# City of Carroll

**Brad Burke, Chief of Police** **Police Department**

112 E. 5th Street Carroll, Iowa 51401-2799 (712) 792-3536 FAX: (712) 792-8088

**MEMO TO:** Mike Pogge-Weaver, City Manager MPW

**FROM:** Brad Burke, Chief of Police BB

**DATE:** March 15, 2019

**SUBJECT:** In Car and Body Worn Camera Purchases

The police department has solicited quotes to replace the in car and body worn cameras. Three quotes were solicited and received for this replacement.

We received quotes from three companies; Axon, Panasonic, and Watch Guard. The quote requirement was to set up a functioning system for body worn and in car cameras as well as the software needed to operate the systems and management of the recorded data. The prices are listed below.

| Company | Cost |
|---|---|
| Panasonic | $57,233 |
| Axon | $62,489 |
| Watch Guard | $50,871 |

Axon was not able to provide a quote for the in car systems so their price reflects body camera only and the total cost is to be paid over a five year period. Watch Guard is also offering a three year no fault warranty extension for $4,500 which will cover the replacement if any item is damaged for any reason. Watch Guard has also agreed to provide the equipment as soon as possible with payment due after July 1, 2019.

**RECOMMENDATION:** Council consideration of the quotes as submitted and approval to purchase the Watch Guard in car and body camera system with the additional no fault warranty for the total amount of $55,371 paid in full after July 1, 2019.

# 4RE/VISTA Price Quote

**CUSTOMER:** Carroll Police Department

**ISSUED:** 3/12/2019 7:28 AM

**EXPIRATION:** 6/14/2019 5:00 AM

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**TOTAL PROJECT ESTIMATED AT: $50,871.00**

**ATTENTION:** Chief Brad Burke

**SALES CONTACT:** Kenny James

**PHONE:** 712-792-3536

**DIRECT:** (214) 785-2615

**E-MAIL:**

**E-MAIL:** KJames@WatchGuardVideo.com

## 4RE and VISTA Proposal

### VISTA HD Cameras and Options

| Part Number | Detail | Qty | Direct | Discount | Total Price |
|---|---|---|---|---|---|
| VIS-EXT-WIF-BUN | VISTA HD WiFi and 4RE System Bundle. Includes 4RE Standard DVR Camera System with integrated 200GB automotive grade hard drive, ZSL camera, 16GB USB removable thumb drive, rear facing cabin camera, GPS, hardware, cabling and your choice of mounting bracket. It will also include the VISTA HD Wi-Fi Extended Capacity Wearable Camera with 9 hours continuous HD recording, one camera mount, 32 GB of storage, Wi-Fi docking base, Power over Ethernet Smart Switch | 7.00 | $5,550.00 | $275.00 | $36,925.00 |
| VIS-EXT-WIF-001 | VISTA HD WiFi Additional Camera Only | 3.00 | $995.00 | $45.00 | $2,850.00 |
| VIS-CHG-BS2-KIT | VISTA Charging Base R2 Kit, incl. Power and USB Cables | 1.00 | $95.00 | $4.00 | $91.00 |
| VIS-VTS-DTC-001 | VISTA Transfer Station Assy, 8 Cameras, Ethernet, DEV 144, Enhanced ESD Protection | 2.00 | $1,495.00 | $70.00 | $2,850.00 |

### VISTA HD Warranties

| Part Number | Detail | Qty | Direct | Discount | Total Price |
|---|---|---|---|---|---|
| WAR-VIS-CAM-1ST | Warranty, VISTA 1st Year (Months 1-12) Included | 10.00 | $0.00 | $0.00 | $0.00 |

### Evidence Library 4 Web Software and Licensing

| Part Number | Detail | Qty | Direct | Discount | Total Price |
|---|---|---|---|---|---|
| KEY-EL4-SRV-001 | Evidence Library 4 Web Server Site License Key | 1.00 | $1,000.00 | $0.00 | $1,000.00 |
| KEY-EL4-DEV-004 | Evidence Library 4 Web VISTA Combo-Discount Device License Key | 7.00 | $75.00 | $0.00 | $525.00 |
| KEY-EL4-DEV-002 | Evidence Library 4 Web VISTA Device License Key | 3.00 | $150.00 | $0.00 | $450.00 |
| KEY-EL4-DEV-001 | Evidence Library 4 Web 4RE In-Car Device License Key | 7.00 | $150.00 | $0.00 | $1,050.00 |

