

EMERGENCY ITEM

AGENDA
ITEM

20



CITY COUNCIL
AGENDA STAFF REPORT

DATE: 5/15/2024
TO: Mayor and City Council
APPROVED BY: Esperanza Colio Warren, City Manager [Signature]
REVIEWD BY: Sandy Fonseca, Finance [Signature SF]
PREPARED BY: Matthew Bush, Calexico Fire Department Acting Chief [Signature MB]

SUBJECT: Budget amendment resolution of funds. Authorize remaining funding for proposed joint effort project between the City of Calexico and the Calexico Firefighter Association Health and Wellness Program. Funding used to acquire and install Fire Station #1 heart saver and room remote tone out alerting system. If the city agrees to share the cost of the needed system, the Calexico Firefighter Association will donate equipment.

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Recommendation:

Authorize ARPA funds for remaining portion of the proposed joint effort project between the City of Calexico and the Calexico Firefighter Association Health and Wellness Program. Funding used to acquire and install Fire Station #1 heart saver and room remote tone out alerting system. If the city agrees to share the cost of the needed system, the Calexico Firefighter Association will donate equipment.

Background:

The Calexico Firefighter Association is requesting a joint funded effort with the City of Calexico in updating the Fire Station #1 alerting and tone out system. The Calexico Firefighter Association’s Health and Wellness Program received a grant to improve the mental and physical wellness of the Calexico Firefighters. The objective is to update the 30 year old current tone out system and method that alerts the crew for 911 emergencies. The method and frequency in which firefighters are alerted, especially at night, have been linked to multiple health issues including: cardiac issues, mental/physical recovery insufficiencies due to not reaching R.E.M. sleep and others. Multiple Calexico firefighters have been seen for chest pain and cardiac dysrhythmias. R.E.M sleep is vital in emotional processing recovery that is much needed in this line of work. Ascending tones with a lighting system build from soft to loud tone outs instead of a loud initial tone that shocks the heart. Build up of these effects over a long career often leads to higher incidents in heart attacks and stroke among other issues. Heart

saver ascending tones and room remote systems have been designed to significantly decrease these negative physical and mental effects that dated tone out system we have. Calexico Fire Department Station #1 is the busiest station in all of Imperial County and all units are currently responding out of station 1. All 9 or 10 on duty personnel wake up to every single tone out when only 2 personnel are responding. Emergency wake ups at night can vary from 0-8 calls after midnight. With overtime required due to low staffing levels, the crews fatigue has been accumulating for many years. This system is also the first step into upgrading the dispatch alerting system to an IP or internet base system which is now the industry standard. Internet based systems decrease response times to citizens, ensure dispatch info delivery to field personnel and improve ISO ratings for the city. If we can increase the physical and mental soundness of our firefighters, we can improve the emergent services that are provided to the Citizens of Calexico and that of all of Imperial Valley through mutual aid responses. The Calexico Fire Association will donate equipment for the station #1 tone out system if the city agrees to cost share for the remaining balance.

Discussion and Analysis:

Purchasing Station #1 alerting system is the first step in a multi steps project to update Calexico Fire Department Dispatching Alerting System (Station 1, Station 2 and dispatch software/equipment). First step is to complete Station #1 update with association/city funding before grant expires June 30th, step #2 is to acquire funding for Station #2 equipment with installation and step #3 complete fire department side of IP based system in Calexico Dispatch with upcoming dispatch assessment.

Fiscal Impact:

Company recommended to supply equipment is Westnet located in Orange County. Total cost for equipment (core, heart saver tones, room remotes and lighting system) with installation for Calexico Fire Station #1 is \$48,972.41. The Calexico Firefighter Association will donate \$22,500 towards equipment if the city agrees to the remainder of \$26,472.41.

Fiscal Impact:

Revenue	
Fund No. 255-91-907-56000-005 – Fire Ambulance Repair	\$26,472.41
Total	\$26,472.41

Expenditure	
Fund No. 255-91-907-56000-012 – Fire Heart Saver and room remote tone out alerting system	\$26,472.41
Total	\$26,472.41

Coordinated With:

Josh Paddock, Calexico Firefighter Association.

Attachment(s):



BUDGET AMENDMENT RESOLUTION NO. 2024-____
 BUDGET AMENDMENT RESOLUTION OF THE CITY COUNCIL
 OF THE CITY OF CALEXICO AUTHORIZING AN AMENDMENT
 TO THE FINAL BUDGET FOR FISCAL YEAR 2023-2024

WHEREAS, the Final Budget for Fiscal Year 2023-2024 was adopted by Resolution No. 2023 - 39 of the City Council on June 22, 2023; and

WHEREAS, the City Council has authorized the amendment of the Final Budget, in accordance with proper governmental accounting and financial reporting practices; and

NOW THEREFORE, the City Council of the City of Calexico hereby resolves and authorizes the following action(s)

AMENDMENTS TO ADOPTED BUDGET:

1) Record Revenue Estimates(s)

Fund No.	Department	Division	Account	Sub-Account	Amount
Total					\$ -

2) Record Appropriation(s)

Fund No.	Department	Division	Account	Sub-Account	Amount
Total					\$ -

3) Record Transfer of Funds:

FROM:

Fund No.	Department	Division	Account	Sub-Account	Amount
255	91	907	56000	005	\$26,472.41
Total					\$ 26,472.41

TO:

Fund No.	Department	Division	Account	Sub-Account	Amount
255	91	907	56000	012	\$ 26,472.41
					\$ -
Total					\$ 26,472.41

5) Purpose of Budget Amendment:

Request that the City Council approve the Budget Resolution allocation of \$26,472.41 from Fund 255 - American Rescue Plan Act (ARPA) to acquire and install Fire Station No. 1 heart saver and room remote tone out alerting system

PASSED, APPROVED AND ADOPTED by the City Council of the City of Calexico at the regular meeting this 15th day of May, 2024.

