



**NASPO ValuePoint Wireless Administration**

DATE: 4/7/2020

ATTN: Mr. Chris Jennings (CJ)  
 NASPO ValuePoint Contract Administrator

RE: NASPO ValuePoint Master Service Agreement #MA152 (the “Contract”) with Verizon Wireless (“Contractor”)

Dear Mr. Jennings:

**Action Requested:**

Contractor requests to add the product(s) and/or service(s) referenced in this document (collectively, the “Products”) to the Contract.

Action Log: X Verify Log is attached

**Product Overview:**

**Interoperability-as-a-Service enabled by Mutualink**

Improve crisis response through interoperable agency communications and sharing media between any device over any network using highly secure encryption and identity management.



**Cloud-based customer deployment**  
 Mutualink virtual gateways centralize application communication across devices for any network.

Benefits
<ul style="list-style-type: none"> <li>Accelerated penetration               <ul style="list-style-type: none"> <li>Compatible with any device and any network</li> </ul> </li> <li>Software-centric model               <ul style="list-style-type: none"> <li>Removing hardware dependencies; no external router or VPN needed</li> </ul> </li> <li>Operating expense model               <ul style="list-style-type: none"> <li>Annual subscription budgeting options</li> </ul> </li> <li>Easily deployment by customer               <ul style="list-style-type: none"> <li>Self deployment, no site visit required</li> </ul> </li> <li>Advanced security               <ul style="list-style-type: none"> <li>Security levels maintained through technology</li> </ul> </li> <li>Scalability               <ul style="list-style-type: none"> <li>Virtualized environment for supporting millions of devices</li> </ul> </li> </ul>

Why it matters
<ul style="list-style-type: none"> <li>Solve nationwide Land Mobile Radio (LMR) interoperability challenges</li> <li>Maintain interoperability for disparate voice (radio/phone systems/Push to Talk [PTT])/public address [PA]) and text and video (cameras, video management systems, smartphones, webcams, etc.)</li> <li>Bridge public agencies and private security</li> <li>Leverage existing infrastructure</li> <li>Generate community-wide situational awareness</li> <li>Accommodate geographically dispersed locations</li> </ul>



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## NASPO ValuePoint Wireless Administration

### Pricing Overview:

Interoperability			
Interoperability licenses are not eligible for any further discounts.			
Software Sku's			
Sku	Sku Description	Pricing Frequency	Price
U960-985-005-GOV	Public Safety IWS Edge Clients <sup>1</sup>	Monthly	\$139.95
U960-991-001-GOV	Public Safety Multimedia PTT Clients <sup>2</sup>	Monthly	\$7.95
U960-610-001-GOV	Public Safety Radio Gateway Interconnection <sup>3</sup>	Monthly	\$39.95
U960-240-001-GOV	Public Safety Video Gateway Interconnection <sup>4</sup>	Monthly	\$36.95
U960-260-001-GOV	Public Safety Telephone Interconnection <sup>5</sup>	Monthly	\$19.98
U961-985-001-GOV	Public Safety Soft Panic SW <sup>6</sup>	Monthly	\$112.50
Hardware Sku's One time charge			
Sku	Sku Description	Pricing Frequency	Price
U980-100-001	All Network provisioning	One time	\$795.00
U990-800-001	All Staging Testing	One time	\$300.00
U500-614-001	4 PORT HW RADIO GATEWAY	One Time	\$3,000.00
U500-612-001	2 PORT HW RADIO GATEWAY	One Time	\$2,400.00
U500-610-001	1 PORT HW RADIO GATEWAY	One Time	\$1,995.00
M840-475	VIDEO STREAMING DEVICE	One Time	\$2,100.00
M400-351	SMART CABLE FOR VIDEO SCARPING	One Time	\$399.00
<p><b>Note:</b> Coverage includes the Verizon Wireless 4G network only. Usage outside of the United States will be billed at the international travel feature rate, if applicable, or pay as you go pricing, which can be found at <a href="http://www.verizonwireless.com/international">www.verizonwireless.com/international</a>. Lines activating on these plans must be on 4G HD voice-capable smartphones.</p>			



## NASPO ValuePoint Wireless Administration

Mutualink solution provides the interoperability required when an active incident occurs (robbery, shooting etc.), and there is a need for different public safety agencies, schools, or commercial establishments to work together. Specifically allow all parties to exchange video, files (e.g. floor plans), messages, in addition to instant Push To Talk for voice communication.

Interoperability – Mutualink solution improves collaboration (Audio, Video, Data) during emergencies in real-time. Overcome silos by enabling you to share information, between first responders, schools, and private security personnel, when you need it.

1. IWS Edge Client – Has a way of allowing drag and drop of participants and creating an active incident. Sharing audio/video data.
2. Multimedia PTT Client – Group communication to share audio/video data.
3. Radio Gateway Interconnection – Monthly charge for connecting the radio gateway to the hosted solution
4. Video Gateway Interconnection - Monthly charge for connecting the radio gateway to the hosted solution
5. Telephone Interconnection - Monthly charge for connecting the radio gateway to the hosted solution (Wireline)
6. Soft Panic SW – Allows customer to create an incident with predefined participants automatically

**\*\* The above Sku's are mutually exclusive from one another. They cannot be used on the same MDN at the same time\*\***

### APPROVAL:

Upon signature, NASPO ValuePoint approves the addition of the product(s) and/or service(s) referenced herein to the Contract.

Upon signature, Contractor assures that all product(s) and/or service(s) referenced herein meet the terms and conditions of the Contract and understands that NASPO ValuePoint reserves the right to audit Contractor for compliance in accordance with the terms and conditions of the Contract. NASPO ValuePoint also reserves the right (a) to request additional information with respect to the product(s) and/or service(s) throughout the life of the Contract if in the best interest of NASPO ValuePoint.

Contract Vendor:

BY: \_\_\_\_\_

NAME: Doug Robertson

Date



**NASPO ValuePoint Wireless Administration**

TITLE: AD Government CMT

DATE: 4/01/2020

NASPO ValuePoint

BY: \_\_\_\_\_

NAME: \_\_\_\_\_

TITLE: \_\_\_\_\_

DATE: \_\_\_\_\_

