



DEKALB POLICE DEPARTMENT
700 W. Lincoln Highway
DeKalb, IL 60115
815/748-8400 · cityofdekalb.com

DATE: October 6, 2021

TO: City Manager Bill Nicklas

FROM: Police Chief David Byrd
Commander Craig Woodruff

SUBJECT: Authorizing the Purchase of Twelve (12) CDS Genetec License Plate Readers in the Amount of \$145,865.

Summary:

The DeKalb Police Department has explored numerous technologies to increase public safety and aid officers as they conduct criminal investigations. One of the available tools is called an automatic License Plate Reader (LPR). These are sophisticated cameras specifically aimed to take photos of vehicles' license plates as they travel on city streets. The LPRs can be mounted on a squad car, or strategically mounted on stationary infrastructure. The camera will take a picture of the license plate as it travels past and immediately check a database for criteria set up by the police department. For example, the software can flag a stolen car or a suspect wanted in a significant crime. The department is only considering fixed LPR systems at this time.

The cameras will also capture vehicles leaving the scene of an in-progress call. In these circumstances, the suspect vehicle leaving the area of a crime can quickly be identified. This will greatly reduce the time required to develop leads and suspects and help solve additional crimes. The reduction in officer-hours could result in a reduction in overtime costs as well. Many other cities through the country are already using this technology including many in the Chicago and Rockford areas. An additional benefit of these cameras includes data sharing software between all the agencies. So, if a car is stolen in Chicago and drives past one of our LPRs, then Chicago will receive a notice that their car is in our city.

Based on our assessment, I recommend purchasing the Genetec LPRs. Their system took high quality photos and had the best software suite. They also submitted the lowest bid and could allow more savings after the initial contract.

Vendors:

The department met with three vendors to examine their products. We also spoke with other police departments currently using the cameras. CDS supplies Genetec LPRs that were compared to Vigilant Solutions and Flock Safety. All the vendors have different benefits and drawbacks. Both the Genetec and Vigilant systems took high quality photos, while the Flock Safety system did not perform as well at night. Flock Safety also offers a solar option to make the installation more versatile, however solar power can be problematic with prolonged periods of cloudy conditions.

All the systems also feature a software suite to navigate photos and the alert functions. Vigilant has a larger footprint of agencies nationally, though Genetec and Flock Safety have numerous systems in Illinois and the Chicagoland area. Genetec's software also offers more search options and analytics than the competitors to determine the make and model of suspect vehicles based off the design of their taillights.

Costs:

The costs were all quoted based on 12 cameras located at 5 intersections.

Flock Safety:

Cost of first year	Recurring cost/year	Total cost over 5 years
\$33,000	\$30,000	\$153,000

Vigilant Solutions:

Cost of first year	Recurring cost/year	Total cost over 5 years
\$41,110	\$26,970	\$148,990

CDS (Genetec):

Cost of first year	Recurring cost/year	Total cost over 5 years
\$29,173	\$29,173*	\$145,865

*Genetec is the only vendor that allows the department to own the cameras at the end of the 5-year contract. They estimate that their cameras operate for a minimum of 7-8 years. So, after the initial 5-year contract, the yearly cost drops to approximately \$6,960.

RESOLUTION 2021-093

**AUTHORIZING THE PURCHASE OF TWELVE (12) CDS GENETEC LICENSE
PLATE READERS IN THE AMOUNT OF \$145,865.**

WHEREAS, the City of DeKalb (the "City") is a home rule unit of local government and may exercise any power and perform any function pertaining to its government and affairs pursuant to Article VII, Section 6, of the Illinois Constitution of 1970; and

WHEREAS, the City's Police Department has negotiated an agreement with CDS Genetec to purchase 12 license plate readers in the amount of \$145,865 (the "Agreement"); and

WHEREAS, the City's corporate authorities find that it is in the City's best interests to approve the Agreement for the protection of the public health, safety, morals and welfare; and

NOW, THEREFORE, BE IT RESOLVED BY THE COUNCIL OF THE CITY OF DEKALB, ILLINOIS:

SECTION 1: The City's corporate authorities approve, authorize, direct, and ratify the City Manager or his designee to enter into the Agreement in the form attached hereto and incorporated herein as Exhibit A on behalf of the City and to take all actions which may be necessary to effect the Agreement.

SECTION 2: This resolution and each of its terms shall be the effective legislative act of a home rule municipality without regard to whether such resolution should (a) contain terms contrary to the provision of current or subsequent non-preemptive state law, or (b) legislate in a manner or regarding a matter not delegated to municipalities by state law. It is the intent of the City's corporate authorities that to the extent that the terms of this resolution should be inconsistent with any non-preemptive state law, that this resolution shall supersede state law in that regard within its jurisdiction.

SECTION 3: This resolution shall be in full force and effect from and after its passage and approval as provided by law.

PASSED BY THE CITY COUNCIL of the City of DeKalb, Illinois at a Regular meeting thereof held on the ____ day of October 2021 and approved by me as Mayor on the same day.



COHEN BARNES, Mayor

ATTEST:

Ruth A. Scott, Executive Assistant



CDS Office Technologies
 1271 HAMILTON PARKWAY
 Itasca, Illinois 60143
 United States
 (P) 630-625-4519
 (F) 630-305-9876

Quotation (Open)

Date
 Sep 24, 2021 03:51 PM CDT

Modified Date
 Sep 27, 2021 02:58 PM CDT

Quote #
 492208 - rev 1 of 1

Description
 12 x LPR Cameras

SalesRep
 Gottlieb, Mark
 (P) 630-625-4519
 (F) 630-305-9876

Customer Contact
 Woodruff, Craig
 (P) 815-748-8175
 craig.woodruff@cityofdekalb.com

Customer
 DeKalb Police
 Department (DP2691)
 Woodruff, Craig
 700 W Lincoln Highway
 DeKalb, IL 60115
 United States
 (P) 815-748-8400
 (F) 815-748-2055