Gloria G Romo, Mayor

ATTEST:

VERONICA L. ALVARADO, City Clerk

APPROVED AS TO FORMS;

CARLOS CAMPOS, City Attorney

STATE OF CALIFORNIA)
CITY OF CALEXICO) ss.
COUNTY OF IMPERIAL)

I, Veronica Alvarado, City Clerk of the City of Calexico, do hereby certify under the penalty of perjury, that the foregoing Resolution No. 2023-____, was duly adopted by the City Council at their regular meeting of said City Council held on the 22nd day of November, 2023 by the following votes:

AYES:

NOES:

ABSTAIN:

ABSENT:

VERONICA L. ALVARADO, City Clerk
City of Calexico



WESTNET

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



Quote: Calexico Fire Station #1 First-In Alerting System Revised 3

To: Josh Paddock

From: Zulema Perez

760-705-7322

Summary

Total Amount: **\$48,972.41** Quote ID: Q-09138-X9X4 Revision: 3

Shipping Method: Ground Date: 4/24/2024

Payment Terms: Net 30 Effective To: 7/23/2024

Description: This quote is for Calexico Fire Station #1 First-In Alerting 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, the customer agrees to pay additional fees. The customer is responsible for all network connectivity between dispatch and station, as well as the CAD interface if network activation is desired. The customer is responsible for having the radio, network equipment, and power within 6 feet of the Master Control Unit. The quote does not include conduit of more than 20 feet if required. A Customer are to provide VPN access to Westnet for remote adjustments and support.

The quote includes prevailing wage rate. The customer is responsible for the difference in sales and use tax if applicable. If tax exempt please email the tax exempt form to accounting@westnet-inc.com. Payment terms are net 30 with payment milestones. The quote does not include permits or bonds. The quote includes Sourcewell discount pricing under contract #042021-WNT.

The quote was revised 1/19/2024 to update effective to date and pricing to include Sourcewell discount pricing under contract #042021-WNT.

The quote was revised 4/4/2024 to update the effective to date and pricing.

The quote was revised 4/23/2024 to add 1 Satellight Controller, 4 Satellights, 5 Satellight Mounting Kits, 1 Company Indicator, and 1 Lighting Control Module.

Shipping Information

Ship To:

Bill To:

Details

Product ID	Product	QTY	Price	Sub Total
2U-SLT-SH-KIT	2U Slotted Shelf - Kit	1.00	\$80.75	\$80.75
DLSP	MCU Data Line Surge Protector	1.00	\$90.25	\$90.25
FIN-Eth-T10	Ethernet Data Activated First-In Type 10 MCU	1.00	\$9,021.15	\$9,021.15
FINISO4P	Radio Isolation Unit - Four Channel	1.00	\$789.45	\$789.45
FRMKIT-Dual	MCU and Radio Rack Mount Kit	1.00	\$184.25	\$184.25
RK-WM-1U	Wire Management - 1 Unit - Kit	1.00	\$61.75	\$61.75
SCR26-24VC5	Control Remote (each controls up to 8 functions)	1.00	\$1,117.15	\$1,117.15
SDRM38V-FM	Dorm Remote - Flush Mount Kit also required	8.00	\$853.34	\$6,826.72
SDRMKIT-TBD	Dorm Remote Mounting Kit - TBD	8.00	\$207.34	\$1,658.72
SPC28-HS-1K2PS	Power Module w/ Hub & Spoke Controller, UPS & Dual Power Supplies	1.00	\$1,873.40	\$1,873.40
SSAT	Satellight (driven off Satellight Controller)	4.00	\$280.25	\$1,121.00
SSATKIT-TBD	Satellight Mounting Kit - TBD	5.00	\$45.60	\$228.00
SSAT-M	Satellight Controller	1.00	\$569.98	\$569.98
SS-CI5C-M	Company Indicator (Apparatus Bay) Medium 17.37 Inch	1.00	\$783.75	\$783.75

4/24/2024 2:45:20 PM

Prepared by : Zulema Perez

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Product ID	Product	QTY	Price	Sub Total
SS-MLC	Lighting Controller Module (max 4)	1.00	\$675.00	\$675.00

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	\$25,081.32
Install Supplies	\$900.00
Total Tax (8.250 %)	\$2,143.46
Shipping and Handling	\$95.00
Station Equipment Install	\$16,375.00
FIAP Install, Commissioning, and Testing	\$0.00
FIAP Training	\$0.00
One Year Toll Free Technical Support	\$2,517.63
Project Coordination	\$1,110.00
Special Engineering Services	\$750.00
Total Amount	\$48,972.41

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.

US DIGITAL DESIGNS

1835 E. Sixth St. Suite #27
 Tempe, Arizona 85281
 877-551-8733 tel 480-290-7892 fax

QUOTE

DATE: 2/23/24
 Expires: 5/23/24

Quote SUBMITTED TO:
 Calexico, California
 Calexico Fire Department

REF PROPOSAL
CA CLX0002 v1 STATION-LEVEL

STATION 01

Based from USDD G2 Fire Station Alerting System Design Drawing # USDD.CA CLXO.ALL STATIONS.FSA.2023.05.25.pdf

STATION SYSTEM LICENSES									
Item	Unit	Mfr	Qty	Description	Part No.	US List Unit	QUOTE UNIT	QUOTE EXT	
SL1	Ea	USDD	1	G2 VOICEALERT - Single Station License.	VA	\$ 1,030.00	\$ 927.00	\$ 927.00	
SL2	Ea/Yr	USDD	24	G2 MOBILE FSAS APP - Single Device License. Up to 24 Licenses-Per-ATX are offered at \$0.00 cost each as long as system is currently under warranty or elected recurring annual support coverage. See 'Mobile' Section for more detail.	G2-APP-DLI	\$ 108.00	\$ 97.20		N/A - Included

STATION SYSTEM CONTROLLER									
Item	Unit	Mfr	Qty	Description	Part No.	US List Unit	QUOTE UNIT	QUOTE EXT	
SC1	Kit	USDD	1	G2 ATX STATION CONTROLLER - Power/Signal/Control up to 8 peripheral Remote Options. 4 Unique Amps/Zones available.	ATX	\$ 21,750.00	\$ 19,575.00	\$ 19,575.00	
SC2	Kit	USDD	0	G2 EXPANSION KIT - Allows ability to Power/Signal/Control up to 12 more peripheral Remote options per EXP.	EXP	\$ 7,325.00	\$ 6,592.50	\$ -	
SC3a	Kit	USDD	0	Rack Mount Ears for ATX or EXP	ATX-E	\$ 64.00	\$ 57.60	\$ -	
SC3b	Kit	USDD	0	Base Plate for ATX or EXP	ATX-P	\$ 64.00	\$ 57.60	\$ -	
SC4a	Ea	TBD	1	ATX UPS, Standard	UPS-STD	\$ 923.00	\$ 830.70	\$ 830.70	
SC4b	Ea	TBD	1	Shelf/Bracket, Wall-Mount for UPS	UPS-WMB	\$ 65.00	\$ 58.50	\$ 58.50	

