

RESOLUTION 10-86

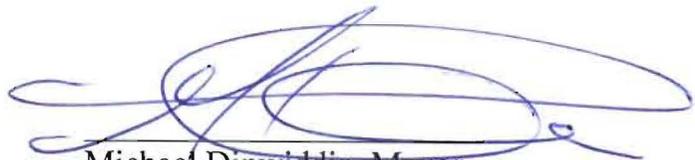
**A RESOLUTION TO AUTHORIZE THE LEASE-PURCHASE
OF COMPUTER AIDED (CAD) DISPATCH SYSTEM, REPORT
MANAGEMENT SYSTEM (RMS), AND MOBILE DATA
TERMINALS (MDT)**

WHEREAS, to better serve the citizens of Spring Hill, the Police Department is in need of upgrading its dispatch capabilities, report writing, and laptops for police vehicles; and

WHEREAS, the City of Spring Hill approved the lease-purchase of these items in the 2010-2011 Capital Improvement Plan; and

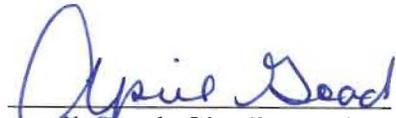
NOW, THEREFORE BE IT RESOLVED, that the City of Spring Hill authorizes the lease-purchase of Computer Aided Dispatch (CAD) System, Report Management System (RMS), and Mobile Data Terminals (MDT) from Sleuth Software, not to exceed a total cost of \$747,717.00 (which includes 4 years of support), as recommended by staff and Spring Hill Budget and Finance Advisory Committee on October 11, 2010.

Passed and adopted by the Board of Mayor and Aldermen of the City of Spring Hill, Tennessee on the 18th day of October, 2010.

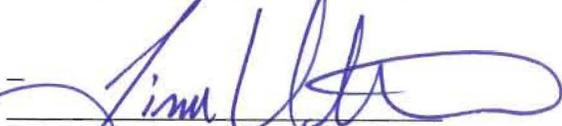


Michael Dinwiddie, Mayor

ATTEST:


April Goad, City Recorder

LEGAL FORM APPROVED:


Timothy P. Underwood, City Attorney

CAD, RMS, MOBILE, COURT / SHPD DISPATCH INTERACT	CAD, RMS, MOBILE, COURT / SHPD DISPATCH SLEUTH
Total Cost w / Lease Buyout & 24 / 7 Support for 4 yrs \$1,433,137.54	Total Cost w / Lease Buyout & 24 / 7 Support for 4 yrs \$747,717.00
Cost w / 24 / 7 Support minus Buyout \$1,371,137.34	Cost w / 24 / 7 Support minus Buyout \$685,336.00
Annual Cost w / Support / Buyout \$358,284.37	Annual Cost w / Support / Buyout \$204,669.09
Monthly Lease Cost \$29,857.03 plus Interest	Monthly Lease Cost \$17,055.42 w / CalFirst Leasing
Annual Salary / Benefits Cost \$378,273.84 w / full family insurance coverage	Annual Salary / Benefits Cost \$378,273.84 w / full family insurance coverage
SHPD RMS, MOBILE, COURT / WILLIAMSON EDC INTERACT	SHPD RMS, MOBILE, COURT / WILLIAMSON EDC SLEUTH
Total Cost w / Lease Buyout & 24 / 7 Support for 4 yrs \$1,402,630.00 + Interact CAD Interface to Modules	Total Cost w / Lease Buyout & 24 / 7 Support for 4 yrs \$770,890.00 + Interact CAD Interface cost to Modules
Cost w / 24 / 7 Support minus Buyout \$1,371,137.54 + Interact CAD Interface cost to Modules	Cost w / 24 / 7 Support minus Buyout \$708,509.00 + Interact CAD Interface cost to Modules
Annual Cost w / Support / Buyout \$350,657.50 + Interact CAD cost to Modules	Annual Cost w. Support / Buyout 192,772.50 + Interact CAD Interface cost to Modules
Estimated Monthly Lease Cost \$29,857.03 + Interest and Interact Interface cost	Estimated Monthly Lease Cost \$16,060.20 + Interest and Interact Interface cost

