

MODIFICATION NO. 01
TO
CONTRACT NUMBER VA-220930-WSS
BETWEEN THE
COMMONWEALTH OF VIRGINIA
AND
INTRADO LIFE & SAFETY SOLUTIONS CORP

This Modification No. 01 ("**Modification**") is an agreement between the Virginia Information Technologies Agency ("**VITA**"), pursuant to § 2.2-2012 of the *Code of Virginia* and on behalf of the Commonwealth of Virginia ("**Commonwealth**"), and Intrado Life & Safety, Inc., f/k/a Solutions Corp ("**Supplier**"), to modify and amend Contract No. VA-220930-WSS ("**Contract**") in accordance with the terms and conditions of this Modification. This Modification and any attachments thereto is, upon execution by VITA and Supplier (each a "**Party**" and, collectively, the "**Parties**"), incorporated into and made an integral part of the Contract.

Capitalized terms used in this Modification have the meaning ascribed to them in the Contract unless otherwise defined in this Modification.

In consideration of the recitals set forth above, which are hereby restated and agreed to by the Parties, and for valuable consideration, the receipt and sufficiency of which is hereby acknowledged by the Parties, Supplier and VITA agree to amend the Contract as follows:

1. **Adding New Product Category to Exhibit-B Pricing:** Adds the ability for Supplier to sell Public API - Item number: ECATS-P-API to the current product categories listed in Exhibit-B Pricing.

The changes set forth in this Modification are effective immediately.

The foregoing is the complete and final expression of the agreement between Supplier and VITA to modify the Contract and cannot be modified, except by writing signed by duly authorized representatives of both parties.

ALL OTHER TERMS AND CONDITIONS OF THE CONTRACT REMAIN UNCHANGED.

PERSONS SIGNING THIS MODIFICATION ARE AUTHORIZED REPRESENTATIVES OF EACH PARTY TO THE CONTRACT AND ACKNOWLEDGE THAT EACH OF THE SUPPLIER AND THE COMMONWEALTH AGREES TO BE BOUND BY THE TERMS AND CONDITIONS OF THE CONTRACT.

INTRADO LIFE & SAFETY, INC.

VITA, on behalf of the
COMMONWEALTH OF VIRGINIA

BY: Joe Custer

BY: Larry White

NAME: Joe Custer

NAME: Larry White

TITLE: CFO

TITLE: Category Manager – IT Hardware
& Public Safety

DATE: 10/09/2025

DATE: 10/19/2025

Exhibit B

Virginia Information Technologies Agency



Supply Chain Management (SCM)

RFP 2021-05

Exhibit B

INSTRUCTIONS:

This spreadsheet template is provided for Supplier to propose a comprehensive Pricing Schedule in the tab labeled "Pricing Schedule". The Pricing Schedule must include all costs to provide all associated software and services for proposed Solution including but not limited to subscription fees, implementation, hosting, support and maintenance, and training. Please provide descriptions and pricing for all items needed to provide proposed Solution. Fees or charges for the Solution that are not set forth in this spreadsheet are not allowed. **The price of individual orders placed under the resulting contract should clearly align with and be derived from the Pricing Schedule herein.**

Pricing must include the Industrial Funding Adjustment and any other contract-specific fees designated in the Reporting section of the referenced contract template (see Section 9 of this RFP) and current eVA fees, as applicable per eVA at: <https://eva.virginia.gov/pages/eva-billing.htm>

The tab labeled "Pricing Scenario" must be completed by Supplier using prices that align with and are derived from the prices set forth in the Pricing Schedule. VITA will use the "Pricing Scenario" for pricing evaluation.

Pricing information supplied with a proposal must be valid for at least 150 calendar days from the submission date. If Supplier is reserving the option to withdraw the pricing during that period, it must state so clearly in its proposal.

VITA has provided definitions for terms used in the "Pricing Schedule" tab.