STATION SYSTEM PERIPHERAL COMPONENTS									
Item	Unit	Mfr	Qty	Description	Part No.	US List Unit	QUOTE UNIT	QUOTE EXT	
SP1a	Ea	TBD	1	Audio Amplifier, External, Standard	AMP	\$ 987.00	\$ 888.30	\$ 888.30	
SP1b	Ea	TBD	1	Shelf, Under Table or Wall Mount, for 1U 1/2 Rack	AMP-S	\$ 76.00	\$ 68.40	\$ 68.40	
SP2	Ea	USDD	1	G2 COLOR INDICATOR REMOTE Module - Up to 8 unique colors	CIR	\$ 825.00	\$ 742.50	\$ 742.50	
SP3a	Ea	USDD	1	G2 HDTV REMOTE Module (TV & Electrical Outlet by Others: C.E.C. control subject to TV ability)	TVR	\$ 975.00	\$ 877.50	\$ 877.50	
SP3b	Ea	TBD	0	Flat Panel Monitor / Smart HDTV 40-43" (Electrical Outlet/Provision By Others: C.E.C. control subject to TV ability)	FP-43	\$ 1,100.00	\$ 990.00	\$ -	
SP3c	Ea	TBD	0	Flat Panel/TV Mount - Universal 23"-46" Tilt	FPM-U	\$ 115.00	\$ 103.50	\$ -	
SP4	Ea	USDD	0	G2 I/O REMOTE Module w/ 8 In & 8 Out	IOR	\$ 1,375.00	\$ 1,237.50	\$ -	
SP5	Ea	USDD	0	Push Button, Standard (Black)	PB-B	\$ 110.00	\$ 99.00	\$ -	
SP6	Ea	USDD	1	Push Button, Emergency (Red)	PB-R	\$ 110.00	\$ 99.00	\$ 99.00	
SP7	Ea	USDD	2	G2 MESSAGE REMOTE 2 Module	MR2	\$ 1,425.00	\$ 1,282.50	\$ 2,565.00	

SP8a	Ea	USDD	0	G2 MESSAGE SIGN (Digital LED) MINI GammaSign / 12" Active Screen Width / Turn Out Timing ONLY	MS-G-M	\$ 915.00	\$ 823.50	\$ -	
SP8b	Ea	USDD	7	G2 MESSAGE SIGN (Digital LED) STANDARD GammaSign / 24" Active Screen Width	MS-G-S	\$ 1,050.00	\$ 945.00	\$ 6,615.00	
SP8c	Ea	USDD	0	G2 MESSAGE SIGN (Digital LED) EXTENDED GammaSign / 36" Active Screen Width	MS-G-E	\$ 1,575.00	\$ 1,417.50	\$ -	
SP9a	Ea	USDD	0	MS-G Adapter Plate, SINGLE, VESA 100, 100 (1) MS-G-Scor-E to any standard mount with VESA 100 hole patterns (mount not included)	MS-AP-S	\$ 55.00	\$ 49.50	\$ -	
SP9b	Ea	USDD	2	MS-G Adapter Plate, DOUBLE, VESA 100, 100 (2) MS-G-Scor-E to any standard mount with VESA 100 hole patterns (mount not included)	MS-AP-D	\$ 65.00	\$ 58.50	\$ 117.00	
SP9c	Ea	USDD	0	MS-G Hanger Kit. Hangs single or double (back-to-back) Message Signs (Gamma Version) from Ceiling. Includes both suspended ceiling T-Bar Scissor Clips and Hard-Pan Flange Mounts.	MS-HK	\$ 110.00	\$ 99.00	\$ -	
SP9d	Ea	TBD	2	MS Mount - Articulating, Long reach	MS-MNT-ART-L	\$ 325.00	\$ 292.50	\$ 585.00	
SP10a	Ea	USDD	1	G2 ROOM REMOTE 2 Module	RR2	\$ 2,025.00	\$ 1,822.50	\$ 1,822.50	
SP10b	Ea	USDD	0	RR2 Adapter Plate, for Retrofit in RR1 Wall Cavity	RR2-AP	\$ 75.00	\$ 67.50	\$ -	
SP10c	Ea	USDD	0	RR2 Surface Mount Box, for SURFACE MOUNT (hard wall) installation. Three (3) 3/4" conduit knock-outs.	RR2-SMB	\$ 175.00	\$ 157.50	\$ -	
SP11a	Ea	USDD	18	G2 SPEAKER - LED Illuminated - FLUSH Mount, 70v	SPK-LED-FM	\$ 325.00	\$ 292.50	\$ 5,265.00	
SP11b	Ea	USDD	0	G2 SPEAKER - LED Illuminated - SURFACE Mount (Metal Box), 70v	SPK-LED-SM	\$ 325.00	\$ 292.50	\$ -	
SP12a	Ea	USDD	1	G2 SPEAKER - OmniAlertStrobe - Omnidirectional Alerting Speaker, optimized for high Vocal Intelligibility in large open indoor areas and with High-Intensity LED Strobe Light Arrays - includes Cable Hanging Kit (requires MR2 for power/signal/control)	SPK-OAS	\$ 1,150.00	\$ 1,035.00	\$ 1,035.00	
SP12b	Ea	USDD	0	SPK-OAS/OmniStrobe Mounting Bracket / BEAM FLANGE CLIP- for mounting directly onto an exposed (1/8-14") I-Beam	SPK-OAS-BFC	\$ 23.00	\$ 20.70	\$ -	
SP12c	Ea	USDD	0	SPK-OAS/OmniStrobe Mounting Bracket /DROP CEILING BRACKET- for mounting directly to T-Bar in Suspended Ceiling	SPK-OAS-DCB	\$ 55.00	\$ 49.50	\$ -	
SP12d	Ea	USDD	0	SPK-OAS/OmniStrobe Mounting Bracket / SURFACE MOUNT - for mounting directly to hard ceiling	SPK-OAS-SMB	\$ 55.00	\$ 49.50	\$ -	
SP13a	Ea	USDD	8	SPEAKER - STANDARD, FLUSH Mount, 70v	SPK-STD-FM	\$ 105.00	\$ 94.50	\$ 756.00	
SP13b	Ea	USDD	0	SPEAKER - STANDARD, SURFACE Mount (Metal Box), 70v	SPK-STD-SM	\$ 105.00	\$ 94.50	\$ -	
SP14	Ea	USDD	6	SPEAKER - APP BAY/OUTDOOR - Weatherized, Surface Mount, 70v	SPK-W-SM	\$ 325.00	\$ 292.50	\$ 1,755.00	
SP15	Ea	USDD	1	G2 Strobe Light / Red LED	STR	\$ 575.00	\$ 517.50	\$ 517.50	
SP16	Ea	USDD	0	Transformer, 8ohm to 70V, External	XFMR	\$ 53.00	\$ 47.70	\$ -	
SP17	Ea	USDD	0	VIDEO DOOR STATION - Doorbell & Camera that ties into G2 FSAS (HDTV Remote) - Includes Power Injector	VDS	\$ 1,700.00	\$ 1,530.00	\$ -	

