

Purchasing Department
Madison County Board of Supervisors
146 West Center Street
Canton, Mississippi 39046

601-855-5503
hardy@madison-co.com

18 April 2013

District 1 Supervisor John Bell Crosby
District 2 Supervisor Ronny Lott
District 3 Supervisor Gerald Steen
District 4 Supervisor Karl Banks
District 5 Supervisor Paul Griffin

Subject: Declaration of Communications Laboratories as the sole source provider of EMnet equipment and software

Gentlemen:

The Mississippi Emergency Management Agency (MEMA) provided every county in the state with one Emergency Management Network (EMnet) communications device and associated software. EMnet is a secure satellite-based voice, emergency messaging, and notification system used statewide by MEMA and nationally by the federal government as part of the National Warning System (NAWAS).

Madison County Emergency Management Director Butch Hammack would like to purchase five additional EMnets. If purchased, the EMnets would be provided, one each, to the Sheriff's Department, Ridgeland PD, Madison PD, Canton PD, and Flora PD. The total price exclusive of shipping is \$6,415.

The EMnet is manufactured and sold exclusively by Communications Laboratories, Inc., located in Melbourne, Florida. The Mississippi Department of Information Technology declared EMnet a sole source item available only from Communications Laboratories for purposes of MEMA's purchase of 92 of the devices (see attached paperwork).

I concur with the state IT Department and recommend that the Board declare the EMnet and associated software a sole source item and authorize the purchase of five units.

Sincerely,


Hardy Crunk
Purchase Clerk

Hardy Crunk

From: Lynn Ainsworth <Lynn.Ainsworth@its.ms.gov>
Sent: Monday, April 15, 2013 10:43 AM
To: 'hardy@madison-co.com'
Subject: Comlabs Information from ITS
Attachments: 3rdFloor_130415_.PDF

Hardy,

I enjoyed speaking with you last week and have attached an image of information from our sole-source procurement on behalf of the Mississippi Emergency Management Agency for EMnet. This sole-source was approved in June 2012 for an amount of \$155,480.00 I would recommend that you consider these documents reference material, and request similar documents from Comlabs for Madison County.

Please respond, so that I know you have received this e-mail. If you need any further assistance, please let me know.

Sincerely,

Lynn

Lynn Ainsworth
Information Systems Services (ISS) Division Director
Mississippi Department of Information Technology Services
3771 Eastwood Drive
Jackson, Mississippi 39211
601.432.8150

www.its.ms.gov

www.ms.gov

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Effective Date 08/20/2012
 Expiration Date 08/19/2013
 Date Printed 08/21/2012
 Procurement Type SOLE SOURCE

CP-1 Acquisition Approval Form
 Dept. of Information Technology Services
 3771 Eastwood Dr.
 Jackson, MS 39211
 (601) 432-8000

CP-1 20120527
 Contract IT20120291

Acquisition Method: PURCHASE

This document is your authorization from ITS to purchase the following products and/or services from the vendor listed, at or below the prices itemized. If no vendor is listed, proceed according to ITS exemption instructions or instructions included on the Planned Purchase Approval Letter accompanying this CP-1. This procurement is contingent upon availability of funds and will not become final until the vendor has received your purchase order. Keep this form with your financial records as an audit trail of ITS procurement approval.

For additional information regarding the ITS Procurement Process and CP-1 Approval Documents, refer to the ITS Procurement Handbook, located at <http://www.its.state.ms.us/its/procman.nsf>. The following sections of the Procurement Handbook include information specifically related to CP-1 approvals: 009-025, 013-040, and 013-080.

If you need additional assistance regarding this CP-1, please contact the ITS Procurement Help Desk at 601-432-8168 or e-mail ishelp@its.state.ms.us.

721 Emergency Management Agency ATTN: Edward Williams #1 MEMA Drive Pearl, MS 39208	PLACE ORDER TO: V0002507100 COMMUNICATIONS LABORATORIES DBA: COMLABS, INC. 750 NORTH DRIVE MELBOURNE, FL 32934 MAKE PAYMENT TO: V0002507100 COMMUNICATIONS LABORATORIES DBA: COMLABS, INC. 750 NORTH DRIVE MELBOURNE, FL 32934
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MAX ANNUAL % INCREASE 0.00	CP1 LIFECYCLE LIMIT 155,480.00	NUMBER OF PAYMENTS 1
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EMnet is a secure, satellite-based voice, emergency messaging, and notification system designed for the emergency management community and other government agencies that would provide digital connectivity and enhanced connectivity to the existing National Alert and Warning System (NAWAS) system in Mississippi. Communications Laboratories, Inc. has certified that they are the sole source for all NAWAS terminals and bridge equipment. They also own the rights to the proprietary signaling software used by NAWAS.

