

## BOARD OF SUPERVISORS

## COUNTY OF MADISON

## PROPOSED SUPPLEMENTAL APPROPRIATION

DATE: 3/9/2021

FY2021

## Type of Supplement

x	Interdepartmental transfer (same fund)
	Interfund transfer
	Revenue/Expense offset
	Use of contingency
	Other use of fund balance not in original budget

## PURPOSE:

Appropriation to reallocate EMS OB Capital Appropriation to Information Technology to pay for a portion of fiber run from  
 107 Church St to 414 N Main

GL Account Reference	Account type	Fund name	Department	Object Code/Source	Debit	Credit
30-03-3.2-32600-8106	EXP	Cap Proj	EMS	Motor vehicle		4,360.88
30-01-12-12510-8119	EXP	Cap Proj	IT	Network upgrades	4,360.88	
					4,360.88	4,360.88

MADISON COUNTY  
 FD-PRG-PUTT-CC-OBJ EXPENDITURES SUMMARY REPORT  
 for Fiscal Year 2021 (Fiscal 2021)  
 Posted Only Figures  
 Executed By: mjcostello

Page: 1  
 Date: 03/09/21  
 Time: 12:18:37

Code	Description	Original Budget	Appropriations Amendments	Appropriations	Out-standing Encumbrances	Expenditures Year-to-Date	Available Balance	Percent Used
<hr/>								
FD 30 CAPITAL IMPROVEMENT FUND								
PRG 03 PUBLIC SAFETY								
PJTT 32 FIRE & RESCUE SERVICES								
CC 32600 EMS								
8106	MOTOR VEHICLES	\$ 66,962.48	\$ 38,533.25-	\$ 28,429.23	\$ 0.00	\$ 4,152.00	\$ 24,277.23	14.60
8236	TENANT LEASERHOLD IMPROVEMENTS	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 1,401.60	\$ 1,401.60-	100.00
32600	EMS	\$ 66,962.48	\$ 38,533.25-	\$ 28,429.23	\$ 0.00	\$ 5,553.60	\$ 22,875.63	19.53
32	FIRE & RESCUE SERVICES	\$ 66,962.48	\$ 38,533.25-	\$ 28,429.23	\$ 0.00	\$ 5,553.60	\$ 22,875.63	19.53
03	PUBLIC SAFETY	\$ 66,962.48	\$ 38,533.25-	\$ 28,429.23	\$ 0.00	\$ 5,553.60	\$ 22,875.63	19.53
30	CAPITAL IMPROVEMENT FUND	\$ 66,962.48	\$ 38,533.25-	\$ 28,429.23	\$ 0.00	\$ 5,553.60	\$ 22,875.63	19.53
GRAND TOTAL								

28,429.23  
 <4,152> excess ame cost - CHRS  
 Hotel appmt used last 10 days  
 140 Upgrd  
 New equipment  
 avoid due  
 paid, add to  
 Future Rec  
 available after rehabs  
 <5,991.89>  
 <8,760>  
 9,520.34  
 <4,340.88>  
 5,159.46

**MADISON COUNTY  
BOARD OF SUPERVISORS**

**PURCHASE ORDER**

P.O. Box 705  
Madison, VA 22727

The following number is to appear on all invoices, bills of lading, and acknowledgements relating to this PO:

**P.O.# 12510-210305**

Department#+YYMMDD format (i.e. 11100-190717)

<b>TO:</b>	ANS 365 West Rio Rd; Suite 20 Charlottesville, VA 22901
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<b>P.O. DATE</b>	March 5, 2021
<b>PAYMENT TERMS</b>	45 days
<b>F.O.B.</b>	n/a
<b>SHIP VIA</b>	n.a

**ADDRESS CORRESPONDENCE TO:**

Mary Jane Costello  
PO Box 705  
Madison, VA 22727

E-mail	<a href="mailto:mjcostello@madisonco.virginia.gov">mjcostello@madisonco.virginia.gov</a>
Phone	540-948-5938
FAX #	540-948-3843

Madison County is exempt from sales tax.