SUMMARY OF COST ANALYSIS:

By utilizing Williamson EDC (Interact CAD) and Interact RMS, Mobile, and Court Modules the following options will be limited and / or not available:

- Unable to enter Crash Reports on MDT's.
- No TRACS / Titan Crash Reporting Interface. No Fusion Center CRMS Interface at this time.
- Incident and Arrest Reports are generic and may not be TIBRS / NIBRS compliant for required reporting.
- No electronic multiple E-Citation capability therefore officers will manually compete all citations, then the City Court Clerk will enter all city citations into the Court Module and the Records Clerk will enter all city and state citations into the RMS Citation Module. This means two people doing the same entries into different modules. Multiple E-Citation capability is a third party add-on.
- Not capable of tracking vehicle maintenance, mileage, and cost.
- Unable to run NCIC checks via MDT's and attach information from NCIC to Arrest, Incident Reports or E-Citations.
- Not capable of opening Mobile Client via a speech engine process.
- MDT's are not capable of restricting public internet access or allow the administrator to have full internet access allowing for chat from mobile to mobile, mobile to dispatch, or other agencies.
- Street maps and GPS not displayed on MDT's. Silent Dispatch may not be available.

MDT's can not broadcast updates automatically.

When issues arise between Williamson EDC Dispatch and SHPD we will have no control to ensure the issues are properly handled and corrected in a timely manner.

This option will require multiple vendors which can create issues when attempting to get the issues resolved in a timely manner without unnecessary down time.

With this option nine people may lose their jobs if they do not meet the employment requirements of Williamson EDC. If our employees meet the requirements only five people will be needed by Williamson EDC which will mean four people will lose their jobs or be transferred to other departments within the city.

Our Dispatch / 911 Center currently handles after hours calls and call outs for Public Works and the Water Department, alarm permits registrations and alarm notifications. This will need to be transferred to someone else.

This option will also require additional RFP's be sent out which will cause further delays on replacing the current system which is outdated and needs updated soon to avoid additional support cost which is now covered due to current lease agreements that will be paid in a few months.

The total cost for this option is \$1,402,630.00 including buyout. This cost does not include the Interact CAD Interface to Interact RMS, Mobile, and Court.

By utilizing Williamson EDC (Interact CAD) and Sleuth RMS, Mobile, and Court Modules the following options will not be available:

Silent dispatch capability may not be available meaning officer will not be capable of self dispatch, creating Silent Dispatch meaning officers will not be capable of self dispatch, creating CAD or calls for service from the MDT or Hot Key capability allowing officers to hit the Hot Key on the MDT and quickly exit the vehicle when not able to get on the radio and advise dispatch of location and situation. This will be a great asset for officer safety.

No or limited CAD to Mobile data transfer from Interact CAD to Sleuth RMS and Mobile meaning information will have to be manually entered to complete Incident and Arrest Reports therefore more time consuming for officers to create reports as well as data entered twice. Once by Williamson EDC and again by officers.

The Interact Interface to Sleuth's RMS and Mobile cost is unknown at this time and it is uncertain if Interact will Interface with Sleuth.

Currently there is not Fusion Center CRMS Interface or TRACS / Titan Crash Reporting System Interface.

With this option nine people may lose their jobs if they do not meet the employment requirements of Williamson EDC. If our employees meet the requirements only five people will be needed by Williamson EDC which will mean four people will lose their jobs or be transferred to other departments within the city.

Our Dispatch / 911 Center currently handles after hours calls and call outs for Public Works and the Water Department, alarm permits registrations and alarm notifications. This will need to be transferred to someone else.

This option will also require additional RFP's be sent out which will cause further delays on replacing the current system which is outdated and needs updated soon to avoid additional support cost which is now covered due to current lease agreements that will be paid in a few months.

This option will require several vendors for support. It has been the past experience of the SHPD that with Interact this can cause delays in needed support causing increased down time.

When issues arise between Williamson EDC Dispatch and SHPD we will have no control to ensure the issues are properly handled and corrected in a timely manner.

