

September 2, 2016

City of Roseville
Information Technology Department
Attn: Karl Grover
401 Oak Street
Roseville, CA 95678

Re: 800 MHz Radio System Replacement RFP Response

Dear Mr. Grover:

In response to the City of Roseville's Request for Proposal for an 800 MHz Radio System Replacement, Zetron is pleased to offer our AcomNOVUS Advanced Communication Dispatch Console System for the Dispatch Console Subsystem category only. Zetron is a leading supplier of dispatch console systems with more than 36 years of experience designing, manufacturing, and supporting mission-critical communications systems and solutions around the world. The AcomNOVUS is a fully-digital end to end IP solution that represents the best value, next generation console dispatch technology for mission-critical applications. AcomNOVUS's sophisticated digital architecture integrates voice, I/O and data; to provide unmatched flexibility and ease of use when it comes to resource management, all combined on a scalable core.

Running over an industry standard IP network, the AcomNOVUS system can provide interfaces and control to both locally connected, as well as geographically remote resources. Using ultra reliable Commercial-Off-The Shelf (COTS) server technologies, the AcomNOVUS system provides a scalable solution for small to large integrated communication needs. Designed for mission-critical settings, the AcomNOVUS system can be configured for full local and/or geographic redundancy, guaranteeing the highest levels of system availability and reliability.

The City of Roseville will appreciate our capability of interfacing to both new and legacy wireless communications systems is second to none. The AcomNOVUS system is the 'Best in Class' solution for any public safety dispatch center and Zetron is excited to propose our AcomNOVUS Advanced Communication Console solution for this project.

Key AcomNOVUS attributes include:

Fully Redundant and Highly Resilient Console Subsystem – The AcomNOVUS core is based on commercial grade server technology. It utilizes a cluster arrangement with stacked switching equipment to provide a completely redundant solution that keeps your communications up and running reliably at all times. It is highly energy efficient, has a small footprint, and can be either centrally located or separated for geographical diversity.

P25 CSSI and ISSI Experience – "Redmond, WA, U.S.A., January 14, 2016 – Zetron, a leading provider of mission-critical communication solutions worldwide, announced that implementations of its Acom integrated dispatch system utilizing the TIA Project 25 (P25) Console Subsystem Interface (CSSI) have logged more than 5 million hours of successful operation at customer sites throughout North and South America and Australia. This far exceeds the performance of any other CSSI-based dispatch console solution currently available. Implementations of Acom utilizing the CSSI also perform successfully with P25 Phase II networks."

Industry Leading Customizable Graphical User Interface – Roseville Dispatchers will have the advantage of an "any function, any size, any resource, any appearance, any location" paradigm for designing and configuring a console interface screen to meet their specific dispatch needs and objectives.

Support for Remote and Mobile Operations - AcomNOVUS allows you to use a laptop or tablet PC with just a USB headset to set up remote, temporary, back-up, mobile, and training positions quickly and securely. And AcomNOVUS doesn't limit these operations to just a few channels the way other console solutions do. With AcomNOVUS, your mobile and remote operations have unlimited access to the full resource capabilities of the console system—and at a fraction of the cost of a fixed position.



What does this mean to you? Put simply, it means AcomNOVUS maximizes your control over the things that matter most to you. You and your team consult with Zetron engineers to define what you want your system to do: How your screens work, how your resources appear, and how your operations occur.

And as your operations evolve, so does AcomNOVUS. With its enterprise-class server architecture and high capacity, AcomNOVUS can be updated and expanded as the need arises without requiring expensive additional hardware. The bottom line: With AcomNOVUS's ability to deliver exactly what you need now and to also adapt with you over time, there's no question— AcomNOVUS is the best investment you can make in a dispatch system.

As directed in your RFP, Zetron will perform the services and adhere to the requirements described in this RFP, including: Addendum 1 dated 06/15/16, Addendum 2 dated 07/27/16, Addendum 3 dated 08/10/16, and Addendum 4 dated 08/22/16.

Additionally, the JVC Kenwood family of companies, which are represented in separate RFP responses by Zetron and EFJohnson, have extended proposals in 3 of the 4 categories within this RFP to the City of Roseville. If any 2 of the 3 categories within the RFP are awarded to a JVC Kenwood family company, JVC Kenwood will extend an additional 5% discount to your combined purchase.

As questions arise, please contact me (phone 602-499-4987, fax 425-820-7031, prime@zetron.com) at your convenience. The entire team at Zetron thanks you for your serious consideration of our solution for this very important project. We look forward to the next phase of this process.

Sincerely,

A handwritten signature in black ink, appearing to read "Mark W. Morgan". The signature is fluid and cursive, with a large, stylized "M" and "W".

Mark W. Morgan
System Sales Manager
Zetron, Inc.