Route invoices to: [accountspayable@madisonco.virginia.gov](mailto:accountspayable@madisonco.virginia.gov)

QTY	UNIT	DESCRIPTION	UNIT PRICE	AMOUNT
		Per Quote 28382 - Fiber Rund from 107 Church St 414 N Main St		33,612.68
		Original Budget approp 3/2021 \$29,252 Realloc from 32600 OB approp 4,360.68		
		<b>TOTAL</b> \$33,612.68		
			subtotal	33,612.68
<b>PLEASE NOTIFY US IMMEDIATELY IF THIS ORDER CANNOT BE SHIPPED COMPLETE ON OR BEFORE:</b>			<b>SHIPPING</b>	
			OTHER	
			OTHER	

<u>Method/Class of Procurement</u>
<input type="checkbox"/> Cooperative procurement
<input checked="" type="checkbox"/> Sole source
<input type="checkbox"/> Emergency contracting
<input type="checkbox"/> Public auction
<input type="checkbox"/> Contract value <\$2,500
<input type="checkbox"/> Contract value \$2,500-\$10,000
<input checked="" type="checkbox"/> Contract value \$10,000-\$200,000
<input type="checkbox"/> Professional services
<input type="checkbox"/> Construction contract
Attachments required for all but contract value \$2,500

I certify that this procurement conforms to the Purchasing and Disposal Policy and that there are sufficient appropriated monies available to fund this

M.J. Costello - See 3/5/2021 email  
Procuring Agent

**TOTAL** \$33,612.68

March 5, 2021

DATE

  
3/5/2021



**Advanced Network Systems, Inc.**  
**355 West Rio Road, Suite 201**  
**Charlottesville, Virginia 22901**  
**434.973.4747 800.639.6757**  
**fax 434.973.9322**  
**sales@getadvanced.net**

## QUOTATION

<u>Date</u>	<u>Quote #</u>
01/26/2021	28382
<u>Terms</u>	<u>Rep</u>
Net 45	Kristina

**Prepared for:**

Madison County - Main  
 Jack Hobbs  
 115 Church Street  
 Madison, VA 22727

Thank you for the opportunity to quote you on this project. Please review the information below for accuracy and completeness. To convert this quotation to a sales order, fill in the substitute purchase order following the quote, or provide your own purchase order, and send the entire document to our sales department via email [sales@getadvanced.net](mailto:sales@getadvanced.net) or fax 434.973.9322.

Description	Unit Price	Qty	Ext. Price
<b>e911 to 414 Building Fiber Run:</b>			
FortiSwitch - 248E FPoE Switch	\$2,000.00	1.00	\$2,000.00
Layer 2/3 FortiGate switch controller compatible PoE+ switch with 48 x GE RJ45 ports, 4 x GE SFP, with automatic Max 740W POE output limit			
1 Year 24x7 FortiCare Contract for FortiSwitch 248E- FPOE <i>Wiring</i>	\$250.00	1.00	\$250.00
Fortinet 1GE SFP LX transceiver module for all systems with SFP and SFP/SFP+ slots	\$75.00	3.00	\$225.00
1GE SFP LX transceiver module for all systems with SFP and SFP/SFP+ slots			
1 Meter SC to LC Single Mode Fiber Patch Cable	\$15.00	3.00	\$45.00
Fiber Cabling, Accessories and Installation Materials	\$11,535.00	1.00	\$11,535.00
Advanced Network Systems' Cable/Wiring Trenching and Installation Rate	\$19,150.00	1.00	\$19,150.00
ANS Hourly Non-Loaded Labor Service Rate (Estimated Hours Required, Actual to be Determined Upon Project Completion)	\$101.92	4.00	\$407.68

***Customer accepts and agrees that labor quoted is a pre-implementation estimate of technical labor hours needed to complete the project.***

- If the project requires additional hours, up to 20% of the total labor estimate (reflecting the actual number of hours of required services), will be automatically billed to customer.***
- If it is determined during the course of this project, that the services required to complete the project will exceed 20% of the total labor estimate, ANS will consult with customer and approval of additional labor will be requested, as soon as reasonably possible.***
- Unless otherwise specified, the labor rate quoted reflects work performed during our normal business hours: M-F 8AM to 5PM, eastern time.***

