



POLICE DEPARTMENT

CHARTER TOWNSHIP OF WHITE LAKE

DANIEL T. KELLER
CHIEF OF POLICE

March 10, 2026

Rik Kowall, Township Supervisor
White Lake Township

RE: MOTOROLA PHONE REPLACEMENT

Oakland County has reached the end of its contract with our current call-handling equipment provider, Motorola CallWorks. Dispatch Coordinator Cross served on the countywide committee formed to evaluate and select a new provider for all eighteen Public Safety Answering Points (PSAP's) in Oakland County. After careful review of various vendors, the committee agreed that Carbyne best meets the operational needs of all PSAPs and aligns with advancing public safety technology.

Oakland County has entered into a five-year contract with Carbyne to provide this service to the Oakland County Dispatch Center, as well as subcontract to the seventeen other PSAPs in the county. Carbyne Apex is a cloud-native emergency call handling platform that leverages AWS GovCloud and operates on a Windows-based system. It supports both emergency and non-emergency multimedia communications and includes multiple layers of redundancy to eliminate single points of failure and ensure continuity of operations. Without this call handling software, all PSAPs would no longer be able to receive and accept emergency 911 calls.

The White Lake Township Police Department Communications Center currently operates with two dispatch consoles, each requiring this call handling software. The new public safety building will include a third console to better support departmental operations and service to residents, thus requiring a third set of call handling equipment.

By piggybacking off the Oakland County contract, The White Lake Township Police Department is able to obtain services through Carbyne at a cost, which is much less than what would be quoted if we attempted to obtain services alone. The total Year 1 cost is \$86,766.90. Upon execution of the contract, Carbyne requires a 45% deposit for all Year 1 fees and is broken down as follows:

- Hardware - \$37,664.00 @ 45%..... \$16,948.80
- Apex Subscription - \$21,300.00 @ 45%.....\$9,585.00
- One-time Deployment - \$27,803.00 @ 45%....\$12,511.35

- Total Initial Payment\$39,045.15
- Remainder Year 1 Upon Completion..... \$47,721.75

The five-year contract will then have an annual subscription fee (which includes maintenance) for years two through five, which breaks down as follows:

- Year 2 - \$35,943.57
- Year 3 - \$35,943.57
- Year 4 - \$35,943.57
- Year 5 - \$35,943.57

- Total Year 2 through Year 5 - \$143,774.28

- Total Project Cost - \$230,541.18

White Lake has volunteered to be the first agency in the County to transition to Carbyne to coincide with our move into the new building, which is anticipated to reduce installation costs.

I recommend that this contract be approved in order to continue service the White Lake Township community with quality emergency services, all of which begin in the Communications Center. The invoice for the system, as well as the contract are attached for your review.

Sincerely,



Daniel T. Keller
Chief of Police



Carbyne Inc.
 45 W 27th St, Suite 200
 2nd floor
 New York NY 10001
 United States
 Tax ID: 814342238

Bill To:
 White Lake TWP PD
 7525 HIGHLAND RD
 White Lake MI 48383
 United States

Ship To:
 White Lake TWP PD
 7525 HIGHLAND RD
 White Lake MI 48383
 United States

Date: 01-Feb-2026
Terms: Net 30
Due Date: 03-Mar-2026
Account #: 10351

Invoice INVINC50689

Item	Description	Quantity	Rate	Amount
110	Apex Subscription Fees 2 Seats 45% due upon execution of the contract	0.45	21,300.00	9,585.00
170	Hardware 45% due upon execution of the contract	0.45	37,664.00	16,948.80
150	One -Time Deployment 45% due upon execution of the contract	0.45	27,803.00	12,511.35

Subtotal	39,045.15
Sales Tax (0%)	0.00
Total Amount	USD 39,045.15

Balance on account	USD 39,045.15
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Payment to:

Please remit ACH Payment to:

Name: Carbyne Inc
 EIN: 81-4342238
 Bank Name: Silicon Valley Bank, a division of First-Citizens Bank
 Branch/ASA: 121140399
 Account Number: 3303423900
 Swift: SVBKUS6S

Please Mail CHECK Payment to:

Regular Mail:

Carbyne, Inc
 Attn: P.O. Box # 358178
 500 ROSS ST 154-0455
 PITTSBURGH, PA 15262

White Lake Township PSAP Adoption Agreement

This PSAP Adoption Agreement (“PSAP Agreement”) is entered into between White Lake Township (“PSAP”) and Carbyne, Inc. (“Contractor”) as of the last date of signature below (“PSAP Agreement Effective Date”). PSAP and the Contractor may be referred to individually as a “Party” or collectively as the “Parties.”

By entering into this PSAP Agreement, PSAP agrees to the applicable terms of the Contract between County of Oakland and Contractor with Contract Number 011794, including any applicable exhibits, appendices and attachments (collectively, “Contract”). The parties agree that the Contract contains Contractor Deliverables that are solely Contractor’s obligation to provide to County as well as payment obligations to Contractor that are solely financial obligations of County. For avoidance of doubt, County of Oakland is neither a party nor a third-party beneficiary to this PSAP Agreement.

This PSAP Agreement also specifies additional terms defined below and fees specific to PSAP. Such additional terms are consistent with Contract, however in the event of a conflict between the Contract and this PSAP Agreement, this PSAP Agreement will apply to the extent of such conflict. Any capitalized terms will have the same definition as set forth in the Contract, unless otherwise expressly set forth in this PSAP Agreement. The terms of the Contract will continue for the duration of the PSAP’s Subscription Term.

The Parties agree to the following additional terms which apply to PSAP:

1. **Subscription Term:** The Solution subscription start date will be the earliest of i) the date Carbyne delivers to Customer the license keys which provides Customer with access to the APEX platform, or ii) February 1, 2027 (“APEX Start Date”). The Solution subscription term will continue through January 31, 2032 (“APEX End Date”).
2. **Fees:**

White Lake Township	
7525 Highland Rd, White Lake, MI 48383	
Concurrent Seats	2
Installed Positions	3
Year 1 Costs (Subscription + One-Time + Hardware)	\$86,766.90
Years 2-5 Annual Fee	\$35,943.57

CPI Adjustment: In Carbyne’s sole discretion, annual subscription fees may be subject to a fee adjustment on each anniversary date of the subscription start date to account for changes to the U.S. Department of Labor Consumer Price Index (“CPI”). Such fee adjustments are limited to the greater of

3% or the change in the CPI for the twelve month period preceding the anniversary date.

Payment terms are as set forth in the Contract.

All payments are due Net 30 days from the date of invoice.

The Parties by their duly-authorized representatives have caused this PSAP Agreement to be executed as of the PSAP Agreement Effective Date:

White Lake Township Address: 7525 Highland Rd, White Lake, MI 48383	Carbyne, Inc. Address: 45 W. 27 th St., Floor 2, New York, NY 10001
By:	By:
Name:	Name:
Title:	Title:
Date:	Date: