



PROPOSAL#25-0318A

SUBMITTED TO:

Augusta Regional Airport



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Section 1: Overview

KOVA Emergency Alert Notification System (KEANS) is tailored to fulfill your emergency notification system needs and is robust and customizable for individual airport operations. The system proposed for Augusta Regional Airport includes redundancy and modular design, affording your personnel with the latest digital technology that is extremely flexible and functional, built around standard operating procedures. The system can grow with your facility and will continue to provide unprecedented freedom of expandability moving forward. We have based this budgetary pricing upon the scope of work provided to KOVA, Corp.

CUSTOMER RESPONSIBILITIES

All transport wiring (Ethernet or fiber) between the core system and any endpoints (including PoE+ switches, UPS, etc.,) will be the responsibility of the Airport. Terminations for each end point will be CAT6 or better RJ-45 male or female, depending on the type of endpoint. It is recommended cable or any receptacles are red in color to distinguish them as dedicated outlets for the Emergency Alert System. Any Ethernet to fiber conversions in the transport path between the server and the endpoints are the responsibility of the customer. On the core side, each endpoint, modem or PoE+ switch endpoint should be terminated on an RJ-45 modular (male) connector within the rack or cabinet which will house the Emergency Alert system servers. System Endpoints shall be mounted by the customer in advance of system deployment.

KOVA RESPONSIBILITIES

KOVA will provide the design, labor, materials listed in the proposed items below, implementation, testing, training, documentation, maintenance and remote based support for a one-year period as required to provision the system and enable the end- users. KOVA will also provide on-going consultation with technical personnel to ensure the system is operating at optimum levels within the customer environment. If required, KOVA will interface with customer 3rd party vendors to pursue integration into other systems. Such integrations may carry additional cost based upon complexity and development required. KOVA will keep the customer personnel abreast about any information related to new and updated features as they are released.

Section 2: System Design & Operation

KOVA is providing the following endpoint configurations, based upon the specific location and the equipment where deployment will occur and is based on KOVA's End User License Agreement:

Qty	Item Code	Item Description
	PHONES	
3	KOVA-IF-KEANS-PHN	KEANS Full IP Desk Phone and KEANS license
	DISPLAY DEVICES	
4	KOVA-IF-KEANS-TABLET	KEANS Tablet interface and KEANS license
4	KOVA-IF-KEANS-TABLET-STAND	KEANS tablet interface Stand
	INTEGRATIONS	
1	KOVA-IF-KEANS-EVERBRIDGE	KEANS Integration to Everbridge
	ADAPTERS & BUTTONS	
1	KOVA-IF-KEANS-PAGE-A	KEANS Paging adapter and KEANS license
1	KOVA-IF-KEANS-ROIP-GW	KEANS ROIP adapter and KEANS license
1	KOVA-IF-KEANS-ROIP-GW-CBL	KEANS ROIP adapter cable
	SPEAKERS & STROBES	
2	KOVA-IF-KEANS-SPR-HORN	KEANS Horn Speaker and KEANS license
1	KOVA-IF-KEANS-STROBE-MULTI	KEANS Multi-color Strobe Light and KEANS license
	SERVERS & SWITCHES	
1	KOVA-SVR-KEANS	Server for KEANS solution (Primary) and KEANS server license
1	KOVA-SVR-KEANS	Server for KEANS solution (Backup) and KEANS server license

--END OF SECTION 2--

Section 3: System Cost Proposal as Per GSA Contract:

GSA Contract #: GS-35F-011BA

Valid Thru: 10/14/2025

Contractor: KOVA, CORP.

Address: 102 E BAY AVE STE J MANAHAWKIN, NJ 08050-3175

Phone: 800-204-5200

Web Address: <http://www.kovacorp.com>

DUNS: 150373426

FEIN: 22-3564190

NAICS: 334290

[CLICK HERE TO ACCESS KOVA CORP.'S ONLINE GSA CONTRACT](#)

GSA BASE SOLUTION QUOTED AS PER CURRENT GSA SCHEDULE:

Qty	Item Code	Item Description	GSA List Price (Per Unit)	GSA List Price (Extended)	GSA Discount Price (Per Unit)	GSA Discount Price (Extended)
1	KOVA-EANS-SYSTEM-LGA-DEV-142	Emergency Alert Notification System with interconnections for up to 142 devices	\$399,748.00	\$399,748.00	\$95,625.10	\$95,625.10
*TOTAL INVESTMENT INCLUDING 1ST YEAR REMOTE SUPPORT AND WARRANTY (SEE ITEMIZED COMPONENTS BELOW):				\$399,748.00		\$95,625.10

