

RESOLUTION 11-04

**A RESOLUTION TO AUTHORIZE THE PURCHASE
OF A IN-CAR CAMERA SYSTEMS IN POLICE VEHICLES**

WHEREAS, in order to improve security and reduce liability, the Spring Hill Police Department is in need of two (32) in-car thirty camera systems in Police Vehicles; and

WHEREAS, the City of Spring Hill advertised Request for Proposals and accepted proposals on January 10, 2011 at 10:00 a.m.; and

WHEREAS, City Staff received and reviewed proposals; and

NOW, THEREFORE BE IT RESOLVED, that the City of Spring Hill authorizes the purchase of thirty two (32) In-Car Camera Systems for Police Vehicles, as recommended by staff and the Budget Finance Advisory Committee, from Digital Ally at a price of \$143,682.00.

Passed and adopted by the Board of Mayor and Aldermen of the City of Spring Hill, Tennessee on the 18th day of January, 2011.


Michael Dinwiddie, Mayor

ATTEST:


April Goad, City Recorder

LEGAL FORM APPROVED:


Timothy P. Underwood, City Attorney

In-Car Cameras Bid Opening, Monday, January 10, 2011

Bidding for the In-Car Cameras closed at 10:00 a.m.

Staff met at 10:55 a.m. to meet with vendors and open proposals.

Present were: Victor Lay, April Goad, Don Brite, Charlie Spires, Roger Peters, and Kelly Conrad, with MPH.

Bid Results:

MPH	\$179,663.75
Fleet Safety Equipment	\$184,630.40
L-3 Communications	
Mobile Vision	\$160,030.95
Digital Ally	\$143,682.00
Kustom Signals	\$181,097.00 or \$212,397.00 (options to be analyzed by staff)

There were two bids not accepted because they were not delivered on time. (Watchguard and Sleuth were rejected, not opened, and will be mailed back)

Ms. Conrad asked when award will be. Mr. Lay responded that it will probably be next Tuesday the 18th. He stated that Staff will review all proposals and make a recommendation to the BFAC and the BOMA will then vote to award the contract.

Concluded at 11:14 a.m.



Don Brite
Chief of Police

Spring Hill Police Department

199 Town Center Parkway, P O Box 789
Spring Hill, Tennessee 37174



Jason Fogle
Assistant
Chief of Police

January 14, 2011

To: April Goad
From: Don Brite, Chief of Police
Re: In-Car Camera

April,

The sealed bids for the camera system has been reviewed by a committee and myself. Based on the review, I am recommending that SHPD purchase the in-car camera system from Digital Ally.

Sincerely,

A handwritten signature in blue ink that appears to read "D. Brite".

Don Brite.
Chief of Police

**CITY OF SPRING HILL POLICE DEPARTMENT IN-CAR CAMERA PROPOSALS
RECEIVED JANUARY 10,2011
SUMMARY OF EVALUATIONS**

	Max pts 10 Vendor Qualifications						Max pts 15 Vendor Experience And References						Max pts 20 Stability/Viability of the Vendor						Max pts 20 Adherence to Technical Specs						Max pts 25 Vendor Total Cost						Max Pts 10 Color Photos of all components						Max pts 100
	J	G	F	B	P	S	J	G	F	B	P	S	J	G	F	B	P	S	J	G	F	B	P	S	J	G	F	B	P	S	J	G	F	B	P	S	
Digital Ally	7	8	7	10	10	7	12	12	13	14	14	12	17	13	16	17	19	16	19	18	20	20	19	20	24	25	25	23	25	25	10	10	10	10	10	10	547
Fleet Safety	2	3	1	0	3	1	2	5	1	0	5	1	4	12	1	0	10	1	4	5	17	10	12	17	16	13	21	15	21	21	2	2	1	0	0	1	230
Kustom	9	8	10	10	10	9	13	15	15	15	15	15	17	20	20	18	19	18	14	5	16	15	17	16	15	10	20	19	20	20	10	10	10	10	10	8	501
Mobile Vision L3	8	5	9	10	10	10	13	8	14	14	15	14	17	12	18	17	20	17	14	10	18	15	18	19	20	17	23	20	23	23	5	3	7	10	8	3	487
MPH	9	6	8	10	10	8	13	12	13	12	15	13	17	15	17	17	19	16	14	5	14	10	17	18	18	14	22	18	22	22	4	5	8	5	8	3	457
Sleuth	Bid was late						Delivered by Post Office at 1044 am 1/10/11																														
Watch Guard	Bid was late						UPS still has package 10 50 am 1/10/11																														

