

December 4, 2007



Mr. R. Aubrey Cheatham
Public Safety Director
Campbell County
PO Box 500
34 Communications Lane
Rustburg, VA 24588

SSI Services, Inc.
2578 Interstate Drive
Suite 100
Harrisburg, PA 17110
717.541.8630
1.800.590.8837
Fax 717.541.8649
<http://www.vanadium.com>

Dear Mr. Cheatham:

SSI Services, Inc. (SSI) is pleased to provide Campbell County with the enclosed estimated cost proposal to continue the Needs Assessment Project work begun in 2002. Over the years, work has continued on the Needs Assessment Project with modifications (additions) to the original contract, allowing for the upgrade and modification of the resulting communications plan and the subsequent major improvements to the County's Public Safety Radio Communications System.

SSI has been able to save Campbell County significant dollars on the installation of a new console system by incorporating newly developed technology into the communications upgrade plan providing for additional communications system improvements and cost savings. In addition, SSI has aggressively pursued communications site collocation agreements with cellular telephone companies currently owning sites residing at some of the most advantageous locations in and around Campbell County. By collocating with cellular carriers, the County can take advantage of the superior radio coverage these sites afford and virtually eliminate the huge investment costs associated with new site development.

Overall public safety radio communications system coverage in Campbell County will be greatly enhanced due in large part to successful US Cellular Brookneal Site Collocation Agreement negotiations coupled with the anticipated success of another potential US Cellular Concord Collocation Agreement. However, US Cellular Collocating Guidelines will not allow for the current proposed *unlicensed* microwave shot or subsequent equipment placement in their facility. US Cellular's Collocation Agreement Guides state that microwave paths must be *licensed*. Therefore, SSI designed a licensed microwave system and wrote and prepared a bid specification for the County in order to pursue a microwave vendor to sell and install the equipment for 1) the proposed microwave shot between the Brookneal Site and the Long Mountain Site as well as 2) the proposed microwave shot between the Concord Site and the Long Mountain Site.

Labor costs for the above negotiation process were not captured in the initial figures presented to the County in September 2005. Along with these additional microwave considerations, Campbell County has requested SSI contact the Johnson Mountain Site Owner and inquire as to the possibility of moving the County's current antenna array to a higher position on the tower, thus improving coverage from this tower site.

By successfully accomplishing the Johnson Mountain antenna move, the need for the County to develop a site in or near the Town of Alta Vista would be eliminated thus saving the County associated site construction costs. In addition to the Site Acquisitions request, Campbell County also requested SSI representatives oversee the collocation construction phase, including writing a Communications Shelter Bid Specification and overseeing all phases of the shelter construction as presented in the current Statement of Work (SOW) offered to the County.

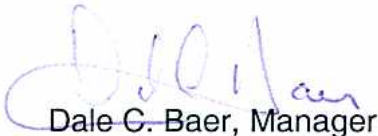
SSI recently developed and enclosed a Timeline in order to accommodate the aggressive schedule and requests required to meet the County's desired communications system upgrade completion date. Enclosed is a SOW identifying the tasks to be performed under the amendment to the SSI Agreement being presented to you in this correspondence. Also enclosed is a spreadsheet showing a detailed estimate of the costs to the County for SSI's services required to provide finalization of the site collocation agreements, implementation technical design support, implementation oversight and upgraded system final acceptance testing.

While facilitating the collocation agreements with cellular carriers is a very slow and laborious process involving minute technical details, legal reviews, etc., it is a very effective tool in gaining a robust public safety grade communications system without undue burden on the taxpayers of Campbell County.

It is my hope that the enclosed proposal to perform additional services in the amount of \$89,766.00 meets with your approval. If you have any questions or need clarification on anything presented here, please call me at (800) 590-8837 or e-mail me at dbaer@ssiservices.com.

SSI will be available to meet with County Management and / or County Purchasing to discuss the enclosed proposal and the continuation of the work necessary to complete the Campbell County public safety radio communications system upgrade.

