

**RESOLUTION NO. 2022-146R**

**A RESOLUTION OF THE CITY COUNCIL OF THE CITY OF SAN MARCOS, TEXAS, APPROVING AWARD OF A CONTRACT TO WESTNET, INC. THROUGH THE HOUSTON GALVESTON AREA COUNCIL ("HGACBUY") PURCHASING COOPERATIVE FOR THE PURCHASE OF A FIRST-IN FIRE STATION ALERTING SYSTEM WITH AUTOMATED VOICE DISPATCH SYSTEM AND FIRE STATIONS FIRST-IN ALERTING SMART STATION SYSTEM IN AN AMOUNT NOT TO EXCEED \$645,554.44; AUTHORIZING THE CITY MANAGER OR HER DESIGNEE TO EXECUTE THE CONTRACT ON BEHALF OF THE CITY; AND DECLARING AN EFFECTIVE DATE.**

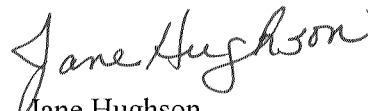
**BE IT RESOLVED BY THE CITY COUNCIL OF THE CITY OF SAN MARCOS, TEXAS:**

**PART 1.** A contract with. Westnet, Inc through Houston Galveston Area Council ("HGACBuy") Purchasing Cooperative Discount Contract No. EC07-20 for the purchase of a First-In Fire Station Alerting System with Automated Voice Dispatch System and Fire Stations First-In Alerting Smart Station System in an amount not to exceed \$645,554.44 is approved.


**PART 2.** The City Manager or her designee is authorized to execute the contract on behalf of the City.

**PART 3.** This resolution shall be in full force and effect immediately from and after its passage.

**ADOPTED** on July 5, 2022.

  
Jane Hughson  
Mayor

Attest:

  
Elizabeth Trevino  
Interim City Clerk

**WESTNET**

15542 Chemical Lane  
Huntington Beach, CA 92649  
Phone: 714-548-3500 Fax: 714-901-5610  
www.FirstInAlerting.com



## Quote: San Marcos Fire Department First-In Alerting Dispatch System - Revised 2

**To: Karl Kuhlman****From: Zulema Perez**

114 E. Hutchinson Street

San Marcos, TX 78666

(512)805-2663

### Summary

Total Amount:	<b>\$59,341.93</b>	Quote ID:	Q-02874-Z4T8 Revision: 2
Shipping Method:	Ground	Date:	3/15/2022
Payment Terms:	Net 30	Effective To:	6/14/2022
Description:	This is a quote for the First-In Alerting Dispatch System including installation and one year of technical support.		
Clarifying Comments:	<p>Quote assumes installation will occur while Westnet staff is onsite installing the Fire Station equipment. This quote is based upon installation occurring in 1 trip. If the station is not ready and additional trips are required, customer agrees to pay additional fees. Quote assumes installation will occur while Westnet staff is onsite for the Fire Station installation project. Customer is responsible for all network connectivity between dispatch and station, as well as the CAD interface if network activation is desired.</p> <p>The First-In Alerting Platform (FIAP) is a server-based framework that provides Dispatch with a variety of automatic and manual alerting options. The FIAP utilizes network alerting (IP), as well as radio. The FIAP can be expanded to include activation using paging, text/SMS messages and email messages to alert first responders both in and out of the station.</p> <p>The Radio Interface Controller (RIC) provides both automatic and manual activation of the fire station using wireless technology over the digital radio system. The alert information is automatically sent from the Computer Aided Dispatch system (CAD system) or the FIAP to the RIC, which transmits the information to the MCU. In the event the dispatch computer or network is down, the dispatcher uses the RIC's keypad to manually alert the station. Even in the manual backup mode, the RIC provides station and company-specific alerting.</p> <p>Quote was revised 5/27/2021 to update the effective to date and add HGAC pricing. Quote was revised 3/14/2022 to update the effective to date and pricing.</p> <p>Quote includes HGAC discount contract #EC07-20.</p>		