Bill To
 DeKalb Police Department
 Accounts, Payable
 200 South 4th St.
 DeKalb, IL 60115
 United States

Ship To
 DeKalb Police Department
 Lovell, Mark
 223 South 4th St.
 DeKalb, IL 60115
 United States
 (P) 815-748-8400
 (F) 815-748-2055
 mlovell@cityofdekalb.com

Customer PO:

Terms:
 Undefined

Ship Via:
 Best Way

Special Instructions:

Carrier Account #:

#	Description	Part #	Qty
Head End Equipment & Software			
1	MST COOP LAW Connection for 1-Year (Per camera) - annual renewal required	MST-MMS-COOP	60
2	LPR Managed Services Setup	MST-MMS-SETUP	1
3	One Genetec Security Desk Client Connection	GSC-1U	3
4	Hotlist-Permit List Updater Through Ftp/Http/Sft	GSC-AV-S-LISTUPDATER	1
5	Genetec Advantage For 1 Autovu Fixed Camera Connection (5 years)	ADV-LPR-F-5Y	12
Field Devices			
6	White AutoVu SharpV Camera Kit	AU-K-V-WS850-LC	12
	Note: - alternate black color also available AU-K-V-BS850-LC-000		
7	Cambium Networks ePMP FORCE 190 5GHz Subscriber	C050900C071A	13
8	Cambium Networks - Cam Gigabit Surge Suppressor (30V)	C000000L065A	13
9	Antenna Strap Mounting Assembly-ALM	860500208-ALM	13
LPR Camera Assemblies			
10	IPCam Pwr Box, 2x bt & 2x at/af w/SM Uplink	IPCAM-BT-SM-LT	7

#	Description	Part #	Qty
11	IPCam Pwr Box, 2x bt & 24Vpsv PoE w/R240 Uplink	IPCAM-BT-R240- VNAP-LT	5
Implementation			
12	Installation, Programming & Project Management Labor Cabling & install equipment as needed	LBR	1

Scope of Work

CDS/MST to provide and install (12) Genetec LPR cameras at the following locations:

Annie Glidden & Hillcrest

- 4 LPR cameras, 1 on each traffic signal arm mast at this intersection
- All cameras will aggregate to a single pole via radio
- City of DeKalb owns these traffic signals and they have 24/7 power we can use
- City of DeKalb to provide (4) electrical disconnects, one at each pole
- City of DeKalb to provide (1) sim card and cellular data plan for this intersection

Annie Glidden & Lucinda

- 2 LPR cameras will be mounted on 2 of the traffic signal arm masts at this intersection
- Cameras will aggregate to a single pole via radio
- City of DeKalb owns these traffic signals and they have 24/7 power we can use
- City of DeKalb to provide (2) electrical disconnects, one at each pole
- City of DeKalb to provide (1) sim card and cellular data plan for this intersection

(3) Locations To Be Determined

- 2 LPR cameras mounted on City of Dekalb owned poles at each location, 6 cameras in total
- Cameras will aggregate to a single pole at each location via radio
- City of Dekalb owns the street lights and or traffic signals at each of these locations and they have 24/7 power for our use
- City of DeKalb to provide (6) electrical disconnects, one at each pole
- City of Dekalb to provide (3) sim cards and (3) cellular data plans.

All LPR reads will be transmitted to MST Regional Cloud Server via cellular.

- DeKalb to provide bucket truck for installation team.

Assumes:

- all work will be completed during normal business hours of Monday - Friday 7:00AM - 5:00PM.
- That there is not a requirement for prevailing wage and or union labor.
- City of DeKalb to provide (5) sim cards and (5) cellular data plans
- City of DeKalb to provide electrical disconnects at each pole

Customer Supplied Connections:

- A high-speed internet connection with a static IP address must be provided by the customer at the head-end location for remote access.
- A network connection must be provided at each specified location. An IP address may also be required.

Existing Devices:

- This proposal assumes that any & all existing conduit, wire, devices & hardware to be used are in satisfactory condition and meet minimum requirements.
- Replacement, repairs and or changes to equipment will require change order authorization by both the customer & CDS/MST

CDS Office Technologies disclaims any responsibility for product information and products described on this site. Some product information may be confusing without additional explanation. All product information, including prices, features, and availability, is subject to change without notice. Applicable taxes & shipping may be added to the final order. All returns must be accompanied by original invoice and authorized RMA number within 30 days of invoice date and are subject to a 15% restocking fee. Due to manufacturer's restrictions, Panasonic items are not eligible for return. Late fees may apply to payments past 30 days from invoice date. Please contact your sales representative if you have any questions.

Attached is an updated BOM for 12 cameras over 5 locations, per our conversation. The updating pricing comes to:

- Public Financing, annual payments (5 years, City owns equipment at the end of the term)
 - \$29,173/yr
 - \$145,865 total over 5 years

Take a look at the build and scope notes and let me know how things look or if we need to make any changes!