Advanced Security Services - Additional protections for hosting, such as denial of service attack, Web Application Firewall, Elastic Load Balancer or other.

Integration with a Search API - Integrating a search API tool, either Funnelback or Elastic.

Training - Developer Training, Admin Training, End-user Training.

Instructions:

Supplier must populate tables (1, 2 or 3) according to the category that meets their solution that will be presented so that the Pricing Schedule is a menu of software and services with associated costs. Please define and specify all associated offerings and all line item prices/fees/costs for the proposed Solution. Add tables and revise rows as necessary but be sure to include pricing for any/all software and services offered. Suppliers need to populate tables 4, 5 and 6 as well. Table 7 is to be used for other line items that are relevant

Table 1: Subscription Fees for Cloud Based Solution (by Population)

Please modify this table as applicable to your pricing model. Add/delete rows as needed.

Table 1: Subscription Fees (by Population)	License Fees	
Description (Provide pricing for ranges if possible ex: 0 - 50,000, 50,001 - 100,000, 100,001 - 500,000, etc.)	Unit Cost	Unit of Measure (monthly or annual)
0 - 50,000		
50,001 - 100,000		
100,001 - 500,000		
500,000 +		

Table 2: Subscription Fees (by CHE Position Count)

Please modify this table as applicable to your pricing model. Add/delete rows as needed.

Table 2: Subscription Fees	License Fees	
Description (Provide pricing for ranges if possible. Also provide cost for unlimited positions)	Unit Cost	Unit of Measure (monthly or annual)
CHE MIS Call Handling Reporting and Text-to-911 Reporting & Enhanced Reports	\$48.93	Cost per position per month
Agnostic CAD Reporting	\$15.65	Cost per position per month
MIS or ESInet i3 Dashboard	13.72	Cost per position per month
ESInet i3 Reporting - MIS-Add-on Service (MIS reporting required)	\$0.00	Cost per position per month
Staffing Forecast Module - MIS Add-on	\$0.00	Cost per position per month
Agent Statistic Module - MIS Add-on	\$0.00	Cost per position per month
Enhanced PowerBI Functionality	\$0.00	Cost per position per month
Custom Ad-hoc functionality	\$0.00	Cost per position per month
Enhanced Reports - MIS Add-on:		
Daily Call Volume & Staffing Summary Report	\$0.00	Cost per position per month
Agent State Summary Report (Viper CPE only)	\$0.00	Cost per position per month
Agent On Call & State Summary Report (Vesta CPE only)	\$0.00	Cost per position per month
Public API - Item number: ECATS-P-API	\$65.20	Cost per PSAP (one user license) per month

Table 3: Subscription Fees (by Annual 9-1-1 Call Volume) which includes maintenance (i.e. support, software updates, etc.)

Please modify this table as applicable to your pricing model. Add/delete rows as needed.

Table 3: Subscription Fees Description (Provide pricing for ranges if possible. Also provide cost for unlimited call volume)	License Fees	
	Unit Cost	Unit of Measure (monthly or annual)

Table 4: Implementation

Please specify all costs associated with implementation. Add/delete rows as needed.

Table 4: Implementation Description	Implementation	
	Unit Cost	Unit of Measure (flat fee/hourly/monthly/annual/per user/per page, etc.)
Remote PSAP Configuration (applicable to new hosted PSAPS only)	2,000.00	Cost per unit; applicable to new PSAP deployments only (beyond existing 121 primary PSAPs)
EIDO Edge Device installed at each site	8,500.00	Cost per unit; applicable to CAD integration only (beyond existing 121 primary PSAPs)
Remote Data Distribution Modile (RDDM)	4,000.00	Cost per remote PSAP configuration; applicable to new remote PSAPs only
Text to 9-1-1 Logging Setup Costs	500.00	Cost per setup/configuration for text-to-911 reporting; applicable to new PSAP configurations only (beyond existing 121 primary PSAPs)
i3 Logging Setup Costs	500.00	Cost per PSAP one-time setup/configuration fee for i3 reporting

Table 5: Labor Rates

Please provide pricing for all roles or resources that could be utilized for the performance of services related to proposed Solution. Add/delete rows as needed.