### 4RE In-Car System and Options

| Part Number | Detail | Qty | Direct | Discount | Total Price |
|---|---|---|---|---|---|

# 4RE/VISTA Price Quote

| | | | | | |
|---|---|---|---|---|---|
| CAM-4RE-PAN-NHD | Additional Front Camera, 4RE, HD Panoramic | 7.00 | $200.00 | $10.00 | $1,330.00 |

## Wireless Video Transfer and Networking Options

| Part Number | Detail | Qty | Direct | Discount | Total Price |
|---|---|---|---|---|---|
| 4RE-WRL-KIT-101 | 4RE In-Car 802.11n Wireless Kit, 5GHz (2.4 GHz is available by request) | 7.00 | $200.00 | $10.00 | $1,330.00 |

## 4RE Hardware Warranties

| Part Number | Detail | Qty | Direct | Discount | Total Price |
|---|---|---|---|---|---|
| WAR-4RE-CAR-1ST | Warranty, 4RE, In-Car, 1st Year (Months 1-12) | 7.00 | $0.00 | $0.00 | $0.00 |

## Software Maintenance and CLOUD-Share

| Part Number | Detail | Qty | Direct | Discount | Total Price |
|---|---|---|---|---|---|
| SFW-MNT-EL4-001 | Software Maintenance, Evidence Library, 1st Year (Months 1-12) | 17.00 | $0.00 | $0.00 | $0.00 |
| SFW-EL4-CLD-BAS | Evidence Library 4 Web CLOUD-SHARE - Basic | 17.00 | $0.00 | $0.00 | $0.00 |

## WatchGuard Video Technical Services

| Part Number | Detail | Qty | Direct | Discount | Total Price |
|---|---|---|---|---|---|
| SVC-4RE-ONS-400 | 4RE System Setup, Configuration, Testing and Training (WG-TS) - + one extra day to combine deployment with Carroll County Sheriff's order | 1.00 | $2,500.00 | $500.00 | $2,000.00 |

## Shipping and Handling

| Part Number | Detail | Qty | Direct | Discount | Total Price |
|---|---|---|---|---|---|
| Freight | Shipping/Handling and Processing Charges | 1.00 | $470.00 | $0.00 | $470.00 |
| | | | | | **$50,871.00** |

**Total Estimated Tax, may vary from State to State $0.00**

| | |
|---|---|
| **Configuration Discounts** | **$2,844.00** |
| **Additional Quote Discount** | **$0.00** |
| **Total Amount** | **$50,871.00** |

NOTE: This is only an estimate for 4RE & VISTA related hardware, software and WG Technical Services. Actual costs related to a turn-key operation requires more detailed discussion and analysis, which will define actual back-office costs and any costs associated with configuration, support and installation. Please contact your sales representative for more details.

To accept this quotation, sign, date and return with Purchase Order: _____ DATE: _____

415 E. Exchange Parkway • Allen, TX • 75002
Toll Free (800) 605-6734 • Main (972) 423-9777 • Fax (972) 423-9778
www.WatchGuardVideo.com

# MULTI-YEAR OPTIONS:

| | 2018 | 2019 | 2020 | 2021 |
|---|---|---|---|---|
| **Cash Buy** *(12 solutions - no services)* | $57,233.00 | | | |
| **3-Year Financing Option** *(12 solutions - no services)* | $21,366.24 | $21,366.24 | $21,366.24 | |
| **3-Year HaaS Option** *(12 solutions - see below)* | **$25,443.84** | **$25,443.84** | **$25,443.84** | |

**All Options include:**

***(06) In Car Video Solution***
- *(06) IR Back Seat Camera*
- *(06) Continuous Record SSD*
- *(06) Antenna Solution*

*Panasonic Services*

*Hardware Installation*

*Annual Device Licence*

***(06) BWC Main Unit***
- *(06) BWC Pairing Dock*
- *(06) Mounting Solution*
- *(06) Common Trigger Solution*

*(01) 8-Bay Offloading/Charging Dock*

*Server Deployment Services*

*Hardware Deployment Services*

## PROJECT LIMITATIONS AND COMPLETION

## LEGAL STUFF.

KELTEK shall provide the Managed Services to Customer in a workmanlike manner on the terms and conditions set forth in a project Master Services Agreement to be executed between KELTEK and Customer. KELTEK shall not provide any services other than the Managed Services indicated in the project scope of work document.

The project scope of work shall not include any services or labor required as a result of or otherwise due to: (i) acts of God or (ii) misuse, mishandling, or abuse of the equipment. KELTEK shall maintain a reasonable inventory of the replacement parts set forth in the MSA and shall provide the Managed Services in a reasonably timely manner. KELTEK shall not be responsible for or liable in any way for data loss or data back-up, except to the extent otherwise expressly guaranteed in writing by KELTEK to Customer.

The term of this Agreement shall be exactly contemporaneous with the Initial Term or Fixed Term, whichever is applicable, as defined in the scope of works (the "Term"). As such, this Agreement and the services hereunder shall end upon termination of the approved and executed Master Services Agreement.

Axon Body cams only

## Hardware/Software/Services

| | | Price | Quantities Fill In |
|---|---|---|---|
| Axon Flex 2 Camera | Axon Flex 2 (online) | $ 699.00 | |
| | Axon Flex 2; Two-Year Extended Warranty | $ 299.95 | 0 |
| | Axon Flex 2 T.A.P. (Per Camera/Year) | $ 348.00 | 0 |
| Axon Body 2 Camera | Axon Body 2 (online) | $ 499.00 | 16 |
| | Body 2; Two-Year Extended Warranty | $ 199.95 | 16 |
| | Body 2 T.A.P. (Per Camera/Year) | $ 240.00 | 16 |
| Docking Bay | 6-Bay Docking Station | $ 1,495.00 | 3 |
| | 6-Bay Docking Station Two-Year Ext. Warranty | $ 499.90 | 3 |
| | 1-Bay Docking Station + Power Core | $ 375.00 | 0 |
| | 1-Bay Docking Station Expansion Bay | $ 75.00 | 0 |
| | 1-Bay Docking Station Two-Year Ext. Warranty | $ 129.90 | 0 |
| | Docking Station Replacement Plan (T.A.P.) (per bay) | $ 56.00 | 18 |
| Licensing & Storage | Officer Safety Plan License / Year | $ 1,188.00 | 0 |
| | Unlimited License / Year | $ 948.00 | |
| | Professional License / Year | $ 468.00 | 2 |
| | Basic License / Year | $ 180.00 | 14 |
| | Body Cam Storage per GB / Year | $ 0.75 | 1600 |
| | CAD/RMS Integration License (User/Year) | $ 180.00 | 0 |
| Signal Hardware | Axon Signal in Car Unit (Incl'd w/ Fleet) | $ 279.00 | 0 |
| | TASER Signal PPM battery | $ 96.00 | 0 |
| | Sidearm Signal Device License / Year (Incl'd Replacement) | $ 120.00 | 0 |
| Professional Services and Training | Professional Services (Day 1) | $ 2,500.00 | 1 |
| | Professional Services (Add'l Days) | $ 2,000.00 | |
| | In Car Signal Unit Installation / unit | $ 250.00 | |
| TASER weapon | TASER X26P or X2 Kit | OSP | 0 |

Promotional Discounts

| Minimum Retention Policy (how many months?) | |
|---|---|

*These quotes are built under the assumption that all hardware, licenses, and services are offered as a package that can not be seperated. The mock quotations built with this tool are not legally binding. This also does not included tax, if your agency is tax exempt please provide Axon a copy.

