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Issued To:	DeKalb County Police Department- Major Joseph Popp			Date:	03/23/22 GPS
Project Name:	Renewal of CPP program			Quote ID:	GPS-1370-02

PROJECT QUOTATION

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

Ten (10) New Mobile LPR Systems with L5Q Portable Hardware added no cost.

Costs offered under MSRP, HGAC Contract No.: EF04-21 and

Renewal "Loyalty Discount" pricing models

Qty	Item #	Description
(10)	CDM-3-345-RHD	Mobile LPR 3-Camera Reaper High-Definition System (Expandable to 4 Cams) <u>Hardware:</u> <ul style="list-style-type: none"> Qty=1 12mm lens package Qty=1 16mm lens package Qty=1 25mm lens package VLP-5200 Processing Unit Wiring harness w/ ignition control (Direct to Battery) <ul style="list-style-type: none"> Single point power connection Field installed GPS antenna <u>Software:</u> <ul style="list-style-type: none"> CarDetector Mobile LPR software application for MDC unit <ul style="list-style-type: none"> LPR vehicle license plate scanning / real time alerting Full suite of LPR tools including video tool set
Subtotal Price (Excluding sales tax)		MSRP \$120,000.00 HGAC Code EF21B47 20% Discount HGAC Cost \$96,000.00 DCPD Renewal Cost \$142,500.00
Qty	Item #	Description
(30)	U-BASE-SET	High Impact Camera Magnet <ul style="list-style-type: none"> Made for heavy weighted LPR cameras (Reaper) or high impact applications One required per camera May be swapped for vehicle specific mounting options Will allow for swap of existing mounting brackets for vehicle specific brackets when new vehicles are received
Subtotal Price (Excluding sales tax)		MSRP \$8,940.00 HGAC Code EF21B50 20% Discount HGAC Cost \$7,152.00 DCPD Renewal Cost \$7,200.00

Qty	Item #	Description
(5)	VSF-L5Q-S-KIT	L5Q Quick Deploy LPR Camera System <ul style="list-style-type: none"> • Small form-factor camera with solar-panel and integrated battery • Pole mount bracket • SD Card for local storage/buffering • Camera Security Enclosure • Optional 12V power cord, sold separately • System may be user installed <ul style="list-style-type: none"> ◦ Professional installation services sold separately ◦ Client may supply their own SIM card(s) or Purchase cellular via Vigilant (below)
Subtotal Price (Excluding sales tax)		MSRP \$30,000.00 HGAC Code EF21B48 20% Discount HGAC Cost \$24,000.00 DCPD Renewal Cost \$0.00
Qty	Item #	Description
(10)	VS-SHP-01	Vigilant Shipping Charges <ul style="list-style-type: none"> • Applies to each Mobile LPR System • Shipping Method is FOB Shipping
Subtotal Price (Excluding sales tax)		MSRP \$1,300.00 HGAC Code N/A HGAC Cost \$1,300.00 DCPD Renewal Cost \$1,300.00
Qty	Item #	Description
(5)	VS-SHP-03	Vigilant Shipping Charges Applies to each L5Q Quick Deploy LPR Camera System shipped <ul style="list-style-type: none"> • Shipping Method is FOB Shipping
Subtotal Price (Excluding sales tax)		MSRP \$350.00 HGAC Code N/A HGAC Cost \$350.00 DCPD Renewal Cost \$0.00

Required Installation and Field Services

Qty	Item #	Description
(10)	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 • Required and applies to each 3-camera mobile System
Subtotal Price (Excluding sales tax)		MSRP \$9,950.00 HGAC Code EF21B56 20% Discount HGAC Cost \$7,960.00 DCPD Renewal Cost \$8,750.00

Qty	Item #	Description
(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 Client will have unlimited access to VSLEA.org training website Client can schedule Vigilant certified technician to visit site and perform requested training classes up to 4 times per year
Subtotal Price (Excluding sales tax)		DCPD Renewal Cost \$0.00
Qty	Item #	Description
(10)	VS-Instl-01	Professional Installation and Start up by Local Certified installer/integrator Includes Installation of Ten (10) NEW systems including replacing Five(5) EXISTING Mobile
Subtotal Price (Excluding sales tax)		MSRP \$12,000.00 HGAC Code EF21B56 20% Discount HGAC Cost \$9,600.00 DCPD Renewal Cost \$12,000.00

Licensing, Data Subscription and Cellular data program

Qty	Item #	Description
(5)	VS-IDP-04	Investigative Data Platform - Annual Subscription for 501 to 1,000 Sworn - State and Local <ul style="list-style-type: none"> Commercial LPR Data access - For 501 to 1,000 Sworn <ul style="list-style-type: none"> Access to all Vigilant commercially acquired national vehicle location data Unlimited use by authorized agency personnel to complete suite of LEARN data analytics Includes full use of hosted/managed LPR server account via LEARN FaceSearch with Vigilant Image Gallery Access For 501 to 1,000 Sworn <ul style="list-style-type: none"> Access to all agency/shared images and Vigilant Image Gallery Unlimited use by authorized agency personnel to all FaceSearch tools Image gallery of up to 75,000 images
Subtotal Price (Excluding sales tax)		MSRP \$273,750.00 HGAC Code EF21B53 20% Discount HGAC Cost \$219,000.00 DCPD Renewal Cost \$100,000.00

