seconded By:** **In favor:** **Opposed:** **Notes:**
C/J/B/R	G/13	**RESOLUTION AUTHORIZING THE EXTENSION OF A GRANT AWARD FROM NEW YORK STATE OFFICE OF INDIGENT LEGAL SERVICES – PUBLIC DEFENDER, CONFLICT DEFENDER AND PUBLIC ADMINISTRATOR** **Motion Made By:** **Seconded By:** **In favor:** **Opposed:** **Notes:**
C/J/B/R	G/15	**RESOLUTION AUTHORIZING THE ACCEPTANCE OF A GRANT FROM THE NEW YORK STATE DIVISION OF HOMELAND SECURITY AND EMERGENCY SERVICES, AMENDING THE 2026 RENSSELAER COUNTY ADOPTED BUDGET AND AUTHORIZING A CONTRACT WITH MOTOROLA SOLUTIONS INC. FOR RADIO SYSTEM UPGRADES - BUREAU OF PUBLIC SAFETY** **Motion Made By:**

		Seconded By: **In favor:** **Opposed:** **Notes:**
J/B/R	**G/17**	**RESOLUTION AMENDING THE 2026 RENSSELAER COUNTY ADOPTED BUDGET - OFFICE OF THE RENSSELAER COUNTY SHERIFF** **Motion Made By:** **Seconded By:** **In favor:** **Opposed:** **Notes:**
J/B/R	**G/18**	**RESOLUTION AUTHORIZING THE PURCHASE OF ONE (1) VEHICLE FOR USE BY THE DRUG TASK FORCE UNIT – OFFICE OF THE RENSSELAER COUNTY SHERIFF** **Motion Made By:** **Seconded By:** **In favor:** **Opposed:** **Notes:**
J/B/R	**G/22**	**RESOLUTION AMENDING THE 2026 RENSSELAER COUNTY ADOPTED BUDGET – OFFICE OF THE RENSSELAER COUNTY SHERIFF** **Motion Made By:** **Seconded By:** **In favor:** **Opposed:** **Notes:**
J/B/R	**G/26**	**RESOLUTION AMENDING RESOLUTION G/199/26 – OFFICE OF THE RENSSELAER COUNTY SHERIFF** **Motion Made By:** **Seconded By:** **In favor:** **Opposed:** **Notes:**

C/J/B/R	**G/30**	**Resolution AUTHORIZING AN INTERMUNICIPAL AGREEMENT WITH THE TOWN OF SAND LAKE AND SAND LAKE AMBULANCE, INC.– BUREAU OF PUBLIC SAFETY** **Motion Made By:** **Seconded By:** **In favor:** **Opposed:** **Notes:**

RENSSELAER COUNTY LEGISLATURE

Introduced by Legislator(s) Loveridge, Grant, Ashley, Maloney, Weaver

Sent To: Contracts & Agreements **Committee** **Date** July 14, 2026

Resolution No. G/5

RESOLUTION AUTHORIZING THE PURCHASE OF TWO HANDHELD RADIOS – DEPARTMENT OF PROBATION

WHEREAS, This Resolution is filed with Rensselaer County Legislature by the Rensselaer County Executive; and

WHEREAS, The Rensselaer County Department of Probation ("Department") is in need of two (2) additional handheld radios to enhance officer safety and to be used while conducting supervision, surveillance, and warrant execution on offenders that are being supervised by the Department's domestic violence unit ; and

WHEREAS, The Department received a quote from Motorola Solutions for (two) APX NEXT Single Band Portable Radios in the amount of $16,905.56, via New York State Contract #PT68722, Award #23141, Group #77200; and

WHEREAS, Resolution G/197/26 authorized the acceptance of a grant award in the amount of $193,240.00 from the New York State Division of Criminal Justice Services ("DCJS") for the Statewide Targeted Reductions in Intimate Partner Violence (STRIVE) Initiative for the prevention of and intervention (e.g., enforcement, prosecution) in incidences of intimate partner violence through evidence-based, survivor-centered, trauma-informed, and culturally responsive strategies ; and

WHEREAS, The Department will utilize the DCJS STRIVE grant funding for this purchase with the funds being available within the Department's 2026 operating budget via appropriations code A.3140.02400.STRIVE. 2026.02400; and

WHEREAS, This purchase is being made in accordance with the policies and procedures set for in the Rensselaer County Purchasing Guidelines; and

WHEREAS, The name and address of the vendor, the source of funding for this purchase, and the total amount to be expended for this purchase, which shall not exceed budgeted appropriations are as follows:

DESCRIPTION	VENDOR	APPROPRIATION CODE	AMOUNT
(2) APX Next Single Band Portable Radio	Motorola Solutions 123 Tice Blvd., Suite 202 Woodcliff Lake, NJ 07677	A.3140.02400.STRIVE. 2026.02400	$16,905.56

; now, therefore, be it

RESOLVED, That the Director of the Bureau of Central Services, is authorized to sign a purchase order for the above described purchase.

Resolution ADOPTED by the following vote:
Ayes:
Nays:
Abstain:
July 14, 2026

Clerk of the Legislature

Sent to County Executive____________________

Received from County Executive________

____
Clerk of the Legislature

Executive Action

Approved____________ **Date**_________

Disapproved__________
Veto Message Attached and Returned to Clerk

____
County Executive

LEGISLATIVE FISCAL IMPACT STATEMENT

Type of Legislation: Local Law:_______ G Resolution:_______ P Resolution:_______

Title of Legislation: Resolution Authorizing The Purchase of Two Handheld Radios

Requested by: Probatioin

Sponsor(s):_______

FISCAL IMPACT

1) Projected cost of proposed legislation, if any: $ 16,905.56 current year
0 ongoing expenses per year

2) Method of financing – note all that apply (federal funding, state funding, bonding, tax levy, etc.): State Funding- STRIVE Grant Year II

a) For federal funding: amount $_______ and length of time federal funding is available _______. Is it available for ongoing expenses? Yes ______ or No ______

b) For state funding: amount $ 16,905.56 and length of time state funding is available 12 months. Is it available for ongoing expenses? Yes ______ or No x

c) If bonded, state amount of total indebtedness this legislation will create and projected interest cost over the course of borrowing:
Principal $_______
Total projected interest costs $_______

d) Tax levy impact for current year $ 0 and ongoing $ 0

e) Other (please explain) $_______

3) Is this expense or program mandated? Yes ______ No x

4) Length of expense or project (one time only, ongoing, etc.): One Time Only

5) Justification for the appropriation/expenditure requested. Include any revenue this will produce or any expense that will be avoided: The Department received and accepted the STRIVE- (State Wide Targeted Reduction In Intimate Partner Violence) grant. Part of the grant is to be used for equipment. The handheld radios will be used while conducting supervision, surveillance and warrant execution on offenders that are being supervised by the Department's Domestic Violence Unit. The radios will allow for better communication while in the field and enhance officer safety.

Department Head

Kara E. Wohlleber

RECEIVED
MAY 22 2026
RENSSELAER COUNTY
PROBATION DEPARTMENT

RENSSELAER COUNTY LEGISLATURE

Introduced by Legislator(s) Loveridge, Grant, Ashley, Maloney, Weaver

Sent To: Contracts & Agreements **Committee** **Date** May 12, 2026

Resolution No. G/197/26

RESOLUTION ACCEPTING A GRANT AWARD FROM THE NEW YORK STATE DIVISION OF CRIMINAL JUSTICE SERVICES ON STATEWIDE TARGETED REDUCTIONS IN INTIMATE PARTNER VIOLENCE (STRIVE) GRANT PROGRAM AND AMENDING THE 2026 ADOPTED RENSSELAER COUNTY BUDGET - DEPARTMENT OF PROBATION

WHEREAS, This Resolution is filed with the Rensselaer County Legislature by the Rensselaer County Executive; and

WHEREAS, The Rensselaer County Department of Probation has been awarded a grant from the New York State Division of Criminal Justice Services for the Statewide Targeted Reductions in Intimate Partner Violence (STRIVE) Initiative in the amount of $193,240.00 for the period of April 1, 2026 through March 31, 2027; and

WHEREAS, Of the total grant award, $154,451.00 will be allocated within the 2026 Rensselaer County Budget, and the remainder will be allocated within the Department's 2027 budget; and

WHEREAS, The primary focus of this grant will be the prevention of - and intervention (e.g., enforcement, prosecution) in - incidences of intimate partner violence through evidence-based, survivor-centered, trauma-informed, and culturally responsive strategies; and

WHEREAS, The grant award will provide for program expenses including salary and fringe benefits for a Probation Officer (STRIVE Officer), other Probation Officers' overtime, personnel expenses (stipends) related to department operations, support programs targeting areas of most risk toward violent crime, and training; now, therefore, be it

RESOLVED, That any positions, programs, expenditures, and/or agreements or contracts authorized or established pursuant to this resolution shall terminate and cease upon discontinuance of said funding; and, be it further

RESOLVED, That the County Executive, or his designee, shall be and hereby is authorized to execute the grant agreement with the New York State Division of Criminal Justice Services, subject to approval as to form by the Rensselaer County Attorney; and, be it further

RESOLVED, That the 2026 Rensselaer County Adopted Budget shall be and hereby is amended as follows:

GENERAL FUND REVENUE

CODE	PRESENT	CHANGE	REVISED
A.3140.33107.STRIVE.2026 Misc. Probation Grants – STRIVE Initiative	$ 0.00	$154,451.00	$154,451.00

GENERAL FUND APPROPRIATIONS

CODE	PRESENT	CHANGE	REVISED
A.3140 Department of Probation			
.01007.STRIVE.2026 On-call Stipend	$ 0.00	$ 750.00	$ 750.00
01007.STRIVE.2026 Program Stipend	$ 0.00	$ 3,750.00	$ 3,750.00
.01007.STRIVE.2026 Overtime	$ 0.00	$ 33,750.00	$ 33,750.00
.01007.STRIVE.2026 Probation Officer	$ 0.00	$ 51,320.00	$ 51,320.00
.02400.STRIVE.2026 Other Equipment	$ 0.00	$ 27,481.00	$ 27,481.00
.04300.STRIVE.2026 Telephone	$ 0.00	$ 1,188.00	$ 1,188.00
.04500.STRIVE.2026 Special Dept. Supplies	$ 0.00	$ 790.00	$ 790.00
.04560.STRIVE.2026 Training	$ 0.00	$ 8,652.00	$ 8.652.00
.04700.STRIVE.2026 Program Expenditures	$ 0.00	$ 1,500.00	$ 1,500.00
.08008.STRIVE.2026 Employee Benefits	$ 0.00	$ 25,270.00	$ 25,270.00
TOTAL APPROPRIATIONS:		$154,451.00	

Resolution ADOPTED by the following vote:
Ayes: 16
Nays: 0
Abstain: 0
May 12, 2026

Clerk of the Legislature

Sent to County Executive May 13, 2026

Received from County Executive May 19, 2026

Teresa Merriman

Clerk of the Legislature

Executive Action

Approved ✓ **Date** 5/19/26

Disapproved__________

Veto Message Attached and Returned to Clerk

Steven F. McLaughlin

County Executive

Rensselaer County Legislature

Clerk's Certification (G)

I, Jessica L. Charette, Clerk of the Rensselaer County Legislature, do hereby **CERTIFY** that I have compared the foregoing copy with the original resolution(s) enacted by the Rensselaer County Legislature at a legally convened meeting held on the 12th day of May, 2026 and that the same is a true and complete copy thereof. The original final resolution(s) is/are on file in my office, as of the 19th day of May, 2026, located at 99 Troy Road, East Greenbush, New York, and became effective on the 19th day of May.

IN WITNESS WHEREOF, I have hereunto set my hand and affixed the seal of the Rensselaer County Legislature of Troy, New York, this 20th day of May, 2026.

Seal

Jessica L. Charette

Jessica L. Charette
Clerk of the Legislature
County of Rensselaer
State of New York

05/01/2026

RENSSELAER COUNTY PROBATION DEPT
61 STATE STREET
TROY, NY 12180

RE: Motorola Quote for APX NEXT

Dear Jay W. Van Aken,

Motorola Solutions is pleased to present RENSSELAER COUNTY PROBATION DEPT with this quote for quality communications equipment and services. The development of this quote provided us the opportunity to evaluate your requirements and propose a solution to best fulfill your communications needs.

This information is provided to assist you in your evaluation process. Our goal is to provide RENSSELAER COUNTY PROBATION DEPT with the best products and services available in the communications industry. Please direct any questions to Lee Beck at lee.beck@bearcom.com.

We thank you for the opportunity to provide you with premier communications and look forward to your review and feedback regarding this quote.

Sincerely,

Lee Beck
Sales Coordinator

Motorola Solutions Manufacturer's Representative

Billing Address:
RENSSELAER COUNTY
PROBATION DEPT
61 STATE STREET
TROY, NY 12180
US

Shipping Address:
RENSSELAER COUNTY
PROBATION DEPT
61 STATE STREET
TROY, NY 12180
US

Quote Date:05/01/2026
Expiration Date:07/03/2026
Quote Created By:
Lee Beck
Sales Coordinator
lee.beck@bearcom.com
518-874-9835

End Customer:
RENSSELAER COUNTY PROBATION DEPT
Jay W. Van Aken
jvanaken@rensco.com
518-266-7123

AGREEMENT: STATE OF NEW YORK
Payment Terms:30 NET

Summary:

Any sales transaction resulting from Motorola's quote is based on and subject to the applicable Motorola Standard Terms and Conditions, notwithstanding terms and conditions on purchase orders or other Customer ordering documents. Motorola Standard Terms and Conditions are found at www.motorolasolutions.com/product-terms.

Line #	Item Number	Description	Qty	Term	List Price	Disc %	Sale Price
	APX™ NEXT	APX NEXT SINGLE BAND					
1	H45TGT9PW8AN	PORTABLE RADIO APX NEXT SINGLE BAND MODEL 4.5	2		$6,641.00	35.0%	$4,316.65
1a	Q387CB	ADD: MULTICAST VOTING SCAN	2		Included	Included	Included
1b	QA09017AA	ADD: LTE WITH ACTIVE SERVICE AT&T US	2		$0.00	0.0%	$0.00
1c	QA07710AA	ALT: STUBBY 7-800MHZ 6CM ANTENNA	2		$0.00	0.0%	$0.00
1d	BD00001AA	ADD: CORE BUNDLE	2		$3,106.00	35.0%	$2,018.90
1e	Q806CH	ADD: ASTRO DIGITAL CAI OPERATION	2		Included	Included	Included
1f	QA09001AM	ADD: WIFI CAPABILITY	2		Included	Included	Included
1g	H797DW	SOFTWARE LICENSE ENH: DVP-XL ENCRYPTION AND ADP	2		Included	Included	Included
1h	Q498BN	SOFTWARE LICENSE ENH: ASTRO 25 OTAR W/ MULTIKEY	2		Included	Included	Included

Line #	Item Number	Description	Qty	Term	List Price	Disc %	Sale Price
1i	QA09028AA	ADD: VIQI VC RADIO OPERATION	2		Included	Included	Included
1j	H38DA	ADD: SMARTZONE OPERATION	2		Included	Included	Included
1k	Q15AU	ADD: AES/DES-XL/DES-OFB ENCRYPTION AND ADP	2		Included	Included	Included
1l	QA03399AK	ADD: ENHANCED DATA	2		Included	Included	Included
1m	BD00010AB	ADD: SECURITY BUNDLE	2		$1,147.00	35.0%	$745.55
1n	QA01767BL	ADD: P25 LINK LAYER AUTHENTICATION	2		Included	Included	Included
1o	H499KC	ENH: SUBMERSIBLE (DELTA T)	2		Included	Included	Included
1p	QA00580BA	ADD: TDMA OPERATION	2		Included	Included	Included
1q	QA09113AA	ADD: BASELINE RELEASE SW	2		$0.00	0.0%	$0.00
1r	QA07680AA	ADD: MULTI SYSTEM OTAR	2		Included	Included	Included
1s	QA00569AP	ADD: 7/800MHZ BAND	2		$0.00	0.0%	$0.00
1t	Q361CD	ADD: P25 9600 BAUD TRUNKING	2		Included	Included	Included
1u	QA09030AB	ADD: MOTOROLA APX HOSTED RADIOCENTRAL*	2		$0.00	0.0%	$0.00
2	PSV01S02944A	PROVISIONING SUPPORT	1		$0.00	0.0%	$0.00
3	LSV01S03446A	APX NEXT DMS ESSENTIAL	2	3 YEARS	$230.76	35.0%	$149.99
4	SSV01S01406A	SMARTCONNECT	2	3 YEAR	$432.00	0.0%	$432.00
5	LSV01S03082A	RADIOCENTRAL PROGRAMMING	2	3 YEARS	$96.12	35.0%	$62.48
6	PSV03S02465A	APX DMS PROVISIONING PD3*	1		$0.00	0.0%	$0.00
7	PMPN4604A	CHARGER, DESKTOP SINGLE UNIT IMPRES 2 FAST, US/NA	2		$207.14	35.0%	$134.64
8	PMMN4135B	PORTABLE RSM XVP850, IP68, WITH KNOB	2		$507.60	35.0%	$329.94
9	NNTN9216A	PORTABLE RADIO BATTERY IMPRES 2 LI-ION IP68 4400T	2		$284.05	35.0%	$184.63
10	PMLN7947A	APX NEXT CLASSIC HOLSTER	2		$35.00	35.0%	$22.75
	Product Services						
11	LSV00Q00202A	DEVICE PROGRAMMING	2		$85.00	35.0%	$55.25

Grand Total $16,905.56(USD)

Notes:

- The Pricing Summary is a breakdown of costs and does not reflect the frequency at which you will be invoiced.

- Additional information is required for one or more items on the quote for an order.

  Motorola's quote (Quote Number: ______________ Dated: __________) is based on and subject to the terms and conditions of the valid and executed written contract between Customer and Motorola (the "Underlying Agreement") that authorizes Customer to purchase equipment and/or services or license software (collectively "Products"). If no Underlying Agreement exists between Motorola and Customer, then the following Motorola's Standard Terms of use and Purchase Terms and Conditions govern the purchase of the Products which is found at http://www.motorolasolutions.com/product-terms.

  The Parties hereby enter into this Agreement as of the Effective Date.

Motorola Solutions, Inc.	Customer
By: ____________________	By: ____________________
Name: ____________________	Name: ____________________
Title: ____________________	Title: ____________________
Date: ____________________	Date: ____________________

- This quote contains items with approved price exceptions applied against them.

- NYS Contract PT68722

- Unless otherwise noted, this quote excludes sales tax or other applicable taxes (such as Goods and Services Tax, sales tax, Value Added Tax and other taxes of a similar nature). Any tax the customer is subject to will be added to invoices.

Line #	Item Number	Parametric Data
1	H45TGT9PW8AN	SYSTEMID = 086B
1b	QA09017AA	ENDUSERT = EMERGENCY MANAGEMENT SERVICES
1u	QA09030AB	Incomplete
2	PSV01S02944A	TEMAILAR = robert.mohan@bearcom.com,CUSTNAME = Jay W., Van Aken,SYSTEMID = 086B
6	PSV03S02465A	Incomplete

Purchase Order Checklist NA OM

Marked as PO/ Contract/ Notice to Proceed on Company Letterhead **(PO will not be processed without this)**
PO Number/ Contract Number
PO Date
Vendor = Motorola Solutions, Inc.
Payment (Billing) Terms/ State Contract Number
Bill-To Name on PO must be equal to the *Legal* Bill-To Name
Bill-To Address
Ship-To Address (If we are shipping to a MR location, it must be documented on PO)
Ultimate Address (If the Ship-To address is the MR location then the Ultimate Destination address must be documented on PO)
PO Amount must be equal to or greater than Order Total
Non-Editable Format (Word/ Excel templates cannot be accepted)
Tax Exemption Status
Signatures (As required)

NOTE: When an email order is submitted a confirmation is sent from Motorola AutoNotify referencing a **case number**.
Once checklist is complete, order still must go through **Order Validation/Credit Approval**

Office of General Services
Procurement Services

Corning Tower, Empire State Plaza, Albany, NY 12242 | https://ogs.ny.gov/procurement | customer.services@ogs.ny.gov | 518-474-6717

Contractor Information Summary

Updated: December 8, 2025

Group 77200 – PUBLIC SAFETY COMMUNICATIONS EQUIPMENT AND SERVICES (TWO-WAY RADIOS AND SATELLITE PHONES) (Statewide)

Award Number:	23141	**Contract Period**	August 27, 2019 - August 26, 2029

Product Offerings by Contractor

OGS CONTRACT NUMBER	LOT	REGION	CONTRACTOR INFORMATION	CONTRACT SPECIFICS
PT68710	2	1,2,3,4,5,6,7	**Bear Communications Inc dba Bearcom** 4009 Distribution Drive Suite 200 Garland, TX 75041 Federal ID: 95-3868203 NYS Vendor ID: 1000018828	Contact, Reseller, and Subcontractor Information Product Pricing Labor Rates List of Maintenance Facilities **Accepts PCard orders up to $50,000**
PT68711	2	State wide	**BK Technologies Inc** 7100 Technology Drive West Melbourne, FL 32904 Federal ID: 59-3486297 NYS Vendor ID: 1100058230	Contact, Reseller, and Subcontractor Information Product Pricing Labor Rates List of Maintenance Facilities **Accepts PCard orders up to $50,000**
PT68712 SB	2	3,4,5,6,7,8,9	**Computerized Inventory Concepts Inc dba Integrated Systems** 50 Victor Heights Parkway Victor, NY 14564 Federal ID: 16-1206834 NYS Vendor ID: 1000039701	Contact, Reseller, and Subcontractor Information Product Pricing Labor Rates List of Maintenance Facilities **Accepts PCard orders up to $50,000**

New York State Office of General Services
Procurement Services

Corning Tower, Empire State Plaza, Albany, NY 12242 | https://ogs.ny.gov/procurement | customer.services@ogs.ny.gov | 518-474-6717

Contractor Information Summary

Updated: December 8, 2025

Group 77200 – PUBLIC SAFETY COMMUNICATIONS EQUIPMENT AND SERVICES (TWO-WAY RADIOS AND SATELLITE PHONES) (Statewide)

Award Number:	23141	**Contract Period**	August 27, 2019 - August 26, 2029

Product Offerings by Contractor

OGS CONTRACT NUMBER	LOT	REGION	CONTRACTOR INFORMATION	CONTRACT SPECIFICS
PT68713	2	State wide	**E.F. Johnson Company*** 1140 Corporate Drive Irving, TX 75083 Federal ID: 27-3133128 NYS Vendor ID: 1100003005	Contact, Reseller, and Subcontractor Information Product Pricing Labor Rates List of Maintenance Facilities **Accepts PCard orders up to $50,000**
*E.F. Johnson Company is a disregarded entity of EF Johnson Technologies Inc. EF Johnson Technologies Inc's Federal Employer Identification Number (FEIN) is 27-3133128. The Parent/Owner's FEIN is used for payment and tax reporting purposes under the Contract. E.F. Johnson Company is the entity who holds Contract PT68713 and is fully responsible for performance of duties under the Contract.				
PT68714 SB	2	State wide	**Eastern Communications LTD LLC** 4814 36th Street Long Island City, NY 11101 Federal ID: 22-2103124 NYS Vendor ID: 1000008733	Contact, Reseller, and Subcontractor Information Product Pricing Labor Rates List of Maintenance Facilities **Accepts PCard orders up to $50,000**
PT68715 SB	2	1,2,3,4	**Electronic Systems Solutions Inc** 250 Clearbrook Road Elmsford, NY 10523 Federal ID: 22-3477278 NYS Vendor ID: 1000008849	Contact, Reseller, and Subcontractor Information Product Pricing Labor Rates List of Maintenance Facilities **Accepts PCard orders up to $50,000**

Contractor Information Summary

Updated: December 8, 2025

Group 77200 – PUBLIC SAFETY COMMUNICATIONS EQUIPMENT AND SERVICES (TWO-WAY RADIOS AND SATELLITE PHONES) (Statewide)

Award Number:	23141	**Contract Period**	August 27, 2019 - August 26, 2029

Product Offerings by Contractor

OGS CONTRACT NUMBER	LOT | REGION		CONTRACTOR INFORMATION	CONTRACT SPECIFICS
PT70828	1	Statewide	**GLC II, LLC** 2060 East Harbor Road Port Clinton, OH 43452 **Federal ID:** 92-2030272 **NYS Vendor ID:** 1100336552	**Contact, Reseller, and Subcontractor Information** **Product Pricing** **Does Not Accept PCard**
PT68717 SB, WBE	2	Statewide	**Hello Alert Inc** 577 Brook Avenue Unit A Deer Park, NY 11729 Federal ID: 20-0368439 NYS Vendor ID: 1000041894	**Contact, Reseller, and Subcontractor Information** **Product Pricing** **Labor Rates** **List of Maintenance Facilities** **Accepts PCard orders up to $50,000**
PT68719	1	Statewide	**Island Tech Services LLC*** 980 South 2nd Street Ronkonkoma, NY 11779 Federal ID: 92-0478922 NYS Vendor ID: 1000052688	**Contact, Reseller, and Subcontractor Information** **Product Pricing** **Accepts PCard orders up to $50,000**

*Island Tech Services LLC is a disregarded entity of Island Tech Buyer Inc. Island Tech Buyer Inc's Federal Employer Identification Number (FEIN) is 92-0478922. The Parent/Owner's FEIN is used for payment and tax reporting purposes under the Contract. Island Tech Services LLC is the entity who holds Contract PT68719 and is fully responsible for performance of duties under the Contract.

Corning Tower, Empire State Plaza, Albany, NY 12242 | https://ogs.ny.gov/procurement | customer.services@ogs.ny.gov | 518-474-6717

Contractor Information Summary

Updated: December 8, 2025

Group 77200 – PUBLIC SAFETY COMMUNICATIONS EQUIPMENT AND SERVICES (TWO-WAY RADIOS AND SATELLITE PHONES) (Statewide)

Award Number:	23141	**Contract Period**	August 27, 2019 - August 26, 2029

Product Offerings by Contractor

OGS CONTRACT NUMBER	LOT | REGION		CONTRACTOR INFORMATION	CONTRACT SPECIFICS
PT68716	2	State wide	**L3 Harris Technologies Inc** **(formerly Harris Corporation)** 1680 University Ave Rochester, NY 14610 Federal ID: 34-0276860 NYS Vendor ID: 1000017642	**Contact, Reseller, and Subcontractor Information** **Product Pricing** **Labor Rates** **List of Maintenance Facilities** **Accepts PCard orders up to $50,000**
PT68721	2	State wide	**Microwave Networks Inc** 4000 Greenbriar Drive Stafford, TX 77477 Federal ID: 76-0565333 NYS Vendor ID: 1100228681	**Contact, Reseller, and Subcontractor Information** **Product Pricing** **Labor Rates** **List of Maintenance Facilities** **Accepts PCard orders up to $50,000**
PT68722	2	State wide	**Motorola Solutions Inc** 123 Tice Blvd Suite 202 Woodcliff Lake, NJ 07677 Federal ID: 36-1115800 NYS Vendor ID: 1000031408	**Contact, Reseller, and Subcontractor Information** **Product Pricing** **Labor Rates** **List of Maintenance Facilities** **Accepts PCard orders up to $50,000**

Contractor Information Summary

Updated: December 8, 2025

Group 77200 – PUBLIC SAFETY COMMUNICATIONS EQUIPMENT AND SERVICES (TWO-WAY RADIOS AND SATELLITE PHONES) (Statewide)

Award Number:	23141	Contract Period	August 27, 2019 - August 26, 2029

Product Offerings by Contractor

OGS CONTRACT NUMBER	LOT |	REGION	CONTRACTOR INFORMATION	CONTRACT SPECIFICS
PT68723	2	State wide	**Mutualink Inc** 1269 South Broad Street Wallingford, CT 06492 Federal ID: 14-1999711 NYS Vendor ID: 1000020064	Contact, Reseller, and Subcontractor Information Product Pricing Labor Rates List of Maintenance Facilities **Accepts PCard orders up to $50,000**
PT68724	2	State wide	**Philip M. Casciano Associates Inc dba PMC Associates** 8 Crown Plaza Suite 106 Hazlet, NJ 07730 Federal ID: 22-2873821 NYS Vendor ID: 1000008798	Contact, Reseller, and Subcontractor Information Product Pricing Labor Rates List of Maintenance Facilities **Accepts PCard orders up to $50,000**
PT68725	1	State wide	**Power Products Unlimited LLC** 2170 Brandon Trail Alpharetta, GA 30004 Federal ID: 58-2128764 NYS Vendor ID: 1100230234	Contact, Reseller, and Subcontractor Information Product Pricing **Accepts PCard orders up to $50,000**

NEW YORK STATE | Office of General Services
Procurement Services

Corning Tower, Empire State Plaza, Albany, NY 12242 | https://ogs.ny.gov/procurement | customer.services@ogs.ny.gov | 518-474-6717

Contractor Information Summary

Updated: December 8, 2025

Group 77200 – PUBLIC SAFETY COMMUNICATIONS EQUIPMENT AND SERVICES (TWO-WAY RADIOS AND SATELLITE PHONES) (Statewide)

Award Number:	23141	**Contract Period**	August 27, 2019 - August 26, 2029

Product Offerings by Contractor

OGS CONTRACT NUMBER	LOT | REGION		CONTRACTOR INFORMATION	CONTRACT SPECIFICS
PT68727 SB	2	State wide	**Transmit Plus Inc** 246 Farhan Lane North Babylon NY 11703 Federal ID: 01-0938670 NYS Vendor ID: 1100030394	**Contact, Reseller, and Subcontractor Information** **Product Pricing** **Labor Rates** **List of Maintenance Facilities** **Accepts PCard orders up to $50,000**
PT68728	2	State wide	**Zetron Inc** 12034 134th Court Northeast Redmond, WA 98052 Federal ID: 91-1121292 NYS Vendor ID: 1000019592	**Contact, Reseller, and Subcontractor Information** **Product Pricing** **Labor Rates** **List of Maintenance Facilities** **Accepts PCard orders up to $50,000**

EXPIRED CONTRACTOR

PT68718	1	State wide	**Icom America Inc** 12421 Willows Road NE Kirkland, WA 98034 Federal ID: 91-1083924 NYS Vendor ID: 1000041701	**Contact, Reseller, and Subcontractor Information** **Product Pricing** **Accepts PCard orders up to $50,000**

RENSSELAER COUNTY LEGISLATURE

Introduced by Legislator(s) Loveridge, Grant, Ashley, Maloney, Weaver

Sent To: Contracts & Agreements **Committee** **Date** July 14, 2026

Resolution No. G/6

RESOLUTION AUTHORIZING AN AGREEMENT WITH CATALIS COURTS & LAND RECORDS, LLC FOR SOFTWARE MAINTENANCE FOR THE CASELOAD EXPLORER PROBATION CASE MANAGEMENT SYSTEM - DEPARTMENT OF PROBATION

WHEREAS, This Resolution is filed with the Rensselaer County Legislature by the Rensselaer County Executive; and

WHEREAS, Resolution G/484/13 authorized the purchase of the Caseload Explorer Probation Case Management System, which is used by the Department of Probation to monitor probationers, process case work, prepare statistical reports, and to meet compliance with New York State rules and regulations; and

WHEREAS, In order to properly maintain this system, the Department must enter into annual maintenance agreements; and

WHEREAS, AutoMon, a division of Catalis Courts & Land Records, LLC of 3025 Windward Plaza, Suite 200, Alpharetta, GA 30005 is the sole source vendor who created the system specifically for County Probation Departments in New York State; and

WHEREAS, The start and end dates of such agreement, the source of funding of the same, the total amount to be expended over the life of the same, which shall not exceed budgetary appropriations, and the name and address of the contracting party are as follows:

DESCRIPTION	**VENDOR**	**APPROPRIATION CODE**	**AMOUNT**
Software Maintenance – Caseload Explorer Case Mgmt. System 7/1/2026 – 6/30/2029	Catalis Courts & Land Records, LLC 3025 Windward Plaza, Suite 200 Alpharetta, GA 30005	A.3140.04420	$23,254.18 yr. 1 $24,649.43 yr. 2 $26,128.40 yr. 3

; now, therefore, be it

RESOLVED, That the Rensselaer County Executive, or his designee, is authorized to sign the above agreement, subject to the approval as to form by the Rensselaer County Attorney.

Resolution ADOPTED by the following vote:
Ayes:
Nays:
Abstain:
July 14, 2026

Clerk of the Legislature

Sent to County Executive____________________

Received from County Executive_______

____

Clerk of the Legislature

Executive Action

Approved____________ **Date**_________

Disapproved__________
Veto Message Attached and Returned to Clerk

____

County Executive

LEGISLATIVE FISCAL IMPACT STATEMENT

Type of Legislation: Local Law:________ G Resolution: X P Resolution:________

Title of Legislation: Authorizing a maintenance agreement with Catalis Courts & Land Records, LLC for software maintenance for the caseload explorer probation case management system

Requested by: Probation

Sponsor(s):________

FISCAL IMPACT

1) Projected cost of proposed legislation, if any:$ 23,254.18 current year
$0.00 ongoing expenses per year

2) Method of financing – note all that apply (federal funding, state funding, bonding, tax levy, etc.):________

a) For federal funding: amount $________ and length of time federal funding is available ________. Is it available for ongoing expenses? Yes ______ or No ________

b) For state funding: amount $________ and length of time state funding is available ________. Is it available for ongoing expenses? Yes ______ or No ________

c) If bonded, state amount of total indebtedness this legislation will create and projected interest cost over the course of borrowing:
Principal $________
Total projected interest costs $________

d) Tax levy impact for current year $ 23,254.18 and ongoing $ 0.00

e) Other (please explain) $________

3) Is this expense or program mandated? Yes ________ No ________

4) Length of expense or project (one time only, ongoing, etc.): 12 months

5) Justification for the appropriation/expenditure requested. Include any revenue this will produce or any expense that will be avoided: The Rensselaer County Probation Department has purchased a case management system from Automan, a division of Catalis Courts and Land Records, LLC and there is an annual maintenance fee

Department Head

Kara E. Wohlleber

SOLE SOURCE NOTICE

April 20, 2026

Kara E. Wohlleber
Deputy Director
Rensselaer County Probation Department
61 State Street
Troy, NY 12180

Kara,

Catalis Courts & Land Records, LLC, is a Limited Liability Company whose headquarters are located at 3025 Windward Plaza, Suite 200, Alpharetta, GA 30005.

The purpose of this notice is to confirm Catalis is the only authorized seller of the Catalis suite of software products, including Caseload Explorer and the Ce Connect Suite. Further, Catalis is the only firm authorized to provide technical services related to these products, including installation, customization, configuration, support, and maintenance.

Please feel free to contact us with any questions.

Sincerely,

Signed by:
Kevin Barhydt
2F8EDFD9EA774B7...

Kevin Barhydt
Executive Vice President
Catalis Courts & Land Records, LLC
3025 Windward Plaza, Suite 200
Alpharetta, GA 30005
Contracts@catalisgov.com
(833) 781-8282

Catalis
3025 Windward Plaza, Suite 200
Alpharetta, GA 30005

Pricing Date: 6/1/2026

RENEWAL PRICING

CUSTOMER INFORMATION

Customer: Rensselaer County Probation Department
Contact Name: Kara Wohlleber
Email Address: kwohlleber@renscony.gov
Phone: (518) 266-7100

Catalis Representative: Kristina O'Leary, koleary@catalisgov.com

PRICING

1. Software Subscription Fees (3-year Term)

	7/1/2026-6/30/2027	7/1/2027-6/30/2028	7/1/2028-6/30/2029
Caseload Explorer Probation Maintenance & Support for 57 Users	$23,254.18	$24,649.43	$26,128.40
Total Subscription Fees	**$23,254.18**	**$24,649.43**	**$26,128.40**

Please contact your Catalis Representative for more information.

ATTACHMENT

MASTER SOFWARE SUBSCRIPTION AND SERVICES AGREEMENT

Software as a Services (SaaS) Terms & Conditions

This Master Software Subscription Services Agreement (the "Agreement") is made between Catalis ("Catalis", "We") and the Customer ("Customer" or "You" or "Your"). This Agreement governs the Terms and Conditions by which You desire to acquire Catalis' performance of Services (the "Services" or "Service") as set forth in the Order Form ("Order Form"), this Agreement, the Service Level Agreement And Support Terms ("SLA") and Schedules, as applicable, of this Agreement (the "Schedules.") Any Service not identified in the Order Forms will require a new agreement or order form between You and Catalis detailing additional requested Services. Capitalized terms have the definitions set forth in this Agreement. The "Effective Date" of this Agreement is the date on the Order Form unless the Order Form specifies a different Effective Date. Customer and Catalis may each be referred to individually as a "Party" and together as the "Parties."

1. Definitions.
The following definitions shall apply in this Agreement:

1.1. Confidential Information. All information disclosed by a party ("Discloser") to the other party ("Recipient"), whether orally, in writing, electronic, or otherwise that is designated as confidential or that reasonably should be understood to be confidential given the nature of the information and the circumstances of disclosure. Customer Confidential Information includes Customer Data; Catalis Confidential Information includes the Software and associated Services; and Confidential Information of each Party includes the terms and conditions of this Agreement and all schedules (including pricing) in an Order Form, as well as business and marketing plans, technology and technical information, product plans and designs, and business processes disclosed by such party. However, Confidential Information does not include any information that (i) is or becomes generally known to the public without breach of any obligation owed to Discloser, (ii) was known to Recipient prior to its disclosure by Discloser without breach of any obligation owed to Discloser, (iii) is received from a third party without breach of any obligation owed to Discloser, or (iv) was independently developed by Recipient.

1.2. Customer Data. All data of Customer, whether proprietary or non-proprietary to Customer, provided to Catalis by Customer for the purpose of providing Services.

1.3. Customer Materials. All materials supplied by Customer in connection with this Agreement.

1.4. Deliverables. Those components, milestones, and/or materials, including, without limitation, the Software, documentation, maintenance modifications, and enhancements to be completed by one Party and delivered or otherwise provided to the other Party in accordance with the terms of this Agreement. Deliverables can mean either Deliverables required from Catalis ("Catalis Deliverables") or Deliverables required from Customer ("Customer Deliverables"). Catalis Deliverables shall include, without limitation, all items described in the Order Form.

1.5. Documentation. The written description of the functions and use of the Software.

1.6. Error. (i) any error or defect resulting from an incorrect functioning of Software caused by the Software's failure to meet a Functional Specification; or (ii) any error or defect resulting from an incorrect or incomplete statement in Documentation caused by the failure of the Software and/or the documentation to meet a Functional Specification.

1.7. Functional Specifications. The functions and/or criteria for the Software described as Documentation related to the Software or as described in an Order Form.

1.8. Intellectual Property. All interests of any kind including: (i) trade secrets, (ii) copyrights, (iii) derivatives, (iv) documentation, (v) patents, (vi) the Software, (vii) technical information, (viii) technology, and (ix) any and all proprietary rights relating to any of the foregoing.

1.9. New Product. Any change or addition to Software, Services and/or related Documentation that: (i) has a value or utility separate or different from the use of the Software, Services, and Documentation; (ii) may be priced and offered separately from the Software, Services, and Documentation; and (iii) is not made available to Catalis' customers generally without separate charge. In the event of any disagreement between the Parties with respect to whether a change or addition constitutes a New Product, the good faith determination of such issue by Catalis shall be final, binding, and conclusive.

1.10. Statement of Work ("SOW"). The Schedule, Exhibits, or Addenda to this Agreement or an Order Form that provide the written description and specifications for the services to be provided by Catalis to Customer, including the Deliverables and milestone, delivery, and acceptance schedules.

1.11. Software. The Catalis software supplied by Catalis pursuant to this Agreement as described in an Order Form or SOW. The term "Software" does not include New Products except to the extent added to the Software by separate agreement of the Parties and the payment to Catalis of the additional fees and under additional terms and conditions, if required by Catalis.

1.12. Software Acceptance Date. The date of acceptance of the Catalis Deliverables by Customer as described in this Agreement or the date that Customer uses the Software in a live environment, whichever is sooner.

1.13. Taxes. All federal, state, local, or foreign income, gross receipts, license, payroll, employment, excise, severance, stamp, occupation, premium, windfall profits, environmental, customs duties, capital stock, franchise, profits, withholding, social security (or similar taxes), unemployment, disability, real property, personal property, sales, use, transfer, registration, value added, alternative or add-on minimum, estimated, or other taxes of any kind, including without limitation any interest, penalty, or additions, whether or not disputed.

1.14. Test Validation Criteria. The acceptance criteria for the Catalis Deliverables pursuant to the normal implementation methodology applied by Catalis, or as agreed by the Parties in the Statement of Work.

1.15. Warranty Period. The thirty (30) calendar day period commencing on the installation of the Software.

2 Subscription License.

2.1. License. Catalis grants the Customer a license to access and use the Catalis Software and Catalis Deliverables described in the SOW, Order Form, or this Agreement during the Term of this Agreement and in accordance with the terms and conditions of this Agreement. As part of the subscription by Customer, Catalis will perform the Services described in the SOW and this Agreement.

2.2. Scope of License Limited. The right of Customer to use the Software and associated documentation is for Customer's internal use only and limited to the field of use described in the SOW, this Agreement, or an Order Form. No title or ownership in the Software or documentation is transferred to Customer. Customer shall not copy or in any way duplicate the Software, except for necessary backup and archival procedures approved by Catalis in advance and in writing. Only Customer's employees and necessary contractors acting in the proper scope of their services to Customer may access or use the Software or documentation. Customer shall not adapt, modify, reverse engineer, decompile, or disassemble, in whole or in part, any of the Software and/or any documentation.

2.3. Additional Services. Customer may subscribe to additional Services in a subsequent Order Form which shall also be subject to the terms of this Agreement.

2.4. Restrictions. Customer shall not remove, edit, alter, abridge or otherwise change in any manner any Catalis Intellectual Property notices. Customer may not, and may not permit others to reverse engineer, decompile, decode, decrypt, disassemble, or in any way derive source code from, the software or Service; modify, translate, adapt, alter, or create derivative works from the Service; copy (other than one back-up copy), distribute, publicly display, transmit, sell, rent, lease or otherwise exploit the Service; or distribute, sublicense, rent, lease, loan or grant any third party access to or use of the Service to any third party.

2.5. Installation at Customer's Location or Designated Data Center. The Services will be hosted at and operated from a third-party data center. The data center will meet industry standard certifications or processes for data security.

3. Fees, Installation Charges, and Taxes.

3.1. Subscription Fees. The Subscription Fees for the Services are set forth on the Order Form. Subsequent orders shall be at the fees in effect at the time of receipt by Catalis of any subsequent Order Form which identifies additional software to be included under this Agreement. Catalis will give notice to Customer of any fee increases for a renewal term after the Initial Term as defined below.

3.2. Expenses. As required by this Agreement, Customer will reimburse Catalis at the then prevailing fees, plus any travel expenses required, including reasonable mileage, airfare, meals, lodging, and similar expenses for the performance of this Agreement. Meals will be billed at the applicable GSA per diem rate.

3.3. Taxes. Customer is additionally liable for any applicable federal, state, or local Taxes (exclusive of income or gross receipts Taxes properly payable by Catalis) and other fees or assessments incurred as a result of the use of the Software by Customer. If Customer is a duly incorporated entity which is exempt from taxation, Customer shall not be liable for taxes payable by Catalis for the Services.
3.4. Currency. All Fees listed shall be interpreted as being in United States dollars (USD), unless otherwise stated.

4. Delivery and Acceptance.

4.1. Delivery, Testing and Installation. Each Party shall timely perform delivery of its required Deliverables in accordance with the Statement of Work, including any specified delivery schedule set forth therein. Testing of Catalis Deliverables shall be completed by Customer in accordance with the Test Validation Criteria within fifteen (15) calendar days following initial delivery to Customer. Within thirty (30) calendar days following completion of testing of the Catalis Deliverables, Catalis shall install the Catalis Deliverables at the hosting facility for acceptance testing.

4.2. Acceptance. Within ten (10) calendar days following completion of User Acceptance Test (UAT), Customer shall either: (i) accept the Catalis Deliverables in writing; or (ii) reject the Catalis Deliverables and provide Catalis with a statement of Errors resulting in operation not in conformance with the Test Validation Criteria. Catalis will correct any Error and redeliver the Catalis Deliverables to Customer within thirty (30) calendar days following receipt of the statement of Errors. Customer shall, within ten (10) calendar days following such redelivery, accept or reject the redelivered Catalis Deliverables in accordance with the procedures set forth herein. Failure by Customer to provide a statement of acceptance or statement of Errors within either of the ten (10) calendar day periods specified herein shall be deemed to be acceptance by Customer of the Catalis Deliverables.

5. Payment.

5.1. Fees for Initial and Renewal Subscription Services. Payment of Software subscription fees, installation fees, and other fees on the Order Form will be made as provided in the Order Form. All Fees will be billed annually in advance and are due thirty (30) calendar days after the date of the invoice. Unless Catalis provides advance notice of a different price increase for Services, the pricing during any renewal term will increase above the applicable pricing in the prior term by the greater of six percent (6%) or the increase in the CPI for the prior calendar year, or as stated in the Order Form. "CPI" means the Consumer Price Index for all Urban Consumers (All Items U.S. City Average 1982–84 equals 100), published by the Bureau of Labor Statistics, United States Department of Labor, Bureau of Labor Statistics.

5.2. Fees for Subsequent Software Subscription. Payment of subscription fees, installation fees, and other fees to Catalis will be as specified on any subsequent Order Form as agreed to by the Customer.

5.3. Ancillary Charges and Out of Pocket Expenses. All additional or ancillary charges (e.g., additional training charges) and all out of pocket expenses of Catalis (e.g., travel expenses) which are payable by Customer hereunder shall be due and payable within thirty (30) calendar days following invoice by Catalis.

5.4. Failure of Payment. In the event payment is not made as specified in this Agreement, Customer shall pay interest at the rate of one and one-half percent (1.5%) per month (or the highest applicable legal rate, whichever is lower) on the outstanding overdue balance for each month that such sum is overdue; provided, however, that if Customer is a governmental agency or authority subject to a “Prompt Payment” or similar statutory requirement for the transaction contemplated in this Agreement, such statutory requirement shall control to the extent the same is inconsistent with the requirements of this section 5.4.

6. Warranty, Exclusions, and Disclaimer.

6.1. Services Warranty. Catalis warrants that the Services shall conform to the Functional Specifications and will be free of Errors during the Warranty Period. Catalis’ sole obligation and responsibility to Customer under the foregoing warranty is to remedy, at no cost to Customer, any such Error reported to Catalis during the Warranty Period.

6.2. Warranty Exclusions. The foregoing warranties do not apply to any (i) damage arising from any cause beyond Catalis’ reasonable control, including improper operation or use or misuse of Software by Customer, (ii) Errors caused by software or hardware not supplied by Catalis, or (iii) problems due to Customer’s operating environment, including, without limitation, temperature, humidity, dust, or static charge. EXCEPT FOR THE EXPRESS WARRANTIES STATED IN THIS SECTION 6 OF THIS AGREEMENT, CATALIS DISCLAIMS AND CUSTOMER WAIVES ALL WARRANTIES ON THE SOFTWARE AND SERVICES FURNISHED UNDER THIS AGREEMENT INCLUDING, WITHOUT LIMITATION, ALL IMPLIED WARRANTIES OF MERCHANTABILITY AND FITNESS FOR A PARTICULAR PURPOSE. CATALIS LICENSES THE SOFTWARE “AS IS” AND “WITH ALL FAULTS.”

7. Functional Specifications.
Customer understands that Functional Specifications shall be defined in accordance with Catalis standard applications and that any application and/or communication and/or functions not currently supported by Catalis or included in this Order Form shall be considered “customized” and, as such, may incur additional costs and delivery schedules beyond those stated and agreed to by Catalis.

8. Training.
Catalis shall provide training in the operation and maintenance of the Services. The number of training days is described in the Order Form. Customer may request additional training time and/or additional personnel to be trained, provided that any such additional training shall be chargeable to Customer at Catalis’ then current fee for the requested training, plus reasonable travel expenses if such training occurs anywhere other than Catalis’ facilities.

9. Restrictions Upon Disclosure of Confidential Information.

9.1. Protection. Recipient shall use commercially reasonable care, but in no event less than the same degree of care it uses to protect its own most confidential and proprietary information, to prevent the unauthorized use, disclosure, publication, or dissemination of Discloser’s Confidential Information. Recipient shall provide Discloser’s Confidential Information to its employees and necessary contractors only on a “need to know” basis, and always subject to the terms of this Agreement. Recipient agrees to accept and use Discloser’s Confidential Information solely in connection with Recipient’s participation in, and solely with respect to, this Agreement and as otherwise required by law. Recipient shall inform its employees and necessary contractors of these confidentiality obligations and shall take such steps as may be reasonably requested by Discloser to prevent unauthorized disclosure, copying, or use of Discloser’s Confidential Information. Recipient acknowledges that, in the event of a breach by Recipient of its obligations under this section 9, in addition to any other right or remedy available to Discloser, at law or in equity, Discloser will suffer irreparable injury, and shall be entitled to preliminary and final injunctive relief (without bond except as otherwise required by applicable law) in order to prevent any further, or other, breach or any unauthorized use of Discloser's Confidential Information. Recipient shall promptly notify Discloser upon discovery of any prohibited use or disclosure of any of Discloser's Confidential Information or any other breach of these confidentiality requirements (including by any third parties) and shall fully cooperate with Discloser to assist Discloser in regaining possession of its Confidential Information and to prevent further unauthorized use or disclosure of the same.

9.2. Limited Disclosure. Recipient may disclose Confidential Information of Discloser if and to the extent required by any judicial or administrative governmental request, including a request under the Freedom of Information Act; requirement; or order, provided that Recipient shall take reasonable steps to provide Discloser sufficient prior notice in order to enable Discloser to contest such request, requirement, or order. Recipient shall, except as otherwise expressly provided by the terms of this Agreement, return all tangible Discloser Confidential Information, including, without limitation, all computer programs, documentation, notes, plans, drawings, and copies thereof, to Discloser promptly upon Discloser's request to the extent permitted by law.

9.3. Ownership. All Discloser Confidential Information, including, without limitation, any and all adaptations, enhancements, improvements, modifications, revisions, or translations thereof created by Discloser or Recipient, shall be and remain the property of Discloser, and no license or other rights to such Confidential Information is granted or implied hereby. Except as otherwise expressly provided in this Agreement, all Discloser Confidential Information is provided "AS IS" and without any warranty, express, implied, or otherwise, regarding its accuracy or performance.

10. Intellectual Property Indemnity.

10.1. Indemnification of Intellectual Property Infringement Claims. In the event of any actual or threatened claims by a third party that the Catalis Deliverables infringe upon any Intellectual Property of such third party, Catalis will indemnify Customer with respect to such claims. Customer shall immediately notify Catalis of any such claim. The foregoing indemnity shall be ineffective if any of the Deliverables have been modified, altered, or otherwise changed by Customer (or on behalf of Customer by any person other than Catalis). Catalis will have no liability or obligation under this section 10 if any claim of infringement is based upon: (i) the combination, operation, or use of the Software or Services with any component other than Catalis Intellectual Property, if such claim would have been avoided but for such combination, operation, or use; and/or, (ii) any derivative of any Catalis Intellectual Property created by any person other than Catalis. Catalis shall have sole control over the selection of counsel and the defense and settlement of any legal proceeding or other claim and Customer shall provide Catalis with all reasonable assistance in the defense of the same.