Thanks,

Mark Gottlieb

Sr Account Manager

CDS Office Technologies

1271 Hamilton Pkwy | Itasca, IL 60143

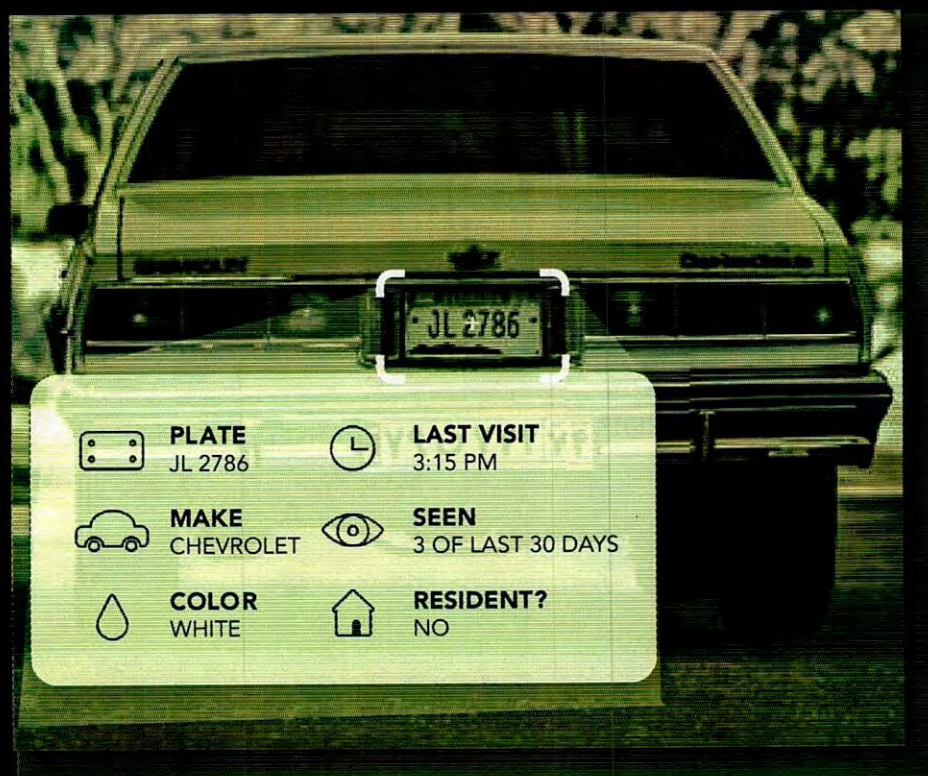
630-677-1315 (c) | 630-625-4519 (w) | 630-305-9876 (f)

mgottlieb@cdsot.com | www.cdsgov.com

flock safety

flocksafety.com
866.831.5326

Your partner in eliminating crime



Protecting your jurisdiction is of the utmost importance. Thank you for considering Flock Safety as part of your comprehensive strategy to protect your city, citizens, and officers. We are more than just a camera company - we are a public safety operating system that empowers private communities and law enforcement to work together to eliminate crime. We build devices that detect and capture objective evidence, machine learning that uncovers investigative leads, and real-time alerts that prepare officers to be effective in the field.

What makes Flock Safety's technology different



PUBLIC & PRIVATE PARTNERSHIPS

Thousands of communities use privately funded Flock Safety cameras throughout the country, which provides a huge benefit to local law enforcement as they can have access to those cameras without having to pay for them.



VEHICLE FINGERPRINT™ TECHNOLOGY

Capture far more than just license plates. Allow your investigators to search footage by vehicle type, make, and color; identify the state of a license plate; capture temporary plates, paper plates, and vehicles without plates. Our cameras also capture two (2) lanes of traffic traveling up to 100 MPH with a single camera.



INFRASTRUCTURE FREE

Use cameras that are solar powered and include LTE internet connectivity (unlimited use included in cost), so they can be rapidly deployed virtually anywhere.