Qty	Item #	Description
(5yrs)	VSBSCSVC-04	Vigilant LPR Basic Service Package for Hosted/Managed LPR Deployments <ul style="list-style-type: none"> Managed/hosted server account services by Vigilant <ul style="list-style-type: none"> Includes access to all LEARN or Client Portal and CarDetector software updates Priced @ \$275.00 per camera per year (30 total cameras) Requires new/existing Enterprise Service Agreement (ESA) Covers the NEW Ten(10) Mobile Systems for five full years This is the Licensing for the new 10 system to keep them in operation for the next five-year term.
Subtotal Price (Excluding sales tax)		MSRP \$41,250.00 HGAC Code EF21B56 20% Discount HGAC Cost \$33,000.00 DCPD Renewal Cost \$41,250.00
Qty	Item #	Description
(10)	VS-MC-MP-ICH-TIER-04	Mobile Companion Annual Concurrent User License for Multi-plate Scan Feature - Up to 1000 with New/Existing Hardware <ul style="list-style-type: none"> One (1) annual Enterprise user license for Mobile Companion Multi-plate scan feature up to 1000 sworn Requires agency LEARN or Client Portal account New/Existing Hardware Concurrent user license may be shared across users
Subtotal Price (Excluding sales tax)		MSRP \$20,000.00 HGAC Code EF21C22 20% Discount HGAC Cost \$16,000.00 DCPD Renewal Cost \$10,000.00
Qty	Item #	Description
(1)	VSBSCSVC-L5Q	Vigilant L5Q Service Package for Hosted/Managed LPR Deployments <ul style="list-style-type: none"> Annual managed/hosted server account services by Vigilant <ul style="list-style-type: none"> Includes access to all LEARN or Client Portal and CarDetector software updates Requires new/existing L5Q Enterprise Service Agreement (ESA) Priced @ \$250.00 per camera per year Covers Five(5) New L5Q Portable LPR kits for one full year. This is Licensing for a full year for these five(5) free L5Q portable cameras. If the department likes them and see utility, they can discuss continued operation.
Subtotal Price (Excluding sales tax)		MSRP \$6,250.00 HGAC Code EF21B56 20% Discount HGAC Cost \$5,000.00 DCPD Renewal Cost \$0.00

Warranties and Replacement plans

Qty	Item #	Description
(10)	CDMS34HWW	3-Camera Mobile LPR System - Extended Hardware Warranty - Years 2 through 5 <ul style="list-style-type: none"> Full mobile LPR hardware component replacement warranty Applies to 3-Camera hardware system kit Valid for 4 additional years from standard warranty expiration Covers Ten(10) New Mobile Systems All systems come with a one(1) year standard replacement warranty.
Subtotal Price (Excluding sales tax)		MSRP \$63,000.00 HGAC Code EF21B49 20% Discount HGAC Cost \$50,400.00 DCPD Renewal Cost \$63,000.00

Quote Notes:

- All prices are quoted in USD and will remain firm and in effect thru 12/15/21.
- Returns or exchanges will incur a 15% restocking fee.
- Complete system to be delivered within 30 days of AOR (After Receipt of Order).
- Orders requiring immediate shipment may be subject to a 15% QuickShip fee.
- No permits, start-up, installation, and or service included in this proposal unless explicitly stated above.
- Start Up and Training services are exclusive of travel costs - Cost to be borne BY OTHERS.
- Central compute resource hardware sold separately unless explicitly stated above.
- All hardware components to have standard One (1) year hardware warranty.
- All software to have standard one (1) year warranty for manufacturer defects.
- Compatibility with Vigilant Solutions hardware/software to be confirmed prior to sale.
- Software is manufactured under strict Vigilant Solutions standard.
- Compliance to local codes neither guaranteed nor implied.
- All orders subject to credit acceptance by Vigilant Solutions management.
- This Quote is provided per our conversation & details given by you - not in accordance to any written specification.
- This Quote does not include anything outside the above stated bill of materials.
- Any Operational Mobile LPR systems are covered under a separate agreement and will remain operational.
- While no additional warranty can be applied to any existing mobile systems, should any of the existing systems fail and are unable to be fixed or repaired, that system can be "traded in" and replaced with a new system for a mutually agreed upon cost.

Quoted by: Greg Skelly - 404-664-7605 - greg.skelly@vigilantsolutions.com

Total Price (Excluding sales tax)	MSRP Total Cost <u>\$586,790.00</u>
	HGAC Total Cost <u>\$469,762.00</u> (HGAC Contract discounts applied)
	DCPD Renewal Total Cost <u>\$386,000.00</u> (Includes additional "Loyalty Discount")