

To: Chief Terry Sult
From: Lieutenant David Roskind
Date: January 23, 2011
Re: Police Digital – Video Streaming In Car Camera System Recommendation

History – Sandy Springs Police Department In Car Video System:

In December 2005, the Mayor and Council authorized the creation of the Sandy Springs Police Department. The Police Department was to be fully staffed, equipped and operational by July 1st, 2006.

The Police Department put out an RFP for a Digital In Car Video System for the marked patrol vehicles. After vetting the RFP responses and the vendors, the Command Staff chose the Motorola System Digital In Car Camera System. We currently have 80 Digital In Car Camera Systems.

The Motorola Digital In Car Camera System was manufactured and supported by Integrian, Inc. Motorola was a broker for Integrian, Inc. but Motorola put their Brand Name on the product. Integrian, Inc. stopped manufacturing our Digital In Car Camera System within a year after our purchase.

Integrian, Inc. filed for bankruptcy in 2007 and was purchased by Digital Safety Technologies. Motorola did not have an agreement with Digital Safety Technology, Inc. which caused delays on our warranty repairs. Motorola did give to the COSS Police Department twenty additional DVR's (Digital Video Recorders) so that we could continue to record incidents while our DVR's were being repaired. Our DVR failure rates have varied from 10% - 35% even after we received the new MDVR's.

Our MDVR Server which stores the videos from the patrol vehicles has approximately 5% storage capacity left. The server capacity cannot be increased anymore and the technology is outdated and no longer supported. We have been evaluating Digital In Car Camera Systems for police vehicles due to these circumstances to replace the existing system.

Criteria Considerations – Sandy Springs Police Department In Car Camera System:

The City of Sandy Springs and technology has evolved considerably over the last five years. We have evaluated numerous Digital In Car Camera Systems for police vehicles over the past year. We considered the following below for our recommendation:

1. Automated Archiving;
2. Solid State Hardware;
3. Wireless Video Download;
4. Intelligent Wireless Download;
5. Automated Intelligent Volume Management;
6. Streaming Video for Situational Awareness;
7. Ability to integrate with Verizon Wireless 3G and 4G LTE Technology;
8. Ability to install the system in various vehicle types, various motorcycle types, and for interview rooms;
9. Minimum of two (2) cameras (front – record events in front of the vehicle and rear seat to record prisoner events;
10. Ability to record events outside the patrol car with a minimum of 180 degree view from the front of the patrol vehicle or a 360 degree view around the vehicle;
11. ChatComm Public Safety Partners – Johns Creek Police Department and possibly Dunwoody Police Department;
12. Iron Sky Video Management System – Current and future integration with our current video and with our ChatComm Public Safety Partners;
13. The preferred company is nationally known, financially stable and manufacture their own product;
14. Purchase price of the new Police In Car Camera System.

Recommendation – Sandy Springs Police Department In Car Camera System:

Three companies met most of the criteria considerations:

1. Digital Ally
2. L3 Communications
3. Link Communications

Although all three companies met most of the criteria considerations, only one company would be the best choice for the City of Sandy Springs Police Department based on the criteria considerations below:

1. Iron Sky Video Management System – Current and future integration with our current video and with our ChatComm Public Safety Partners;
2. ChatComm Public Safety Partners – Johns Creek Police Department and possibly Dunwoody Police Department;
3. Streaming Video for Situational Awareness;
4. Purchase price of the new Police In Car Camera System.

The City of Sandy Springs recently selected Iron Sky, Inc. to integrate all City and Police video, both fixed locations and streaming video, with the OSSI Computer Aided Dispatch.

JCPD's and DPD's SWAT Team is fully integrated with our SWAT Team. Johns Creek is our current partner at ChatComm 911 and Dunwoody may become our partner at ChatComm 911.

The Johns Creek Police Department and Dunwoody Police Department currently use L3 Communications Digital In Car Video Systems in their marked patrol vehicles. There is a future prospect of one or both agencies integrating at a minimum their SWAT Patrol Vehicles Digital In Car Camera Systems with our video management system for situational awareness which is done through streaming video. The costs of integrating their Digital In Car Camera Systems with our video management solution will be greatly reduced if we do not have disparate systems.