**Scope:** Fiber Connection e911 to 414 Building - Work includes aerial and trenched installation of approximately 2500 ft of 12 strand single mode fiber from e911 to 414 building. Aerial installation along road will be mounted to existing power poles using new metal lashing wire. Trenching will include installation of hand holes and 2 in PVC from last power pole to 414 building alongside of driveway. All strands will be terminated, tested and labeled in new rack mounted fiber boxes using SC coupler panels.

**Please Note:** ANS will assist the customer with obtaining approval to use existing power poles for aerial installation.

**Sub Total:** \$33,612.68

**Total:** \$33,612.68

Applicable shipping, handling and sales tax are not included in this quotation and will be due and payable as calculated on the invoice. Pricing is valid for 30 days from the date of this quotation. All purchases are subject to Advanced Network Systems' [terms and conditions](#) of sale. Purchases utilizing credit terms are subject to Advanced Network Systems' credit terms and conditions as detailed within our credit application at: [www.getadvanced.net/credit-application](http://www.getadvanced.net/credit-application).

A unique benefit of doing business with Advanced Network Systems is our Technology Investment Guarantee (see more below).

**Technology Investment Guarantee.** When you purchase equipment from Advanced Network Systems you get a variety of valuable support services that come along with it. If you are not getting the same services that we incorporate into every sale, then you are not making an equal comparison of real value.

- ASSURANCE #1 We Make Sure the Equipment You Buy Is Correct.
- ASSURANCE #2 If Newly Installed Equipment Fails, We Replace It.
- ASSURANCE #3 We Stand Behind All Our Installation Work.
- ASSURANCE #4 When You Need Local Support, We're There.
- ASSURANCE #5 We Offer Complete Product Lifecycle Management.

For a complete explanation of all of the unique benefits associated with our Technology Investment Guarantee, visit:

<https://www.getadvanced.net/technology-investment-guarantee>

#### Financing Options Available

ANS offers a variety of leasing options to assist you in financing your purchase . Please contact your Account Executive for more information.

#### Technical Services Support

Advanced Network Systems has a staff of Network Engineers available for installation, technical support, maintenance and technology training . Technology services are quoted on an individual project basis . Please contact your Account Executive for more information.

#### Managed IT Services Program

Need an IT Department but can't afford one? We provide expert [IT services](#) to support and maintain your network, without crippling your finances. Let us handle all the day-to-day tasks involved with ensuring your network technology runs reliably and effectively supports your operations . You get lower, predictable costs, maximum reliability and a network that's ready to support your business operations wherever they go.

#### Life-Cycle Rental Program

Our [Life-Cycle Rental Program](#) offers many benefits to organizations that need to keep their IT equipment up -to-date and their cash outlay minimized. When you rent your IT equipment, you can replace your IT systems every 3 years with the most up-to-date version. Life-cycle rentals enable you to have the technology you need at a monthly price you can afford and keep up with larger competitors .

#### For More Information

[Visit our web site at www.getadvanced.net](http://www.getadvanced.net)

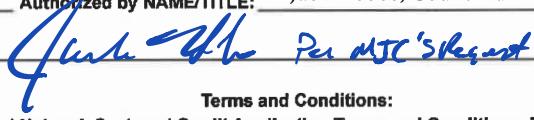
Connect with us on Social Media



#### **Substitute Purchase Order Agreement**

Buyer, hereinafter referred to as "Purchaser," is submitting this Purchase Order Agreement in lieu of a Purchaser generated Purchase Order and understands that all orders are subject to [Advanced Network Systems' Terms and Conditions of Sale](#). Payment terms are agreed as Net 30 days from date of invoice. The undersigned certifies that they are duly authorized to sign this substitute Purchase Order Agreement. This Purchase Order Agreement and contract is understood and accepted by the undersigned authorized agent representing the purchaser in this agreement.