## Technology Assurance Plan (TAP)

| Quantity | Included Feature | $ Amount |
|---|---|---|
| 0 | Axon Flex 2 cameras | $ - |
| 0 | Flex 2 Extended Warranty | Included |
| 0 | Flex 2 Replacement Plan (T.A.P) | $ - |
| 16 | Axon Body 2 cameras | $ 7,984.00 |
| 16 | Body 2 Extended Warranty | Included |
| 16 | Body 2 Replacement Plan (T.A.P) | $ 3,840.00 |
| 3 | 6-Bay Docking Station | $ 4,485.00 |
| 3 | 6-Bay Docking Station Two-Year Ext. Warranty | Included |
| 0 | 1-Bay Docking Station + Power Core | $ - |
| 0 | 1-Bay Docking Station Expansion Bay | $ - |
| 0 | 1-Bay Docking Station Two-Year Ext. Warranty | Included |
| 18 | Docking Station Replacement Plan (T.A.P.) | $ 1,008.00 |
| 2 | Professional License | $ 936.00 |
| 14 | Basic License | $ 2,520.00 |
| 1600 | GB of Data | $ 1,200.00 |
| 0 | CAD/RMS Integration License | $ - |
| 0 | In-Car Signal Units | $ - |
| 0 | TASER Signal PPM battery | $ - |
| 0 | Sidearm Signal Device License / Year | $ - |
| 1 | Professional Services (Day 1) | $ 2,500.00 |
| 0 | Professional Services (Add'l Days) | $ - |
| 0 | Signal Device Installation | $ - |

| Promotional Discounts | |
|---|---|
| Due in Year 1 | $ 24,473.00 |
| Due in Year 2 | $ 9,504.00 |
| Due in Year 3 | $ 9,504.00 |
| Due in Year 4 | $ 9,504.00 |
| Due in Year 5 | $ 9,504.00 |
| Total Over 5 Years | $ 62,489.00 |

**Included Features:**
Camera Hardware
Optional: Axon Signal hardware
Pro & Basic Licenses
Storage Added A La Carte
Mobile Apps; Axon Capture
Mobile Apps; Axon View
Docking Station & Warranty
Camera Warranty for length of contract
Camera Upgrade at 2,5 & 5 yrs (TAP)
Option: Dock Upgrade at 2,5 & 5 years (TAP)

Optional: CAD/RMS Integration
Optional: Professional Services Training and Installation

## Evidence.com Basic

| Quantity | Included Feature | $ Amount |
|---|---|---|
| 0 | Axon Flex 2 cameras | $ - |
| 16 | Axon Body 2 cameras | $ 7,984.00 |
| 3 | 6-Bay Docking Station | $ 4,485.00 |
| 0 | 1-Bay Docking Station + Power Core | $ - |
| 0 | 1-Bay Docking Station Expansion Bay | $ - |
| 2 | Professional License | $ 936.00 |
| 14 | Basic License | $ 2,520.00 |
| 1600 | GB of Data | $ 1,200.00 |
| 0 | CAD/RMS Integration License | $ - |
| 0 | In-Car Signal Units | $ - |
| 0 | TASER Signal PPM battery | $ - |
| 0 | Sidearm Signal Device License / Year | $ - |
| 1 | Professional Services (Day 1) | $ 2,500.00 |
| 0 | Professional Services (Add'l Days) | $ - |
| 0 | Signal Device Installation | $ - |

| Promotional Discounts | |
|---|---|
| Due in Year 1 | $ 19,625.00 |
| Due in Year 2 | $ 4,656.00 |
| Due in Year 3 | $ 4,656.00 |
| Due in Year 4 | $ 4,656.00 |
| Due in Year 5 | $ 4,656.00 |
| Total Over 5 Years | $ 38,249.00 |

**Included Features:**
Camera Hardware
Optional: Axon Signal hardware
Pro & Basic Licenses
Storage Added A La Carte
Mobile Apps; Axon Capture
Mobile Apps; Axon View
Docking Stations w/o Ext. Warranty
Camera Warranty : 1 year standard

Optional: CAD/RMS Integration
Optional: Professional Services Training and Installation