10.2. Indemnification by Customer. To the extent permitted by law, Customer will defend, indemnify, and hold Catalis harmless against any claim, demand, suit or proceeding made or brought against Catalis by a third party alleging that any Customer Data infringes or misappropriates such third party's intellectual property rights, or arising from Customer's use of the Software, services, and/or content in violation of this Agreement, Order Form, or applicable law (each a "Claim Against Catalis"). Customer will indemnify Catalis from any damages, attorney fees, and costs finally awarded against Catalis as a result of, or for any amounts paid by Catalis under a settlement approved by Customer in writing of, a Claim Against Catalis, provided Catalis (i) promptly gives Customer written notice of the Claim Against Catalis, (ii) gives Customer sole control of the defense and settlement of the Claim Against Catalis (except that Customer may not settle any Claim Against Catalis unless it unconditionally releases Catalis of all liability), and (iii) gives Customer all reasonable assistance, at Customer's expense.

10.3. Remedy. In the event of a third party claim that the Catalis Deliverables infringe the intellectual property rights of a third party, Catalis shall have the right, as Customer's sole and exclusive remedy against Catalis, at Catalis' sole election, to: (i) modify the allegedly infringing Catalis Deliverables to be non-infringing, provided that such modification does not adversely impact the functionality of the Software in any material respect; (ii) obtain a license or other rights to enable Customer to continue to use the applicable Software as contemplated in this Agreement, or (iii) to terminate this Agreement and return to Customer any unearned fees paid by Customer to Catalis.

11. Rights in Software, Data and Materials.

11.1. Catalis Ownership. As between Catalis and Customer, Catalis shall be the sole owner of all right, title, and interest in and to the Software, Services, all Catalis Deliverables, documentation, any suggestion, enhancement request, recommendation, correction or other feedback provided by Customer, and any and all copies or derivatives created by either Party, exclusive only of the Customer Materials. Customer hereby irrevocably grants, transfers, and assigns to Catalis, without reservation, all worldwide ownership rights, title, and interest, including, without limitation, any and all Intellectual Property which Customer may have or acquire, by operation of law or otherwise, in and to any or all of the Software, the Catalis Deliverables, documentation, and in and to any other Intellectual Property of Catalis, along with the good will of the business appurtenant to the use of any of the same. Customer further hereby irrevocably transfers and assigns to Catalis any and all moral rights Customer may have in and to such Software, the Catalis Deliverables, documentation, and in and to any other Intellectual Property of Catalis, and hereby forever waives and agrees never to assert any moral rights it may have during or after termination or expiration of this Agreement. Customer shall, at the request of Catalis, execute any and all documentation necessary to formally transfer such rights to Catalis. Customer shall promptly notify Catalis in writing if it becomes aware of any violation, infringement, or unfair competition related to the Catalis Intellectual Property. Customer agrees to allow Catalis full access to all relevant hardware, software, and material to determine compliance.

11.2. Customer Ownership. As between Catalis and Customer, Customer shall be the sole owner of all right, title, and interest in and to all Customer Materials. Catalis hereby irrevocably grants, transfers, and assigns to Customer, without reservation, all worldwide ownership rights, title, and interest, including, without limitation, any and all Intellectual Property rights, which Catalis may have or acquire, by operation of law or otherwise, in and to any or all of the Customer Materials. Catalis further hereby irrevocably transfers and assigns to Customer any and all moral rights Catalis may have in such Customer Materials, and hereby forever waives and agrees never to assert any moral rights it may have or obtain, during or subsequent to the termination or expiration of this Agreement. Catalis shall, at the request of Customer, execute any and all documentation necessary to formally transfer such rights to Customer.

11.3. Data Security and Processing. Catalis will maintain administrative, physical, and technical safeguards designed to protect the security and privacy of Customer data. By entering into this Agreement, you agree to the terms in our Privacy Notice, as amended from time to time, which can be viewed at https://catalisgov.com/privacy-policy/ and our Security Standards which are based on the NIST framework and available for review by request.

11.4 Our Protection of Customer Data. We shall maintain, or cause to be maintained, commercially reasonable and appropriate administrative, physical, and technical safeguards for protection of the security, confidentiality, and integrity of Your Data stored with Our hosting vendor. We shall not (a) modify Your Data, (b) disclose, provide, rent, or sell Your Data except as compelled by law in accordance or as expressly permitted in writing by You, or (c) access Your Data except to provide the Services and prevent or address service or technical problems, or at Your request in connection with customer support matters.

11.5 Data Storage. We will determine the locations of the data centers in which Your Data will be stored and accessible by You and Your Users. We will not transfer Your Data to any third parties without Your express written directive to transfer such Data, and Your complete waiver and release from all liability which may result from or be connected with the transfer or use of Your Data by such third party.

11.6 Your Data. Subject to the limited rights granted by You hereunder, We acquire no right, title or interest from You under this Agreement in or to Your Data.

12. Support and Maintenance Services. Catalis shall provide maintenance and support services reasonably necessary to ensure that the Services operate in conformity with Functional Specifications and the documentation as described in this Agreement. Such Support and Maintenance Services are detailed in the SLA.

13. Subscription TERM, Termination AND Expiration.

13.1. Term; Renewal. The initial term (“Initial Term”) of this Agreement is specified in the Order Form and shall commence on the Effective Date. The term of this Agreement shall automatically renew for the same period as the Initial Term unless either Party gives the other Party not less than one-hundred and eighty (180) calendar days prior to the conclusion of the then current term of Agreement of its decision to not allow the Agreement to renew.

13.2. Termination for Breach. In addition to any other rights of termination specified herein, either Party may terminate this Agreement upon sixty (60) calendar days prior written notice to the other in the event of the other’s failure to cure a material breach within the sixty (60) calendar days after receipt of the terminating Party’s written notice of default concerning the same.

13.3. Termination for Non-payment. Catalis may terminate Customer’s subscription to the Catalis Deliverables for Customer’s non-payment of any fees due to Catalis if Customer does not cure any such default within ten (10) calendar days after notice is given to Customer.

13.4. Effect of Termination. Upon termination or expiration of the Agreement, Customer shall discontinue all use of the Services and shall immediately return to Catalis all copies of the Software and Catalis Deliverables and all other materials which contain any Confidential Information of Catalis in Customer’s possession or control. Customer shall also permanently delete all copies of all such items residing in Customer’s on or offline computer memory. Catalis shall be entitled to enter into any location controlled by Customer to repossess and remove all Software, Catalis Deliverables, Documentation and any other Confidential Information of Catalis. Customer shall, within five (5) calendar days following the effective date of termination or expiration of Customer’s subscription, certify in writing to Catalis, by an executive officer of Customer, that all copies of the Software, Catalis Deliverables and all documentation and any other materials required to be returned to Catalis or to be deleted have been returned or deleted as appropriate.

13.5. Customer Data Portability and Deletion. Upon request by Customer made within 30 calendar days after the effective date of termination of a Statement of Work, Catalis will make Customer Data available to Customer. After such 30-day period, Catalis will have no obligation to maintain or provide any Customer Data and will thereafter delete or destroy all copies of Customer Data in Catalis systems or otherwise in Catalis possession or control, unless legally prohibited.

14. Excusable Delays.
Notwithstanding any other term or provision of this Agreement, Catalis shall not be liable for delays in delivery, failure to deliver, or otherwise to perform any obligation hereunder when such delay or failure arises from causes beyond the reasonable control of Catalis, including, without limitation, such causes as acts of God or public enemies, labor disputes, supplier or material shortages, embargoes, rationing, acts of local, state or national governments or public agencies, utility or communication failures, fire, flood, storms, earthquake, settling of walls or foundations, epidemics, riots, terrorism, civil commotion, strikes, or war.

15. Limitation of Liability.
IN NO EVENT SHALL CATALIS’ AGGREGATE LIABILITY UNDER THIS AGREEMENT EXCEED THE SUBSCRIPTION FEES PAID BY CUSTOMER TO CATALIS DURING THE SIX (6) MONTH PERIOD PRIOR TO THE ACCRUAL OF THE CLAIM.

16. Limitation on Damages.
NEITHER PARTY SHALL BE LIABLE IN ANY EVENT TO THE OTHER PARTY FOR DAMAGES RESULTING FROM LOSS OF DATA, LOSS OF PROFITS, AND/OR LOSS OF USE OF PRODUCT, OR FOR ANY INCIDENTAL, SPECIAL, OR CONSEQUENTIAL DAMAGES, EVEN IF ADVISED OF THE POSSIBILITY OF SUCH DAMAGES. THIS LIMITATION OF LIABILITY SHALL APPLY REGARDLESS OF THE FORM OF ACTION, WHETHER IN CONTRACT OR TORT, INCLUDING NEGLIGENCE.

17. Insurance.
As of the date of this Agreement, Catalis maintains the following levels of insurance: (a) Commercial General Liability, including public liability, bodily injury and property damage, covering activities hereunder, in an amount no less than $1,000,000 per occurrence and $2,000,000 in the aggregate, including but not limited to coverage for blanket contractual liability, independent contractors, and products and completed operations; (b) Automobile Liability of $1,000,000 per

accident, combined single limit; (c) Professional Liability of at least $2,000,000 per claim and in the aggregate; (d) Cyber and Technology Liability coverage for both first and third party coverage in an amount no less than $5,000,000 aggregate, including but not limited to coverage for network security liability, privacy liability, regulatory proceedings, defense, response and expenses associated with any privacy breach, systems breach, failure, denial or compromise of services and liability arising from the loss or disclosure of Customer's PII or Confidential information; and;(f) Excess/Umbrella Liability of $5,000,000 per occurrence and in the aggregate. Upon request, Catalis shall provide Customer with copies of certificates of insurance prior to the commencement of services once this Agreement is executed by both parties.

18. Allocation of Risks.
CUSTOMER UNDERSTANDS AND AGREES THAT THE FEES CHARGED BY CATALIS SPECIFICALLY REFLECT THE ALLOCATION OF RISKS AND EXCLUSION OF DAMAGES PROVIDED FOR IN THIS AGREEMENT.

19. Miscellaneous Provisions.

19.1. ARBITRATION. UPON THE DEMAND OF EITHER PARTY (UNLESS PROHIBITED BY APPLICABLE LAW), ANY ACTION OR PROCEEDING SEEKING TO ENFORCE OR TO INTERPRET ANY PROVISION OF THIS AGREEMENT OR ANY RIGHT OR OBLIGATION, INCLUDING, WITHOUT LIMITATION, ANY STATUTORY RIGHT OR OBLIGATION, OF ANY PARTY UNDER OR PURSUANT TO THIS AGREEMENT OR ARISING OUT OF CATALIS' RELATIONSHIP UNDER THIS AGREEMENT WITH CUSTOMER, SHALL BE DETERMINED EXCLUSIVELY BY ARBITRATION CONDUCTED BY AND UNDER THE RULES OF THE AMERICAN ARBITRATION ASSOCIATION; PROVIDED, HOWEVER, THAT ARBITRATION SHALL NOT BE REQUIRED IN ANY ACTION OR CLAIM BY A PARTY WHICH INCLUDES A REQUEST FOR INJUNCTIVE, EQUITABLE, OR OTHER EMERGENCY RELIEF.

19.2. Binding upon Successors and Assigns. This Agreement shall be binding upon, and inure to the benefit of, the successors and assigns of the Parties hereto.

19.3. Severability. If any provision of this Agreement shall be invalid or unenforceable, such provision shall be deemed limited by construction in scope and effect to the minimum extent necessary to render the same valid and enforceable, and, in the event no such limiting construction is possible, such invalid or unenforceable provision shall be deemed severed from this Agreement without affecting the validity of any other term or provision hereof.

19.4. Entire Agreement. This Agreement, together with the Schedules, Order Form, and/or Addendum(s), constitutes the entire understanding and agreement of the Parties with respect to the subject matter of this Agreement, and supersedes all prior and contemporaneous agreements, understandings, inducements, and conditions, express or implied, written or oral, between the Parties with respect thereto. The express terms hereof control and supersede any course of performance or usage of trade inconsistent with any of the terms of this Agreement. This Agreement may be executed electronically and in any number of counterparts, which will constitute one and the same agreement.

19.5. Amendment and Waivers. Any term or provision of this Agreement may be amended, and the observance of any term of this Agreement may be waived (either generally or in a particular instance and either retroactively or prospectively) only by a writing signed by the Party to be bound thereby. The waiver by a Party of any breach or default shall not be deemed to constitute a waiver of any other breach or default. The failure of any Party to enforce any provision shall not be construed as or constitute a waiver of the right of such Party to subsequently enforce such provision.

19.6. Notices. Whenever any Party desires or is required to give any notice, demand, consent, approval, satisfaction, statement, or request with respect to this Agreement, each such communication shall be in writing and shall be effective only if it is delivered by delivery service, over-night delivery service or facsimile (followed by another permitted form of delivery) and addressed to the recipient Party at its notice address provided on the cover page of this Agreement. Such communications, when personally delivered, shall be effective upon receipt. Any Party may change its address for such communications to another address in the United States of America by giving notice of the change to the other Party in accordance with the requirements of this section. Notice may also be provided to Catalis via both of the following email addresses: contracts@catalisgov.com; sales@catalisgov.com. Any notice to Customer will be sent to the primary email contact listed on the Order Form.

19.7. Choice of Law; Construction of Agreement. This Agreement will be construed under the laws of the State of Georgia, exclusive of its conflicts of laws, principles, and has been negotiated by the respective Parties and the language shall not be construed for or against any Party. The titles and headings are for reference purposes only and shall not in any manner limit the construction of this Agreement which shall be considered as a whole.

19.8. Further Assurances; Cooperation. Each Party shall execute such further instruments, documents, and agreements, and shall provide such further written assurances, as may be reasonably requested by the other Party to better evidence and reflect the transactions described in and contemplated by, and to carry into effect the intents and purposes of this Agreement.

19.9. Non-Solicitation. For a period ending two (2) years following the date of termination or expiration of this Agreement, Customer shall not solicit the employment or services of, any employee or former employee of Catalis who has been directly or indirectly involved in the development, licensing, installation, or support of any Catalis software product. This section does not prohibit any employee from responding to a general advertisement for employment by either Party as long as the employee is not solicited to apply for such position.

19.10. Independent Contractor Status. It is the intention of the Parties that their relationship is that of independent contractor and this Agreement shall not create any other relationship, whether partnership, joint venture, agency, or otherwise, between the respective Parties. Neither Party has any authority, whether actual, express, implied, or apparent, to bind or otherwise obligate the other Party in any capacity. Catalis shall be entitled to list Customer in any designation of its customers in advertising or other published materials of Catalis.

19.11. Publicity. Catalis may list Customer as a user of the Services on its website, in press releases and in other promotional materials after the acceptance of the Services. The Parties will cooperate to produce case studies or testimonials or other public announcements relating to the subject matter of this agreement and the relationship between the Parties and the Parties will not unreasonably withhold or delay their consent.

19.12. No Third-Party Beneficiary Rights. No provision of this Agreement is intended or shall be construed to provide or create any third-party beneficiary right or any other right of any kind in any person other than the Parties and their proper successors and assigns, and all terms and provisions shall be personal solely between the Parties to this Agreement and such proper successors and assigns.

19.13. Survival. The provisions of sections 9 through 11 and sections 14 through 19 shall survive the expiration or termination of this Agreement.

19.14. Fees and Costs. In the event of any litigation or arbitration between the Parties in connection with or arising out of this Agreement, or to enforce any right or obligation of either Party under this Agreement, or for a declaratory judgment, or for the construction or interpretation of this Agreement or any right or obligation under or impacted by this Agreement (in each case, a “Proceeding”), the Party which substantially prevails in any such Proceeding shall be entitled to recover from the other Party all of such prevailing Party’s fees and costs, including, without limitation, attorneys’ fees, court costs, and costs of expert witnesses and of investigation, incurred at or in connection with any level of the Proceeding, including all appeals to the extent permitted by law.

19.15. Cooperative Procurement. This Agreement may be used as a cooperative procurement vehicle by any jurisdiction that is eligible. Catalis reserves the right to negotiate and customize the terms and conditions set forth herein, including but not limited to pricing, scope and circumstances of that cooperative procurement.

SERVICE LEVEL AGREEMENT AND SUPPORT TERMS

1. DESCRIPTION OF SUPPORT SERVICES

1.1. Support Services

1.1.1. During the term of this Agreement, Licensor will provide the Services described herein to maintain the Software in good working order, keeping it free from material defects so that the Software shall function properly and in accordance with the accepted level of performance as set forth in this Schedule.

1.1.2. Licensor will make available to Customer documentation for how to contact the Support, including a phone number for Customer to call requesting service. The Support Center operates during business hours, 8:00am to 6:00pm Eastern Standard time, Monday through Friday, excluding Holidays. Support information, including phone numbers, as amended from time to time, can be found here: https://catalisgov.com/client-support/

1.1.3. Not covered under Support Services are reported defects caused by customer computers, local environments, networks, or third-party software.

1.2. Customer First Line Support Responsibilities

Customers are required to establish and maintain an internal help desk to provide First Line Support. The Customer must use reasonable effort to document a Defect with sufficient information to recreate the defect, including, but not limited to, the operating environment, data set, and user, and the Customer must deliver such information to Licensor concurrently with its notification to Licensor of such Defect. The Customer shall use all reasonable efforts to eliminate any non-application related issues prior to notification to Licensor of such Defect, including, but not limited to, issues related to the network, user training and data problems not caused by the Software. Any internal documentation needed to maintain the internal help desk is the Customer's responsibility. In all cases, First Line Support requires you to investigate and provide initial response to your users for the following:

a. First call response respecting performance, functionality or operation of the system and Software;
b. Attempt to recreate the reported problem;
c. Document the reported problem, including, when possible, screenshots and/or detailed descriptions with reproduction steps;
d. Document the steps taken by your First Line Support to troubleshoot the problem;
e. Resolve, when possible, the problems your users have reported.

1.3. Remedial Services

1.3.1 Upon receipt by Licensor of notice from Customer through the Catalis Support (via phone, email or through the Customer Support Portal) of an error, defect, or nonconformity in the Software, Licensor shall respond as provided below:

Service Level	Service Level Definition	Initial Response Time	Resolution
1	Your production use of the Software is stopped or severely impacted such that you cannot continue to work. The operation is mission critical to the business and no Circumvention Procedures are available. **Support Level 1 issues must be reported via phone*	2 business hours	2 business days
2	You experience a severe loss of service where essential functionality is unavailable, however, operations can continue in a restricted fashion or by use of a Circumvention Procedure. **Support Level 2 issues must be reported via phone*	4 business hours	5 business days
3	You experience a loss of service where non-essential functionality is unavailable and a workaround is not available to restore functionality.	2 business days	25 business days

4	You experience a loss of service where non-essential functionality is unavailable. The impact is an inconvenience, or a Circumvention Procedure is available.	2 business days	Within next two version releases
5	A cosmetic or minor issue that does not impact the operation of a Software.	2 business days	Issue may be resolved at Licensors discretion at a future date
6	All Feature Requests, usage questions, or requests for training. Also reported problems that are caused by customer computers, local environments, networks, or third-party software.	4 business days	These requests are outside the scope of our support obligations

1.3.2 Any technical or other issue for which the Customer requests services, but which is not a Defect or Error, shall be treated as a Feature Request for additional services requiring a Work Order. Any nonconformity resulting from Customer's misuse, improper use, alteration, or damage of the Licensed Product shall not be considered a Defect or Error.

a. Critical Defect. An Error in the Services which renders the Services unable to perform a Functional Specification and for which a workaround is not available.

b. Non-Critical Defect. A defect in the Services that does not materially impact the operation of the Services and for which a workaround is not available. Unless otherwise specified, "Defect" refers to both "Critical Defect" and "Non-Critical Defect."

c. Error. Documented Error resulting from an incorrect functioning of Software caused by the Software's failure to meet a Functional Specification; or (ii) any error or defect resulting from an incorrect or incomplete statement in Documentation caused by the failure of the Software and/or the documentation to meet a Functional Specification.

d. Feature Request. Functionality that does not currently exist in the Product. These requests are outside the scope of our support obligations. Licensor will include for consideration in future software releases or provide a billable Professional Services Work Order upon request. Customers may request customizations by submitting a request through the Sales department (sales@catalisgov.com). These customizations are subject to the Terms of this Agreement and SLA.

1.3.3. Support. The provision of general information and diagnostic advice and assistance concerning the use and operation of the Software and Catalis Deliverables. Support is intended to be used by a limited number of people designated by Customer to communicate with Catalis about Defects . It is not a substitute for training of personnel by Customer. Support includes: (i) remote diagnostics; (ii) service desk and dispatch; (iii) question and answer consulting; and (iv) non-chargeable user error remedies. Remote diagnostics equipment is required at Customer locations for remote support, which equipment is to be obtained by Customer at its sole expense. Catalis may choose to request a copy of the client database to load in Catalis' offices in an attempt to either recreate the process or run the application to complete a process if time is of the essence.

1.3.4 Basic Maintenance Period. The Basic Maintenance Period is from Monday through Friday of each week, Eastern Time, except on the following recognized holidays ("Holidays"): New Year's Day, Martin Luther King Day, Presidents' Day, Memorial Day, Independence Day, Labor Day, Columbus Day / Indigenous Peoples' Day, Veterans Day, Thanksgiving Day, the day after Thanksgiving, Christmas Eve, and Christmas Day. Hours of operation are as set forth in the Order Form.

2. COVERED MAINTANENCE

2.1. General. Maintenance services and support will be performed by Catalis during the Basic Maintenance Period. Maintenance services do not include Customer's costs necessary to access the Services.

2.2. Upgrades. Customer will receive access to all updated, patches and enhancements to the Services (except any New Product), including all related update releases and associated Documentation via software package or other standard installation media.

2.3. Exclusions. Maintenance services do not include maintenance required by: (i) operator error or improper operation or use of the Services by Customer; (ii) modifications, repairs, or additions to the Services performed by persons other than Catalis, or damage to Services by Customer's employees or third persons; or (iii) training services. Any maintenance service or related service or training other than the maintenance services described above will be charged at Catalis' then current billable call maintenance rates in effect.

2.4. Billable Call Maintenance. Any maintenance service or related service or training other than covered maintenance services will be charged at Catalis' then current billable call maintenance rates in effect. Such rates apply to time spent performing maintenance, including travel time. The minimum charge for billable call maintenance is one-half of one hour (1/2 hour). Should billable call maintenance services require travel to the Customer's site, Customer will also be invoiced for actual expenses of travel, including, without limitation, as applicable, mileage, air fare, meals, lodging, and similar expenses; provided, however, that, in the event Customer is a governmental agency or authority, travel expenses shall be limited in amount by applicable federal or state statutory requirements. All charges for billable call maintenance shall be due and payable within thirty (30) business days following invoice by Catalis.

2.5. Software Updates

During the term of this Agreement, Licensor will maintain the Software by providing software updates and enhancements to Customer as the same are offered by Licensor to its licensees of the Software ("Updates"). All software updates and enhancements provided to Customer by Licensor pursuant to the terms of this Agreement shall be subject to the terms and conditions of the Agreement between the parties. Updates will be provided on an as-available basis and include the items listed below:

a. Bug fixes;
b. Enhancements to market data service software provided by Licensor to keep current with changes in market data services or as Licensor makes enhancements;
c. Enhancements to keep current with the current hardware vendor's OS releases, as available from Licensor, provided that the current hardware vendor's OS release is both binary and source-compatible with the OS release currently supported by Licensor; and
d. Performance enhancements to Software.

2.5.5. Updates do not include:

a. Platform extensions including product extensions to (i) different hardware platforms; (ii) different windowing system platforms; (iii) different operating system platforms; and
b. New functions such as (i) new functionality in the market data delivery infrastructure; (ii) new market data feeds; (iii) new applications; and (iv) new presentation tools.

2.6 Services Not Included

Services do not include any of the following: (i) custom programming services; (ii) support of any software that is not Software; (iii) training; (iv) out-of-pocket and reasonable expenses, including hardware and related supplies. Services, as described in this section 1.4, if required by Customer, would be executed via approved Professional Services Work Order.

3. LOCATIONS

The Hosting provider will be specified in the Order Form. For U.S.-based customers, both AWS and Microsoft Azure Government's primary and geo-redundant back-up hosting facilities are located within the Continental United States; Canadian customer hosting locations are based in Canada.

4. RESPONSIBILITIES

Each Service Level Requirement (SLR) set forth in this document identifies key performance measures that will be used to evaluate the Licensor's delivery of the Software and/or service(s). The overriding goal in developing SLRs is to support the Customer's desire to manage the Licensor's Software and/or service(s) by monitoring and measuring performance against defined SLRs.

In the event of failure to meet an SLR, Licensor shall: (i) immediately take steps to mitigate any harmful effects of such failure within its control, (ii) upon Customer's approval, correct the problem as soon as practicable, (iii) continuously, and when requested by Customer, advise Customer of the progress and status of remedial efforts being undertaken with respect to such problem, and (iv) demonstrate to Customer that all reasonable action has been taken to prevent a recurrence of the immediate failure.

If Licensor fails to achieve SLRs twelve (12) or more times in any rolling six (6) month period, Licensor shall be deemed to be in default of the Agreement.

SLR Type	SLR Name	Performance Target	Measurement Period
Response Time	E-mail and voicemail response rate	98% of e-mails and voicemails for Services Level 1 & 2 issues received by service desk responded to within 4 business hours	Monthly
Performance	System Performance	98% of web requests receive server responses within 500ms of the request arriving at the server	Monthly
Availability	Uptime / Availability	99.9%	Monthly
Scheduled Downtime	System Availability	≤8 hours scheduled down time per month (per component)	Monthly
Recovery Time Objective (RTO) and Recovery Point Objective (RPO)	Recovery Time and Data Recovery	≤8 hours with ≤1 hour of data loss	Designated recovery period following a disaster
Semi-Annual Disaster Recovery (DR) Test	Semi-Annual DR Test	Semi-annual DR test completed	Semi-annual

RENSSELAER COUNTY LEGISLATURE

Introduced by Legislator(s) Loveridge, Grant, Ashley, Maloney, Weaver

Sent To: Contracts & Agreements **Committee** **Date** July 14, 2026

Resolution No. **G/10**

RESOLUTION AUTHORIZING AN AGREEMENT WITH STRENGTH AT HOME, LLC FOR THE STRENGTH AT HOME DOMESTIC VIOLENCE INTERVENTION PROGRAM – DEPARTMENT OF PROBATION

WHEREAS, This Resolution is filed with the Rensselaer County Legislature by the Rensselaer County Executive; and

WHEREAS, The Rensselaer County Department of Probation ("Department") offers an array of services, including domestic violence intervention programs, to individuals involved in intimate partner violence who are ordered by the Rensselaer County Courts to participate in an evidence-based batter or domestic violence programs; and

WHEREAS, Strength at Home, LLC, 6 Moore Circle, Danvers, Massachusetts 01923, is a sole source provider with personnel qualified to provide initial intake and assessment, motivational interviewing, orientation, group intervention sessions, and ongoing efforts to engage participants in successful program participation; and

WHEREAS, Rensselaer County recognizes that the use of evidence-based batters or domestic violence programs in intimate partner violence has proven to reduce recidivism among domestic violence offenders; and

WHEREAS, The Department will utilize State funding received to support this agreement which is allocated within the 2026 Rensselaer County Adopted Budget via appropriation code A.3140.04900. PRETRIAL.2023.04900; and

WHEREAS, The start and end dates of such agreement, the source of funding of the same, the total amount to be expended over the life of the same, which shall not exceed budgetary appropriations, and the name and address of the contracting party are as follows:

DESCRIPTION	VENDOR	APPROPRIATION CODE	AMOUNT
Domestic Violence Intervention Program 7/1/2026 - 6/30/2027	Strength at Home, LLC 6 Moore Circle Danvers, Massachusetts 01923	A.3140.04900. Pretrial.2023 .04900	Not to exceed $50,000.00

; now, therefore, be it

RESOLVED, That the Rensselaer County Executive, or his designee, is authorized to sign the above agreement, subject to the approval as to form by the Rensselaer County Attorney.

Resolution ADOPTED by the following vote:
Ayes:
Nays:
Abstain:
July 14, 2026

Clerk of the Legislature

Sent to County Executive____________________

Received from County Executive________

____
Clerk of the Legislature

RENSSELAER COUNTY LEGISLATURE SEAL

Executive Action

Approved____________ **Date**_________

Disapproved__________
Veto Message Attached and Returned to Clerk

____
County Executive

LEGISLATIVE FISCAL IMPACT STATEMENT

Type of Legislation: Local Law:________ G Resolution: X P Resolution:________

Title of Legislation: Resolution Authoring the County Executive to Sign an Agreement for Strength at Home Domestic Violence Intervention Program Probation

Requested by: Probation

Sponsor(s):________

FISCAL IMPACT

1) Projected cost of proposed legislation, if any: $ 50,000 current year
$0 ongoing expenses per year

2) Method of financing – note all that apply (federal funding, state funding, bonding, tax levy, etc.): 100% State Funding

   a) For federal funding: amount $ 0.00 and length of time federal funding is available ________. Is it available for ongoing expenses? Yes ______ or No ______

   b) For state funding: amount $ 50,000 and length of time state funding is available January 1, 2026-December 31,2026. Is it available for ongoing expenses? Yes ______ or No x

   c) If bonded, state amount of total indebtedness this legislation will create and projected interest cost over the course of borrowing:
   Principal $ 0
   Total projected interest costs $ 0

   d) Tax levy impact for current year $ 0 and ongoing $ 0

   e) Other (please explain) $________

3) Is this expense or program mandated? Yes ______ No X

4) Length of expense or project (one time only, ongoing, etc.): One Year

5) Justification for the appropriation/expenditure requested. Include any revenue this will produce or any expense that will be avoided: The Rensselaer County Probation Department receives funding to support its efforts to provide alternatives to incarceration. Strength at Home is an evidence based domestic violence program that can provide an initial intake and assessment, motivational interviewing, orientation, group intervention sessions and ongoing efforts to engage participations who have been involved in an intimate partner crime. Participants are Court ordered to participate in Strength at Home and it has been shown to reduce recidivism among domestic violence offenders.

Department Head

Kara Wohlleber

Rensselaer County Probation Department
61 State Street
Troy, New York 12180
518-266-7100
518-266-7127 Fax

Steven F. McLaughlin
County Executive

Kara E. Wohlleber
Probation Director III

To: County Auditor

From: Kara Wohlleber

Date: June 10, 2026

Subject: Sole Source Service Provider, Strength at Home

A sole source justification exists because Strength at Home is a nationally recognized, evidence-based domestic violence intervention program developed and overseen by its founder and Director, Casey Taft, Ph.D., and is uniquely designed to address intimate partner violence through trauma-informed, research-supported methodologies.

The Strength at Home program is distinct in its clinical design, curriculum, training standards, and fidelity requirements, and comparable services are not available through other providers without substantial modification or loss of program integrity. No other vendor offers the same evidence-based model with equivalent research validation, expertise, and direct oversight by the program's developer.

The source of funding for this program is through the New York State Division of Criminal Justice Service Pretrial Grant.

PURCHASE OF SERVICES AGREEMENT

Strength at Home Domestic Violence Intervention Program

This **Purchase of Services Agreement** (“Agreement”) is made by and between the **County of Rensselaer**, acting through the **Rensselaer County Probation Department** (“County”), and **Strength at Home LLC**, with a principal place of business at 6 Moore Circle, Danvers, Massachusetts 01923 (“Contractor”).

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1. PURPOSE

The purpose of this Agreement is for the County to purchase specialized domestic violence intervention services for individuals ordered by the Rensselaer County courts to participate in a batterer or domestic violence intervention program. Contractor shall provide the **Strength at Home** program, an evidence-based intervention designed for individuals involved in intimate partner violence.

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2. SOLE SOURCE JUSTIFICATION

A sole source justification exists because **Strength at Home** is a nationally recognized, evidence-based domestic violence intervention program developed and overseen by its founder and Director, **Casey Taft, Ph.D.**, and is uniquely designed to address intimate partner violence through trauma-informed, research-supported methodologies.

The Strength at Home program is distinct in its clinical design, curriculum, training standards, and fidelity requirements, and comparable services are not available through other providers without substantial modification or loss of program integrity. No other vendor offers the same evidence-based model with equivalent research validation, expertise, and direct oversight by the program’s developer.

Accordingly, procurement of these services from Strength at Home LLC is in the best interest of the County and is justified as a sole source purchase in accordance with applicable County procurement policies.

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3. SCOPE OF SERVICES

Contractor shall provide the following services:

a. Delivery of the Strength at Home Domestic Violence Intervention Program to individuals referred by Rensselaer County Probation.

b. Services shall include, but are not limited to, initial intake and assessment, motivational interviewing, orientation, group intervention sessions, and ongoing efforts to engage participants in successful program participation.

c. Program length shall be twelve (12) weeks; however, participants may require multiple attempts or extended engagement to successfully complete the program. Contractor shall continue to provide services consistent with program standards regardless of participant completion status.

d. Services may be provided virtually in accordance with Strength at Home program standards and fidelity requirements.

e. Contractor shall maintain program fidelity and deliver services in accordance with the Strength at Home evidence-based curriculum.

f. Contractor shall provide documentation of enrollment, attendance, engagement, compliance status, and completion or non-completion to the Probation Department, as permitted by law and necessary for court supervision.

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4. TERM

The term of this Agreement shall commence on ________________, 2026, and shall continue through ________________, 2027, unless terminated earlier in accordance with this Agreement.

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5. COMPENSATION AND PAYMENT

a. The County shall purchase program participation vouchers from Contractor at a rate of Five Hundred Dollars ($500.00) per participant. The voucher represents an upfront, nonrefundable fee associated with participant enrollment in the Strength at Home program.

b. Payment is based on participant enrollment into the program and covers intake, assessment, motivational services, group participation, and ongoing engagement efforts. Payment shall not be contingent upon program completion or graduation.

c. The County anticipates purchasing up to one hundred (100) vouchers during the term of this Agreement, for a total not-to-exceed amount of Fifty Thousand Dollars ($50,000.00).

d. Contractor shall submit invoices to the County based on participant enrollment. Each invoice shall identify enrolled participants and the corresponding enrollment dates.

e. No refunds shall be issued for participants who fail to complete, withdraw from, or are terminated from the program after enrollment, provided that Contractor has made reasonable and documented efforts to engage the participant in services.

f. Payment shall be subject to County audit and standard payment procedures.

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6. INDEPENDENT CONTRACTOR

Contractor is an independent contractor and is not an employee or agent of the County. Contractor shall be solely responsible for all taxes, licenses, permits, insurance, and compliance with all applicable laws and regulations.

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7. CONFIDENTIALITY

Contractor shall comply with all applicable federal and New York State confidentiality laws, including laws governing criminal justice information and protected health information. Information regarding participants shall be disclosed to the County only as permitted by law and necessary for supervision and court compliance.

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8. RECORDS AND AUDIT

Contractor shall maintain complete and accurate records relating to services provided under this Agreement. Such records shall be available for inspection or audit by the County upon reasonable notice, subject to confidentiality restrictions.

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9. NON-DISCRIMINATION

Contractor shall not discriminate against any employee, applicant, or program participant based on race, color, religion, sex, gender identity, sexual orientation, national origin, age, disability, or any other protected classification under applicable law.

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10. INDEMNIFICATION

To the fullest extent permitted by law, Contractor shall indemnify, defend, and hold harmless the County of Rensselaer, its officers, employees, and agents from any and all claims, damages, liabilities, or expenses arising out of Contractor's performance under this Agreement.

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11. INSURANCE

Contractor shall maintain appropriate professional and general liability insurance coverage and shall provide proof of such insurance upon request by the County.

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12. TERMINATION

a. Either party may terminate this Agreement upon **thirty (30) days written notice**.
b. The County may terminate this Agreement immediately for cause, including failure to perform services, breach of contract, or violation of law.

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13. GOVERNING LAW

This Agreement shall be governed by and construed in accordance with the laws of the **State of New York**.

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14. ENTIRE AGREEMENT

This Agreement constitutes the entire understanding between the parties and may be amended only by a written agreement signed by both parties.

SIGNATURES

COUNTY OF RENSSELAER
By: ______________________________
Name: ____________________________
Title: ____________________________
Date: ____________________________

STRENGTH AT HOME LLC
By: **Casey Taft, Ph.D.**
Title: Director, Strength at Home
Date: ______________________________

RENSSELAER COUNTY LEGISLATURE

Introduced by Legislator(s) Loveridge, Grant, Ashley, Maloney, Weaver

Sent To: Contracts & Agreements **Committee** **Date** July 14, 2026

Resolution No. G/12

RESOLUTION AUTHORIZING ACCEPTANCE OF A GRANT AWARD FROM THE NEW YORK STATE DIVISION OF CRIMINAL JUSTICE SERVICES AND AMENDING THE 2026 RENSSELAER COUNTY ADOPTED BUDGET – DEPARTMENT OF PROBATION

WHEREAS, This Resolution is filed with the Rensselaer County Legislature by the Rensselaer County Executive; and

WHEREAS, The Rensselaer County Department of Probation has been awarded a grant from the New York State Division of Criminal Justice Services for the Gun Involved Violence Elimination (GIVE) Partnership in the amount of $255,629.00 for the period of July 1, 2026 through June 30, 2027; and

WHEREAS, Of the total grant award, $129,815.00 will be allocated within the 2026 Rensselaer County Adopted Budget, and the remainder will be allocated within the Department's 2027 budget; and

WHEREAS, The primary focus of this grant will be to continue to reduce gun involved violent crime, to develop criminal intelligence, and to further implement a joint crime reduction strategy with GIVE Partnerships; and

WHEREAS, The grant award will provide for program expenses including salary and fringe benefits for a Probation Officer (Field Intelligence Officer), other Probation Officers' overtime, personnel expenses related to cognitive behavioral interventions and related expenditures, employment programs, support programs targeting areas of most risk toward violent crime, and training; now, therefore, be it

RESOLVED, That any positions, programs, expenditures, and/or agreements or contracts authorized or established pursuant to this resolution shall terminate and cease upon discontinuance of said funding; and, be it further

RESOLVED, That the County Executive, or his designee, is authorized to sign the above referenced grant award, together with any and all documents for such grant award, including any and all no cost extensions of such grant award, subject to the approval as to form by the Rensselaer County Attorney; and, be it further

RESOLVED, That the 2026 Rensselaer County Adopted Budget shall be and hereby is amended as follows:

GENERAL FUND REVENUE

CODE	PRESENT	CHANGE	REVISED
A.3140.33109 .GIVEPROB.2026.33109 Probation - GIVE Partnership Grant	$ 0.00	$129,815.00	$129,815.00

GENERAL FUND APPROPRIATIONS

CODE	PRESENT	CHANGE	REVISED
A.3140 Department of Probation			
.01007.GIVEPROB .2026.01007 Overtime	$ 0.00	$ 42,000.00	$ 42,000.00
.01007.GIVEPROB .2026.01007 Probation Officer	$ 0.00	$ 43,458.00	$ 43,458.00
.01007.GIVEPROB .2026.01007 On-call Stipend	$ 0.00	$ 642.00	$ 642.00
.01007.GIVEPROB .2026.01007 GIVE Program Stipend	$ 0.00	$ 2,500.00	$ 2,500.00
.01007.GIVEPROB .2026.01007 GIVE Employment Program	$ 0.00	$ 8,000.00	$ 8,000.00
.04450.GIVEPROB .2026.04450 Rental – Equipment/Maintenance	$ 0.00	$ 1,500.00	$ 1,500.00
.04540.GIVEPROB .2026.04540 Publications	$ 0.00	$ 750.00	$ 750.00
.04560.GIVEPROB .2026.04560 Training	$ 0.00	$ 706.00	$ 706.00
.04700.GIVEPROB .2026.04700 Program Expenditures	$ 0.00	$ 17,750.00	$ 17,750.00

GENERAL FUND APPROPRIATIONS (continued)

CODE	PRESENT	CHANGE	REVISED
.08008.GIVEPROB .2026.08008 Employee Benefits	$ 0.00	$ 12,509.00	$ 12,509.00

TOTAL APPROPRIATIONS: $129,815.00

Resolution ADOPTED by the following vote:
Ayes:
Nays:
Abstain:
July 14, 2026

Clerk of the Legislature

Sent to County Executive________________

Received from County Executive________

____
Clerk of the Legislature

Executive Action

Approved__________ **Date**________

Disapproved________
Veto Message Attached and Returned to Clerk

____
County Executive

LEGISLATIVE FISCAL IMPACT STATEMENT

Type of Legislation: Local Law:________ G Resolution: X______ P Resolution:_________

Title of Legislation: Resolution Authorizing Acceptance of a Grant Award from the New York State Division of Criminal Justice Services and Amending the 2026 Adopted Rensselaer County Budget-Department of Pro

Requested by: Probation

Sponsor(s):______________________________

FISCAL IMPACT

1) Projected cost of proposed legislation, if any: $ 255,629.00 current year
2026 - $129,815.00 ongoing expenses per year

2) Method of financing – note all that apply (federal funding, state funding, bonding, tax levy, etc.): GIVE Grant

   a) For federal funding: amount $ 0 and length of time federal funding is available ________________. Is it available for ongoing expenses? Yes ______ or No X

   b) For state funding: amount $ 255,629.00 and length of time state funding is available 12 months. Is it available for ongoing expenses? Yes ______ or No X

   c) If bonded, state amount of total indebtedness this legislation will create and projected interest cost over the course of borrowing:
   Principal $ 0
   Total projected interest costs $ 0

   d) Tax levy impact for current year $ 0 and ongoing $ 0

   e) Other (please explain) $ 0

3) Is this expense or program mandated? Yes __________ No X

4) Length of expense or project (one time only, ongoing, etc.):______________

5) Justification for the appropriation/expenditure requested. Include any revenue this will produce or any expense that will be avoided: The GIVE funding will be used to pay for FIO Salary and fringe, probation officers' overtime, employment program, wellness speakers and programs, and various program expenditures (CBI and Vocational training).

Department Head

Kara E. Wohlleber

Division of Criminal Justice Services

KATHY HOCHUL
Governor

ROSSANA ROSADO
Commissioner

CILLIAN FLAVIN
Deputy Commissioner

Grant Award Notice

Grantee/Contractor: Rensselaer County Probation Department		Date: 6/10/2026
Program Name: Project GIVE (2026-27)		Award Amount: $255,629[1]
Signatory Name and Title: Linda McMahon Director		Term Dates: 7/1/26 – 6/30/27
Email: lmcmahon@rensco.com		Contract Number: C485482
Program Description: 2026-27 DCJS Gun Involved Violence Elimination (GIVE) Initiative		
New York State Division of Criminal Justice Services (DCJS) Commissioner Rossana Rosado is pleased to provide funding to your county and agency to support the Gun Involved Violence Elimination (GIVE) initiative. The GIVE initiative is a critical component of the State's violence prevention and reduction strategy. Thank you for your partnership to help keep New Yorkers safe. Please find attached the approved budget for the funded agencies within your county. If you have any programmatic questions, please contact the DCJS Office of Public Safety (OPS) at LESAU@dcjs.ny.gov Your DCJS Office of Program Development and Funding (OPDF) Public Safety Grants Representative will be reaching out shortly with the next steps.		

We look forward to working with you in our continued efforts to safeguard the health and safety of all New York residents and visitors.

[1] The award amount listed above is contingent upon the completion and submission (as applicable) of all contractual obligations as well as approval by the NYS Division of Budget and execution of the grant contract by the NYS Office of the State Comptroller.

RENSSELAER

TROY POLICE DEPARTMENT BUDGET

	PERSONNEL	Awarded Budget
Job Title / Position		
1	FIO	$75,712
1	Detective	$85,600
	Job Title / Position Total	**$161,312**
Fringe Benefits for Positions		
	Fringe Benefits Total	$84,387
	Fringe Benefits Total	**$84,387**
Contracted Personnel		
1	Crime Analyst FT	$96,776
1	Anti-Violence Coordinator	$99,489
	Contracted Personnel Total	**$196,265**
	TOTAL PERSONNEL	**$441,964**
	HOT-SPOT POLICING	
	Hot Spot OT	$97,763
	TOTAL HOT-SPOT	**$97,763**
	FOCUSED DETERRENCE	
	TOTAL FOCUSED DETERENCE	**$0**

CPTED		
	TOTAL CPTED	$0
PLACE NETWORK INVESTIGATIONS		
	TOTAL PNI	$0
COMMUNITY / YOUTH ENGAGEMENT		
	Community Engagement Strategies OT	$22,000
	TOTAL COMMUNITY / YOUTH ENGAGEMENT	$22,000
NON-FATAL SHOOTING		
	Investigative Overtime	$15,000
	TOTAL NON-FATAL SHOOTING	$15,000
ALTERNATIVE RESPONSES		
	Intelligence Gathering Software	$9,000
	TOTAL ALTERNATIVE RESPONSES	$9,000
TRAVEL & TRAINING		
	Travel	$500
	Training	$500
	TOTAL TRAVEL & TRAINING	$1,000
	POLICE DEPARTMENT TOTAL	$586,727

	DISTRICT ATTORNEY'S OFFICE BUDGET	
	PERSONNEL	**Awarded Budget**
Job Title / Position		
4	ADA (One at 0.90FTE, One at 0.85FTE, Two at 0.25FTE, Stipend at $32,000)	$230,000
2	Investigators (One at FT, One at 0.55FTE)	$118,714
	Job Title / Position Total	**$348,714**
Fringe Benefits for Positions		
	Fringe Benefits Total	$65,892
	Fringe Benefits Total	**$65,892**
Contracted Personnel		
	Contracted Personnel Total	**$0**
	TOTAL PERSONNEL	**$414,606**
	HOT-SPOT POLICING	
	TOTAL HOT-SPOT	**$0**
	FOCUSED DETERRENCE	
	TOTAL FOCUSED DETERRENCED	**$0**

	CPTED	
	TOTAL CPTED	**$0**
	PLACE NETWORK INVESTIGATIONS	
	TOTAL PNI	**$0**
	COMMUNITY / YOUTH ENGAGEMENT	
	Community Outreach	$24,000
	Office Supplies	$5,338
	TOTAL COMMUNITY / YOUTH ENGAGEMENT	**$29,338**
	NON-FATAL SHOOTING	
	TOTAL NON-FATAL SHOOTING	**$0**
	ALTERNATIVE RESPONSES	
	TOTAL ALTERNATIVE RESPONSES	**$0**
	TRAVEL & TRAINING	
	TOTAL TRAVEL & TRAINING	**$0**
	DISTRICT ATTORNEY'S OFFICE TOTAL	**$443,944**

SHERIFF'S OFFICE BUDGET		
	PERSONNEL	**Awarded Budget**
Job Title / Position		
	Job Title / Position Total	**$0**
Fringe Benefits for Positions		
	Fringe Benefits Total	**$0**
Contracted Personnel		
	Contracted Personnel Total	**$0**
	TOTAL PERSONNEL	**$0**
	HOT-SPOT POLICING	
	Overtime	$20,000
	TOTAL HOT-SPOT	**$20,000**
	FOCUSED DETERRENCE	
	TOTAL FOCUSED DETERRENCE	**$0**

CPTED		
	TOTAL CPTED	$0
PLACE NETWORK INVESTIGATIONS		
	TOTAL PNI	$0
COMMUNITY / YOUTH ENGAGEMENT		
	TOTAL COMMUNITY / YOUTH ENGAGEMENT	$0
ALTERNATIVE RESPONSES		
	TOTAL ALTERNATIVE RESPONSES	$0
TRAVEL & TRAINING		
	TOTAL TRAVEL & TRAINING	$0
	SHERIFF'S OFFICE TOTAL	$20,000

COUNTY PROBATION BUDGET		
PERSONNEL		**Awarded Budget**
Job Title / Position		
1	FIO (Stipend On-Call included at $1,284)	$88,201
	Job Title / Position Total	**$88,201**
Fringe Benefits for Positions		
	Fringe Benefits Total	$25,017
	Fringe Benefits Total	**$25,017**
Contracted Personnel		
	Contracted Personnel Total	**$0**
	TOTAL PERSONNEL	**$113,218**
HOT-SPOT POLICING		
	Overtime	$54,000
	GPS After hours monitoring stipend	$5,000
	GPS Monitoring & Equipment	$3,000
	Cognitive Behavioral Intervention (CBI)	$14,000
	Vocational Training - Ready Set Work (RSW)	$16,000
	CBI and RSW Expenditures	$1,500
	Officer Wellness Program	$5,500
	TOTAL HOT-SPOT	**$99,000**
FOCUSED DETERRENCE		
	TOTAL FOCUSED DETERRENCE	**$0**

	CPTED	
	TOTAL CPTED	**$0**
	PLACE NETWORK INVESTIGATIONS	
	TOTAL PNI	**$0**
	COMMUNITY / YOUTH ENGAGEMENT	
	Alliance with the Boys & Girls Club in "Hot Spot" Areas	$30,000
	Probation Employment Program	$12,000
	TOTAL COMMUNITY / YOUTH ENGAGEMENT	**$42,000**
	ALTERNATIVE RESPONSES	
	TOTAL ALTERNATIVE RESPONSES	**$0**
	TRAVEL & TRAINING	
	Travel	$811
	Training	$600
	TOTAL TRAVEL & TRAINING	**$1,411**
	COUNTY PROBATION TOTAL	**$255,629**
	COUNTY GRAND TOTAL	**$1,306,300**

RENSSELAER COUNTY LEGISLATURE

Introduced by Legislator(s) Loveridge, Grant, Ashley, Maloney, Weaver

Sent To: Contracts & Agreements **Committee** **Date** July 14, 2026

Resolution No. G/13

RESOLUTION AUTHORIZING THE EXTENSION OF A GRANT AWARD FROM NEW YORK STATE OFFICE OF INDIGENT LEGAL SERVICES – PUBLIC DEFENDER, CONFLICT DEFENDER AND PUBLIC ADMINISTRATOR

WHEREAS, This Resolution is filed with the Rensselaer County Legislature by the Rensselaer County Executive; and

WHEREAS, Resolution G/467/24 authorized the acceptance of a grant award from the New York State Office of Indigent Legal Services (Upstate Quality Improvement and Caseload Reduction – Dist. #4 - Contract Number C4TH638) in the amount of $300,000.00 for the period of July 1, 2023 through June 30, 2026; and

WHEREAS, The New York State Office of Indigent Legal Services has authorized a six (6) month extension of said award with the term now ending December 31, 2026; and

WHEREAS, All purchases made under this grant, will be made in accordance with the policies and procedures set forth in the Rensselaer County Purchasing Policy and Guidelines; now, therefore, be it

RESOLVED, That any positions, programs, expenditures and/or agreements or contracts authorized or established pursuant to this resolution shall terminate and cease upon discontinuance of said funding; and, be it further

RESOLVED, That the Rensselaer County Executive, or his designee, is authorized to sign the above referenced grant award extension, together with any and all documents for such grant award, including any and all no cost extensions of such grant award, subject to the approval as to form by the Rensselaer County Attorney.