The total cost for this option is \$770,890.00 plus the cost of the Interact CAD Interface to the Sleuth RMS, Mobile and Court System.

Interact CAD, RMS, Mobile, and Court System with SHPD 911 / Dispatch Center:

Interact was unable to comply with several important modules requested in the RFP. Some are:

No Fusion Center CRMS Interface at this time.

No TRACS / Titan Crash Reporting Interface.

Not capable of running NCIC checks via MDT's. Can not attach NCIC information to Incident, Arrest, and E-Citations.

Not capable of multiple E-Citations with out a third party add-on at additional undetermined cost.

No secure restrictions for MDT connection to the internet.

Multiple vendors.

No employees will loose jobs or be transferred.

Total cost for the complete is \$1,433,137.54. This includes current lease buyout and 24 / 7 support for four years.

Sleuth CAD, RMS, Mobile, and Court System with SHPD 911 / Dispatch Center:

Sleuth complied with all modules that were requested in .

Single vendor.

911 / Dispatch will be maintained by the Police Department, therefore no employees will loose jobs or be transferred.

Total cost for the complete is \$747,717.00 This includes current lease buyout and 24 / 7 support for four years.

4. PRICING INDEX

The price quotation for Spring Hill is designed to provide you with competitive pricing while ensuring proper operation based on the system specifications provided. All quotations include an optional five years of maintenance support from the date of contract.

We have identified several interfaces in the Spring Hill RFP. If additional interfaces are required that are not included in the following price proposal, we will be happy to work with Spring Hill to develop what is required to ensure that your operations run smoothly. We have already developed interfaces to numerous third-party applications. If an interface does not already exist, a minimum of 180 days development time is needed from the time the PO is received for any custom interface to be delivered. Procurement of a third-party vendor's API for requested application interface is the responsibility of the agency.

InterAct's detailed price proposal for your project is provided on the following pages.



InterAct Public Safety Systems
Spring Hill, TN Budgetary Quote
9/20/2010

Description	Qty	Price Each	Extended
InterActCAD/GIS			
CAD Dispatch Software			
InterActCAD Client License	5	Upgrade	\$ -
InterActCAD Server Software License	1	Upgrade	\$ -
Subtotal CAD Dispatch Software			\$ -
GIS Dispatch Software			
InterActGIS Client License (requires one (1) license of ESRI)	5	Upgrade	\$ -
ESRI Map Objects	5	\$ 150.00	\$ 750.00
InterActGIS AVL Server Software	1	Upgrade	\$ -
InterActGIS Server Software License	1	Upgrade	\$ -
Subtotal GIS Dispatch Software			\$ 750.00
WebCAD Software			
InterAct WebCAD Server Module (ten (10) clients)	1	\$ 8,000.00	\$ 8,000.00
SubTotal WebCAD Software			\$ 8,000.00
NCIC			
InterActNCIC Query Only Server Module	1	\$ 5,000.00	\$ 5,000.00
InterActNCIC Query Only Client License	5	\$ 1,250.00	\$ 6,250.00
SubTotal NCIC Software			\$ 11,250.00
Configuration and Implementation Services			
Server Staging and Installation (per server)	1	\$ 4,000.00	\$ 4,000.00
Workstation Staging and Installation (per workstation)	5	\$ 750.00	\$ 3,750.00
Software Upgrade	1	\$ 7,500.00	\$ 7,500.00
Project Management(per position)	5	\$ 1,250.00	\$ 6,250.00
Go Live Support(per site)	1	\$ 3,000.00	\$ 3,000.00
SubTotal Configuration and Implementation Services			\$ 24,500.00
Training			
CAD/GEO/NCIC User Training (2 Day Class for up to 8 users,	2	\$ 3,000.00	\$ 6,000.00
CAD System Administrator Training (4 day class on-site)	1	\$ 6,000.00	\$ 6,000.00
WebCAD Training (1 Day on-site)	1	\$ 1,500.00	\$ 1,500.00
SubTotal Training			\$ 13,500.00
Annual Support			
InterAct Annual Software Maintenance (17% of Software)			\$ 19,507.50
SubTotal Annual Support			\$ 19,507.50
Total CAD/GIS			\$ 77,507.50
Mobile Software			
InterActMobileCop	40	\$ 995.00	\$ 39,800.00
InterActMobile - Server	1	\$ 20,000.00	\$ 20,000.00
InterActMobile State/NCIC Interface Software	1	\$ 5,000.00	\$ 5,000.00
InterActMobile RMS Data Sharing Framework	1	\$ 5,000.00	\$ 5,000.00
InterActMobile Adapter	1	\$ 2,500.00	\$ 2,500.00
InterActAVL Client	40	\$ 50.00	\$ 2,000.00
InterActMobile CAD	40	\$ 250.00	\$ 10,000.00
InterActGIS MDC Software License	40	\$ 800.00	\$ 32,000.00
SubTotal InterActMobile Software			\$ 116,300.00
Mobile Gateway Software			