The COSS PD budgeted \$450,000 for the FY2010-2011 for a new Digital In Car Video System for our patrol vehicles. I requested two bids from each company. The first bid was a complete system with 25 units and the other was for a complete system with 62 units.

The bids responses are as follows:

In Car Camera System Vendor	System Cost w\25 Units	System Cost w\62 Units
Digital Ally	\$ 268,036.00	\$ 531,346.00
Link Communications	\$ 448,201.60	\$ 856,267.60
L-3 Communications	\$ 239,878.04	\$ 447,540.54

The prices include removing the current In Car Camera System, installing the new In Car Camera System, and a circuit breaker to protect the additional electrical and computer equipment installed in the police vehicle.

My recommendation is to purchase the L-3 Communications Digital In Car Video System and 62 units at a total estimated price of \$447,540.54 and purchase 18 additional units in the next fiscal year for approximately \$112,000 to replace the remaining units.

This recommendation meets the requirements under the City's Purchasing Policy for Brand Name and Sole Source.

In Car Camera System Vendor	System Cost w\25 Units	System Cost w\62 Units
Digital Ally	\$ 268,036.00	\$ 531,346.00
Link Communications	\$ 448,201.60	\$ 856,267.60
L-3 Communications	\$ 239,878.04	\$ 447,540.54



communications

Mobile-Vision, Inc.
90 Fanny Road
Boonton, NJ 07005
Tel: (800) 336-8475 (973) 263-1090 Fax: (973) 257-3024
www.L-3com.com/mv

January 17, 2011

Lt. David Roskind
Sandy Springs Police Department
5995 Barfield Road
Sandy Springs, GA 30350

RE: Sole Source Letter

The L-3 Communications Mobile-Vision, Inc. Flashback and Flashback2 DVR along with AirVision, CycleVision and Interview Room products and all associated spare parts and accessories are designed and manufactured exclusively by L-3 Communications Mobile-Vision, Inc. and are not available from another source. In addition, all Extended Warranty services, repair and warranty claims are managed exclusively by L-3 Mobile-Vision. Any work performed by non-authorized personnel will void all warranties and claims.

The Digital Evidence Series™ of digital evidence management solutions is a series of software and workstation/server products designed specifically, and only, by L-3 Communications Mobile-Vision, Inc. to support its Flashback2 digital in-car video solution.

The series includes versions of the Digital Evidence Pro™, Digital Evidence Tracker™ and Digital Evidence Viewer™ that are configured with various levels of software and hardware that accommodate an agency based on fleet size and/or evidence volume. All of the Digital Evidence Pro, Tracker and Viewer modules enable the following exclusive, sole source capabilities:

- Intelligent Wireless Transfer™ (Patent Pending)
- Automated Intelligent Volume Management™ (Patent Pending)
- Case Management Features
- Flashback 1 to Flashback 2 migration

Please call me if you have any questions or need additional information.

Sincerely,
Barbara De Gregoriis/ISR



communications

Mobile-Vision, Inc.

90 Fanny Road
Boonton, NJ 07005
Phone: (800) 336-8475
Fax: (973) 257-3024

Quote

QUOTATION NUMBER: 90518-1
QUOTATION DATE: 1/27/2011

SALESPERSON: KB
CUSTOMER NUMBER: GASANDY

Sold To:

Sandy Springs Police Dept.
5995 Barfield Road
ATLANTA, GA 30350

Ship To:

Sandy Springs Police Dept.
5995 Barfield Road
ATLANTA, GA 30350

Confirm To:

Lt. Roskind

Customer P.O.	Ship VIA UPS GROUND	F.O.B. BOONTON, NJ	Terms Net 30 Days		
Item Number	Unit	Ordered	Retail Price	Sale Price	Amount
MVD-FB2DVS-2	EACH	62.00	5,295.00	4,765.50	295,461.00
Flashback 2 Digital Video System w/VLP2 assy					
ECCN No: 5A002 HS Tariff No: 8521900000					
Other than vehicle viewer in the squad car, no other player will be requested by L-3 (post iron sky)".					
MVD-CRASH-BAT	EACH	62.00	150.00	135.00	8,370.00
Collision Sensor (Triggers DVR for recording when involved in crash)					
ECCN No: EAR99 HS Tariff No: 9031808080					
MVD-DM2-24/55BK	EACH	62.00	119.00	0.00	0.00
Stud mount antenna 15' cables (RF-195 & RG-174) with SMA/SMA bolt cofigu					
ECCN No: 7A994 HS Tariff No: 8529109000					
MVD-FB2V-V2	EACH	62.00	275.00	247.50	15,345.00
Option, Flashback 2 Vehicle Viewer, Standard					
ECCN No: HS Tariff No:					
MVD-FB-CK2	EACH	62.00	89.95	0.00	0.00
Cable Kit, DVR w/OHC					
ECCN No: EAR99 HS Tariff No: 854411					
Mixture of Crown Vic's, Impala's and Tahoes. Need count on each vehicle type.					
MVD-1016GB-UPG	EACH	62.00	155.00	139.50	8,649.00
Upgrade Flashcard 16GB to be sold only with new systems					
ECCN No: 4A994 HS Tariff No: 8523510000					
MVD-VLP2-TRA	EACH	12.00	245.00	220.50	2,646.00
Assembly, Voice Link Plus 2 Transmitter w/Belt Clip, VLP2 9" & 40" Lapel Micr					
ECCN No: 5A991G HS Tariff No: 851800					
MVD-VLP2-DS	EACH	12.00	195.00	175.50	2,106.00
Voice Link Plus 2 Docking Station					
ECCN No: 5A991G HS Tariff No: 852700					

Continued



communications

Mobile-Vision, Inc.

90 Fanny Road
Boonton, NJ 07005
Phone: (800) 336-8475
Fax: (973) 257-3024

Quote

QUOTATION NUMBER: 90518-1
QUOTATION DATE: 1/27/2011

SALESPERSON: KB
CUSTOMER NUMBER: GASANDY

Sold To:

Sandy Springs Police Dept.
5995 Barfield Road
ATLANTA, GA 30350

Ship To:

Sandy Springs Police Dept.
5995 Barfield Road
ATLANTA, GA 30350

Confirm To:

Lt. Roskind

Page: 2

Customer P.O.	Ship VIA	F.O.B.	Terms		
	UPS GROUND	BOONTON, NJ	Net 30 Days		
Item Number	Unit	Ordered	Retail Price	Sale Price	Amount
MVD-VLP2-CG	EACH	12.00	39.95	35.96	431.52
VLP2 Charging Station with AC Power Adaptor					
ECCN No: 5A991G		HS Tariff No: 852700			
W-MVD-VLP-CA22	EACH	12.00	24.95	22.46	269.52
Cable, VLP, D/S, MVD, 22' w/transformer					
ECCN No: 5A991(B)		HS Tariff No: 854411			
Customer to arrange for own installation of in car units					
LSMVDR524DEP	EACH	1.00	59,850.00	59,850.00	59,850.00
DES PRO R524 Server, Rack, 24TB RAID 6 DASD, 8 Core Xenon Processors					
ECCN No:		HS Tariff No:			
LSMVDVDBR2530	EACH	1.00	14,000.00	14,000.00	14,000.00
Rimage DVD Burner, w/one Blu-Ray and one DVD Drive, with external "restor					
ECCN No:		HS Tariff No:			
MVD-UPS1500	EACH	1.00	865.00	865.00	865.00
APC Smart UPS SC1500VA 120v					
ECCN No:		HS Tariff No:			
MVD-DEP-BT3	EACH	1.00	5,900.00	4,350.00	4,350.00
Solution Configuration / Training					
ECCN No:		HS Tariff No:			
MVD-8675-A-ASSY	EACH	6.00	795.00	795.00	4,770.00
Wireless Access Point w/External Mounted Antenna					
ECCN No:		HS Tariff No:			