Resolution ADOPTED by the following vote:
Ayes:
Nays:
Abstain:
July 14, 2026

Clerk of the Legislature

Sent to County Executive____________________

Received from County Executive_______

____
Clerk of the Legislature

RENSSELAER COUNTY LEGISLATURE SEAL

Executive Action

Approved____________ **Date**________

Disapproved__________
Veto Message Attached and Returned to Clerk

____
County Executive

RENSSELAER COUNTY LEGISLATURE

Introduced by Legislator(s) Hoffman

Sent To: Contracts & Agreements **Committee** **Date** November 12, 2024

Resolution No. G/467/24

RESOLUTION AUTHORIZING A CONTRACT ACCEPTING A GRANT AWARD FROM THE NEW YORK STATE OFFICE OF INDIGENT LEGAL SERVICES AND AMENDING THE 2024 RENSSELAER COUNTY ADOPTED BUDGET - PUBLIC DEFENDER, CONFLICT DEFENDER & PUBLIC ADMINISTRATOR

WHEREAS, This resolution is filed with the Rensselaer County Legislature by the Rensselaer County Executive; and

WHEREAS, Rensselaer County has been awarded a $300,000.00 grant from the New York State Office of Indigent Legal Services, for the period commencing July 1, 2023 through June 30, 2026, to assist in improving the quality of indigent legal services provided pursuant to Article 18-B of the County Law of the State of New York; and

WHEREAS, The grant award (contract number C4TH638) will enable the continuation of a part-time Assistant Public Defender position and the continuation of a part-time Assistant Conflict Defender position; and

WHEREAS, This grant will provide funds for technology, computer programming, publications and investigative services for the Public Defender, Conflict Defender and Public Administrator; and

WHEREAS, All purchases, made under this grant, will be done under the purchasing guidelines set forth in the Purchasing Policies and Procedures of the County of Rensselaer; now, therefore, be it

RESOLVED, That any positions, programs, expenditures and/or agreements or contracts authorized or established pursuant to this resolution shall terminate and cease upon discontinuance of said funding; and, be it further

RESOLVED, That the 2024 Rensselaer County Adopted Budget shall be and hereby is amended as follows:

GENERAL FUND REVENUE

CODE/DESCRIPTION	PRESENT	CHANGE	REVISED
A.1175.30250 UQI.D4Y3.30250 Indigent Legal Services	$ 0.00	$300,000.00	$300,000.00

GENERAL FUND APPROPRIATIONS

CODE/DESCRIPTION	PRESENT	CHANGE	REVISED
Public Defender			
A.1170.01007 UQI.D4Y3.PD 01007 Assistant Public Defender	$ 0.00	$132,459.00	$132,459.00
A.1170.04520 UQI.D4Y3.PD 04520 Dues	$ 0.00	$ 1,992.00	$ 1,992.00
A.1170.04550 UQI.D4Y3.PD 04550 Office Supplies	$ 0.00	$ 1,151.00	$ 1,151.00
A.1170.04560 UQI.D4Y3.PD 04560 Training	$ 0.00	$ 4,000.00	$ 4,000.00
A.1170.04902 UQI.D4Y3.PD 04902 Expert Testimony	$ 0.00	$ 2,000.00	$ 2,000.00
A.1170.08003 UQI.D4Y3.PD 08003 Social Security	$ 0.00	$ 10,133.00	$ 10,133.00
A.1170.08008 UQI.D4Y3.PD 08008 Employee Benefits	$ 0.00	$ 49,474.00	$ 49,474.00
Conflict Defender			
A.1174.01007 UQI.D4Y3.CD 01007 Assistant Conflict Defender	$ 0.00	$ 95,041.00	$ 95,041.00
A.1174.02400 UQI.D4Y3.CD 02400 Other Equipment	$ 0.00	$ 250.00	$ 250.00
A.1174.04540 UQI.D4Y3.CD 04540 Publications	$ 0.00	$ 1,000.00	$ 1,000.00
A.1174.04900 UQI.D4Y3.CD 04900 Professional Services	$ 0.00	$ 1,000.00	$ 1,000.00
A.1174.04902 UQI.D4Y3.CD 04902 Expert Testimony	$ 0.00	$ 1,000.00	$ 1,000.00
Public Administrator			
A.1175.04540 UQI.D4Y3.PA 04540 Publications	$ 0.00	$ 500.00	$ 500.00
Total General Fund Appropriations:		$300,000.00	

Resolution ADOPTED by the following vote:
Ayes: 18
Nays: 0
Abstain: 0
November 12, 2024

Clerk of the Legislature

Sent to County Executive 11/13/24

Received from County Executive 11/14/24

Jessica L. Chabas

Clerk of the Legislature

RENSSELAER COUNTY LEGISLATURE SEAL

Executive Action

Approved ✓ **Date** 11/13/24

Disapproved________

Veto Message Attached and Returned to Clerk

County Executive

LEGISLATIVE FISCAL IMPACT STATEMENT

Type of Legislation: Local Law:________ G Resolution: X______ P Resolution:_________

Title of Legislation: Resolution Authorizing Extension of the Term Period of a Grant Agreement with NYS Office of Indigent Legal Services - Public Defender, Conflict Defender and Public Administrator

Requested by: Public Defender, Conflict Defender and Public Administrator

Sponsor(s):________________________________

FISCAL IMPACT

1) Projected cost of proposed legislation, if any: $0 current year
_____________ ongoing expenses per year

2) Method of financing – note all that apply (federal funding, state funding, bonding, tax levy, etc.): Funding is from the New York State Office of Indigent Legal Services

a) For federal funding: amount $____________ and length of time federal funding is available __________________. Is it available for ongoing expenses? Yes ______ or No _________

b) For state funding: amount $0 and length of time state funding is available through December 31, 2026. Is it available for ongoing expenses? Yes ______ or No ________

c) If bonded, state amount of total indebtedness this legislation will create and projected interest cost over the course of borrowing:
Principal $_______________
Total projected interest costs $________________

d) Tax levy impact for current year $0.00 and ongoing $__________

e) Other (please explain) $____________

3) Is this expense or program mandated? Yes X No __________

4) Length of expense or project (one time only, ongoing, etc.): Funding is through December 31, 2026

5) Justification for the appropriation/expenditure requested. Include any revenue this will produce or any expense that will be avoided: This is a request for an extension of the term period from June 30, 2026 to December 31, 2026. The New York State Office of Indigent Legal Services has authorized a six (6) month extension to December 31, 2026 for the Upstate Quality Improvement and Caseload Reduction - Dist. #4 contract so the funds can be expended.

Department Head

John Turi, Sandra McCarthy and Joel Abelove

From: Blair, Jami (ILS)
To: Kempf, Carl
Cc: smclaughlin@resncony.gov; Blais, Nicholas; Turi, John; Corbin, Mary; Keegan, Amy; Colvin, Jennifer; McCarthy, Sandra; Abelove, Joel; Agostino, Gabrielle; Warth, Patricia (ILS); Phillips, Burton (ILS); Christenson, Nora (ILS); Zartarian, Claire (ILS); Knittel, Claire (ILS); McCarthy, Lucy (ILS); Weinhold, Michelle (ILS); Loneranlu, Ying (ILS); Smith, Tammy TS (ILS); ils.sm.proposals
Subject: Fourth Upstate Quality Improvement and Caseload Reduction grant (#C4TH638) - Extension
Date: Wednesday, May 20, 2026 12:15:31 PM
Attachments: (to county)Ext-12.31.26-Rensselaer-C4TH638.pdf

Warning: Unusual sender <jami.blair@ils.ny.gov>
You don't usually receive emails from this address. Make sure you trust this sender before taking any actions.

Good Afternoon Rensselaer County,

I am reaching out to inform you that your Fourth Upstate Quality Improvement and Caseload Reduction grant (#C4TH638) will be **extended for a period of six-months through December 31, 2026**. This will be a no-cost extension so you can continue to spend down the current funding through the extension period.

Please sign and notarize the attached Extension Form and email a copy to Proposals@ils.ny.gov.

Beginning January 1, 2027, ILS will issue a new consolidated contract that will include your annual Distribution and Upstate Quality Improvement and Caseload Reduction funding in one budget. We will follow-up in the fall of this year to request a proposal for that funding.

Please let me know if you have any questions.

Best,

Jami

Jamison Blair
Assistant Counsel
New York State Office of Indigent Legal Services
80 S Swan St, Ste 1147, Albany, NY 12210 | www.ils.ny.gov
(518) 935-7284 | jami.blair@ils.ny.gov | he/him/his

STATE OF NEW YORK CONTRACT FOR GRANTS FACE PAGE

STATE AGENCY (Name & Address): NYS Office of Indigent Legal Services A. E. Smith Building, 11th Floor 80 South Swan Street Albany, NY 12210	BUSINESS UNIT/DEPT. ID: OLS01 - 1350200 CONTRACT NUMBER: C4TH638 CONTRACT TYPE (select one): ☑ Multi-Year Agreement ☐ Simplified Renewal Agreement ☐ Fixed Term Agreement
CONTRACTOR NAME: Rensselaer, County of	TRANSACTION TYPE: ☐ New ☐ Renewal (list periods): ☑ Amendment (list periods):
CONTRACTOR IDENTIFICATION NUMBERS: NYS Vendor ID Number: 1000002434 Federal Tax ID Number: 14-6002569	PROJECT NAME: FOURTH UPSTATE QUALITY IMPROVEMENT & CASELOAD REDUCTION ASSISTANCE LISTINGS (formerly CFDA) NUMBER (ALN) (Federally Funded Grants Only):
CONTRACTOR PRIMARY MAILING ADDRESS: Office of the Rensselaer County Attorney 99 Troy Road 4th Floor East Greenbush, NY 12061 CONTRACTOR PAYMENT ADDRESS: ☐ Check if same as primary mailing address Rensselaer County Bureau of Finance 99 Troy Road 4th Floor East Greenbush, NY 12061 CONTRACT MAILING ADDRESS: ☑ Check if same as primary mailing address CONTRACTOR PRIMARY E-MAIL ADDRESS: ckempf@renscony.gov	CONTRACTOR STATUS: ☐ For Profit ☑ Municipality ☐ Tribal Nation ☐ Individual ☐ Not-for-Profit Charities Registration Number: Exemption Status/Code: 380100000000 ☐ Sectarian Entity

STATE OF NEW YORK CONTRACT FOR GRANTS FACE PAGE

CURRENT CONTRACT TERM:	CONTRACT FUNDING AMOUNT (*Fixed Term* - enter current period amount; *Simplified Renewal* - enter cumulative amount to date; *Multi-year* - enter total projected amount of the contract):
From: July 1, 2023 To: June 30, 2026	CURRENT: $ 300,000.00
AMENDED TERM:	AMENDED:
From: July 1, 2023 To: December 31, 2026	FUNDING SOURCE(S) ☑ State ☐ Federal ☐ Other

ATTACHMENTS INCLUDED AS PART OF THIS AGREEMENT (select all that apply):

☐ Appendix A

☐ Attachment A:
- ☐ A-1 Agency Specific Terms and Conditions
- ☐ A-2 Program Specific Terms and Conditions
- ☐ A-3 Federally Funded Grants and Requirements Mandated by Federal Laws

☐ Attachment B:
- ☐ B-1 Expenditure Based Budget
- ☐ B-2 Performance Based Budget
- ☐ B-3 Capital Budget
- ☐ B-4 Net Deficit Budget
- ☐ B-1(A) Expenditure Based Budget (Amendment)
- ☐ B-2(A) Performance Based Budget (Amendment)
- ☐ B-3(A) Capital Budget (Amendment)
- ☐ B-4(A) Net Deficit Budget (Amendment)

☐ Attachment C: Work Plan
☐ Attachment D: Payment and Reporting
☐ Other:

IN WITNESS THEREOF, the parties hereto have executed or approved this Master Contract on the dates below their signatures.

CONTRACTOR:	STATE AGENCY:
Rensselaer County	NYS Office of Indigent Legal Services
By:______________________________	By:______________________________
______________________________ Printed Name	Patricia J. Warth Printed Name
Title:______________________________	Title: Director - Office of Indigent Legal Services
Date:______________________________	Date:______________________________

STATE OF NEW YORK

County of______________________________

On the ___ day of __________, ____, before me personally appeared__________________________, to me known, who being by me duly sworn, did depose and say that he/she resides at ______________________, that he/she is the ___________________________ of the _________________________________, the contractor described herein which executed the foregoing instrument; and that he/she signed his/her name thereto as authorized by the contractor named on the face page of this Master Contract.

(Notary)______________________________

ATTORNEY GENERAL'S SIGNATURE	STATE COMPTROLLER'S SIGNATURE
______________________________	______________________________
______________________________ Printed Name	______________________________ Printed Name
Title:______________________________	Title:______________________________
Date:______________________________	Date:______________________________

RENSSELAER COUNTY LEGISLATURE

Introduced by Legislator(s) Loveridge, Grant, Ashley, Maloney, Weaver

Sent To: Contracts & Agreements **Committee** **Date** July 14, 2026

Resolution No. G/15

RESOLUTION AUTHORIZING THE ACCEPTANCE OF A GRANT FROM THE NEW YORK STATE DIVISION OF HOMELAND SECURITY AND EMERGENCY SERVICES, AMENDING THE 2026 RENSSELAER COUNTY ADOPTED BUDGET AND AUTHORIZING A CONTRACT WITH MOTOROLA SOLUTIONS INC. FOR RADIO SYSTEM UPGRADES - BUREAU OF PUBLIC SAFETY

WHEREAS, This Resolution is filed with the Rensselaer County Legislature by the Rensselaer County Executive; and

WHEREAS, Rensselaer County has been awarded grant funding from the New York State Division of Homeland Security and Emergency Services for the New York State Combined 2024-25 Statewide Interoperable Communications Targeted Grant Program in the amount of $1,950,000.00 for the period beginning January 1, 2026 through December 31, 2029; and

WHEREAS, The purpose of the grant is to improve public safety communications interoperability, reliability, resiliency, and continuity of operations throughout Rensselaer County; and

WHEREAS, Interoperable communications allow police, fire, emergency medical services, emergency management personnel, and other public safety agencies to communicate effectively during routine operations, major emergencies, disasters and large-scale public events; and

WHEREAS, The Bureau of Public Safety (“BPS”) has identified critical infrastructure improvements necessary to enhance Rensselaer County’s public safety radio communications system; and

WHEREAS, The proposed project consists of two primary initiatives, which will enhance system redundancy, reduce the risk of communication failures, improve emergency response coordination, and increase the County’s ability to maintain critical public safety communications during adverse conditions:

1. Expansion of the County’s National Interoperability Channel System (NICS) through the installation of additional interoperability resources at County-owned communications sites and within the County’s Mobile Communications Center, thereby increasing the County’s ability to communicate with local, regional, state, and federal response agencies during emergencies; and

2. Installation of a Geo-Redundant ASTRO 25 Simulcast Prime Site, which will provide a secondary core radio system capable of maintaining communications in the event of a failure, outage, disaster, or other disruption affection the prime system; and

WHEREAS, BPS has received proposals for the proposed equipment and services via New York State Office of General Services Contract No. PT68772, with Motorola Solutions, Inc. providing a proposal for the total project cost of $1,950,000.00, to be funded entirely through grant funds and requires no County matching contribution; and

WHEREAS, Motorola Solutions, Inc. is the manufacturer of and sole-source provider of Rensselaer County's ASTRO 25 public safety radio system infrastructure and is uniquely qualified to provide the required equipment, software, integration, and support services necessary to maintain system compatibility and operational integrity; and

WHEREAS, The name and address of the contracting party, the source of funding of the same, the total amount to be expended over the life of the same, which shall not exceed budgetary appropriations are as follows:

DESCRIPTION	**VENDOR**	**APPROPRIATION CODE**	**AMOUNT**
Motorola Interop & Prime Site Upgrades Proposals USNY26P054M USNY25P249	Motorola Solutions 500 W. Monroe Street Chicago, IL 60661	A.3640.02400.SICGT	$1,950,000

; now, therefore, be it

RESOLVED, That any positions, programs, expenditures and/or agreements or contracts authorized or established pursuant to this resolution shall terminate and cease upon discontinuance of said funding; and, be it further

RESOLVED, That the Rensselaer County Executive, or his designee, is authorized to sign the above referenced grant award, together with any and all documents for such grant award, including any and all no cost extensions of such grant award, subject to the approval as to form by the Rensselaer County Attorney; and, be it further

RESOLVED, That the Rensselaer County Executive, or his designee, is authorized to sign the above agreement with Motorola Solutions, Inc., subject to the approval as to form by the Rensselaer County Attorney; and be it further

RESOLVED, That the 2026 Rensselaer County Adopted Budget shall be and is hereby amended as follows:

2026 GENERAL FUND REVENUE

CODE/DESCRIPTION	PRESENT	CHANGE	REVISED
A.3640.33972.SICGT Other Public Safety Grants	$0.00	$1,950,000	$1,950,000

2026 GENERAL FUND APPROPRIATIONS

CODE/DESCRIPTION	PRESENT	CHANGE	REVISED
A.3640.02400.SICGT Equipment	$0.00	$1,950,000	$1,950,000
TOTAL APPROPRIATIONS:	$0.00	$1,950,000	$1,950,000

Resolution ADOPTED by the following vote:
Ayes:
Nays:
Abstain:
July 14, 2026

Clerk of the Legislature

Sent to County Executive____________________

Received from County Executive________

____
Clerk of the Legislature

Executive Action

Approved____________ **Date**________

Disapproved__________
Veto Message Attached and Returned to Clerk

____
County Executive

LEGISLATIVE FISCAL IMPACT STATEMENT

Type of Legislation: Local Law:________ G Resolution:________ P Resolution:________

Title of Legislation: RESOLUTION AUTHORIZING THE ACCEPTANCE OF A GRANT FROM THE NEW YORK STATE DIVISION OF HOMELAND SECURITY AND EMERGENCY SERVICES, AMENDING THE 202

Requested by: Bureau of Public Safety

Sponsor(s):________

FISCAL IMPACT

1) Projected cost of proposed legislation, if any: $ 1,950,000.00 current year
0.00 ongoing expenses per year

2) Method of financing – note all that apply (federal funding, state funding, bonding, tax levy, etc.): State Funding - Grant

   a) For federal funding: amount $ N/A and length of time federal funding is available N/A. Is it available for ongoing expenses? Yes N/A or No N/A

   b) For state funding: amount $ 1,950,000.00 and length of time state funding is available N/A. Is it available for ongoing expenses? Yes N/A or No N/A

   c) If bonded, state amount of total indebtedness this legislation will create and projected interest cost over the course of borrowing:
   Principal $ N/A
   Total projected interest costs $ N/A

   d) Tax levy impact for current year $ N/A and ongoing $ N/A

   e) Other (please explain) $ N/A

3) Is this expense or program mandated? Yes X No ________

4) Length of expense or project (one time only, ongoing, etc.): One Time Only

5) Justification for the appropriation/expenditure requested. Include any revenue this will produce or any expense that will be avoided: Acceptance of grant to be used to upgrade radio system

Department Head

E. Heffern - Deputy Director BPS

NEW YORK STATE | Homeland Security and Emergency Services

KATHY HOCHUL
Governor

JACKIE BRAY
Commissioner

December 11, 2025

The Honorable Steven F. McLaughlin
Rensselaer County Executive
Ned Pattison Government Center
1600 Seventh Avenue
Troy, NY 12180

Dear Mr. McLaughlin:

I am pleased to announce that Rensselaer County has been awarded $1,950,000 under the New York State Combined 2024 & 2025 Statewide Interoperable Communications Targeted Grant Program (SICG-Targeted). This program, administered by my agency, allows for State support through grant funding for counties to enhance their public safety operations by strengthening communications infrastructure, which is critical in emergency situations, and ensuring that public safety personnel are prepared as they respond to calls for service. The 2024 & 2025 SICG-Targeted Grant Program focuses on closing gaps in National Interoperability Channels implementation and enhancing regional alliance, ensuring that county communication systems remain capable to support multijurisdictional response. Your participation in this program is another example of the successful partnerships we have been developing for public safety and emergency preparedness across the State.

Please note that the county's award amount has been reduced to $1,950,000 due to an unallowable cost. The Inter-RF Subsystem Interface (ISSI) budget line of $1,000,000 was eliminated as ISSI costs are unallowable. The SICG-Targeted Grant Program is focused on expanding and strengthening National Interoperability Channels rather than funding system-level interconnected enhancements.

As a reminder, as articulated in the Request for Applications (RFA), all budget items must clearly support the goals of the SICG-Targeted Grant Program. Costs that do not relate to the implementation, enhancement, or support of National Interoperability Channels, cannot be funded through this program.

The performance period for the Combined 2024 & 2025 SICG-Targeted Grant Program will be four (4) years (January 1, 2026 – December 31, 2029). Expenses that you wish to claim must occur within that period. Our Grants Program Administration staff will work with your designated SICG point of contact to provide additional administrative guidance and to develop the grant contract.

On behalf of Governor Kathy Hochul, the Division of Homeland Security and Emergency Services remains committed to providing outstanding support in the administration of "*your public safety first*" responder initiatives. Please feel free to contact me if you have any questions, at 518-242-5000, or my Office of Interoperable and Emergency Communications (OIEC) Director, Mark J. Balistreri, at 518-322-4939.

Thank you for your cooperation in this public safety endeavor.

Sincerely,

Jacqueline Bray

Jackie Bray
Commissioner

Rensselaer County, NY

Proposal

Interop Channel Additions

Rick Castle **(518) 9031324** **richard.castle@motorolasolutions.com**

USNY26P054M

Motorola Solutions, Inc
500 W Monroe Street, Ste 4400
Chicago, IL 60661-37

5/28/2026

Deputy Director Edward J. Heffern
Rensselaer County Bureau of Public Safety
99 Troy Rd.
East Greenbush, NY 12061

Subject: InterOp Channel Add

Dear Deputy Director Heffern,

Motorola Solutions, Inc (Motorola Solutions) appreciates the opportunity to provide the Rensselaer County, NY quality communications equipment and services. Motorola Solutions' project team has taken great care to propose a solution to address your operational objectives. Specifically, to expand the County's existing NYS Homeland Security and Emergency Services mutual aid interoperability system.

This proposal consists of this cover letter and description of offering together with its Exhibits. Pricing and terms and conditions for equipment and services in this proposal are subject to New York State Contract OGS #PT68722 and pricing is valid for 60 days from the proposal date. Upon the County's decision to purchase this solution, the County may issue a purchase order or a Notice to Proceed, referencing the NYS-OGS contract number PT68722 and this proposal (#USNY26P054M).

Any questions Rensselaer County has regarding this proposal can be directed to Rick Castle, at (518) 903-1324 or richard.castle@motorolasolutions.com.

We thank you for the opportunity to present our proposed solution, and we hope to strengthen our relationship by implementing this project.

Sincerely,

Roy Kirchner
MSSSI Vice President

Table of Contents

System Description

Project Overview

Motorola Solutions, Inc. has prepared this proposal for Rensselaer County to expand the County's existing NYS Homeland Security and Emergency Services mutual aid interoperability system. The proposed equipment will add base stations to two existing County sites – PSB and Tsatsawassa, and control stations for the County's new Mobile Communications Center.

PSB Proposed Equipment

The PSB site will be equipped with three Motorola Solutions GTR 8000 base stations – one each for the 800 MHz, UHF and VHF bands. These base stations will be configured for analog operation, programmed to support the County's assigned mutual aid channels and will be interfaced with a new Conventional Channel Gateway (CCGW) to support tone remote console control via the County's ASTRO25 system. The 800 MHz and UHF stations will be equipped for AC power operation and equipped with a receiver preselector, duplexer, and rack mount hardware. These stations can be provisioned to operate in either a simplex or full duplex mode. The VHF GTR8000 station will be equipped with a receiver preselector and antenna relay supporting simplex operation only.

In addition, one 700 MHz P25 digital GTR 8000 base station will be provided to allow the County to communicate on the NYS Homeland Security and Emergency Services assigned 700 MHz digital channel. This base station will be interfaced with the new Conventional Channel Gateway (CCGW) via V.24 connection. It will be equipped for P25 digital operation, and include an optional receiver preselector, duplexer and rack mount hardware.

Tsatsawassa Proposed Equipment

Similar to the PSB site, the Tsatsawassa site will be equipped with three GTR 8000 analog base stations, one for each of the 800 MHz, UHF and VHF public safety bands. Each will be equipped for AC operation, and include a receiver preselector, a factory duplexer (800 MHz and UHF only) and hardware for rack mounting. These stations can be provisioned to operate in either a simplex or full duplex mode via dispatch console control. The VHF GTR8000 station will be equipped with an antenna relay for simplex only operation.

Mobile Communication Center Proposed Equipment

To access the NYS Homeland Security mutual aid channels from the County's Mobile Communications Center, Motorola has proposed APX 8500 Consolettes for that purpose – Two APX 8500 All-Band Consolettes to cover 800MHz, 700MHz, UHF and VHF bands. Each Consolette is configured for AC operation and includes the Full Featured Front Panel option, a local desk mic, clear audio only and optional rack mount.

APX 8500 Consolette

High-level Equipment Summary

The following equipment, one per site, is proposed for the PSB and Tsatsawassa sites to support the NYS Homeland Security interoperable channels:
Qty (2) VHF GTR Base Radio w/ Antenna Relay
Qty (2) UHF GTR Base Radio w/duplexer
Qty (2) 800 MHz GTR Base Radio w/duplexer
Qty (1) 700 MHz GTR Base Radio w/duplexer (PSB only)
Qty (2) Conventional Channel Gateway (CCGW)

The following equipment is proposed for the Mobile Communications Center:
Qty (2) APX8500 All-Band Consolettes
Qty (2) APX Consolette Rack Mounts

Assumptions, Design Notes and Considerations

Motorola Solutions has based this proposal on information provided by the Rensselaer County, Bearcom, the service provider, and an analysis of the project's requirements. Should Motorola Solutions' assumptions be deemed incorrect or not agreeable to Rensselaer County, a revised proposal with the necessary changes and adjusted costs may be required. Changes to the equipment or scope of the project after contract may require a change order.

- Sufficient space, electrical power is available at all sites.
- Required nominal 120VAC circuits are available.
- ASTRO25 network transport to all sites.
- All antenna systems will be provided by others.
- Rensselaer County is responsible for obtaining and the licensing of all frequencies.
- R56 compliant grounding is available at all sites.
- Subscriber programming is not included.

Statement of Work

Overview

This Statement of Work (SOW) describes the deliverables to be furnished to Rensselaer County. The tasks described herein will be performed by Motorola Solutions, its subcontractors, and Rensselaer County to implement the solution described in the System Description. It describes the actual work involved in installation, identifies the installation standards to be followed, and clarifies the responsibilities for Motorola Solutions and Rensselaer County during the project implementation. Specifically, this SOW provides:

- A description of the responsibilities for Motorola Solutions and Rensselaer County.
- A preliminary implementation timeline.
- The assumptions taken into consideration during the development of this project.

This SOW provides the most current understanding of the work required by all parties to ensure a successful project implementation. In particular, Motorola Solutions has made assumptions of the sites to be used for the new system. Should any of the sites change, a revision to the SOW and associated pricing will be required. It is understood that this SOW is a working document, and that it will be revised as needed to incorporate any changes associated with contract negotiations, and any other change orders that may occur during the execution of the project.

Motorola is proposing the installation and configuration of the following equipment at the specified locations.

Site Name	Major Equipment
PSB	Qty (2) VHF GTR Base Radio w/ Antenna Relay Qty (2) UHF GTR Base Radio w/duplexer Qty (2) 800 MHz GTR Base Radio w/duplexer Qty (1) 700 MHz GTR Base Radio w/duplexer Qty (2) Conventional Channel Gateway (CCGW)
Tsatsawassa	Qty (2) VHF GTR Base Radio w/ Antenna Relay Qty (2) UHF GTR Base Radio w/duplexer Qty (2) 800 MHz GTR Base Radio w/duplexer Qty (2) Conventional Channel Gateway (CCGW)
Mobile Communications Center	Qty (2) APX8500 All-Band Consolettes Qty (2) APX Consolette Rack Mounts

The document delineates the general responsibilities between Motorola and Customer as agreed to by contract.

Motorola Responsibilities

Motorola's general responsibilities include the following:

- Install the Motorola-supplied equipment described above.
- Schedule the implementation in agreement with the Customer.
- Coordinate the activities of all Motorola subcontractors under this contract.
- Administer safe work procedures for installation.
- Provide specifications for the appropriate system interconnects.

Customer Responsibilities

Customer will assume responsibility for the installation and performance of all other equipment and work necessary for completion of this project that is not provided by Motorola. General Customer responsibilities include but are not limited to the following:

- Provide all buildings, equipment shelters, and towers required for system installation.
- Ensure communications sites meet space, grounding, power, and connectivity requirements for the installation of all equipment.
- Obtain all licensing, site access, or permitting required for project implementation.
- Obtain frequencies for the project as required.
- Provide required system interconnections.
- Provide a dedicated delivery point, such as a warehouse, for receipt, inventory, and storage of equipment before delivery to the site(s).
- Coordinate the activities of all Customer vendors or other contractors.

Responsibility Matrix

Motorola will use a phased approach for successfully implementing Rensselaer County's system. These phases are broken down by:

- Project Initiation
- System Installation
- System Optimization And Testing

Tasks	Motorola Solutions	Rensselaer County
PROJECT INITIATION		
Contract Finalization and Team Creation		
Execute contract and distribute contract documents.	X	X
Assign a Project Manager as a single point of contact.	X	X
Assign resources.	X	X
Schedule project kickoff meeting.	X	X
Deliverable: Signed contract, defined project team, and scheduled project kickoff meeting.		
Project Administration		
Ensure that project team members attend all meetings relevant to their role on the project.	X	X
Set up the project in the Motorola Solutions information system.	X	
Record and distribute project status meeting minutes.	X	
Maintain responsibility for third-party services contracted by Motorola Solutions.	X	
Complete assigned project tasks according to the project schedule.	X	X
Submit project milestone completion documents.	X	
Upon completion of tasks, approve project milestone completion documents within 7 to 10 business days.		X
Conduct all project work Monday thru Friday, 8 a.m. to 5:00 p.m. local time with the exception of Motorola Solutions' and the Customer's holidays.	X	
Deliverable: Completed and approved project milestones throughout the project.		
Project Kickoff		

Tasks	Motorola Solutions	Rensselaer County
Introduce team, review roles, and decision authority.	X	X
Present project scope and objectives.	X	
Review SOW responsibilities and project schedule.	X	X
Schedule Design Review. Customer Design Review will take place within 14 days of contract execution.	X	X
Deliverable: Completed project kickoff and scheduled Design Review.		
Design Review		
Review the Customer’s operational requirements.	X	X
Present the system design and operational requirements for the solution.	X	
Present the preliminary installation plan.	X	
Present preliminary cutover plan and methods to document final cutover process.	X	
Present configuration and details of sites required by system design.	X	
Validate that Customer sites can accommodate proposed equipment.		X
Provide all approvals required to add the proposed equipment at the proposed sites		X
Review safety, security, and site access procedures.	X	
Present equipment layout plans and system design drawings.	X	
Provide backhaul performance specifications and demarcation points.	X	
Provide heat load and power requirements for new equipment.	X	
Provide information on existing system interfaces.		X
Provide frequency and radio information for each site.		X
Assume liability and responsibility for providing all information necessary for complete installation.		X
Assume responsibility for issues outside of Motorola Solutions’ control.		X
Ensure that frequency availability and licensing meet project requirements, and pay licensing and frequency coordination fees.		X
Review and update design documents, including System Description, Statement of Work, Project Schedule, and Acceptance Test Plan, based on Design Review agreements.	X	

Tasks	Motorola Solutions	Rensselaer County
Provide minimum acceptable performance specifications for customer provided hardware, software, LAN, WAN, and internet connectivity.	X	
Execute Change Order in accordance with all material changes to the Contract resulting from the Design Review.	X	
Deliverable: Finalized design documentation based upon "frozen" design, along with any relevant Change Order documentation.		
SYSTEM INSTALLATION		
Equipment Order and Manufacturing		
Create equipment order and reconcile to contract.	X	
Manufacture Motorola Solutions-provided equipment necessary for the system based on equipment order.	X	
Procure non-Motorola Solutions equipment necessary for the system.	X	
Deliverable: Equipment procured and ready for shipment.		
Equipment Shipment and Storage		
Provide a secure, temperature-controlled location for solution equipment.		X
Pack and ship solution equipment to the identified, or site locations.	X	
Receive solution equipment.		X
Inventory solution equipment.	X	
Deliverable: Solution equipment received and ready for installation		
RF Site Installation and Configuration		
Install fixed equipment contained in the equipment list and system description.	X	
Provide backhaul connectivity and associated equipment for all sites to meet latency, jitter, and capacity requirements.		X
Configure the system to support the new equipment.	X	
Integrate the proposed equipment into the system to ensure proper operation.	X	
Deliverable: RF site equipment installation completed.		

Tasks	Motorola Solutions	Rensselaer County
SYSTEM OPTIMIZATION AND TESTING		
R56 Site Audit		
Perform R56 site-installation quality-audits, verifying proper physical installation and operational configurations.	X	
Create site evaluation report to verify site meets or exceeds requirements, as defined in Motorola Solutions' R56 Standards and Guidelines for Communication Sites.	X	
Deliverable: R56 Standards and Guidelines for Communication Sites audits completed successfully.		
Solution Optimization		
Verify that all equipment is operating properly and that all electrical and signal levels are set accurately.	X	
Verify that all audio and data levels are at factory settings.	X	
Verify communication interfaces between devices for proper operation.	X	
Ensure that functionality meets manufacturers' specifications and complies with the final configuration established during design review or system staging.	X	
Reconfigure and reoptimize 3rd party equipment that is not part of the Motorola Solutions scope of work.		X
Deliverable: Completion of System Optimization.		
Functional Acceptance Testing		
Verify the operational functionality and features of the solution supplied by Motorola Solutions, as contracted.	X	
Witness the functional testing.		X
Document all issues that arise during the acceptance tests.	X	
If any major task for the system as contractually described fails during the Customer acceptance testing or beneficial use, repeat that particular task after Motorola Solutions determines that corrective action has been taken.	X	
Resolve any minor task failures before Final System Acceptance.	X	
Document the results of the acceptance tests and present for review.	X	
Review and approve final acceptance test results.		X

Tasks	Motorola Solutions	Rensselaer County
Deliverable: Completion of functional testing.		
Transition to Warranty		
Review the items necessary for transitioning the project to warranty support and service.	X	
Motorola Solutions to provide services during year 1 warranty which align with the proposed services.	X	
Provide a Customer Support Plan detailing the warranty support associated with the contract equipment.	X	
Participate in the Transition Service/Project Transition Certificate (PTC) process.		X
Deliverable: Service information delivered and approved by Customer		
Finalize Documentation and System Acceptance		
Provide manufacturer's installation material, part list and other related material to Customer upon project completion.	X	
Provide an electronic as-built system. This will include the following: Site Equipment Rack Configurations. Antenna Network Drawings for RF Sites (where applicable). Functional Acceptance Test Plan Test Sheets and Results. Equipment Inventory List. Drawings will be delivered in Adobe PDF format.	X	
Receive documentation.		X
Execute Final Project Acceptance.	X	X
Deliverable: All required documents are provided and approved. Final Project Acceptance.		

Assumptions

The following assumptions remain in need of review and verification as of the submission of this proposal. These assumptions affect the scope of responsibilities to ensure ancillary systems and facilities are fully prepared to support the solution contained in this proposal. Motorola will work with the customer to determine the validity of these assumptions and determine the increased scope for which Motorola and/or customer is responsible. Should the customer prefer Motorola to assume responsibility for the increased scope, Motorola will prepare and submit to the customer a revised proposal or change order reflecting the revised scope, cost, and project implementation.

1. Union Labor is not required.
2. Prevailing Wages are not required.
3. All existing sites or equipment locations will have sufficient space available for the system described as required/specified by R56.
4. All existing sites or equipment locations will have adequate electrical power in the proper phase and voltage, and site grounding to support the requirements of the system described.
    - Electrician services are not included.
5. Any site/location upgrades or modifications are the responsibility of the Customer.
6. All Communication Sites can be accessed with a 4 wheel drive vehicle. Anything beyond the use of a 4 wheel drive vehicle will require a change order to capture the additional cost.
7. Interfacing to 3rd party equipment or applications is not a part of this proposal.
8. Approved FCC licensing is the responsibility of Rensselaer County.
9. Approved local, State, or Federal permits as may be required for the installation and operation of the proposed equipment are the responsibility of the Customer.
10. Any required system interconnections not specifically outlined here will be provided by the Customer. This may include dedicated phone circuits, microwave links, or other types of connectivity.
11. Training is not included in this proposal. Motorola Solutions is not responsible for interference caused or received by the Motorola Solutions-provided equipment except for interference that is directly caused by the Motorola Solutions-provided transmitter(s) to the Motorola Solutions-provided receiver(s). Should the Customer’s system experience interference, Motorola Solutions can be contracted to investigate the source and recommend solutions to mitigate the issue.
12. All sites are assumed to be land-accessible and no special transportation such as helicopter and the like is required to gain site access.
13. Motorola Solutions will not perform any work on non-Motorola Solutions owned equipment.
14. Subscriber Reprogramming Efforts are not part of the scope of work
15. Any customer-owned equipment or site/location upgrades or modifications are the responsibility of the customer.
16. No training is included.
17. antenna systems and lines will be provided by others and will be ready for used by the

time of the testing of the new channels

18. There is no coverage guarantee, nor any coverage measurements included in this proposal.

Estimated Project Schedule

Motorola's preliminary schedule is a draft for information only. Based upon estimates the total project implementation is estimated to be approximately 6 months pending supply chain availability and other responsibilities. This assumes that all Customer responsibilities as defined above are completed, as required. If site improvements or site approvals are needed these must be completed prior to equipment shipping to the field. A final schedule will be jointly reviewed and completed at the Detailed Design Review.

Warranty Support and Sustainment Services

Included with the purchase of Motorola Solutions equipment is a standard one-year manufacturer's limited commercial warranty to correct possible defects in materials and workmanship. It covers only the equipment supplied by Motorola Solutions. Warranty services will include repair service during normal business hours, Monday through Friday, excluding holidays observed by Motorola Solutions.

Today's IP-based, software-driven communications systems provide our customers with robust features and advanced applications which can lead to increased productivity and operational efficiency. The integration of third party software applications and Commercial-Off-The-Shelf (COTS) equipment provide benefits and flexibility, yet they also affect how these systems are managed and sustained. Multiple technologies and multiple vendors must now be addressed in a sustainment plan. Information Assurance, security, and technology obsolescence strategies must be taken into account.

Motorola Solutions has invested heavily in developing the resources, tools, policies and programs necessary to fully support and sustain these highly complex systems. Our plans have been designed to address the unique challenges involved in the sustainment of these IP based, multi vendor/technologies. Motorola Solutions has a proven track record providing comprehensive and effective sustainment plans. Each service offering is managed by a Motorola Solutions Customer Service Manager (CSM) who provides an experienced interface between our customers and the organizations providing service.

Equipment List

QTY	NOMENCLATURE	DESCRIPTION	UNIT LIST (USD)	EXT LIST (USD)	OGS NSAD	EXT OGS MAX
1	SQM01SUM0323A	ASTRO MASTER SITE	$0.00	$0.00	$0.00	$0.00
1	CA03517AC	ADD: CORE EXPANSION	$0.00	$0.00	$0.00	$0.00
3	CA01316AA	ADD:UNC ADDTL DEVICE LIC (QTY 10)	$1,680.00	$5,040.00	$1,200.00	$3,600.00
1	T7039A	BASE RADIO, GTR 8000	$0.00	$0.00	$0.00	$0.00
1	CA03863AA	ADD: ASTRO SYSTEM RELEASE 2022.1	$0.00	$0.00	$0.00	$0.00
1	CA00855AA	ADD:700--800 MHZ	$9,016.00	$9,016.00	$5,400.86	$5,400.86
1	CA01948AA	ADD: DIGITAL CONVENTIONAL SOFTWARE	$21,770.00	$21,770.00	$11,734.02	$11,734.02
1	CA01953AA	ADD: POWER EFFICIENCY PACKAGE	$644.00	$644.00	$400.00	$400.00
1	CA01505AA	ADD: ASTRO 25 CONVENTIONAL VOTING SOFTWARE	$386.00	$386.00	$225.00	$225.00
1	X182BW	ADD: DUPLEXER, 700 MHZ	$1,778.00	$1,778.00	$1,104.00	$1,104.00
1	X265AJ	ADD: BR PRESELECTOR, 700 MHZ	$644.00	$644.00	$400.00	$400.00
1	X153AW	ADD: RACK MOUNT HARDWARE	$65.00	$65.00	$40.00	$40.00
1	T7039A	BASE RADIO, GTR 8000	$0.00	$0.00	$0.00	$0.00
1	CA03863AA	ADD: ASTRO SYSTEM RELEASE 2022.1	$0.00	$0.00	$0.00	$0.00
1	CA00855AA	ADD:700--800 MHZ	$9,016.00	$9,016.00	$5,400.86	$5,400.86
1	CA01949AA	ADD: ANALOG ONLY CONV SW	$9,595.00	$9,595.00	$5,384.79	$5,384.79
1	CA01953AA	ADD: POWER EFFICIENCY PACKAGE	$644.00	$644.00	$400.00	$400.00
1	CA01951AA	ADD: ANALOG CONVENTIONAL VOTING SW	$0.00	$0.00	$0.00	$0.00
1	X182BX	ADD: DUPLEXER, 800 MHZ	$1,778.00	$1,778.00	$1,104.00	$1,104.00
1	X265AH	ADD: BR PRESELECTOR, 800 MHZ	$644.00	$644.00	$400.00	$400.00
1	X153AW	ADD: RACK MOUNT HARDWARE	$65.00	$65.00	$40.00	$40.00
1	T7039A	BASE RADIO, GTR 8000	$0.00	$0.00	$0.00	$0.00
1	CA03863AA	ADD: ASTRO SYSTEM RELEASE 2022.1	$0.00	$0.00	$0.00	$0.00
1	X640AL	ADD: UHF R2 (435-524 MHZ)	$8,115.00	$8,115.00	$5,040.00	$5,040.00
1	CA01949AA	ADD: ANALOG ONLY CONV SW	$9,595.00	$9,595.00	$5,384.79	$5,384.79
1	CA01953AA	ADD: POWER EFFICIENCY PACKAGE	$644.00	$644.00	$400.00	$400.00
1	CA01951AA	ADD: ANALOG CONVENTIONAL VOTING SW	$0.00	$0.00	$0.00	$0.00
1	X182BZ	ADD: DUPLEXER, UHF	$1,778.00	$1,778.00	$1,104.00	$1,104.00
1	X265AP	ADD: BR PRESELECTOR 380-512 MHZ	$644.00	$644.00	$400.00	$400.00
1	X153AW	ADD: RACK MOUNT HARDWARE	$65.00	$65.00	$40.00	$40.00
1	T7039A	BASE RADIO, GTR 8000	$0.00	$0.00	$0.00	$0.00
1	CA03863AA	ADD: ASTRO SYSTEM RELEASE 2022.1	$0.00	$0.00	$0.00	$0.00
1	X530BG	ADD: VHF (136-174 MHZ)	$8,115.00	$8,115.00	$5,040.00	$5,040.00

1	CA01949AA	ADD: ANALOG ONLY CONV SW	$9,595.00	$9,595.00	$5,384.79	$5,384.79
1	CA01953AA	ADD: POWER EFFICIENCY PACKAGE	$644.00	$644.00	$400.00	$400.00
1	CA01951AA	ADD: ANALOG CONVENTIONAL VOTING SW	$0.00	$0.00	$0.00	$0.00
1	CA01504AA	ADD: ANTENNA RELAY	$450.00	$450.00	$280.00	$280.00
1	X265AM	ADD: BR PRESELECTOR, (150-174 MHZ)	$644.00	$644.00	$400.00	$400.00
1	X153AW	ADD: RACK MOUNT HARDWARE	$65.00	$65.00	$40.00	$40.00
1	SQM01SUM0333	MCG 8000 CONVENTIONAL GATEWAY	$5,600.00	$5,600.00	$4,000.00	$4,000.00
1	CA03714AA	ADD: AC POWER	$0.00	$0.00	$0.00	$0.00
8	CA03718AA	ADD: ANALOG 4WIRE INTERFACE	$840.00	$6,720.00	$600.00	$4,800.00
16	CA03719AA	ADD: DIGITAL IP INTERFACE	$0.00	$0.00	$0.00	$0.00
1	T7039A	BASE RADIO, GTR 8000	$0.00	$0.00	$0.00	$0.00
1	CA03863AA	ADD: ASTRO SYSTEM RELEASE 2022.1	$0.00	$0.00	$0.00	$0.00
1	CA00855AA	ADD:700--800 MHZ	$9,016.00	$9,016.00	$5,400.86	$5,400.86
1	CA01949AA	ADD: ANALOG ONLY CONV SW	$9,595.00	$9,595.00	$5,384.79	$5,384.79
1	CA01953AA	ADD: POWER EFFICIENCY PACKAGE	$644.00	$644.00	$400.00	$400.00
1	CA01951AA	ADD: ANALOG CONVENTIONAL VOTING SW	$0.00	$0.00	$0.00	$0.00
1	X182BX	ADD: DUPLEXER, 800 MHZ	$1,778.00	$1,778.00	$1,104.00	$1,104.00
1	X265AH	ADD: BR PRESELECTOR, 800 MHZ	$644.00	$644.00	$400.00	$400.00
1	X153AW	ADD: RACK MOUNT HARDWARE	$65.00	$65.00	$40.00	$40.00
1	T7039A	BASE RADIO, GTR 8000	$0.00	$0.00	$0.00	$0.00
1	CA03863AA	ADD: ASTRO SYSTEM RELEASE 2022.1	$0.00	$0.00	$0.00	$0.00
1	X640AL	ADD: UHF R2 (435-524 MHZ)	$8,115.00	$8,115.00	$5,040.00	$5,040.00
1	CA01949AA	ADD: ANALOG ONLY CONV SW	$9,595.00	$9,595.00	$5,384.79	$5,384.79
1	CA01953AA	ADD: POWER EFFICIENCY PACKAGE	$644.00	$644.00	$400.00	$400.00
1	CA01951AA	ADD: ANALOG CONVENTIONAL VOTING SW	$0.00	$0.00	$0.00	$0.00
1	X182BZ	ADD: DUPLEXER, UHF	$1,778.00	$1,778.00	$1,104.00	$1,104.00
1	X265AP	ADD: BR PRESELECTOR 380-512 MHZ	$644.00	$644.00	$400.00	$400.00
1	X153AW	ADD: RACK MOUNT HARDWARE	$65.00	$65.00	$40.00	$40.00
1	T7039A	BASE RADIO, GTR 8000	$0.00	$0.00	$0.00	$0.00
1	CA03863AA	ADD: ASTRO SYSTEM RELEASE 2022.1	$0.00	$0.00	$0.00	$0.00
1	X530BG	ADD: VHF (136-174 MHZ)	$8,115.00	$8,115.00	$5,040.00	$5,040.00
1	CA01949AA	ADD: ANALOG ONLY CONV SW	$9,595.00	$9,595.00	$5,384.79	$5,384.79
1	CA01953AA	ADD: POWER EFFICIENCY PACKAGE	$644.00	$644.00	$400.00	$400.00
1	CA01951AA	ADD: ANALOG CONVENTIONAL VOTING SW	$0.00	$0.00	$0.00	$0.00
1	CA01504AA	ADD: ANTENNA RELAY	$450.00	$450.00	$280.00	$280.00
1	X265AM	ADD: BR PRESELECTOR, (150-174 MHZ)	$644.00	$644.00	$400.00	$400.00
1	X153AW	ADD: RACK MOUNT HARDWARE	$65.00	$65.00	$40.00	$40.00
1	SQM01SUM0333	MCG 8000 CONVENTIONAL GATEWAY	$5,600.00	$5,600.00	$4,000.00	$4,000.00
1	CA03714AA	ADD: AC POWER	$0.00	$0.00	$0.00	$0.00
2	CA03716AA	ADD: V.24 INTERFACE	$840.00	$1,680.00	$600.00	$1,200.00

8	CA03718AA	ADD: ANALOG 4WIRE INTERFACE	$840.00	$6,720.00	$600.00	$4,800.00
16	CA03719AA	ADD: DIGITAL IP INTERFACE	$0.00	$0.00	$0.00	$0.00
1	L37TSS9PW1CN	ALL BAND CONSOLETTE CN	$11,053.00	$11,053.00	$8,289.75	$8,289.75
1	G48BB	SOFTWARE LICENSE ENH: CONVENTIONAL OPERATION APX	$942.00	$942.00	$660.00	$660.00
1	CA01598AB	ADD: AC LINE CORD US	$0.00	$0.00	$0.00	$0.00
1	G78AR	ADD: 3Y ESSENTIAL SERVICE	$288.00	$288.00	$188.60	$188.60
1	L999AB	ADD: FULL FP W--E5--KEYPAD--CLOCK--VU	$929.00	$929.00	$651.00	$651.00
1	QA05492AA	DEL: ASTRO 25 INTEGRATED VOICE & DATA	$0.00	$0.00	$0.00	$0.00
1	QA05751AA	ADD: NO ENCRYPTION, CLEAR RADIO (NO ADP) (US ONLY)	$0.00	$0.00	$0.00	$0.00
1	G806BL	SOFTWARE LICENSE ENH: ASTRO DIGITAL CAI OP APX	$607.00	$607.00	$386.25	$386.25
1	QA09113AB	ADD: BASELINE RELEASE SW	$0.00	$0.00	$0.00	$0.00
1	W382AM	ADD: CONTROL STATION DESK GCAI MIC	$199.00	$199.00	$126.75	$126.75
1	HKN6233C	MOBILE RADIO APX CONSOLETTE RACK MOUNT KIT	$214.00	$214.00	$150.00	$150.00
1	L37TSS9PW1CN	ALL BAND CONSOLETTE CN	$11,053.00	$11,053.00	$0.00	$0.00
1	G48BB	SOFTWARE LICENSE ENH: CONVENTIONAL OPERATION APX	$942.00	$942.00	$660.00	$660.00
1	CA01598AB	ADD: AC LINE CORD US	$0.00	$0.00	$0.00	$0.00
1	G78AR	ADD: 3Y ESSENTIAL SERVICE	$288.00	$288.00	$188.60	$188.60
1	L999AB	ADD: FULL FP W--E5--KEYPAD--CLOCK--VU	$929.00	$929.00	$651.00	$651.00
1	QA05492AA	DEL: ASTRO 25 INTEGRATED VOICE & DATA	$0.00	$0.00	$0.00	$0.00
1	QA05751AA	ADD: NO ENCRYPTION, CLEAR RADIO (NO ADP) (US ONLY)	$0.00	$0.00	$0.00	$0.00
1	G806BL	SOFTWARE LICENSE ENH: ASTRO DIGITAL CAI OP APX	$607.00	$607.00	$386.25	$386.25
1	QA09113AB	ADD: BASELINE RELEASE SW	$0.00	$0.00	$0.00	$0.00
1	W382AM	ADD: CONTROL STATION DESK GCAI MIC	$199.00	$199.00	$126.75	$126.75
1	HKN6233C	MOBILE RADIO APX CONSOLETTE RACK MOUNT KIT	$214.00	$214.00	$150.00	$150.00
				$218,319.00		$127,605.29

Pricing Summary

Pricing

Motorola Solutions is pleased to provide the following equipment and services. Pricing of all Equipment Hardware, Software, Installation, Integration, Optimization, and Warranty Services are consistent with NYS-OGS Contract # PT68722 Equipment and Services.

Description	Price (USD)
System Hardware & Equipment	**$218,319.00**
Implementation & Installation/Warranty Services	**$324,757.59**
System Sub-Total:	***$543,076.59***
NYS-OGS Contract #PT68722 Discount	***$90,713.71***
Additional System Discount	***$2,362.88***
Total System	**$450,000.00**

Quote is valid for 60 days from the date of this proposal.
Due to significant market and cost volatility, Motorola Solutions reserves the right to equitably adjust, via a mutually agreed upon change order, proposed scope and its pricing, completion schedule, and contract requirements.

Payment Milestones

Except for a payment that is due on the Effective Date, Customer will make payments to Motorola within thirty (30) days after the date of each invoice. Customer will make payments when due in the form of a check, cashier's check, or wire transfer drawn on a U.S. financial institution. If Customer has purchased additional Professional or Subscription services, payment will be in accordance with the applicable addenda. Payment for the System purchase will be in accordance with the following milestones.

Milestone	Milestone Detail	Percentage
1	Completion of Contract Execution	25%
2	Shipment of Equipment	60%
3	Installation of Equipment at Customer Site	10%
4	Final Acceptance	5%

Motorola shall make partial shipments of equipment and will request payment upon shipment of such equipment. Motorola reserves the right to invoice for installations completed on a site-by-site basis, when applicable

Contractual Documentation

Terms and conditions for equipment and services in this proposal are the New York State Contract OGS #PT68722.