InterAct Public Safety Systems
Spring Hill, TN Budgetary Quote
 9/20/2010

Description	Qty	Price Each	Extended
Radio IP Server License	1	\$ 9,500.00	\$ 9,500.00
Radio IP Client License	40	\$ 175.00	\$ 7,000.00
SubTotal Radio IP Software			\$ 16,500.00

Mobile Services

Project Management	5	\$ 1,500.00	\$ 7,500.00
Admin Training	1	\$ 1,500.00	\$ 1,500.00
User Training	5	\$ 1,500.00	\$ 7,500.00
MDC Software Installation	40	\$ 250.00	\$ 10,000.00
MDC Hardware Installation	40	\$ 950.00	\$ 38,000.00
SubTotal Mobile Services			\$ 64,500.00

Mobile Annual Support

InterAct Software Annual Support			\$ 23,904.00
SubTotal Mobile Annual Support			\$ 23,904.00

Inter-ActLAW RMS

RMS Software

InterActLAW RMS	30	\$ 4,250.00	\$ 127,500.00
SubTotal InterActLAW RMS			\$ 127,500.00

Interfaces

TIBRS Interface	1	\$ 6,180.00	\$ 6,180.00
TITAN Interface	1	\$ 20,600.00	\$ 20,600.00
SubTotal Oracle			\$ 26,780.00

Implementation Services

Base Services Delivery Pack	4	\$ 5,150.00	\$ 20,600.00
On-Site Go-Live Support	3	\$ 1,236.00	\$ 3,708.00
On-Site Acceptance Test Support	2	\$ 1,236.00	\$ 2,472.00
Data Conversion	1	\$ 6,180.00	\$ 6,180.00
SubTotal Implementation Services			\$ 32,960.00

Training

Training - Introductory	5	\$ 1,236.00	\$ 6,180.00
Training - Advanced Topics	3	\$ 1,236.00	\$ 3,708.00
SubTotal Training			\$ 9,888.00

LAW RMS Annual Support

InterAct Software Annual Support	60	\$ 407.22	\$ 24,433.20
	1	\$ 1,236.08	\$ 1,236.08
SubTotal LAW RMS Annual Support			\$ 25,669.28

Total Inter-ActLAW RMS

\$ 222,797.28

Inter-ActCourt RMS

Omicourt Software (4 Licenses)	1	\$ 34,395.00	\$ 34,395.00
InterAct Interface	1	\$ 18,000.00	\$ 18,000.00
SubTotal Software			\$ 52,395.00

Services

Installation Services	1	\$ 7,500.00	\$ 7,500.00
Project Management	1	\$ 2,500.00	\$ 2,500.00



InterAct Public Safety Systems
 Spring Hill, TN Budgetary Quote
 9/20/2010

Description	Qty	Price Each	Extended
Training	4	\$ 1,500.00	\$ 6,000.00
SubTotal Services			\$ 16,000.00

1st Year Annual Support	1	\$ 9,360.00	\$ 9,360.00
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Total InterActCourt RMS			\$ 77,755.00
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Total System Price			\$ 661,263.78
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Year 2 Annual Support			
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InterActCAD/GIS			\$ 19,507.50
InterActMobile			\$ 23,904.00
InterActLAWRMS			\$ 25,669.28
InterActCourt RMS			\$ 9,360.00