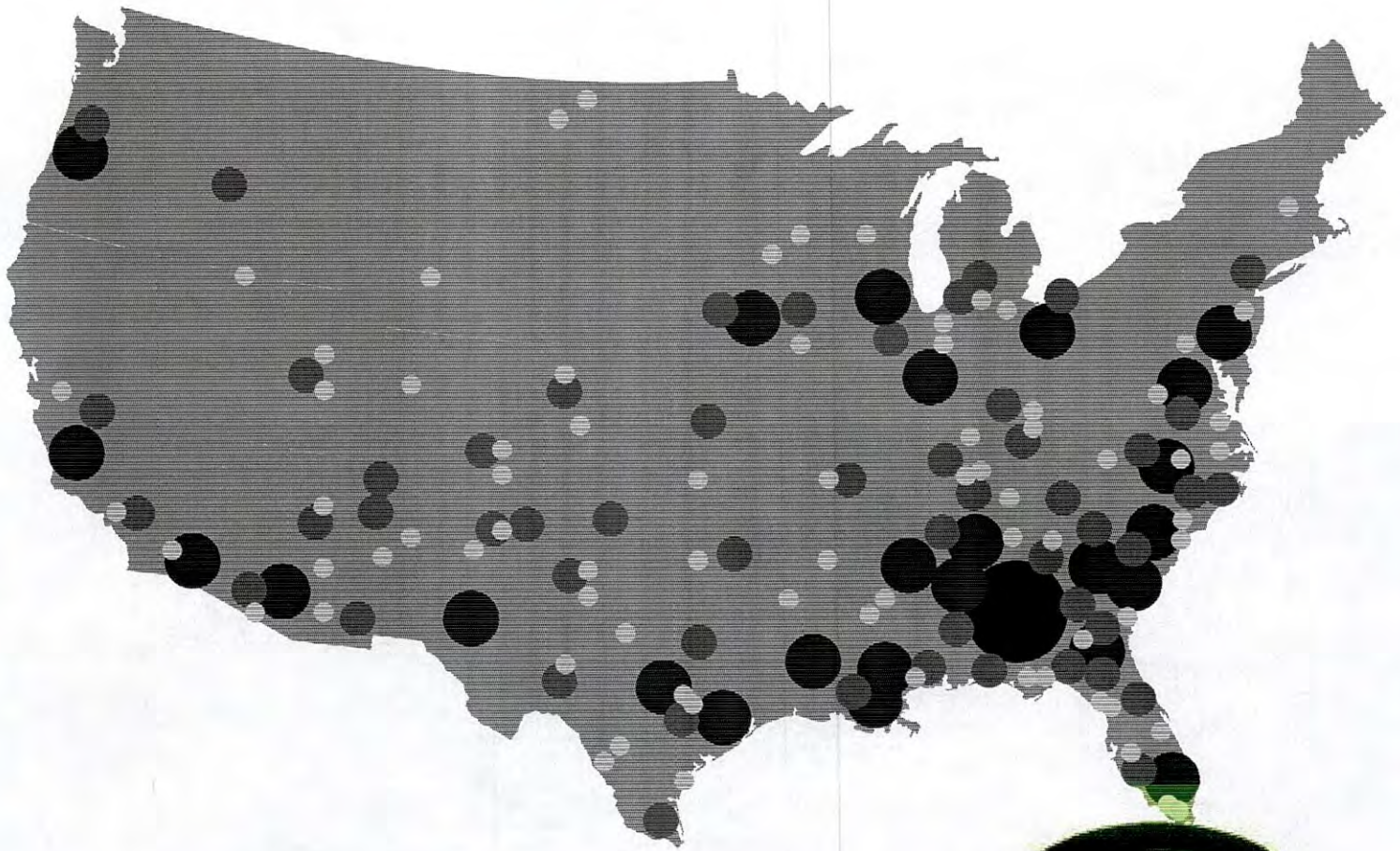
SIMPLE & AFFORDABLE

Our cameras cost \$2,500 per camera per year which includes hardware, software, solar power, LTE connectivity, unlimited users, and unlimited data storage.

We look forward to hearing from you and hope you will join the "flock"!

Thank you,

flock safety



600+

Police
departments

1000+

US cities

120

Stolen vehicle
reads/hr



Flock Safety's technology includes fixed license plate reading cameras and software for unlimited users to access footage and receive hotlist notifications.

Proposal Summary

Police departments need a scalable solution to increase clearance rates and deter crime. The Flock Safety camera sees like a detective to make actionable evidence available when needed that is easily searchable by vehicle type, make, model, color, timeframe, or plate details. We deliver this detail through Machine Learning technology that scans each image for distinguishing features, instead of traditional metal plates. This means we can also detect vehicles with no plates, temporary plates, dirty/covered plates, and even get accurate state detection.

30% ▲

Our solution **captures 30% more plates** than our leading competitor, according to a side-by-side study done by LASD in 2019, largely due to using AI and Machine Learning to analyze the entire vehicle profile, instead of legacy Infrared based technology.

34% ▼

In April 2019, Marietta Police Department released a study that shows they experienced a **34% reduction in calls for service** by targeting crime hot spots throughout the city with Flock Safety cameras.

60% ▼

In October 2019, Cobb County Police Department released a study based on their installation of 13 Flock Safety cameras in March. Over the six month period, Cobb police reported a **60% reduction in overall crime** by focusing on the beat with the highest

Company Overview

Flock Safety's mission is to eliminate crime. This is possible with city-wide coverage of automatic license plate readers (ALPRs) for both public safety organizations and private citizens. When a crime occurs, Flock Safety devices deliver the actionable evidence you need to make an arrest.

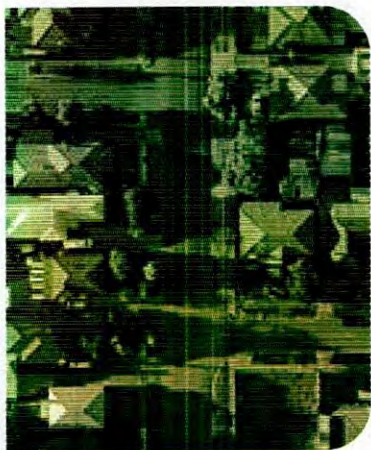
Our company is headquartered in Atlanta, Georgia. Flock



Safety camera systems live in over 1000 cities in 38 states and over 600 police departments. With an average of 120 Hot List notifications sent an hour with jurisdictions throughout the U.S., our team is helping agencies solve and prevent crime every minute.

Customer Results

Flock Safety unites law enforcement and the communities they serve in the pursuit of a safer, more equitable society, with the use of force-multiplying technology. Our devices, which are owned by both public and private customers, see like a detective. They capture objective evidence, decode investigative leads using machine learning technology, and deliver real-time, actionable alerts to officers so they can clear cases more efficiently. Over 1000 U.S. cities enlist the help of Flock Safety's public safety operating system to reduce crime by up to 70%. These are some of their stories.



JERSEY VILLAGE, TEXAS

A camera on every street to create a virtual gate

Within one week, Flock Safety cameras notified officers of two vehicles on the NCIC Hot List. During the seizure of one of the vehicles, a wanted murderer in the state of Louisiana was arrested. Both vehicles were returned to their owners.

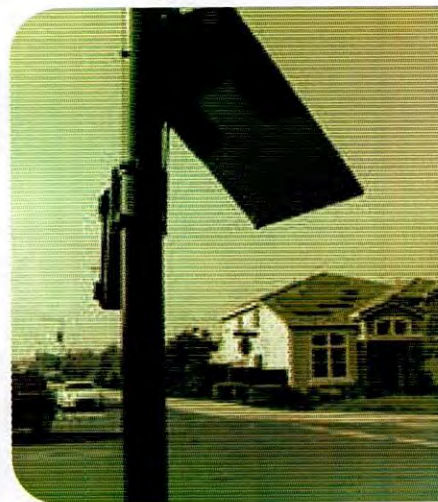
- Location: Houston suburb
- Flock Cameras: 50+
- Residents: 8,000
- Installation: Two months from purchase

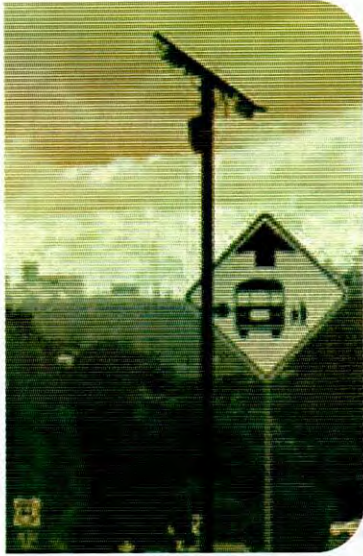
MARIETTA, GEORGIA

34% reduction in calls for service in targeted hotspots

Cameras within the city led to the arrest of a suspect who allegedly brutally attacked a woman. Officers were able to locate and arrest the suspect using Flock cameras after weeks of the suspect being on-the-run.