Whse: 008

Continued



communications

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90 Fanny Road
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Lt. Roskind

Page: 3

Customer P.O.	Ship VIA	F.O.B.	Terms		
	UPS GROUND	BOONTON, NJ	Net 30 Days		
Item Number	Unit	Ordered	Retail Price	Sale Price	Amount
/MISC		1.00		7,000.00	7,000.00
Integration Fee					
ECCN No:		HS Tariff No:			
1) A static IP address to a live video stream from a camera using H.264 video format (video stream only, with no video player wrapper).					
2) Live stream must work on a Verizon AirCard, meaning low resolution, slower frame rates for live view (high resolution, higher frame rates on in-car archive).					
Time Line: 12 months unless "extenuating circumstances" arise and then we will evaluate the project.					
MVD-FB2-CF16GB	EACH	5.00	379.00	139.50	697.50
Card, 16GB Compact Flash Card, Flashback 2					
ECCN No: 4A994 (D)		HS Tariff No: 8542310000			

**Signing below is in lieu of a formal P.O.
Your signature will authorize acceptance of both pricing and product:**

Sign: _____ **Date:** _____

Delivery: 90 Days or Less ARO

Subtotal: 424,810.54

Shipping and Handling: 3,200.00

Sales Tax: 0.00

Order Total: 428,010.54

**** QUOTATION IS VALID FOR 60 DAYS ****

"These commodities, technology or software were exported from the United States in accordance with the Export Administration Regulations. Diversion contrary to U.S. law is prohibited."



Quote #

Date	Quote #
1/19/2011	KH11-021

P.O. Box 717 Bethlehem, Georgia 30620 / 770-307-1486 / www.itssales.com / E-Mail: info@itssales.com

Sold To: Sandy Springs PD Lt. David Roskind 5995 Barfield Rd. Sandy Springs, GA 30328 770-551-6921 770-551-6911	Ship To:
----------------------------------------------------------------------------------------------------------------------------------------------	-----------------

Terms	P.O. Number	Ship VIA	Rep
Net 30 Days		Ground	Kim Hagan

* Items with askrisk included with original system; prices are for re-order or extra accessories.

Description Please see brochure for complete descriptions	Qty	Unit Price	Ext Price
DVM-750 (inc. bright monitor, multiple recordings, Voice Vault, crash detection, battery backup, 2 yr replacement warranty and Video Manager II software)	62	\$ 4,900.00	\$ 303,800.00
DVM-500+ (includes bright monitor, battery backup, crash detection, 2 year replacement warranty and Video Manager Software)		\$ 4,295.00	\$ -
Wireless Laptop Software (in car laptop required) Retail Price \$395 per car	62	\$ 95.00	\$ 5,890.00
Wireless Upload Option (Per car. Additional infrastructure may be required. Please call for a site survey)		\$ 500.00	\$ -
Digital Video Flashlight (Digital Video System Integrated into a Law Enforcement Style Flashlight)		\$ 1,295.00	\$ -
4 channel axis video server	62	\$ 950.00	\$ 58,900.00
Video Manager Software (Basic software for stand-alone computer operations)	Included	\$ -	No Charge
Video Manager Network Software (Networkable software for multi-user computer operations. NO USER FEES)	1	\$ 1,295.00	No Charge
Wireless Upload Software (Server software that allows for wireless uploads from the DVM's. NO USER FEES)	1	\$ 1,495.00	No Charge

Equipment included in System Purchases

ver Kit *		\$465.00	\$ -
Remote Transceiver		\$ 165.00	\$ -
Belt Clip *		\$ 10.00	\$ -
Lapel Microphone *		\$ 20.00	\$ -
Wall Cube 110V Charger *		\$ 70.00	\$ -
Vehicle 12V Charger w/cable *		\$ 70.00	\$ -
Remote Back Seat Microphone*		\$ 50.00	\$ -
Roof Mount Antenna *		\$ 30.00	\$ -
4 GB CF Flash Card (Hi-Speed) *		\$ 65.00	\$ -