Total Year 2 Annual Support			\$ 78,440.78
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Optional Hardware			
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<i>Workstations</i>			
InterAct Standard Workstation	3	\$ 1,750.00	\$ 5,250.00
LAW RMS Workstation	21	\$ 1,575.00	\$ 33,075.00
19" Monitor	27	\$ 300.00	\$ 8,100.00
Quad Video Cards	3	\$ 695.00	\$ 2,085.00

<i>Servers</i>			
CAD Single SQL Server 1-5 Clients Kit	1	\$ 17,500.00	\$ 17,500.00
CAD Comm Server Kit	1	\$ 9,500.00	\$ 9,500.00
WebCAD Server	1	\$ 7,500.00	\$ 7,500.00
RMS Single Database Server	1	\$ 14,500.00	\$ 14,500.00
Mobile Server - Single SQL Database Server	1	\$ 11,000.00	\$ 11,000.00
Mobile Gateway	1	\$ 7,000.00	\$ 7,000.00

<i>Mobile Hardware</i>			
Mobile Laptops	40	\$ 4,995.00	\$ 199,800.00
Laptop Application Software	40	\$ 525.00	\$ 21,000.00
GPS Hardware	40	\$ 175.00	\$ 7,000.00
Mounts, and accessories	36	\$ 2,995.00	\$ 107,820.00
MDC Printer	36	\$ 595.00	\$ 21,420.00

<i>Server Cabinets</i>			
CAD/GEO Standard Server Cabinet Kit	1	\$ 7,250.00	\$ 7,250.00
InterAct Standard Server Cabinet	2	\$ 4,950.00	\$ 9,900.00

<i>Miscellaneous</i>			
Microsoft SQL CALS	50	\$ 195.00	\$ 9,750.00
Microsoft Server Op Sys CALS	50	\$ 40.00	\$ 2,000.00

SubTotal Hardware			\$ 501,450.00
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Hardware Help Desk Support			\$ 35,101.50
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Total Hardware			\$ 536,551.50
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Lease Information

Spring Hill, TN: RFP # 20100923 / Police for CAD, RMS, Mobile Data Terminal (MDT), Property Management, & Court Management

Leasing Quote: Specific Proposal Requirements, Section 4

Amount Financed: \$1,197,815.28

Term:	Four (4) Years	Five (5) Years
Rate:	5.0%	5.0%
Payments:	48 @ \$27,638.12/per month	60 @ \$22,642.61/per month
Purchase Option:	\$1.00	\$1.00
Factor:	.023073775	.018903255

NOTE:

The above figures are good for 30-days, subject to a favorable credit review and mutually acceptable documentation. Also, the City must qualify as a "small issuer".

Leasing company only quotes \$1.00 buyout options as they are not allowed to quote 'fair market value' lease options to municipalities.



South Software
 8001 Horizon Boulevard, NE

Date: 09/08/2010
 Quotation #:112
 Customer ID: MIPD1

Albuquerque, NM 87113
 To: Spring Hill RFP

Salesperson	Contact Number	Project Name	Due Date
Jennifer Downs	QUOTATION 113		UPON ACCEPTANCE

Master Pricing Sheet Authorizing Signature *Scott Wolff* GM

Pricing Scenario A RECOMMENDED SERVER		Price
A	Software	\$118,242.00
B	Hardware	\$294,050.00
C	Data Conversions	\$20,000.00
D	Training & Installation Services	\$27,600.00
E	Interfaces	\$31,500.00
F	Support for 24 X 7 Mission Critical Servers, Mobile & All Software	\$193,944.00
		total
		\$685,336.00

Pricing Scenario B MINIMUM SERVER		Price
A	Software	\$118,242.00
B	Hardware	\$285,340.00
C	Data Conversions	\$20,000.00
D	Training & Installation Services	\$27,600.00
E	Interfaces	\$31,500.00
F	Support for 24 X 7 Mission Critical Servers, Mobile & All Software	\$193,944.00
		total
		\$676,626.00

Master Pricing Sheet



Sleuth Software provides a minimum specification that included four servers as per instructions within this Request for Proposal. Please note that the Sleuth applications can run on a single networkable server whose minimum specification is that of any server capable of running SQL in a networked environment. The Police server is a Dell 2900 series server and the Sleuth applications are capable of being run on this single server provided that ram and network connectivity are within Microsoft specifications for running SQL. The recommended server configuration is for four rack mountable servers which are clustered together via Enterprise operating systems.