*BELOW IS THE ITEMIZED SOLUTION COMPONENTS FOR BUNDLED SOLUTION ABOVE:

Qty	Item Code	Item Description
PHONES		
3	KOVA-IF-KEANS-PHN	KEANS Full IP Desk Phone and KEANS license
DISPLAY DEVICES		
4	KOVA-IF-KEANS-TABLET	KEANS Tablet interface and KEANS license
4	KOVA-IF-KEANS-TABLET-STAND	KEANS tablet interface Stand
INTEGRATIONS		
1	KOVA-IF-KEANS-EVERBRIDGE	KEANS Integration to Everbridge
ADAPTERS & BUTTONS		
1	KOVA-IF-KEANS-PAGE-A	KEANS Paging adapter and KEANS license
1	KOVA-IF-KEANS-ROIP-GW	KEANS ROIP adapter and KEANS license
1	KOVA-IF-KEANS-ROIP-GW-CBL	KEANS ROIP adapter cable
SPEAKERS & STROBES		
2	KOVA-IF-KEANS-SPR-HORN	KEANS Horn Speaker and KEANS license
1	KOVA-IF-KEANS-STROBE-MULTI	KEANS Multi-color Strobe Light and KEANS license
SERVERS & SWITCHES		
1	KOVA-SVR-KEANS	Server for KEANS solution (Primary) and KEANS server license
1	KOVA-SVR-KEANS	Server for KEANS solution (Backup) and KEANS server license
TOTAL INVESTMENT:		\$95,625.10

*PAYMENT TERMS:

50% DUE AT CONTRACT ACCEPTANCE

45% DUE AT DELIVERY

5% DUE AT SYSTEM SIGN-OFF

Section 4: Annual Extended Warranty & Support + Optional Components

• OPTIONAL EXTENDED WARRANTY AND SERVICE OPTIONS FOR BASE SOLUTION

OPTION 1: SINGLE YEAR TERM EXTENDED WARRANTY CONTRACT (CONTRACT WILL TERMINATE AND CAN BE RENEWED IN ADDITIONAL 1 YEAR TERM INCREMENTS AT RATES BELOW)			
GSA Item Code	GSA Description	GSA Catalog Price	Final Discounted Price
KOVA-MAINTENANCE-GOLD-PLAN-GOVT-EXTENDED-SINGLE	Year 2 Extended Warranty with 24x7 remote support with next day depot on replacement parts of the base system quoted with a purchase price of \$95,625.10	\$99,937.00	\$19,125.02

*OPTION 2: THREE YEAR EXTENDED WARRANTY CONTRACT (EXTENDED WARRANTY CONTRACT WILL TERMINATE AFTER 36 MONTHS, WITH PAYMENTS TO BE MADE IN ANNUAL INSTALLMENTS AT THE START OF EACH WARRANTY YEAR).			
GSA Item Code	GSA Description	GSA Catalog Price	Final Discounted Price
KOVA-MAINTENANCE-GOLD-PLAN-GOVT-EXTENDED-3-YR-LOCK	Years 2-4: Extended Warranty with 24x7 remote support with next day depot on replacement parts of the base system quoted with a purchase price of \$95,625.10	\$99,937.00	\$18,551.27- *Annually for a 3 year term

*OPTION 3: FIVE YEAR EXTENDED WARRANTY CONTRACT (EXTENDED WARRANTY CONTRACT WILL TERMINATE AFTER 60 MONTHS, WITH PAYMENTS TO BE MADE IN ANNUAL INSTALLMENTS AT THE START OF EACH WARRANTY YEAR).			
GSA Item Code	GSA Description	GSA Catalog Price	Final Discounted Price
KOVA-MAINTENANCE-GOLD-PLAN-GOVT-EXTENDED-5-YR-LOCK	Years 2-6: Extended Warranty with 24x7 remote support with next day depot on replacement parts of the base system quoted with a purchase price of \$95,625.10	\$99,937.00	\$18,168.77- *Annually for a 5 year term

Optional Components:

Qty	Item Code	Item Description
	HOSTED STT	
1	KOVA-STT-HOSTEDSERVICE-SAAS	KEANS Hosted Speech to Text transcription and parsing. Yearly fee.
	MOBILE APP & DISPLAY	
3	KOVA-IF-KEANS-APP-LIC	KEANS Mobile AppLicense (per device, per year)
2	KOVA-IF-KEANS-SHUTTLE-PC-FOR-DISPLAY	KEANS Shuttle PC with HDMI output for Customer to utilize in order to send Speech To Text information to agency owned monitors. This line item includes licensing to display information on up to a customer owned monitor.
	TOTAL INVESTMENT:	\$22,313.43