Committee

- J=Jim Smith
- G=April Goad
- F= Jason Fogle
- B=Tommy Barber
- P=Roger Peters
- S=Charlie Spires

Vendor Qualifications

- Digital Ally Some staff over 40 yrs experience, over 20,000 units in service
- Fleet Safety No data given
- Kustom First in car video 1992, 2002 first digital in car video, 2010 first four camera simul-recording
- Mobile Vision L3 Have replaced many DP units, First in car camera in 1990, 2002 low lite camera, 2007 intelligent wireless transfer system
- MPH 1st in car video in 1992, 2005 dvd based camera. 2000 digital video

Vendor Experience & References

- Digital Ally Since 2003, Good references, Since 2006 revenue from DMV\$4.1 million, 2007 \$20 million, 2008 \$30 million
- Fleet Safety No Data Given
- Kustom Serving law enforcement 45 years, local ref: Murfreesboro PD, Millardsville PD, Belle Meade Police
- Mobile Vision L3 In car camera systems for over 23 years, 88,000 units in services in 8,500 agencies, good references, impressive resume
- MPH Established in 1976, leader in radar units, Good references

Vendor Stability / Viability

Digital Ally	In business since 2003, first in car camera in 2006.
Fleet Safety	No Data given
Kustom	In business for 45 years, first car cameras in 1992
Mobile Vision L3	In business over 23 years, first in car camera in 1990.
MPH	In business since 1976, first in car camera in 1992.

Adherence to Technical Specifications

Digital Ally	Complied with all modules of the RFP, 2 yr parts and labor included . Some wireless issues
Fleet Safety	Did not comply with the following modules: E,G,R,W. Minimum 2 yr warranty
Kustom	Did not comply with the following modules: E,N with explanation,V, W, 2nd F, K, 4th B, C, E, 2yr parts
Mobile Vision L3	Did not comply with the following moduels: E, 2nd A.
MPH	Did not comply with the following moduels: B, D, E, N, R, V, W, 2nd K, 3rd B

Total Cost

Digital Ally	\$143,682 includes \$1000 per old DP1 or 2 turned in.
Fleet Safety	\$184,630.40 No breakdown of cost, unsure if \$100 per unit allowance on old cameras was included in price
Kustom	\$193,121 Allow \$200 per old camera included in this price, also bid of 212,397 may include more warranty
Mobile Vision L3	\$160,030 states that trade in of DP cameras was considered in pricing.
MPH	\$173,663 Will allow \$100 per old Camera included in price

Color Photos of all Componants

Digital Ally	Included
Fleet Safety	Not Included
Kustom	Included
Mobile Vision L3	Book of company with color photos, a few b/w of camera system.
MPH	A few Black and white photos.

PRICING AND DELIVERY SCHEDULE

Proposal of Digital Ally, Inc.

(Proposer Company Name)

To: The City of Spring Hill

Ref.: Camera System for ~~Sewer Line Inspections~~ Police Department

Ladies and Gentlemen:

Having carefully examined all the specifications and requirements of this RFP and any attachments thereto, the undersigned proposes to furnish the In-Car Camera System for Police Cars required pursuant to the above referenced Request for Proposal upon the terms quoted below.

GRAND TOTAL: \$ 143,682.00

** Please see attached list of equipment & pricing

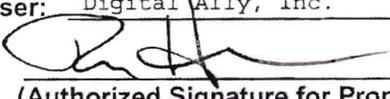
Delivery schedule of events and time periods

Delivery of all hardware/software components will be completed within 30 days ARO. Installation

will be scheduled after 30 days ARE at a mutually agreed upon time and place between Department and Digital Ally.

Respectfully submitted,

Proposer: Digital Ally, Inc.

By: 
(Authorized Signature for Proposer)

Name: Russell Herron

Title: Sales Support Manager

Date: 1/6/2011



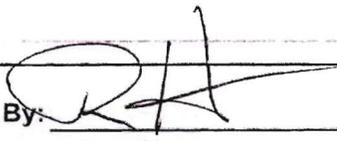
REQUEST FOR PROPOSALS

RFP# 2011-01010 / POLICE DEPARTMENT

Submitted To:
 City of Spring Hill
 City Hall
 199 Town Center Parkway
 Spring Hill, TN 37147
 Phone: 931-486-2252

Due Date Monday, January 10, 2011	Time 10:00 AM
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Terms	Delivery	Ship VIA		Rep
Net 30 Days	30 Days ARO	UPS		David Boels
Description	Qty	Unit Price	Ext Price	
DVM-500 Plus Digital Video System	32	\$ 4,295.00	\$137,440.00	
Wireless Transfer Module Kit (WTM)	32	\$ 500.00	\$16,000.00	
Trade-In Allowance (Digital Patroller DP1 and DP 2)	29	\$ (1,000.00)	\$ (29,000.00)	
Wireless Controller	1	\$ 3,995.00	\$3,995.00	
Wireless Interior Access Point Controllers	6	\$ 695.00	\$4,170.00	
Exterior Extensions for Interior Antennas	6	\$ 195.00	\$1,170.00	
Installation of DVM-500 Plus / WTM Systems in Vehicles	32	\$ 250.00	\$8,000.00	
Removal of existng camera systems in Vehicles (Included in Installation costs)	29	\$ -	\$0.00	
Installation of Wireless Controller, Wireless Interior Access Points, and Exterior Extensions for Interior Antennas System	1	\$ 885.00	\$885.00	
Notes:	Training on the proper operation of the system and components to Electronic Technicians and other personnel of the agency will be		Subtotal:	\$142,660.00
			Shipping	\$ 1,022
			Total:	\$143,682.00

Signed By: 
 Russ Herron Sales Support Manager

6-Jan-11
 Date

VideoManager II Server/Client Requirements

Server System Requirements

Minimum Specifications

▪ Processor	Intel® Dual Core Processor (2.00 GHz or better)
▪ Operating System	Windows Server 2003 (SP2) or 2008 (SP2) Standard Edition
▪ Memory	2 GB
▪ OS Hard Drive	40GB Free Space
▪ Data Hard Drive	See Video Data Storage needs below
▪ Optical Drive	DVD+/-RW
▪ Network Card	Gigabit Ethernet
▪ CF Card Reader	USB 2.0 CF Card Reader <i>(due to performance related issues, we do not recommend using an internal CF slot or a CF slot in a photo printer)</i>

Recommended Specifications

▪ Processor	Intel® Quad Core Xeon (3.0GHz or better)
▪ Operating System	Windows Server 2008 (SP2) 64-bit
▪ Memory	4 GB or Greater
▪ OS Hard Drive	40GB Free Space
▪ Data Hard Drive	See Video Data Storage needs below
▪ Optical Drive	DVD+/-RW
▪ Network Card	Gigabit Ethernet
▪ CF Card Reader	USB 2.0 CF Card Reader <i>(due to performance related issues, we do not recommend using an internal CF slot or a CF slot in a photo printer)</i>

Video Data Storage

Digital Ally recommends a RAID storage solution for your digital video evidence. A RAID 1 or RAID 5 array will give you the space and redundancy needed to store years of video securely.

How much space will you need?

The amount of storage space you will need depends on your individual department's policy. Below is an example of how to estimate storage requirements. This example is with the DVM recording in High Quality Mode.