Seuth Software

Date: 09/08/2010

8001 Horizon Boulevard, NE		Quotation #:112	
Albuquerque, NM 87113		Customer ID: MIPD1	
To:	Spring Hill RFP		
Jennifer Downs	QUOTATION 113	UPON ACCEPTANCE	

DELL FULL SYSTEM WITH 4 Enterprise Clustered SERVERs, POWER & COOLING OS/BU SYSTEMS

SERVERS , Workstation & Mobile into Enterprise Enviornment with backup and SAN system			
4	Dell Poweredge R610 Chasis, 16gig system ram, 2 broadcom gigabyte ethernet with TOE, dual quad core XEON processors, 2.4ghz, 73gb HD for O/s,PerCH700 raid controller, Windows Server 2008/R2 Enterprize Addition Includes 10 CALS, Mission Critical Package, DVD SATA Rom, Dell Management, Server Console, Mounting Shelf, High output redundant Power Supply for internal server power, High voltage power cord with cord management rails, NSI Doubletake for Windows cluster, Dell Management Console Server Client. Microsoft O/S Clustering Partition	\$8,000.00	\$32,000.00
1	Mission Critical Package, data backup PowerEdge R300 Synmantec Backup Exec & Scheduler Multi Server Suite, Dual external SAS Port, Internal SASXA 250GB Drive Power Cord & adapter Tape Media 800Gb to 1.6TB 10 Pack, Rack Chasis with Rapid Rails. Rack Assmby & Power Configuration. Patch Panel	\$20,000.00	\$20,000.00
1	PowerVAult MD3000i Scsi Raid Array with 2 Dual port Controllers, 6/1 terrabyte hot plug sata hard drives, Rapid Rails , Hard drive fillers, Enterprize Gold Support (mission Critical) server attach cabling RAID for clustered servers redundant data channeling with failover.	\$10,000.00	\$10,000.00
1	Server Integration		
1	Server Assembly into rack, Backup Assembly into Rack , Power & cooling Assembly into rack, Network integration to existing infrastructure, server clustering services, multiple operating systems setup, Dell Master Management console setup, Raid array setup. Backup system setup with scheduler.	\$5,000.00	\$5,000.00
3	CAD workstations with additional monitors.		
21	Intel i5 2.66 GHZ 8MB L2 CACHE, 500gb Sata drive 1GB NVIDIA dual port video card	\$2,350.00	\$7,800.00
	RMS Workstations		
	Intel Core 2 Duo, 2.93GHZ 3M L2 Cache 320GB Sata drive.	\$1,200.00	\$25,200.00
40	Dell XT2 Ruggedtablet Mil Spec 810F Touchscreen 2gig Smat port 12.1 Screen GOBI 2	\$3,500.00	\$140,000.00
36	Pentax Pockejet printer with Mount , cables & power supply	\$500.00	\$18,000.00
36	Mounting System with Smart docking port & license scanners	\$2,850.00	\$102,600.00
1	Barcode sytem for property	\$1,450.00	\$1,450.00
			\$362,050.00
		DISCOUNT	68,000.00
		Total	\$294,050.00

Reccommended HARDWARE Pricing Sheet with quantity discounts applied Item B Page 5



Leuth Software		Date: 09/08/2010
8001 Horizon Boulevard, NE		Quotation #:112
Albuquerque, NM 87113		Customer ID: MIPD1
To:	Spring Hill RFP	
Jennifer Downs	QUOTATION 113	UPON ACCEPTANCE