Optional Equipment and/or Upgrades

1000 NIT Monitor Upgrade		\$ 250.00	\$ -
Leather Belt Case	Type?	\$ 35.00	\$ -
4 to 8 GB Upgrade		\$ 50.00	\$ -
4 to 16 GB Upgrade		\$ 100.00	\$ -
8 GB CF Flash Card (Hi-Speed)		\$ 95.00	\$ -
16 GB CF Flash Card (Hi-Speed)		\$ 165.00	\$ -
Sandisk Image Mate Compact Flash Reader Model SDDR-92		\$ 35.00	\$ -
Radar Interface Cables	Type?	\$ 125.00	\$ -
Camera, 35X Optical Zoom Upgrade		\$ 200.00	\$ -
External Rear Seat Camera		\$ 175.00	\$ -
G-Force Sensor (Crash Detection Auto-start)		\$ 200.00	\$ -
Extended DVM Warranty (Per unit/per year)		\$ 250.00	\$ -
Ignition Power-up Option (Must be ordered with initial purchase)		\$ 150.00	\$ -
Replacement Battery Pack (for wireless transceiver)		\$ 30.00	\$ -
Shipping & Handling:	62	\$ 30.00	\$ 1,860.00

Options Provided by Integrated Technology Systems

Configuration of Mirrors, Installation of Software, Training, Unlimited Phone Support	62	\$ 295.00	\$ 18,290.00
Trip charge; 1 trip(s) x miles round trip	120	\$ 0.85	\$ 102.00
Hotel charges	If Required	Number of nights	12
Additional Labor (System Removal, Emergency Equipment Repair, Consulting, Additional Training, etc.)	Estimate Number of Hours	\$ 95.00	\$ -
			\$ -

Lease purchasing options are available to help manage budget dollars; monthly, quarterly and yearly payments spread over 1, 2 or 3 years. Call for payment quote. ITS options are billed seperately and must be paid seperately; they can not be included in the lease plan.

QUOTE VALID FOR 30 DAYS FROM THE DATE ABOVE	Subtotal:	\$ 389,862.00
	Tax	
	Total:	\$ 389,862.00

BILL TO:
 INTERGRATED TECHNOLOGY SYSTEMS
 403 MATTHEWS ROAD
 SUITE 100
 WINDER GA 30368
 770-307-1467

SHIP TO:
 Sandy Springs

<u>PART NUMBER</u>	<u>DESCRIPTION</u>	<u>UNITS</u>	<u>LIST PRICE</u>	<u>EXTENDED SALES PRICE</u>	
SS-CL-1	SUBSCRIPTION RCM/DATASYNC/AVAIL PER VEHICLE YEAR 1**	62	\$ 350.00	\$	21,700.00
H-EV	Rocket 5 GHz, Rocket Locker, Quadband permanent mount antenna	62	\$ 1,195.00	\$	74,090.00
SER-I-2202	RCM ACTIVATION AND CONFIGURATION	62	\$ 50.00	\$	3,100.00
Install	Installation & Configuration (rocket & video server)	62	\$ 200.00	\$	12,400.00
SOFT-101	NEMA FORWARDING SERVICE SOFTWARE GPS TO LAPTOP	62	\$ 72.00	\$	4,464.00
SS-CL-1	Yearly SUBSCRIPTION RCM/DATASYNC/Avail PER VEHICLE YEARS 2-5	62	\$ 350.00		
SS-104	VEHICLE DIAGNOSTICS		\$ 72.00		options
SS-105	RFID-Active WiFi RFID tag		\$ 72.00		options
SER-T-2202	TELEPHONE SUPPORT BILLABLE AT \$50.00 PER HOUR- without subscription		\$ 50.00		options
SER-O-2202	ON SITE SUPPORT BILLABLE AT \$100.00 PER HOUR-without subscription		\$ 100.00		options