STATION SYSTEM SERVICES								
Item	Unit	Mfr	Qty	Description	Part No.	US Unit	QUOTE UNIT	QUOTE EXT
SS1	Ea	USDD	1	Station Installation (Estimate Only - Pending final authorized system design submission to G2 Trained/Certified Contractor for installation quote to include in final turnkey project pricing)	ST-INST	\$ 29,314.94	\$ 26,383.44	\$ 26,383.44
SS2	Ea	USDD	0	Station Remediation (Removal and Disposal of Legacy Equipment Not currently Assumed or Included, nor is any related Remediation to Paint, Drywall, etc.)	ST-INST	\$ -	\$ -	\$ -
SS3	Ea	USDD	1	Station Configuration & Start-Up	ST-SU	\$ 3,507.77	\$ 3,156.99	\$ 3,156.99
SS4	Ea	USDD	1	Station Project Management	ST-PM	\$ 1,503.33	\$ 1,353.00	\$ 1,353.00
SS5	Ea	USDD	1	Station Engineering / Design Services	ST-ES	\$ 751.67	\$ 676.50	\$ 676.50
SS6	Ea	USDD	1	Station Documentation	ST-DM	\$ 75.17	\$ 67.65	\$ 67.65
SS7a	Ea	USDD	0	Station Training - Configuration and Equipment. On-Site @ Station. 4 Hours, 1 Visit. (for Technical Services Staff)	TRA-UT-O	\$ 4,425.00	\$ 3,982.50	\$ -
SS7b	Ea	USDD	0	Station Training - User/Technician / Remote Refresh (2 Hours)	TRA-UT-R	\$ 650.00	\$ 585.00	\$ -
SS8a	Ea	USDD	0	Training - Installation Contractor - On-Site / USDD G2 Certification / 8 Hours (TBD - only needed if required to use non-certified contractor)	TRA-IC-O	\$ 6,125.00	\$ 5,512.50	\$ -
SS8b	Ea	USDD	0	Training - Installation Contractor - At Arizona Training Center / USDD G2 Certification / 8 Hours (TBD - only needed if required to use non-certified contractor)	TRA-IC-AZ	\$ 3,125.00	\$ 2,812.50	\$ -
SS9	Ea	USDD	0	Miscellaneous/TBD	MISC	\$ -	\$ -	\$ -

STATION SYSTEM WARRANTY & OPTIONAL RECURRING ANNUAL SUPPORT								
Item	Unit	Mfr	Qty	Description	Part No.	US Unit	QUOTE UNIT	QUOTE EXT
SW1	YR	USDD	1.5	[STANDARD] 1st YEAR WARRANTY & SUPPORT FOR THIS STATION SYSTEM (or component): Telephone / Remote Access Support (8:00 AM - 5:00 PM MST) PLEASE NOTE: An additional 6 months (for total of 18 months/1.5 years) of initial warranty has been offered by USDD for no additional cost so all stations can be installed and enjoy same warranty/support start/stop dates)	RS-1YR-STD	\$ 5,011.10	\$ 4,509.99	6764.955 but No Charge For Initial Warranty Period / Not included in Subtotals
SW2	YR	USDD	0.0	[STANDARD] EACH ADDITIONAL YEAR (12-Months) WARRANTY & SUPPORT FOR THIS STATION SYSTEM (or Component): Telephone / Remote Access Support (8:00 AM - 5:00 PM MST) IF QUANTITY '0' THEN NO ADDITIONAL SUPPORT IS ASSUMED OR AUTHORIZED BEYOND INITIAL WARRANTY PERIOD	RS-AYR-STD	\$ 5,011.10	\$ 4,509.99	\$ -

STATION 01	
System:	\$ 76,737.48
Shipping:	\$ 1,298.00
Warranty & Support:	\$ -
Miscellaneous (if applicable):	\$ -
STATION SUBTOTAL:	\$ 78,035.48

This quote does not include or assume any amounts for sales or use tax. Customer needs to contact its procurement department to determine if sales or use tax is payable, and if so, to make the determination of the amount to be paid. Per our contracts, Customer is responsible for the payment of any sales or use taxes owed from any purchase from USDD.



Sales Proposal V1

Complete Solutions for First Responders

A grid of seven blue tiles, each representing a different solution offered by Chief 360. Each tile includes a title, a brief description, and a representative icon. The tiles are arranged in three rows: the first row has three tiles, the second row has three tiles, and the third row has two tiles.

Tone Alert Chief Tone Alert bridges the gap between fire pager dispatching and smartphone notifications. 	Station Alert Chief Station Alert provides fast, affordable station alerting to your in-house responders. 	Web Design Chief Web Design creates visually stunning, responsive websites for engaging your community.
Mobile Chief Mobile integrates all Chief Technologies services in one app for your mobile device. 	Messaging Chief Messaging delivers real time dispatch, notifications, and messages to your responders. 	Responders Increase your staffing by knowing who is responding and where they are with Chief Responders.
Scheduling Chief Scheduling is a complete staffing, scheduling and management solution built into the Chief Platform. 	Display Chief Display increases visibility with real time incident response information, traffic cams, weather, and more. 	