DELL Minimum SYSTEM WITH 4 Stand Alone SERVERs, POWER & COOLING OS/BU SYSTEMS

SERVERS , Workstation & Mobile into Enterprise Enviornment with backup and SAN system			
4	DeLL Poweredge Servers with dual Quad Core 2.13 gigahertz processors, 8gig system ram, Raid 5 3 year mission critical warranty synmantec back up exec. 3 1 terrabyte hard drives	\$6,880.00	\$27,520.00
Server Integration			
	Installation of server to existing data enviornemnt (NORACK MOUNT)		\$1,680.00
3	CAD workstations with additional monitors.		
	Intel i5 2.66 GHZ 8MB L2 CACHE, 500gb Sata drive 1GB NVIDIA dual port video card	\$2,350	\$7,800.00
21	RMS Workstations		
	Intel Core 2 Duo, 2.93GHZ 3M L2 Cache 320GB Sata drive.	\$1,200.00	\$25,200.00
40	Dell XT2 Ruggedtablet Mil Spec 810F Touchscreen 2gig Smat port 12.1 Screen GOBI 2	\$3,500.00	\$140,000.00
36	Pentax Pockejet printer with Mount , cables & power supply	\$500.00	\$18,000.00
36	Mounting System with Smart docking port & license scanners	\$2,850.00	\$102,600.00
1	Barcode sytem for property	\$1,450.00	\$1,450.00
			\$324,250.00
			38,910.00
Total			\$285,340.00

Minimum Server HARDWARE Pricing Sheet with quantity discounts applied Item B Page 5



CalFirst

California First Leasing Corporation
A Subsidiary of California First National Bancorp

August 9th, 2010

City of Spring Hill, Tennessee
199 Town Center Parkway
P.O Box 789
Spring Hill, Tn 37174

California First Leasing Corporation is pleased to have the opportunity to submit this proposal to provide lease financing to the City of Spring Hill, Tennessee for its purchase of certain capital assets, as further described below. This proposal contains confidential and proprietary financial information and, therefore, should not be disclosed to any third party without the express consent of California First Leasing Corporation. The general terms and conditions of our proposal are as follows:

Lessee: City of Spring Hill, Tennessee

Lessor: California First Leasing Corporation

Leased Property:

Software:	\$91,742.00
Hardware:	\$ 362,050.00
Training & Service:	\$37,600.00
Four Years of 24/7 support	\$193,944.00
Lease Buyout	\$62,381.00

Total Cost: **\$747,717.00**

	Option 1 Capital Lease- Bank Qualified	Option 2 Operating Lease
Base Lease Term:	4 Years	4 Years
Annual Rental Payment:	\$ 204,665.09 Billed Annually in advance	\$186,779.70 Billed Annually in advance
End-of-Term Buyout:	\$1.00 Buyout	FMV

Adjustment to Monthly: Prior to the final acceptance date of delivered Leased Property, the Monthly Rental Factor may be adjusted upward by 0.000045 for every ten (10) basis point adjustment in the corresponding average yields of equally maturing Interest Rate Swaps. The final monthly lease payment shall be fixed at the funding date and payments after the first payment shall remain constant throughout the term of the lease. The initial rate shall be 1.44%.

Bank Qualified for \$1.00 Buyout Capital Lease: Lessee will designate the Lease/Purchase as a "bank qualified tax-exempt obligation" within the meaning of Section 265(b)(3) of the IRS Tax Code. The Lessee does not reasonably expect to issue more than \$10,000,000.00 of obligations in the calendar year as Lease/Purchase.

Net Lease: The Lease will be a "net" lease, with Lessee responsible for all expenses such as maintenance, insurance, licensing, registration and taxes relating to the purchase, lease possession and use of the Leased Property.

- Documentation:** The Lease transaction will be documented using Lessor's standard Lease documents. No binding Lease shall exist until both parties execute all required lease documentation.
- Conditions to Closing:** This proposal is subject to: (A) Lessor's review and final approval of all aspects of the proposed transaction, including (i) the creditworthiness of Lessee (ii) transaction structure and pricing and (iii) all transaction-related documents; and (B) Lessee's satisfaction of all pre-closing conditions as set forth by Lessor.
- Good Faith Deposit:** In consideration of Lessor's time, effort and expense in reviewing this proposed transaction, Lessee shall provide Lessor with a good faith deposit check in the amount of 1% (\$7,477.17) of the total cost, along with the return of this counter-signed proposal letter. If Lessor does not approve the transaction, then Lessor shall promptly refund the deposit in full to Lessee.
- Proposal Deadline:** This proposal shall expire if not counter-signed and returned to Lessor by the close of business on August 17th, 2010 unless otherwise extended in writing by Lessor.