1 hour of recorded video from 1 camera takes up 1GB of hard drive space. If you have 8 cars recording both front and internal cameras simultaneously that would be 2GB of video per car per hour. 1 hour of video from each of the 8 cars recording both cameras simultaneously would be 16GB of video.

If all 8 cars record an average of 2.5 hours a day, you have 40GB of video being recorded daily. If your department's video must be kept for a minimum of 90 days, you would need roughly 4TB of hard drive space.

Please contact us at 1-800-440-4947 or support@digitalallyinc.com for any data storage questions.

Client Computer System Requirements

Minimum Specifications

- Processor Intel® Dual Core Processor (2.00 GHz or better)
- Operating System Windows XP® (SP3), or Windows Vista® (SP2)
- Memory 2 GB
- OS Hard Drive 40GB Free Space
- Optical Drive DVD+/-RW
- Video Card Integrated Intel® Q35 Express Video Chipset
- Network Card 100 Mb Ethernet
- CF Card Reader USB 2.0 CF Card Reader *(due to performance related issues, we do not recommend using an internal CF slot or a CF slot in a photo printer)*

Recommended Specifications

- Processor Intel® Core™ 2 Duo Processor (3.0GHz or better)
- Operating System Windows XP® (SP3), or Windows Vista® (SP2)
- Memory 4 GB or Greater *(Note: >4GB of RAM will require a 64-bit OS)*
- OS Hard Drive 40GB Free Space
- Optical Drive DVD+/-RW
- Video Card Nvidia® GeForce 8400 GT or Comparable Video Card
- Network Card Gigabit Ethernet
- CF Card Reader USB 2.0 CF Card Reader *(due to performance related issues, we do not recommend using an internal CF slot or a CF slot in a photo printer)*

Please contact us at 1-800-440-4947 or support@digitalallyinc.com for any questions you have.

PRICING AND DELIVERY SCHEDULE

ORIGINAL

Proposal of Fleet Safety Equipment, inc.
(Proposer Company Name)
To: The City of Spring Hill
Ref.: Camera System for Sewer Line Inspections

Ladies and Gentlemen:
Having carefully examined all the specifications and requirements of this RFP and any attachments thereto, the undersigned proposes to furnish the In-Car Camera System for Police Cars required pursuant to the above referenced Request for Proposal upon the terms quoted below.

GRAND TOTAL: \$ \$ 184,630⁴⁰

** See Addendum A**
Delivery schedule of events and time periods

90 days ARO

Respectfully submitted,

Proposer: Fleet Safety Equipment

By: Nathan C. Nichols
(Authorized Signature for Proposer)

Name: Nathan C. Nichols

Title: Branch Manger

Date: 1/7/10



ORIGINAL

Fleet Safety Equipment, Inc.
1613 Dowzer Avenue Pell City, AL 35125
Phone: (205) 338-7001 - Toll Free: (800) 245-5176 - Fax: (205) 338-7002
www.fleetsafety.com

Addendum A

This is an option page. In the event the Springhill Police Department does not have laptop computers, these are the options for the laptop computers, the specifications for the laptops and the mounting equipment and brackets.

Laptop part number: PT-GD6000

Description: Vehicle rugged notebook core 2 duo processor, touch screen, 2 GB ram, 160 GB hard drive, DVD-RW, 802-11 G wireless network adapter, general dynamics GD6000-100
Price: \$3795.00 per computer

Docking Station part number: PT-GD6000DOCK

Description: Non RF docking station for GD-6000 notebook computer
Price: \$840.00 per vehicle

Laptop Stand for Crown Victoria part number: PKG-PSM-101

Description: Havis Shields mounting package for Crown Victoria
Price: \$183.00 per vehicle

Laptop Stand for Charger part number: PKG-PSM-104

Description: Havis Shields mounting package for Dodge Charger
Price: \$221.05

Laptop Stand for Chevrolet Impala part number: PKG-PSM-103

Description: Havis Shields mounting package for Chevrolet Impala
Price: \$221.05



9325 Pflumm
Lenexa, KS 66215-3347
www.kustomsignals.com

TEL: 800-458-7866
913-492-1400
FAX: 913-492-1703

January 6, 2011

City of Spring Hill
City Hall
199 Town Center Parkway
Spring Hill, TN 37174

SUBJECT: RFP # 2011-01-10 for In-Car Camera Systems for Police Cars
DUE DATE: January 10, 2011 at 10:00 a.m.