Created by:

Matthew Netsch Chief Technologies LLC

Prepared for:

Joshua Paddock Calexico Fire Association



Chief Technologies LLC 24787 Hollis Road
Georgetown Delaware 19947

Sales Quote

Quote No.: Proposal 2632
Exp. Date: 06/01/2024

Prepared for
Calexico Fire Association
Calexico CA 92231

NAME	PRICE	QTY	SUBTOTAL
Alert Controller w Tone Alert - Rack Mount Rack Mount alert controller and Tone Alert. Responsible for receiving CAD and over the air dispatched calls and activating appropriate station electronics.	\$13,055.00	1	\$13,055.00
Dorm Room Relay Module 8 output / 8 input relay module	\$1,204.00	8	\$9,632.00
Dorm Room Speaker w Illumination Light 8" ceiling speaker with red illumination lights	\$142.50	8	\$1,140.00
2x2 Tile Speaker w Indicator Light 2x2 tile speaker with call type indicator light - white in color.	\$367.00	6	\$2,202.00
Indicator Light Multicolor - Drywall Ceilings Multicolor call type indicator light. Ceiling mounted. Dorm rooms (8) and bathrooms (4).	\$217.50	12	\$2,610.00
Indicator Light Multicolor - Engine Bay Multicolor call type indicator light. Wall mounted.	\$150.00	2	\$300.00
Tablet Zone Control with Bracket Wall or desktop mounted tablet to control station alerting system functions. PoE powered.	\$2,600.00	1	\$2,600.00
75" Dashboard Display 75" dashboard monitor.	\$1,996.00	2	\$3,992.00
TV Bracket 40-80" Displays Large tv bracket	\$96.00	2	\$192.00
Audio and Low Voltage wire	\$1,500.00	1	\$1,500.00
CAD Integration Fee - One Time	\$500.00	1	\$500.00
Project Management Level 1 Works with customer and sub-contractors. Provides support to sub-contractors involving scheduling, technical support and quality assurance of project.	\$2,500.00	1	\$2,500.00
Station Alert Licensing Fee Annual station alert system licensing fee. Includes 24x7 hardware monitoring.	\$1,500.00	1	\$1,500.00



Chief Technologies LLC 24787 Hollis Road
Georgetown Delaware 19947

Shipping Fee	\$950.00	1	\$950.00
			\$42,673.00
		Discount	\$0.00
		Tax	\$0.00
		Total	\$42,673.00

This quotation is subject to the following terms and conditions:

1. Delivery will be made within 120 (*Days*) days following Chief Technologies LLC receipt of payment.
2. Delivery will be made f.o.b. Chief Technologies LLC facility.
3. The general terms and conditions of purchase apply to this quotation contract.
4. This quotation may be accepted to form a binding contract upon any one of the following options:
 - a. Signature below and payment to Chief Technologies LLC for the items listed in this quote prior to the expiration date.
 - b. Issuance of a purchase order to Chief Technologies LLC referencing this quote and the terms and conditions herein prior to the expiration date above.

Joshua Paddock
Association Director Calexico Fire Association
430 E. Fifth Street
Calexico, CA
92231

Calexico Fire Department Station 1 Alerting System

Presented by:

Calexico Fire Department

Calexico Firefighters Association

Licensed Marriage and Family Therapist

Calexico Firefighter Association's Health and Wellness Project

Two Main Reasons:

1. Have a healthier and safer first responders going to emergencies for sake of the firefighter, the citizens of Calexico and all of Imperial County.
 - Physical Health (gym equipment, sauna for cancer prevention).
 - Mental Health- Stress, fatigue, emotional stacking.
2. Improving firefighters life while on the job and also into retirement.
 - Work towards eliminating preventable stress. Always going to have a certain level of stress in this line of work. Goal is to minimize the unnecessary.
 - Long term health- multiple current Calexico Firefighters have seen cardiologists (multiple factors involved)
 - History of short life span after retirement at Calexico Fire.

Joint Effort Project between Association, Fire Department and the City for an infrastructure improvement of our fire station alerting system

Physical Toll on Firefighters Due to Lack of Sleep

- According to the CDC, not getting enough sleep can lead to serious health problems, including heart attack, asthma, depression and high blood pressure.
- “Evidence shows that maintaining healthy levels of sleep has an important impact on cardiovascular health”, Sleep and Heart Health massgeneralbrigham.org
- “If you’ve had enough R.E.M. sleep, you’ll wake up feeling refreshed and alert. It is associated with better mental health and a stronger immune system”, UCI Health article ([Why we need R.E.M. sleep](#)).
- According to the NIH (National Library of Medicine), 45% of firefighter deaths on duty are relate to cardiac emergencies.
- According to the Fire Brigades Union, Firefighters are dying from heart attacks at 5 times the rate of the general public and 3 times the rate from a stroke.
- According to PBS, firefighters have a life expectancy that is 10 years lower than the average person.
- There are many associated factors such as life style, physical fitness, diet, genetics and others.

May is Mental Health Awareness Month

- Regular sleep is important for brain and body functions engaged in processing daily events and regulating emotions and behaviors. Chronic sleep deprivation may have the following risk:
 - Increase negative emotional response to stressors/decrease positive emotions.
 - Poor focus, memory, concentration
 - Reduced decision-making abilities
 - Slowed time reaction, fatigue
 - Reduced ability to manage stress
 - Increase risk of depression, anxiety, distress, and suicidal ideation

May is Mental Health Awareness Month

- REM sleep is responsible for processing emotionally heightened events. Because REM is that last phase, firefighters are susceptible to never entering that stage of sleep due to frequently waking up to loud tone outs.
- Optimizing sleep for firefighters is crucial to ensure their well-being, performance, and safety.
- Benefits of improved sleep for firefighters:
 - Better cognitive function
 - Improved ability to make rapid decisions in high-pressure situations
 - Improved coping mechanism for stress and traumatic experiences
 - Improved positive outlook
 - Improved connections with others
 - Increased resilience

Short Term and Long Term Accumulative Effect

- Short effects of mental and physical fatigue effects daily home life when firefighters are away from work. Time with kids, spouse and others.
- Build up overtime of 25-30 year career of waking up multiple times a night to loud non ramping tones and not getting REM sleep.
- Break down physiologically (cardiovascular, muscle tissue) and mental state over 30 years of waking up all night and not getting proper recovery.
- Small cracks in our health lead to larger ones.
- Want to be aware of these issues and address them early.