APPROVED ITS DATE: 08/21/2012



PRODUCTS AND SERVICES PURCHASE DETAILS

QTY	PRODUCTS	EACH NET	EXTENDED NET
5	EMnet Package - VSAT 3W (Satellite Only)	3,280.00	16,400.00
5	EMnet Installation - VSAT	1,480.00	7,400.00
5	EMnet VSAT License Package 1 - 1 Year	948.00	4,740.00
1	Voice Manager Circuit Bridge	2,495.00	2,495.00
92	EMnet Voice Manager Package - USB Terminal	695.00	63,940.00
93	EMnet Voice Manager License - 1 Year	588.00	54,684.00
3	EMnet Voice Manager Package - USB Handset	490.00	1,470.00
1	Shipping and Handling	4,351.00	4,351.00

TOTAL

MAXIMUM

155,480.00

COMMODITY CODES - 6190200000, 6192100000, 6196100000, 6342100000

DISTRIBUTION TO

PRNO TAW00-39990-1	ATHY DIRECTOR APRV	REPLACEMENT NEW	RFP No(s)
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Comlabs

Communications Laboratories

Communications Laboratories, Inc.
750 North Drive
Melbourne, FL 32934

June 14, 2012
Quote JM06141201

To whom it may concern,

We appreciate your interest in our products and services. This letter is intended to provide rationale for non-competitive award and verify that Communications Laboratories, Inc. (Comlabs) is the sole source vendor and holder of all propriety rights for The Emergency Management Network (EMnet). This letter is also intended to verify that Communications Laboratories, Inc. has sole access to the NAWAS signaling protocols and holds a sole-source contracting for the maintenance, repair, and upgrading of NAWAS.

EMnet is a secure satellite-based voice, emergency messaging, and notification system designed for the emergency management community and other government agencies. There are currently over 2,500 sites across the United States and Canada that exist on the network today. These sites include all levels of the emergency management community from the DHS/FEMA Operations Center (FOC) and US Military to local fire departments, hospitals, and schools. EMnet provides direct access to all of these endpoints on a highly redundant satellite network that can work independently from terrestrial IP networks. EMnet software also provides the ability to monitor all weather, civil, and law enforcement EAS alerts on a single system. Units deployed in remote locations can monitor all inbound hazards via satellite to maintain maximum situational awareness. Satellite access to the EMnet data stream is included with Comlabs VSAT service at no additional cost. Communications Laboratories, Inc. (Comlabs) is the sole-source provider of the EMnet data stream and strictly prohibits redistribution and/or sale by resellers or third parties.

The National Warning System (NAWAS) is a special purpose party-line type telephone system that provides a voice communications capability suited for disseminating and sharing homeland security mission information between Federal, State, local government, law enforcement, and military organizations. Communications Laboratories, Inc. (Comlabs) is the sole source for all NAWAS terminals and bridge equipment. The company also owns all rights to the proprietary signaling software used by NAWAS.

Sincerely,

Roland Lussier

Roland Lussier
President and CEO

Office - 321-409-9898

www.comlabs.com

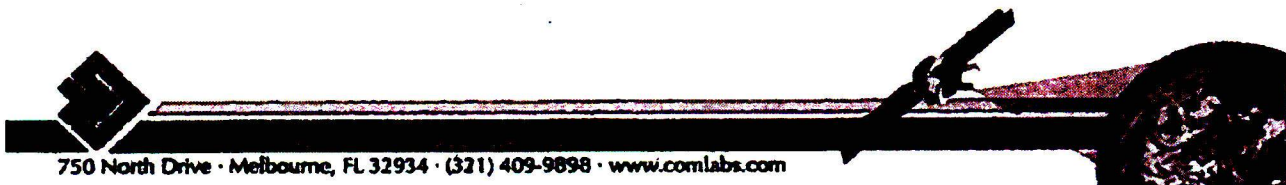
Fax - 321-409-9899

Revised



Account Name	Mississippi Emergency Management Agency	Quote Number	00000303
Contact Name	Susan Perkins	Created Date	6/20/2012
Phone	(801) 993-8875	Quote Expiration Date	9/14/2012
Fax	(801) 993-8800	Quote Name	JM08141201
Email	sperkins@memea.ms.gov		
Bill To Name	Mississippi Emergency Management Agency	Ship To Name	Mississippi Emergency Management Agency
Bill To	P.O. Box 8844 Pearl, Mississippi 38288 USA	Ship To	1 MEMA Drive Pearl, Mississippi 38288 USA
Prepared By	Jared Maynard	Phone	(321) 409-9898 x 306
E-mail	jmaynard@comlabs.com	Fax	(321) 409-9898

