

**CITY OF DALTON**  
**QUALIFIED VENDOR WRITTEN QUOTES**  
**(Goods or Services with Aggregate Cost of \$2,500 - \$19,999)**

**Department:** Fire  
**Date:** 1/31/2022

**Description of item:** Records Management System  
Includes NFIRS, station management, roster/scheduling,  
fleet maintenance, CAD integration, training module,  
inspections, mobile inspections, business analytics

<b>Vendor</b>	<b>Quote Amount</b>	<b>Comments</b>
Fireworks, EPR Systems	19,502.00	
ESO	30,280.00	
ImageTrend	30,500.00	

**Note: Minimum of 3 written quotes. Attach form and quotes to purchase order for payment.**

**Approved by:** \_\_\_\_\_

**Date:** \_\_\_\_\_

**EPR Systems USA Inc.**  
*We do IT all*

1018 LaSalle Street  
 Jacksonville, FL 32207  
 Phone: 407-247-5512  
 Bill To: Dalton Fire Department  
 Name: Chief Todd Pangle



DATE: January 13, 2022  
 Quotation #: 2022-113A-1  
 Customer ID: Dalton Fire Department

Quotation valid until: February 12, 2022  
 Prepared by: Jaime Metcalf

Comments or special instructions:

FireWorks Modules

Description	Included	Price
Fire Bundle (NFIRS Inspection Properties, Pre Plan, Hydrants Investigation)	<input checked="" type="checkbox"/>	\$ 9,486
Inventory & Maintenance & Work Order	<input checked="" type="checkbox"/>	\$ 490
Analytics (BI) Reporting Tool	<input checked="" type="checkbox"/>	Free
CAD Interface	<input checked="" type="checkbox"/>	\$ 1,198
<b>Annual Cost</b>		<b>\$ 11,172</b>

One time - Implementation Cost	
Data Conversion & Cloud System Configuration	\$ 5,000
Training - Daily On-site Training (3 Days On Site)	\$ 3,330
<b>One time - Implementation Cost</b>	<b>\$ 8,330</b>

EPR FireWorks is not liable or responsible for 3rd party side of the interface or any 3rd party costs.  
 \* Data conversion includes data conversion from 1 vendor