- Location: Atlanta suburb, in Cobb County, Georgia
- Flock Cameras: 70 and growing within the county (30 police and 40 private cameras)
- Residents: 65,000 in Marietta
- Installation: Two months from purchase for first hotspot created





COBB COUNTY, GEORGIA

Containment strategy in highest crime beat of the county

Cobb County Police Department utilized 35 Flock cameras in 2 containment zones in their highest crime beats to reduce crime by over 60%.

- Location: Cobb County, GA is just outside of Atlanta
- Flock Cameras: 35 for PD, over 100 including private sector cameras
- Residents: 750,000 in Cobb County
- Installation: Phased approach
- Contact: Deputy Chief Stuart Vanhoozer at stuart.vanhoozer@

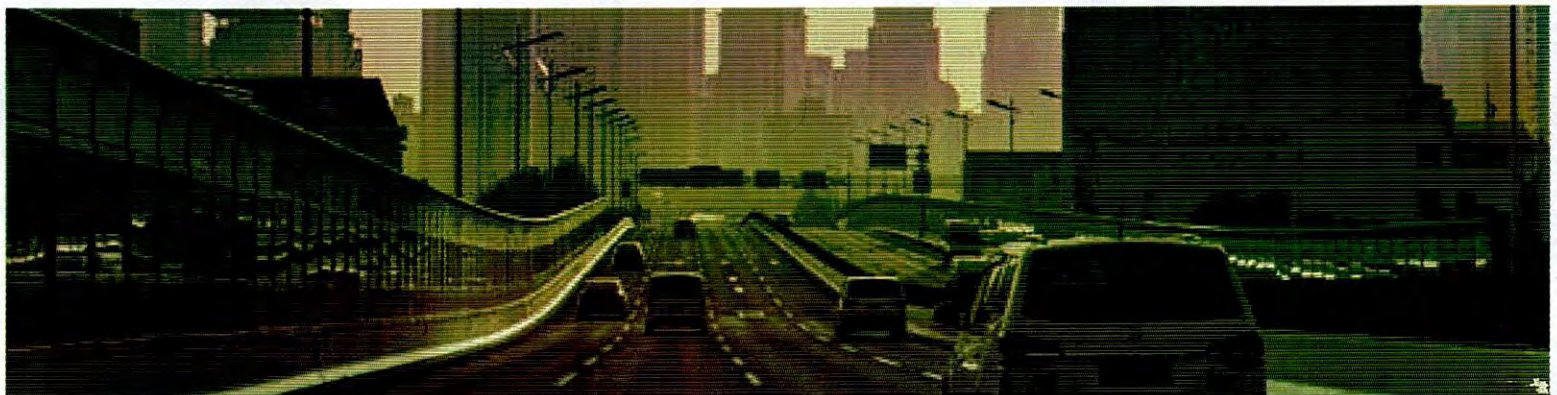
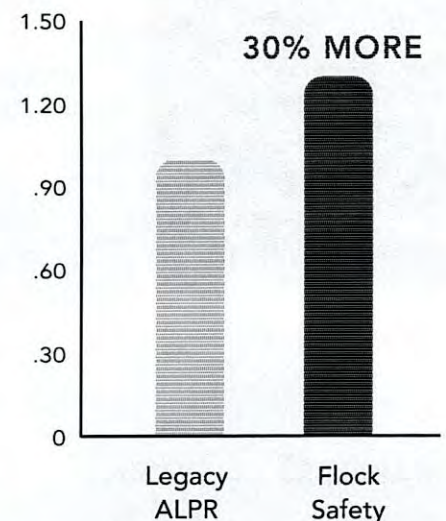
LOS ANGELES, CALIFORNIA

Sheriff's Department performs detection accuracy test

Los Angeles Sheriff's Department performed a head-to-head test of the Flock Safety camera versus a legacy ALPR solution.

- The results showed that the Flock Safety camera captures 30% more vehicle images and provides more accurate reads than traditional cameras triggered by infrared technology.
- Conducted in limited lighting from 2:00 AM to 8:00 AM, and from 11:00 PM to 6:00 AM.
- Causes for missed vehicles and/or misread plates were associated with the amount of reflectivity of the plate (older/dirtier tags, and dealer provided paper plates).

ACCURATE READS





Product

Flock Safety Automatic License Plate Reading (ALPR) cameras do not just identify the plate seen, but all the objects within the frame. Even if the vehicle does not have a tag, the image can be captured for review. The user interface is a simple search with unlimited user licenses. Within the software component, law enforcement can receive hotlist alerts and create custom alerts for plates under your investigation.

SOFTWARE USER INTERFACE

Included at no additional cost with unlimited user licenses. Receive alerts to help detect crime and search footage to access evidence — with any internet-connected device (based on user credentials that are easily managed/approved by admin).

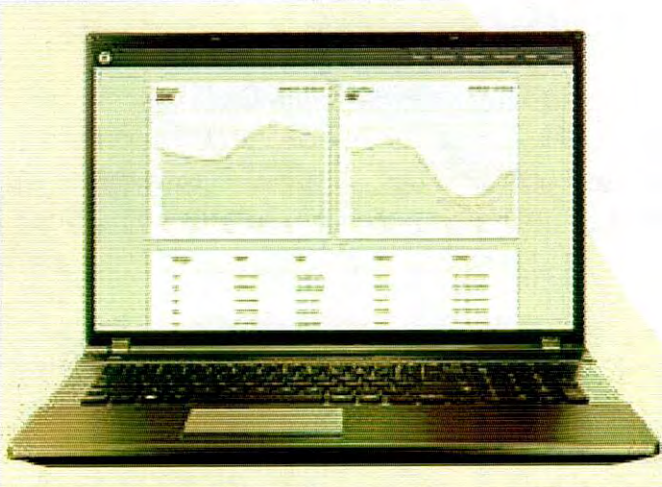


Detect Crime

- Connected to the NCIC Hot List & CJIS compliant
- State detection to ensure quality alerts
- Hotlist alerts (includes privately owned cameras in your jurisdiction)
- Create custom alerts for tags under investigation with your organization
- Filter notifications by reason codes (exclude sex offenders, include stolen plates, etc.)
- Email and SMS alerts to users
- Audible and visual alerts