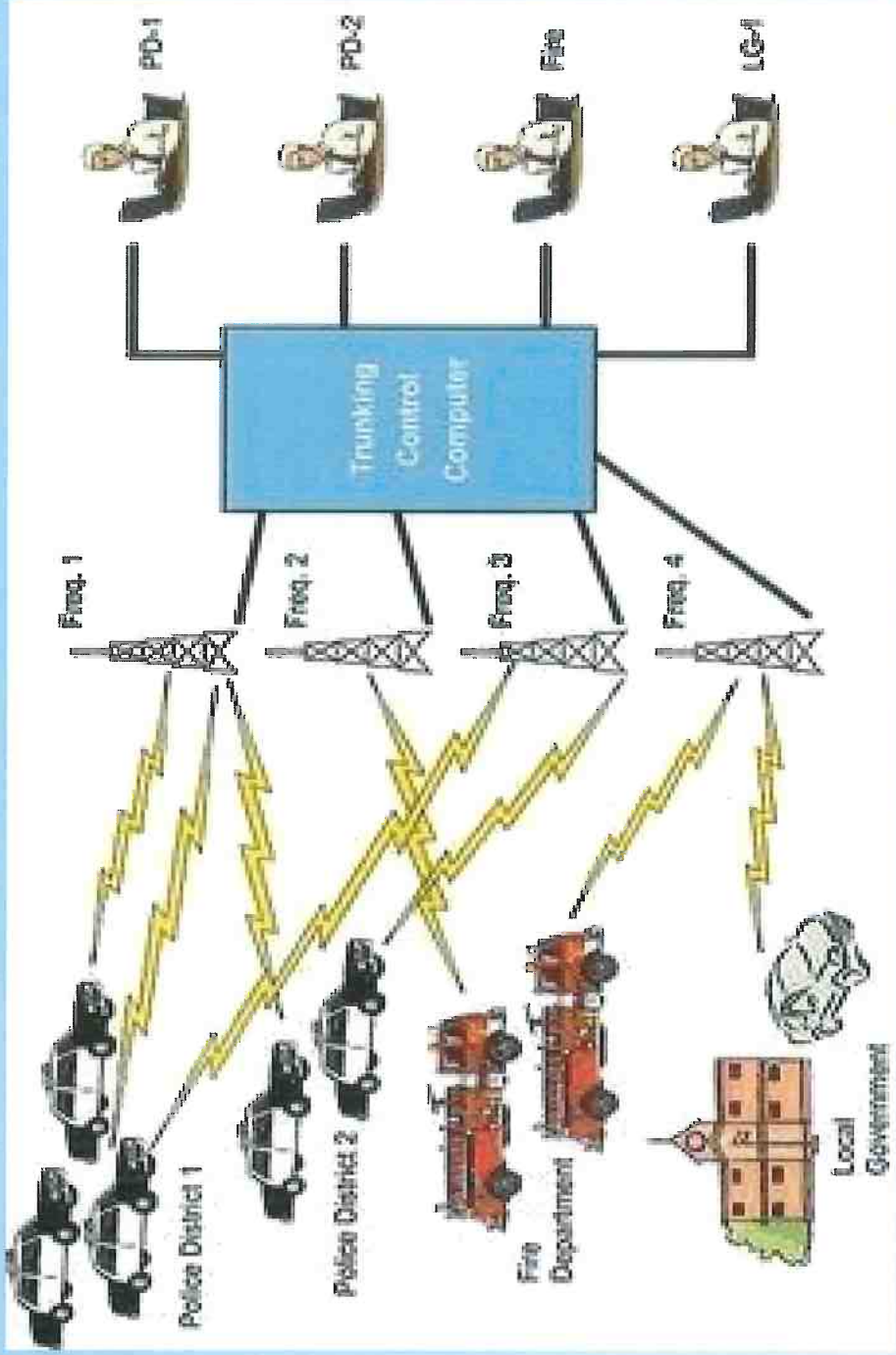
Evolving Alerting System Update

- This project is first step in a multiple step effort to update our city's alerting system to an internet based system that opens the doors for many features that will improve the health of our firefighters but also improve response times and quality of service.
- Initial Station 1 project
- Station 2 remodel – possible incorporation (future expansion)
- Dispatch over hall projected
- All towards industry standard internet based dispatching and alerting systems
- Old 800 MHz system staying in place. Will be used as a backup.
- Decrease ISO (Insurance Services Office) which can lower insurance rates.
- IP based means faster response times for emergency call for all of Calexico. 20-30 seconds improvement. Better patient and fire suppression out comes.

Current St. 1 Alerting is System

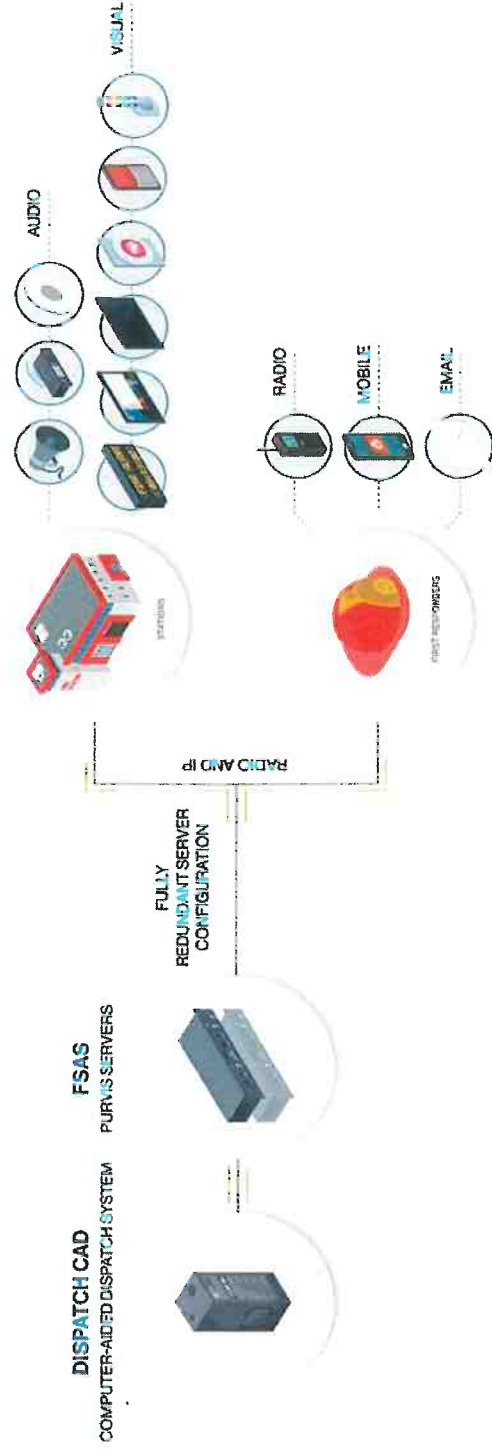
- Run 5000 calls per year with an average of 14 calls per day currently out of one station. When 2 station is finished 85% out of station 1.
- Busiest fire station in all of Imperial County.
- 9-10 personnel waking up to loud non ramping tones multiple times in a night when a large majority of calls only 2 personnel are needed.
- Over 30 years PA system, similar to PA system in elementary schools, attached to a 800 MHz radio system.
- Dated dispatching equipment .
- Non – heart saving or Ramp up tones.
- No attached lighting system or lighting unit indicators
- Multiple factors we are trying to implement – heart saver tones, room remotes, attached lighting system, IP based alerting and mobile dispatching.
- Play audio of current system