Rensselaer County, NY

Proposal

Interop Channel Additions

Rick Castle **(518) 9031324** **richard.castle@motorolasolutions.com**

USNY26P054M

Motorola Solutions, Inc
500 W Monroe Street, Ste 4400
Chicago, IL 60661-37

5/28/2026

Deputy Director Edward J. Heffern
Rensselaer County Bureau of Public Safety
99 Troy Rd.
East Greenbush, NY 12061

Subject: InterOp Channel Add

Dear Deputy Director Heffern,

Motorola Solutions, Inc (Motorola Solutions) appreciates the opportunity to provide the Rensselaer County, NY quality communications equipment and services. Motorola Solutions' project team has taken great care to propose a solution to address your operational objectives. Specifically, to expand the County's existing NYS Homeland Security and Emergency Services mutual aid interoperability system.

This proposal consists of this cover letter and description of offering together with its Exhibits. Pricing and terms and conditions for equipment and services in this proposal are subject to New York State Contract OGS #PT68722 and pricing is valid for 60 days from the proposal date. Upon the County's decision to purchase this solution, the County may issue a purchase order or a Notice to Proceed, referencing the NYS-OGS contract number PT68722 and this proposal (#USNY26P054M).

Any questions Rensselaer County has regarding this proposal can be directed to Rick Castle, at (518) 903-1324 or richard.castle@motorolasolutions.com.

We thank you for the opportunity to present our proposed solution, and we hope to strengthen our relationship by implementing this project.

Sincerely,

Roy Kirchner
MSSSI Vice President

Table of Contents

System Description

Project Overview

Motorola Solutions, Inc. has prepared this proposal for Rensselaer County to expand the County's existing NYS Homeland Security and Emergency Services mutual aid interoperability system. The proposed equipment will add base stations to two existing County sites – PSB and Tsatsawassa, and control stations for the County's new Mobile Communications Center.

PSB Proposed Equipment

The PSB site will be equipped with three Motorola Solutions GTR 8000 base stations – one each for the 800 MHz, UHF and VHF bands. These base stations will be configured for analog operation, programmed to support the County's assigned mutual aid channels and will be interfaced with a new Conventional Channel Gateway (CCGW) to support tone remote console control via the County's ASTRO25 system. The 800 MHz and UHF stations will be equipped for AC power operation and equipped with a receiver preselector, duplexer, and rack mount hardware. These stations can be provisioned to operate in either a simplex or full duplex mode. The VHF GTR8000 station will be equipped with a receiver preselector and antenna relay supporting simplex operation only.

In addition, one 700 MHz P25 digital GTR 8000 base station will be provided to allow the County to communicate on the NYS Homeland Security and Emergency Services assigned 700 MHz digital channel. This base station will be interfaced with the new Conventional Channel Gateway (CCGW) via V.24 connection. It will be equipped for P25 digital operation, and include an optional receiver preselector, duplexer and rack mount hardware.

Tsatsawassa Proposed Equipment

Similar to the PSB site, the Tsatsawassa site will be equipped with three GTR 8000 analog base stations, one for each of the 800 MHz, UHF and VHF public safety bands. Each will be equipped for AC operation, and include a receiver preselector, a factory duplexer (800 MHz and UHF only) and hardware for rack mounting. These stations can be provisioned to operate in either a simplex or full duplex mode via dispatch console control. The VHF GTR8000 station will be equipped with an antenna relay for simplex only operation.

Mobile Communication Center Proposed Equipment

To access the NYS Homeland Security mutual aid channels from the County's Mobile Communications Center, Motorola has proposed APX 8500 Consolettes for that purpose – Two APX 8500 All-Band Consolettes to cover 800MHz, 700MHz, UHF and VHF bands. Each Consolette is configured for AC operation and includes the Full Featured Front Panel option, a local desk mic, clear audio only and optional rack mount.

APX 8500 Consolette

High-level Equipment Summary

The following equipment, one per site, is proposed for the PSB and Tsatsawassa sites to support the NYS Homeland Security interoperable channels:
Qty (2) VHF GTR Base Radio w/ Antenna Relay
Qty (2) UHF GTR Base Radio w/duplexer
Qty (2) 800 MHz GTR Base Radio w/duplexer
Qty (1) 700 MHz GTR Base Radio w/duplexer (PSB only)
Qty (2) Conventional Channel Gateway (CCGW)

The following equipment is proposed for the Mobile Communications Center:
Qty (2) APX8500 All-Band Consolettes
Qty (2) APX Consolette Rack Mounts

Assumptions, Design Notes and Considerations

Motorola Solutions has based this proposal on information provided by the Rensselaer County, Bearcom, the service provider, and an analysis of the project's requirements. Should Motorola Solutions' assumptions be deemed incorrect or not agreeable to Rensselaer County, a revised proposal with the necessary changes and adjusted costs may be required. Changes to the equipment or scope of the project after contract may require a change order.

- Sufficient space, electrical power is available at all sites.
- Required nominal 120VAC circuits are available.
- ASTRO25 network transport to all sites.
- All antenna systems will be provided by others.
- Rensselaer County is responsible for obtaining and the licensing of all frequencies.
- R56 compliant grounding is available at all sites.
- Subscriber programming is not included.

Statement of Work

Overview

This Statement of Work (SOW) describes the deliverables to be furnished to Rensselaer County. The tasks described herein will be performed by Motorola Solutions, its subcontractors, and Rensselaer County to implement the solution described in the System Description. It describes the actual work involved in installation, identifies the installation standards to be followed, and clarifies the responsibilities for Motorola Solutions and Rensselaer County during the project implementation. Specifically, this SOW provides:

- A description of the responsibilities for Motorola Solutions and Rensselaer County.
- A preliminary implementation timeline.
- The assumptions taken into consideration during the development of this project.

This SOW provides the most current understanding of the work required by all parties to ensure a successful project implementation. In particular, Motorola Solutions has made assumptions of the sites to be used for the new system. Should any of the sites change, a revision to the SOW and associated pricing will be required. It is understood that this SOW is a working document, and that it will be revised as needed to incorporate any changes associated with contract negotiations, and any other change orders that may occur during the execution of the project.

Motorola is proposing the installation and configuration of the following equipment at the specified locations.

Site Name	Major Equipment
PSB	Qty (2) VHF GTR Base Radio w/ Antenna Relay Qty (2) UHF GTR Base Radio w/duplexer Qty (2) 800 MHz GTR Base Radio w/duplexer Qty (1) 700 MHz GTR Base Radio w/duplexer Qty (2) Conventional Channel Gateway (CCGW)
Tsatsawassa	Qty (2) VHF GTR Base Radio w/ Antenna Relay Qty (2) UHF GTR Base Radio w/duplexer Qty (2) 800 MHz GTR Base Radio w/duplexer Qty (2) Conventional Channel Gateway (CCGW)
Mobile Communications Center	Qty (2) APX8500 All-Band Consolettes Qty (2) APX Consolette Rack Mounts

The document delineates the general responsibilities between Motorola and Customer as agreed to by contract.

Motorola Responsibilities

Motorola's general responsibilities include the following:

- Install the Motorola-supplied equipment described above.
- Schedule the implementation in agreement with the Customer.
- Coordinate the activities of all Motorola subcontractors under this contract.
- Administer safe work procedures for installation.
- Provide specifications for the appropriate system interconnects.

Customer Responsibilities

Customer will assume responsibility for the installation and performance of all other equipment and work necessary for completion of this project that is not provided by Motorola. General Customer responsibilities include but are not limited to the following:

- Provide all buildings, equipment shelters, and towers required for system installation.
- Ensure communications sites meet space, grounding, power, and connectivity requirements for the installation of all equipment.
- Obtain all licensing, site access, or permitting required for project implementation.
- Obtain frequencies for the project as required.
- Provide required system interconnections.
- Provide a dedicated delivery point, such as a warehouse, for receipt, inventory, and storage of equipment before delivery to the site(s).
- Coordinate the activities of all Customer vendors or other contractors.

Responsibility Matrix

Motorola will use a phased approach for successfully implementing Rensselaer County's system. These phases are broken down by:

- Project Initiation
- System Installation
- System Optimization And Testing

Tasks	Motorola Solutions	Rensselaer County
PROJECT INITIATION		
Contract Finalization and Team Creation		
Execute contract and distribute contract documents.	X	X
Assign a Project Manager as a single point of contact.	X	X
Assign resources.	X	X
Schedule project kickoff meeting.	X	X
Deliverable: Signed contract, defined project team, and scheduled project kickoff meeting.		
Project Administration		
Ensure that project team members attend all meetings relevant to their role on the project.	X	X
Set up the project in the Motorola Solutions information system.	X	
Record and distribute project status meeting minutes.	X	
Maintain responsibility for third-party services contracted by Motorola Solutions.	X	
Complete assigned project tasks according to the project schedule.	X	X
Submit project milestone completion documents.	X	
Upon completion of tasks, approve project milestone completion documents within 7 to 10 business days.		X
Conduct all project work Monday thru Friday, 8 a.m. to 5:00 p.m. local time with the exception of Motorola Solutions' and the Customer's holidays.	X	
Deliverable: Completed and approved project milestones throughout the project.		
Project Kickoff		

Tasks	Motorola Solutions	Rensselaer County
Introduce team, review roles, and decision authority.	X	X
Present project scope and objectives.	X	
Review SOW responsibilities and project schedule.	X	X
Schedule Design Review. Customer Design Review will take place within 14 days of contract execution.	X	X
Deliverable: Completed project kickoff and scheduled Design Review.		
Design Review		
Review the Customer's operational requirements.	X	X
Present the system design and operational requirements for the solution.	X	
Present the preliminary installation plan.	X	
Present preliminary cutover plan and methods to document final cutover process.	X	
Present configuration and details of sites required by system design.	X	
Validate that Customer sites can accommodate proposed equipment.		X
Provide all approvals required to add the proposed equipment at the proposed sites		X
Review safety, security, and site access procedures.	X	
Present equipment layout plans and system design drawings.	X	
Provide backhaul performance specifications and demarcation points.	X	
Provide heat load and power requirements for new equipment.	X	
Provide information on existing system interfaces.		X
Provide frequency and radio information for each site.		X
Assume liability and responsibility for providing all information necessary for complete installation.		X
Assume responsibility for issues outside of Motorola Solutions' control.		X
Ensure that frequency availability and licensing meet project requirements, and pay licensing and frequency coordination fees.		X
Review and update design documents, including System Description, Statement of Work, Project Schedule, and Acceptance Test Plan, based on Design Review agreements.	X	

Tasks	Motorola Solutions	Rensselaer County
Provide minimum acceptable performance specifications for customer provided hardware, software, LAN, WAN, and internet connectivity.	X	
Execute Change Order in accordance with all material changes to the Contract resulting from the Design Review.	X	
Deliverable: Finalized design documentation based upon "frozen" design, along with any relevant Change Order documentation.		
SYSTEM INSTALLATION		
Equipment Order and Manufacturing		
Create equipment order and reconcile to contract.	X	
Manufacture Motorola Solutions-provided equipment necessary for the system based on equipment order.	X	
Procure non-Motorola Solutions equipment necessary for the system.	X	
Deliverable: Equipment procured and ready for shipment.		
Equipment Shipment and Storage		
Provide a secure, temperature-controlled location for solution equipment.		X
Pack and ship solution equipment to the identified, or site locations.	X	
Receive solution equipment.		X
Inventory solution equipment.	X	
Deliverable: Solution equipment received and ready for installation		
RF Site Installation and Configuration		
Install fixed equipment contained in the equipment list and system description.	X	
Provide backhaul connectivity and associated equipment for all sites to meet latency, jitter, and capacity requirements.		X
Configure the system to support the new equipment.	X	
Integrate the proposed equipment into the system to ensure proper operation.	X	
Deliverable: RF site equipment installation completed.		

Tasks	Motorola Solutions	Rensselaer County
SYSTEM OPTIMIZATION AND TESTING		
R56 Site Audit		
Perform R56 site-installation quality-audits, verifying proper physical installation and operational configurations.	X	
Create site evaluation report to verify site meets or exceeds requirements, as defined in Motorola Solutions' R56 Standards and Guidelines for Communication Sites.	X	
Deliverable: R56 Standards and Guidelines for Communication Sites audits completed successfully.		
Solution Optimization		
Verify that all equipment is operating properly and that all electrical and signal levels are set accurately.	X	
Verify that all audio and data levels are at factory settings.	X	
Verify communication interfaces between devices for proper operation.	X	
Ensure that functionality meets manufacturers' specifications and complies with the final configuration established during design review or system staging.	X	
Reconfigure and reoptimize 3rd party equipment that is not part of the Motorola Solutions scope of work.		X
Deliverable: Completion of System Optimization.		
Functional Acceptance Testing		
Verify the operational functionality and features of the solution supplied by Motorola Solutions, as contracted.	X	
Witness the functional testing.		X
Document all issues that arise during the acceptance tests.	X	
If any major task for the system as contractually described fails during the Customer acceptance testing or beneficial use, repeat that particular task after Motorola Solutions determines that corrective action has been taken.	X	
Resolve any minor task failures before Final System Acceptance.	X	
Document the results of the acceptance tests and present for review.	X	
Review and approve final acceptance test results.		X

Tasks	Motorola Solutions	Rensselaer County
Deliverable: Completion of functional testing.		
Transition to Warranty		
Review the items necessary for transitioning the project to warranty support and service.	X	
Motorola Solutions to provide services during year 1 warranty which align with the proposed services.	X	
Provide a Customer Support Plan detailing the warranty support associated with the contract equipment.	X	
Participate in the Transition Service/Project Transition Certificate (PTC) process.		X
Deliverable: Service information delivered and approved by Customer		
Finalize Documentation and System Acceptance		
Provide manufacturer's installation material, part list and other related material to Customer upon project completion.	X	
Provide an electronic as-built system. This will include the following: Site Equipment Rack Configurations. Antenna Network Drawings for RF Sites (where applicable). Functional Acceptance Test Plan Test Sheets and Results. Equipment Inventory List. Drawings will be delivered in Adobe PDF format.	X	
Receive documentation.		X
Execute Final Project Acceptance.	X	X
Deliverable: All required documents are provided and approved. Final Project Acceptance.		

Assumptions

The following assumptions remain in need of review and verification as of the submission of this proposal. These assumptions affect the scope of responsibilities to ensure ancillary systems and facilities are fully prepared to support the solution contained in this proposal. Motorola will work with the customer to determine the validity of these assumptions and determine the increased scope for which Motorola and/or customer is responsible. Should the customer prefer Motorola to assume responsibility for the increased scope, Motorola will prepare and submit to the customer a revised proposal or change order reflecting the revised scope, cost, and project implementation.

1. Union Labor is not required.
2. Prevailing Wages are not required.
3. All existing sites or equipment locations will have sufficient space available for the system described as required/specified by R56.
4. All existing sites or equipment locations will have adequate electrical power in the proper phase and voltage, and site grounding to support the requirements of the system described.
    - Electrician services are not included.
5. Any site/location upgrades or modifications are the responsibility of the Customer.
6. All Communication Sites can be accessed with a 4 wheel drive vehicle. Anything beyond the use of a 4 wheel drive vehicle will require a change order to capture the additional cost.
7. Interfacing to 3rd party equipment or applications is not a part of this proposal.
8. Approved FCC licensing is the responsibility of Rensselaer County.
9. Approved local, State, or Federal permits as may be required for the installation and operation of the proposed equipment are the responsibility of the Customer.
10. Any required system interconnections not specifically outlined here will be provided by the Customer. This may include dedicated phone circuits, microwave links, or other types of connectivity.
11. Training is not included in this proposal. Motorola Solutions is not responsible for interference caused or received by the Motorola Solutions-provided equipment except for interference that is directly caused by the Motorola Solutions-provided transmitter(s) to the Motorola Solutions-provided receiver(s). Should the Customer's system experience interference, Motorola Solutions can be contracted to investigate the source and recommend solutions to mitigate the issue.
12. All sites are assumed to be land-accessible and no special transportation such as helicopter and the like is required to gain site access.
13. Motorola Solutions will not perform any work on non-Motorola Solutions owned equipment.
14. Subscriber Reprogramming Efforts are not part of the scope of work
15. Any customer-owned equipment or site/location upgrades or modifications are the responsibility of the customer.
16. No training is included.
17. antenna systems and lines will be provided by others and will be ready for used by the

time of the testing of the new channels

18. There is no coverage guarantee, nor any coverage measurements included in this proposal.

Estimated Project Schedule

Motorola's preliminary schedule is a draft for information only. Based upon estimates the total project implementation is estimated to be approximately 6 months pending supply chain availability and other responsibilities. This assumes that all Customer responsibilities as defined above are completed, as required. If site improvements or site approvals are needed these must be completed prior to equipment shipping to the field. A final schedule will be jointly reviewed and completed at the Detailed Design Review.

Warranty Support and Sustainment Services

Included with the purchase of Motorola Solutions equipment is a standard one-year manufacturer's limited commercial warranty to correct possible defects in materials and workmanship. It covers only the equipment supplied by Motorola Solutions. Warranty services will include repair service during normal business hours, Monday through Friday, excluding holidays observed by Motorola Solutions.

Today's IP-based, software-driven communications systems provide our customers with robust features and advanced applications which can lead to increased productivity and operational efficiency. The integration of third party software applications and Commercial-Off-The-Shelf (COTS) equipment provide benefits and flexibility, yet they also affect how these systems are managed and sustained. Multiple technologies and multiple vendors must now be addressed in a sustainment plan. Information Assurance, security, and technology obsolescence strategies must be taken into account.

Motorola Solutions has invested heavily in developing the resources, tools, policies and programs necessary to fully support and sustain these highly complex systems. Our plans have been designed to address the unique challenges involved in the sustainment of these IP based, multi vendor/technologies. Motorola Solutions has a proven track record providing comprehensive and effective sustainment plans. Each service offering is managed by a Motorola Solutions Customer Service Manager (CSM) who provides an experienced interface between our customers and the organizations providing service.

Equipment List

QTY	NOMENCLATURE	DESCRIPTION	UNIT LIST (USD)	EXT LIST (USD)	OGS NSAD	EXT OGS MAX
1	SQM01SUM0323A	ASTRO MASTER SITE	$0.00	$0.00	$0.00	$0.00
1	CA03517AC	ADD: CORE EXPANSION	$0.00	$0.00	$0.00	$0.00
3	CA01316AA	ADD:UNC ADDTL DEVICE LIC (QTY 10)	$1,680.00	$5,040.00	$1,200.00	$3,600.00
1	T7039A	BASE RADIO, GTR 8000	$0.00	$0.00	$0.00	$0.00
1	CA03863AA	ADD: ASTRO SYSTEM RELEASE 2022.1	$0.00	$0.00	$0.00	$0.00
1	CA00855AA	ADD:700--800 MHZ	$9,016.00	$9,016.00	$5,400.86	$5,400.86
1	CA01948AA	ADD: DIGITAL CONVENTIONAL SOFTWARE	$21,770.00	$21,770.00	$11,734.02	$11,734.02
1	CA01953AA	ADD: POWER EFFICIENCY PACKAGE	$644.00	$644.00	$400.00	$400.00
1	CA01505AA	ADD: ASTRO 25 CONVENTIONAL VOTING SOFTWARE	$386.00	$386.00	$225.00	$225.00
1	X182BW	ADD: DUPLEXER, 700 MHZ	$1,778.00	$1,778.00	$1,104.00	$1,104.00
1	X265AJ	ADD: BR PRESELECTOR, 700 MHZ	$644.00	$644.00	$400.00	$400.00
1	X153AW	ADD: RACK MOUNT HARDWARE	$65.00	$65.00	$40.00	$40.00
1	T7039A	BASE RADIO, GTR 8000	$0.00	$0.00	$0.00	$0.00
1	CA03863AA	ADD: ASTRO SYSTEM RELEASE 2022.1	$0.00	$0.00	$0.00	$0.00
1	CA00855AA	ADD:700--800 MHZ	$9,016.00	$9,016.00	$5,400.86	$5,400.86
1	CA01949AA	ADD: ANALOG ONLY CONV SW	$9,595.00	$9,595.00	$5,384.79	$5,384.79
1	CA01953AA	ADD: POWER EFFICIENCY PACKAGE	$644.00	$644.00	$400.00	$400.00
1	CA01951AA	ADD: ANALOG CONVENTIONAL VOTING SW	$0.00	$0.00	$0.00	$0.00
1	X182BX	ADD: DUPLEXER, 800 MHZ	$1,778.00	$1,778.00	$1,104.00	$1,104.00
1	X265AH	ADD: BR PRESELECTOR, 800 MHZ	$644.00	$644.00	$400.00	$400.00
1	X153AW	ADD: RACK MOUNT HARDWARE	$65.00	$65.00	$40.00	$40.00
1	T7039A	BASE RADIO, GTR 8000	$0.00	$0.00	$0.00	$0.00
1	CA03863AA	ADD: ASTRO SYSTEM RELEASE 2022.1	$0.00	$0.00	$0.00	$0.00
1	X640AL	ADD: UHF R2 (435-524 MHZ)	$8,115.00	$8,115.00	$5,040.00	$5,040.00
1	CA01949AA	ADD: ANALOG ONLY CONV SW	$9,595.00	$9,595.00	$5,384.79	$5,384.79
1	CA01953AA	ADD: POWER EFFICIENCY PACKAGE	$644.00	$644.00	$400.00	$400.00
1	CA01951AA	ADD: ANALOG CONVENTIONAL VOTING SW	$0.00	$0.00	$0.00	$0.00
1	X182BZ	ADD: DUPLEXER, UHF	$1,778.00	$1,778.00	$1,104.00	$1,104.00
1	X265AP	ADD: BR PRESELECTOR 380-512 MHZ	$644.00	$644.00	$400.00	$400.00
1	X153AW	ADD: RACK MOUNT HARDWARE	$65.00	$65.00	$40.00	$40.00
1	T7039A	BASE RADIO, GTR 8000	$0.00	$0.00	$0.00	$0.00
1	CA03863AA	ADD: ASTRO SYSTEM RELEASE 2022.1	$0.00	$0.00	$0.00	$0.00
1	X530BG	ADD: VHF (136-174 MHZ)	$8,115.00	$8,115.00	$5,040.00	$5,040.00

1	CA01949AA	ADD: ANALOG ONLY CONV SW	$9,595.00	$9,595.00	$5,384.79	$5,384.79
1	CA01953AA	ADD: POWER EFFICIENCY PACKAGE	$644.00	$644.00	$400.00	$400.00
1	CA01951AA	ADD: ANALOG CONVENTIONAL VOTING SW	$0.00	$0.00	$0.00	$0.00
1	CA01504AA	ADD: ANTENNA RELAY	$450.00	$450.00	$280.00	$280.00
1	X265AM	ADD: BR PRESELECTOR, (150-174 MHZ)	$644.00	$644.00	$400.00	$400.00
1	X153AW	ADD: RACK MOUNT HARDWARE	$65.00	$65.00	$40.00	$40.00
1	SQM01SUM0333	MCG 8000 CONVENTIONAL GATEWAY	$5,600.00	$5,600.00	$4,000.00	$4,000.00
1	CA03714AA	ADD: AC POWER	$0.00	$0.00	$0.00	$0.00
8	CA03718AA	ADD: ANALOG 4WIRE INTERFACE	$840.00	$6,720.00	$600.00	$4,800.00
16	CA03719AA	ADD: DIGITAL IP INTERFACE	$0.00	$0.00	$0.00	$0.00
1	T7039A	BASE RADIO, GTR 8000	$0.00	$0.00	$0.00	$0.00
1	CA03863AA	ADD: ASTRO SYSTEM RELEASE 2022.1	$0.00	$0.00	$0.00	$0.00
1	CA00855AA	ADD:700--800 MHZ	$9,016.00	$9,016.00	$5,400.86	$5,400.86
1	CA01949AA	ADD: ANALOG ONLY CONV SW	$9,595.00	$9,595.00	$5,384.79	$5,384.79
1	CA01953AA	ADD: POWER EFFICIENCY PACKAGE	$644.00	$644.00	$400.00	$400.00
1	CA01951AA	ADD: ANALOG CONVENTIONAL VOTING SW	$0.00	$0.00	$0.00	$0.00
1	X182BX	ADD: DUPLEXER, 800 MHZ	$1,778.00	$1,778.00	$1,104.00	$1,104.00
1	X265AH	ADD: BR PRESELECTOR, 800 MHZ	$644.00	$644.00	$400.00	$400.00
1	X153AW	ADD: RACK MOUNT HARDWARE	$65.00	$65.00	$40.00	$40.00
1	T7039A	BASE RADIO, GTR 8000	$0.00	$0.00	$0.00	$0.00
1	CA03863AA	ADD: ASTRO SYSTEM RELEASE 2022.1	$0.00	$0.00	$0.00	$0.00
1	X640AL	ADD: UHF R2 (435-524 MHZ)	$8,115.00	$8,115.00	$5,040.00	$5,040.00
1	CA01949AA	ADD: ANALOG ONLY CONV SW	$9,595.00	$9,595.00	$5,384.79	$5,384.79
1	CA01953AA	ADD: POWER EFFICIENCY PACKAGE	$644.00	$644.00	$400.00	$400.00
1	CA01951AA	ADD: ANALOG CONVENTIONAL VOTING SW	$0.00	$0.00	$0.00	$0.00
1	X182BZ	ADD: DUPLEXER, UHF	$1,778.00	$1,778.00	$1,104.00	$1,104.00
1	X265AP	ADD: BR PRESELECTOR 380-512 MHZ	$644.00	$644.00	$400.00	$400.00
1	X153AW	ADD: RACK MOUNT HARDWARE	$65.00	$65.00	$40.00	$40.00
1	T7039A	BASE RADIO, GTR 8000	$0.00	$0.00	$0.00	$0.00
1	CA03863AA	ADD: ASTRO SYSTEM RELEASE 2022.1	$0.00	$0.00	$0.00	$0.00
1	X530BG	ADD: VHF (136-174 MHZ)	$8,115.00	$8,115.00	$5,040.00	$5,040.00
1	CA01949AA	ADD: ANALOG ONLY CONV SW	$9,595.00	$9,595.00	$5,384.79	$5,384.79
1	CA01953AA	ADD: POWER EFFICIENCY PACKAGE	$644.00	$644.00	$400.00	$400.00
1	CA01951AA	ADD: ANALOG CONVENTIONAL VOTING SW	$0.00	$0.00	$0.00	$0.00
1	CA01504AA	ADD: ANTENNA RELAY	$450.00	$450.00	$280.00	$280.00
1	X265AM	ADD: BR PRESELECTOR, (150-174 MHZ)	$644.00	$644.00	$400.00	$400.00
1	X153AW	ADD: RACK MOUNT HARDWARE	$65.00	$65.00	$40.00	$40.00
1	SQM01SUM0333	MCG 8000 CONVENTIONAL GATEWAY	$5,600.00	$5,600.00	$4,000.00	$4,000.00
1	CA03714AA	ADD: AC POWER	$0.00	$0.00	$0.00	$0.00
2	CA03716AA	ADD: V.24 INTERFACE	$840.00	$1,680.00	$600.00	$1,200.00

8	CA03718AA	ADD: ANALOG 4WIRE INTERFACE	$840.00	$6,720.00	$600.00	$4,800.00
16	CA03719AA	ADD: DIGITAL IP INTERFACE	$0.00	$0.00	$0.00	$0.00
1	L37TSS9PW1CN	ALL BAND CONSOLETTE CN	$11,053.00	$11,053.00	$8,289.75	$8,289.75
1	G48BB	SOFTWARE LICENSE ENH: CONVENTIONAL OPERATION APX	$942.00	$942.00	$660.00	$660.00
1	CA01598AB	ADD: AC LINE CORD US	$0.00	$0.00	$0.00	$0.00
1	G78AR	ADD: 3Y ESSENTIAL SERVICE	$288.00	$288.00	$188.60	$188.60
1	L999AB	ADD: FULL FP W--E5--KEYPAD--CLOCK--VU	$929.00	$929.00	$651.00	$651.00
1	QA05492AA	DEL: ASTRO 25 INTEGRATED VOICE & DATA	$0.00	$0.00	$0.00	$0.00
1	QA05751AA	ADD: NO ENCRYPTION, CLEAR RADIO (NO ADP) (US ONLY)	$0.00	$0.00	$0.00	$0.00
1	G806BL	SOFTWARE LICENSE ENH: ASTRO DIGITAL CAI OP APX	$607.00	$607.00	$386.25	$386.25
1	QA09113AB	ADD: BASELINE RELEASE SW	$0.00	$0.00	$0.00	$0.00
1	W382AM	ADD: CONTROL STATION DESK GCAI MIC	$199.00	$199.00	$126.75	$126.75
1	HKN6233C	MOBILE RADIO APX CONSOLETTE RACK MOUNT KIT	$214.00	$214.00	$150.00	$150.00
1	L37TSS9PW1CN	ALL BAND CONSOLETTE CN	$11,053.00	$11,053.00	$0.00	$0.00
1	G48BB	SOFTWARE LICENSE ENH: CONVENTIONAL OPERATION APX	$942.00	$942.00	$660.00	$660.00
1	CA01598AB	ADD: AC LINE CORD US	$0.00	$0.00	$0.00	$0.00
1	G78AR	ADD: 3Y ESSENTIAL SERVICE	$288.00	$288.00	$188.60	$188.60
1	L999AB	ADD: FULL FP W--E5--KEYPAD--CLOCK--VU	$929.00	$929.00	$651.00	$651.00
1	QA05492AA	DEL: ASTRO 25 INTEGRATED VOICE & DATA	$0.00	$0.00	$0.00	$0.00
1	QA05751AA	ADD: NO ENCRYPTION, CLEAR RADIO (NO ADP) (US ONLY)	$0.00	$0.00	$0.00	$0.00
1	G806BL	SOFTWARE LICENSE ENH: ASTRO DIGITAL CAI OP APX	$607.00	$607.00	$386.25	$386.25
1	QA09113AB	ADD: BASELINE RELEASE SW	$0.00	$0.00	$0.00	$0.00
1	W382AM	ADD: CONTROL STATION DESK GCAI MIC	$199.00	$199.00	$126.75	$126.75
1	HKN6233C	MOBILE RADIO APX CONSOLETTE RACK MOUNT KIT	$214.00	$214.00	$150.00	$150.00
				$218,319.00		$127,605.29

Pricing Summary

Pricing

Motorola Solutions is pleased to provide the following equipment and services. Pricing of all Equipment Hardware, Software, Installation, Integration, Optimization, and Warranty Services are consistent with NYS-OGS Contract # PT68722 Equipment and Services.

Description	Price (USD)
System Hardware & Equipment	**$218,319.00**
Implementation & Installation/Warranty Services	**$324,757.59**
System Sub-Total:	***$543,076.59***
NYS-OGS Contract #PT68722 Discount	***$90,713.71***
Additional System Discount	***$2,362.88***
Total System	**$450,000.00**

Quote is valid for 60 days from the date of this proposal.
Due to significant market and cost volatility, Motorola Solutions reserves the right to equitably adjust, via a mutually agreed upon change order, proposed scope and its pricing, completion schedule, and contract requirements.

Payment Milestones

Except for a payment that is due on the Effective Date, Customer will make payments to Motorola within thirty (30) days after the date of each invoice. Customer will make payments when due in the form of a check, cashier's check, or wire transfer drawn on a U.S. financial institution. If Customer has purchased additional Professional or Subscription services, payment will be in accordance with the applicable addenda. Payment for the System purchase will be in accordance with the following milestones.

Milestone	Milestone Detail	Percentage
1	Completion of Contract Execution	25%
2	Shipment of Equipment	60%
3	Installation of Equipment at Customer Site	10%
4	Final Acceptance	5%

Motorola shall make partial shipments of equipment and will request payment upon shipment of such equipment. Motorola reserves the right to invoice for installations completed on a site-by-site basis, when applicable

Contractual Documentation

Terms and conditions for equipment and services in this proposal are the New York State Contract OGS #PT68722.

Rensselaer County

Proposal

Prime and Geo- Prime Sites

Rick Castle

+1 (518) 9031324

MOTOROLA SOLUTIONS

Motorola Solutions, Inc
500 W Monroe Street, Ste 4400
Chicago, IL 60661-37

5/28/2026

Deputy Director Edward J. Heffern
Rensselaer County Bureau of Public Safety
99 Troy Rd.
East Greenbush, NY 12061

Subject: Virtual and Geo-redundant prime sites

Dear Deputy Director Heffern,

Motorola Solutions, Inc (Motorola Solutions) appreciates the opportunity to provide the Rensselaer County, NY quality communications equipment and services. Motorola Solutions' project team has taken great care to propose a solution to address your operational objectives.
Specifically, to expand the County's existing NYS Homeland Security and Emergency Services mutual aid interoperability system.

This proposal consists of this cover letter and description of offering together with its Exhibits. Pricing and terms and conditions for equipment and services in this proposal are subject to New York State Contract OGS #PT68722 and pricing is valid for 60 days from the proposal date. Upon the County's decision to purchase this solution, the County may issue a purchase order or a Notice to Proceed, referencing the NYS-OGS contract number PT68722 and this proposal (#USNY25P249).

Any questions Rensselaer County has regarding this proposal can be directed to Rick Castle, at (518) 903-1324 or richard.castle@motorolasolutions.com.

We thank you for the opportunity to present our proposed solution, and we hope to strengthen our relationship by implementing this project.

Sincerely,

Roy Kirchner
MSSSI Vice President

Table of Contents

Virtualized Simulcast Prime Solution Summary

Motorola Solutions, Inc. (Motorola) presents this proposal for Next Generation Trunked Simulcast Prime Sites. Motorola has included a system enhancement with a second, geographically separated, Trunked Simulcast Prime Site, providing improved redundancy for the trunked system.

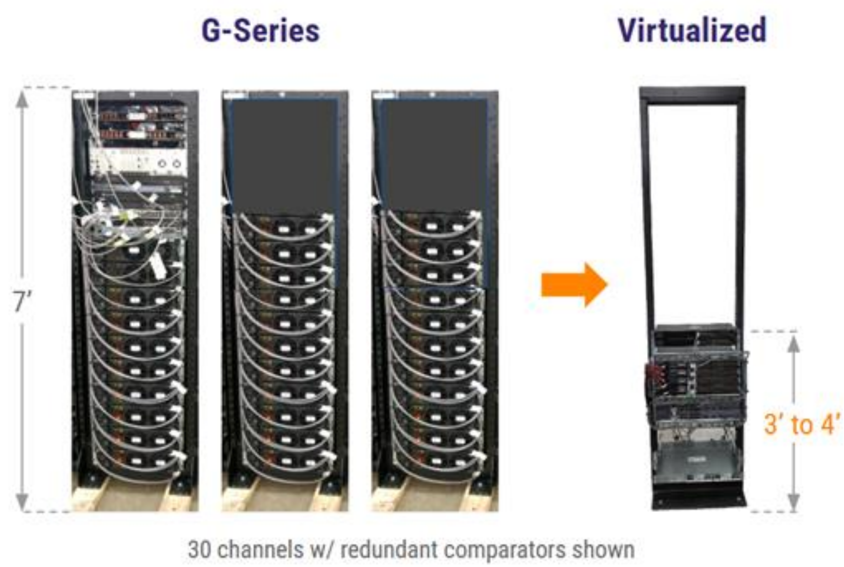
- Trunked Simulcast Prime Site (1) - Grafton
- Trunked Simulcast Geo-Prime Site (1) - Final Site Location To be defined during Customer Design Review.
- Juniper equipment (routers and switches) required at all trunking sites -- Core, Prime, RF, and NMD are included.

Virtualized Simulcast Prime Site

The Motorola Solutions Virtualized Prime Site (VPS) is the next generation Simulcast/Voting Prime Site for ASTRO 25 trunking systems. In this new platform, Site Controller and Comparator voting applications are virtualized onto a common device called the DSC 8000. The result is fault management and configuration capabilities that are consolidated into a centralized location which aids implementation and maintenance.

Benefits of a Virtualized Prime Site

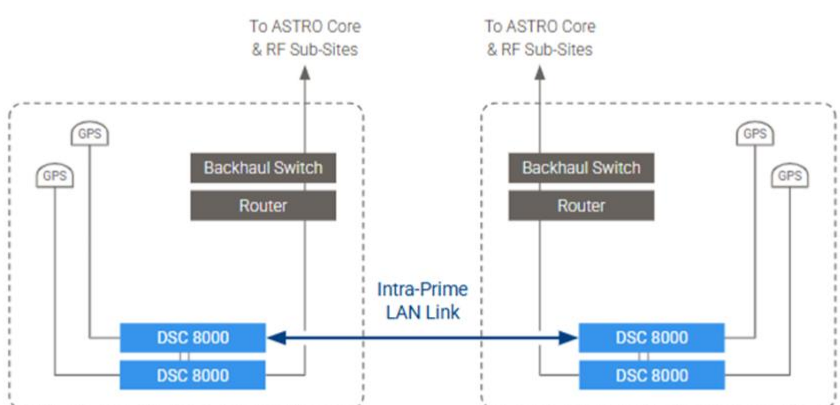
Built for ASTRO trunking systems, the Virtualized Prime Site helps support dependable radio coverage with an equipment architecture designed for administrative convenience. Virtualization also enables software-only expandability in most instances. For example, when adding channels to a simulcast sub-system the Prime Site only needs to add voting software licenses to expand the capacity up to 18 carriers on a single pair of DSC 8000's, or up to 30 when equipped with a second pair. As no additional hardware is required for most expansions, these expansions can be conducted remotely. This fully redundant platform offers a new, web-based configuration tool and access to critical applications for more advanced support without the need for additional hardware.With less equipment to maintain, less power consumed, and a smaller physical footprint, the Virtualized Simulcast Prime Site lowers Customer's cost of ownership.



G Series Prime vs Virtualized Prime

Geographic Redundancy

To provide maximum reliability and system uptime Motorola is proposing a geographically redundant configuration. One set of DSC 8000 controllers will reside at the Grafton site while a second set of DSC 8000 controllers will reside at a site TBD. This ensures Customer's P25 system can remain in operation even in the event of a catastrophic failure of one of their prime site locations.



Example of Geo-Redundant Prime Architecture

DSC 8000

As part of the Virtualized Prime Site, the DSC 8000 consolidates the capabilities of a site controller and voting comparator of the ASTRO trunking simulcast sub-system into a single hardware unit. The DSC 8000 assigns voice and data channels, manages and reports alarms, provides Ethernet switching capabilities, and offers an optional timing reference for simulcast synchronization.

The DSC 8000 also provides an IP-based voting and simulcast operation for trunking channels, picking up audio from multiple sites, and performs a frame-by-frame analysis to build a high quality composite audio package for transmission. The DSC 8000 is provided in a redundant configuration, which means no single point of failure will cause any extended loss of functionality or capacity at the Prime Site. One pair of DSC 8000 controllers have been provided which are capable of supporting up to 18 channels.

The proposed Virtualized Simulcast Prime Site includes the following features and configurations:

- Two (2) DSC 8000 Modules.
- External GPS Timing Reference (re-use existing TRAK 9100)
- Eight (8) Radio Channel Voting Licenses.
- One (1) Juniper SRX1500 Site Router at each Prime Site
- One (1) Backhaul Switch at each Prime Site

Power Requirements

The new Virtual Prime Site equipment at the Grafton site will reuse two (2) 10-15A DC breakers on the existing 48V DC Power Plant. A new 48V DC Power Plant, with two (2) rectifiers, will be provided for the Geo-Prime site. This DC Plant will require two (2) 30A 240VAC circuits.

High-Level Cutover Plan

Geographically Redundant Virtualized Prime Sites

This cutover plan will describe adding geographically redundant Virtualized Primes sites to the Customer's system. Further details will be discussed and customized with Customer's input at Design Review.

Timeframes are approximate and also allow for coordination between the customer and Motorola based on system activity.

Preparation Work

- Virtualized Prime and Geo-Prime Sites installed. If existing G-Series prime sites are in use the new Virtualized Prime site equipment will be installed in parallel.
- Backhaul connectivity and configuration established to the Virtualized Prime and Geo-Prime Sites, but separate from the live ASTRO network.
- Physical ports activated in an operationally "up" state, with the IP interface in a "down" state, ready for cutover.

Day of Cutover: Pre-Cutover Tasks (~30 min window)

These cutover tasks will be executed prior to and as close to the cutover event as possible. In addition to the purpose of verification, certain tasks are intended to hasten the cutover event and reduce downtime.

- Confirm states of new DSC 8000s
- Prepare the Unified Event Manager (UEM)

- Shut down half of the logical interfaces (No radio user impact)

Day of Cutover: Live-Cutover and Post-Cutover Tasks (~1 hour window)

- Dispatchers switch to backup RF control stations and confirm operation with test calls.
- Begin work on existing and new Prime site logical interfaces that results in site-trunking followed by “Out of Range” for radio users.
- Turn up the new logical interfaces at the Virtualized Prime and Geo-Prime site. The site will come up in failsoft and then quickly transition to site-trunking followed by wide-area trunking.
- Discover new equipment in UEM.
- Watch for abnormalities.
- Confirm at dispatch that normal communications have been restored.
- Dispatchers resume normal operation using consoles.
- Performs UNC and UEM updates and verifications.
- End of cutover.

Day of Cutover: Test Procedure (~3 hour window)

The agreed upon test procedure shall be executed in a 3-hour timeframe on the cutover date at a time convenient to the customer. The purpose of this test is to ensure that the Geo-Prime Site will automatically be invoked upon failure of the primary Prime Site DSC 8000s or network equipment.

When this test is executed, end users will experience approximately 10-15 seconds of no communications (“Out of Range”).

Decommissioning

After an agreed upon timeframe, the legacy prime site devices can be decommissioned.

G-Series to D-Series

This is a high level, preliminary cutover plan based on Motorola’s recommendation and best practices. If modifications to this plan are required it can be completed and memorialized during the contract design review (CDR) phase of the project implementation. Cutover will be done on a site-by-site basis and this plan will apply to each site being upgraded. The new D-Series M12 site can co-exist and operate with existing G-Series sites within the system.

The proposed D-Series M12 configuration will re-use the existing site network equipment and antenna/ systems. It will also maintain the same Site ID and IP plan of the existing site. This will allow for minimal system impact and down time.

Preparation Work

- New D-Series M12 installed in parallel to existing G-Series Site equipment.
- Initial configuration complete on M12 for site specific identifiers, frequencies, and any

operational features/requirements.

- Prepare antenna line jumpers as needed for connection to D-Series equipment, as the connector types are likely different.
- Floor plans and rack placement have been identified for each shelter.

Day of Cutover: Pre-Cutover Tasks (~30 min window)

These cutover tasks will be executed prior to and as close to the cutover event as possible. In addition to the purpose of verification, certain tasks are intended to hasten the cutover event and reduce downtime.

- Confirm states of new DSC 8500s
- Prepare the Unified Event Manager (UEM)

Day of Cutover: Live-Cutover and Post-Cutover Tasks (~4 hour window)

- Dispatchers inform field users of site outage and any expected coverage impact.
- Disconnect antenna from G series equipment.
- The output power will be measured at the top of the G-Series rack as a base line for the existing equipment. After installation and optimization, power will be measured at the top of the rack for D-Series M12 equipment to confirm equal or higher power.
- Sweep antenna system. A report will be generated based on these sweeps and any abnormalities will be highlighted. As needed, recommendations will be provided for any remediations.
- Connect antenna lines to D-Series equipment.
- Move the LAN connection on the existing site router(s) from the G series equipment to the new D-Series M12 equipment.
- Motorola discovers new equipment in UEM.
- Confirm that the site is operational and test that all channels are functional.
- Motorola watches for abnormalities.
- Dispatchers to test and confirm normal communications have been restored.
- Dispatchers report to field users that the system is back to normal state.
- Motorola performs UNC and UEM updates and verifications.
- End of cutover.

Decommissioning

After an agreed upon timeframe, the legacy G series equipment will be powered down and removed from the site.

Virtualized Prime Implementation Statement of Work

Overview

This Statement of Work (SOW) describes the deliverables to be furnished to Rensselaer County. The tasks described herein will be performed by Motorola Solutions, its subcontractors, and Rensselaer County to implement the solution described in the System Description. It describes the actual work involved in installation, identifies the installation standards to be followed, and clarifies the responsibilities for Motorola Solutions and Rensselaer County during the project implementation. Specifically, this SOW provides:

- A description of the responsibilities for Motorola Solutions and Rensselaer County.
- A preliminary implementation timeline.
- The assumptions taken into consideration during the development of this project.

This SOW provides the most current understanding of the work required by all parties to ensure a successful project implementation. In particular, Motorola Solutions has made assumptions of the sites to be used for the new system. Should any of the sites change, a revision to the SOW and associated pricing will be required. It is understood that this SOW is a working document, and that it will be revised as needed to incorporate any changes associated with contract negotiations, and any other change orders that may occur during the execution of the project.

Responsibility Matrix

Motorola will use a phased approach for successfully implementing Rensselaer County's system.

These phases are broken down by:

- Project Initiation
- System Installation
- System Optimization And Testing

Tasks	Motorola Solutions	Customer
PROJECT INITIATION		
Design Review		
Review the Customer's operational requirements.	X	X
Present the system design and operational requirements for the solution.	X	
Present the preliminary installation plan.	X	
Present preliminary cutover plan and methods to document final cutover process.	X	
Present configuration and details of sites required by system design.	X	
Validate that Customer sites can accommodate proposed equipment.		X
Provide all approvals required to add the proposed equipment at the proposed sites		X
Review safety, security, and site access procedures.	X	
Present equipment layout plans and system design drawings.	X	
Provide backhaul performance specifications and demarcation points.	X	
Provide heat load and power requirements for new equipment.	X	
Provide information on existing system interfaces.		X
Provide frequency and radio information for each site.		X
Assume liability and responsibility for providing all information necessary for complete installation.		X
Assume responsibility for issues outside of Motorola Solutions' control.		X
Complete the required forms required for frequency coordination and licensing.		X
Ensure that frequency availability and licensing meet project requirements, and pay		X

Tasks	Motorola Solutions	Customer
licensing and frequency coordination fees.		
Review and update design documents, including System Description, Statement of Work, Project Schedule, and Acceptance Test Plan, based on Design Review agreements.	X	
Provide minimum acceptable performance specifications for customer provided hardware, software, LAN, WAN, and internet connectivity.	X	
Execute Change Order in accordance with all material changes to the Contract resulting from the Design Review.	X	
Deliverable: Finalized design documentation based upon “frozen” design, along with any relevant Change Order documentation.		
SYSTEM INSTALLATION		
Equipment Order and Manufacturing		
Create equipment order and reconcile to contract.	X	
Manufacture Motorola Solutions-provided equipment necessary for the system based on equipment order.	X	
Procure non-Motorola Solutions equipment necessary for the system.	X	
Deliverable: Equipment procured and ready for shipment.		
System Staging		
Ship all equipment needed for staging to Motorola Solutions’ local shop for staging.	X	
Provide information on existing system interfaces, room layouts, or other information necessary for the assembly to meet field conditions.		X
Set up and rack the solution equipment on a site-by-site basis, as it will be configured in the field at each of the sites.	X	
Cut and label the cables with to/from information to specify interconnection for field installation and future servicing needs.	X	
Complete the cabling/connecting of the subsystems to each other (“connectorization” of the subsystems).	X	
Assemble required subsystems to assure system functionality.	X	
Power up, load application parameters, program, and test all staged equipment.	X	

Tasks	Motorola Solutions	Customer
Confirm system configuration and software compatibility with the existing system.	X	
Inventory the equipment with serial numbers and installation references.	X	
Deliverable: System staged and ready for shipment.		
Equipment Shipment and Storage		
Provide a secure, temperature-controlled location for solution equipment.		X
Pack and ship solution equipment to the identified, or site locations.	X	
Receive solution equipment.		X
Inventory solution equipment.	X	
Deliverable: Solution equipment received and ready for installation		
Virtualized Prime Site Installation and Configuration		
Install fixed equipment contained in the equipment list and system description.	X	
Provide backhaul connectivity and associated equipment for all sites to meet latency, jitter, and capacity requirements. These may include dedicated phone circuits, microwave links, or other types of connectivity.		X
Provision and wiring of additional AC circuits/feeds/breakers/receptacles, and cover any upgrade of the amperage of the utility service into the proposed facility, where needed.		X
Install and terminate all network cables between site routers and network demarcation points, including microwave, leased lines, and Ethernet.	X	
Configure the ASTRO 25 system to support the proposed equipment.	X	
Integrate the MC Edge equipment with the new equipment at the demarcation points defined in the design documents.	X	
Perform functionality test of the prime site as described in the FATP section.	X	
Document and provide test results.	X	
Review and approve test results.		X
Remove, transport, and dispose of outdated equipment.	X	
Deliverable: Prime site equipment installation completed.		

Tasks	Motorola Solutions	Customer
SYSTEM OPTIMIZATION AND TESTING		
R56 Site Audit		
Perform R56 site-installation quality-audits, verifying proper physical installation and operational configurations.	X	
Create site evaluation report to verify site meets or exceeds requirements, as defined in Motorola Solutions' R56 Standards and Guidelines for Communication Sites.	X	
Deliverable: R56 Standards and Guidelines for Communication Sites audits completed successfully.		
Solution Optimization		
Verify that all equipment is operating properly and that all electrical and signal levels are set accurately.	X	
Verify that all audio and data levels are at factory settings.	X	
Verify communication interfaces between devices for proper operation.	X	
Ensure that functionality meets manufacturers' specifications and complies with the final configuration established during design review or system staging.	X	
Reconfigure and reoptimize 3rd party equipment that is not part of the Motorola Solutions scope of work.		X
Deliverable: Completion of System Optimization.		
Functional Acceptance Testing		
Verify the operational functionality and features of the solution supplied by Motorola Solutions, as contracted.	X	
Witness the functional testing.		X
Document all issues that arise during the acceptance tests.	X	
If any major task for the system as contractually described fails during the Customer acceptance testing or beneficial use, repeat that particular task after Motorola Solutions determines that corrective action has been taken.	X	
Resolve any minor task failures before Final System Acceptance.	X	
Document the results of the acceptance tests and present for review.	X	

Tasks	Motorola Solutions	Customer
Review and approve final acceptance test results.		X
Deliverable: Completion of functional testing and approval by Customer.		
Cutover		
Finalize Cutover Plan.	X	X
Calibrate and tune existing mobile and portable radios to ensure good working order.		X
Provide Motorola Solutions with user radio information for input into the system database and activation, as required.		X
Provide programming of user radios and related services (i.e. template building, re-tuning, testing, and installations), as needed, during cutover period.	X	
Conduct a cutover meeting with relevant personnel to address both how to mitigate technical and communication problem impacts to the users during cutover and during the general operation of the system.	X	
Notify the personnel affected by the cutover of the date and time planned for the cutover.		X
Provide ongoing communication with users regarding the project and schedule.	X	X
Cutover users and ensure that user radios are operating on the system.		X
Resolve punch list items, documented during the Acceptance Testing phase, in order to meet all the criteria for final system acceptance.	X	
Assist Motorola Solutions with resolution of identified punch list items by providing support, such as access to the sites, equipment and system, and approval of the resolved punch list items.		X
Deliverable: Migration to new system completed, and punch list items resolved.		
Finalize Documentation and System Acceptance		
Provide manufacturer's installation material, part list and other related material to Customer upon project completion.	X	
Provide an electronic as-built system. This will include the following: Site Block Diagrams. Site Floor Plans.	X	

Tasks	Motorola Solutions	Customer
Site Equipment Rack Configurations. Antenna Network Drawings for RF Sites (where applicable). ATP Test Checklists. Functional Acceptance Test Plan Test Sheets and Results. Equipment Inventory List. Console Programming Template (where applicable). Drawings will be delivered in Adobe PDF format.		
Receive and approve documentation.		**X**
Execute Final Project Acceptance.	**X**	**X**
Deliverable: All required documents are provided and approved. Final Project Acceptance.		