Access Evidence

- Filter search by specific camera location
- Capture vehicles regardless of plate type (paper, no plate, etc.)
- Search results with vehicle summary in multiple formats
- Filter by Vehicle Fingerprint™
 - Date and time
 - Vehicle Characteristics
 - Plate (partial/full)
 - Plate Type (in state, out of state, temporary tag)
 - Build & Color
 - Resident status
 - Location/Date/Time



Insights

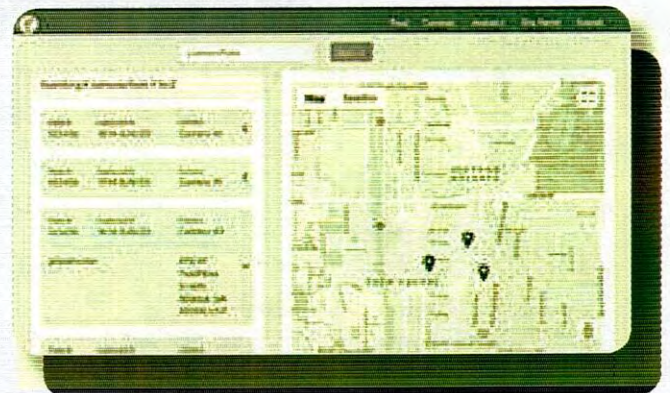
Give city council an ROI report

- Discover crime and traffic patterns
- Prioritize changes by greatest impact
- Change your community for the better

Lookup

Search plates across your jurisdiction

- "I have the plate where is the car?"
- Designed to search all cameras, all time
- Get a full view of all activity tied to one vehicle in your network



Shared Footage Search Network for Law Enforcement

A new way to solve cross-jurisdiction crimes

- New privacy setting (National + State search)
- 1B + monthly reads
- Attached to "Lookup" experience



Peformance

DAY TIME FOOTAGE



NIGHT TIME FOOTAGE



TEMPORARY PLATE



NO PLATE



COVERED PLATE



TWO LANES OF TRAFFIC



CAMERA SPECIFICATIONS

Design

Dimensions: 8.75" x 3"

Weight: 3 lbs

IP65 Waterproof

Power

14Ah Battery

30W Solar Panel (14" x 21")

AC Power (5 ft. range)

Data

16GB local storage, ~2 weeks

Image

5MP Image Sensor

Motion

Passive Infrared Motion Detection

Connectivity

Embedded Cellular LTE Connection

Cellular service provider depends on area

Production

Designed & manufactured in the U.S.

Night Vision

850nm Custom IR Array

Cloud Storage

30 days storage (Amazon Web Services)

Accessible via secure website

Images can be downloaded and stored by department

CAMERA PERFORMANCE

Traffic

NCIC and Custom Alert Notifications

- Average of 10-15 seconds

Includes time, location, plate, and vehicle image

Includes state specific alerts based on image

Power Source

100-240 VAC <1 amp

60 W Solar

11-14 Volt

Processing Power

1.4GHz

64-bit quad-core CPU

Image Capture

20-90 ft from vehicles

Up to 2 lanes of traffic per camera

Date and time with camera location

Plate (state, partial, paper, and none)

Vehicle details (Make, type, and color)





Training, Ongoing Support & Timeline

New customers will first get connected with their dedicated Onboarding Specialist who will spearhead the installation project to completion. Once cameras are successfully capturing footage, customers get introduced to their dedicated Market Manager. This person serves as the main point of reference for all things Flock Safety (training, setup questions, etc). In addition, the Flock Safety Support team monitors the **support@flocksafety.com** inbox Monday through Friday, 8:00 AM to 5:00 PM EST.

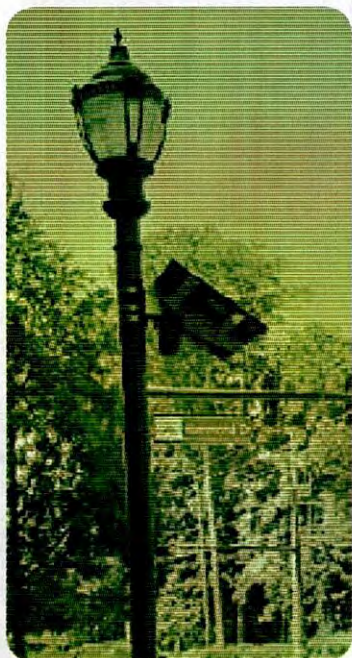
SAFETY-AS-A-SERVICE

- Regular software updates at no additional cost
- Camera maintenance is included in the subscription
- Unlimited users for hotlist integration and alerts, and camera

INSTALLATION & CAMERA LOCATIONS

The average installation is to 6-8 weeks. Camera locations and installation timing is coordinated by the Flock Safety Customer Support team.