If you find our proposal acceptable, please sign below and return this counter-signed letter to me together with a check in the amount of \$7,477.17, in payment of the above-referenced good faith deposit. We look forward to working with the City of Spring Hill, Tennessee on this important transaction.

Sincerely,
Kevin Paikoff
California First Leasing Corporation

City of Spring Hill, Tennessee

By: _____

Title: _____

Date: _____

CalFirst Leasing is a wholly-owned subsidiary of California First National Bancorp ("CFNB"), and is an affiliate of California First National Bank, an FDIC-insured National Bank. CFNB is a public company with its stock traded on the NASDAQ National Market System under the symbol "CFNB". With our parent's net worth over \$190 million, we are in a strong financial position to meet your current and future financing needs.

**CITY OF SPRING HILL POLICE DEPARTMENT CAD,RMS MOBILE, COURT, PROPERTY SYSTEM PROPOSALS
RECEIVED SEPTEMBER 23, 2010
SUMMARY OF EVALUATIONS**

	Max pts 10 Vendor History & Resources							Max pts 25 Simplicity User Friendly							Max pts 20 Single Vendor vs Multiple Vendors							Max pts 25 MDT and Program Interface Capability							Max Pts 20 Time to Complete Total Cost							Max pts 100
	J	G	M	B	P	T	S	J	G	M	B	P	T	S	J	G	M	B	P	T	S	J	G	M	B	P	T	S	J	G	M	B	P	T	S	
Interact Public Safety	8	10	9	8	10	7	8	16	15	15	17	24	22	18	10	0	10	9	15	5	10	12	0	15	7	20	15	15	5	5	15	4	10	5	10	384
Sleuth Software	7	5	5	5	8	7	7	22	20	20	17	22	20	22	18	20	15	18	19	15	18	22	25	25	21	25	22	23	18	20	20	19	18	15	18	601
Spillman Technologies	NO BID							NO BID							NO BID							NO BID							0							
USA Software	NO BID							NO BID							NO BID							NO BID							0							

Committee

- J=Jim Smith
- G=April Goad
- M=Jennifer Mitchell
- B=Don Brite
- P=Roger Peters
- T=Melissa Trull
- S=Charlie Spires

Vendor History /Resources

Interact Public Safety In business since 1975, 2000 public safety agencies, in 48 states and DC, all agencies that purchased interact/law, still is a customer
Sleuth Software Started in 1984 as ASC, merged to form Sleuth in 2007, over 400 public safety agencies looking at real needs of agencies
Spillman Technologies No Bid
USA Software No Bid

Simplicity/User Firendly

Interact Public Safety Comply, note tab that can take you to a traffic stop form.
Sleuth Software Comply, created a command line for traffic stop
Spillman Technologies No Bid
USA Software No Bid

Single/Multiple Vendors

Interact Public Safety Single Point for most part / However, multiple sections were third party vendors.
Sleuth Software Single Point for most part / However, Computers through Dell, all section are Sleuth.

Spillman Technologies No Bid
USA Software No Bid

MDT /Program Interface

Interact Public Safety Ecite cannot do multiple tickets, Vehicle Database can't track expense, No speech engine for voice command, Has generic forms
Sleuth Software Ecite can do multiple cites, ability to route calls, speech engine for voice command, word base forms , vehicle database functional
Spillman Technologies No Bid
USA Software No Bid

Time to Complete/Cost

Interact Public Safety 199 days, \$1,197,815.28, only includes one year of service, real cost with 4 years service \$1,433,137.54
Sleuth Software 120 days, \$747,717.00
Spillman Technologies No Bid
USA Software No Bid