Assumptions

The following assumptions remain in need of review and verification as of the submission of this proposal. These assumptions affect the scope of responsibilities to ensure ancillary systems and facilities are fully prepared to support the solution contained in this proposal. Motorola will work with the customer to determine the validity of these assumptions and determine the increased scope for which Motorola and/or customer is responsible. Should the customer prefer Motorola to assume responsibility for the increased scope, Motorola will prepare and submit to the customer a revised proposal or change order reflecting the revised scope, cost, and project implementation.

- A Performance Bond is not required.
- Union Labor is not required.
- Prevailing Wages are required.
- All existing sites or equipment locations will have sufficient space available for the system described as required/specified by R56.
- All existing sites or equipment locations will have adequate electrical power in the proper phase and voltage, and site grounding to support the requirements of the system described.
    - Electrician services are not included.
- All existing towers will have adequate space and size to support the antenna network requirements of the system described.
    - Any tower stress analysis or tower upgrade requirements are the responsibility of the Customer.
- Any site/location upgrades or modifications are the responsibility of the Customer.
- All Communication Sites can be accessed with a 4 wheel drive vehicle. Anything beyond the use of a 4 wheel drive vehicle will require a change order to capture the additional cost.
- Cutover will be on a per site basis.
- Interfacing to 3rd party equipment or applications is not a part of this proposal.
- Approved FCC licensing is the responsibility of Rensselaer County.
- Approved local, State, or Federal permits as may be required for the installation and operation of the proposed equipment are the responsibility of the Customer. (!) Check for Conflict
- Any required system interconnections not specifically outlined here will be provided by the Customer. This may include dedicated phone circuits, microwave links, or other types of connectivity.
- Motorola Solutions is not responsible for interference caused or received by the Motorola Solutions-provided equipment except for interference that is directly caused by the Motorola Solutions-provided transmitter(s) to the Motorola Solutions-provided receiver(s). Should the Customer's system experience interference, Motorola Solutions can be contracted to investigate the source and recommend solutions to mitigate the issue.
- All sites are assumed to be land-accessible and no special transportation such as helicopter and the like is required to gain site access.
- Motorola Solutions will not perform any work on non-Motorola Solutions owned equipment.
- Subscriber Reprogramming Efforts are not part of the scope of work
- Any customer-owned equipment or site/location upgrades or modifications are the responsibility of the customer.
- Existing GGM 8000 Routers will be replaced by Juniper SRX Routers.
- Virtualized Prime Site Migration Assumptions:

    - Assumes the new VPrime site equipment will reuse the existing TRAK equipment.
    - The existing site has adequate electrical power in the proper phase and voltage, and the site grounding is sufficient to support the system's requirements. If additional grounding or electrical work is necessary, a change order may be executed.
        i. Two (2) 20A outlets are required for the new Prime Site rack at each location.
        ii. One (1) additional 15A outlet is required for the new backhaul switch at each location.
    - No training is included.
- No fleetmapping services are included in this proposal.
- There is no coverage guarantee, nor any coverage measurements included in this proposal.

Field Acceptance Plan

Virtualized Prime Site Migrations - Field Acceptance Test Plan

Acceptance Test Plan

- The following tests will be conducted on the ASTRO 25 Virtual Prime Sites to demonstrate the functionality and performance:
- Failure of Prime Access Router or Site Link
- Primary VPS DSC 1 Failure
- Primary VPS DSC 2 Failure
- Intraprime Link Failure
- DSC 1 and DSC 2 Failure at the Primary VPS (With Geo-Prime Option)
- GPS Antenna Failure

Excluded Testing

- Component Level Testing: Each component of the system undergoes testing at the point of manufacture of that component. The FAT is concerned with testing overall system level functionality and performance and component level testing (e.g., measuring BTS receiver sensitivity) is not replicated during the FAT.
- EMC Compliance: EMC regulatory compliance has been established at component level, and the FAT will not measure EMC behavior.
- Capacity or Loaded System Performance: Testing to ensure that the system meets its capacity and loaded system performance requirements is conducted during Motorola's product development process using specialized system loading and simulation tools. It is not replicated during an FAT.

Preliminary Project Schedule

The project schedule details the projected timeline for completing the required tasks to successfully implement Rensselaer County's new Prime and Geo-Prime communications system. During the Contract Design Review meeting following the contract award, Motorola's Project Manager will present a baseline project schedule to Rensselaer County based upon knowledge and timeline goals learned during the Kickoff Meeting with Rensselaer County. The baseline schedule will be updated regularly during project implementation and provided to Rensselaer County Project Manager in an agreed-upon format. Motorola and Rensselaer County will work together to identify all project responsibilities for the successful completion of the project.

Motorola intends to complete the project as efficiently as possible, in the interest of all parties. The Public Safety project schedule presented with this proposal is based on a 12 month implementation. The start date is based on the contract execution date.

Date	Milestone
Start	Contract Execution
Within 30 days	Contract Design Review (CDR)
1 - 4 months	Equipment manufacturing
5 - 8 months	Fixed Network Equipment installation
9 months	Optimization, testing, ATP and CATP
10 - 12 months	Cutover, Conditional Acceptance

Warranty Support and Sustainment Services

Included with the purchase of Motorola Solutions equipment is a standard one-year manufacturer's limited commercial warranty to correct possible defects in materials and workmanship. It covers only the equipment supplied by Motorola Solutions. Warranty services will include repair service during normal business hours, Monday through Friday, excluding holidays observed by Motorola Solutions.

Today's IP-based, software-driven communications systems provide our customers with robust features and advanced applications which can lead to increased productivity and operational efficiency. The integration of third party software applications and Commercial-Off-The-Shelf (COTS) equipment provide benefits and flexibility, yet they also affect how these systems are managed and sustained. Multiple technologies and multiple vendors must now be addressed in a sustainment plan. Information Assurance, security, and technology obsolescence strategies must be taken into account.

Motorola Solutions has invested heavily in developing the resources, tools, policies and programs necessary to fully support and sustain these highly complex systems. Our plans have been designed to address the unique challenges involved in the sustainment of these IP based, multi vendor/technologies. Motorola Solutions has a proven track record providing comprehensive and effective sustainment plans. Each service offering is managed by a Motorola Solutions Customer Service Manager (CSM) who provides an experienced interface between our customers and the organizations providing service.

Console and Paging System

Overview

Motorola is pleased to provide this proposal to Rensselaer County for two (2) MCC7500E Console Dispatch positions configured for operation outside of the ASTRO25 radio network interface. These two MCC7500E console positions, which will be equipped to provide remote dispatching capability from a command vehicle, are intended to utilize the County's IP network to establish connectivity to the ASTRO25 Dispatch network. The proposal also includes one APX VHF Consolette and Tone Remote Deskset to support wireless access to the County's VHF Paging channel.

OPERATION OUTSIDE THE RADIO NETWORK INTERFACE (ORNI)

The MCC 7500E Dispatch Console supports a configuration that is outside the ASTRO25 radio network infrastructure (ORNI) via a remote connection to a console site residing inside the ASTRO 25 Radio Network Infrastructure (RNI). Refer to **Figure 1**.

To support a dispatch console outside the RNI network, three elements are required: a Control Room firewall, a console proxy, and "Link OP" functionality.

A console proxy, or Proxy Server, is required and must be installed on the ASTRO25 Console RNI. The Proxy Server is used to convert multicast audio packets to unicast, necessary for transmission on the County's system. For Rensselaer County, a dedicated workstation is included to provide the necessary proxy functionality.

Additionally, a Control Room firewall is included in the design. The firewall will be configured for network address translation (NAT) functionality, eliminating conflicts between County IP addresses and ASTRO25 RNI IP addresses. The firewall will also be configured to only pass dispatch console related traffic to and from the County network.

To manage console connections to the ASTRO25 Core, which impacts both RNI and ORNI dispatch console sites, "Link OP" functionality is required. This functionality must reside on one or more existing Rensselaer console positions in the RNI. There must be at least one (two are recommended for redundancy) active Link OPs within the console site that is hosting the ORNI MCC 7500Es.

It should be noted that the control room firewall is the demarcation point for the ASTRO network.

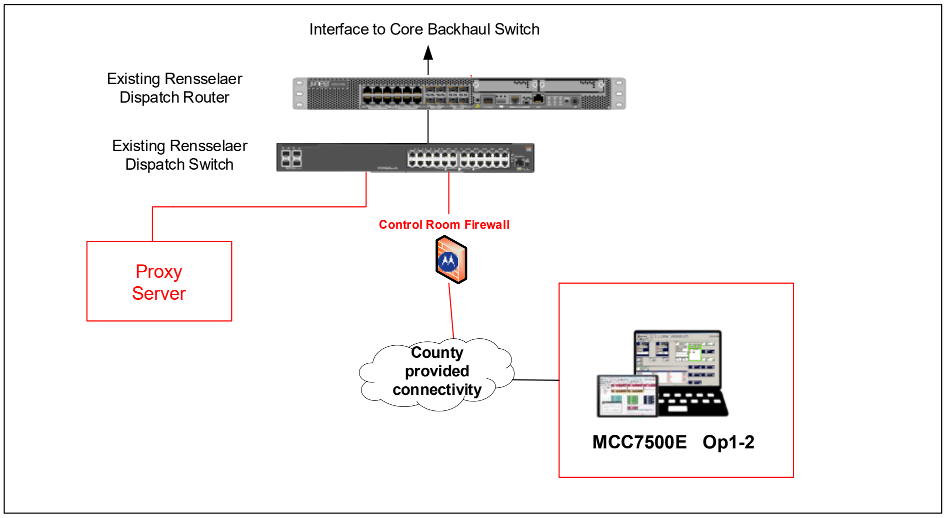


Figure 1

NETWORK REQUIREMENTS

The network requirements are shown below.

- Bandwidth requirements – Up to 35 kbps per audio stream (or 70 kbps per audio resource). Example, a console licensed for 15 radio resources may require up to 1.05 Mbps and up to 2.1 Mbps for all others radio resource licenses.
- Network jitter allowed – 131 ms
- Dropped packets allowed – 1% packet loss
- Maximum delay – Latency between the console site where proxy is to be installed and the core – lowest latency site link to the core (RF Site or Console Site) < 10 ms
- The bandwidth requirements are based on the premise that each assigned audio resource may require up to 35 Kbps per audio stream. Each audio resource may utilize two audio streams simultaneously, e.g., inbound and outbound, or up to 70 Kbps per assigned audio resource.
- Each MCC 7500E dispatch console has a single enforced limit of 60 simultaneous audio streams regardless of the number of licensed or assigned audio resources.

EQUIPMENT INCLUDED WITH PROPOSAL:

Dispatching Equipment

Two (2) MCC7500E Operator Positions each with the following features:

- 160 radio resources (Trunking and Conventional)
- ADP/AES encryption
- Enhanced Instant Recall Recorder (IRR)
- Two (2) USB computer-style speakers
- One (1) USB Gooseneck Microphone
- One (1) USB headset base with PTT
- One (1) Juniper Control Room Firewall
- One (1) Proxy Server workstation with 19 inch Non Touch screen

Paging Equipment

- One (1) APX VHF Consolette with magnetic mount mobile antenna
- One (1) IPE2500 Tone Remote Deskset

EQUIPMENT TO BE PROVIDED BY RENSSELAER COUNTY

No laptops have been included as part of this proposal and are expected to be provided by the County. Note: The County will have the responsibility for PC/OS upgrades, migrations, replacements, OS patching, and guarantee of performance, etc.

The following hardware and operating system specifications are the minimum requirements for a laptop.

Operating system:

WIN 10 64-bit Enterprise or Professional Edition operating system

Hardware Specifications

Processor	Intel® Xeon® E3- 1225v5
System Memory	4 GB 1600 MHz DDR3 SDRAM (1 x 4 GB)
Hard Drive	250 GB 7200 rpm SATA 3.0 Gb/s NCQ
Optical Storage	Minimum of 1 DVD drive to install software
Network Interface	Gigabit Network Connection
Wireless (optional)	802.11a/b/g/n/ac Wi-Fi (e.g., WLAN Intel 8265)
Expansion slots	1 USB 2.0 port per peripheral. Expansion hub is also acceptable.
Graphics Processor	NVIDIA GFX Nvd Qdr 4GB P600
Graphics Memory	2 GB

REMOTE PAGING CHANNEL ACCESS

To provide wireless access to the County's Paging Channel, a Motorola APX VHF Consolette and IPE2500 Tone Remote Deskset are proposed. When properly configured, these will allow analog, two-tone paging tones to be generated and transmitted on the Paging channel repeater's input frequency. When operating within coverage area to the repeater's input channel, voice and tone transmissions from the Consolette and Deskset controller will be repeated. To support mobility, a magnetic mount, mobile-style antenna is provided.

IPE2500 Tone Remote Deskset

APX VHF Consolette

DESIGN CONSIDERATIONS AND ASSUMPTIONS

Motorola Solutions has based the system design on information provided by the Rensselaer County and an analysis of their system requirements. All assumptions have been listed in the system description and in statement of work. Should Motorola Solutions' assumptions be deemed incorrect or not agreeable to Rensselaer County, a revised proposal with the necessary changes and adjusted costs may be required. Changes to the equipment or scope of the project after contract may require a change order.

- Rensselaer County will be responsible to provide the ORNI laptop meeting the minimum specifications.
- The networking equipment used to establish a path to an ORNI MCC 7500E Dispatch Console will be provided by Rensselaer County.
- Rensselaer County will be responsible to provide any backup power systems.
- Rensselaer County paging formats are analog two-tone.
- The Paging channel is configured for repeater operation.
- The County has a valid FCC license for the inbound (mobile transmit) Paging channel applicable to emergency vehicle applications.
- Nominal 120VAC power is available for all equipment.

Statement of Work

Motorola is proposing the installation and configuration of the following equipment at the specified locations.

Site Name	Major Equipment
Command Vehicle	2 MCC7500E OP positions (customer provided PCs)
Command Vehicle	1 VHF 7500 Consolette & 1 IPE2500 Tone Remote Deskset

The document delineates the general responsibilities between Motorola and Customer as agreed to by contract.

Motorola Responsibilities

Motorola's general responsibilities include the following:

- Install the Motorola-supplied equipment described above.
- Schedule the implementation in agreement with the Customer.
- Coordinate the activities of all Motorola subcontractors under this contract.
- Administer safe work procedures for installation.
- Provide specifications for the appropriate system interconnects.

Customer Responsibilities

Customer will assume responsibility for the installation and performance of all other equipment and work necessary for completion of this project that is not provided by Motorola. General Customer responsibilities include but are not limited to the following:

- Provide all buildings, equipment shelters, and towers required for system installation.
- Ensure communications sites meet space, grounding, power, and connectivity requirements for the installation of all equipment.
- Obtain all licensing, site access, or permitting required for project implementation.
- Obtain frequencies for project as required.
- Provide required system interconnections.
- Provide a dedicated delivery point, such as a warehouse, for receipt, inventory, and storage of equipment before delivery to the site(s).
- Coordinate the activities of all Customer vendors or other contractors.
- Provide OP position PCs for the dispatch positions

Assumptions

Motorola has made several assumptions in preparing this proposal, which are noted below. To provide a firm quote Motorola will need to verify all assumptions or seek alternates if any are invalid.

- All existing sites or equipment locations will have sufficient space available for the system described as required/specified by R56 - Standards and Guidelines for Communication Sites.
- All existing sites or equipment locations will have adequate electrical power in the proper phase and voltage, appropriate internet access, and site grounding to support the requirements of the system described.
- Any site/location upgrades or modifications are the responsibility of the Customer.
- Approved FCC licensing will be provided by Customer.
- Frequencies for the system shall be available and are provided Customer.
- Approved Local, State, or Federal permits as may be required for the installation and operation of the proposed equipment are the responsibility of the Customer.
- Any required system interconnections not specifically outlined here will be provided by Customer. These may include dedicated phone circuits, microwave links, or other types of connectivity.
- No coverage guarantee is included in this proposal.
- Motorola is not responsible for interference caused or received by the Motorola-provided equipment except for interference that is directly caused by the Motorola-provided transmitter(s) to the Motorola-provided receiver(s). Should your system experience interference, Motorola can be contracted to investigate the source and recommend solutions to mitigate the issue.

Preliminary Schedule

A final project schedule will be developed based upon mutual agreement between Motorola Solutions and Rensselaer County at the Contract Design Review (CDR). The dates for the installation and activation are highly dependent on the actual completion dates for site related activities such as site readiness which is a County responsibility.

Additionally, the project schedule will be adjusted based on the current market supply chain challenges.

Tasks	Schedule (Month)
Project Kickoff	0-1
Equipment Ordering and Shipping	2-3
Inventory and prep	4
System Installation: • MCC7500E OP positions • APX VHF Consolette & IPE2500 Tone Remote Deskset Interface to the existing system	5
Configuration/Optimization/Testing	5
System Acceptance	6

Standard Commercial Warranty

On-Site Support (Monday-Friday) 8:00 AM – 5:00 PM

Motorola Solutions will provide technician availability to respond to issues on the system on a Monday – Friday 8:00 AM – 5:00 PM basis. That process includes getting expert technicians on-site, verifying that the situation is properly assessed, and working to get the system restored in the most efficient manner. Motorola Solutions provides you with on-site technicians that are trained, and who are ready and available to restore the network to optimal operating condition. When on-site service is required, authorized technicians will perform first echelon service, remove failed components for repair, and reinstall new or reconditioned components.

Technical Support

Motorola Solutions' System Support Center Technical Support Operation provides our technicians with centralized telephone support for issues that require a high level of communications system expertise. The Technical Support Operation is staffed with Technical Consultants who specialize in the diagnosis and resolution of system performance issues. Motorola Solutions' Technical Support Operation has access to a fully equipped laboratory containing current Motorola Solutions system equipment. The laboratory is used to test with current hardware and software versions to simulate field issues and aid in their resolution. Motorola Solutions' Technical Support Operations will coordinate and consult with our field technicians, vendors of ancillary equipment, and other support resources. In addition, Motorola Solutions' Technical Support Operation escalates support issues to other Motorola Solutions engineering and manufacturing groups. Technical Support Operations provides a focal point for any systemic issue and project manages those issues to resolution.

Board Repair

Infrastructure Repair Service provides for component repair of all Fixed Network Equipment provided by Motorola Solutions in our proposal. Repair management is handled through a central location eliminating the need to send equipment to multiple locations. The failed unit is then shipped to Motorola Solutions' repair center where comprehensive test labs are used to replicate the network and repair the device. State-of-the-art repair tools enable Motorola Solutions' technicians to analyze, test and restore the equipment to the original performance specifications.

Warranty Start Date

Warranty starts on date of system acceptance or beneficial use (whichever is earlier) for all items provided in this proposal.

Virtualized Prime Equipment List

QTY	NOMENCLATURE	DESCRIPTION	UNIT LIST (USD)	EXT LIST (USD)	OGS NSAD	EXT OGS NSAD
1	SQM01SUM0320A	VIRTUALIZED PRIME SITE	$10,675.00	$10,675.00	$8,056.00	$8,056.00
1	CA03523AA	ADD: REPLACEMENT PRIME SITE	$0.00	$0.00	$0.00	$0.00
1	CA03525AA	ADD: HW SUPPORT UP TO 18 CARRIERS	$23,595.00	$23,595.00	$16,800.00	$16,800.00
1	CA03530AA	ADD: EXTERNAL TIMING REFERENCE CONNECTION ONLY	$124.00	$124.00	$88.00	$88.00
1	CA03532AA	ADD: PRIME SITE DC POWER	$0.00	$0.00	$0.00	$0.00
1	CA03874AA	ADD: SYSTEM RELEASE AN2025.X	$0.00	$0.00	$0.00	$0.00
8	CA03858AA	ADD: CARRIERS FOR CHANNEL VOTING STATUS	$56.00	$448.00	$44.80	$358.40
8	UA00702AA	ADD: TRUNKING MULTISITE VOTING LICENSE, PER CARRIER	$20,785.00	$166,280.00	$14,800.00	$118,400.00
1	UA00704AA	ADD: MULTISITE PRIME TRUNKING LICENSE	$140,450.00	$140,450.00	$100,000.00	$100,000.00
1	UA00795AA	ADD: CHANNEL VOTING STATUS	$7,303.00	$7,303.00	$5,477.25	$5,477.25
1	CA03541AB	ADD: NO ROUTER REQUIRED, USE EXISTING	$0.00	$0.00	$0.00	$0.00

1	CA03541AB-P	ADD: NO ROUTER REQUIRED, USE EXISTING PRICE	$0.00	$0.00	$0.00	$0.00
1	DLN1444A	FRE: DSC 8000	$11,800.00	$11,800.00	$8,400.00	$8,400.00
1	DLN8100A	D-SERIES DSC SOFTWARE	$280.00	$280.00	$238.00	$238.00
1	SQM01SUM0320A	VIRTUALIZED PRIME SITE	$10,675.00	$10,675.00	$8,056.00	$8,056.00
1	CA03523AA	ADD: REPLACEMENT PRIME SITE	$0.00	$0.00	$0.00	$0.00
1	CA03525AA	ADD: HW SUPPORT UP TO 18 CARRIERS	$23,595.00	$23,595.00	$16,800.00	$16,800.00
1	CA03530AA	ADD: EXTERNAL TIMING REFERENCE CONNECTION ONLY	$124.00	$124.00	$88.00	$88.00
1	CA03532AA	ADD: PRIME SITE DC POWER	$0.00	$0.00	$0.00	$0.00
1	CA03874AA	ADD: SYSTEM RELEASE AN2025.X	$0.00	$0.00	$0.00	$0.00
8	UA00702AA	ADD: TRUNKING MULTISITE VOTING LICENSE, PER CARRIER	$20,785.00	$166,280.00	$14,800.00	$118,400.00
1	UA00708AA	ADD: MULTISITE GEO-REDUNDANT PRIME TRUNKING LICENSE	$81,460.00	$81,460.00	$58,000.00	$58,000.00
1	CA03546AA	ADD: SINGLE JUNIPER SRX1500 ROUTERS FOR GEO REDUNDANT	$17,024.00	$17,024.00	$12,160.00	$12,160.00
1	CA03552AA	ADD: SINGLE BACKHAUL SWITCH	$5,831.00	$5,831.00	$0.00	$0.00
1	DSDCPSX2003BS	RELAY RACK: 23" WIDE, 7' HIGH, NON-SEISMIC 45RUQTY 4 BATTERY TRAYS WITH 200AMP CIRCUIT BREAKER DISCONNECT	$8,792.00	$8,792.00	$6,628.80	$6,628.80

2	DS230700	KIT: BATTERY MONITOR 10M G1, BATTERY MONITOR CAN BUS NODE	$290.00	$580.00	$220.00	$440.00
2	DS241115105	FLATPACK 2 48/2000 HE RECTIFIER	$859.00	$1,718.00	$688.00	$1,376.00
2	DS3672495500	ALARM CABLE 50F FOR TRILOGY S POWER SYSTEMS	$232.00	$464.00	$158.40	$316.80
1	DS264814	BATT KIT ENERSYS 12V190F 48V 1BANK	$4,554.00	$4,554.00	$3,097.60	$3,097.60
3	DSCBB005E	BREAKER, 5 AMP DC BULLET BREAKER	$51.00	$153.00	$37.00	$111.00
2	DSCBB020E	DC POWER SYSTEM,CIRCUIT BREAKER, 30 AMP, E TRIP, BULLET	$51.00	$102.00	$37.00	$74.00
1	PMHN4398AS	FAN ASSEMBLY SERVICE KIT,DSC8000	$53.00	$53.00	$42.40	$42.40
2	DSTRAK91061	FOUR PORT DDM	$1,117.00	$2,234.00	$765.55	$1,531.10
1	T8555	EDGE & HUB ROUTER & FIREWALL - DC	$19,001.00	$19,001.00	$8,720.00	$8,720.00
1	CA03445AA	ADD: MISSION CRITICAL HARDENING	$3,696.00	$3,696.00	$2,640.00	$2,640.00
1	CA03448AA	ADD: STATEFUL FIREWALL	$1,120.00	$1,120.00	$800.00	$800.00
2	T8493	ROUTER, EDGE & HUB ROUTER & FIREWALL - AC	$19,001.00	$38,002.00	$8,720.00	$17,440.00
2	CA03445AA	ADD: MISSION CRITICAL HARDENING	$3,696.00	$7,392.00	$2,640.00	$5,280.00
2	CA03448AA	ADD: STATEFUL FIREWALL	$1,120.00	$2,240.00	$800.00	$1,600.00
2	CLN9067A	NETWORK SWITCH, 48-PORT EX4100 NON TAA	$14,672.00	$29,344.00	$11,737.60	$23,475.20

2	CLN9105A	CABLE FRU, 1 METER JUNIPER DAC CABLE	$55.00	$110.00	$160.00	$320.00
2	CLN9066A	NETWORK SWITCH, JUNIPER EX4100 24-PORT NON TAA	$5,830.59	$11,661.18	$4,164.80	$8,329.60
2	CLN9105A	CABLE FRU, 1 METER JUNIPER DAC CABLE	$55.00	$110.00	$160.00	$320.00
2	CLN9066A	NETWORK SWITCH, JUNIPER EX4100 24-PORT NON TAA	$5,830.59	$11,661.18	$4,164.80	$8,329.60
2	CLN9105A	CABLE FRU, 1 METER JUNIPER DAC CABLE	$55.00	$110.00	$160.00	$320.00
2	T8555	EDGE & HUB ROUTER & FIREWALL - DC	$19,001.00	$38,002.00	$8,720.00	$17,440.00
2	CA03445AA	ADD: MISSION CRITICAL HARDENING	$3,696.00	$7,392.00	$2,640.00	$5,280.00
2	CA03448AA	ADD: STATEFUL FIREWALL	$1,120.00	$2,240.00	$800.00	$1,600.00
2	CLN9066A	NETWORK SWITCH, JUNIPER EX4100 24-PORT NON TAA	$5,830.59	$11,661.18	$4,164.80	$8,329.60
2	CLN9105A	CABLE FRU, 1 METER JUNIPER DAC CABLE	$55.00	$110.00	$160.00	$320.00
2	T8492A	ROUTER, RADIO SITE ROUTER AND FIREWALL - AC	$2,342.00	$4,684.00	$1,672.80	$3,345.60
2	CA03445AA	ADD: MISSION CRITICAL HARDENING	$3,696.00	$7,392.00	$2,640.00	$5,280.00
2	CA03448AA	ADD: STATEFUL FIREWALL	$1,120.00	$2,240.00	$800.00	$1,600.00

2	CLN9066A	NETWORK SWITCH, JUNIPER EX4100 24-PORT NON TAA	$5,830.59	$11,661.18	$4,164.80	$8,329.60
2	CLN9105A	CABLE FRU, 1 METER JUNIPER DAC CABLE	$55.00	$110.00	$160.00	$320.00
10	T8547	SITE ROUTER & FIREWALL, DC POWER	$3,461.00	$34,610.00	$880.00	$8,800.00
10	CA03445AA	ADD: MISSION CRITICAL HARDENING	$3,696.00	$36,960.00	$2,640.00	$26,400.00
10	CA03448AA	ADD: STATEFUL FIREWALL	$1,120.00	$11,200.00	$800.00	$8,000.00
1	T8493	ROUTER, EDGE & HUB ROUTER & FIREWALL - AC	$19,001.00	$19,001.00	$8,720.00	$8,720.00
1	CA03445AA	ADD: MISSION CRITICAL HARDENING	$3,696.00	$3,696.00	$2,640.00	$2,640.00
1	CA03448AA	ADD: STATEFUL FIREWALL	$1,120.00	$1,120.00	$800.00	$800.00
1	T8555	EDGE & HUB ROUTER & FIREWALL - DC	$19,001.00	$19,001.00	$8,720.00	$8,720.00
1	CA03445AA	ADD: MISSION CRITICAL HARDENING	$3,696.00	$3,696.00	$2,640.00	$2,640.00
1	CA03448AA	ADD: STATEFUL FIREWALL	$1,120.00	$1,120.00	$800.00	$800.00
1	T8547	SITE ROUTER & FIREWALL, DC POWER	$3,461.00	$3,461.00	$880.00	$880.00
1	CA03445AA	ADD: MISSION CRITICAL HARDENING	$3,696.00	$3,696.00	$2,640.00	$2,640.00
1	CA03448AA	ADD: STATEFUL FIREWALL	$1,120.00	$1,120.00	$800.00	$800.00

Console Equipment List

QTY	NOMENCLATURE	DESCRIPTION	UNIT LIST (USD)	EXT LIST (USD)	OGS list	OGS NSAD	OGS Ext.
1	SQM01SUM0323A	ASTRO MASTER SITE	$0.00	$0.00	$0.00	$0.00	$0.00
1	CA03517AC	ADD: CORE EXPANSION	$0.00	$0.00	$0.00	$0.00	$0.00
1	UA00156AA	ADD: 5 CONSOLE OPS: AXS, MCC7500/E AND AIS	$5,600.00	$5,600.00	$5,000.00	$4,000.00	$4,000.00
1	CA01316AA	ADD:UNC ADDTL DEVICE LIC (QTY 10)	$1,680.00	$1,680.00	$1,500.00	$1,200.00	$1,200.00
1	B1948A	SOFTWARE LICENSES, MCC7500E DISPATCH POSITION	$0.00	$0.00	$0.00	$0.00	$0.00
2	UA00652AA	ADD: 160 RADIO RESOURCES LICENSE	$24,251.00	$48,502.00	$21,653.00	$17,322.40	$34,644.80
2	UA00653AA	ADD: BASIC CONSOLE OPERATION LICENSE	$6,150.00	$12,300.00	$5,491.00	$4,392.80	$8,785.60
2	UA00654AA	ADD: ASTRO 25 TRUNKING OPERATION LICENSE	$7,688.00	$15,376.00	$6,864.00	$5,491.20	$10,982.40
2	UA00655AA	ADD: ADVANCED CONVENTIONAL OPERATION LICENSE	$4,612.00	$9,224.00	$4,118.00	$3,294.40	$6,588.80
2	UA00656AA	ADD: IED OPERATION LICENSE	$8,072.00	$16,144.00	$7,207.00	$5,765.60	$11,531.20
2	UA00658AA	ADD: SECURE OPERATION LICENSE	$4,997.00	$9,994.00	$4,179.24	$3,343.39	$6,686.78
2	UA00659AA	ADD: ADP/AES/DES-OFB SOFTWARE ALGORITHMS	$2,768.00	$5,536.00	$2,314.66	$1,851.72	$3,703.45
2	UA00661AA	ADD: ENHANCED IRR OPERATION LICENSE	$3,494.00	$6,988.00	$3,120.00	$2,496.00	$4,992.00
1	UA00254AA	ADD: PRX 7000 PROXY SW LICENSE (1-10 CONNECTIONS)	$2,800.00	$2,800.00	$2,500.00	$2,000.00	$2,000.00
2	DDN2825A	USB HEADSET BASE WITH PTT	$418.41	$836.82	$0.00	$0.00	$0.00
2	DSST7300U3M	STARTECH 7 PORT USB 3.0 HUB	$175.00	$350.00	$118.00	$94.40	$188.80
1	BVN6079A	SOFTWARE,PRX 7000 PROXY APPLICATION SW DVD	$280.00	$280.00	$250.00	$200.00	$200.00
1	TT4270A	Z2 MINI G9 WORKSTATION GEN14 PROCESSOR	$2,857.00	$2,857.00	$2,551.00	$2,040.80	$2,040.80
1	DSTG191B	TECH GLOBAL EVOLUTION SERIES 19INCH NON TOUCH	$1,644.00	$1,644.00	$1,118.00	$894.40	$894.40
2	B1913A	MCC SERIES HEADSET JACK	$224.00	$448.00	$200.00	$160.00	$320.00
2	B1951	DISPATCH DESKTOP MICROPHONE, USB	$628.71	$1,257.42	$545.00	$436.00	$872.00
2	CA03412AA	ADD: USB CABLE, TYPE C TO TYPE C, 4.5M	$44.00	$88.00	$39.00	$31.20	$62.40

4	B1952	DISPATCH DESKTOP SPEAKER, USB	$674.86	$2,699.44	$585.00	$468.00	$1,872.00
4	CA03412AA	ADD: USB CABLE, TYPE C TO TYPE C, 4.5M	$44.00	$176.00	$39.00	$31.20	$124.80
4	CA03405AA	ADD: POWER SUPPLY WITH DC CORD	$86.52	$346.08	$77.25	$61.80	$247.20
4	CA03406AA	ADD: AC LINE CORD, NORTH AMERICA	$15.00	$60.00	$13.00	$10.40	$41.60
1	T8639	JUNIPER CONTROL ROOM FIREWALL	$4,684.00	$4,684.00	$4,182.00	$3,345.60	$3,345.60

Console Paging Equipment List

QTY	NOMENCLATURE	DESCRIPTION	UNIT LIST (USD)	EXT LIST (USD)	OGS list	OGS NSAD	OGS Ext.
1	HAD8437A	VHF MAG MNT EXT ANT	$55.47	$55.47	$0.00	$0.00	$0.00
1	DSIPE2500A	PAGING ENCODE/CONTROL	$5,975.20	$5,975.20	$0.00	$0.00	$0.00
1	DQ-TEMP-0207-01	MOBILE CASE	$2,283.40	$2,283.40	$0.00	$0.00	$0.00
1	L37TSS9PW1 N	MOBILE RADIO ALL BAND CONSOLETTE	$11,053.00	$11,053.00	$10,333.00	$7,749.75	$7,749.75
1	GA00318AB	ADD: 5Y ESSENTIAL SERVICE	$480.00	$480.00	$335.00	$335.00	$335.00
1	G48BB	SOFTWARE LICENSE ENH: CONVENTIONAL OPERATION APX	$942.00	$942.00	$880.00	$660.00	$660.00
1	GA00469AA	SOFTWARE LICENSE ENH: EXTENDED DISPATCH APX CONSOLETTE	$589.00	$589.00	$550.00	$412.50	$412.50
1	CA01598AB	ADD: AC LINE CORD US	$0.00	$0.00	$0.00	$0.00	$0.00
1	GA05507AA	DEL: DELETE 7/800MHZ BAND	($800.00)	($800.00)	-$800.00	-$800.00	-$800.00
1	GA01670	ADD: FULL FP W/E5/KEYPAD/CLOCK/VU	$929.00	$929.00	$717.00	$537.75	$537.75
1	QA05492AA	DEL: ASTRO 25 INTEGRATED VOICE & DATA	$0.00	$0.00	$0.00	$0.00	$0.00
1	QA05751AA	ADD: NO ENCRYPTION, CLEAR RADIO (NO ADP) (US ONLY)	$0.00	$0.00	$0.00	$0.00	$0.00
1	QA09113AB	ADD: BASELINE RELEASE SW	$0.00	$0.00	$0.00	$0.00	$0.00
1	W382AM	ADD: CONTROL STATION DESK GCAI MIC	$199.00	$199.00	$169.00	$126.75	$126.75
1	G241AW	SOFTWARE LICENSE ENH: SOFTWARE ASTRO READY (ANALOG) APX	$0.00	$0.00	$0.00	$0.00	$0.00
1	HKN6233C	MOBILE RADIO APX CONSOLETTE RACK MOUNT KIT	$214.00	$214.00	$200.00	$150.00	$150.00

Pricing Summary

Motorola Solutions is pleased to provide the following equipment and services. Pricing of all Equipment Hardware, Software, Installation, Integration, Optimization, and Warranty Services are consistent with NYS-OGS Contract # PT68722 Equipment and Services.

Description	Price (USD)
System Hardware & Equipment	**$1,204,205.55**
Implementation & Installation/Warranty Services	**$762,696.65**
System Sub-Total:	**$1,966,902.20**
NEW YORK OGS, STATE OF-PT 68722 Contract Discount	***$404,310.62***
Additional Discount	***$62,521.98***
Total System Including Tax	**$1,500,000.00**

The quote is valid for 60 days from the date of this proposal.

Due to significant market and cost volatility, Motorola Solutions reserves the right to equitably adjust, via a mutually agreed upon change order, proposed scope and its pricing, completion schedule, and contract requirements.

Payment Milestones

Except for a payment that is due on the Effective Date, Customer will make payments to Motorola within thirty (30) days after the date of each invoice. Customer will make payments when due in the form of a check, cashier's check, or wire transfer drawn on a U.S. financial institution. If Customer has purchased additional Professional or Subscription services, payment will be in accordance with the applicable addenda. Payment for the System purchase will be in accordance with the following milestones.

Milestone	Milestone Detail	Percentage
1	Completion of Contract Execution	25%
2	Shipment of Equipment	60%
3	Installation of Equipment at Customer Site	10%
4	Final Acceptance	5%

Motorola shall make partial shipments of equipment and will request payment upon shipment of such equipment. Motorola reserves the right to invoice for installations completed on a site-by-site basis, when applicable

Contractual Documentation

Terms and conditions for equipment and services in this proposal are the New York State Contract OGS #PT68722.

RENSSELAER COUNTY
BUREAU OF PUBLIC SAFETY

99 Troy Road, East Greenbush NY 12061

New York State Division of Homeland Security and Emergency Services
1200 Washington Ave, Building 7A – 4th Floor
Albany, NY 12242

Re: Request for Review and Approval of Proposed Project Expenditure Plan – NYS Combined 2024/2025 Statewide Interoperable Communications Targeted Grant Program (SICG-Targeted)

Dear Sir or Madam:

On behalf of the Rensselaer County Bureau of Public Safety, I respectfully submit the enclosed Proposed Project Expenditure Plan for review and approval under the New York State Combined 2024/2025 Statewide Interoperable Communications Targeted Grant Program (SICG-Targeted). The County was awarded funding in the amount of $1,950,000 for the performance period of January 1, 2026 through December 31, 2029.

The proposed project consists of two major initiatives:

1. Expansion of the County's National Interoperability Channel System (NICS) infrastructure through the addition of interoperability resources at County-owned communications sites and within the County's new Mobile Communications Center; and
2. Installation of a Geo-Redundant ASTRO 25 Simulcast Prime Site to enhance the resiliency, reliability, and continuity of the County's public safety radio communications system.

Following our review of the SICG-Targeted program guidance, funding priorities, and statewide interoperability objectives, we believe both projects directly support the intent of the grant program. Specifically, the proposed improvements will expand interoperability capabilities among local, county, state, and federal public safety agencies while simultaneously strengthening the operational resiliency and continuity of critical communications infrastructure serving first responders throughout Rensselaer County.

The interoperability component of this project will significantly increase countywide access to mutual aid communications resources by expanding NICS capabilities to additional County-owned communications sites and integrating those capabilities into the County's Mobile Communications Center. These enhancements will improve interoperability during routine operations, planned events, large-scale incidents, and disaster response activities where communications among multiple agencies and jurisdictions are essential.

The Geo-Redundant Prime Site component will address a critical system resiliency objective by eliminating a potential single point of failure within the County's ASTRO 25 radio network. The addition of a geographically separated, fully redundant Prime Site will ensure continued system functionality during catastrophic failures, infrastructure disruptions, or other events affecting the single Prime Site. This enhancement aligns with industry best practices for mission-critical public safety communications systems and supports continuity of operations for emergency communications throughout the County.

Prior to proceeding with procurement activities and execution of any vendor agreements, Rensselaer County respectfully requests DHSES review of the enclosed expenditure plan and written confirmation that the proposed projects are eligible expenditures under the SICG-Targeted award and consistent with the goals and objectives of the grant program.

The County appreciates the State's continued support of public safety communications initiatives and remains committed to ensuring all grant-funded activities are fully compliant with program requirements. Should additional information, technical documentation, or project justification be required, we would be pleased to provide it.

Thank you for your consideration and assistance. We look forward to your review and guidance.

Respectfully,

Edward J. Heffern
Deputy Director
Rensselaer County Bureau of Public Safety

PROPOSED PROJECT EXPENDITURE PLAN

NYS COMBINED 2024/2025 STATEWIDE INTEROPERABLE COMMUNICATIONS TARGETED GRANT PROGRAM (SICG-TARGETED) AWARD

Performance Period: 1/1/2026 TO 12/31/2029

Budget Item # 1 – Adding National Interoperability Channel System (NICS) $ 450,000.00

Budget Item # 2 – Installation of Geo-Redundant Prime Site $ 1,500,000.00

Total Grant Award 100% reimbursable $1,950,000.00

Item # 1 Detailed Plan NICS

Rensselaer County owns 7 of the 12 Communications sites used by the Radio System. 5 of the 7 County owned sites have some NICS Interop capabilities. The project will add NICS Consolettes and Control Stations with supporting antenna infrastructure and controls to connect to consoles at the 911 Center to County owned sites as shown below:

Site	CURRENT NICS	BUILD OUT NICS
Bald	U, V, 8	No Change
Grafton	U, V, 8	No Change
Berlin	U, V, 8	No Change
Eagle Bridge	V, 8	No Change*
Ridge	V, 8	No Change
Tsatsawassa		U, V, 8
Public Safety Building		U, V, 7, 8
New Mobile Communications Center		U, V, 7, 8
Key: U = UHF, V= VHF, 7= 700 Digital, 8= 800		
The NICS installation in the new MCC includes 2 consoles for the control of the NICS Channels.		
(*) The Eagle Bridge site is an Astro 25 Stand Alone repeater and has limited technology capacity. Additional NICS capabilities cannot be added without significant upgrades to the site that would not be cost effective.		
The 8TAC91 Stand Alone Repeater installed in the current MCC will be modified to be a deployable asset not permanently installed in the new MCC.		

The enhanced NICS resources will provide expanded countywide coverage that is presently lacking. The plan to use County owned sites avoids additional costly annual rental charges. The geographic distribution of the county owned sites, as noted on the attached System Map will provide substantial signal capabilities throughout the county. The recent acquisition of a new Mobile Command Center, expected to be in service by Fall 2026 provides the opportunity to install expanded NICS capabilities that would be deployed to an incident. This would greatly enhance on-scene interoperability under the direct control of the Incident Commander, and supporting Communications and ICS staff.

Item # 2 Detailed Plan Geo-Redundant Simulcast Prime Site

Motorola Solutions will install a Virtualized Prime Site. This project includes all necessary software and hardware upgrades to the existing Prime Site at Grafton and all software and hardware to add the virtualized Prime Site including:

- (2) DSC 8000 Site Controller
- Prime Access Router
- Backhaul LAN Switch

The Geo-Redundant Simulcast Prime Site will provide a System Back up that will greatly enhance the stability of the system. Installation at the 911 Center allows for simplified installation, security and backup power to insure system continuity. The redundant prime site provides full back up should an issue arise at the Grafton site. The redundant prime provides seamless back-up with full system capabilities for the system users. At present, should the Grafton site or the Prime Site Controller fail, the system would only function in a backup fail-safe mode. The current technology was not available when the system was designed in 2015. Recent enhanced capabilities allow for this enhanced back up capability at a reasonable cost.

Technical Information Geo-Redundant Prime Site

GEO-REDUNDANT SIMULCAST PRIME SITE

The ASTRO® 25 trunked IP simulcast subsystem consists of an IP simulcast prime site and up to 32 subsite capacity (IP simulcast remote sites) to provide radio coverage to a large area. In addition to supporting simulcast operations, an IP simulcast subsystem can also support voting, data steering, and console interface operations. Motorola Solutions deploys prime sites as Virtualized Prime Sites. In this configuration, the Site Controller and Comparator voting applications are virtualized onto a common hardware platform: the DSC 8000 Site Controller. This consolidates Fault Management and Configuration capabilities into a centralized location and allows for easier implementation and maintenance. Virtualization also enables remote, software-only expansion. For example, when adding base stations to a simulcast sub-system, the Prime Site only needs to add voting software licenses to expand the capacity. The DSC 8000 assigns voice and data channels, manages and reports alarms, provides Ethernet switching capabilities, and offers a timing reference for simulcast synchronization. An internal GPS reference with rubidium backup is integrated into the DSC 8000. The DSC 8000 also provides an IP-based voting and simulcast operation for trunking channels, receiving audio from multiple sites and performing a frame-by-frame analysis to build a high-quality composite audio package for transmission. The DSC 8000 is provided in a redundant configuration, which means no single point of failure will cause the loss of any functionality or capacity at the Prime Site.

Two (2) new Virtualized Simulcast Prime Sites are included - a new DSC-based main prime site and a new DSC based geo-redundant prime site. The new DSC-based main prime site will replace Rensselaer's existing GCP/GCM-based simulcast prime site. The geo-redundant prime site provides an additional level of redundancy in case of complete loss of the main prime site.

Customer backhaul connection between the simulcast prime site and geo-redundant prime site shall meet the following one-way specifications:

- Latency < 5 ms
- Jigger < 5 ms
- Packet Loss < 0.01%
- Availability >= 99.999%
- Bandwidth >= 100 Mbps

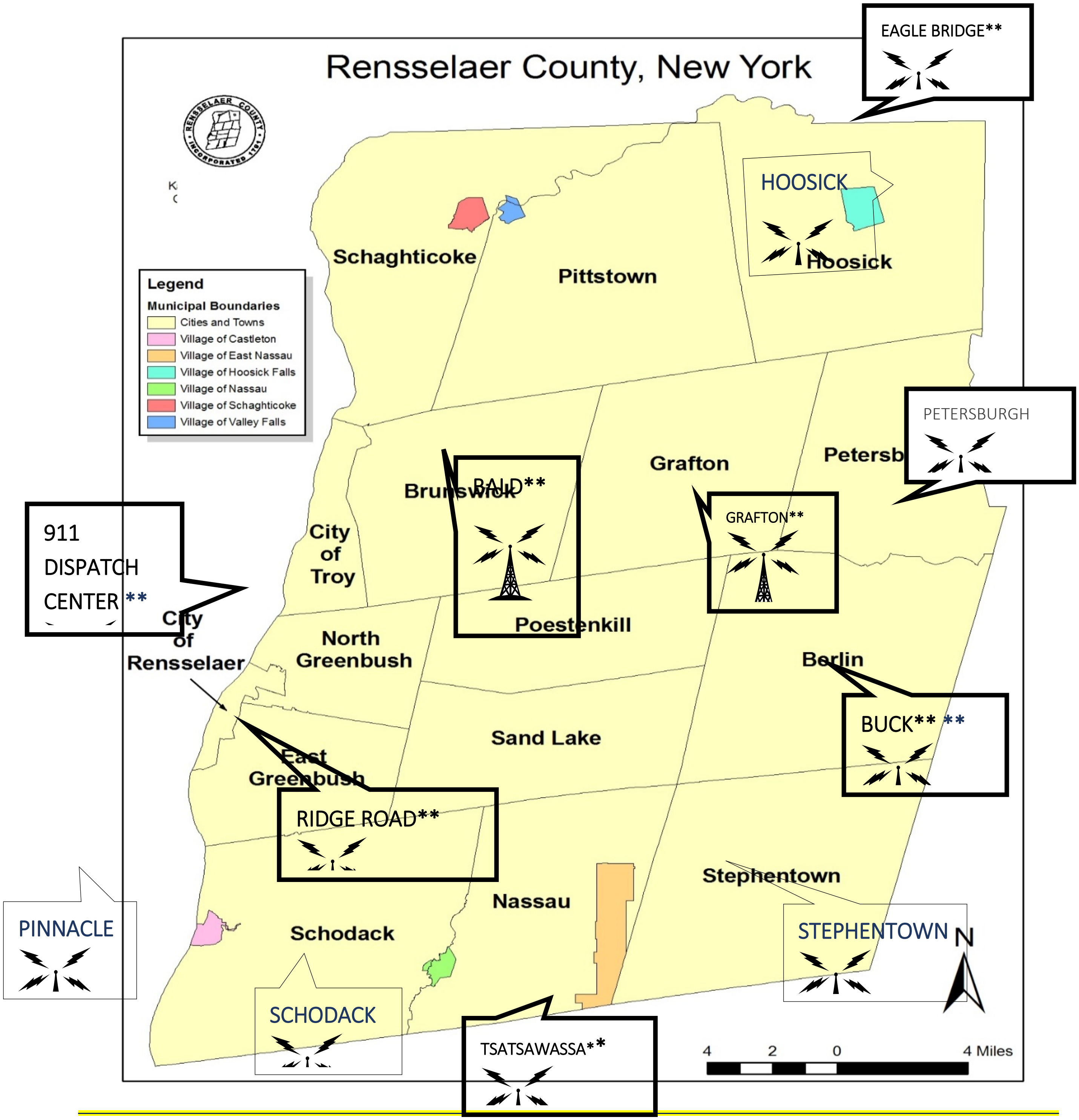
The Prime equipment included in this proposal will consist of Rack containing:

- (2) DSC 8000 Site Controller

This new equipment will replace the existing G-Series prime equipment. The existing Prime Site Router and Backhaul LAN switch will be reused.

The Geo Prime equipment included in this proposal will consist of Rack containing:

- (2) DSC 8000 Site Controller
- (1) Prime Access Router
- (1) Backhaul LAN Switch



COUNTY OWNED SITES**

BALD
BUCK
EAGLE BRIDGE
GRAFTON
PSB
RIDGE ROAD
TSATSAWASSA

LEASED SITES

HOOSICK
PETERSBURGH
PINNACLE
SCHODACK
STEPHENTOWN

MOTOROLA PROPOSAL

These proposals consist of a cover letter and description of offering together with its Exhibits. Pricing and terms and conditions for equipment and services in this proposal are subject to New York State Contract OGS #PT68722 and pricing is valid for 60 days from the proposal date.

Upon the County's decision to purchase this solution, the County may issue a purchase order or a Notice to Proceed, referencing the NYS-OGS contract number PT68722 and this proposal (#USNY26P054M).

Pricing

GEO REDUNDANT PRIME SITE

Description	Price (USD)
System Hardware & Equipment	**$1,033,214.72**
Implementation & Installation/Warranty Services	**$814,623.28**
System Sub-Total:	**$1,847,838.00**
NEW YORK OGS, STATE OF-PT 68722 Contract Discount	***$317,046.17***
Additional Discount	***$30,791.83***
Total System Including Tax	**$1,500,000.00**

Motorola Solution, Inc. has prepared a proposal for the county to expand the County's existing NYS DHSES mutual aid interoperability system. The proposed equipment to provide a next generation trunked simulcast, geographically separated, trunked prime site providing redundancy for the trunked system. (See attached proposal for full information)

Proposed Equipment System Wide

The current sole prime site located in Grafton will receive a new Trunked Simulcast Prime Site as required to bring to current standards and match technology being offered with the Trunked Simulcast Geo-Prime Site (location to be determined during design review) as well as Juniper equipment (routers and switches) required at all trunking sites – Prime, Core, RF & NMD are included.

INTEROP EXPANSION

Description	Price (USD)
System Hardware & Equipment	**$218,319.00**
Implementation & Installation/Warranty Services	**$324,757.59**
System Sub-Total:	***$543,076.59***
NYS-OGS Contract #PT68722 Discount	***$90,713.71***
Additional System Discount	***$2,362.88***
Total System	**$450,000.00**

Motorola Solutions, Inc. has prepared this proposal for Rensselaer County to expand the County's existing NYS Homeland Security and Emergency Services mutual aid interoperability system. The proposed equipment will add base stations to two existing County sites – PSB and Tsatsawassa, and control stations for the County's new Mobile Communications Center.

PSB Proposed Equipment

The PSB site will be equipped with three Motorola Solutions GTR 8000 base stations – one each for the 800 MHz, UHF and VHF bands. These base stations will be configured for analog operation, programmed to support the County's assigned mutual aid channels and will be interfaced with a new Conventional Channel Gateway (CCGW) to support tone remote console control via the County's ASTRO25 system. The 800 MHz and UHF stations will be equipped for AC power operation and equipped with a receiver preselector, duplexer, and rack mount hardware. These stations can be provisioned to operate in either a simplex or full duplex mode. The VHF GTR8000 station will be equipped with a receiver preselector and antenna relay supporting simplex operation only.