Regards,



Dale C. Baer, Manager
Communications Consulting Group

Enclosures

cc: John Breon
John Webb
120407H-101

**Campbell County, VA
Public Safety Radio
System Implementation**

Task #	Task Description	Baer	Breon Webb	Himmelwright Kios Stanzola	Hebel	Willard	Sielaff- Smith	Rental Car and Fuel	Meals Per Diem	Room Per Diem
1	Complete Site Acquisition or Lease Agreement	12	80	120	120	16	8	15	30	24
	Modification and Construction Oversight									
	A. Collocation at Four Sites									
	1) Brookneal									
	2) Concord									
	3) Long Mountain									
	4) Johnson Mountain									
2	B. Submit potential site(s) to system designers for evaluation									
	C. Contact site owner(s) to submit collocation application(s)									
	D. Review proposed collocation agreement and terms									
	E. Site visitations to determine layout design									
	F. Execute agreement									
	G. Mediate and resolve all discrepancies									
	System Implementation	7	40	80	80				10	20
A. Oversee Installation										
1) Shelter										
2) Microwave system										
3) VHF radios										
B. Document voter move from Long Mountain to EOC										
C. Verify 5.8 GHz MW shot Long Mountain to EOC										
D. Mediate and resolve all discrepancies										
3	Licensing Services	3	8	40	40					
	A. Obtain FCC Letters of Concurrence									
	B. File for FCC licenses									
	** Does not include any coordination fees that are the direct responsibility of the County. SSI will define any fees and advise the County of the cost for such fees.									

**Campbell County, VA
Public Safety Radio
System Implementation**

Task #	Task Description	Baer	Breon Webb	Himelwright Kios Stanzola	Hebel	Willard	Slalaff-Smith	Rental Car and Fuel	Meals	Room
4	Coverage Testing (Optional)	3	8	40	40			5	10	8
	A. Perform propagation studies									
	B. Participate with County in the investigation of areas anticipated to be marginal coverage									
5	System Documentation	3	16	40		16	8	10	20	16
	A. Maintain equipment inventory									
	B. Visit site to witness, verify accuracy and document									
	1) Review installation and performance of all systems and equipment									
	2) Witness equipment turn on / burn in									
	C. Develop CAD Drawings									
	1) Tower Site Compound Layout									
	2) Tower / Antenna Layout									
	3) Shelter Layout									
	4) Equipment Layout									
	5) Grounding Layout									
	6) Utilities Layout									
	D. Attend vendor inspection									
	E. Develop Punch List of unfinished / unsatisfactory items									
	F. Work with vendors to resolve Punch List items									
	G. Customer acceptance									
	1) Advise customer of completion and obtain their acceptance									
	2) Inform contractor(s) of acceptance									
	3) Authorize contractor to invoice customer for balance of cost									
	4) Review final site invoice and authorize payment by customer									



STATEMENT OF WORK

Site Acquisition

Site Construction

Equipment Installation



I. SITE ACQUISITION OR SITE LEASE MODIFICATION TASKS

- A. Collocation at Four Sites
 - 1. Brookneal
 - 2. Concord
 - 3. Long Mountain
 - 4. Johnson Mountain
- B. Submit potential site(s) to system designers for evaluation
 - 1. Interpret findings to determine site / space requirements
- C. Contact site owner(s) to submit collocation application(s)
 - 1. Establish contact to discuss intent and determine interest
 - 2. Obtain application package
 - 3. Complete and submit application package and drawings
- D. Review proposed collocation agreement and terms
 - 1. Forward to lessee for consideration
 - 2. Forward revisions to lessor
 - 3. Repeat steps until agreement is reached
- E. Execute agreement
 - 1. Provide finalized copy to solicitor for lessee execution
 - 2. Return document to lessor for final execution
 - 3. Deliver copy of fully executed agreement(s) to lessee



STATEMENT OF WORK

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II. SITE CONSTRUCTION TASKS / OVERSIGHT

A. Construction at Two of Five Sites

1. Brookneal
2. Concord

B. Receive and review foundation, tower and grounding designs

1. Review all documents for accuracy
2. Resolve discrepancies
3. Evaluate grounding plan for feasibility and compliance
4. Suggest changes / solutions, if necessary