Dear Madam and/or Sir:

Kustom Signals, Inc., a division of Public Safety Equipment Inc., has been serving law enforcement agencies for 45 years. We appreciate the opportunity and look forward to providing powerful solutions to the City of Spring Hill. Kustom Signals is proposing our state of the art G3 Vision digital in-car video system and Digital Eyewitness Media Manager (DEMM) back office file management solution. These products will add significant value to your law enforcement program, enhancing traffic safety, Officer safety, and public safety. Our history of innovation, commitment to quality, customer loyalty, and focus on service has forged Kustom Signals' identity.

The G3 Vision is offered with a two-year depot warranty with no pro-rata deductions or charges for parts. Two file management options have been offered, to ensure the City purchases a solution that fully meets your needs. There is a one-year software maintenance agreement and three-year hardware maintenance agreement provided with the DEMM solutions, depending on the option chosen. Included with the proposal are product brochures, technical specifications, a warranty statement and complete pricing details. Prices will remain valid for 90 calendar days after the proposal due date. Shipping terms are FOB Destination. Payment terms are net 30 days. Kustom Signals confirms it will take all necessary actions to comply with State requirements.

Our highly qualified team, consisting of District Manager Chris Hilliard and Account Manager Sean Cihacek, is available to answer questions. Please feel free to contact Chris at 913-302-7658 and/or Sean at 1-800-458-7866 extension 3117.

Kustom Signals is well known as an established leader in the law enforcement community and we look forward to sharing our industry experience and robust product offerings with the City of Spring Hill.

Sincerely,

Sarah Derley
Bids and Proposals Manager

cc: Chris Hilliard, District Manager
Sean Cihacek, Account Manager
File



G3 VISION DIGITAL IN-CAR VIDEO SYSTEM	QTY	Unit Price	Total Price	
Each G3 Vision Package Includes:				
Miniature Color Camera/Lens Module w/Power Zoom Auto Iris Lens & Auto Zoom				
External Record Indicator in Camera Module				
Dual Controller/Monitor				
<i>Control the system through the Agency-provided MDC and/or the rearview mirror monitor/ controller. Please refer to the attached MDC Pre-Qualification Checklist.</i>				
ClearComm 900 MHz Wireless Audio System (1 Transmitter/1 Base Station)				
In-car Microphone				
Ignition Module (Starts Video System When Cruiser is Started)				
Delay Power Off				
Menu Security (Password Protection Prevents Changes to Settings)				
Wireless File Transfer				
<i>Downloads recorded video via a wireless 802.11g router.</i>				
Radar Speed Data Input Port (Compatible Radar Data Protocol Required)				
Choice of 1-40 GB Removable Hard Drive or 1-8 GB Compact Flash Card Recording Media				
<i>Recording media must be specified at the time of order.</i>				
MPEG4 H.264 Compression (720 x 480 pixels)				
Simultaneous Recording (System supports up to four camera simultaneous recording)				
Pre-Event Recording				
<i>Recording capabilities up to three minutes before the recorder is activated. Time intervals are adjustable in 30-second increments.</i>				
Post-Event Recording				
Basic Operator Training				
Two-Year G3 Vision Warranty				
Shipping and Handling				
Total for G3 Vision Digital Video Packages		32	\$5,196.00	\$166,272.00
Add Costs for De-Installation of 29 Existing Video Systems				\$3,625.00
Add Costs for Installation of 32 G3 Vision In-Car Video Systems *				\$11,200.00
Total for G3 Vision Packages with De-Installation and Installation Included				\$181,097.00

* Installation performed by an employee of Kustom Signals and includes all wiring and mounting in the vehicle.