In addition, one 700 MHz P25 digital GTR 8000 base station will be provided to allow the County to communicate on the NYS Homeland Security and Emergency Services assigned 700 MHz digital channel. This base station will be interfaced with a new Conventional Channel Gateway (CCGW) via V.24 connection. It will be equipped for P25 digital operation, and include an optional receiver preselector, duplexer and rack mount hardware.

Tsatsawassa Proposed Equipment

Similar to the PSB site, the Tsatsawassa site will be equipped with three GTR 8000 analog base stations, one for each of the 800 MHz, UHF and VHF public safety bands. Each will be equipped for AC operation, and include a receiver preselector, a factory duplexer (800 MHz and UHF only) and hardware for rack mounting. These stations can be provisioned to operate in either a simplex or full duplex mode via dispatch console control. The VHF GTR8000 station will be equipped with an antenna relay for simplex only operation.

Mobile Communication Center Proposed Equipment

To access the NYS Homeland Security mutual aid channels from the County's Mobile Communications Center, Motorola has proposed APX 7500 Consolettes for that purpose – four APX 7500 Consolettes, one for each of the 800MHz, 700MHz, UHF and VHF bands. Each Consolette is configured for AC operation and includes the Full Featured Front Panel option, a local desk mic, clear audio only and optional rack mount.

Heffern, Edward

From: Zmiyarch, Joseph (DHSES) <Joseph.Zmiyarch@dhses.ny.gov>
Sent: Monday, June 1, 2026 2:26 PM
To: Heffern, Edward; Kelley, Kristine (DHSES)
Cc: Tomaso, Michael (DHSES)
Subject: RE: Request for Review and Approval of SICG-T Plan

Good afternoon Ed,

Thank you for taking the time to speak on the phone.

The proposed expenditures are consistent with the intent, goals, and eligible uses of the SICG-Targeted grant program. Please feel free to move forward with all approved outlined projects on your FY24 SICG-Targeted contract.

Please feel free to reach out with any questions.

All the best,

Joseph Zmiyarch
Public Safety Grants Representative

NYS Division of Homeland Security & Emergency Services
1220 Washington Avenue, State Campus Building 7A, Albany, NY 12242
(Office) 518-457-9644
(Cell) 518-491-5690
Joseph.Zmiyarch@dhses.ny.gov

From: Heffern, Edward <EHeffern@renscony.gov>
Sent: Monday, June 1, 2026 12:58 PM
To: Kelley, Kristine (DHSES) <Kristine.Kelley@dhses.ny.gov>
Cc: Tomaso, Michael (DHSES) <Michael.Tomaso@dhses.ny.gov>
Subject: Request for Review and Approval of SICG-T Plan
Importance: High

Good Afternoon,

I was hoping you could review the attached proposed project expenditure plan. This is a fairly complex project with multiple components that must work together to achieve the intended operational and interoperability objectives. Given the scope of the project and the significant investment involved, I would like to obtain DHSES review and confirmation that the proposed expenditures are consistent with the intent, goals, and eligible uses of the SICG-Targeted grant program before proceeding with any contract awards or procurement actions.

All work associated with this project will be completed utilizing New York State Contract pricing. While I am confident the proposed project aligns with the grant's objectives of enhancing interoperability, communications resiliency, and continuity of operations, I want to ensure we have your concurrence before moving forward. With this level of funding involved, I would rather ask the question now than discover an issue later in the process.

As always, I appreciate the assistance and support your office provides to local jurisdictions as we work to improve public safety communications capabilities throughout our communities.

If you require any additional information, please let me know. I would be happy to provide whatever is needed to assist with your review.

Thank you for your time and consideration.

Best,

Ed

Edward Heffern
Deputy Director
Rensselaer County BPS
eheffern@renscony.gov
518-912-2263 (Cell)
518-906-4299 (Office)
518-270-5252 (24 HR – 911 Center

NOTE THE CHANGE IN EMAIL ADDRESS, PLEASE UPDATE YOUR RECORDS.

CLICK HERE to Download the Rensselaer County Prepare App!

RENSSELAER COUNTY LEGISLATURE

Introduced by Legislator(s) Loveridge, Grant, Ashley, Maloney, Weaver

Sent To: Contracts & Agreements **Committee** **Date** July 14, 2026

Resolution No. **G/17**

RESOLUTION AMENDING THE 2026 RENSSELAER COUNTY ADOPTED BUDGET - OFFICE OF THE RENSSELAER COUNTY SHERIFF

WHEREAS, This Resolution is filed with the Rensselaer County Legislature by the Rensselaer County Executive; and

WHEREAS, Resolution G/341/23 authorized the Rensselaer County Sheriff's Office to enter into a Cooperative Agreement with the Rensselaer County Department of Health through the New York State Department of Health ("NYSDOH") grant for the for the Adolescent Tobacco Use Prevention Act ("ATUPA"); and

WHEREAS, The Rensselaer County Sheriff's Office has received funds in various amounts through May totaling $3,511.00 from the Rensselaer County Department of Health as our portion of money seizures for monitoring and enforcement of ATUPA regarding the sale of tobacco products to underage consumers; now, therefore, be it

RESOLVED, That the 2026 Rensselaer County Adopted Budget shall be and hereby is amended as follows:

GENERAL FUND REVENUE

CODE/DESCRIPTION	**PRESENT**	**CHANGE**	**REVISED**
A.3110.26251 Forfeiture of Crime Proceeds	$44,218.00	$3,511.00	$47,729.00

GENERAL FUND APPROPRIATIONS

CODE/DESCRIPTION	**PRESENT**	**CHANGE**	**REVISED**
A.3110.04500 Special Department Supplies ATUPA	$48,361.15	$3,511.00	$51,872.15

Resolution ADOPTED by the following vote:
Ayes:
Nays:
Abstain:
July 14, 2026

Clerk of the Legislature

Sent to County Executive____________________

Received from County Executive________

Clerk of the Legislature

Executive Action

Approved____________ **Date**_________

Disapproved___________
Veto Message Attached and Returned to Clerk

County Executive

LEGISLATIVE FISCAL IMPACT STATEMENT

Type of Legislation: Local Law:________ G Resolution: X P Resolution:________

Title of Legislation: Amending the 2026 Rensselaer County Adopted Budget

Requested by: Sheriff's Office

Sponsor(s):________________________________

FISCAL IMPACT

1) Projected cost of proposed legislation, if any: $ 3,511.00 current year
$0.00 ongoing expenses per year

2) Method of financing – note all that apply (federal funding, state funding, bonding, tax levy, etc.):________________________________

   a) For federal funding: amount $__________ and length of time federal funding is available __________. Is it available for ongoing expenses? Yes ______ or No ________

   b) For state funding: amount $__________ and length of time state funding is available __________. Is it available for ongoing expenses? Yes ______ or No ________

   c) If bonded, state amount of total indebtedness this legislation will create and projected interest cost over the course of borrowing:
   Principal $__________
   Total projected interest costs $__________

   d) Tax levy impact for current year $ 0.00 and ongoing $ 0.00

   e) Other (please explain) $ 3,511.00

3) Is this expense or program mandated? Yes __________ No X

4) Length of expense or project (one time only, ongoing, etc.): on-going

5) Justification for the appropriation/expenditure requested. Include any revenue this will produce or any expense that will be avoided: Use proceeds from criminal investigations checks received by County to make needed purchases without increasing tax levy.

Department Head

Kyle Bourgault

RENSSELAER COUNTY LEGISLATURE

Introduced by Legislator(s) Grant, Maloney, Weaver

Sent To: Judiciary & Public Safety **Committee** **Date** July 14, 2026

Resolution No. **G/18**

RESOLUTION AUTHORIZING THE PURCHASE OF ONE (1) VEHICLE FOR USE BY THE DRUG TASK FORCE UNIT – OFFICE OF THE RENSSELAER COUNTY SHERIFF

WHEREAS, This Resolution is filed with the Rensselaer County Legislature by the Rensselaer County Executive; and

WHEREAS, The Rensselaer County Sheriff's Office seeks Legislative approval for the purchase of one (1) used Nissan Pathfinder for use by the Drug Task Force Unit (DTF) of the Sheriff's Office; and

WHEREAS, The Rensselaer County Sheriff's Office has received quotes from area dealerships and selected the quote from Upstate Auto Sales, Inc., 3511 State Route 7, Hoosick Falls, New York 12090 for a 2018 Nissan Pathfinder in the amount of $12,071.00; and

WHEREAS, Pursuant to the Rensselaer County Vehicle Usage and Drivers Policy, the County Fleet Manager has reviewed and approved the addition of this vehicle; and

WHEREAS, The Department will utilize funds available within the 2026 Rensselaer County Adopted Budget via appropriation code A.3110.02300. ShJud (Automobile); and

WHEREAS, This purchase is being made in accordance with the policies and procedures set forth in the Rensselaer County Purchasing Guidelines; and

WHEREAS, The name and address of the vendor, the source of funding for this purchase, the total amount to be expended, which shall not exceed budgetary appropriations are as follows:

DESCRIPTION	**VENDOR**	**APPROPRIATION CODE**	**AMOUNT**
2018 Nissan Pathfinder SV	Upstate Auto Sales, Inc. 3511 State Route 7 Hoosick Falls, NY 12090	A.3110.02300. ShJud	$12,071.00

; now, therefore, be it

RESOLVED, That Director of the Bureau of Central Services is authorized to sign a purchase order for the above purchase.

Resolution ADOPTED by the following vote:
Ayes:
Nays:
Abstain:
July 14, 2026

Clerk of the Legislature

Sent to County Executive____________________

Received from County Executive________

____
Clerk of the Legislature

Executive Action

Approved____________ **Date**_________

Disapproved__________
Veto Message Attached and Returned to Clerk

____
County Executive

LEGISLATIVE FISCAL IMPACT STATEMENT

Type of Legislation: Local Law:________ G Resolution: X P Resolution:________

Title of Legislation: Purchase of 1 Used Nissan Pathfinder

Requested by: Sheriff's Office

Sponsor(s):________

FISCAL IMPACT

1) Projected cost of proposed legislation, if any: $ 12,071.00 current year
gas & maintenance ongoing expenses per year

2) Method of financing – note all that apply (federal funding, state funding, bonding, tax levy, etc.): Federal Asset Forfeiture funds

a) For federal funding: amount $________ and length of time federal funding is available ________. Is it available for ongoing expenses? Yes ______ or No ______

b) For state funding: amount $________ and length of time state funding is available ________. Is it available for ongoing expenses? Yes ______ or No ______

c) If bonded, state amount of total indebtedness this legislation will create and projected interest cost over the course of borrowing:
Principal $________
Total projected interest costs $________

d) Tax levy impact for current year $________ and ongoing $ gas & maintenance

e) Other (please explain) $ 12,071.00

3) Is this expense or program mandated? Yes ________ No X

4) Length of expense or project (one time only, ongoing, etc.): ongoing

5) Justification for the appropriation/expenditure requested. Include any revenue this will produce or any expense that will be avoided: Vehicle is needed to be utilized by the Sheriff's Emergency Services Unit (ESU).

Department Head

Kyle Bourgault

Agreement and Bill of Sale

BY AND BETWEEN **Upstate Auto Sales Inc** Facility # 7080620

3511 State Rt 7, Hoosick Falls, NY 12090
518-663-9089

AND Rensselaer County Sheriffs Office hereinafter designated "Purchaser" of

4000 Main St Troy, NY 12180
ADDRESS STATE

"The above named seller agrees to sell the hereinafter mentioned and described automobile and the above named purchaser agrees to purchase said automobile upon the following conditions, it being agreed by both parties hereto that this contract embodies all terms and conditions of sale."

518-892-3807 Justin **MILEAGE:** 90,

STOCK NO.	MAKE AND TYPE OF CAR	MODEL	YEAR	VEHICLE IDENT. NO.	SALESMAN
89	Nissan SUV	Pathfinder	2018	5N1DR2MMXJC603646	JC

Cash Price of Car	$ 12050	00	Cash on Delivery of Car	$
Less Trade in Allowance	$		Cash on Account with order	$
Optional Warranty			Balance	$
Term:			Dealer's optional fee for processing application for registration and/or certificate of title, and for securing special or distinctive plates (if applicable). ***THIS IS NOT A DMV FEE.****	$
Other:				
Total	$ 12050	00		
Inspection	$ 21	00		
Registration	$		Total Balance	$
Sales Tax Exempt ~ Renss	$		Payable at rate of $ per month for months	
Total Cash Price	$ 12071	00	to	

The principal prior use of this vehicle was as: ☐ rental ☐ a police vehicle ☐ lease ☐ a taxicab ☐ or a driver education vehicle

THE AMOUNT INDICATED ON THIS SALES CONTRACT OR LEASE AGREEMENT FOR REGISTRATION AND TITLE FEES IS AN ESTIMATE. IN SOME INSTANCES, IT MAY EXCEED THE ACTUAL TITLE FEES DUE THE COMMISSIONER OF MOTOR VEHICLES. THE DEALER WILL AUTOMATICALLY, AND WITHIN SIXTY DAYS OF SECURING SUCH REGISTRATION AND TITLE, REFUND AMOUNT OVERPAID FOR SUCH FEES.

PURCHASER

*The optional dealer registration or title application processing fee ($75.00 maximum) and special plate processing fee ($5.00 maximum) are not New York State or Department of Motor Vehicle fees. Unless a lien is being recorded or the dealer issued number plates, you may submit your own application for registration and/or certificate of title or for a special or distinctive plate to any motor vehicle issuing office.

Remarks: Vehicle is used with 90 miles See attached: Acknowledgment of Vehicle

"The purchaser agrees to pay the seller the sum of $ ______ on delivery of this agreement receipt of which is hereby acknowledged, and to pay the seller the balance due on or before ______, 20____ or purchaser hereby agrees to forfeit said amount to the seller as and for liquidated damage for his breach. Title will not pass to purchaser until payment in full has been made. If final payment is made by check, title will not pass until check is paid."
The purchaser certifies that he is eighteen years of age and has full legal capacity to enter into this agrement, and that the car he is trading in is free and clear of all encumbrances whatsoever.

"IF THIS MOTOR VEHICLE IS CLASSIFIED AS A USED MOTOR VEHICLE, Upstate Auto Sales Inc CERTIFIES THAT THE ENTIRE VEHICLE IS IN CONDITION AND REPAIR TO RENDER, UNDER NORMAL USE, SATISFACTORY AND ADEQUATE SERVICE UPON THE PUBLIC HIGHWAY AT THE TIME OF DELIVERY."

"THE INFORMATION YOU SEE ON THE WINDOW FORM FOR THIS VEHICLE IS PART OF THIS CONTRACT. INFORMATION ON THE WINDOW FORM OVERRIDES ANY CONTRARY PROVISIONS IN THE CONTRACT OF SALE."

DATED June, 20 26

Final Settlement of Bill
Must Be In Cash or Certified Check

Accepted Upstate Auto Sales Inc

By [signature]

Sold subject to approval of an Executive of the Company ______

Delivery Accepted ______ 20____ Purchaser's Signature ______

2018 Nissan Pathfinder SV

Our Price $13,495

View this vehicle on our website at upstateautosalesinc.com

Call: **518-663-9089**

3511 NY RT 7 , Hoosick Falls, New York 12090

Specifications:

Year:	2018
VIN:	5N1DR2MMXJC603646
Make:	Nissan
Stock:	C~89
Model/Trim:	Pathfinder SV
Condition:	Pre-Owned
Body:	SUV
Exterior:	Gray
Engine:	3.5L V6 284hp 259ft. lbs.
Interior:	Gray
Transmission:	CVT
Mileage:	90,271
Drivetrain:	4 Wheel Drive
Economy:	City 19 / Highway 26

Installed Options

Interior

- Air filtration
- Front air conditioning: automatic climate control
- Front air conditioning zones: dual
- Rear air conditioning: automatic climate control
- Armrests: rear center folding with storage

Exterior

- Door handle color: chrome
- Front bumper color: body-color
- Mirror color: body-color
- Rear spoiler: roofline
- Daytime running lights: LED

**See more details on our website.*

Vehicle Description

Upstate Auto Sales

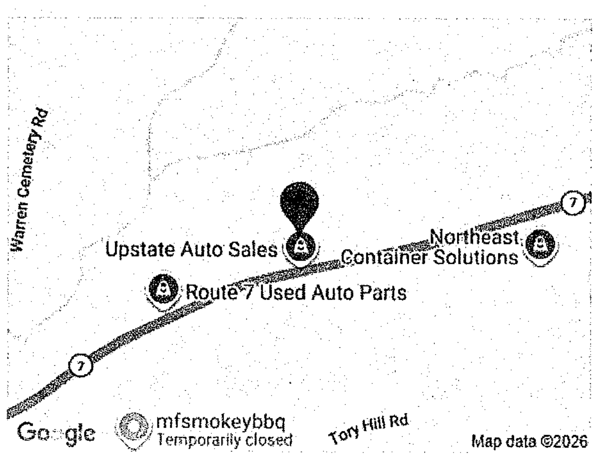
Upstate Auto Sales

View this car on our website at **upstateautosalesinc.com/7489390**

Website: upstateautosalesinc.com

Phone: 518-663-9089

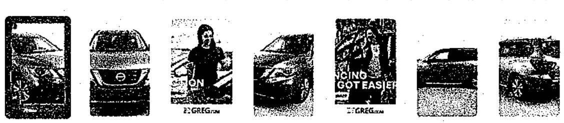
Map: 3511 NY RT 7, Hoosick Falls, New York 12090



CarGurus Shop Sell Finance Research Ask Guru

< All results

1/40



2019 Nissan Pathfinder SV FWD

Price includes $1,743 delivery to Albany, NY

$16,128 ~~$17,128~~ ✓ Includes dealer fees

Good Deal
$1,808 below market

Dealer rating
(76 reviews)
★★★☆☆

Request information

Check availability

See finance & trade-in options

Call (716) 249-6199

Features

Mileage
76,105

Drivetr
Front-Wh

Chat

Exterior color
Gray

Interior color
Gray

Pre-qualify for financing with no impact to your credit score.

MPG
23 MPG

Engine
284 hp 3.5L V6

Capital One

Fuel type
Gasoline

Transmission
Continuously Variable Transmission

Pre-qualify to know your m payment

No impact on credit score

Unlock real rates

Only

Get pre-qualified

Overview

Make: Nissan

Model: Pathfinder

Year: 2019

Trim: SV FWD

Body type: SUV / Crossover

Exterior color: Gray


108 New


38 Used

< All results

1/40

2017 Nissan Pathfinder Platinum 4WD

Bennington, VT (32 mi away)

$17,810 ~~$18,120~~ ✓ Includes dealer fees

Fair Deal ⓘ
$550 above market

Dealer rating
(4 reviews)
★★★★☆

Request information

Check availability

See finance & trade-in options

Call (802) 967-6262

Chat

Features

Mileage
65,292

Drivetrain
Four-Wheel Drive

Exterior color
Gray (Gun Metallic)

Interior color
Black (Charcoal)

MPG
22 MPG

Engine
284 hp 3.5L V6

Fuel type
Gasoline

Transmi
Continu
Transmi

Pre-qualify to know your m payment

No impact on credit score

Unlock real rates

Only takes minutes

Get pre-qualified

Overview

Make: Nissan

Model: Pathfinder

Year: 2017

Trim: Platinum 4WD

Body type: SUV / Crossover

Exterior color: Gray (Gun Metallic)

All results

2019 Nissan Pathfinder S 4WD

Price includes separate $99 transfer fee, which applies if shipped to destination Albany, NY (7 mi)

$16,097 ~~$17,097~~ Includes dealer fees

Fair Deal
$404 above market

Dealer rating
(1 review)

Request information

Check availability

Call (334) 309-8535

Chat

Features

Pre-qualify for financing with no

impact to your credit score.

Mileage
84,561

Drivetrain
Four-Wheel Drive

CapitalOne

Exterior color
Black

Interior color
Black

MPG
22 MPG

Engine
284 hp 3.5L V6

Fuel type
Gasoline

Transmission
Automatic

Pre-qualify to know your monthly payment

No impact on credit score

Unlock real rates

Only takes minutes

Get pre-qualified

Overview

Make: Nissan

Model: Pathfinder

Year: 2019

Trim: S 4WD

Body type: SUV / Crossover

Exterior color: Black

Interior color: Black

To: Fleet Manager James Gordon

From: Stephen Seney, Chief Deputy

Date: June 8, 2026

Re: Vehicle Purchase

Please be advised that a request and resolution will be submitted for the month of July to purchase a used 2018 Nissan Pathfinder to be used in the Highway Patrol Department.

The budget code A.3110.02300.ShJud will reflect a total vehicle purchase price of $12,071.00. The vehicle will be used by the Emergency Services Unit (ESU).

Your approval of this request would be appreciated. Thank you for your consideration regarding this matter.

4000 Main Street, P.O. Box 389 Troy, New York 12181-0389 Phone: (518) 266-1900

RENSSELAER COUNTY LEGISLATURE

Introduced by Legislator(s) Grant, Maloney, Weaver

Sent To: Judiciary & Public Safety **Committee** **Date** July 14, 2026

Resolution No. **G/22**

RESOLUTION AMENDING THE 2026 RENSSELAER COUNTY ADOPTED BUDGET – OFFICE OF THE RENSSELAER COUNTY SHERIFF

WHEREAS, This Resolution is filed with the Rensselaer County Legislature by the Rensselaer County Executive; and

WHEREAS, The Rensselaer County Office of the Sheriff receives funds periodically from the Federal Asset Forfeiture Program; and

WHEREAS, The funds are deposited in a segregated bank account for the sole purpose of the Federal Asset Forfeiture Program; and

WHEREAS, In the past, these funds have been tracked outside of the County's budget; and

WHEREAS, In order to comply with Federal regulations, the funds will now be included in the 2026 Rensselaer County Adopted Budget as funds are received per authorizing Resolution; and

WHEREAS, The Sheriff's Office will maintain sole discretion over the way these Federal Asset Forfeiture Program funds will be spent within the Department, with all purchases being made within the purchasing guidelines set forth in the Purchasing Policies and Procedures of the County of Rensselaer; and

WHEREAS, Any funds received from the Federal Asset Forfeiture Program will not diminish funds already allocated to the Department within the 2026 Rensselaer County Adopted Budget; and

WHEREAS, The Rensselaer County Sheriff's Office has available funds that total $91,474 from our portion of Federal Drug Enforcement Agency (DEA) money seizures from investigations; now, therefore, be it

RESOLVED, That the 2026 Rensselaer County Adopted Budget shall be and hereby is amended as follows:

Resolution No. G/22

GENERAL FUND OTHER SOURCES

CODE/DESCRIPTION	PRESENT	CHANGE	REVISED
Sheriff			
A.00889.ShJud Misc Reserve Sheriff Federal Asset Forfeiture - Judicial	$91,474.00	($91,474.00)	$0.00

GENERAL FUND APPROPRIATIONS

CODE/DESCRIPTION	PRESENT	CHANGE	REVISED
Sheriff			
A.3110.02300.ShJud Automobile Federal Asset Forfeiture – Judicial	$0.00	$12,071.00	$12,071.00
A.3110.04500.ShJud Special Departmental Supplies Federal Asset Forfeiture – Judicial	$0.00	$79,403.00	$79,403.00
TOTAL:	$0.00	$91,474.00	$91,474.00

Resolution ADOPTED by the following vote:
Ayes:
Nays:
Abstain:
July 14, 2026

Clerk of the Legislature

Sent to County Executive____________________

Received from County Executive________

____
Clerk of the Legislature

Executive Action

Approved____________ **Date**_________

Disapproved__________
Veto Message Attached and Returned to Clerk

____
County Executive

LEGISLATIVE FISCAL IMPACT STATEMENT

Type of Legislation: Local Law:________ G Resolution: ___X___ P Resolution:_________

Title of Legislation: Amending the 2026 Rensselaer County Adopted Budget

Requested by: Sheriff's Office

Sponsor(s):____

FISCAL IMPACT

1) Projected cost of proposed legislation, if any: $ 91,474.00 current year
$0.00 ongoing expenses per year

2) Method of financing – note all that apply (federal funding, state funding, bonding, tax levy, etc.):_______________________________

   a) For federal funding: amount $ 91,474.00 and length of time federal funding is available ________________. Is it available for ongoing expenses? Yes ______ or No _________

   b) For state funding: amount $____________ and length of time state funding is available __________________. Is it available for ongoing expenses? Yes ______ or No ________

   c) If bonded, state amount of total indebtedness this legislation will create and projected interest cost over the course of borrowing:
   Principal $______________
   Total projected interest costs $_______________

   d) Tax levy impact for current year $ 0.00 and ongoing $ 0.00

   e) Other (please explain) $____________

3) Is this expense or program mandated? Yes __________ No ___X___

4) Length of expense or project (one time only, ongoing, etc.): on-going

5) Justification for the appropriation/expenditure requested. Include any revenue this will produce or any expense that will be avoided: This is a Federal program in which the Sheriff's Office periodically receives funds that are to be used within the regulations of the Asset Forfeiture Program.

Department Head

Kyle Bourgault

		Revenue	Expense	Running total	
Ending FY 2024				**$135,220.86**	
	01/22/2025 Batch #0124 1/22/2025	$ 1,820.23		$ 137,041.09	
	01/22/2025 Batch #0124 1/22/2025	$ 2,080.26		$ 139,121.35	
	01/22/2025 Batch #0124 1/22/2025	$ 1,328.96		$ 140,450.31	
	03/24/2025 Batch #0495 3/24/2025	$ 1,013.34		$ 141,463.65	
	03/27/2025 Batch #0518 3/27/2025	$ 627.41		$ 142,091.06	
	03/27/2025 Batch #0518 3/27/2025	$ 1,305.13		$ 143,396.19	
	04/01/2025		$ 656.00	$ 142,740.19	
	04/17/2025		$ 39,158.04	$ 103,582.15	
	04/21/2025 RECLASS REC #2025-00002714 BATCH #2025-04000662 4/21/2025	$ 5,070.00		$ 108,652.15	
	04/22/2025		$ 7,800.00	$ 100,852.15	
	04/30/2025		$ 6,120.00	$ 94,732.15	
	05/19/2025 RECLASS REC #2025-00003470 BATCH #2025-05000826 5/19/2025	$ 2,283.39		$ 97,015.54	
	05/20/2025 Batch #0833 5/20/2025	$ 6,758.54		$ 103,774.08	
	07/15/2025 Batch #1140 7/15/2025	$ 20,575.24		$ 124,349.32	
	08/06/2025		$ 11,334.23	$ 113,015.09	
	08/26/2025		$ 1,000.00	$ 112,015.09	
	08/20/2026		$ 14,271.00	$ 97,744.09	
	09/29/2025 Batch #1576 9/29/2025	$ 941.15		$ 98,685.24	
	11/14/2025 Batch #1855 11/14/2025	$ 2,986.96		$ 101,672.20	
	11/14/2025 Batch #1855 11/14/2025	$ 926.25		$ 102,598.45	
	12/31/2025 RECLASS REC #2025-00008814 BATCH #2025-00008814 12/23/2025	$ 3,875.62		$ 106,474.07	
	12/31/2025		$ 15,000.00	$ 91,474.07	
Ending FY 2025		***$51,592.48***	***$95,339.27***	**$91,474.07**	$91,474.07

		Debit	Credit		
Bank Balance					
Ending 2024				$148,172.91	
	01/23/2025 TRANS BOA GEN TO ASSET FORFEITURE	$5229.45		$153,402.36	
	03/11/2025 TRANS BOA GEN TO ASSET FORFEITURE	$3780.82		$157,183.18	
	03/11/2025 TRANS BOA ASSET FOR TO BOA GEN		$16732.87	$140,450.31	
	03/24/2025 TRANS BOA GEN TO ASSET FORFEITURE	$1013.34		$141,463.65	
	03/28/2025 TRANS BOA GEN TO ASSET FORFEITURE	$1932.54		$143,396.19	
	04/21/2025 TRANS BOA GEN TO ASSET FORFEITURE	$5070.00		$148,466.19	
	05/19/2025 TRANS BOA GEN TO ASSET FORFEITURE	$2283.39		$150,749.58	
	05/20/2025 TRANS BOA GEN TO ASSET FORFEITURE	$6758.54		$157,508.12	
	07/15/2025 TRANS BOA GEN TO ASSET FORFEITURE	$20575.24		$178,083.36	
	09/30/2025 TRANS BOA GEN TO ASSET FORFEITURE	$941.15		$179,024.51	
	11/14/2025 TRANSFER BOA GEN TO ASSET FORFEITURE	$2986.96		$182,011.47	
	11/14/2025 TRANSFER BOA GEN TO ASSET FORFEITURE	$926.25		$182,937.72	
	12/23/2025 TRANS BOA GEN TO ASSET FORFEITURE	$3875.62		$186,813.34	
		$55,373.30	***$16,732.87***	**$186,813.34**	$186,813.34

Transfer From A.00052.ShJud to A.00080	**$95,339.27**
Budget 2026	**$91,474.07**

RENSSELAER COUNTY LEGISLATURE

Introduced by Legislator(s) Grant, Maloney, Weaver

Sent To: Judiciary & Public Safety **Committee** **Date** July 14, 2026

Resolution No. G/26

RESOLUTION AMENDING RESOLUTION G/199/26 –
OFFICE OF THE RENSSELAER COUNTY SHERIFF

WHEREAS, This Resolution is filed with the Rensselaer County Legislature by the Rensselaer County Executive; and

WHEREAS, Resolution G/199/26 authorized the Rensselaer County Sheriff's Office to purchase two (2) non-outfitted patrol vehicles from Greenwich Ford, 1111 State Route 29, Greenwich, New York 12834 at a cost of $44,473.59 each for a total of $88,947.18; and

WHEREAS, Greenwich Ford has notified the Sheriff's Office that Ford has ceased production of the 2026 Model Year and that the purchase order can be replaced by 2027 Model Year vehicles at an increased cost of $1,739.41 each for a total increased cost of $3,478.82; and

WHEREAS, The Sheriff's Office is seeking authorization to increase the amount of expense for the above-noted purchase from $88,947.18 to $92,426.00 to account for the noted price increase utilizing budget code A.3110.02300 (Automobile); now, therefore, be it

RESOLVED, That the Director of the Bureau of Central Services is authorized to sign an amended purchase order for the above-mentioned purchase.

Resolution ADOPTED by the following vote:
Ayes:
Nays:
Abstain:
July 14, 2026

Clerk of the Legislature

Sent to County Executive__________

Received from County Executive__________

Clerk of the Legislature

Executive Action

Approved__________ **Date**__________

Disapproved__________
Veto Message Attached and Returned to Clerk

County Executive

LEGISLATIVE FISCAL IMPACT STATEMENT

Type of Legislation: Local Law:________ G Resolution:___X___ P Resolution:__________

Title of Legislation: Purchase of 2 Sheriff Vehicles

Requested by: Sheriff's Office

Sponsor(s):______________________________

FISCAL IMPACT

1) Projected cost of proposed legislation, if any: $ 92,426.00 current year
gas & maintenance ongoing expenses per year

2) Method of financing – note all that apply (federal funding, state funding, bonding, tax levy, etc.):______________________________

a) For federal funding: amount $__________ and length of time federal funding is available __________. Is it available for ongoing expenses? Yes ______ or No ________

b) For state funding: amount $__________ and length of time state funding is available __________. Is it available for ongoing expenses? Yes ______ or No ________

c) If bonded, state amount of total indebtedness this legislation will create and projected interest cost over the course of borrowing:
Principal $______________
Total projected interest costs $______________

d) Tax levy impact for current year $ 92,426.00 and ongoing $ gas & maintenance

e) Other (please explain) $____________

3) Is this expense or program mandated? Yes __________ No ___X___

4) Length of expense or project (one time only, ongoing, etc.): ongoing

5) Justification for the appropriation/expenditure requested. Include any revenue this will produce or any expense that will be avoided: Continued operation of aged vehicles will result in greater maintenance costs and increased risk for deputies.

Department Head

Kyle Bourgault

RENSSELAER COUNTY LEGISLATURE

Introduced by Legislator(s) Loveridge, Grant, Ashely, Maloney, Weaver

Sent To: Contracts & Agreements **Committee** **Date** May 12, 2026

Resolution No. G/199/26

RESOLUTION AUTHORIZING THE PURCHASE OF TWO (2) NON-OUTFITTED SHERIFF VEHICLES - OFFICE OF THE RENSSELAER COUNTY SHERIFF

WHEREAS, This Resolution is filed with the Rensselaer County Legislature by the Rensselaer County Executive; and

WHEREAS, The Rensselaer County Sheriff's Office ("Sheriff") seeks Legislative approval for the purchase of two (2) 2026 Ford Explorer Utility Police Interceptor non-outfitted vehicles, which will replace existing vehicles within the Sheriff's current fleet of vehicles; and

WHEREAS, The Sheriff has solicited New York State contract number PC69492 (Mini-Bid #OGS 23166-31720262) and received bids for the purpose of purchasing the Ford Utility Police Interceptor vehicles with Scorpio Motors, LLC dba Greenwich Ford, 1111 State Route 29, Greenwich, New York 12834 providing the most advantageous bid; and

WHEREAS, Pursuant to the Rensselaer County Vehicle Usage and Drivers Policy, the County Fleet Manager has reviewed and approved the addition of these vehicles; and

WHEREAS, The Sheriff will utilize funds available within the 2026 Rensselaer County Adopted Budget via appropriation account A.3110.02300 (Automobile); and

WHEREAS, This purchase is being made in accordance with the policies and procedures set forth in the Rensselaer County Purchasing Guidelines; and

WHEREAS, The name and address of the vendor, the source of funding for this purchase, and the total amount to be expended for this purchase, which shall not exceed budgeted appropriations are as follows:

DESCRIPTION	VENDOR	APPROPRIATION CODE	AMOUNT
Two (2) 2026 Ford Explorer Utility Police Interceptor Vehicles (not outfitted)	Scorpio Motors LLC dba Greenwich Ford 1111 State Route 29 Greenwich, NY 12834	A.3110.02300	$88,947.18

; now, therefore, be it

RESOLVED, That the Director of the Bureau of Central Services is authorized to a sign purchase order for the above purchase.

Resolution ADOPTED by the following vote:
Ayes: 16
Nays: 0
Abstain: 0
May 12, 2026

Clerk of the Legislature

Sent to County Executive May 13, 2026

Received from County Executive May 19, 2026

Teresa Merriman

Deputy **Clerk of the Legislature**

Executive Action

Approved ✓ **Date** 5/19/26

Disapproved__________

Veto Message Attached and Returned to Clerk

County Executive

Bid/Quote

Date: 06/23/2026

Government Agency	
Agency Name	Rensselaer County SD
Street Address	4000 Main Street
City, State, Zip Code	Troy, NY 12180

Dealer	
Dealership Name	Greenwich Ford
Street Address	1111 State Route 29
City State, Zip Code	Greenwich NY 12834

FIN Code	QL471

Dealer Code	F13500

QTY	ORDER NUMBERS	VEHICLE DESCRIPTION (BODY CODE)	UNIT PRICE	LINE TOTAL
2	A121,A122	2027 Ford Police interceptor K8A	$52,805	$105,610
		Less Gov't Concessions/Discounts	($6,592)	($-13,184)
		State OGS # PC69492		
		*** All Fleet/Gov't Discounts applied		
		Price change is due to Model year update		
If needed, you may attach an additional list of order numbers			$46,213.	$92,426
			TOTAL PURCHASE	$92,426.

Government Agency Representative	
Signature	
Printed Name/Title	Justin Walraed
Date	06/23/2026
Email	jwalraed@renscony.gov
Telephone	518-266-2911

Dealership Sales Representative	
Signature	
Printed Name/Title	Mark Robillard/Commercial Manager
Date	06/23/2026
Email	mrobillard@greenwichford.com
Telephone	518-247-6973

By signing this document, I confirm that I have authorized the selling dealer to place a vehicle order under my FIN code for the stated orders listed above. I understand that placing an order does not guarantee production.

By signing this document, I confirm that I have received authorization from the stated Purchaser to place a vehicle order under their FIN code. I understand that the information on this form is subject to audit.

Bid# 31720262 PIU Build Sheet

X2

Preview Order A116 - K8A - Police Inter Utility AWD: Order Summary Time of Preview: 06/19/2026 08:55:06 Receipt: 5/26/2026

Dealership Name: Greenwich Ford **Sales Code :** F13500

Dealer Rep.	MARK ROBILLARD	**Type**	Fleet	**Vehicle Line**	Explorer	**Order Code**	A116
Customer Name	Rens Co	**Priority Code**	J1	**Model Year**	2027	**Price Level**	715

DESCRIPTION	MSRP	DESCRIPTION	MSRP
K8A0 POLICE INTER UTILITY AWD	$49050	CARGO VAULT	$270
.119 INCH WHEELBASE	$0	FRONT HEADLAMP LIGHT SOLUTION	$900
TOTAL BASE VEHICLE	$49050	REAR DR HNDL AND LOCKS INOPR	$0
AGATE BLACK METALLIC	$0	PRICE CONCESSION INDICATOR	$0
CLOTH BUCKETS/VINYL REAR SEATS	$0	REMARKS TRAILER	$0
ONYX INTERIOR	$0	FRONT LICENSE PLATE BRACKET	$0
EQUIPMENT GROUP 500A	$0	50 STATE EMISSIONS	$0
.FM STEREO	$0	SPECIAL DEALER ACCOUNT ADJUSTM	$0
3.3L TI-VCT V6 ENGINE	$0	SPECIAL FLEET ACCOUNT CREDIT	$0
10-SPEED AUTO TRANSMISSION	$0	FUEL CHARGE	$0
HID PLUNG W/R HNDL INOPERABLE	$170	NET INVOICE FLEET OPTION (B4A)	$0
FORD FLEET SPECIAL ADJUSTMENT	$0	PRICED DORA	$0
SPOT LAMP LED DR - WHELEN	$470	ADVERTISING ASSESSMENT	$0
KEYED ALIKE -KEY CODE B	$50	DESTINATION & DELIVERY	$1795
NOISE SUPPRESSION BOND STRAPS	$100		

	MSRP
TOTAL BASE AND OPTIONS	$52805

ORDERING FIN: QL471 **END USER FIN:** QL471 **PO NUMBER:** 31720262

INCENTIVES

Acc. Code ID :10 Contract/Ref # :03-990V Bid Date :05/08/26State : NY

Customer Name:

Customer Address:

Customer Email:

Customer Phone:

RENSSELAER COUNTY LEGISLATURE

Introduced by Legislator(s) Loveridge, Grant, Ashley, Maloney, Weaver

Sent To: Contracts & Agreements **Committee** **Date** July 14, 2026

Resolution No. G/30

AUTHORIZING AN INTERMUNICIPAL AGREEMENT WITH THE TOWN OF SAND LAKE AND SAND LAKE AMBULANCE, INC.- BUREAU OF PUBLIC SAFETY

WHEREAS, This Resolution is filed with the Rensselaer County Legislature by the Rensselaer County Executive; and

WHEREAS, The Bureau of Public Safety seeks to enter into an intermunicipal agreement with the Town of Sand Lake and Sand Lake Ambulance, Inc. for Sand Lake Ambulance, Inc. to conduct a feasibility study regarding the potential merger of Sand Lake Ambulance, Inc. and North Greenbush Ambulance; and

WHEREAS, Rensselaer County has been awarded a grant from New York State for Local Government Consolidation Planning in the amount of $25,000.00; and

WHEREAS, The grant will provide approximately fifty percent (50%) funding for the cost of the feasibility study regarding the potential merger of Sand Lake Ambulance, Inc. and North Greenbush Ambulance; and

WHEREAS, Sand Lake Ambulance, Inc. will facilitate the feasibility study, which will examine the operational, financial, and organizational aspects of a potential merger with North Greenbush Ambulance; and

WHEREAS, The feasibility study will be conducted for a total cost of $51,475.00, with the grant providing $25,000.00 toward the total, and the Town of Sand Lake paying the remaining balance of $26,475.00 as the required local match; and

WHEREAS, The Town of Sand Lake will reimburse the County for the amount of the local match required by the New York State grant, and the County's role under the intermunicipal agreement is limited to the fiscal administration of the New York State grant; now, therefore, be it

RESOLVED, That the Rensselaer County Executive, or his designee, is authorized to sign the above described intermunicipal agreement, subject to the approval as to form by the Rensselaer County Attorney.

Resolution ADOPTED by the following vote:
Ayes:
Nays:
Abstain:
July 14, 2026

Clerk of the Legislature

Sent to County Executive__________

Received from County Executive__________

____
Clerk of the Legislature

Executive Action

Approved________ **Date**________

Disapproved________
Veto Message Attached and Returned to Clerk

____
County Executive

MEMORANDUM OF UNDERSTANDING BETWEEN
TOWN OF SAND LAKE, SAND LAKE AMBULANCE, INC.,
AND
RENSSELAER COUNTY
REGARDING LOCAL GOVERNMENT CONSOLIDATION PLANNING GRANT

THIS MEMORANDUM OF UNDERSTANDING, dated the __ day of__________, 2026, between the Town of Sand Lake ("Town"), a municipal corporation and political subdivision of the State of New York, Sand Lake Ambulance, Inc., a Not For Profit Corporation, and the County of Rensselaer ("County"), a municipal corporation, with their respective offices and principal places of business in the County of Rensselaer, State of New York at the addresses listed below;

WHEREAS, pursuant to General Municipal Law Section 119-o, governmental entities may enter into municipal cooperation agreements for the performance of joint services and the undertaking of joint projects; and

WHEREAS, the County has received a Local Government Consolidation Planning Grant from New York State (the "Grant") in the amount of Twenty-Five Thousand Dollars ($25,000.00), which Grant is intended to fund roughly fifty percent (50%) of the cost of a feasibility study regarding the potential merger of Sand Lake Ambulance, Inc. and North Greenbush Ambulance (the "Feasibility Study"); and

WHEREAS, the total anticipated cost of the Feasibility Study is Fifty-One Thousand, Four Hundred and Seventy-Five Dollars ($51,475.00), with the Grant funding $25,000.00 and the remaining $26,475.00 to be paid by the County as the required local match; and

WHEREAS, the Grant requires that a local government entity serve as the applicant and fiscal agent, and the County has agreed to serve in that capacity; and

WHEREAS, the Grant funds are intended to be used by Sand Lake Ambulance, Inc. to facilitate the Feasibility Study, which will examine the operational, financial, and organizational aspects of a potential merger between Sand Lake Ambulance, Inc. and North Greenbush Ambulance; and

WHEREAS, the Town, as the municipal entity with jurisdiction over Sand Lake Ambulance, Inc., has agreed to enter into this Memorandum of Understanding with the County to facilitate the administration of the Grant and the Feasibility Study; and

WHEREAS, the Town has agreed to reimburse the County for the County's local match share of $26,475.00, representing the roughly fifty percent (50%) of the Feasibility Study cost not covered by the Grant, with such amount to be reimbursed to the Town by the Sand Lake Ambulance, Inc.; and

WHEREAS, the parties wish to memorialize their respective roles, obligations, and the terms of reimbursement in this Memorandum of Understanding.

NOW THEREFORE, in the interests of mutual cooperation and in consideration of the mutual promises of the parties and other good and valuable consideration, the receipt and sufficiency of which are hereby acknowledged, the parties agree as follows:

1. PURPOSE

The purpose of this Memorandum of Understanding is to set forth the terms and conditions under which the County will administer the Grant funds and the local match for the Feasibility Study, and under which the Town will reimburse the County for the local match portion of the cost, with the Sand Lake Ambulance, Inc. to then reimburse such amount to the Town of Sand Lake.

2. GRANT DETAILS

A. The County has been awarded a Local Government Consolidation Planning Grant from New York State in the amount of $25,000.00.

B. The Grant is intended to pay for roughly fifty percent (50%) of the cost of the Feasibility Study examining the potential merger of Sand Lake Ambulance, Inc. and North Greenbush Ambulance.

C. The total cost of the Feasibility Study is anticipated to be $51,475.00.

D. The remaining roughly fifty percent (50%) of the cost, totaling $26,475.00, constitutes the required local match and will initially be paid by the County.

E. The parties acknowledge that the actual cost of the Feasibility Study may vary based on the selected consultant. Any costs exceeding $50,000 shall be the responsibility of the Town and/or the Sand Lake Ambulance, Inc. unless otherwise agreed in writing.

F. All invoices from the consultant shall be submitted to Sand Lake Ambulance and forwarded to the County for payment processing in accordance with the Grant requirements.

3. COUNTY'S OBLIGATIONS

A. The County will serve as the fiscal agent for the Grant and will administer the Grant funds in accordance with all applicable New York State requirements.

B. The County will disburse the Grant funds ($25,000.00) toward the cost of the Feasibility Study.

C. The County will pay the required local match of roughly $26,475.00 toward the cost of the Feasibility Study, subject to reimbursement by the Town as set forth in Section 5 of this Agreement.

D. The County will comply with all reporting requirements and conditions of the Grant as required by New York State.

E. The County shall have no liability for the content, quality, or recommendations contained in the Feasibility Study. The County's role is limited to fiscal administration of the Grant and local match fund.

4. TOWN'S AND SAND LAKE AMBULANCE, INC.'S OBLIGATIONS

A. The Town and Ambulance will cooperate fully with the County and the selected consultant or firm conducting the Feasibility Study, including facilitating access to all necessary records, data, and personnel of Sand Lake Ambulance, Inc.

B. The Town will coordinate with Sand Lake Ambulance, Inc. and North Greenbush Ambulance to facilitate the Feasibility Study. . The parties agree that Sand Lake Ambulance shall serve as the contracting party with the selected consultant and shall execute the professional services agreement for the Feasibility Study. The Town further agrees that it shall require, or it shall cause Sand Lake Ambulance to require, the selected consultant to comply with all applicable Grant terms and conditions, and the professional services agreement with the consultant to include appropriate Grant flow-down provisions to ensure such compliance. The Town shall require, or it shall cause Sand Lake Ambulance to require, the selected consultant to name the County and Town as additional insureds on its professional liability and general liability policies (minimum $1M/$2M). The County shall have no direct contractual relationship with the consultant and shall bear no liability for the performance, deliverables, or recommendations of the consultant.

C. The Town will reimburse the County for the local match share in accordance with the repayment terms set forth in Section 5 of this Agreement, with Sand Lake Ambulance, Inc. to the reimburse the Town for such monies.

5. REIMBURSEMENT

A. The Town agrees to reimburse the County in the total amount of $26,475.00, representing the County's local match expenditure for the Feasibility Study.

B. The Town will make payment to the County within forty-five (45) days of being invoiced by the County and provided with the appropriate documentation of expenditure. The Sand Lake Ambulance, Inc. will then reimburse the Town for the subject funds.

C. The County shall invoice the Town upon its disbursement of the local match funds. The County shall provide the Town with reasonable documentation supporting the expenditure, including copies of invoices from the consultant or firm conducting the Feasibility Study.

D. In the event the Town is unable to make full payment within the forty-five (45) day period, the Town shall notify the County in writing and the parties shall negotiate a mutually agreeable payment schedule, provided that full reimbursement shall be completed no later than one (1) year from the date of the County's initial disbursement of the local match funds.

6. TERM

This Memorandum of Understanding shall be effective upon execution by all parties and shall remain in effect until all obligations of the parties hereunder have been fulfilled, including full reimbursement by the Town to the County, and the Sand Lake Ambulance, Inc. to the Town.

7. MODIFICATION, TERMINATION, & ASSIGNMENT

A. This Agreement may be modified in writing upon the consent of all parties.

B. This Agreement may be terminated upon sixty (60) days written notice by one party to the others, provided that the reimbursement obligations of the Town and sand Lake Ambulance, Inc. set forth in Section 5 shall survive any termination. In the event of termination, the County shall be reimbursed by Town for all costs incurred up to the termination date, including non-cancellable commitments

C. Pursuant to General Municipal Law 5109, no party shall assign, transfer, or subcontract this Agreement without the prior written consent of the other parties.

8. INDEMNITY

To the fullest extent permitted by law, the Town will defend, indemnify, and hold harmless the County from and against any and all claims, damages, losses, and expenses arising out of the Town's operations, actions, or obligations under this Agreement. To the fullest extent permitted by law, the County will defend, indemnify, and hold harmless the Town from and against any and all claims, damages, losses, and expenses arising out of the County's operations, actions, or obligations under this Agreement. This indemnity provision shall likewise apply to Sand Lake Ambulance, Inc.

9. SEVERABILITY

To the extent permitted by law, if any provision(s) of this Agreement is deemed to be void or voidable by a Court of competent jurisdiction, all other provisions shall remain enforceable and in effect.

10. GOVERNING LAW **AND NYS GRANT COMPLIANCE**

This Agreement shall be governed by and construed in accordance with the laws of the State of New York. The parties acknowledge that this Memorandum of Understanding is subject to the terms and conditions of the New York State Local Government Consolidation Planning Grant awarded to Rensselaer County. Both the Town and the County shall fully comply with all applicable terms, conditions, requirements, certifications, reporting obligations, and restrictions of the Grant, including but not limited to all applicable New York State laws, regulations, and guidelines governing the use of Grant funds. In the event of any conflict between the provisions of this Memorandum of Understanding and the requirements of the Grant, the Grant requirements shall control. The Town and County shall cooperate in good faith to ensure continued compliance with the Grant and shall promptly notify the other party of any issues or potential violations that could affect the Grant or the Feasibility Study.

11. ENTIRE AGREEMENT

This Memorandum of Understanding constitutes the entire agreement between the parties with respect to the subject matter hereof and supersedes all prior agreements, understandings, negotiations, and discussions, whether oral or written.

Town of Sand Lake

____

8428 NY-66
Averill Park, NY 12018

By: ________________________
print: ____________________
Title: ____________________
Date:____________,

Rensselaer County

____

99 Troy Road
East Greenbush, NY 12061

By: ________________________
print: ____________________
Title: ____________________
Date:____________,

Sand Lake Ambulance,
Inc.

____

3643 NY-43
Sand Lake, NY 12153

By: ________________________
print: ____________________
Title: ____________________
Date:____________,

I am reaching out on behalf of Sand Lake Ambulance and North Greenbush Ambulance to inquire about your consulting services and to request a quote for a project we are developing.

Rensselaer County has faced longstanding challenges with reliable ambulance coverage, and we are exploring a merger of our two organizations into a single consolidated nonprofit. The proposed entity would serve the towns of Sand Lake, North Greenbush, Brunswick, and Poestenkill, with the goal of delivering more consistent, efficient, and sustainable emergency medical services to all residents in the coverage area.

An important priority in structuring this new organization is building it in a way that allows additional neighboring municipalities to join in the future, should they choose to do so. We want to ensure the governance framework, bylaws, and operational structure are flexible and scalable from the outset.

We would like to know:

• Whether your firm has experience advising on nonprofit mergers or consolidations of this nature, particularly within the public safety or EMS sector.
• Whether you would be interested in providing a cost estimate and an outline of the consulting services you would offer for a project of this scope.

We are in the early planning stages and are looking to identify the right consulting partner to help guide this process — from organizational structure and governance to community engagement and implementation.

Please feel free to contact me at your convenience. I would welcome the opportunity to discuss this further and answer any questions you may have.

Thank you for your time and consideration.

Sincerely,

Craig McMillan, CPH-FP, NRP

Executive Director

Sand Lake Ambulance

(518) 225 8570

3/13/2026

Evaluation of Ambulance Agency Merger: Sand Lake Ambulance and North Greenbush Ambulance

PROPOSAL

ABOUT CGR

CGR (Center for Governmental Research) is a nonprofit consulting organization that has been creating positive change in communities for over 100 years. We specialize in analytic and strategic services to the public and philanthropic sectors, helping organizations figure out complex issues and develop solutions.