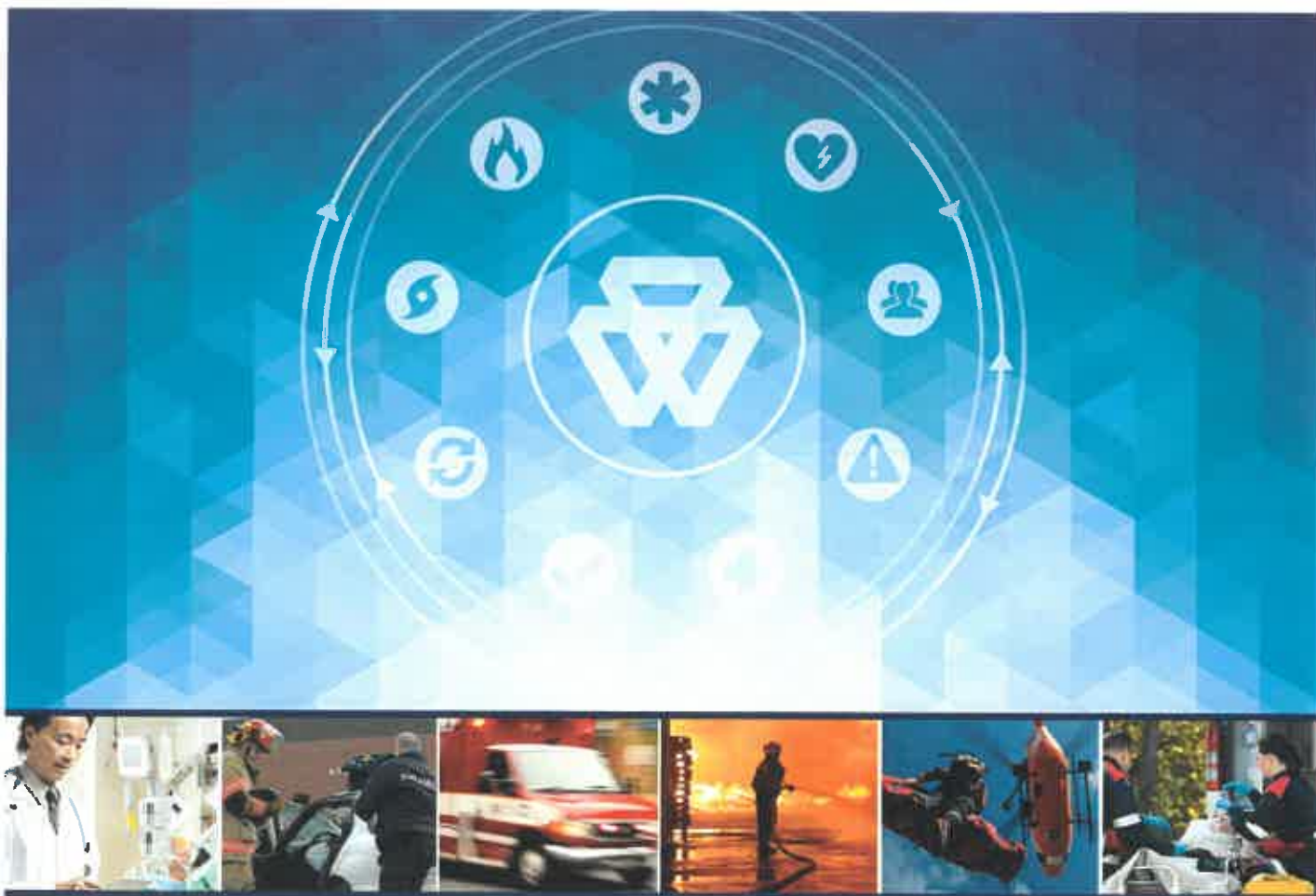
Payable via credit card, with a 3% price increase

Accepted by:

\_\_\_\_\_  
 Name Signature

\_\_\_\_\_  
 Title Date

\_\_\_\_\_  
 FDID Number



## City of Dalton Fire (GA) Rescue/Slate

### Prepared For

City of Dalton Fire Department  
Todd Pangle  
404 School St  
Dalton, Georgia 30720

### Prepared By

Brenon Larson-Gulsvig  
Jan 27, 2022

**IMAGETREND®**

# Quote



**Prepared For**

Todd Pangle  
 City of Dalton Fire Department  
 404 School St  
 Dalton, Georgia 30720  
 706-278-7363  
 tpangle@daltonga.gov

**Bill To**

Todd Pangle  
 City of Dalton Fire Department  
 404 School St  
 Dalton, Georgia 30720  
 706-278-7363  
 tpangle@daltonga.gov

Salesperson	Quote Number	Date		
Brenon Larson-Gulsvig, Sales Specialist,	QUO-12112-Q2M8B	Jan 27, 2022		
Description	Qty	Frequency	Unit Price	Total
<b>One-Time Fees</b>				
Elite™ Fire Setup	1	One Time	\$2,373.00	\$2,373.00
Webinar Training 2hr Session	4	One Time	\$350.00	\$1,400.00
Onsite Training Session - 8 Hours	1	One Time	\$1,400.00	\$1,400.00
Travel	1	One Time	\$1,750.00	\$1,750.00
<b>Recurring Fees</b>				
Elite™ Fire - SaaS	1	Recurring	\$6,327.00	\$6,327.00
Mobile Fire Inspections - SaaS	1	Recurring	\$1,870.00	\$1,870.00
Slate™	1	Recurring	\$4,980.00	\$4,980.00
Slate™ Text/SMS	1	Recurring	\$1,000.00	\$1,000.00
Investigations	1	Recurring	\$1,250.00	\$1,250.00
Permits	1	Recurring	\$1,250.00	\$1,250.00
CAD Distribution	1	Recurring	\$3,500.00	\$3,500.00
- CAD Vendor: Other CAD Vendor				
Continuum®	1	Recurring	\$2,400.00	\$2,400.00
- Continuum® Fire Content Package	1	Recurring	\$800.00	\$800.00
- Continuum® Geocoding	1	Recurring	\$200.00	\$200.00
<b>TOTAL Year 1</b>				<b>\$30,500.00</b>
<b>*Annual Fees after Year 1</b>				<b>\$23,577.00</b>