Item #	Description	Unit Price	Quantity	Total Price
EM1493-03	EMnet Package - VSAT SW (Satellite Only) Package includes a 1.2M satellite antenna, satellite LNB and SW BUC, non-penetrating roof mount, up to 200' of RG-11 coaxial cable with PVC jacket (non-plenum), and satellite modem. This equipment uses satellite and a local internet connection to communicate with the EMnet servers. Customer is required to provide a local internet connection, network cable, and crossover cable. Plenum cabling and other types of antenna mounts are available for an additional charge. EAS Originate software sold separately. License sold separately.	\$3,280.00	5.00	\$16,400.00
EM8401-02	EMnet Installation - VSAT Installation for VSAT satellite packages. Covers up to 8 hours of technician time. Return trips and additional technician hours will be charged to the customer at the current market rate.	\$1,480.00	5.00	\$7,400.00
EM4411-02	EMnet VSAT License Package 1 - 1 Year One (1) year EMnet VSAT license. Shared bandwidth package is limited to 64 Kbps by 128 Kbps. Supports all EMnet messaging capabilities. Also supports one (1) emergency backup phone line or EMnet Voice Manager circuit (must be purchased separately). EAS origination, web access, and video conferencing are not allowed.	\$948.00	5.00	\$4,740.00
EM2010-02	Voice Manager Circuit Bridge Bridge allows users to connect Voice Manager to state NAWAS circuits.	\$2,495.00	1.00	\$2,495.00
EM2003-02	EMnet Voice Manager Package - USB Terminal Package includes EMnet Voice Manager software and Model 432 USB PTT Terminal. Custom overlays are available for an additional charge. License sold separately.	\$695.00	92.00	\$63,940.00





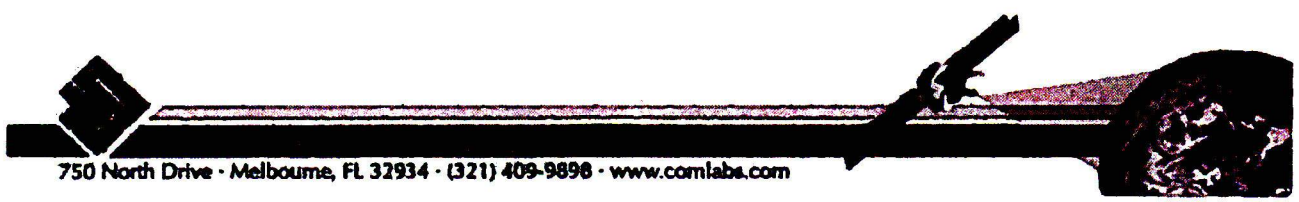
Comlabs

EM4511-02	EMnet Voice Manager License - 1 Year	One (1) year EMnet Voice Manager License. Use of this license is only allowed if a licensed version of EMnet messaging software is present on the same workstation. Supports one EMnet Voice Manager circuit. EMnet Voice Manager software must be purchased separately.	\$598.00	63.00	\$64,884.00
EM2002-02	EMnet Voice Manager Package - USB Handset	Package includes EMnet Voice Manager software and Model 42X USB PTT Handset. License sold separately.	\$460.00	3.00	\$1,470.00
EM4521-02	EMnet Voice Manager Alternate License - 1 Year	One (1) year EMnet Voice Manager Alternate License. Authorizes use of Voice Manager Software on one alternate workstation to support the primary system and/or serve as a backup. Each active Voice Manager license (primary) is allowed one free alternate license. Failure to maintain the primary license automatically voids the associated alternate license. Typical installations include laptops, local PCs, or Mobile Command Vehicles directly associated with the primary system. Software for the alternate workstation is not included and must be purchased separately.	\$0.00	3.00	\$0.00

Lead Time	60 Days	Subtotal	\$151,129.00
Terms	Net 30	Shipping and Handling	\$4,351.00
		Grand Total	\$155,480.00

State law is Net 45

Made the customer aware of this prior to CP-1 approval.





Comlabs

Communications Laboratories

Account Name	Madison County, MS Emergency Management Agency	Quote Number	0000604
Contact Name	Jennifer Taylor	Created Date	4/10/2013
Email	jennifer.taylor@madison-co.com	Quote Expiration Date	7/10/2013
		Quote Name	JM04101303
Bill To Name	Madison County, MS Emergency Management Agency	Ship To Name	Madison County, MS Emergency Management Agency
Bill To	125 West North Street Canton, Mississippi 39046 USA	Ship To	125 West North Street Canton, Mississippi 39046 USA
Prepared By	Jared Maynard	Phone	(321) 409-9898
E-mail	j.maynard@comlabs.com	Fax	(321) 409-9899

Product Code	Product	Product Description	Sales Price	Quantity	Total Price
EM2003-02	EMnet Voice Manager Package - USB Terminal	Package includes EMnet Voice Manager software and Model 432 USB PTT Terminal. Custom overlays are available for an additional charge. License sold separately.	\$695.00	5 4.00	\$2,780.00 \$3,475
EM4511-02	EMnet Voice Manager License - 1 Year	One (1) year EMnet Voice Manager License. Use of this license is only allowed if a licensed version of EMnet messaging software is present on the same workstation. Supports one EMnet Voice Manager circuit. EMnet Voice Manager software must be purchased separately.	\$588.00	5 4.00	\$2,952.00 \$2,940
Terms	Net 30	Subtotal	\$5,132.00		\$6,415⁰⁰
Lead Time	2 Weeks	Shipping and Handling	\$52.00		
		Grand Total	\$5,184.00		

Mad PD
Aid PD
Canton PD
SO
Flora PD

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