P.O. #: 12510-210305      Authorized by NAME/TITLE: Jack Hobbs, Count Administrator      (print)

Authorized Signature       Date: 3/5/21

#### **Terms and Conditions:**

This purchase is subject to Advanced Network Systems' Credit Application Terms and Conditions. To prevent delays in processing your order, please return all attached pages of this Purchase Order Agreement. This Quote will expire on 02/26/2021.

**Madison County**

**Memo re: Procurement for  
Broadband to 414 N Main**

As part of the Administration Building renovation, the County determined that it would be advantageous to add a fiber run to the 410 N Main and 414 N Main Buildings. This will provide additional speed for network connections, which will become increasingly important when the ERP System is implemented.

The County evaluated several options to accomplish this. Only existing providers were considered as the pre-existing knowledge of the County's network was considered a prerequisite.

- 1) 2 direct fiber connections from 107 Church to 410 N Main and 414 N Main. The fiber would be provided by our existing broadband provider (Segra.)
- 2) a fiber run between 410 and 414 N Main (run by ANS) and direct fiber connection from 107 Church to 414 N Main. (provided by Segra)
- 3) a fiber run between 410 and 414 N Main (run by ANS) and an additional fiber connection run between 414 N Main and 107 Church (run by ANS).

Below are the costs associated with each option:

1)	Monthly - Segra 60 month commitment	2,272.00	<u>136,320.00</u>
2)	ANS connection between 410 and 414 Monthly Segra 60 month commitment	7,187.00 1,136.00	<u>68,160.00</u>
3)	ANS connection between 410 and 414 Proposed ANS run btwn 107 Church and 414 N Main	7,187.00 33,612.68	<u>40,799.68</u>

Because of costs involved, the County has chosen option 3 to provide fiber to the 410 and 414 N Main Buildings. The ANS connection between 410 and 414 N Main has been treated as part of the renovation cost and has been paid through bond proceeds.

The connection between 107 Church and 414 N Main is not considered part of the renovation and will require additional funding to pay for. A supplemental appropriation or a reallocation from the Original Budget will be used to pay for this outlay.

**Primary Address**  
Madison County Board Of  
Supervisors  
414 N Main St  
Madison VA 22727-3038

**Primary Contact**  
Madison County  
(540) 948-7537  
[blivingston@madisonco.virginia.gov](mailto:blivingston@madisonco.virginia.gov)

**Quote # - 534370**  
**Quote Date - 1/4/2021**  
**Contract Term - 60 Months**

**AE - LeeAnn Brooks**  
(540) 241-1900

Service Location	City, State	MRC Summary*	NRC Summary
414 N Main St	Madison VA, 22727-3038	\$568.00	
410 N Main St	Madison VA, 22727	\$568.00	
107 Church St	Madison VA, 22727-2847	\$1,136.00	

\*Summary of Services - See attached Location Detail pages for individual quantities, unit pricing, features, equipment, applied discounts and details for each location, the terms of which are hereby incorporated into this Agreement.

Account Level Charges	Quantity	MRC	MRC Summary	NRC Summary
	Total for all service locations*		\$2,272.00	\$0.00

\*The pricing above does not include taxes or regulatory fees and surcharges including facility access charges, network access charges, administration fee, 911 fees, universal service charges, and federal, state and local taxes. All such taxes, fees and surcharges shall be paid by Customer and will be shown on invoices to Customer.

Original Quote from Segra

1 connection to 414 Main	568
1 connection to 410 Main	568
1 connection from 107 to 414	568
1 connection from 107 Church to 410 Main	568

568

568

568

568

2,272/mo

Less amts not needed  
because of connection b/t  
410 & 414

1,136

Modified quote - Segra

1,136/mo for 60 months or  
\$68,160. —



## Location Detail - 1

**Address**  
Madison County Board Of  
Supervisors  
414 N Main St  
Madison VA 22727-3038

**Primary Contact**  
Madison County  
[blivingston@madisonco.virginia.gov](mailto:blivingston@madisonco.virginia.gov)  
ov  
(540) 948-7537