### Shipping Information

**Ship To:****Bill To:**

### Details

Product ID	Product	QTY	Price	Sub Total
FIAP-CLIENT-WS	First-In Alerting Workstation with Client Software	3.00	\$1,852.50	\$5,557.50
FIAP-CORE-5S-PKG	First-In Alerting Platform Core Station Alerting Software with up to 5 Station License Package	1.00	\$12,207.50	\$12,207.50
FIAP-CORE-SVR-SD	First-In Alerting Platform Standard Server	1.00	\$3,775.87	\$3,775.87
FRIC-LT	Radio Interface Controller (Lite) with 2 Keypads	1.00	\$15,078.40	\$15,078.40

**NOTES:**

1. In the event that taxes, other than sales tax apply to the purchase of this equipment, said taxes will be paid by the customer.
2. Quote is based on a properly working and installed CAD, radio system(s), station radio(s) and does not include costs for repair or modifications of the CAD, radio system(s), or station radio(s).
3. Any equipment drawings included with this quote are for quoting purposes only and are not to be used as working drawings unless such drawings are labeled "Installation Drawings". See attached Limited Warranty.

Equipment Total	\$36,619.27
Install Supplies	\$295.00
Total Tax ( %)	\$0.00
Shipping and Handling	\$1,364.77
FIAP Install, Commissioning, and Testing	\$11,310.00
FIAP Training	\$1,160.00
One Year Toll Free Technical Support	\$5,492.89
Project Coordination	\$1,850.00
Special Engineering Services	\$1,250.00
<b>Total Amount</b>	<b>\$59,341.93</b>

Manufacturer's warranties apply on all parts. First-In warranty is provided by Westnet and consists of one-year parts and labor. Warranty does not apply to damage resulting from outside agencies or extraneous circumstances. Installation labor for any other items is ninety days. This quote is based on the reasonable assumption that the fire station is prepared to accept the above listed parts and that any existing equipment involved with the fire station alarm be in good working order or that it will be prior to commencement of the First-In installation. Westnet has made reasonable attempts to verify that conditions are satisfactory such that installation may occur. However, should an occurrence arise where further parts, labor and/or engineering are required, the customer may be billed at the Purchase Order rate. Any additional parts, labor and/or engineering exceeding \$250 will have prior approval, unless otherwise specified by the customer prior to commencement.

***If payment is not received by 30 (thirty) days from the date of invoice, a late charge of 1.5% per month of the unpaid balance will be charged to that particular invoice.***

**WESTNET**

15542 Chemical Lane  
Huntington Beach, CA 92649  
Phone: 714-548-3500 Fax: 714-901-5610  
www.FirstInAlerting.com



## Quote: San Marcos Fire Department First-In Automated Voice Dispatch System Option Revised 2

**To: San Marcos Fire Department (TX)****From: Zulema Perez**

San Marcos Fire Department (TX)

100 Carlson Circle

Fire Administration Office

San Marcos, TX 78666

Contact:

### Summary

Total Amount:	<b>\$41,931.41</b>	Quote ID:	Q-07862-Y2T0 Revision: 2
Shipping Method:	Ground	Date:	3/15/2022
Payment Terms:	Net 30	Effective To:	6/3/2022

Description: This quote is for San Marcos Fire Department First-In Automated Voice Dispatch System Option including installation and technical support.

Clarifying Comments: The First-In Voice Dispatch (FIAVD) feature of the First-In Fire Station Alerting System provides the fire/rescue department and the dispatch center a quick, consistent means of providing automated, complete dispatch information to the responding emergency personnel. Management of FIAVD is performed by dispatch center personnel utilizing the First-In Voice Editor software. This software allows City personnel to edit the cadence and pronunciation of a particular word.

Quote assumes installation will occur while Westnet staff is onsite for the Fire Station install project. This quote is based upon installation occurring in 1 trip. If the station is not ready and additional trips are required, customer agrees to pay additional fees.