**Prepared By: Brenon Larson-Gulsvig**

**Terms of Agreement:** The above mentioned items will be invoiced upon Contract signature with payment terms of net 30 days.

- The recurring annual fees will be invoiced annually in advance.
- Project completion occurs upon receipt of the product.
- ImageTrend's license, annual support and hosting are based on up to 4,000 annual incidents as provided by Client. \*IMAGETREND will perform price increases of the recurring fees. The first price increase will occur with the fees due for year two. These price increases will occur once a year and may not exceed 3% of the price then currently in effect.
- This proposal is valid for 90 days.
- This quote reflects ImageTrend's standard non-CJIS compliant framework, and is provided without any CJIS-related warranties, representations, or contractual commitments. Additional information and pricing for ImageTrend's advanced CJIS compliant offerings are available upon request.
- The estimates set forth herein do not constitute a binding offer or acceptance. This quote does not express the full agreement or understanding of the parties, is subject to additional due diligence and change, and shall not be binding on ImageTrend. The parties do not intend to be legally bound until they enter into definitive agreements regarding the subject matter hereof.

**IMAGETREND will invoice sales tax to non-exempt CLIENTS where applicable**

**DISCLAIMER:** This quote creates no legal obligations. This letter is intended to confirm the parties' current understanding of the terms, but it is not intended to create any legal obligations with respect to any of the terms. Neither party should rely on this quote and no legal or equitable remedy will arise from any such reliance. Instead, the parties must reach a final agreement. A final agreement will be a condition precedent to any binding obligations. A fully executed Contract Agreement will be required to be completed before an order is processed.

## PRODUCT DESCRIPTIONS

- Elite™ Fire - SaaS** Elite Fire is the offering for NFIRS compliance. With a platform-independent design and intuitive interface, Elite Fire gives you the power to manage operations data, import/export NFIRS files, dive into CQI, document locations and occupant pre-plans and inspections, asset tracking with the Inventory/Maintenance and Repairs module, perform on demand and scheduled daily checklists, use the Training/Activities module and streamline reporting with Report Writer.
- Mobile Fire Inspections - SaaS** Elite Mobile Fire Inspections allows you to enter or edit location, occupant, and inspection records while offline and working in the field. It synchronizes all data bidirectionally with Elite Web.  
Note: Elite Fire or Rescue is required.
- Investigations** Investigations is a separate module that allows your investigators to document all aspects of a fire-related investigation, including such things as witnesses, evidence grids and weather related information.  
Note: Elite Fire or Rescue is required.
- Permits** The Permits module allows you to create, track and complete records, such as building or construction permits. Note: Elite Fire or Rescue is required.
- Continuum®** Continuum is an integrated solution designed to make monitoring your system easy. Continuum analyzes the data within your system as it is added or updated to provide you with notifications and easy-to-view charts, tabular reports, and maps based on the data you need without requiring you to build reports or manually check your system.  
The base Continuum offering includes the following primary components:
- **Monitors**  
Continuum Monitors are predefined analytics, built by ImageTrend using industry-wide best practices and metrics. Groups of similar Monitors are organized in Continuum Domains. Within each Monitor, you can drill down and expand for more detail. The end result is easily accessible information that can help you turn your data into wisdom. Make more informed decisions, impact operations and improve patient care with Continuum.
  - **Data Sets**  
Following is a list of the available data sets that are currently available in Continuum to create new monitors based upon the information that you collect with your Elite system. New data sets are added to Continuum as they become available for Elite, Patient Registry, LMS and other ImageTrend products.
    - o Community Health Patients
    - o Community Health Visits
    - o Elite Agency Location
    - o Elite EMS
    - o Elite Facility
    - o Elite Fire
    - o Elite Personnel
    - o EMS CAD
    - o Inspections
    - o Locations
    - o Occupants
  - **Domains**  
In Continuum, a Domain is the term used to refer to dashboards and monitors related to different overarching subjects (e.g., Public Health Incidents).  
The following two domains are available by default as part of what is included with the base Continuum offering. These domains include the charts, maps, and tabular reports that you need for presentations to your system stakeholders.
    - o **EMS Board Report**  
The Continuum EMS Board Report domain includes dashboard content and monitors that pertain to the following types of information that is useful for presentations to your EMS Board and other stakeholders. Topics included in this domain include: Overall System Statistics, 911 Responses, Inter-facility Transfers, and Mutual Aid.  
The EMS Board Report domain is included as part of the base Continuum offering.
    - o **Fire Board Report**  
The Continuum Fire Board Report domain includes dashboard content and monitors that pertain to various types of information that is useful for presentations to your Fire Board of Directors and other stakeholders. Information included in this domain include: Overall System Statistics, 911 Responses, Incident Types, Mutual Aid given and received, Fire and Civilian Casualties, Property Lost and Saved, etc.  
The Fire Board Report domain is included as part of the base Continuum offering.

