

# **Exhibit “A”**

## **Executive Summary**

**February 19, 2010**

In 1993 the Township purchased a four channel single site 800 MHz public safety network utilizing GE Mobile Communications (now Harris RF Corp) EDACS trunking format. When first installed network supported approximately 500 users. The network was installed by Eastern Communications and Eastern Communications has been the sole maintenance provider for the network from the first installation to the present time.

Much has changed in the time since 1993 in the areas of technology and interoperability. Additionally the number of users has grown to more than 750 which created a circumstance of the network being loaded beyond its capacity. A significant action was taken by the FCC in 2004 which required Sprint Nextel to relocate to another portion of the 800 MHz spectrum. This Sprint Nextel relocation resulted in the Township receiving at no cost to the Township all new mobile and portable radios which are capable of being programmed to operate in future formats. This FCC mandated relocation also resulted in additional 800 MHz channels becoming available of which the Township was able to secure and license two additional channels to alleviate the over loading.

### **The challenges facing the Township:**

- Bring the network up to the current level of technology while maintaining legacy elements critical to the network's operation.
- Expand the interoperability capability to reflect the post 9/11 requirements which include P25.
- Utilized the additional radio channels to relieve network congestion and address areas of poor coverage.
- Prepare the network to accept future technologies, future formats and future interoperability requirements. The Township could never be an "island" i.e. cut off from access to future State, Regional or County networks which may employ the P25 over the air standard.
- Build a network infrastructure which is capable of matching the increased capability of the new mobile and portables delivered as a result of the Sprint Nextel relocation.
- Accomplish this modernization seamlessly with no interruption to the Township's day to day operations.

Several alternatives were explored to address the challenges list above which included:

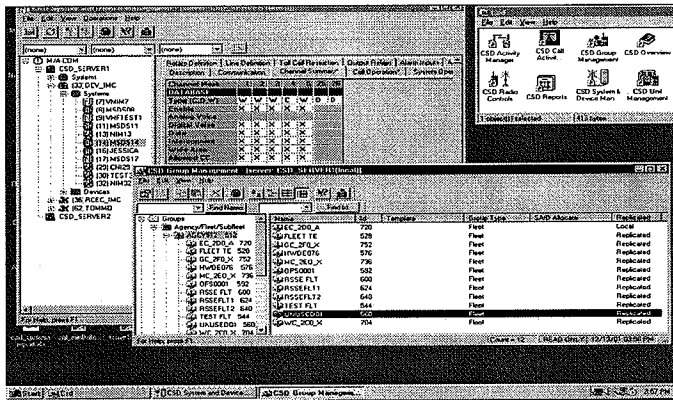
- Expand the current four site single site network to six channels; replace an aging dispatch console with an IP based console and replace an out of date System Manager.
- Expand the current system to a single site five channel network employing P25, replacing the console and system manager upgrading the mobile and portables to P25 and using the sixth channel for a “drop in” site to solve coverage problems.
- The same configuration as noted above in the standard EDACS format which would not require upgrading the mobiles and portables.
- Expand the network to a two site five channel EDACS simulcast network a new IP based console and an new system manager.

The proposal which follows essentially combines the best elements of the alternatives which were studied to produce a two site five channel simulcast network utilizing the legacy EDACS format and various legacy components which when added to the new IP based components produces a network which addresses the challenges noted above. A key element is the introduction of Harris RF Corp's VIDA (Voice/Interoperability/Data/Access) Switch. The VIDA switch “future proofs” the network by providing a path to P25 and allows the Township via an ISSI (Inter Sub System Interface) to operate with any other P25 network (State, Regional or County). The configuration also holds in reserve one 800 MHz channel to address an area of special coverage consideration should it be required in the future.

Eastern Communications' expertise in the installation of simulcast networks assures the Township that the installation will allow a seamless transition to the upgraded network with no interruption in service.

## A. System Components

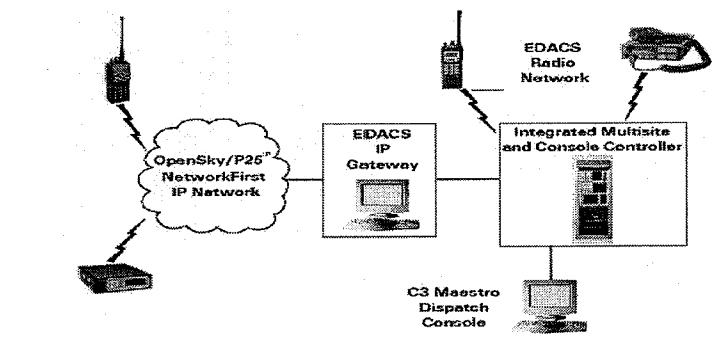
### 1. Communications System Director



- The system management tool for EDACS and ProVoice systems
- Enhances productivity and provides a user-friendly work environment
- Allows easy manipulation of a large database of users and talk groups