Quote does not include Davis Bacon, union or prevailing wages rates, customer is responsible if applicable. Quote does not include sales or use tax, customer is responsible for paying sales or use taxes if applicable. Payment terms are net 30 with payment milestones.

Quote was revised 9/3/2021 from 2/22/2021 to update pricing to reflect HGAC.  
Quote was revised 3/14/2022 to update the Effective To date.

Quote includes HGAC discount contract #EC07-20.

### Shipping Information

**Ship To:****Bill To:**

### Details

Product ID	Product	QTY	Price	Sub Total
FIAP-AVD	First-In Automated Voice Dispatch System	1.00	\$27,075.00	\$27,075.00
FIAP-AVD-EDT	First-In Automated Voice Dispatch Word Editor	1.00	\$3,082.75	\$3,082.75

**NOTES:**

1. In the event that taxes, other than sales tax apply to the purchase of this equipment, said taxes will be paid by the customer.
2. Quote is based on a properly working and installed CAD, radio system(s), station radio(s) and does not include costs for repair or modifications of the CAD, radio system(s), or station radio(s).
3. Any equipment drawings included with this quote are for quoting purposes only and are not to be used as working drawings unless such drawings are labeled "Installation Drawings". See attached Limited Warranty.

Equipment Total	\$30,157.75
Install Supplies	\$0.00
Total Tax ( %)	\$0.00
Shipping and Handling	\$195.00
FIAP Install, Commissioning, and Testing	\$4,785.00
FIAP Training	\$1,160.00
One Year Toll Free Technical Support	\$4,523.66
Project Coordination	\$1,110.00
<b>Total Amount</b>	<b>\$41,931.41</b>

Manufacturer's warranties apply on all parts. First-In warranty is provided by Westnet and consists of one-year parts and labor. Warranty does not apply to damage resulting from outside agencies or extraneous circumstances. Installation labor for any other items is ninety days. This quote is based on the reasonable assumption that the fire station is prepared to accept the above listed parts and that any existing equipment involved with the fire station alarm be in good working order or that it will be prior to commencement of the First-In installation. Westnet has made reasonable attempts to verify that conditions are satisfactory such that installation may occur. However, should an occurrence arise where further parts, labor and/or engineering are required, the customer may be billed at the Purchase Order rate. Any additional parts, labor and/or engineering exceeding \$250 will have prior approval, unless otherwise specified by the customer prior to commencement.

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Huntington Beach, CA 92649  
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## Quote: San Marcos Fire Stations 1, 2, 3, 4 and 5 First-In Alerting Smart Station System Estimate

**To: San Marcos Fire Department (TX)****From: Zulema Perez**

San Marcos Fire Department (TX)

100 Carlson Circle

Fire Administration Office

San Marcos, TX 78666

Contact:

### Summary

Total Amount:	<b>\$544,281.10</b>	Quote ID:	Q-08475-C2V3
Shipping Method:	Ground	Date:	4/7/2022
Payment Terms:	Net 30	Effective To:	7/4/2022
Description:	This Estimate is for San Marcos Fire Stations 1, 2, 3, 4 and 5 First-In Alerting Smart Station System including installation and technical support.		
Clarifying Comments:	This quote is based upon installation occurring in 1 trip. If the station is not ready and additional trips are required, customer agrees to pay additional fees. Customer is responsible for all network connectivity between dispatch and station, as well as the CAD interface if network activation is desired. Customer is responsible for having the radio, network equipment and power within 6 feet of the Master Control Unit. Quote does not include conduit of more than 20 feet, if required. Customer to provide VPN access to Westnet for remote adjustments and support.  Quote does not include Davis Bacon, union or prevailing wages rates, customer is responsible if applicable. Quote does not include sales or use tax, customer is responsible for paying sales or use taxes if applicable. Payment terms are net 30 with payment milestones. Quote includes HGAC discount contract #EC07-20.		