Current System 800mhz Radios



IP Alerting System

Automated Dispatch Overview



Faster Response Times

- Cuts approx. 20-30 seconds off emergency response.
- Information given automatically, clearly and digitally every time.
- Digitally attached to tablets and phone apps (don't have yet)
- Attached to lighting system = faster getting to units.
- IP based systems benefits the citizens of Calexico and continue to have current tone out equipment in place as backup. In some situations can utilize both IP based and 800 MHz radio at same time.

Heart Saver Tones

- Heart Saver Tones or Ramp up tone address the manner in which we are woken up for a call. Soft to loud. Instead of 100 mph right away. Starts call with higher heart rate.
- Very common phase at fire station 1 - “tones are like a punch to the chest”
- Unit specific Heart Saver Tones – Fire, EMS or Public Service Calls.
- “Gradually increasing the volume of alarm tones will reduce fatigue, tachycardia and potentially long-term physical and psychological disorders.” EMS- 1 RAMP-UP Tones

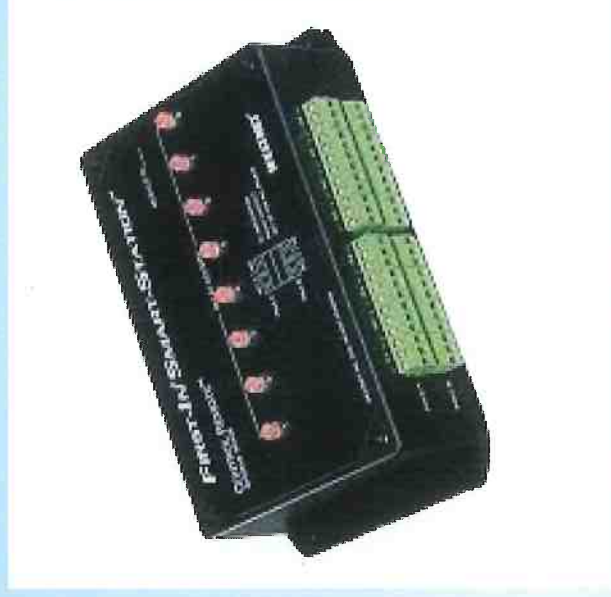
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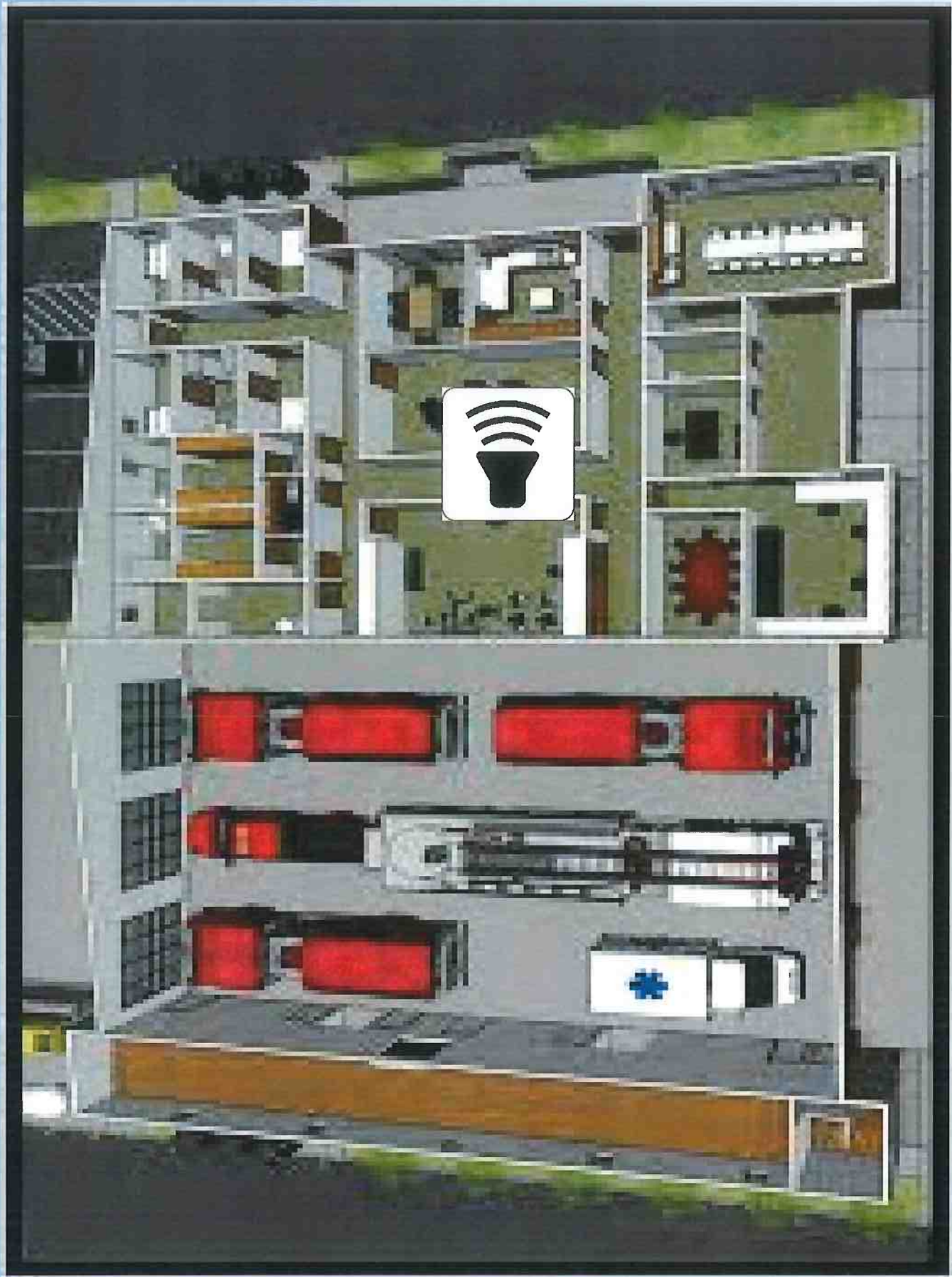
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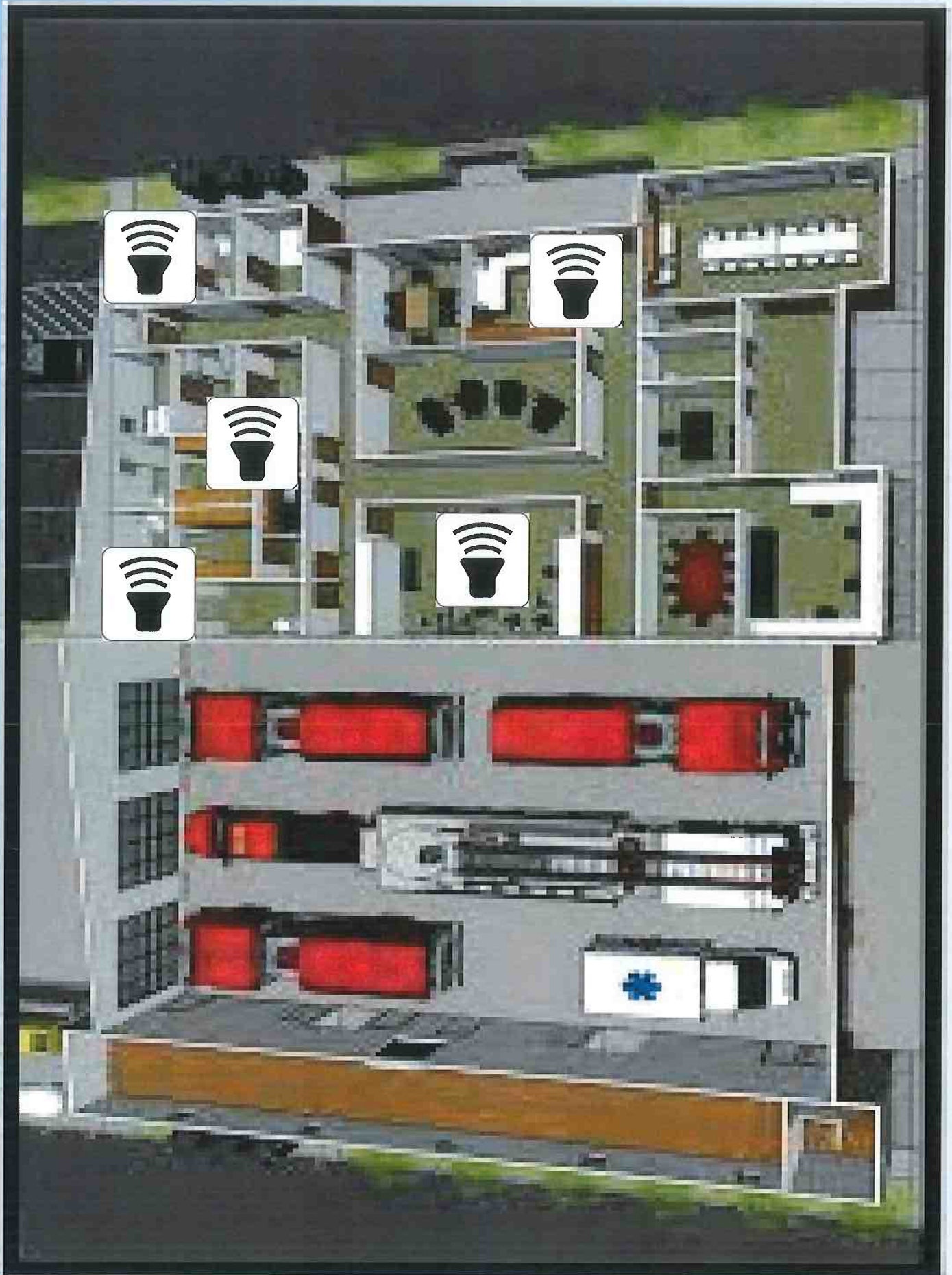
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Room Remotes

- Room remotes became popular in the late 1990s and early 2000. A system that unfortunately has not reached the Calexico Fire Department.
- Alerts only personnel needed for that emergency call at night.
- Works off a core system which would be need even without room remotes
- House with a landline vs. house with cell phones. Can reach each person without waking up the whole house.







IP Based Lighting System

- Pre alert lighting system that lets the firefighters know a call is generating before the tones.
- Unit indicator lights – fire, EMS call or public service.
- Dorm Room lighting allows for ease of getting awake, dressed and to the unit to respond.



Internet Base System Allow for Mobile Digital Dispatching

- Cell phones and tablet instant information through txt messages, instant mapping, time stamping and hydrant location.



Westnet First in Alerting

- Received quotes from
 - U.S. Digital Designs
 - Chief 360 Alerting
 - Westnet First in Alerting.
- Westnet possible partnering with our reporting software.
- Cost effective.
- Southern California Company.
- recommended by other Social departments.
- <https://www.youtube.com/watch?v=WDhHC1VBsm4&t=5s>

Who would you rather have responding to your emergency?

- a fatigued and stressed firefighter handling life saving medical and fire emergencies?
- Or a better rested firefighter with more sound body and mind handling life saving medical and fire emergencies?

Obviously we can't negate all stress and fatigue in this job, but we can decrease the unnecessary components as much as possible.

Thank you for your time!!!