Value-Added Offer

As requested, Kustom Signals is offering a rebate program to the City of Spring Hill. For each existing Digital Patroller in-car video system removed from service, Kustom Signals will provide a \$200.00 rebate (all Digital Patroller video components must be de-installed). This offer only applies to the existing Digital Patroller video systems. There is a 1:1 purchase/return ratio, meaning that for each digital video unit purchased by the Agency, a single Digital Patroller video unit can be removed/returned for a rebate. The rebate credit will be provided upon return/removal of the Digital Patroller video unit(s).

G3 Vision Optional Upgrade (Must be specified at time of order)

Upgrade to Dual Wireless Audio (2 Transmitters/2 Base Stations)	Add	\$557.00	Each
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G3 Vision Optional Extended Depot Warranties (Specify at time of order)

Year 3 Extended Warranty	Add	\$400.00	Each
Year 4 Extended Warranty	Add	\$500.00	Each
Year 5 Extended Warranty	Add	\$600.00	Each

PRICING AND DELIVERY SCHEDULE

Proposal of L-3 Communications Mobile-Vision, Inc.
(Proposer Company Name)
To: The City of Spring Hill
Ref.: Camera System for Sewer Line Inspections

Ladies and Gentlemen:
Having carefully examined all the specifications and requirements of this RFP and any attachments thereto, the undersigned proposes to furnish the In-Car Camera System for Police Cars required pursuant to the above referenced Request for Proposal upon the terms quoted below.

GRAND TOTAL: \$ 160,030.95

Delivery schedule of events and time periods

Delivery, installation and training within 60 days or less ARO. In-Car installations can be performed at a rate of 2-3 per day depending upon number of vehicles made available by the City. Wireless networking installation completed within 2-4 days. Training will be provided for 2 8-hour classes or 4 4-hour classes depending upon trainee availability.

Respectfully submitted,

Proposer: L-3 Communications Mobile-Vision, Inc. (Incorporated under the laws of New Jersey)

By: 
(Authorized Signature for Proposer)

Name: Charles A. Vioek

Title: Vice President, Sales & Marketing

Date: 1-5-2011

QUOTE

Number AAAQ1731

Date Sep 30, 2010

90 Fanny Rd, Boonton, NJ 07005
T. 800-336-8475 F. 973-257-3024

Sold To

Spring Hill Police Department
Charlie Spires
PO Box 789
Spring Hill, TN 37174-0789
USA
Phone 9314862252x219
Fax 9314863141

Ship To

Spring Hill Police Department
Charlie Spires
PO Box 789
Spring Hill, TN 37174-0789
USA
Phone 9314862252x219
Fax 9314863141

Salesperson		P.O. Number		Ship Via		Terms	
BICKEL				UPS GROUND		NET 30	
Line	Qty	SKU	Description	Unit Price	Ext. Price		
1			Tennessee State Contract #40377440 SWC: 240				
2			"Trade-in of DP1/DP2 considered in pricing"				
3	32	MVD-FB2DVS-2	Flashback 2 Digital Video System w/VLP2 assy	\$4,495.00	\$143,840.00		
4	32	MVD-1016GB-UPG	Upgrade Flashcard 16GB to be sold only with new systems	\$0.00	\$0.00		
5	32	MVD-IR-CAM	Option, Flashback IR Camera w/cables	\$0.00	\$0.00		
6	32	MVD-CRASH-BAT	Collision Sensor (Triggers DVR for recording when involved in crash)Assembly product	\$0.00	\$0.00		
7	32	EMA STD YR 1	EMA Standard Year 1	\$0.00	\$0.00		
8	32	INSTALLATION	Installation of 32 Flashback 2's at Spring Hill location.	\$150.00	\$4,800.00		
9	29	INSTALLATION	Un-installation of (29) DP1/DP2 systems at Spring Hill location.	\$75.00	\$2,175.00		
10	6	MVD-8675-A-ASSY	Wireless Access Point w/External Mounted Antenna802.11(a) Wireless Access pointAntenna and Cabling (Note: Pricing does not include installation)	\$795.00	\$4,770.00		
11	1	INSTALLATION	Access Point Installation.	\$3,600.00	\$3,600.00		
12	1	MVD-SW-DEV	Digital Evidence Viewer Applications S/W for Windows OS	\$795.95	\$795.95		
13			Optional Equipment				
14	0	MVD-VLP2-DL	Option, Flashback Dual Voice Link Plus 2 Wireless Microphone System	\$565.00	\$0.00		
15	0	MVD-RDR-PRO1000	Radar Interface for all radar types.	\$215.00	\$0.00		

Continued On Next Page ...