## **Continuum® Fire Content Package**

The Continuum Fire Content Package includes multiple Continuum Fire content domains. Each Continuum content domain can be purchased individually. The Continuum Fire Content Package allows you to purchase numerous Fire domains at a quantity discount versus purchasing them individually. The following Fire domains are currently included in this package:

- Arson
- Casualties
- Crew Participation / Call Attendance
- Data Quality and Completeness
- False Alarms
- Fire Information
- Fire Losses / Saves
- Fire Times
- Hazmat
- Historical Demand
- Incident Status
- Incident Types
- Mutual Aid
- Reliability (Overlapping Calls)
- Technical Rescue
- Utilization

## **Continuum® Geocoding**

The Continuum Geocoding option generates latitude and longitude information from EMS and Fire scene location addresses. This option is available for those clients that don't currently have latitude and longitude information being added to their system via either a CAD integration or the ImageTrend MARS offering. Latitude and longitude information is required if you want to view map content in Continuum's numerous content domains.

## **CAD Distribution**

The ability to easily integrate CAD data into run reports is very beneficial in ensuring accurate data. CAD data can be obtained via a file export, a query or it can be sent directly to the ImageTrend web service. Only fields listed in the CAD integration workbook are available for population through the integration.

## **Webinar Training 2hr Session**

Training sessions that are completed via webinar (maximum of 2 hours per session). Topics can include administrator or user education, in-depth education on various modules or features of the system, or learning how to better use Report Writer.

## **Onsite Training Session - 8 Hours**

Training that is to be completed onsite at the client's location. Training topics can range from administrator training to user education to in-depth Report Writer usage.

## **Slate™**

Slate™ is a standalone operations management solution with the first-released module for scheduling with certification tracking. Engineered for flexibility, multiple schedule types and sub-groups can be utilized in a single solution with workflows that are defined by your department. With Slate, you get unlimited time off requests, shift trades, work requirements, seniority lists and fill rules. It is an ImageTrend-hosted solution that connects with the Aware app for end users to view and manage their own schedules, and can either integrate with ImageTrend Elite or work independently.

## **Slate™ Text/SMS**

Provides the ability to send a variety of individual or bulk text/SMS notifications and alerts to your personnel directly from Slate.