### 2. EDACS IP Gateway

#### The Enhanced Digital Access Communications System (EDACS) IP Gateway

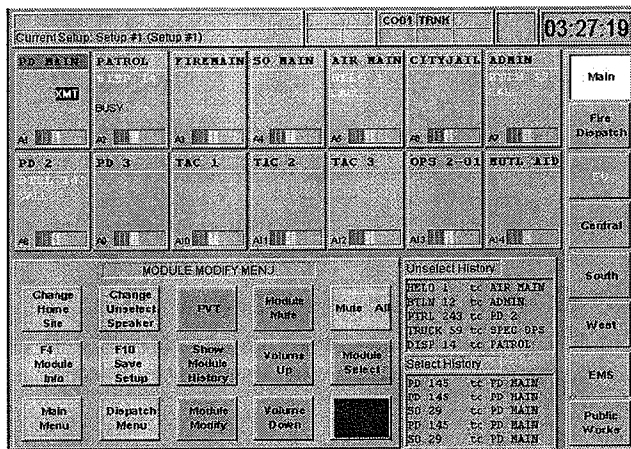


- Connects the EDACS network to an OpenSky®, NetworkFirst™, P25IP or EDACSIP network
- Supports primary dispatch operations between networks
- Allows existing EDACS customers to smoothly migrate to a

## VIDA system

### 3. Dispatch Console

#### The C3 Maestro IP Dispatch Console



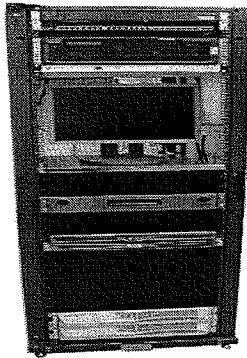
- Facilitates dispatch communications with complete control
- Allows users to configure their working environment to meet Specific Needs
- Uses Internet Protocol (IP) technology to connect directly from the Dispatch Position to Harris IP networks

### 4. Two Site Five Channel GPS Simulcast Network

- Current generation digital GPS synchronize Transmit & Receive Equipment
- Provide seamless coverage in designated areas
- Equipment is upgradeable to full digital P25 trunked simulcast Interoperable system configuration



## 5. VIDA Switch



- VIDA technology provides switching and console integration for EDACS, P25 and Conventional radio systems
- Vida integrates external systems and additional gateways by IP Network connections
- Vida can be upgraded to P25 ISSI regional Switching

## B. Installation

Eastern Communications will take total responsibility for the complete installation, staging and integration of all equipment proposed except as clarified in Section E.

## C. Warranty

All equipment proposed will be covered by a 24 month warranty which includes all parts and labor. All warranty services will be performed by Eastern Communications. Eastern Communications is currently providing maintenance service on the Township's mobiles, portables and other legacy devices which will not be replaced or upgraded as part of the offering. Eastern Communications will provide the cost of adding the proposed equipment to the Township's current maintenance contract for a period of three (3) to five (5) years beyond the warranty period as a separate quotation.

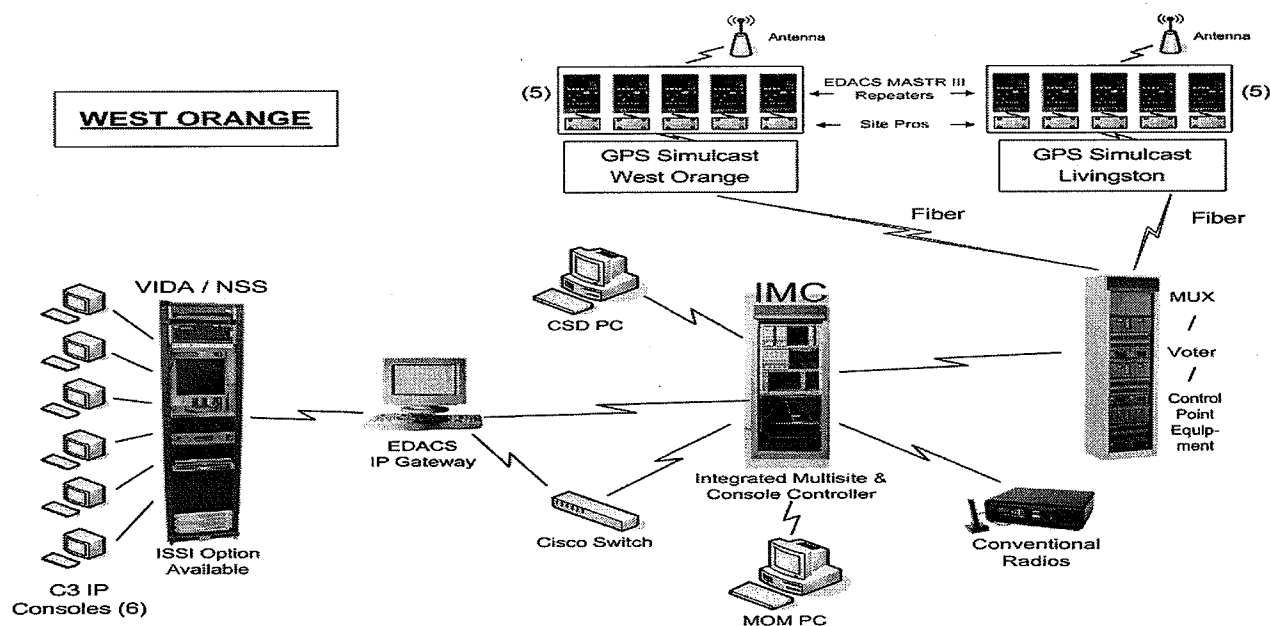
The Township is currently paying \$9052.00 per month for maintenance on the fixed end and the current number of mobiles and portables. Of that number \$4500.00 is allocated to the fixed end.