Table 5: Labor Rates	Labor Rates	
Description	Unit Cost	Unit of Measure (hourly)
Professional Services: Custom Development	200.00	per hour cost of custom report/functionality development

Table 6: Training

Please provide all available training options and all associated costs. Add/delete rows as needed.

Table 6: Training	Training	
Description	Unit Cost	Unit of Measure (flat fee/hourly/monthly/annual/per user, etc.)
Administrator On-site training	\$1,000.00	per day of onsite training (includes 2-3 sessions of training per day)
Administrator Remote training	0.00	Unlimited remote webinar training for the life of the contract
End-User On-site Training	\$1,000.00	per day of onsite training (includes 2-3 sessions of training per day)
End-User Remote training	0.00	Unlimited remote webinar training for the life of the contract
Group On-site Training	\$1,000.00	per day of onsite training (includes 2-3 sessions of training per day)
Group Remote Training	0.00	Unlimited remote webinar training for the life of the contract

Table 7: ADD TABLES AND LINE ITEMS AS NEEDED

Add/delete rows as needed.

Table 7: ADD TABLES AND LINE ITEMS AS NEEDED	CATEGORY	
Description	Unit Cost	Unit of Measure (each/month/annual, etc.)
Wireless Routing Analysis Reporting Phase I & II	\$30.30	per position per month

Scenario Description and Instructions:

This scenario is representative of a customer request for services under resulting contract. Pricing must be aligned with and derived from the Pricing Schedule.

Please provide all pricing for the proposed 9-1-1 Data Analytics Solution that includes: pricing for ALL 9-1-1 Centers listed in the attached table; installation and configuration of Solution; one-time expenses, training costs, migration of data from current 9-1-1 data analytics platform. Please be sure to include costs for maintenance/support for three years.

Description	Cost Type	Total Cost
*Annual subscription fee for all 124 PSAPs (see PSAP Listing tab) based on population	Annual Cost	0.00
*Annual subscription fee for all 124 PSAPs (see PSAP Listing tab) based on number of Call Handling Equipment (CHE) positions	Annual Cost	0.00
*Annual subscription fee for all 124 PSAPs (see PSAP Listing tab) based on annual call volume	Annual Cost	0.00
Implementation of Solution for all 124 PSAPs	One Time Cost	0.00
Training for 10 users	Total Cost for All 10	0.00
Total Cost		0.00

* Only provide pricing for either line #9, #10 or #11 as it applies to your data analytics solution, not all lines.