Quote Date: 11/29/2021  
 Customer Name: Dalton Fire Department (GA)  
 Quote #: Q-54001  
 Quote Expiration date: 02/27/2022  
 ESO Account Manager: Sara Schryver

**CUSTOMER CONTACT**

Customer Dalton Fire Department (GA)  
 Name Todd Pangle  
 Email tpangle@daltonga.gov  
 Phone (706) 260-9608

**BILLING CONTACT**

Payor Dalton Fire Department (GA)  
 Name Todd Pangle  
 Email tpangle@cityofdalton-ga.gov  
 Phone 706-278-7363

Address 404 School St Dalton GA, 30720  
 Billing Frequency Annual  
 Initial Term 12 months

**On Demand Learning**

Product	Volume	Total	Fee Type
On Demand Learning	97 Employees	\$2,995.00	Recurring

**Scheduling**

Product	Volume	Total	Fee Type
ESO Scheduling Plus	97 Employees	\$5,595.00	Recurring
ESO Scheduling - Setup & Online Training	2 Sessions	\$1,190.00	One-time

**Asset Management/Checklist**

Product	Volume	Total	Fee Type
Assets-Checklist Bundle	7 Vehicles	\$2,095.00	Recurring
Asset Management and Checklist - Training and Implementation	7 Vehicles	\$950.00	One-time

**Fire**

Product	Volume	Total	Fee Type
Fire Incidents CAD Integration	3750 Incidents	\$1,995.00	Recurring
Fire Personnel Management	97 Employees	\$2,845.00	Recurring
ESO Properties	5 Stations	\$2,075.00	Recurring
ESO Inspections	5 Stations	\$2,375.00	Recurring
ESO Hydrants	5 Stations	\$1,695.00	Recurring
ESO Activities - Fire and Fire/EMS Agencies	5 Stations	\$1,195.00	Recurring
ESO Fire Incidents	5 Stations	\$5,275.00	Recurring
Fire Setup & Online Training	5 Sessions	\$0.00	One-time

\*Additional fees may be applied by Customer's billing or CAD vendor for certain integrations or interfaces, and Customer is encouraged to discuss this with the applicable vendor.



Quote Date: 11/29/2021  
Customer Name: Dalton Fire Department (GA)  
Quote #: Q-54001  
Quote Expiration date: 02/27/2022  
ESO Account Manager: Sara Schryver

<b>Total Recurring Fees</b>	\$	<b>28,140.00</b>
<b>Total One-Time Fees</b>	\$	<b>2,140.00</b>
<hr/>		
<b>TOTAL FEES</b>	\$	<b>30,280.00</b>

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Quote Date: 11/29/2021  
Customer Name: Dalton Fire Department (GA)  
Quote #: Q-54001  
Quote Expiration date: 02/27/2022  
ESO Account Manager: Sara Schryver

## Fire

Product	Description
ESO Activities - Fire and Fire/EMS Agencies	Application for tracking non-response activities, including Operations and Community Risk Reduction and Daily Log.
ESO Hydrants	Inventory and document testing and status of hydrants.
Fire Setup & Online Training	Setup and Webinar Training Session for ESO Fire.
ESO Fire Incidents	Includes Auto EHR-Import or Auto-CAD Import, federal NFIRS data reporting, software updates and upgrades.
ESO Inspections	Includes the ability to manage multiple code sets, using those to develop customized Check-lists for inspections. The application allows you to schedule, manage, execute and finalize inspections as well as reschedule any required follow up inspections.
ESO Properties	Includes CAMEO integration, Pre-Plan view. Stores property and occupant history (presence of chemicals and tanks, incidents, and previous inspections).
Fire Personnel Management	Includes tracking of Training classes, certifications, credentials, immunization records. Discounted as a part of the Fire Bundle.
Fire Incidents CAD Integration	Allows for integration of CAD data into the FIRE application. Ongoing maintenance included. Additional fees from your CAD vendor may apply.

## Asset Management/Checklist

Product	Description
Assets-Checklist Bundle	Web-based asset management and apparatus checklist for Fire and EMS.
Asset Management and Checklist - Training and Implementation	Training and configuration to include; group admin training, agency specific web-based sessions, online training and pre-recorded end user training.

## Scheduling

Product	Description
ESO Scheduling Plus	Online scheduling, messaging and detailed reporting, plus web-based time clock, attendance tracking, time off management and payroll output files.
ESO Scheduling - Setup & Online Training	Webinar Training Session.

## On Demand Learning

Product	Description
On Demand Learning	Unlimited, online training for all ESO products.