How We Work

Change is never easy. CGR informs the process of change with insightful information and draws on our experience to increase the likelihood of success. We start with an accurate examination of both quantitative and qualitative data, consultation with all relevant stakeholders, examination of options and viewpoints, and processes to resolve conflicts and prioritize solutions. We help clients think through each step of the change process, equipped with the best information available.

Commitment to Diversity, Equity and Inclusion

At CGR, we know that multiple perspectives make our work better. That's one reason we value diversity from all backgrounds and seek to create an inclusive working environment with equitable policies and outcomes. We strive to create a welcoming workplace that attracts and retains a wide variety of talented people with different perspectives and new ideas. We value diversity among all dimensions of the human experience, including race, color, religion, gender identity and expression, national origin, differing abilities, veterans, socioeconomic status, and sexual orientation. CGR also infuses a DEI lens in our research approaches and collaboration with stakeholders, including clients and community.

Our Mission

CGR is a consulting organization that partners with public and nonprofit leaders, providing data-driven insights and tailored solutions to build stronger communities.

Our Vision

We envision a future where all communities are safe, equitable and thriving.

Our Values

Independent
Versatile
Curious
Integrity
Collaboration
Equity

cgr

CONTACT INFORMATION

Center for Governmental Research (CGR)
1 South Washington Street, Suite 400
Rochester, New York 14614

www.cgr.org

Main number: 585-325-6360

Proposal Contact Information

Paul A Bishop, M.P.A., Principal

Center for Governmental Research (CGR)
1 South Washington Street, Suite 400
Rochester, New York 14614

(585) 327- 7068 (direct line)
email: pbishop@cgr.org

Table of Contents

Introduction

CGR (Center for Governmental Research) is pleased to provide this proposal to Sand Lake Ambulance, North Greenbush Ambulance, and the involved Towns (Sand Lake, North Greenbush, Brunswick, and Poestenkill) to assist in evaluating the feasibility of merging the two non-profit providers and creating a scalable framework for a regional emergency medical services (EMS) entity.

CGR's depth and breadth of knowledge, and our experience assisting communities in EMS evaluation and working with EMS agencies across New York State, make us eminently qualified to partner with all stakeholders and help develop an approach for sustainable service into the future.

CGR understands that Sand Lake Ambulance and North Greenbush Ambulance have worked together closely for years. With the numerous pressures facing small non-profits, , they have identified this as the right time to evaluate the feasibility of joining organizations to create a more sustainable operation for the future.

Project Approach

Our methodology for this project is structured into distinct tasks designed to evaluate the feasibility of a merger and creation of a scalable framework for a new regional EMS entity. Throughout this process, we will maintain regular communication with leadership from Sand Lake Ambulance, North Greenbush Ambulance, and the involved Towns (Sand Lake, North Greenbush, Brunswick, and Poestenkill) to provide status updates. We strive to balance the need for critical information with the administrative burden on your personnel by utilizing existing reports and data whenever possible.

Phase 1: Project Initiation

The project team will meet virtually with leadership from Sand Lake and North Greenbush as soon as practical following the signed contract. At this meeting, we will:

- **Review Project Scope**: Agree on progress milestones, communication standards, deliverable formats, timeline, and resource requirements.
- **Clarify Leadership Roles**: Define the roles of each agency's board and town leadership in the study.
- **Establish Communication Protocols**: Identify liaisons for each entity to streamline information sharing.
- **Identify Stakeholders**: Designate key individuals from all four towns (Sand Lake, North Greenbush, Brunswick, and Poestenkill) for interviews.
- **Review Existing Data**: Identify what evaluations have already been conducted and request necessary financial and operational data.

Phase 2: Evaluation of Current Operations and Systems

We will collect primary data to evaluate the existing financial and operational health of both Sand Lake and North Greenbush Ambulance. This evaluation will provide a fact-based framework for creating a sustainable, consolidated regional model.

Site Visits and Stakeholder Interviews

The team will conduct in-person site visits to meet leadership and gather qualitative context:

- **Governance & Oversight**: Conduct up to 6 interviews with Town and agency administrative leadership to discuss current oversight methods and financial controls.
- **Operational Workflows**: Conduct up to 6 interviews with chiefs, other operational leaders and key billing/financial staff to discuss billing protocols, dispatch, and clinical processes.
- **Merger Dynamics**: Interviews will focus on current operations, the desired future state and identifying potential barriers to a successful consolidation.

Data Collection & Analysis

We will perform the following analyses using historical data (2022 to 2025):

- **Financial Performance**: Analyze costs incurred, revenues collected from tax-based streams, and fee-for-service charges for both agencies. Recent budgets and financial reports will be reviewed to gather this information.
- **Operational Performance**: Analyze staffing patterns, call volume and response data across the two services to describe current operations and highlight potential efficiencies to be gained through a merger.
- **Develop Agency Profiles**: Gather information on agency staffing, equipment, apparatus, and facilities to document existing assets.
- **Forecast Future Actions**: Survey leaders on potential needs for the agencies related to equipment, ambulances and facilities.

Baseline Report

The findings of Phase 2 will be summarized in a baseline report that will be shared with the project leadership team to serve as a foundation for the rest of the project.

Phase 3: Recommendations and Initial Action Steps

This phase involves answering key questions related to the potential impact of the structural changes and anticipating future operations and governance.

Merger Considerations

Identifying the benefits and drawbacks of a merger of the two organizations is the essential question to be answered in the engagement. Recommendations will be made regarding:

- **Governance Structure**: Identify key characteristics of a combined governance structure including appropriate representation and oversights. It should be a flexible framework that allows additional municipalities to join in the future.
- **Operational Models**: Suggest a combined operational model to serve the four communities with similar or improved services in a more effective, sustainable manner.
- **Organizational Chart**: Based on the information on the governance structure and operational model, a new organizational chart will be developed.
- **Financial Model**: Develop a pro-forma budget for the new organization that considers projected revenues, potential savings, and new expenditure forecasts. The budget would consider the initial operations after consolidation and two years into the future as operations stabilized.
- **Funding Model**: The four towns each contribute to EMS operations in a different way. As part of the merger discussion, CGR will identify potential methods for sharing the costs equitably across the communities.

Consolidation Process

Using past experiences as a guide, CGR will outline steps that will need to be taken by the agencies as they proceed toward merger. These include interacting with the Regional EMS Council, New York State Division of EMS, Attorney General and Supreme Court. **(CGR does not provide legal advice, and the agencies will need to retain legal counsel if they progress toward a merger).**

Options Report

Recommendations and Initial Action Steps will be gathered into a separate section of the report and presented in a draft form for the project steering committee to review and comment on.

Phase 4: Draft and Finalize Report

- **Draft Report**: Summarize all key findings, including an Executive Summary, into a draft report for leadership review.
- **Feedback Session**: Hold a virtual meeting with leadership from both agencies and the four towns to discuss recommendations.
- **Final Delivery**: Incorporate feedback into a final cohesive report for the participating entities.
- **Public Presentation**: If desired, we can provide a final presentation to a public forum.

Phase 5 (Optional): Implementation Support

If desired, we will be available under a separate scope of work to provide implementation support. This may include:

- **Guidance on Legal Transition:** Assistance with the administrative steps of merging the two non-profits.
- **Supporting Regional Council and Division of EMS Processes:** Assistance with completing necessary documents related to transfer of operating authority from one agency to another.
- **Progress Monitoring:** Guidance on monitoring the new entity's performance during its first year of operation.
- **Policy and Procedures:** Working with agency staff to develop a unified policy and procedures document.

Timeline

CGR is available to begin work immediately upon execution of a contract and proposes to complete the core components of this project within six months of project initiation. This timeline is contingent on prompt award of the contract, readily available information in an electronic format, easy access to agency personnel, and prompt feedback on draft materials. CGR will clearly communicate with project leadership should there need to be any adjustments to the timeline and the nature of the change.

Timeline	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6
Phase 1: Project Initiation	●					
Phase 2: Evaluation of Current Operations and Systems	○	○	●			
Phase 3: Recommendations and Initial Action Steps			○	○	●	
Phase 4: Draft and Finalize Report				○	○	●
Final Report Delivery & Public Presentation						●
○-Underway, ●- Completed						

Cost Proposal

CGR is a not-for-profit 501(c)(3) consulting firm, and as such, we use a bundled rate approach to project budgeting. Bundled rates are set for each position title and include direct expenses (salary and benefits), as well as other-than-personal services (rent, insurance, etc.) and administrative and overhead charges (organizational and fiscal oversight). CGR's practice is to invoice our clients at project initiation and monthly throughout the project period in equal installments until the final deliverable is completed.

CGR proposes completing the above scope of work (exclusive of the Phase 5 Optional Implementation Support) for an all-inclusive price of $46,000. This proposal includes one in-person trip to the communities to interview leadership and tour facilities and one optional trip for a final presentation to an audience of project leadership's choosing.

CGR would welcome the opportunity to discuss possible adjustments to this scope and budget if the proposed fee does not meet the agencies' and towns' expectations for this project.

Project Team

Our project team has substantial experience working with all aspects of emergency medical services in New York. As this proposal demonstrates, CGR is ideally positioned to deliver assistance to Sand Lake Ambulance and Northern Greenbush Ambulance, and the involved Towns (Sand Lake, North Greenbush, Brunswick, Poestenkill) with expertise and efficiency.

CGR supports 12 professional staff, including our president, vice president of sales, two principals, an associate principal, an assistant director, two senior associates, an analytics and information systems manager, two research associates, and an office manager.

- Our project director, Paul A. Bishop, brings a wealth of experience in local government and emergency medical services matters, with a proven history of providing practical, data-driven solutions to clients. He has led more than a dozen EMS and fire service studies in the last five years. Mr. Bishop is supported by CGR's team of public sector management and service delivery experts. Mr. Bishop will be directly involved in all key stages of the project, including interviews and the public hearing.
- John Caufield has substantial experience as a fire chief and EMS leader, having held a variety of leadership roles, including City of Rochester Fire Chief, that enable him to objectively analyze the operations and develop guidance regarding the benefits and risk of a merger.
- James Cassin is a subject matter expert in emergency medical services. He has a 40-year career in EMS leadership, including serving as director or interim director for several volunteer and combination EMS agencies.
- Wiley Little, PE, has substantial experience working with a wide range (size and operation) of towns, helping them improve their government operations and gathering information on key community issues. He has been involved in several county and community EMS studies, including Tompkins and Lewis County, as well as several fire studies.
- Katherine Bell will lead the data analysis related to public safety operations and financial information. For more than a decade, she has been a key contributor on all CGR public safety and local government projects.
- Alina Santiago will assist the team with collecting and analyzing data, conducting interviews, and creating the project report.

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Paul Bishop, M.P.A.

Principal and Project Director

About Paul

Paul Bishop leads the local government and public safety practice at CGR. He is a public policy researcher with a passion for addressing community concerns and improving government operations. He directs projects involving a wide range of issues related to local government operations, public safety services, and community well-being. He approaches each project with the understanding that each client and circumstance is unique.

His experience in government operations spans all aspects of public safety, organizational efficiency, financial analysis and local government reorganization. He brings his experience of system coordination and thorough analysis to each CGR project on which he works. He also brings the experience of being a supervisor, educator and care provider to each aspect of analysis.

His experience with government management issues is diverse, including evaluating service options, strategic planning and internal efficiencies for municipalities in Connecticut, Maine, Massachusetts, New Jersey, New York, Ohio, Pennsylvania, Vermont, and Wisconsin. He has worked with communities of several hundred to several hundred thousand to help address the diverse array of challenges they face. His engagements consistently result in actionable recommendations that improve client's operations.

Prior to joining CGR in 2012, Mr. Bishop managed EMS education at the Public Safety Training Center at Monroe Community College for 10 years. His work at the Rochester, New York college focused on all aspects of education for EMS including initial certification for emergency medical technicians and paramedics, and leadership. Earlier in his career, he served as paramedic, supervisor and operations manager for an urban EMS organization. He continues to work as a paramedic in his hometown.

Education

M.P.A., SUNY at Brockport

B.A., Political Science and Organizational Psychology, University of Rochester

Paramedic, Western New York EMS Training Institute

Areas of Expertise

- Municipal operations and efficiency
- Shared services and restructuring
- Police, Fire and EMS optimization
- Community engagement
- Identifying and solving problems
- Budgetary and fiscal analysis
- Strategic Planning

Project Highlights

- Allegany County (NY) EMS Strategic Plan
- Avon (CT) Fire Department Strategic Plan
- Operational Assessment of EMS in Cheektowaga
- Consolidation Analysis for City of DuBois & Sandy Township (PA)
- Cuylerville & Leicester (NY) Fire Department Consolidation
- Essex County EMS Strategic Plan (NY)
- Potential Impact of Village of Edgemont (NY)
- Hinesburg (VT) Public Safety Strategic Plan
- Future of Fire Service in Irondequoit (NY)
- Cities of Lewiston and Auburn Consolidation Evaluation (ME)
- Future of Fire and EMS Service in Marbletown (NY)
- Monroe County/ City of Rochester Racial and Structural Equity Commission
- City of Mount Vernon (NY) Building & Law Department Evaluation
- Niagara County (NY) EMS: Strategic Plan
- Ontario County (NY) Public Safety Plan
- Greater Racine (WI) : Options for the Future
- Raritan (NJ) Fire & Police Operational Assessment
- City of Rochester Architecture & Engineering Department Efficiency (NY)
- Town of Rosendale (NY) Fire Department Analysis
- Analysis of Rockland County (NY) Budget
- Dissolution Analysis for South Nyack (NY)
- Tompkins County/Ithaca Law Enforcement Evaluation & Criminal Justice Assessment (NY)
- Warren County (NY) Comprehensive Plan for Government Operations
- Options to Improve Fire & EMS Service in Wildwoods (NJ)

John Caufield, M.P.A.

Associate Director of Fire & EMS Analysis

About John

An accomplished public safety executive with more than 30 years of progressive leadership in fire, EMS, and emergency management, John joined CGR in 2026. He has extensive knowledge in Fire & EMS Operations, Community & Government Relations, as well as Budget Oversight in Public Safety.

John is recognized for guiding complex organizations through strategic transformations, operational efficiency studies, and community engagement improvements. Mr. Caufield also has experience using applied research and policy analysis, to develop data-driven solutions that enhance service delivery and public safety outcomes.

Prior to joining CGR, Mr. Caufield served as the Fire Chief for the City of Rochester Fire Department (RFD), where he led the department to become the first fire department in the nation to implement Naloxone and implemented a department wide reorganization to address the changing needs of the city. Mr. Caufield served as Fire Chief for 5 years as the culmination of his 27 year career with the department. Following his leadership in the RFD, John served as the Regional Director of the National Fire Protection Association for 5 years. He then served as the Fire Chief for the City of Fort Myers Fire Department in Florida and also the Chief Operating Officer of Monroe Ambulance in Rochester.

Areas of Expertise

- Fires & EMS operations
- Applied research & data analysis
- Project management
- Strategic planning
- Team leadership & staff development
- Fiscal review & oversight
- Community engagement
- Government relations

Education

Fellow, Senior Executives in State & Local Government Program, Harvard University
M.P.A., SUNY at Brockport
B.S., Fire Science, University of Maryland
B.S., Organizational Management, Roberts Wesleyan College
A.A.S., Fire Protection Technology, Monroe Community College

James Cassin,

Consultant

STRATEGIC PARTNER

About James

James Cassin has been in EMS for over 35 years in both a volunteer and career capacity with volunteer combination ambulance services in New York State. Throughout his career, he has used objective data and industry best practices to inform his decisions. Mr. Cassin was frequently a change agent inside organizations, helping lead transitions from part-time to full-time workforces, transitioning from donation-based to billing-based funding, and assisting with agency mergers. He continues to work as an EMT for a local agency.

Mr. Cassin has held roles including EMS Chief at three EMS agencies, Logistics Coordinator, and QA Coordinator (BLS). Jim spent 25 years as an EMS educator, first as a Certified Lab Instructor for 10 years and a Certified Instructor Coordinator (CIC) for 15 years. Jim was an adjunct faculty at Monroe Community College for 15 years, retiring in 2016. In addition, Jim worked for over 26 years in a combination Fire District in New York State and for 15 years was the CIC for the Fire District's EMT CME program. Jim has been the recipient of two regional EMS awards, Leadership in 2008 and Educator of Excellence in 2016.

He has worked with CGR on several EMS and public safety projects where he has conducted numerous interviews, assisted with data analysis and developed models for future operators.

Areas of Expertise

- Data Analysis
- NYS EMS Regulations
- Budget Analysis
- Public Safety Capital Planning
- EMS Revenue Modeling

Past CGR Project Engagements

- Exploring New and Expanded Services for Brighton (NY) Volunteer Ambulance - An Analysis for Opportunities and Options
- Allegany County (NY) EMS
- Tioga County (NY) EMS Current State and Options for the Future
- The Future of EMS in Queensbury (NY) An Evaluation of Existing Conditions and Recommendations for the Future
- Ontario County (NY) EMS and Fire: Existing Conditions and Opportunities for Action
- Cheektowaga Comprehensive EMS Study

Education

AAS in Fire Protection Technology, MCC.

Numerous EMS & Fire Service Certifications

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Wiley Little, M.Sc, PE

Senior Associate

About Wiley

Wiley Little, PE, is an urban designer, environmental engineer, and social scientist committed to creating sustainable and thriving communities. With a Master's in City Design and Social Science, he brings a unique perspective to addressing complex urban and rural challenges. Wiley has a proven track record in delivering successful infrastructure projects and has a passion for fostering collaboration between government, businesses, and residents. His expertise in infrastructure development and capital improvement planning and funding, coupled with a deep understanding of social and economic factors, enables him to deliver innovative solutions that improve the quality of life for residents.

Mr. Little serves on the Monroe County Cornell Cooperative Extension (CCE) Board of Directors and Volunteers for the Rochester-Monroe Anti-Poverty Initiative (RMAPI). Prior to joining CGR, he served as a civil engineer and planning associate for the MRB Group and a Lead Project Engineer for Wright-Pierce.

Education

M.Sc, City Design & Social Science, London School of Economics

B.S., Environmental Engineering, University of New Hampshire

Areas of Expertise

- NYS Licensed Professional Engineer (PE) – Environmental
- Urban Design/Place Making
- Municipal operations and efficiency
- Shared services and restructuring
- Qualitative and quantitative analysis
- Stakeholder engagement
- Environmental management

Project Highlights

- Poultney (VT) Town and Village Merger Impact Study
- Islamic Center of Rochester (NY) Refugee and Migrant Needs Evaluation
- Connected Communities (NY) Data Collection and Measurement Framework Assistance

Katherine Bell

Analytics & Information Systems Manager

About Katherine

Ms. Bell is a skilled analyst with more than 15 years of experience across CGR's portfolio of projects for local governments, nonprofits and foundations. Her expertise includes data collection, analysis and visualization; geographic information systems (GIS); web design; and database design and management.

Ms. Bell plays a central role in projects across CGR's practice areas. Her portfolio of GIS work includes building GIS datasets, creating interactive online maps, and performing network analysis for various public safety and highway projects. For over a decade, Ms. Bell has played a pivotal role in CGR's work on community indicators websites, managing nearly 300 indicators and about 200 data sources, improving site updates and functionality, and incorporating maps, dashboards and infographics into each website. She has created and maintained more than 40 websites informing the public about CGR's projects with local governments.

In addition, Ms. Bell manages information technology for CGR and brings firsthand IT knowledge to our project work. She is CGR's key contact for the U.S. Census, as we are an affiliate of the New York State Data Center and support its work to improve access to U.S. Census data for the public, local governments and businesses in our state.

Education

B.S., Management information systems, Rochester (NY) Institute of Technology (RIT)

Areas of Expertise

- Database management and design
- Data collection and analysis
- Coding and programming
- Information management
- Analytical and critical thinking
- Project management
- Technical writing
- Geographic Information Systems (GIS)

Project Highlights

- Town of Rosendale Fire Service Analysis (NY)
- Allegany County EMS Analysis & Strategic Plan (NY)
- Penfield Fire District Needs Evaluation (NY)
- NYS Health Foundation- Statewide Public Nursing Homes Study
- Princeton Shared Services Feasibility Study (NJ)
- Reconnect Rochester Transportation Study
- Summer Meals Research: City of Rochester Needs Assessment
- United Way of Buffalo & Erie County Full-Service Community Schools (FSCS) Evaluation
- Ibero Hispanic Community Profile
- Community Profile Websites:
  Berks County (PA) - Vital Signs
  Essex County (MA) - Impact Essex
  Lancaster County (PA) - Community Indicators
  MetroWest (MA) - Impact MetroWest
  Mid-Hudson Valley (NY) - Community Profiles
  Norfolk County (MA) - Understanding Brookline
  Rochester (NY) - ACT Rochester
  State of Arkansas - Aspire Arkansas
  Westchester (NY) - Index Community Profile
  Worcester (MA) - Worcester County Insights

Alina Santiago, M.P.A.

Research Associate

About Alina

Alina Santiago joined CGR in 2023 with experience working with non-profits and an interest in furthering social impact and responsibility. She supports projects across CGR's capabilities, utilizing her qualitative and quantitative skills. These include interviewing, running focus groups, data collection, visualization, and geographic information systems (GIS).

In May 2022, Ms. Santiago graduated with her Master of Public Administration from the Brooks School of Public Policy at Cornell University with a concentration in Social Policy. She also earned her B.A. in Government at Cornell University. At the Brooks school, she was the Communications Chair on the executive board of Women in Public Policy and a Teaching Assistant for the Environmental Justice and Policy class at Cornell. Ms. Santiago served as a graduate consultant on projects focused on diversity, equity and inclusion initiatives, non-profits, and affordable housing models.

Before coming to CGR, she served as a Compliance Specialist for Tandym Group. She previously interned for Future Now, SOMOS Mayfair, and Leadership Rochester.

Areas of Expertise

- Survey and focus group work
- Data collection
- Qualitative and quantitative analysis
- Community engagement

Project Highlights

- Hinesburg VT Public Safety Strategic Plan
- New Rochelle Civilian Review Board
- Raritan Township Police & Fire Assessments (NJ)
- Big Brothers Big Sisters Program Evaluation/Capacity Building
- Ocean County Health Department Assessment (NJ)
- Community Profile Indicators Projects:
  Mid-Hudson Valley (NY)
  State of Arkansas - Aspire Arkansas
  Westchester (NY) - Index Community Profile
  Worcester (MA) - Worcester County Insights

Education

M.P.A, Brooks School of Public Policy, B.A. in Government
Cornell University

Project References

CGR is deeply familiar with EMS operations across New York state and the Northeast. We have worked with dozens of communities to analyze existing conditions and develop solutions for improving service and sustainability. This has included several county-wide evaluations of EMS operations as well as single-agency studies. Each of the reference projects included below involved the analysis and the development of system improvements for an EMS system in New York.

Since the start of 2021, we have specifically worked with the Town of Irondequoit on the exploration of creating an ambulance district, the Brighton Volunteer Ambulance (funded by the Town of Brighton Ambulance District) on a business scan to identify potential sources of income and the Town of Ticonderoga to develop the map, plan and report necessary for the creation of an ambulance district.

Additionally, outside of his work at CGR, Mr. Cassin has served on the Board of Directors for a combination career-volunteer ambulance, advised on the formation of two town ambulance districts, and was the interim Director of Operations with four separate combination ambulances companies that serve ambulance districts in suburban Rochester communities.

Allegany County Emergency Medical Services

Allegany County engaged CGR to conduct a comprehensive analysis of its emergency medical services system and develop a series of actionable recommendations for the County and the EMS agencies to consider. The County has had a growing number of EMS incidents and a declining number of EMS providers. Additionally, several EMS agencies have ceased operations in recent years and the largest provider, a for-profit ambulance that contracts with the County, is facing financial problems.

Our project identified actions for the county to take immediately, including further investment in paramedic education, additional support for the EMS coordinator, strengthening the contract with their largest EMS provider, and expanding EMS education for high schoolers. Additionally, we suggested that the County explore creating its own EMS agency and look at the potential for triaging low-acuity EMS calls away from the 911 system. Allegany County has begun implementing several of the key actions around education and strengthening the safety net ambulance service agreement.

Project Report: https://bit.ly/AlleganyEMSStudy

Interactive Project Maps: https://bit.ly/AlleganyNYEMS

Reference: Bonnie VanHousen, EMS Coordinator, bonnie.vanhousen@alleganyco.gov , (585) 268-5290

Essex County (NY) EMS Strategic Plan

Implementing recommendations from a 2016 CGR engagement, Essex County changed dispatch protocols, improved data management and increased service-sharing among the County and partner agencies to improve EMS services to residents. The County has established a county-wide EMS ALS response system that became operational in 2020. Essex County had engaged CGR to undertake a comprehensive strategic plan as part of an effort to enhance the provision of EMS care in this rural county.

The project involved extensive interviews, focus groups and data analysis to identify current and pending gaps in the EMS system. Then, a series of recommendations ranging from minor work practices to the development of a new response system were prepared in coordination with local officials. The longer-term changes include the development of state legislation to enable the creation of a county-wide ambulance district, which is planned for the next legislative cycle. View the comprehensive report and data visualizations at www.cgr.org/essex-ems.

CGR conducted a five-year update of the strategic plan in 2024 that recognized the successes of the changes to the EMS system related to staffing and paramedic education. The update also identified the need for additional improvements related to EMT education, expansion of ALS service, and long-term financial support.

Reference: Kenneth Hughes, Public Safety Committee Chairperson, Town of Essex Supervisor, supervisor@townofessexny.gov, 518-963-4287

Town of Ticonderoga EMS District

This project aimed to establish a dedicated funding source for emergency medical services (EMS) in the Town of Ticonderoga, New York. By creating a Special Ambulance District under Article 12-a of Town Law, the project sought to provide stable and cost-effective EMS services for the community. To achieve this, a comprehensive map, plan, and report (MPR) was developed. This MPR utilized data from the Ticonderoga Emergency Squad (TiEMS), including call volume, budget, and financial information, to inform the district's creation. TiEMS was selected as the model due to its 80-year history of serving the town. The successful implementation of the MPR led to the formation of the ambulance district, which levies approximately $400,000 annually to ensure adequate EMS coverage for the residents of Ticonderoga.

Reference: Mark A. Wright, Supervisor, Town of Ticonderoga Supervisor, supervisor@townofticonderoga.gov, 518-585-6265 Ext. 1

Town of Irondequoit EMS Evaluation

In 2021, The Town of Irondequoit engaged CGR to analyze its existing emergency medical services (EMS) system and consider options for the future. Traditionally, five fire districts, an independent non-profit ambulance service and a commercial ambulance service have worked to provide the service to the 50,000 residents of Irondequoit. Because of recent changes in the EMS system and concern about future challenges, the Town sought to evaluate how the service was provided to residents. We found there were about 20 911 calls for an ambulance each day in the Town, with 72% in areas served by Irondequoit Ambulance, 26% in the St. Paul Blvd Fire District (primarily covered by Monroe Ambulance) and only 2% in the Sea Breeze Fire District. CGR recommended the formation of an Ambulance District and that the Town to contract with a single provider.

Brighton Volunteer Ambulance New and Expended Services Study

In 2022, Brighton Volunteer Ambulance Inc. engaged CGR to seek out potential new revenue opportunities outside their traditional lines of business of ambulance transport and EMS training. With our partners Monte Consulting and James Cassin, CGR researched a variety of potential lines of business for the BVA to explore ranging from charitable clothing donations to establishing a wheelchair van service. We also interviewed leaders in the EMS field and members and employees of BVA to develop an understanding of the current practices were in EMS. After consulting with BVA's leadership, we narrowed the options down to three likely candidates (expanding EMS services in the community, developing non-emergency transportation, entering the wheelchair van market and providing patient discharge support) and developed models (financial and operational) for the Board of Directors to consider. Based on our recommendations, the Board will be considering expanding their operations around non-emergency transportation.

Queensbury (NY) Evaluation of EMS Services

CGR was engaged by the Town of Queensbury in 2019 to analyze its emergency medical services (EMS) system and identify opportunities for change. The scope of the project was developed in conjunction with leaders of the three EMS agencies that provide ambulance transport in the town. CGR found the Town's EMS system has adequate funding, a strong cadre of volunteers, modern equipment and appropriate physical resources. However, the existing fractured system had multiple flaws that needed to be addressed to create a sustainable, patient-centered, and cost-efficient EMS system.

CGR recommended options to provide better service to residents and visitors for the same or perhaps a lower cost through the adoption of structural changes and/or improving its existing practices in meaningful ways, including moving to a single district, uniting two agencies, adjust a district border, and considering adjustment to the funding formula. A series of options related to operational improvements for the Town and agencies to consider was also included. The Town restructured its funding formula and two agencies have consolidated. The project report is at: bit.ly/Queensbury-EMS

Ontario County (NY) Public Safety Study

CGR developed a comprehensive report on the existing conditions of the EMS, fire, communications and hospital emergency departments in Ontario County. The project involved reviewing the operations of 28 fire agencies and 10 EMS transport organizations that served the county. The number and types of fire protection and EMS agencies serving Ontario County are diverse, including large and small volunteer-run agencies; combination and career agencies with paid staff; fire department-affiliated ambulance services; and independent EMS agencies (including both nonprofit and commercial operations). These agencies do not function as part of comprehensive countywide systems. As in many counties in New York, they function independently, making their own financial, personnel and operational decisions under a variety of operating models. Common challenges that were identified include declining volunteers, highly competitive for skilled workers, need to develop future leaders, increasing administrative burdens, and growing reliance on mutual aid.

CGR identified a series of actions for the community to undertake in the near term, including fostering career and volunteer opportunities in public safety, creating performance expectations, developing a public safety report for county government, and expanding the use of global positioning technology. CGR also identified several longer-term actions including planning for the further loss of volunteers and encouraging consolidation of agencies. The County has begun restructuring its volunteer training and coordination programs.

Project Report: https://bit.ly/OntarioCountyEMSandFire

Interactive Project Maps: https://bit.ly/OntarioEMSandFireMaps

Tioga County (NY) EMS Study

CGR was engaged by Tioga County in the fall of 2021 to evaluate the existing EMS system and make recommendations for the future. We found while the County dispatches and trains the EMS providers, each community manages EMS in a unique manner, from nearly fully paid to entirely volunteer. Among the key findings are: the number of EMS providers had dropped 42% in last five years, response times in rural areas are substantially longer than in village centers, current workforce is sufficient, but could be deployed more efficiently, certain processes in the 911 center inhibit rapid response, and there is a lack of data in some key areas.

CGR made over 20 recommendations, including that Tioga County hire a full-time EMS coordinator, change practices around dispatching to improve response times, develop a focus on retention of existing EMS providers, and support the towns in their operations. Since the completion of the report, a task force of EMS agencies leaders has formed to work on recruitment and retention issues, the County has updated some dispatch procedures and hired a full-time EMS coordinator.

The final report is at: https://tiogacountyny.gov/media/qace11tu/tiogactyemsrpt-final.pdf

-PROPOSAL-

Sand Lake & North Greenbush

Agency Consolidation Considerations

Submitted: April 21, 2026

PWW Advisory Group
5010 E. Trindle Road, Suite 202 • Mechanicsburg, PA 17050 • (717) 691-0100

PWW|AG
5010 E. Trindle Road, Suite 202 • Mechanicsburg, PA 17050
(877) 799-2477 • (717) 506-5314 • www.PWWAdvisoryGroup.com

April 20, 2026

Craig McMillan, CPH-FP, NRP; Executive Director
Sand Lake Ambulance, Inc.
3643 NY-43
Sand Lake, NY 12153

Dear Mr. McMillan:

On behalf of PWW Advisory Group (PWW|AG), we are pleased to submit this proposal to assist the communities of Sand Lake and North Greenbush in evaluating the clinical, operational, financial, and governance considerations associated with potential EMS agency consolidation. We commend your leadership in proactively exploring strategies to ensure the long-term sustainability, effectiveness, and responsiveness of emergency medical services for your residents.

For this project, PWW|AG will partner with the Laberge Group, who has extensive experience in developing and implementing multi-faceted community engagement programs that have proven effective in maximizing participation, soliciting meaningful input, and building consensus. The Laberge Group is also recognized as a regional leader in the areas of government efficiency, department and community-wide operations, strategic planning, and shared services. Our Government Operations and Efficiency Team has played an instrumental role in both planning and implementing projects throughout New York State in which successful strategic planning, organizational optimization, and staffing scaling/restructuring have led to a reduction in spending coupled with an improvement of service delivery. They have extensive experience researching and developing multi-media presentations, graphic representations, models, speeches for local officials, and other pertinent tools for governmental information meetings and public hearings. They have provided these services for Planning, Transportation, Wastewater, Water, and Parks and Recreational projects.

Across the country, EMS systems are facing unprecedented challenges related to workforce shortages, rising costs, and evolving reimbursement models. As a result, many communities, like yours, are carefully examining innovative approaches, including consolidation, to enhance service delivery while maintaining fiscal responsibility. PWW|AG brings decades of national experience in EMS system design, transformation, and financial analysis, and we are uniquely positioned to provide an objective, data-driven assessment that supports informed decision-making.

Our approach is designed to be collaborative, transparent, and tailored to the unique characteristics of both agencies and the communities they serve. Through comprehensive analysis, stakeholder engagement, and practical recommendations, we will identify opportunities, risks, and actionable strategies to help guide your decision-making process.

Our goal is not only to evaluate whether consolidation is appropriate, but also to provide a clear roadmap for implementation should you choose to move forward.

PWW|AG will provide strategic, operational, and financial consulting services as outlined in this proposal. However, PWW|AG does not provide legal or accounting advice. Any information, analysis, or recommendations presented should not be construed as legal or tax guidance, and clients are encouraged to consult with their legal counsel and/or certified public accountant for advice specific to their organization's circumstances.

We appreciate the opportunity to support Sand Lake and North Greenbush in this important initiative.

Should you have any questions or require additional information, please do not hesitate to contact us. We look forward to the possibility of partnering with you to strengthen and sustain EMS services for your communities.

Respectfully,

Matt Z.

Matt Zavadsky; MS-HSA, NREMT
EMS/Mobile Healthcare Consultant

Contents

Executive Summary

The Towns of Sand Lake and North Greenbush, in partnership with Rensselaer County, are at a critical decision point regarding the future of emergency medical services (EMS) delivery. Like many communities across New York and the nation, you are facing increasing pressure from workforce shortages, rising operational costs, and evolving reimbursement models that challenge the long-term sustainability of traditional EMS structures.

PWW Advisory Group (PWW|AG), in collaboration with the **Laberge Group**, proposes a comprehensive, data-driven evaluation of the clinical, operational, financial, and governance considerations associated with potential EMS agency consolidation. Our goal is to provide municipal leaders with clear, objective, and defensible insights to support informed decision-making, whether that leads to full consolidation, a shared services model, or optimization of the current system.

PWW|AG will conduct a rigorous assessment that includes operational performance analysis, workforce and staffing evaluation, financial modeling, clinical benchmarking, and stakeholder engagement. We will develop and compare multiple system scenarios, including independent operations, full consolidation, and hybrid/shared services models, supported by multi-year financial projections and performance modeling. PWW|AG brings a uniquely integrated perspective, combining national EMS system design expertise with deep experience in reimbursement, compliance, and governance. Our work is grounded in real-world implementation across communities facing similar challenges, including recent projects throughout New York State.

Ultimately, this study is an investment in clarity, sustainability, and public safety. It will equip your communities with the data, analysis, and strategic direction needed to make confident decisions about the future of EMS, ensuring reliable, high-quality service for residents while maintaining fiscal responsibility for years to come.

While maintaining the current EMS structure may appear to avoid disruption in the near term, it carries significant and growing risks that can undermine service reliability, financial stability, and long-term system viability. Without strategic change, these risks are likely to intensify over time.

Workforce Instability

EMS agencies nationwide, and particularly in rural and mixed-volunteer systems, are experiencing increasing difficulty recruiting and retaining qualified personnel. Ongoing reliance on overtime, vacancies, and a shrinking volunteer base can lead to staff burnout, reduced morale, and increased turnover. Over time, this instability may compromise the system's ability to consistently staff units at appropriate ALS/BLS levels, directly impacting service delivery and response reliability.

Rising Costs

The cost of delivering EMS continues to escalate due to wage pressures, inflation, equipment and fleet expenses, and increasing regulatory and compliance requirements. At the same time, reimbursement models often fail to fully capture the cost of readiness. Maintaining independent operations may perpetuate duplicative administrative and operational expenses, limiting opportunities to achieve economies of scale and placing increasing financial pressure on municipal budgets.

Response Variability

Fragmented service delivery across multiple agencies can result in inconsistent response times, uneven resource deployment, and variability in clinical care. Jurisdictional boundaries may contribute to coverage gaps or redundancies, particularly during peak demand periods or system stress. This variability can affect both patient outcomes and public confidence in the EMS system.

Sustainability Concerns

Absent structural changes, the current model may become increasingly difficult to sustain financially and operationally. Continued reliance on subsidies, mutual aid, or short-term fixes may mask underlying system inefficiencies without addressing root causes. Over time, this can lead to reactive decision-making, diminished service levels, and reduced flexibility to adapt to future challenges.

Project Objectives

PWW|AG proposes to conduct a comprehensive, data-driven evaluation of the clinical, operational, and financial risks and benefits associated with a potential consolidation of the ambulance services serving the Towns of Sand Lake and North Greenbush.

We understand that Sand Lake Ambulance and North Greenbush Ambulance provide services for four towns through intermunicipal agreements (Sand Lake, Poestenkill, North Greenbush and Brunswick), and that the project would be jointly undertaken in partnership with Renselaer County, which has recognized the challenges of providing Basic Life Support (BLS) and Advanced Life Support (ALS) services to the rural parts of the County.

Although the primary stakeholders in this project would be Sand Lake, North Greenbush and Renselaer County, we understand that there are other communities in the County that are experiencing challenges and obstacles related to the provision of BLS/ALS services. Should other Towns or Ambulance services wish to join in on the study, PWWAG will provide a proposal and addendum for the additional workplan.

We are very familiar with the challenges rural communities in New York, like other parts of the country, with providing effective ambulance services. We have recently worked with several counties in New York (*Steuben, Ulster, and Otsego*) specifically with rural EMS challenges. We believe this project represents the opportunity to provide a unified seamless service delivery model to the four communities that can be replicated by other towns within the county.

This study will provide decision-makers with a clear, objective understanding of current system performance, future risks, and strategic opportunities. The goal is to ensure any decision, whether consolidation or an alternative model, is informed by data, best practices, and long-term sustainability considerations. We will evaluate how well the current systems deliver care and where opportunities exist for improvement.

We will focus on both measurable outcomes and consistency of care delivery across jurisdictions to address key policy considerations, such as:

- How do current clinical outcomes compare to regional and national benchmarks (e.g., cardiac arrest survival, response intervals, ALS intervention rates)
    - *This analysis will determine whether current performance aligns with expected standards and identify gaps that may impact patient outcomes.*
- Whether consolidation would improve clinical consistency through standardized protocols, training, and medical oversight
    - *Standardization can reduce variability in care and improve overall quality, particularly in multi-agency environments.*
- The potential to enhance specialty care delivery (e.g., advanced airway management, MIH, treat-in-place programs)
    - *Consolidation may create scale and infrastructure to support expanded clinical programs that are not feasible in smaller, independent systems.*

Operational Effectiveness & System Reliability

PWW|AG will examine how efficiently resources are deployed and whether the system reliably meets community demand.

- Whether current deployment models maximize coverage, or if inefficiencies exist due to jurisdictional boundaries
    - *Jurisdictional fragmentation often leads to overlapping coverage or gaps, which this analysis will quantify.*
- How consolidation could improve unit hour utilization, reduce duplication of services, and enhance system resiliency
    - *A unified system may better align resources with demand, improving efficiency and reducing unnecessary redundancy.*
- The impact on response times, peak demand coverage, and mutual aid reliance
    - This will assess whether consolidation improves service reliability, particularly during high-demand periods or system stress.

Financial Sustainability & Cost Efficiency

PWW|AG will evaluate whether current and future EMS delivery models are financially sustainable.

- The full cost of current service delivery, including hidden readiness and overhead costs
    - Many EMS costs are not visible in transport-based revenue models; this analysis will reveal the true cost of readiness.
- Opportunities for cost savings through economies of scale, shared resources, and administrative consolidation
    - Consolidation can reduce duplicative administrative and operational expenses, creating efficiencies.
- The long-term fiscal outlook under independent vs. consolidated models
    - Multi-year projections will illustrate whether current models are sustainable or require structural change.
- Identification of project components eligible for a follow up *Local Government Efficiency Grant*.

Governance & Policy Considerations

PWW|AG will develop options for how the system could be structured and overseen.

- What governance structure would best support a consolidated system (e.g., municipal authority, nonprofit model, contracted service)
  The governance model will significantly influence accountability, flexibility, and long-term success.
- Required regulatory approvals and compliance considerations under New York State law
  Understanding the regulatory pathway ensures that any recommended changes are feasible and compliant.
- Policy risks and implementation barriers
  Identifying risks early allows stakeholders to proactively address potential obstacles.

Scope of Work

System Assessment & Data Collection

Operational Data Review

PWW|AG will analyze operational data to help establish a factual baseline of system performance and demand patterns.

- *Detailed analysis of call volume trends by hour, day, season, and geographic distribution*. Understanding when and where demand occurs is critical to designing an efficient deployment model.
- *Response time performance by priority level and location*. This identifies whether response standards are being met consistently across service areas.
- *Unit hour utilization (UHU), fractile compliance, and coverage reliability metrics*. These metrics provide insight into how effectively resources are being used.
- *Mutual aid usage patterns, frequency, causes, and system dependency*. Heavy reliance on mutual aid may indicate underlying system capacity or deployment issues.

Workforce & Staffing Analysis

For this component, PW|AG will evaluate workforce stability and sustainability.

- *Staffing configurations (ALS/BLS mix, paid vs. volunteer, shift structures)*. Different staffing models have significant implications for cost, performance, and scalability.
- *Vacancy rates, overtime utilization, and workforce stability trends*. High overtime or vacancy rates may indicate systemic workforce challenges.
- *Recruitment and retention challenges and associated costs*. Workforce shortages are a national issue and must be addressed in any future model.

Fleet & Infrastructure Assessment

PWW|AG will evaluate the physical assets required to deliver service.

- *Inventory and condition of vehicles, equipment, and facilities*. Aging or insufficient infrastructure may require significant future investment.
- *Replacement cycles and capital investment needs*. Understanding lifecycle costs is critical for long-term financial planning.
- *Opportunities for shared fleet or facility utilization*. Consolidation may reduce redundant capital investments.
- *Site analysis for a satellite location as an optional service*. Potential locations for strategic placement of response assets.

Financial Data Collection

This will provide the foundation for all financial modeling.

- *Detailed review of budgets, audited financials, and cost centers*. A thorough financial review ensures accuracy and transparency.
- *Revenue streams including billing collections, municipal subsidies, grants, and supplemental payments*. Understanding all revenue sources is essential to evaluating sustainability.
- *Cost allocation for readiness vs. transport-based services*. This distinction highlights the gap between service cost and reimbursement.

Stakeholder Engagement

For this component, PWW|AG will help assure that the study reflects real-world perspectives and concerns.

- *Structured interviews with agency leadership, frontline personnel, municipal officials, and key partners*. These interviews provide context that data alone cannot capture.
- *Identification of perceived strengths, weaknesses, and opportunities within the current system*. Stakeholder insights help validate findings and inform recommendations.

Clinical Impact Analysis

Performance Benchmarking

Establish how current performance compares to recognized standards.

- *Comparison of current clinical metrics to state and national standards*. Benchmarking highlights areas of excellence and opportunities for improvement.
- *Identification of variation in care delivery between agencies*. Variation can lead to inconsistent patient outcomes and experience.

Medical Oversight & Protocols

Evaluation of clinical protocols, outcomes and Medical Direction.

- *Evaluation of medical direction structure, protocol alignment, and QA/QI processes*. Strong oversight is essential to maintaining high-quality care. Opportunities to standardize care and reduce variability. Standardization may improve reliability and outcomes.

Advanced Care Delivery

Evaluation of BLS vs. ALS utilization to optimize clinical skills proficiency.

- *Assessment of ALS distribution and availability across service areas*. Helps ensure advanced care is available where and when it is needed.
- *Opportunities to expand capabilities such as tiered ambulance deployment, community paramedicine, treatment-in-place, and alternative destination programs*. These models can improve staffing, enhance patient care, and help reduce unnecessary transports.

Operational Analysis

This component evaluates how the system functions on a day-to-day basis and how effectively it deploys resources to meet community demand.

Deployment Modeling

PWW will build data-driven models to evaluate how resources are currently deployed and how alternative configurations could improve performance.

- *Current-state performance modeling (baseline)*. This establishes a clear understanding of how the system performs today, serving as the benchmark for all comparisons.
- *Consolidated system deployment scenarios (e.g., system status management, dynamic deployment)*. These models will test how a unified system could improve coverage, reduce response times, and better align resources with demand.
- *Hybrid/shared-service models*. Alternative configurations will be modeled to determine if similar benefits can be achieved without full consolidation.

Performance Metrics Evaluation

This analysis will focus on how well the system meets service expectations.

- *Response time reliability and fractile compliance* (e.g., 90th percentile performance). Evaluating fractile performance ensures the system is reliable, not just fast on average.
- *Coverage gaps and over-concentration of resources*. Identifies whether certain areas are underserved while others may have redundant coverage.
- *Impact on peak demand periods and surge capacity*. This determines how well the system performs during high-demand periods or large-scale incidents.

Efficiency Analysis

This section will identify opportunities to optimize resource use.

- *Identification of redundant resources and overlapping coverage areas*. Overlapping jurisdictions often create inefficiencies that can be reduced through better coordination.
- *Opportunities to optimize unit hour utilization and reduce inefficiencies*. Improving utilization ensures that resources are neither overburdened nor underused.

Transition Risk Assessment

This evaluates risks associated with implementing change.

- *Operational risks during consolidation (e.g., service disruption, workforce attrition)*. Major system changes can create short-term instability, which must be carefully managed.
- *Mitigation strategies and phased implementation options*. PWW will outline practical steps to reduce risk and ensure continuity of service during transition.

Financial Analysis

PWW|AG will provide a comprehensive evaluation of the economic realities of the current system and future scenarios.

Cost Analysis

This establishes a true understanding of what it costs to deliver EMS service.

- *True cost of service delivery, including direct, indirect, and readiness costs*. EMS systems incur significant readiness costs that are often not captured in traditional financial reporting.
- *Identification of cost drivers and structural inefficiencies*. Understanding what drives costs allows for targeted strategies to improve efficiency.

Scenario-Based Financial Modeling

This allows stakeholders to compare financial outcomes under different system configurations.

- *Independent operations (status quo)*. Provides a baseline for understanding the financial trajectory if no changes are made.
- *Fully consolidated system*. Evaluates potential savings, efficiencies, and required investments under a unified model.
- *Hybrid/shared services model*. Assesses whether partial integration can achieve financial benefits with lower implementation risk.

Revenue Analysis

We will evaluate the system's ability to generate and sustain revenue.

- *Billing performance, collection rates, and payer mix*. Identifies opportunities to improve revenue cycle performance and optimize reimbursement.
- *Medicaid, Medicare, and commercial reimbursement impacts*. Evaluates how payer mix influences financial sustainability and risk exposure.
- *Evaluation of New York supplemental payment programs and policy trends*. Ensures that financial projections account for evolving reimbursement opportunities and risks.

Capital & Investment Needs

PWW|AG will help identify future financial obligations beyond operating costs.

- *Required investments for consolidation (technology, fleet, facilities, integration costs)*. Consolidation may require upfront investment to achieve long-term benefits.
- *Long-term capital planning*. Provides a roadmap for sustainable investment in infrastructure and equipment.

Multi-Year Financial Projections

This provides a forward-looking view of system sustainability.

- *5 – 10 - year outlook for each scenario*. Long-term projections help stakeholders understand future risks and opportunities.
- *Sensitivity analysis based on volume, reimbursement, and cost changes*. This helps ensure that projections remain realistic under varying conditions.

Governance, Legal & Regulatory Review

We will evaluate how the current and potentially consolidated system cold be structured, regulated, and governed, and how those factors influence feasibility and success.

Governance Models

This explores structural options for oversight and accountability.

- *Comparative analysis of governance options (municipal, authority, nonprofit, contracted)*. Each model offers different levels of control, flexibility, and financial responsibility.
- *Pros/cons of centralized vs. distributed leadership*. Governance structure impacts decision-making speed, consistency, and stakeholder alignment.

Regulatory Environment

This ensures that all recommendations are compliant with applicable laws and regulations.

- *New York State Certificate of Need (CON) requirements and implications*. EMS system changes must align with state approval processes, which can influence timelines and feasibility.
- *Role of Regional EMS Councils (REMSCO) in system changes*. Regional oversight bodies play a key role in shaping and approving EMS system design.
- *Compliance with state and regional EMS policies*. Helps ensure that all proposed changes are aligned with regulatory expectations.

Legal Considerations

This addresses structural and liability issues associated with consolidation.

- *Asset transfer, liability, and indemnification issues*. Consolidation often involves complex legal considerations that must be carefully structured.
- *Intermunicipal agreements and contractual frameworks*. Clear agreements are essential to define roles, responsibilities, and financial commitments.

Labor & Workforce Issues

This evaluates the human impact of system changes.

- *Integration of personnel across agencies*. Workforce alignment is critical to maintaining morale and service continuity.
- *Union considerations, compensation alignment, and HR policies*. Differences in pay, benefits, and policies must be addressed to ensure equity and compliance.

Project Timeline

- **Weeks 1–3: Data collection, document review, stakeholder interviews**
  During this phase, PWW will gather all necessary data and engage key stakeholders to establish a comprehensive baseline.
- **Weeks 4–8: Operational and financial analysis, modeling**
  Analytical work will be conducted to evaluate system performance and develop comparative models.
- **Weeks 9–12: Scenario development and evaluation**
  Multiple system configurations will be developed and assessed for feasibility and impact.
- **Weeks 13–16: Draft report, stakeholder review, final deliverables**
  Findings will be presented, refined based on feedback, and finalized into deliverables.

Deliverables

- **Comprehensive written report**
  A detailed, policy-ready document outlining findings, analysis, and recommendations.
- **Executive-level presentation to municipal leaders**
  A clear and concise presentation designed to support decision-making.
- **Scenario-based financial models**
  Tools that allow stakeholders to understand and evaluate financial implications.
- **Optional public-facing summary materials**
  Simplified materials to support community communication and transparency.

Project Team

Matt Zavadsky

Matt is an EMS & Mobile Healthcare Consultant with PWW Advisory Group, LLC. Matt's primary focus is assisting local communities, EMS agencies, fire departments, ambulance services, hospitals, and other healthcare organizations in evaluating and improving their EMS and mobile healthcare delivery systems for success and sustainability in the future.

Matt has over 40 years of EMS and mobile healthcare experience and has held leadership positions in both the private and government sectors and is well-known throughout the nation as a key thought leader in advancing mobile healthcare. As chief transformation officer at MedStar Mobile Healthcare, he was responsible for developing external and internal agency relations, new strategic initiatives, healthcare system integration, and media/community relations.

Through PWW|AG's association management agreement, Matt is also the Executive Director and Education Committee Chair for the Academy of International Mobile Healthcare Integration (AIMHI). He has also served in numerous leadership positions at the local, state, and national levels. Matt is a past president of the National Association of Emergency Medical Technicians, is a current member of their EMS Economics Committee, a member of the national committee on EMS and MIH standards for the National Fire Protection Administration (NFPA), and was a member of the Institute of Medicine, Healthcare Policy Workgroup, on the Impact of the Patient Protection and Affordable Care Act on U.S. Preparedness Resources and Programs. He also served on the steering committee for the development of the "Model EMS System of the Future" for the National Highway Traffic Safety Administration (NHTSA).