### Shipping Information

**Ship To:****Bill To:**

### Details

Product ID	Product	QTY	Price	Sub Total
2U-SLT-SH-KIT	2U Slotted Shelf - Kit	5.00	\$80.75	\$403.75
DLSP	MCU Data Line Surge Protector	5.00	\$90.25	\$451.25
DL-STROBE-BB	Dorm Light / Strobe Light Back Box - Kit	18.00	\$32.78	\$590.04
FIN-Eth-T10	Ethernet Data Activated First-In Type 10 MCU	5.00	\$9,021.15	\$45,105.75
FINISO4P	Radio Isolation Unit - Four Channel	5.00	\$789.45	\$3,947.25
FRMKIT-Dual	MCU and Radio Rack Mount Kit	5.00	\$184.25	\$921.25
SCR26-24VC5	Control Remote (each controls up to 8 functions)	5.00	\$1,117.15	\$5,585.75
SDBS1	Doorbell Button	4.00	\$213.75	\$855.00
SDRM38V-FM	Dorm Remote - Flush Mount Kit also required	39.00	\$853.34	\$33,280.26
SDRMKIT-TBD	Dorm Remote Mounting Kit - TBD	39.00	\$207.34	\$8,086.26
SHPA150-D	High Power Paging Audio Module (includes two speakers)	17.00	\$2,066.72	\$35,134.24
SPC28-HS-1K2PS	Power Module w/ Hub & Spoke Controller, UPS & Dual Power Supplies	4.00	\$1,873.40	\$7,493.60
SPC28-HSL-1K2PS	Power Module w/ Dual Mode, UPS & Dual Power Supplies	8.00	\$1,873.40	\$14,987.20
SPC750-2U	On-Line UPS 750 w/ Mounting Bracket	1.00	\$865.85	\$865.85

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Prepared by : Zulema Perez

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Product ID	Product	QTY	Price	Sub Total
SSAKB	Acknowledgement Button	8.00	\$213.75	\$1,710.00
SS-APU-1	Auxiliary Power Unit	4.00	\$375.00	\$1,500.00
SS-AST-LF	Alerting Strobe Light Fixture	18.00	\$213.75	\$3,847.50
SSAT	Satellight (driven off Satellight Controller)	39.00	\$280.25	\$10,929.75
SSATKIT-TBD	Satellight Mounting Kit - TBD	95.00	\$45.60	\$4,332.00
SSAT-M	Satellight Controller	58.00	\$569.98	\$33,058.84
SS-CISC-M	Company Indicator (Apparatus Bay) Medium 17.37 inch	9.00	\$783.75	\$7,053.75
SSETS	Emergency Button	8.00	\$213.75	\$1,710.00
SSMSW	Radio Monitor Switch	4.00	\$213.75	\$855.00
SS-OSA	Outside Speaker Audio Module (includes one speaker)	1.00	\$569.98	\$569.98
SS-SAIU-10-1RB	Appliance and Systems Interface Unit (Comes with 1 Reset Button)	4.00	\$1,828.75	\$7,315.00
SS-SLA-4L	Alerting Strobe Light Adaptor	5.00	\$90.25	\$451.25
SS-TIM-01	Telephone Interface Module	5.00	\$1,139.95	\$5,699.75
SS-TTMR-MDC	Turnout Timer - Dual Color (Medium-17.37 inch)	9.00	\$783.75	\$7,053.75
SVC-LIFT-FEE	Lift Service Fee	4.00	\$1,250.00	\$5,000.00

**NOTES:**

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Equipment Total	\$248,794.02
Install Supplies	\$13,230.00
Total Tax ( %)	\$0.00
Shipping and Handling	\$11,817.72
Station Equipment Install	\$215,847.60
One Year Toll Free Technical Support	\$39,091.76
Project Coordination	\$9,250.00
Special Engineering Services	\$6,250.00
<b>Total Amount</b>	<b>\$544,281.10</b>

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