C. Building permit

1. Obtain copy from contractor(s) and record
2. Ensure permit is posted properly
3. Receive, revise and approve shelter plans
4. Obtain preliminary prints / files from contractor
5. Revise to show required changes
6. Re-submit to contractor
7. Repeat steps until plans meet requirements

D. Plan utility installations

1. Discuss plans and scheduling with contractor(s)

E. Site clearing and grading

1. Visit site to document

F. Visit site to witness, verify accuracy and document

1. Shelter foundation excavation
2. Shelter foundation rebar installation
3. Shelter foundation form and pour
4. Excavation for grounding and utility installation
5. Installation of grounding system, utility conduits, utility board
6. Backfill of all excavations and finish grade
7. Accept delivery of and erect tower w/ accessories (ladders, lighting kit, etc.)
8. Installation of antenna / dish mounts



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- a. Document placement
- b. Second trip possible if mount locations are incorrect
- c. Accept delivery of and install shelter
- G. Installation of customer-owned utility components
- H. Confer with contractor(s) to ascertain timeline
 - 1. Obtain inspections
 - 2. Coordinate utility connections
- I. Visit site to witness electric service connection and conduct clamp-on grounding system test, if possible
- J. General site work (grounding / bonding, ice bridge, tanks, fencing, stone, etc.)
 - 1. Several visits possible to track progress, accuracy and document
- K. Setup and test backup power equipment by vendor representatives
 - 1. Confer with contractor(s) to ascertain when start-ups will occur
- L. Punch List for unfinished tasks
 - 1. Visit site to thoroughly evaluate work with respect to contract
- M. SOW requirements
 - 1. Compile Punch List
- N. Walk customer through site to find additional list items, if possible
 - 1. Forward completed Punch List to contractor(s)
 - 2. Visit site for follow-up inspection when contractor(s) complete(s) work
 - 3. Repeat lists and follow-up inspections until all tasks are complete
- O. Customer acceptance
 - 1. Advise customer of completion and obtain their acceptance
 - 2. Inform contractor(s) of acceptance
 - 3. Authorize contractor(s) to invoice customer for balance of cost
 - 4. Review final site invoice and authorize payment by customer



STATEMENT OF WORK

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III. EQUIPMENT INSTALLATION TASKS

- A. Oversight / Q/A
 - 1. Long Mountain
 - 2. Johnson Mountain
 - 3. EOC
- B. Visit sites to witness, verify accuracy and document
 - 1. Mounting of antennas / dishes and extending of transmission lines / waveguides to shelter
 - a. Two trips possible
 - 2. Grounding of transmission lines / waveguides
 - 3. Installation of connectors and lightning arrestors
- B. Prepare Equipment Room layout based on space requirements
 - 1. Provide shelter layout to equipment vendor or SSI / customer plan(s) layout
 - 2. Review / revise vendor plan
- C. Visit sites to witness, verify accuracy and document
 - 1. Installation of cabinets / racks and ancillary equipment per layout
 - 2. Bonding of cabinets / racks and ancillary equipment
 - 3. Performance of all signal, data, alarm, cross-connect wiring
 - 4. Installation of power wiring
 - 5. Installation of RF jumpers from equipment to lightning arrestors
- D. Witness / review vendor inspection / report
 - 1. Attend inspection
 - 2. Review report and devise solutions as needed
- E. Prepare punch list for unfinished tasks
 - 1. Create list and forward to vendor(s) / installer(s)
 - 2. Review work performed to assure completion
 - 3. Revisit as many times as necessary
- F. Visit site to witness, verify accuracy and document
 - 1. Equipment turn on / burn in



STATEMENT OF WORK

Site Acquisition

Site Construction

Equipment Installation



G. Customer acceptance

2. Advise customer of completion and obtain their acceptance
3. Inform contractor(s) of acceptance
4. Authorize contractor(s) to invoice customer for balance of cost
5. Review final site invoice and authorize payment by customer