



Sales Quote

Utility Associates Inc
 250 East Ponce De Leon Avenue
 Suite 700
 Decatur GA 30030
 (800) 597-4707
 www.utility.com

Customer DeKalb County GA
 Police
 Date 4/21/2021
 Sales Quote# 130975-R
 Expires 6/20/2021
 Sales Rep Chiera, Vincent
 PO#
 Terms Due on receipt

Bill To

meolds@dekalbcountyga.gov

Ship To

Officer Flood
 DeKalb County Police Department
 1960 West Exchange Place
 Tucker GA 30084

Item	Description	Quantity	Price Each	Amount
BW-S-4005-R	Renewal of Original Services - AVaiL Web SaaS and Warranty and 24/7 Technical Support for BodyWorn - 5 Years - (From 07/01/2021 - 06/30/2026) - Reference Original Purchase Invoices 20716, 23228, & 20623	795	\$4,950.00	\$3,935,250.00
DISCOUNT	Marquee Customer Discount with Multi-Year Renewal Agreement	795	(\$1,655.50)	(\$1,316,122.50)
IOTCOM-S-4005-R	Renewal of Original Services - AVaiL Web SaaS, Warranty, & Support Services for Rocket IoT Communications - (From 06/01/2021 - 06/30/2026) - 61 Months - Reference Original Purchase Invoices 20716 & 20623	360	\$1,830.00	\$658,800.00
IOTCOM-S-4005-R	Renewal of AVaiL Web SaaS, Warranty, & Support Services for Rocket IoT Communications - 5 Years - (From 07/01/2021 - 06/30/2026) - Reference Original Purchase Invoice 23228	220	\$1,800.00	\$396,000.00
IOTCOM-S-4005-R	Renewal of AVaiL Web SaaS, Warranty, & Support Services for Rocket IoT Communications - 58 Months - (From 09/01/2021 - 06/30/2026) - Reference Original Purchase Invoice 32005	50	\$1,740.00	\$87,000.00
IOTCOM-S-4005-R	Renewal of AVaiL Web SaaS, Warranty, & Support Services for Rocket IoT Communications - 49 Months - (From 06/01/2022 - 06/30/2026)- Reference Original Purchase Invoice 4722	50	\$1,490.00	\$74,500.00
BWI-S-4005-R	Renewal of AVaiL Web SaaS and Warranty with 24/7 Technical Support for BodyWorn and Rocket IoT In-Car - (From 06/01/2021 - 06/30/2026) 61 Months - Reference Original Purchase Invoice 24265	4	\$10,736.00	\$42,944.00

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Item	Description	Quantity	Price Each	Amount
BWI-S-4005-R	Renewal of AVaiL Web SaaS and Warranty with 24/7 Technical Support for BodyWorn and Rocket IoT In-Car - 5 Year - (From 07/01/2021 - 06/30/2026) - 60 Months - Reference Original Purchase Invoices 20716 & 20623	1	\$10,560.00	\$10,560.00
CAD-I-4001	CAD Integration	1	\$15,000.00	\$15,000.00
DISCOUNT	Marquee Customer Discount with Multi-Year Renewal Agreement	1	(\$15,000.00)	(\$15,000.00)
CAD-S-4005	CAD Activation- 5 Years	800	\$900.00	\$720,000.00
DISCOUNT	Marquee Customer Discount with Multi-Year Renewal Agreement	800	(\$900.00)	(\$720,000.00)
BWH-H-4001-X	BodyWorn Holster Sensor - For Use with Department Issued Firearm	800	\$300.00	\$240,000.00
DISCOUNT	Marquee Customer Discount with Multi-Year Renewal Agreement	800	(\$300.00)	(\$240,000.00)
BodyWorn Refresh	BodyWorn Hardware Refresh at the 37th month of the Contract- Includes Media Controller, Charging Cables, Case, Holster, and Screen Protector	800	\$900.00	\$720,000.00
DISCOUNT	Discount with Multi-Year Agreement	800	(\$900.00)	(\$720,000.00)

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Item	Description	Quantity	Price Each	Amount
RIOT-H-7010150	RioT-XLE Upgrade (RioT Hardware Only) - 2. RiOT X16 – 211 RiOT X17 – 9 RiOT X18 – 265 UA will Commit to Deployment of 85 - 100 XLE Units per Quarter, From 2021 into 2022 Requires the Return of Current RioT X Unit, in Serviceable Condition, to UA within 30 Days or Removal	485	\$2,600.00	\$1,261,000.00
DISCOUNT	Marquee Customer Discount with Multi-Year Renewal Agreement	485	(\$2,600.00)	(\$1,261,000.00)
RIOT-H-7010150	RioT-XLE Upgrade of Existing Legacy Rocket V1 Units in Field Rockets – 135	135	\$2,600.00	\$351,000.00
DISCOUNT	Marquee Customer Discount with Multi-Year Renewal Agreement	135	(\$2,600.00)	(\$351,000.00)
SER-I-5100	Removal and Reinstallation of Rocket to Rocket IoT Hardware Upgrades (Communications Systems Only)	135	\$400.00	\$54,000.00
DISCOUNT	Discount with Multi-Year Agreement	135	(\$400.00)	(\$54,000.00)
BODY-BT-8000019V3	Bodyworn Media Controller Assembly - Spare Units	50	\$165.00	\$8,250.00
DISCOUNT	Marquee Customer Discount with Multi-Year Renewal Agreement	50	(\$165.00)	(\$8,250.00)