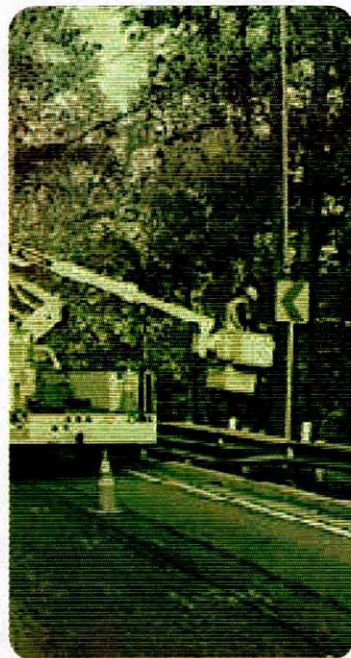
City intersection
Solar & existing pole



Entrance to Hotel
Solar & Flock 14 foot pole



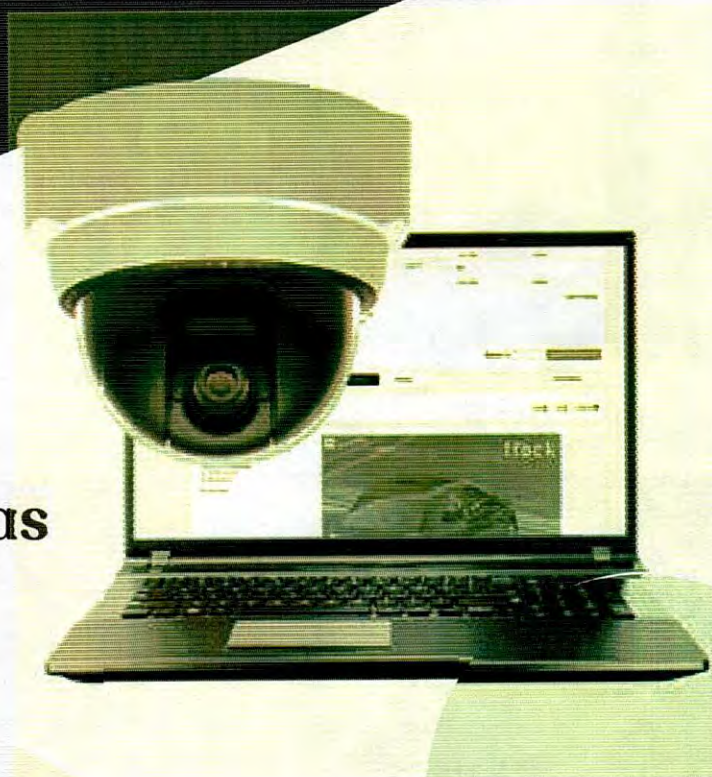
City Foot Traffic Street
Electric & existing pole



wing

The Wing™
integration

**Transform your cameras
into cameras that
see like a detective.**



The Flock Safety Wing integration is for law enforcement agencies who want to transform existing cameras into cameras that see like a detective. Unlike buying new hardware, you can upgrade your existing cameras with the power of Flock Safety's Vehicle Fingerprint™ technology.

Detectives are key to solving crime

They see things differently, pick up on clues, and identify leads. They might notice that a suspect vehicle had a roof rack, tinted windows, a trailer hitch, bumper stickers, step boards, aftermarket wheels, etc. Those details can unlock an investigation and solve crime.

Cities already have 100s or 1000s of cameras

For years, cameras have promised a safer future. But who has the resources to scroll through hours and hours of footage? Even if you do have time, how can you be sure that you'll catch all the unique features of a suspect vehicle? When every second matters, you need to find the single frame that gives an investigator a lead.

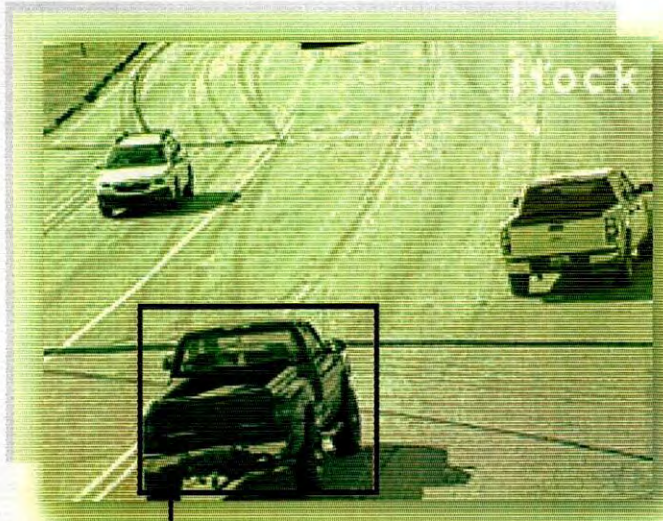
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Learn how your agency can take advantage of the Wing integration.

flocksafety.com/police

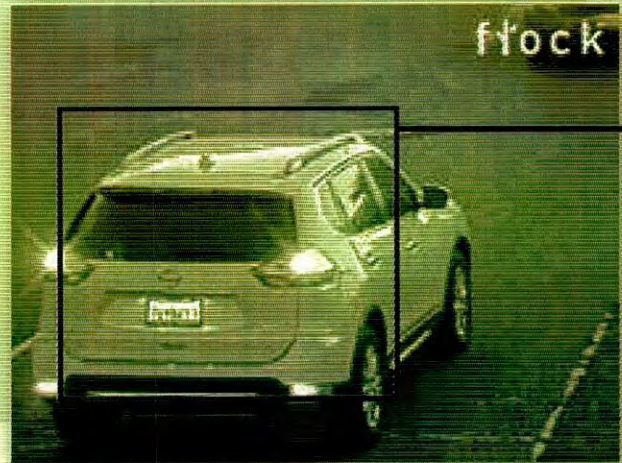
flock safety

Solve more crime by putting Flock Safety software on your IP cameras.