The additional site and associated equipment will increase the fixed end number to \$8300.00 which will increase the monthly amount to \$12,852.00 for year three (3). The monthly maintenance amount for years four (4) and five (5) will be negotiated at the end of year three (3). This is based on the current number of mobiles and portables. As mobiles, portables and control stations are added the number will be adjusted to reflect those changes.

A summary based on current quantities:

Year three monthly: \$12,852.00

## D. System Block Diagram



## **E. Site Development-Livingston Water Tank**

**Eastern Communications clarifies the site development for the second site located at a Water Tank in Livingston Township as follows:**

**Eastern will provide:**

**All antennas and coax cable  
All combiners and RF filters with installation  
All equipment for GPS Simulcast with installation  
All transmission lines and associated hardware**

**Eastern will not provide:**

**The shelter and associated concrete foundation  
Shelter grounding system  
Power system, generator and battery back up  
Grounding and lightning arrestors  
Leased line T1 backhaul circuits  
Installation of antennas, cable or mounting hardware on the water tank**

## **F. Summary of Pricing**

**1. A Communications System Director (CSD) with installation = \$91,472.00. A special offer has previously been made regarding the CSD which is attached and is made a part of this quotation. As the Township will continue to use the existing IMC, the CSD will be required. This section is unchanged from previous proposal.**

**2. An EDACS IP Gateway which will be used to connect the console to the various legacy equipment (IMC and CSD) into the network with installation = \$36,420.00. This section is unchanged from previous proposal.**

**3. Six position C-3 Maestro console with installation = \$356,792.00. This section remains unchanged.**

**4. A complete network upgrade from the current single site four (4) channel EDACS to a two (2) site five (5) channel GPS simulcast network inclusive of new site controllers, a new antenna system (equipment only) at the Livingston Water Tank with installation as noted below = \$1,197,104.00. Please note that the four (4) existing Mastr III stations will not be field modified, thus a trade in of \$32,000.00 is noted in the price calculations below.**

**The prices quoted above do not include a shelter, generator or other site development costs i.e. grounding, electrical service and antenna installation at the Livingston Water Tank. GPS simulcast operates most efficiently using a leased T1 circuit. A T1 circuit also represents the most cost effective method of achieving connectivity between the two RF sites. The Township will lease the T1 circuits.**

**5. A VIDA switch with installation = \$118,080.00. This is switch expandable and will be required to support the console, multi-site and future ISSI applications. The switch has been upgraded from P25 capable to P25 programmable.**

**6. In order to address a concern of the Township, Eastern Communications will amend its offer to include the software to upgrade all the Township's P25 capable mobiles and portables to P25 during the initial installation phase of the project. Additionally, Eastern Communications will provide at no cost to the Township a P25 interoperability upgrade package which will provide for as many as three (3) P25 Phase I 800 MHz transmissions simultaneously, (such that police, fire and public works can inter operate at the same time). This will allow the Township to communicate with any future State, Regional, County or Municipal P25 network with out regard to vendor. These items will be installed with the network. This addition will future proof the Township's network at no additional cost.**

**Sub Total = \$1,799,716.00  
Less Trade in = (\$32,000.00)  
Less Special West Orange Discount = (\$267,716.00)  
Total = \$1,500,000.00**

**Special Terms and Conditions:**

- 1. Payment terms: net 30 days items as delivered**
- 2. A firm purchase order must be issued to Eastern Communications no later than February 28, 2010**

## **G: Sample Contract**

**STANDARD**

**SYSTEM PURCHASE**