PSAP Listing

PSAP Name	Population	CHE Positions	ACV	FCC_PSAPID	PSAP Type	
Alexandria	159,467	31	67,125	7079	Primary PSAP	
Alleghany	15,223	3	10,472	7080	Primary PSAP	
Amelia	13,265	4	4,589	7081	Primary PSAP	
Amherst	31,307	5	14,710	7082	Primary PSAP	
Appomattox	16,119	3	8,202	7083	Primary PSAP	
Arlington	253,301	31	78,784	7084	Primary PSAP	
Augusta	77,487	8	32,530	7085	Primary PSAP	
Bath	4,209	3	2,723	7086	Primary PSAP	
Bedford	79,462	7	31,129	7087	Primary PSAP	
Bland	6,270	3	4,979	7089	Primary PSAP	
Botetourt	33,596	4	18,690	7090	Primary PSAP	
Bristol	17,219	4	14,953	7091	Primary PSAP	
Brunswick	15,849	4	8,766	7092	Primary PSAP	
Buchanan	20,355	4	8,965	7093	Primary PSAP	
Buckingham	16,824	3	8,254	7094	Primary PSAP	
Campbell	55,696	6	31,163	7095	Primary PSAP	
Caroline	30,887	6	17,389	7096	Primary PSAP	
Charles City	6,773	2	3,981	7098	Primary PSAP	
Charlotte	11,529	3	6,019	7099	Primary PSAP	
Charlottesville-UVA-Albemarle	163,445	19	76,540	7101	Primary PSAP	
Chesapeake	249,422	24	108,956	7102	Primary PSAP	
Chesterfield	364,548	36	152,063	7103	Primary PSAP	
Clarke	14,783	3	5,642	7107	Primary PSAP	
Colonial Heights	18,170	6	14,134	7110	Primary PSAP	
Covington	5,737	2	3,524	7111	Primary PSAP	
Craig	4,892	2	1,368	7113	Primary PSAP	
Culpeper	52,552	9	20,449	7114	Primary PSAP	
Cumberland	9,675	2	3,580	7115	Primary PSAP	
Danville	42,590	6	46,443	7116	Primary PSAP	
Dickenson	14,124	3	6,348	8222	Primary PSAP	
Dinwiddie	27,947	6	15,007	8457	Primary PSAP	
Eastern Shore	45,695	4	35,324	7119	Primary PSAP	
Emporia	5,766	3	7,236	7120	Primary PSAP	
Essex	10,599	2	6,016	7121	Primary PSAP	
Fairfax	1,174,455	81	389,128	7123	Primary PSAP	
Farmville	22,417	4	15,599	7125	Primary PSAP	
Fauquier	72,972	7	23,105	7221	Primary PSAP	
Floyd	15,476	2	6,256	7127	Primary PSAP	
Fluvanna	27,249	5	7,307	7128	Primary PSAP	
Franklin City	8,180	3	6,637	7130	Primary PSAP	
Franklin County	54,477	6	26,098	7129	Primary PSAP	
Frederick	91,419	6	33,889	7131	Primary PSAP	
Fredericksburg	27,982	6	22,595	7132	Primary PSAP	
Giles	16,787	5	6,459	7134	Primary PSAP	
Gloucester	38,711	6	13,295	7135	Primary PSAP	

PSAP Listing

Goochland	24,727	4	12,323	7136	Primary PSAP	
Greene	20,552	4	7,042	7139	Primary PSAP	
Greensville	11,391	3	7,048	7140	Primary PSAP	
Halifax	34,022	5	18,874	7141	Primary PSAP	
Hampton	137,148	12	97,997	7142	Primary PSAP	
Hanover	109,979	12	47,290	7143	Primary PSAP	
Harrisonburg-Rockingham	138,567	13	51,298	7144	Primary PSAP	
Henrico	334,389	31	172,579	7145	Primary PSAP	
Highland	2,232	3	685	7146	Primary PSAP	
Hopewell	23,033	3	15,366	7147	Primary PSAP	
Isle of Wight	38,606	4	16,978	7148	Primary PSAP	
James City	78,254	12	32,699	7150	Primary PSAP	
King and Queen	6,608	2	9,040	7151	Primary PSAP	
King George	26,723	5	9,397	7152	Primary PSAP	
King William	17,810	4	6,706	7153	Primary PSAP	
Lancaster	10,919	4	6,434	7154	Primary PSAP	
Lee	22,173	3	11,345	7156	Primary PSAP	
Loudoun	420,959	46	110,792	7157	Primary PSAP	
Louisa	37,596	7	18,525	7158	Primary PSAP	
Lunenburg	11,936	2	5,811	7159	Primary PSAP	
Lynchburg	80,395	8	55,782	7160	Primary PSAP	
Madison	13,837	5	5,890	7161	Primary PSAP	
Manassas	42,772	7	6,342	7162	Primary PSAP	
Manassas Park	17,219	3	2,187	7163	Primary PSAP	
Martinsville-Henry	64,433	11	47,132	7164	Primary PSAP	
Mathews	8,533	3	3,563	7165	Primary PSAP	
Mecklenburg	30,319	5	21,235	7166	Primary PSAP	
Middlesex	10,625	3	5,837	7167	Primary PSAP	
Nelson	14,775	5	8,513	7169	Primary PSAP	
New Kent	22,945	5	10,290	7170	Primary PSAP	
New River Valley	101,323	12	34,812	8501	Primary PSAP	
Newport News	186,247	18	123,851	7171	Primary PSAP	
Norfolk	238,005	18	197,315	7172	Primary PSAP	
Northumberland	11,839	3	4,513	7173	Primary PSAP	
Norton	3,687	2	5,876	7174	Primary PSAP	
Nottoway	15,642	2	8,020	7175	Primary PSAP	
Orange	36,254	4	17,473	7176	Primary PSAP	
Page	23,709	7	10,440	7177	Primary PSAP	
Patrick	17,608	4	7,789	7179	Primary PSAP	
Petersburg	33,458	6	36,334	7180	Primary PSAP	
Pittsylvania	60,501	5	32,084	7181	Primary PSAP	
Portsmouth	97,915	11	98,422	7183	Primary PSAP	
Powhatan	30,333	5	8,185	7184	Primary PSAP	
Prince George	43,010	5	22,224	7185	Primary PSAP	
Prince William	482,204	52	192,525	7186	Primary PSAP	
Pulaski	33,800	5	19,547	7187	Primary PSAP	
Radford	17,604	4	7,342	7188	Primary PSAP	