*****Quotation is valid for 60 days from date issued*****
These commodities, technology or software were exported from the United States in accordance with the Export Administration regulations. Diversion contrary to US law is prohibited.

Line	Qty	SKU	Description	Unit Price	Ext. Price
<div style="border: 1px solid black; padding: 5px;"> <p>Signing below is in lieu of a formal Purchase Order. Your signature will authorize acceptance of both pricing and product:</p> <p>Signed: _____ Date: _____</p> </div>					
SubTotal					\$159,980.95
Tax					TBD
Shipping					\$50.00
Total					\$160,030.95

Credit Terms: Net 30 Days. State/ Local Fee and Taxes are not included

*****Quotation is valid for 60 days from date issued*****
 These commodities, technology or software were exported from the United States in accordance with the Export Administration regulations. Diversion contrary to US law is prohibited.

PRICING AND DELIVERY SCHEDULE

Proposal of MPH Industries
(Proposer Company Name)
To: The City of Spring Hill
Ref.: Camera System for Sewer Line Inspections

Ladies and Gentlemen:
Having carefully examined all the specifications and requirements of this RFP and any attachments thereto, the undersigned proposes to furnish the In-Car Camera System for Police Cars required pursuant to the above referenced Request for Proposal upon the terms quoted below.

GRAND TOTAL: \$ 179,663.75

Delivery schedule of events and time periods

30 days ARO

Respectfully submitted,

Proposer: MPH Industries

By: Eric L. Ruud
(Authorized Signature for Proposer)

Name: Eric L. Ruud

Title: National Sales Manager

Date: 1-10-11

MDR-1 System quote pricing template

<u>In-car system</u>				
	<u>Min price</u>	<u>Selling price</u>	<u>Quantity</u>	<u>Extended price</u>
In-car system w/ 2.4 GHz download	\$4,200	4200	32	\$ 134,400.00
System shipping	\$30	30	32	\$ 960.00
<u>Wireless access points</u>				
	<u>Min price</u>	<u>Selling price</u>	<u>Quantity</u>	<u>Extended price</u>
2.4 GHz download access point	\$800	800	6	\$ 2,400.00
<u>Server</u>				
Description (bays/drives)		<u>Selling price</u>	<u>Quantity</u>	<u>Extended price</u>
8 bay with 7x 500GB drives (3.0 TB total) (Expandable to 5.25 TB)		\$ 6,218.75	1	\$ 6,218.75
<u>Equipment</u>				
		<u>Selling price</u>	<u>Quantity</u>	<u>Extended price</u>
In-cabin (covert) color camera & microphone	\$200	200	32	\$ 6,400.00
Upgrade in-car memory to 4 GB/car	\$55	55	32	\$ 1,760.00
<u>Extended warranty for in-car system</u>				
		<u>Selling price</u>	<u>Quantity</u>	<u>Extended price</u>
2nd yr warranty, including adv replacement (Note: Recorder has 3 yr warranty standard, the rest of the system only has a 1 yr warranty std)	\$325	\$325	32	\$ 10,400.00

Package price \$ 162,538.75

	<u>Selling price</u>	<u>Quantity</u>	<u>Extended price</u>
Installation	\$300	300	32 9600
Installation of access points	\$1,000	1000	1 1000
Deinstallation of Digital Patrollers	\$125	125	29 3625
Trade-in of DP1 and DP2		100	29 2900

Total Price \$ 179,663.75