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Customer DeKalb County GA
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meolds@dekalbcountyga.gov

Ship To

Officer Flood
 DeKalb County Police Department
 1960 West Exchange Place
 Tucker GA 30084

Item	Description	Quantity	Price Each	Amount
BODY-H-UNIFORM	2 New Vest Carriers - Blauer 8370XP or Similar - Per BodyWorn Camera Sold	1,600	\$35.00	\$56,000.00
DISCOUNT	Marquee Customer Discount with Multi-Year Renewal Agreement	1,600	(\$35.00)	(\$56,000.00)
Description	<p>Outside of the 2 New Vest Carriers Included (8370XP) Additional BodyWorn Garments will be Priced Accordingly</p> <p>Standard garment retrofit service table</p> <p>Example Model Description Price (ea). Blauer 8670, 8675, 8446 Duty Shirt, BodyWorn Ready \$13 Blauer 8780, 8370, 8375, 8470 Carrier Vest Mount, BodyWorn Ready \$13 Blauer 343, 343R Traffic Safety Vest, BodyWorn Ready \$13 Blauer 8780, 8370, 8375, 8470 Carrier Vest Zipper Mount, BodyWorn Ready \$23 Spiewak Carrier Vest Mount, BodyWorn Ready \$33 Elbeco SH3500 Soft Shell Jacket \$23 All Standard Uniform Types Grommet Swap Out \$10</p>			

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Item	Description	Quantity	Price Each	Amount
Description	<p>BodyWorn - non-standard garment retrofit service table (price includes shipping). Due to the complicated nature of retrofitting non-standard garments, all prices provided below are considered estimates. Final pricing will be assessed at the time of services rendered, by UA's Uniform Coordinator. For additional questions, comments or concerns please e-mail uniforms@utility.com</p> <p>Description Price (ea). Carrier Vest – Horizontal Mounting (Ex. Blauer 8340, 8375) \$33 Tactical Vest – Velcro Closure \$43 Tactical Vest – Center Zipper Closure \$23 Tactical Vest – Horizontal Zipper with Mounting (Ex. Blackhawk Tactical Carrier) \$43 Polo Shirt \$43 Polo Carrier – Horizontal Zipper \$43 Leather Jacket / Coat. Quote Only</p> <p>Patches Single \$5 Pair \$6 Name Tape – Includes Embroidery and Velcro \$10</p>			

Subtotal	\$3,888,931.50
Sales Tax (%)	\$0.00
Total	\$3,888,931.50

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 (800) 597-4707
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Customer DeKalb County GA
 Marshal
 Date 2/16/2021
 Sales Quote# 130901-R
 Expires 4/17/2021
 Sales Rep Chiera, Vincent
 PO#
 Terms Net 30

Bill To

Shondra Turner
 DeKalb County Finance Department
 1300 Commerce Drive
 Decatur GA 30030

Ship To

Lt. Anthony Cappuccio
 DeKalb County Marshal's Office
 556 N McDonough St
 Decatur GA 30030

Item	Description	Quantity	Price Each	Amount
BWI-S-4005-R	AVaiL Web SaaS and Warranty with 24/7 Technical Support for BodyWorn and Rocket IoT In-Car - 5 Year - From 01/01/2022 - 12/31/2027	25	\$10,560.00	\$264,000.00
IOTCOM-S-4005-R	Renewal of AVaiL Web SaaS, Warranty, & Support Services for Rocket IoT Communications - From 08/01/2020 - 12/31/2027 -	3	\$2,310.00	\$6,930.00
BodyWorn Refresh	BodyWorn Hardware Refresh at the 37th month of the Contract- Includes Media Controller, Charging Cables, Case, Holster, and Screen Protector	25	\$900.00	\$22,500.00
BWH-H-4001-X	BodyWorn Holster Sensor	25	\$300.00	\$7,500.00
DISCOUNT	Discount with Multi-Year Agreement	25	(\$1,200.00)	(\$30,000.00)
CAD-S-4005	CAD Activation- 5 Years	25	\$900.00	\$22,500.00
DISCOUNT	Marquee Customer Discount with Multi-Year Renewal	25	(\$900.00)	(\$22,500.00)
Description	Direct Payments to UA:			
	Due Net 30 From Date of Agreement: \$54,186			
	Option 1 (Year 2): \$54,186			
	Option 2 (Year 3): \$54,186			
	Option 3 (Year 4): \$54,186			
	Option 4 (Year 5): \$54,186			

Subtotal	\$270,930.00
Sales Tax (%)	\$0.00
Total	\$270,930.00

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