**Quote #** - 534370  
**Quote Date** - 1/4/2021  
**Contract Term** - 60 Months

Product Name	Features/Charges	Qty	MRC	Discount	Total MRC	NRC
Ethernet WAN Access	Custom Best Effort	1	\$558.00 \$10.00		\$558.00 \$10.00	
<b>Site Total*</b>					<b>\$568.00</b>	<b>\$0.00</b>

\*The services priced on this document do not include taxes or regulatory fees and surcharges, facility access charges, network access charges, administration fee, 911 fees, universal service charges, along with federal, state and local taxes. All such taxes, fees and surcharges shall be paid by Customer and will be shown on invoices to Customer.

Site Information	Name	Phone	Email
Data Vendor			
PBX Vendor			
Wiring Vendor	Madison County Board Of Supervisors	(540) 948-7537	<a href="mailto:blivingston@madisonco.virginia.gov">blivingston@madisonco.virginia.gov</a>
Demarc Contact			

### Additional Notes and/or Equipment Deployed at Customer Location

CUSTOMER CARE 1.833.GO.SEGRA email: [help@segra.com](mailto:help@segra.com)



## Location Detail - 2

**Address**  
Madison County Board Of  
Supervisors  
410 N Main St  
Madison VA 22727

**Primary Contact**  
Madison County  
[blivingston@madisonco.virginia.gov](mailto:blivingston@madisonco.virginia.gov)  
OV  
(540) 948-7537

**Quote #** - 534370  
**Quote Date** - 1/4/2021  
**Contract Term** - 60 Months

Product Name	Features/Charges	Qty	MRC	Discount	Total MRC	NRC
Ethernet WAN Access	Custom Best Effort	1 1	\$558.00 \$10.00		\$558.00 \$10.00	
				<b>Site Total*</b>	<b>\$568.00</b>	<b>\$0.00</b>

\*The services priced on this document do not include taxes or regulatory fees and surcharges, facility access charges, network access charges, administration fee, 911 fees, universal service charges, along with federal, state and local taxes. All such taxes, fees and surcharges shall be paid by Customer and will be shown on invoices to Customer.

Site Information	Name	Phone	Email
Data Vendor			
PBX Vendor			
Wiring Vendor	Madison County Board Of Supervisors	(540) 948-7537	<a href="mailto:blivingston@madisonco.virginia.gov">blivingston@madisonco.virginia.gov</a>
Demarc Contact			

### Additional Notes and/or Equipment Deployed at Customer Location



## Location Detail - 3

**Address**  
Madison County Board Of  
Supervisors  
107 Church St  
Madison VA 22727-2847

**Primary Contact**  
Madison County  
[blivingston@madisonco.virginia.gov](mailto:blivingston@madisonco.virginia.gov)  
OV  
(540) 948-7537

**Quote #** - 534370  
**Quote Date** - 1/4/2021  
**Contract Term** - 60 Months

Product Name	Features/Charges	Qty	MRC	Discount	Total MRC	NRC
Ethernet WAN Access	Custom Best Effort	1 1	\$558.00 \$10.00		\$558.00 \$10.00	
Ethernet WAN Access	Custom Best Effort	1 1	\$558.00 \$10.00		\$558.00 \$10.00	
					<b>Site Total*</b> \$1,136.00	\$0.00

\*The services priced on this document do not include taxes or regulatory fees and surcharges, facility access charges, network access charges, administration fee, 911 fees, universal service charges, along with federal, state and local taxes. All such taxes, fees and surcharges shall be paid by Customer and will be shown on invoices to Customer.

Site Information	Name	Phone	Email
Data Vendor			
PBX Vendor			
Wiring Vendor	Madison County Board Of Supervisors	(540) 948-7537	<a href="mailto:blivingston@madisonco.virginia.gov">blivingston@madisonco.virginia.gov</a>
Demarc Contact			

### Additional Notes and/or Equipment Deployed at Customer Location

CUSTOMER CARE 1.833.GO.SEGRA email: [help@segra.com](mailto:help@segra.com)