PSAP Listing

Rappahannock	7,348	2	3,871	7189	Primary PSAP	
Richmond City	226,610	40	247,796	7191	Primary PSAP	
Richmond County	8,923	2	3,174	7190	Primary PSAP	
Roanoke City	100,011	15	120,190	7192	Primary PSAP	
Roanoke County	96,929	20	50,093	7193	Primary PSAP	
Rockbridge	36,770	8	19,712	7194	Primary PSAP	
Russell	25,781	4	11,625	7195	Primary PSAP	
Salem	25,346	8	17,021	7196	Primary PSAP	
Scott	21,576	4	9,904	7197	Primary PSAP	
Shenandoah	44,186	4	18,394	7198	Primary PSAP	
Smyth	29,800	4	14,726	7200	Primary PSAP	
Southampton	17,996	3	7,183	7202	Primary PSAP	
Spotsylvania	140,032	10	51,424	7203	Primary PSAP	
Stafford	156,927	30	47,530	7204	Primary PSAP	
Staunton	25,750	4	14,621	7211	Primary PSAP	
Suffolk	94,324	14	54,196	7106	Primary PSAP	
Surry	6,561	3	3,555	7212	Primary PSAP	
Sussex	10,829	2	6,997	7213	Primary PSAP	
Tazewell	40,429	7	20,850	7214	Primary PSAP	
Twin County	51,208	4	21,671	7215	Primary PSAP	
Virginia Beach	459,470	31	206,117	7218	Primary PSAP	
Warren	40,727	5	16,070	7220	Primary PSAP	
Washington	53,935	4	28,170	7222	Primary PSAP	
Waynesboro	22,196	4	15,225	7223	Primary PSAP	
Westmoreland	18,477	4	9,597	7225	Primary PSAP	
Winchester	28,120	5	18,869	7228	Primary PSAP	
Wise	36,130	4	20,421	7229	Primary PSAP	
Wythe	28,290	4	20,222	8407	Primary PSAP	
York-Poquoson-Williamsburg	98,522	16	49,931	7232	Primary PSAP	
Falls Church	N/A	6	N/A	7124	Secondary PSAP	
MWAA	N/A	16	N/A	8567	Secondary PSAP	
Richmond Ambulance Authority	N/A	9	N/A	8588	Secondary PSAP	
Statewide	8,644,727	1085	4,207,328		124	Count

PSAP Listing

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