In his free time, Matt is an active volunteer member and board member for Bikers Against Child Abuse and a volunteer Board Member for the American Heart Association – Fort Worth Chapter.

Matt will serve as the project point of contact for this project and will be responsible for ensuring the timely delivery of each project phase.

Industry Leadership:

- Executive Director, Academy of International Mobile Healthcare Integration (AIMHI)
- Editorial Advisory Board, Journal of Emergency Medical Services (JEMS)
- Editorial Advisory Board, EMS World Magazine
- Co-Lead Author, Joint Position Statement on EMS Performance Metrics (2024)
- AIMHI Excellence in EMS Integration Award (2023)
- Co-Lead Author, Joint Position Statement on Red Light and Siren Operations (2022)
- Author, High Performance EMS System Benchmark Report (2022, 2024)
- Past President, Board Member, Committee Chair, NAEMT (2014-2024)
- NAEMT President's Award for EMS Leadership (2020, 2022)
- JEMS EMS 10 EMS Innovator of the Year Award (2009, 2011, 2016)
- Author, Mobile Integrated Healthcare – Approach to Implementation (Jones and Bartlett Publishing, 2015)
- Numerous published articles in JEMS, EMS World, EMS1 (2009 – 2024)

Douglas M. Wolfberg

Doug Wolfberg is an EMS/Mobile Healthcare Consultant with PWW Advisory Group. For over 25 years he has been recognized as one of the nation's most prominent EMS attorneys and consultants. Doug brings a lifelong love of EMS to his work at PWW – he answered his first ambulance call in 1978 and has been involved in EMS ever since. Doug became an EMT at age 16 and worked as an EMS provider and educator in numerous EMS systems over the decades.

Doug has steadily worked up the ladder in his EMS career. He worked as a county EMS director and then as director of a three-county regional EMS agency. He later worked for a statewide EMS council and then went to the nation's capital to work at the United States Department of Health and Human Services, where he worked on federal EMS and trauma care issues.

After graduating from law school with high honors, Doug worked for several years as a health law litigator. He then co-founded PWW in 2000 along with Steve Wirth and the late James O. Page. Doug's work as an EMS consultant includes numerous EMS system assessment and redesign projects throughout the U.S., in which his forward-looking vision has helped systems transform themselves through the use of clinical performance measures and alternative modalities to meet their communities' needs while remaining economically sustainable. Doug also provides consulting services on revenue cycle management and compliance, privacy and security, business transactions and other areas of EMS. Doug serves as faculty at Commonwealth Law School and the University of Pittsburgh and is a member of the Board of Trustees of Widener University. He has also endowed the Douglas M. Wolfberg Scholarship at Commonwealth Law.

Doug has been a featured presenter at virtually every major EMS conference in the United States and has authored articles and columns in the industry's best-known publications.

In his free time, Doug is an avid bicyclist and musician and an author of an acclaimed book about The Beatles.

Industry Leadership:

- Endowed Emergency Services Scholarships at Widener University and University of Pittsburgh
- Principal Planner, National EMS Law and Policy Symposium, Commonwealth Law School
- Legal Counsel, Interstate Commission for EMS Personnel Practice
- Assistant Professor, Emergency Medicine Program, University of Pittsburgh
- Former Member, Federal Interagency Committee on EMS (FICEMS)
- Former Commissioner, Commission on Accreditation of Ambulance Services (CAAS)
  Member of Editorial Board, Journal of Emergency Medical Services, 1994 – 2016
- Founding Partner, Page, Wolfberg & Wirth
  Co-Founder, National Academy of Ambulance Compliance (NAAC)
- Contributor to EMS Textbooks, Including *The Paramedic, Principles of EMS Systems, Prehospital Care Administration, Pharmacology for the EMS Professional* and Others

Stephen Wirth

Steve Wirth is an EMS/Mobile Healthcare Consultant with PWW Advisory Group. In a distinguished four-decade public safety career, Steve has worked in virtually every facet of EMS – as first responder, firefighter, EMT, paramedic, flight paramedic, EMS instructor, fire officer, and EMS executive. He was one of central Pennsylvania's first paramedics. Steve brings a pragmatic and business-oriented perspective to his diverse legal practice – he served for nearly a decade as senior executive of a mid-sized air and ground ambulance service, helping to build the company from the ground up. Steve was one of the key executives responsible for the start-up of the first air medical program to serve northwestern Pennsylvania, LifeStar.

Steve is a dynamic and sought-after speaker at regional, state and national conferences on a variety of EMS law and public safety subjects. He has authored many articles and book chapters on a wide range of EMS leadership, reimbursement, risk management, corporate compliance and workplace law topics. A contributing writer for *JEMS*, (where he serves on the editorial board), *EMS1* and *EMS World*, Steve has co-authored the highly acclaimed and popular compliance manuals and video training programs produced by PWW. He enjoys teaching and is an adjunct professor for the University of Pittsburgh EMS degree program.

Steve is a past chair of the Panel of Commissioners for CAAS, the national ambulance accrediting body. He is a former board member and chair of the Pennsylvania EMS Provider Foundation and is on the board of the National EMS Memorial Service. He is a life member of the Nippenose Valley Fire Co. near Jersey Shore, PA, where he started his public safety career at age 16 as a junior firefighter and later served as Deputy Fire Chief. Steve was an active firefighter/EMS practitioner with Hampden Twp. Fire Rescue until he recently "retired" as Safety Officer.

Industry Leadership:

- Lighthouse Leadership Committee Member, NAEMT
- Mentor, Lighthouse Leadership Program, NAEMT
- Adjunct Professor, University of Pittsburgh, School of Health and Rehabilitation Sciences, EMS Program
- Adjunct Professor, UCLA Center for Prehospital Care, David Geffen School of Medicine, Paramedic Education Program
- Advisory Board Member, Pennsylvania College of Technology, Paramedic Education Program
- Current Board Member, National EMS Memorial Service, Inc.
- Member, Editorial Board, Journal of Emergency Medical Services (JEMS)
- Recipient, President's Award, NAEMT, 2022
- Recipient, Distinguished Service Award, American Ambulance Association, 2023
- Recipient, James O. Page Leadership Award, Journal of Emergency Medical Services, 2009

Ryan Stark

Ryan Stark is an EMS/Mobile Healthcare Consultant with PWW Advisory Group. He works on EMS system assessment and design, labor relations, privacy, security, reimbursement and other compliance matters affecting the ambulance industry.

Ryan started in the healthcare field as a freshman in college, where he worked for a local hospital and a neighborhood pharmacy. After college, he decided to become a lawyer, hoping to guide healthcare providers through the demanding legal issues they face. He has been with PWW since 2007, fulfilling that ambition. During law school, Ryan interned for a non-profit hospital, and he clerked for the Pennsylvania Department of Health.

Ryan is passionate about educating EMS professionals and loves collaborating with providers and CEOs alike. He is a featured speaker in PWW seminars and webinars, including the firm's signature abc360 Conference, where he hosts the abc360 Game Show. Always enthusiastic, Ryan has been invited to speak at many state and regional EMS conferences, as well as national industry events. He is also an adjunct professor at Creighton University in the school's Master of Science in Emergency Medical Services Program.

Ryan developed and is the primary instructor for the nation's first and only HIPAA certification for the ambulance industry – the Certified Ambulance Privacy Officer. He also co-authored PWW's widely used Ambulance Service Guide to HIPAA Compliance.

In his free time, Ryan volunteers with local community non-profit organizations. He was also a Big Brother with the Big Brothers Big Sisters program for over a decade and keeps in touch with his "little." Ryan also enjoys hiking, running, kayaking, traveling, and spending time with his family.

Industry Leadership:

- Educator: Harrisburg Area Community College, April 2008 – Present
  - Guest professor instructing emergency medical technician (EMT), paramedic, and prehospital registered nursing students on legal issues affecting the emergency medical services industry.
- Educator: National Academy of Ambulance Compliance (NAAC) August 2008 – Present
  - Educator at NAAC, which provides educational content and certification programs for ambulance industry professionals in both online and classroom formats.
- Educator: PWW Media, Inc. January 2015 – Present
  - Educator at PWW Media which provides education and information to ambulance industry professionals through conferences, webinars, publications, videos, and other media.
- Board Member: Emergency Responders Benefits Association, November 2021 – Present
  - Emergency Responders Benefits Association (ERBA) is a non-profit organization dedicated to supporting the lives of first responders.
- Board Member: National Emergency Medical Services Information System, January 2020 – Present
  - The goal is to provide a better understanding of NEMSIS that will lead to EMS data being utilized more effectively to improve patient care.

Matthew W. Konya

Matthew Konya is an EMS/Mobile Healthcare Consultant with PWW Advisory Group.

Matthew joined PWW in 2017 following his graduation from law school. At PWW, Matthew works with the firm's clients on a wide range of legal issues that affect the EMS industry. Matthew is licensed to practice law in Pennsylvania.

A 2010 graduate of The Pennsylvania State University, Matthew majored in Criminal Justice before attending law school. While at Penn State, Matthew coached high school speech and debate teams across Pennsylvania. Matthew earned his J.D. from Widener University Commonwealth Law School in 2017. While in law school, Matthew was involved with the Wills for Heroes Program, the Student Bar Association, where he served as Executive Vice President, and the Environmental Law and Policy Society. Among other community service projects, Matthew helped construct a butterfly habitat on his law school campus. During summer breaks from law school, Matthew interned at the Perry County District Attorney's office.

Matthew started in EMS over 15 years ago, when he obtained his first responder certification. During summer breaks from college Matthew served as Health Officer at a resident Cub Scout camp. Matthew obtained his EMT certification at Penn State and then worked full time as an EMT for four years before attending law school. Currently, Matthew works as an active EMS practitioner on a part-time basis.

In his free time, he enjoys reading, hiking, backpacking, exploring the great outdoors, and spending time with his wife, Brittany, and their dog, Oscar.

Industry Leadership:

- Educator The Carlisle EMS Academy
  - Provide instruction for emergency medical technician (EMT) students on legal issues affecting the emergency medical services industry.
- Educator National Academy of Ambulance Compliance (NAAC)
  - Providing educational content and certification programs for ambulance industry professionals in both online and classroom formats.
- Educator PWW Media, Inc.
  - Providing education and information to ambulance industry professionals through conferences, webinars, publications, videos, and other media.

Dr. Shannon L. Gollnick

Shannon provides strategic guidance to public, private, and nonprofit EMS agencies nationwide.

A nationally registered and certified flight paramedic, Shannon brings 20 years of frontline and leadership experience in both air and ground EMS.

With a bachelor's and master's degree in management and strategic management, plus a
doctorate focused on organizational behavior and leadership, Shannon combines academic expertise with practical EMS knowledge.

His dissertation focused on the levels of compassion fatigue, as well as burnout levels and sources amongst paramedics at various stages of their careers.

Shannon remains an active paramedic in South Carolina and has held leadership roles including chairperson of the Hennepin County EMS Council. He has contributed to developing mobile integrated healthcare and enhanced deployment models for municipal 911 systems.

Dr. Donna York

Donna brings over 30 years of experience in air medical and critical care transport, holding roles ranging from flight nurse to program director, and has been a national leader in advancing safety, clinical excellence, and operational innovation.

She has served on the AAMS Board, led the ASTNA as President, contributed to the AMTC Planning Committee, and is a CAMTS Site Surveyor. Donna has also played a key role in the Safety Management Training Academy (SMTA) since its founding, driven by a deep commitment to safety in transport.

Her work at the intersection of clinical practice, data strategy, and EMS finance has helped providers navigate complex systems and improve outcomes. Donna holds a Doctor of Nursing Practice (DNP) and is passionate about mentoring future leaders and strengthening EMS infrastructure.

Benjamin H. Syden

With over 30 years of experience in strategic planning, government efficiency, and government reorganization throughout New York State, Mr. Syden also has extensive experience in working with the Public Works departments of dozens of client communities to maximize efficiency and improve service delivery, program development, and grant writing and management.

Mr. Syden has overseen the development of more than 150 planning projects and has assisted clients in securing more than half a billion dollars in funding for their communities since 2000.

Mr. Syden is a frequent facilitator, author, and guest speaker on the topics of government efficiency and shared services. He brings a unique twist on the concept of a "Government Do-Over Day" for New York State's municipalities.

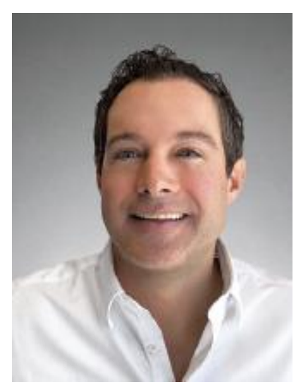
Kathleen A. Rooney

Ms. Rooney is the former Schenectady County Manager. In that role, Ms. Rooney instituted efficiency initiatives credited with improving service delivery and producing savings of more than $40 million per year.

Her innovative leadership and effective operational transformations are credited with closing the gap on the County's $7 million county budget deficit in a single year.

She leverages her 30 years of hands-on operations, management, budget, finance, and inter-municipal-cooperation experience to assist Laberge Group's clients in identifying innovative operational opportunities, increasing efficiency, improving service delivery, and informing the development of pragmatic and actionable organizational and management assessments and plans.

Gideon K. Grande



Mr. Grande has over 17 years of demonstrated expertise in financial strategy, public administration, and cross-functional coordination to facilitate strategic planning, enhance policy initiatives, and optimize organizational outcomes.

He exceeds in managing complex projects, fostering stakeholder engagement, and ensuring compliance and operational alignment. Mr. Grande utilizes performance metrics to implement innovative solutions for sustainable advancement and growth for the communities he assists.

Proposed Fee

PWW|AG proposes a comprehensive, fixed project fee of **$51,475** to conduct the Sand Lake and North Greenbush EMS consolidation study, reflecting the full scope of work required to deliver a thorough, objective, and actionable evaluation.

This investment encompasses all phases of the project, including detailed data collection and analysis, stakeholder engagement, operational and financial modeling, governance assessment, and the development of clear, decision-ready recommendations.

As outlined in the proposal , the fee is structured to ensure that both communities receive a high level of expertise and attention, without unexpected costs or scope-driven pricing variability.

This proposed fee represents not only the time and technical expertise of nationally recognized EMS consultants, but also the value of a structured, proven methodology that has been successfully applied in similar system assessments across the country.

This investment ensures that community leaders are equipped with defensible data, practical options, and an implementation framework to support long-term EMS system sustainability.

Ultimately, this study is designed to reduce uncertainty, mitigate risk, and position both agencies to make informed, strategic decisions about the future of emergency medical services in their communities.

Objective	Proposed Fee
System Assessment & Data Collection	$6,525
Clinical Impact Analysis	$3,480
Operational Analysis	$6,525
Financial Analysis	$4,350
Governance, Legal & Regulatory Review	$4,350
Community Briefings	$6,525
Site Visits (2)	$15,040
Sub Total	$46,795
Indirect	$4,680
Total	**$51,475**

Relevant Case Studies: EMS Consolidation & Regionalization

These case studies reinforce that there is no one-size-fits-all solution, but they provide strong evidence that:

- Consolidation can deliver meaningful clinical, operational, and financial benefits
- Alternative models (shared services, regional coordination) can achieve many of the same outcomes
- Success depends on intentional design, stakeholder alignment, and disciplined implementation

PWW|AG will leverage lessons learned from these and similar systems to ensure that recommendations for Sand Lake and North Greenbush are practical, locally relevant, and aligned with national best practices.

Wake County EMS (North Carolina)

Regional High-Performance Consolidated Model

Background
Wake County transitioned from a fragmented, municipality-based EMS delivery model to a fully consolidated, countywide system. Prior to consolidation, multiple agencies operated independently, resulting in inconsistent service levels, duplication of resources, and uneven clinical performance.

Key Actions

- Established a single governing EMS authority with centralized oversight
- Implemented system status management (SSM) and dynamic deployment
- Standardized clinical protocols, training, and medical direction
- Integrated data-driven performance management systems

Outcomes

- **Clinical:** Improved cardiac arrest survival rates and reduced variation in care delivery
- **Operational:** More consistent response times and reduced reliance on mutual aid
- **Financial:** Increased efficiency through elimination of redundant resources and better alignment of staffing with demand

Relevance to Sand Lake & North Greenbush
This case demonstrates how consolidation can transform fragmented systems into high-performance models. While Wake County operates at a larger scale, the principles of centralized governance, standardized care, and data-driven deployment are directly applicable.

Johnson County MED-ACT (Kansas)

Unified Countywide EMS System

Background
Johnson County created MED-ACT as a consolidated EMS system to replace multiple independent providers. The goal was to improve system efficiency, enhance clinical care, and create a sustainable funding model.

Key Actions

- Consolidated agencies into a single county-operated service
- Developed a tiered deployment model to optimize ALS and BLS utilization
- Centralized billing, administration, and fleet management
- Invested in technology and performance analytics

Outcomes

- **Clinical:** Improved ALS availability and clinical consistency across the county
- **Operational:** Reduced duplication and improved unit hour utilization
- **Financial:** Achieved economies of scale and improved revenue cycle performance

Relevance to Sand Lake & North Greenbush
This model highlights the benefits of full consolidation with strong operational discipline. It is particularly relevant in demonstrating how smaller agencies can gain efficiency and sustainability through integration.

Louisville Metro EMS (Kentucky)

City-County Consolidation Model

Background
Following the merger of city and county governments, Louisville consolidated multiple EMS providers into a single, unified agency. The objective was to improve service delivery and eliminate inefficiencies.

Key Actions
- Integrated urban and suburban EMS operations under one agency
- Standardized clinical care and operational protocols
- Implemented centralized communications and deployment systems
- Streamlined administrative and support functions

Outcomes
- **Clinical:** Greater consistency in patient care and improved quality oversight
- **Operational:** Enhanced coverage and reduced jurisdictional barriers
- **Financial:** Reduced administrative overhead and improved resource allocation

References

Steve Wilson, County Administrator
Otsego County New York
197 Main Street
Cooperstown, NY 13326
607-547-7501
E-Mail: wilsons@otsegocountyny.gov

Everett Erichsen Director, Department of Emergency Services
Ulster County New York
238 Golden Hill Lane
Kingston, NY 12401
845-331-7000
E-Mail: eeri@co.ulster.ny.us

Tim Marshall, Director of Public Safety
Steuben County New York
3 East Pulteney Square
Bath, NY 14810
607-664-2991
E-Mail: TMarshall@SteubenCountyNY.gov

Monica Mason, Executive Director
Kanawha County Emergency Ambulance Authority
601 Brooks Street
Charleston, WV 25301
Phone: 304.345.2312
E-Mail: monicamasion@kceaa.org

FITCH

& ASSOCIATES

STRATEGIC CONSOLIDATION & EFFICIENCY STUDY

Consulting Services Proposal

A Proposal for

Sand Lake Ambulance

Prepared by Fitch & Associates, LLC

April 2026 | Confidential

PO Box 170, 2901 Williamsburg Terrace, Suite G, Platte City, Missouri 64079 (816) 431-2600 | fitchassoc.com

1.0 Executive Summary

14 April 2026

Craig McMillan, CPH-FP, NRP
Executive Director — Sand Lake Ambulance
Re: Proposal for an EMS Consolidation Feasibility Study for Sand Lake Ambulance and a Neighboring EMS Agency

Dear Executive Director McMillan:

Our preliminary assessment

Based on Fitch's experience with comparable suburban multi-agency consolidations, a combined agency serving approximately 4,900 calls annually across four municipalities could reduce administrative overhead, improve coverage reliability during simultaneous-call events, and create a unified capital replacement plan that reduces per-unit fleet costs. The central question is not whether consolidation creates value, it is which model best fits local governance realities, and how to structure cost-sharing equitably across municipalities that have varying funding mechanisms such as ambulance tax districts, general fund dollars and different rates for service.

Sand Lake Ambulance and its neighboring EMS agency serve a combined suburban population near Albany and respond to approximately 4,900 calls annually. Leadership across both agencies is aligned on consolidation, with firefighters and EMS personnel helping reduce the cultural barriers that typically derail merger efforts. Grant funding is being pursued to cover study costs.

This study will answer the three decisions that matter: (1) What operating model best protects community readiness while fitting local workforce and governance realities? (2) How should costs be shared equitably across four municipalities with potentially variable funding mechanisms and rates? (3) How do you transition without disrupting service?

We propose completing this work within approximately 12 months at a fixed fee of $78,000, with travel billed at cost. The engagement delivers 15 specific deliverables, including verified financial due diligence, transparent cost-sharing models, and presentation-ready materials for boards, councils, grant reviewers, and community stakeholders.

2.0 Engagement at a Glance

15	12 mo	$78k	2–3
DELIVERABLES	TIMELINE	FIXED FEE	SITE VISITS
specific, scoped	*kickoff to decision*	*travel billed at cost*	*Post-kickoff, midpoint, final*

3.0 Understanding of Current State

Before beginning the formal study, the available information points to several structural observations that frame the analysis and form our starting hypotheses:

Complex, multi-municipality funding is the highest-risk element: Four separate contracts with different mechanisms (annual tax districts, general funds) and different rates, some municipalities paying less due to higher billing revenue or other mechanisms such as legacy contractual terms, mean that consolidation without a transparent cost-sharing framework will stall at the first board meeting. This analysis must be rigorous, auditable, and designed for elected officials and agency leadership who will scrutinize the math.

Leadership alignment is a rare advantage: Cross-pollinated staffing, including firefighters, shared operational culture, and mutual willingness to explore consolidation are preconditions that many agencies never achieve. The study's job is to convert this alignment into a defensible, structured plan that boards and municipalities can endorse.

Financial due diligence is a prerequisite: Asset valuations (ambulances, stretchers, cardiac monitors, power loading devices, mobile data terminals) and financial record verification must be completed before any consolidation terms can be negotiated. Unverified books are a deal-breaker for legal counsel and governing bodies.

The area hospital and transport landscape matters: Suburban EMS can involve transport to multiple hospital systems with varying turnaround times, seasonal demand variation, and mutual aid dynamics with surrounding departments. Our analysis will account for these local operational realities, not generic benchmarks.

3.1 How Cost-Sharing Models Differ: An Illustrative Example

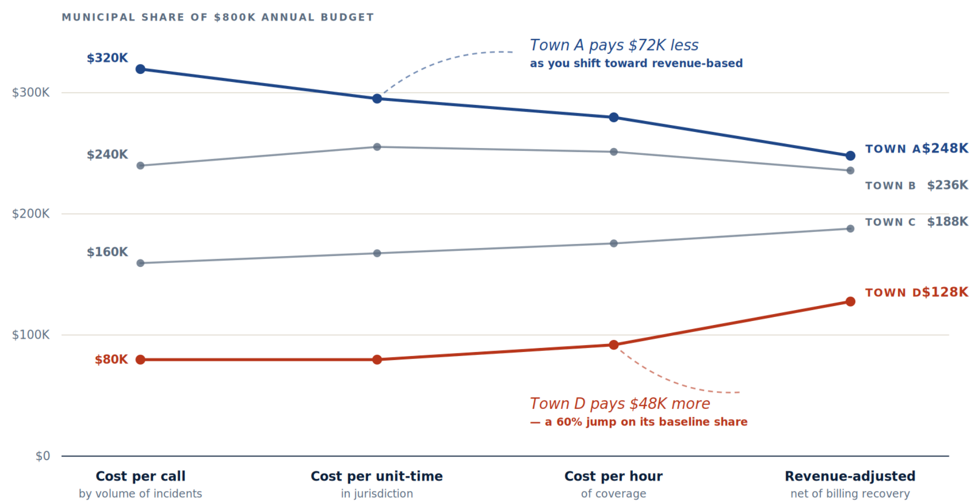
To demonstrate why the cost-sharing methodology matters, consider how the same $800,000 consolidated budget allocates differently depending on the model:

EXHIBIT 1 — COST-SHARING STAKES

EXHIBIT 01 · COST-SHARING STAKES

Choosing the allocation model shifts up to *$72,000* per year between the four municipalities

Same $800K consolidated budget, four allocation methods — illustrative example using modeled call-volume, unit-time, and revenue ratios



THE POLITICAL REALITY

No single model is obviously "fair" — *so all four must be built.*

The math shifts ~$120K across the four towns.

For Town D, a $48K swing likely exceeds 15–20% of its current EMS budget.

For Town A, the same swing is the difference between endorsing and rejecting the whole consolidation.

WORKSTREAM 2 DELIVERS

All four models with real data and auditable math, presented side-by-side to municipalities.

WHY THIS MATTERS FOR SAND LAKE

Consolidation without a transparent, auditable cost-sharing framework will stall at the first board meeting. The model choice is the deal.

Source: Illustrative allocation using $800K budget with modeled call-volume, unit-time, and revenue ratios. Study rebuilds with audited data.

Municipality	Cost per call based	Cost per time spent in jurisdiction	Cost per hour	Revenue-adjusted
Town A (40% calls)	$320,000	$296,000	$280,000	$248,000
Town B (30% calls)	$240,000	$256,000	$252,000	$236,000
Town C (20% calls)	$160,000	$168,000	$176,000	$188,000
Town D (10% calls)	$80,000	$80,000	$92,000	$128,000

Each model produces a materially different per-municipality impact. Town D, with the lowest call volume but longer average unit commitment times, sees its share range from $80,000 to $128,000 depending on the model. Our study will build all four models with real data and present them side-by-side with transparent, auditable math.

4.0 Study Approach: Three Workstreams

We organize around the three decisions you need to make, each with a starting hypothesis and the specific analysis required to prove or refine it.

EXHIBIT 2 — STUDY ARCHITECTURE

EXHIBIT 02 · STUDY ARCHITECTURE

Three decisions. Three workstreams. *One* integrated analysis.

Each workstream begins with a testable hypothesis and ends with a specific decision product your boards and councils can act on

DECISION 01 · OPERATING MODEL

What structure best protects readiness while fitting local governance?

OUR STARTING HYPOTHESIS

Operational integration with preserved local advisory governance best balances reliability, workforce fit, and political feasibility.

THE ANALYSIS

- Demand modeling & simultaneous-call sim
- Coverage reliability mapping
- Workforce capacity (paid/volunteer mix)
- Mutual aid dependency quantification
- Four-model scenario comparison

YOU WALK AWAY WITH

A scored options matrix — reliability, workforce, governance, cost, and implementation risk

DECISION 02 · COST-SHARING

How should costs be shared equitably across four municipalities?

OUR STARTING HYPOTHESIS

Time-in-jurisdiction allocation with revenue offsets is most equitable — but all four models must be presented side-by-side so each municipality sees math.

THE ANALYSIS

- Incident-level time data by jurisdiction
- Operating & capital cost allocation
- Billing revenue by payer & geography
- Sensitivity testing across scenarios
- CPA-led financial due diligence

YOU WALK AWAY WITH

Four cost-sharing models with auditable math, verified financials, and a capital replacement plan

DECISION 03 · GOVERNANCE & TRANSITION

How do we transition without disrupting service?

OUR STARTING HYPOTHESIS

A phased transition starting with no-regrets shared services (joint purchasing, shared training) builds trust before formal governance is decided.

THE ANALYSIS

- Governance options (501(c)(3), JPA, IGA)
- NY State legal pathway requirements
- Board composition & decision rights
- Change-management risk assessment
- Off-ramp & decision-gate design

YOU WALK AWAY WITH

A 90/180/365-day roadmap — decision gates, owners, dependencies, and off-ramps

THE INTEGRATED VIEW

Workstreams run in parallel so findings cross-pollinate. Each decision has its own product, but none is made in isolation from the other two.

Hypotheses stated explicitly; each will be tested, refined, or replaced by the analysis during Phases B–D. Decision products specified in Section 4 of the proposal.

4.1 Workstream 1: Operating Model

Hypothesis: Operational integration (unified staffing pool, coordinated deployment, standardized protocols) with preserved local advisory governance will deliver the best balance of efficiency, reliability, and political feasibility for four municipalities.

Analysis: demand modeling, simultaneous-call simulation, coverage reliability mapping, workforce capacity assessment (paid/volunteer mix), mutual aid dependency quantification, and scenario comparison across four model types.

Decision product: Options comparison matrix scored across service reliability, workforce feasibility, governance complexity, cost, and implementation risk.

4.2 Workstream 2: Cost-Sharing and Financial Sustainability

Hypothesis: A time-in-jurisdiction cost-allocation model with residual revenue offsets will produce the most equitable and politically viable framework, but all four models must be presented side-by-side so each municipality can see the math.

Analysis: incident-level time data by jurisdiction, operating cost allocation, capital cost distribution, billing revenue by payer and geography, and sensitivity testing across volume scenarios. Financial due diligence with CPA-led asset valuations for both agencies.

Decision product: Four cost-sharing models with auditable math, verified financial statements and asset valuations, and a multi-year capital replacement plan.

4.3 Workstream 3: Governance and Transition

Hypothesis: A phased transition starting with no-regrets shared services (joint purchasing, shared training, coordinated scheduling) will build trust before formal governance decisions are required.

Analysis: governance model options (merged 501(c)(3), joint powers authority, interlocal agreement), legal pathway requirements under New York State law, board composition and decision rights frameworks, and change management risk assessment.

Decision product: 90/180/365-day implementation roadmap with decision gates, owners, dependencies, and off-ramps.

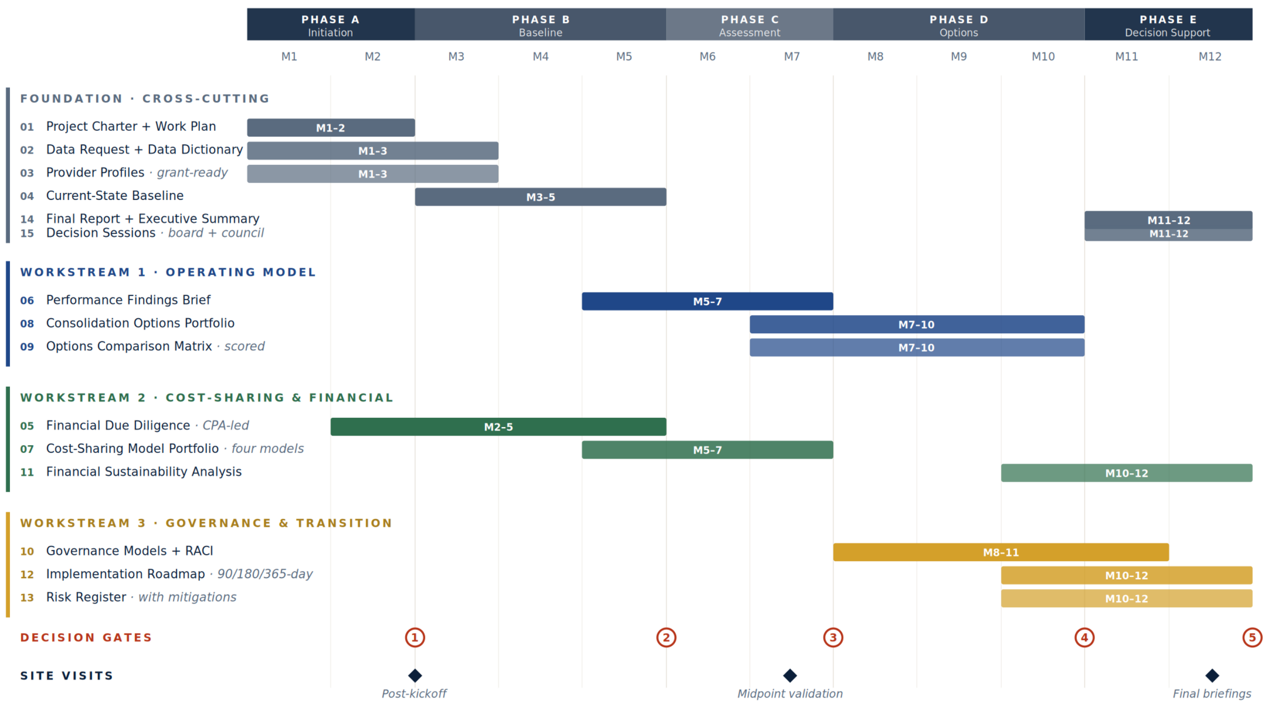
5.0 Project Timeline

EXHIBIT 3 — 12-MONTH PROJECT ROADMAP

EXHIBIT 03 · PROJECT ROADMAP

15 deliverables across four workstreams, sequenced to *five decision gates* over 12 months

Each workstream produces its own deliverables and coordinates at phase gates. Site visits planned at kickoff, midpoint, and close.



WHY THE SEQUENCE MATTERS

Foundation deliverables (#1–4) feed Workstreams 1 & 2. Financial due diligence (#5) anchors cost-sharing. Governance (Workstream 3) depends on both.

Deliverables and phases per proposal Sections 5 and 6. Decision gates are proposed steering-committee checkpoints; specific dates set at kickoff. *12-month fixed fee · $78,000*

Phase A	Phase B	Phase C	Phase D	Phase E
Initiation	Baseline	Assessment	Options	Decision Support
Months 1–2	*Months 2–5*	*Months 5–7*	*Months 7–10*	*Months 10–12*

Anticipated duration: approximately twelve months from contract execution, contingent on timely data availability and funding confirmation. FITCH will establish a regular meeting cadence with weekly working sessions and scheduled steering committee checkpoints aligned to your decision timeline.

Confidential

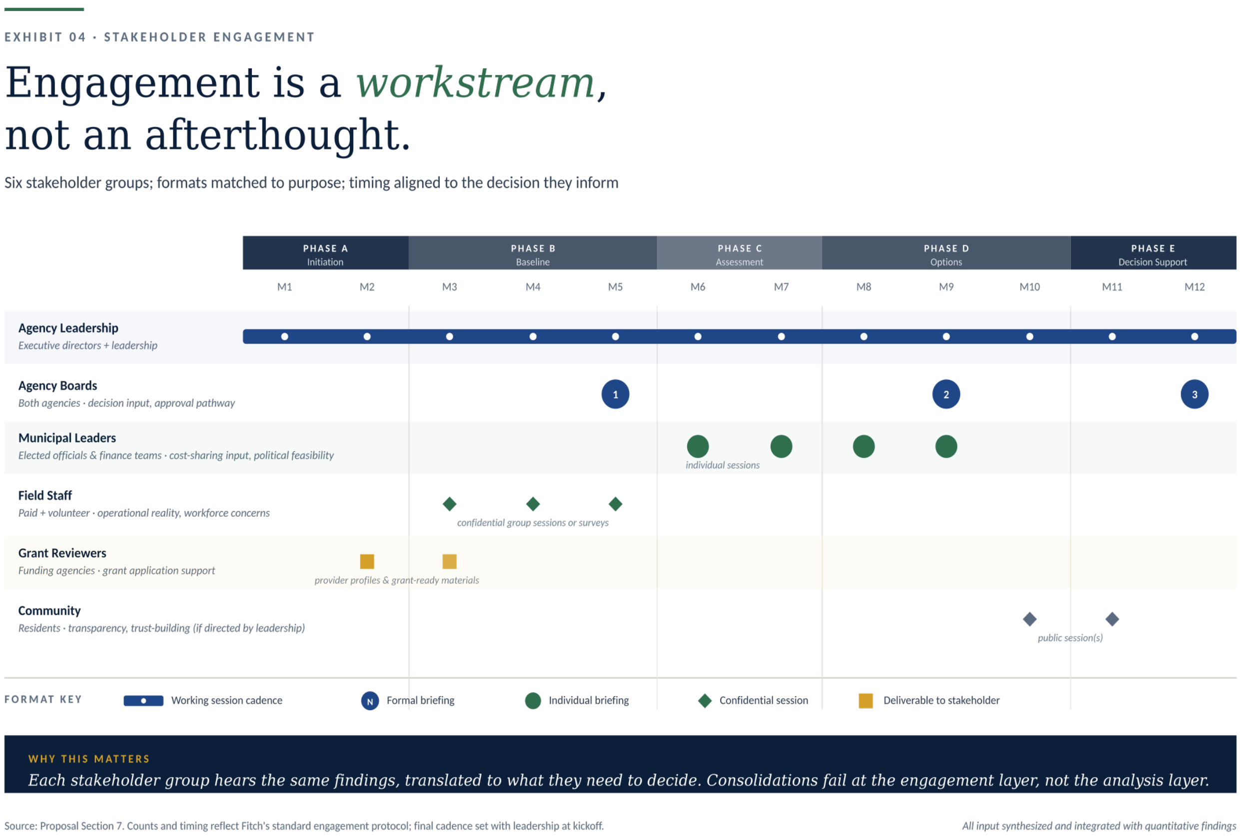
6.0 Deliverables

#	Deliverable	What You Receive	When
1	**Project Charter + Work Plan**	Scope, objectives, decision questions, stakeholder map, meeting cadence, grant milestone alignment.	Phase A
2	**Data Request + Data Dictionary**	Structured IDR defining metrics consistently across both agencies; data quality and limitations memo.	Phase A–B
3	**Provider Profiles**	Agency profiles suitable for grant applications and stakeholder communications.	Phase A–B
4	**Current-State Baseline**	Comparable baseline for both agencies: demand, staffing, finance, capital, governance, municipal contracts.	Phase B
5	**Financial Due Diligence Report**	Verified financials, book-basis asset valuations, identified discrepancies.	Phase B
6	**Performance Findings Brief**	Interim findings: simultaneous-call exposure, coverage gaps, operational bottlenecks.	Phase C
7	**Cost-Sharing Model Portfolio**	Four transparent cost-allocation models with auditable math and side-by-side comparison.	Phase C
8	**Consolidation Options Portfolio**	Spectrum from shared services through full consolidation with clear tradeoffs.	Phase D
9	**Options Comparison Matrix**	Scored evaluation: reliability, workforce, governance, cost, risk, timeline.	Phase D
10	**Governance Models + RACI**	Recommended structures, decision rights, reporting cadence. (Not legal advice.)	Phase D–E
11	**Financial Sustainability Analysis**	Decision-support view by option: cost drivers, funding scenarios, capital replacement plan.	Phase E
12	**Implementation Roadmap**	90/180/365-day plan with owners, dependencies, decision gates, and off-ramps.	Phase E
13	**Risk Register**	Consolidation risks with likelihood/impact, mitigations, and monitoring cadence.	Phase E
14	**Final Report + Executive Summary**	Complete report with appendices, plus board-packet-ready executive summary.	Phase E
15	**Decision Sessions**	Facilitated briefings for joint leadership and separate municipal/board presentations.	Phase E

7.0 Stakeholder Engagement

Consolidation succeeds or fails on stakeholder buy-in. We treat engagement as a workstream, not an afterthought.

EXHIBIT 4 — STAKEHOLDER ENGAGEMENT PLAN



Group	Participants	Format	Timing	Purpose
Agency leadership	Executive directors and senior leadership from both agencies	Joint working sessions (6–8)	Throughout	Validate findings, refine options
Agency boards	Board members from both agencies	Formal briefings (2–3 per board)	Phase B, D, E	Decision input, approval pathway
Municipal leaders	Elected officials, finance teams across 4 municipalities	Individual municipal briefings (4–6)	Phase C–D	Cost-sharing input, political feasibility

Group	Participants	Format	Timing	Purpose
Field staff	Paid and volunteer EMS clinicians, firefighters	Confidential group sessions or surveys	Phase B	Operational reality, workforce concerns
Community	Residents across service areas	Surveys if directed by leadership	Phase D–E	Transparency, trust-building

Total estimated engagement: Multiple sessions across all stakeholder groups over the course of the study. All stakeholder input is synthesized thematically and integrated with quantitative findings in the final report.

8.0 Why Fitch

FITCH brings deeper operational credibility to multi-agency consolidation work than any other firm in EMS consulting. Fitch & Associates was established in 1984 and is located in Platte City, Missouri. For more than four decades, FITCH has provided consulting services in over 1,500 communities across every U.S. state, every Canadian province, and 12 other countries. Our consultants have direct experience in hospital-based, private, municipal, and fire-based EMS leadership.

Operationally grounded

Through our MedServ management services division, Fitch directly operates EMS programs. Our consolidation recommendations are tested against real-world staffing, billing, and deployment constraints, not theoretical models.

Deep consolidation experience

Consolidation feasibility studies across hundreds of communities, from volunteer agencies to 100,000+ call systems, across every U.S. state, every Canadian province, and 12 other countries. Financial due diligence and asset valuations in-house.

Materials built for your audiences

Board packets for governance bodies, cost-sharing appendices for municipal finance teams, and operational briefings for staff. The same findings, translated for every stakeholder.

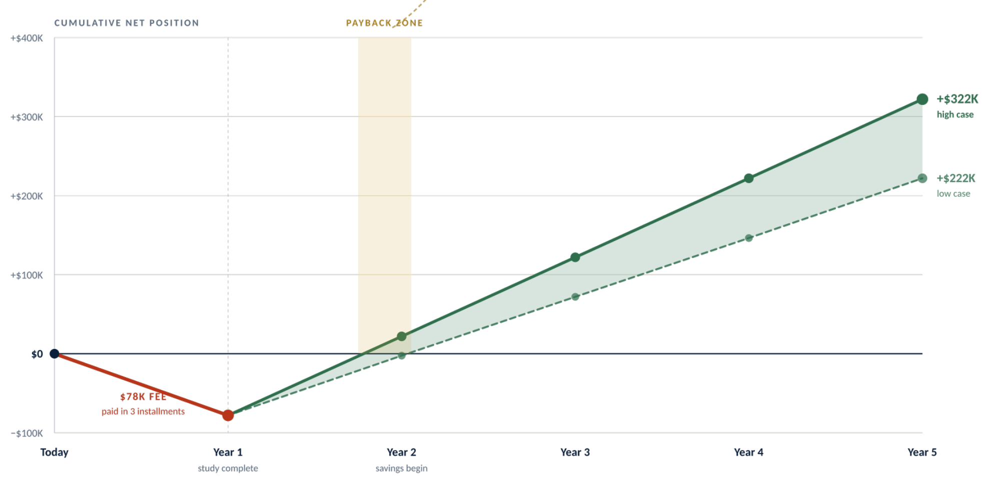
9.0 Investment and Return

EXHIBIT 5 — INVESTMENT CASE

EXHIBIT 05 · INVESTMENT CASE

The fee is *one-time*. The savings are *annual*. Payback arrives in under 12 months.

Cumulative net position over 5 years — based on Fitch's range for comparable suburban multi-agency consolidations



ONE-TIME COST
$78,000
Fixed fee · no overruns
Travel billed at cost

PROJECTED ANNUAL
$75–100K
Conservative half-capture of typical 15–20% admin duplication in comparable consolidations

PAYBACK
9–12 mo
After savings begin

5-YEAR NET
$222–322K
2.8–4.1× return on fee

THE INVESTMENT LOGIC
$78K to derisk a decision worth $1M+ annually. Even the conservative scenario returns 2.8× over five years.

Source: Proposal Sections 10 and 10.1. Savings range based on Fitch experience with comparable suburban multi-agency consolidations; capturing half of typical 15–20% administrative duplication. Hypothesis to be validated by Workstream 2 financial sustainability analysis. Assumes consolidation proceeds and projected efficiencies materialize. Read as illustration of investment logic, not forecast.

Expected return

For two agencies with combined operating budgets typically exceeding $1M, administrative duplication typically runs 15–20% of operating costs in comparable systems. A consolidation that captures even half of that efficiency represents $75,000–$100,000 in annual savings, representing a payback period of under 12 months on the study investment.

Professional fees: $78,000 fixed fee. No overruns.

Milestone	Timing	% of Fee	Amount
Contract execution	Day 0	50%	**$35,000**
30 days after execution	Day 30	25%	**$17,500**
Final deliverable acceptance	~Month 12	25%	**$17,500**

9.1 What This Fee Includes

- All professional time for three workstreams across approximately 12 months
- CPA-led financial due diligence and asset valuations for both agencies
- Four cost-sharing models with transparent, auditable math
- Provider profiles and grant-ready documentation (delivered early)
- 15 deliverables, including final report, decision matrix, and implementation roadmap
- Board and council presentations across all four municipalities

9.2 What Is Out of Scope

- Legal advice, contract drafting, or statutory analysis
- Clinical protocol review from a physician perspective
- Dispatch technology selection or CAD procurement
- Direct negotiation with municipalities on behalf of the agencies

Items discovered during the study outside the scope will be flagged as future workstreams with estimated effort.

9.3 Travel and Expenses

FITCH anticipates conducting two to three in-person site visits over the course of this engagement, including working sessions, a midpoint validation (if needed) and stakeholder engagement visit, and final report briefings and governing body presentations. Travel and related expenses are billed at cost. Additional site visits beyond those described above will be coordinated and approved in advance.

10.0 Project Risk Management

EXHIBIT 6 — RISK REGISTER

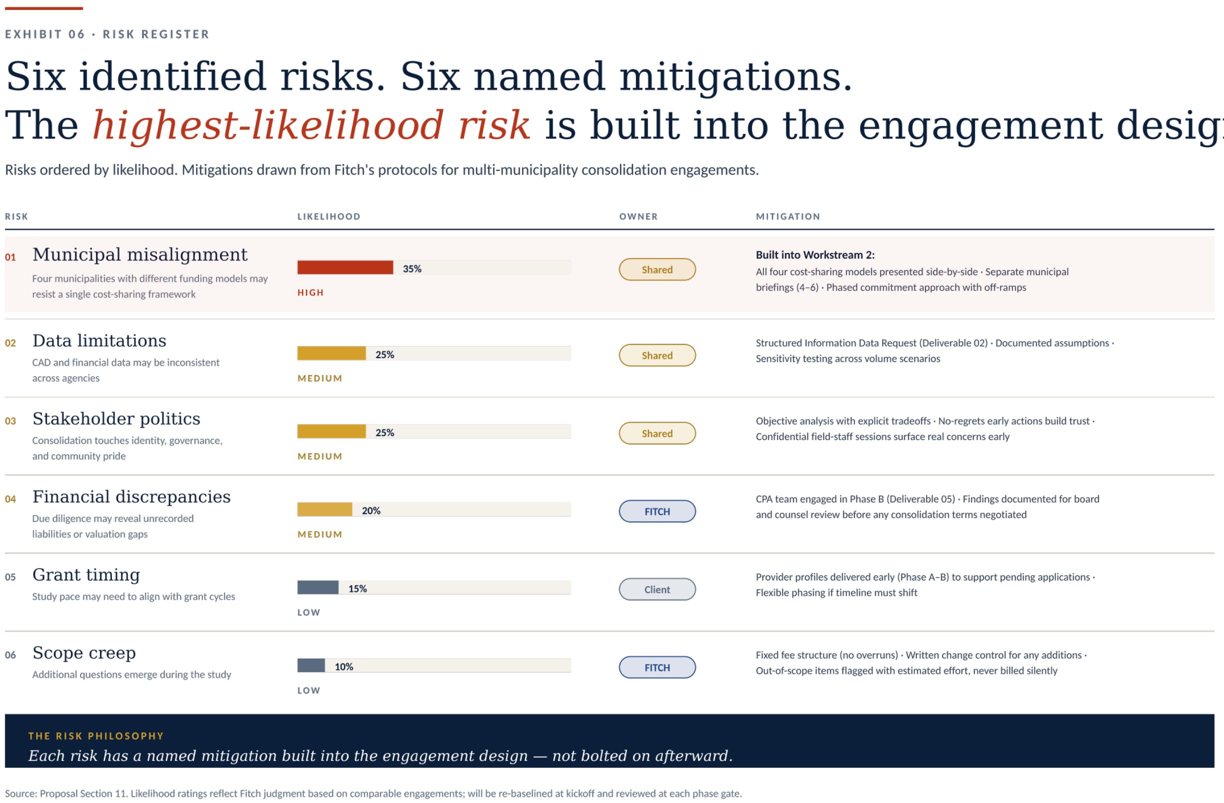


EXHIBIT 06 · RISK REGISTER

Six identified risks. Six named mitigations.
The *highest-likelihood risk* is built into the engagement design

Risks ordered by likelihood. Mitigations drawn from Fitch's protocols for multi-municipality consolidation engagements.

RISK	LIKELIHOOD	OWNER	MITIGATION
01 Municipal misalignment Four municipalities with different funding models may resist a single cost-sharing framework	35% HIGH	Shared	**Built into Workstream 2:** All four cost-sharing models presented side-by-side · Separate municipal briefings (4–6) · Phased commitment approach with off-ramps
02 Data limitations CAD and financial data may be inconsistent across agencies	25% MEDIUM	Shared	Structured Information Data Request (Deliverable 02) · Documented assumptions · Sensitivity testing across volume scenarios
03 Stakeholder politics Consolidation touches identity, governance, and community pride	25% MEDIUM	Shared	Objective analysis with explicit tradeoffs · No-regrets early actions build trust · Confidential field-staff sessions surface real concerns early
04 Financial discrepancies Due diligence may reveal unrecorded liabilities or valuation gaps	20% MEDIUM	FITCH	CPA team engaged in Phase B (Deliverable 05) · Findings documented for board and counsel review before any consolidation terms negotiated
05 Grant timing Study pace may need to align with grant cycles	15% LOW	Client	Provider profiles delivered early (Phase A–B) to support pending applications · Flexible phasing if timeline must shift
06 Scope creep Additional questions emerge during the study	10% LOW	FITCH	Fixed fee structure (no overruns) · Written change control for any additions · Out-of-scope items flagged with estimated effort, never billed silently

THE RISK PHILOSOPHY
Each risk has a named mitigation built into the engagement design — not bolted on afterward.

Source: Proposal Section 11. Likelihood ratings reflect Fitch judgment based on comparable engagements; will be re-baselined at kickoff and reviewed at each phase gate.

Risk	Likelihood	Description	Mitigation	Owner
Municipal misalignment	High (35%)	Four municipalities with different funding models may resist a single cost-sharing framework.	Multiple models presented; separate municipal briefings; phased commitment approach.	Shared
Financial discrepancies	Medium (20%)	Due diligence may reveal unrecorded liabilities or valuation gaps.	Early CPA engagement; findings documented for board and counsel.	FITCH
Data limitations	Medium (25%)	CAD and financial data may be inconsistent across agencies.	Structured IDR; documented assumptions; sensitivity testing.	Shared
Stakeholder politics	Medium (25%)	Consolidation touches identity, governance, and community pride.	Objective analysis with tradeoffs; no-regrets early actions build trust.	Shared

Risk	Likelihood	Description	Mitigation	Owner
Grant timing	Low (15%)	Study pace may need to align with grant cycles.	Flexible phasing; provider profiles delivered early.	Client
Scope creep	Low (10%)	Additional questions emerge during the study.	Fixed fee; written change control for additions.	FITCH

10.1 Assumptions

- Both agencies will designate primary points of contact for data access and scheduling.
- CAD and financial data for at least 3 years are available in usable electronic format.
- Financial records and asset inventories will be available to Fitch CPAs within the first 60 days.
- Leadership will support introductions to municipal stakeholders and governing body contacts.
- The twelve-month timeline assumes timely data availability, stakeholder access, and grant funding confirmation.
- Travel costs (two to three site visits anticipated) will be billed at cost separately from the fixed fee.
- Provider profiles and grant-ready language delivered early to support pending applications.
- Scope additions beyond this proposal will be documented and agreed in writing before work begins.
- This study produces an analysis and recommendations. It does not constitute legal, tax, or investment advice.

11.0 Next Step

This proposal is intended for Executive Director McMillan's review, for sharing with board bodies, and for use as supporting material for any grant applications. We suggest a 30-minute call at your convenience to revise and finalize the scope (if desired) and confirm the data request schedule. Thomas Moore will follow up within one week of your receipt of this proposal to coordinate.

Respectfully submitted,

Thomas Moore
Partner
Fitch & Associates
(404) 764-0986
tmoore@fitchassoc.com