Black Chevy truck

Day Footage



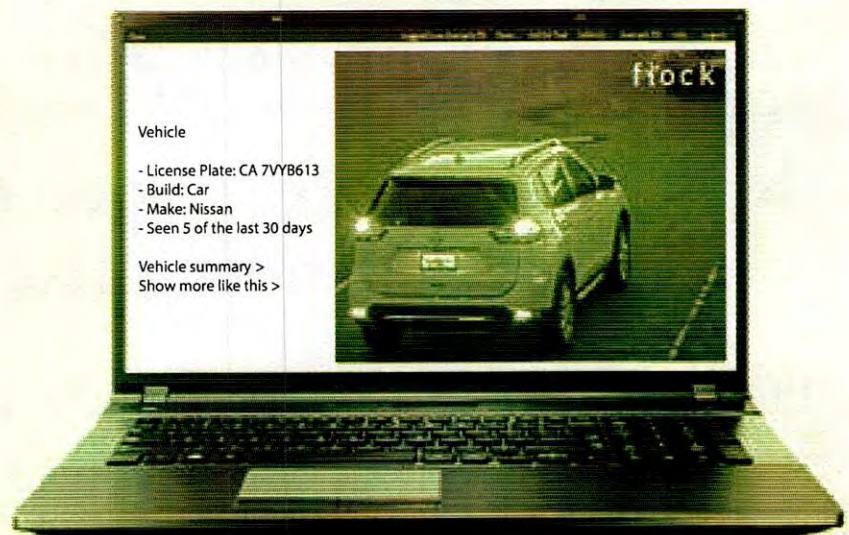
Nissan car
Lic: 7VYB61

Night Footage

Filter hours of footage to find actionable evidence

Leverage Flock Safety's patented
Vehicle Fingerprint technology on your
3rd party camera and use machine
vision to find your suspect vehicle.
Think:

- Vehicle make, type, color
- License plate (full, partial, missing)
- Temporary tags and state of plate



Let's get started today. Transform your cameras
into cameras that see like a detective.

flock safety

flocksafety.com/police

Is the Wing integration right for my cameras?

The Wing integration is compatible with all Axis ® cameras and a variety of other IP cameras. If your cameras meet the requirements listed here, the Wing integration is right for you.

Axis ® Camera Requirements

- ✓ Camera can talk outbound to the cloud (over 80/443)
- ✓ Camera contains an SD card (>1GB)
- ✓ Camera produces clear footage

Other IP Camera Requirements

- ✓ Real-Time Streaming Protocol (RTSP) is secure and publicly available
- ✓ Camera has stable bandwidth, either wired wireless, excluding 4G

**Still not sure? Speak with a Wing
integration specialist to learn more.**

Pricing

\$79/camera per month
+
base implementation fee*

* ≤ 15 licenses = \$1500 +
\$75 implementation fee per
each additional license

☎ Call Us
866-522-8863

✉ Email Us
police@flocksafety.com

💻 Learn More
flocksafety.com/police



Subscription Details	Price	QTY	Subtotal
Annual Subscription Price per year	\$2,500.00	12	\$30,000.00
Automatic License Plate Reader (ALPR) Solar or DC Power	\$0.00	12	\$0.00
Hosting & Analytics Cloud Hosting Unlimited User Licenses Hotlist Integration & Alerts Neighborhood Camera Integration Ongoing Software Enhancements	\$0.00	12	\$0.00
Implementation Camera Setup Shipping & Handling	\$250.00	12	\$3,000.00
Other Cellular Mounting Equipment	\$0.00	12	\$0.00
Annual Wing Integration per year	\$948.00	0	\$0.00
Wing Implementation One time set-up Up to 15 cameras	\$1,500.00	0	\$0.00

Total \$33,000.00

		Vigilant Solutions, LLC 1152 Stealth Street Livermore, California 94551 (P) 925-398-2079 (F) 925-398-2113		 MOTOROLA SOLUTIONS	
Issued To:	DeKalb Police Department - Attention: Craig Woodruff			Date:	09-22-21
Project Name:	12 L5F			Quote ID:	SAB-0487-02

PROJECT QUOTATION

We at Vigilant Solutions, LLC are pleased to quote the following systems for the above referenced project:

Qty	Item #	Description
(6)	VSFS-025-L5F-HUB	Fixed LPR Subscription Service - Hub <ul style="list-style-type: none"> • 25mm L5F Camera • Communications Box <ul style="list-style-type: none"> ◦ Cellular data plan sold separately • Camera Bracket • 60' Camera Cable • 5-Year contract term required • Access to LEARN or Client Portal • Hosting of LPR Detections for 12 Months • 1-Year Hardware Warranty
(6)	VSFS-025-L5F-SPK	Fixed LPR Subscription Service - Spoke <ul style="list-style-type: none"> • 25mm L5F Camera • Camera Bracket • 30' Camera Cable • 5-Year contract term required • Access to LEARN or Client Portal • Hosting of LPR Detections for 12 Months • 1-Year Hardware Warranty
(12)	SSU-SYS-COM	Vigilant System Start Up & Commissioning of 'In Field' LPR system <ul style="list-style-type: none"> • Vigilant technician to visit customer site • Includes system start up, configuration and commissioning of LPR system • Applies to mobile (1 System) and fixed (1 Camera) LPR systems
(1)	VS-TRNG	Vigilant End User Training <ul style="list-style-type: none"> • End user training for Vigilant products <ul style="list-style-type: none"> ◦ Covers all client purchased applications ◦ Includes classroom and field operation training • Vigilant certified technician to visit site and perform one training class
(1)	VS-TRVL-01	Vigilant Travel via Client Site Visit <ul style="list-style-type: none"> • Vigilant certified technician to visit client site • Includes all travel costs for onsite support services

(12)	VS-SHP-05	Vigilant Shipping Charges - Fixed Subscription <ul style="list-style-type: none"> • Applies to each Fixed Subscription Kit • Shipping Method is FOB Shipping Point
Subtotal Price (Excluding sales tax)		\$41,110.00

Quote Notes:

1. All prices are quoted in USD and will remain firm and in effect for 60 days.
2. Returns or exchanges will incur a 15% restocking fee.
3. Orders requiring immediate shipment may be subject to a 15% QuickShip fee.

Quoted by: Sam Baldassano - 925-409-5620 - sam.baldassano@vigilantsolutions.com

Total Price	\$41,110.00 (Excluding sales tax)
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Annual Renewal for Year 2	\$26,970
Annual Renewal for Year 3	\$26,970
Annual Renewal for Year 4	\$26,970
Annual Renewal for Year 5	\$26,970