**INCLUDES HARDWARE WARRANTY MAINTENANCE AND/OR TELEPHONE SUPPORT WITH RCM & AVAIL ANNUAL SUBSCRIPTION RENEWAL

WORKSHEET TOTAL \$ 115,754.00



Quote Number: 2011-1000-022

Quote Date: 01/20/2011

Page 1

Quotation

Customer: Lieutenant David Roskind
Crime Analysis Intelligence Center
Sandy Springs PD
5995 Barfield Rd.
Sandy Springs, GA 30328
Tel: (770)-551-6900
Email: david.roskind@sandyspringsga.org

Link Contact: John Mirabile
Link Communications, Ltd.
8955 Henkels Lane, Suite 511
Annapolis Junction, MD 20701
Fax: (410)-796-2581
Tel: (410)-796-3791 Ext. 101

Quote Description: **DIVR System Pricing**

Terms: 50% down with PO and balance due Net 30 days, subject to credit approval
All list prices are for U.S.A. end use only.
All list prices are firm for 60 days.
This quotation is subject to Link Communications, Ltd. terms and conditions T10 & T12.

Please Submit Purchase Order to:

Link Communications, Ltd.
8955 Henkels Lane, Suite 511
Annapolis Junction, MD 20701
Attn: OP
Fax: 1-410-796-2581
Tel: 1-410-796-3791



Quote Number: 2011-1000-022

Quote Date: 01/20/2011

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Quotation

Vehicle Pricing

Item	Qty	Part #	Description	Unit Price	Extended Price
Digital In-Vehicle Recording System (For Crown Vic Installation)					
1	42	DIVR-SYS11-CV	Bundled Mobile Digital Video Recorder System Includes: - Model 2000BH 4-Ch DIVR with Dual 16GB Solid State Drive - H.264 Video Compression & Low and High Speed Video Streaming - Model 2031C Single Link 2.4GHz Wireless Microphone System - Model 2040A 312X Sony Digital Color Zoom Camera - Model 2051A Button Control Console - Model 2052A 4.5" Color LCD Mirror Display - Model 2046A Wide Angle Color IR Backseat Camera with MIC - Model C-3190-CV09 Havis 1/3 Trunk Mounted Equipment Tray - Model CV-HAR-KIT Power Distribution Wiring Kit - MDVC GUI Software for MDC - Grill Mounted REC and WMIC High Intensity LED Indicators - DIVR Wiring Harness Kit - System Installation and Testing into Ford Crown Vic - 1 Year On-Site Warranty	\$7,795.00	\$327,390.00
Digital In-Vehicle Recording System (For Dodge Charger Installation)					
2	20	DIVR-SYS11-CHGR	Bundled Mobile Digital Video Recorder System Includes: - Model 2000BH 4-Ch DIVR with Dual 16GB Solid State Drive - H.264 Video Compression & Low and High Speed Video Streaming - Model 2031C Single Link 2.4GHz Wireless Microphone System - Model 2040A 312X Sony Digital Color Zoom Camera - Model 2051A Button Control Console - Model 2052A 4.5" Color LCD Mirror Display - Model 2046A Wide Angle Color IR Backseat Camera with MIC - Model C-TTB-CHGR Havis Trunk Mounted Equipment Tray for Dodge Charger - Model CV-HAR-KIT Power Distribution Wiring Kit - MDVC GUI Software for MDC - Grill Mounted REC and WMIC High Intensity LED Indicators - DIVR Wiring Harness Kit - System Installation and Testing into Dodge Charger - 1 Year On-Site Warranty	\$7,905.00	\$158,100.00
DIVR Options					
3	62	2000B-021	Upgrade Dual 16GB SSD's to Dual 32GB SSD's	\$120.00	\$7,440.00
4	62	2031C-ACCHARGER	2.4GHz WMIC Desktop Charger with Power Adapter	\$58.00	\$3,596.00
5	10	2031C-2400	2.4GHz WMIC Transmitter (Spare WMIC Transmitters)	\$226.00	\$2,260.00
6	62	CRASH-SENSOR-3D	Programmable X-Y-Z Crash Sensor Kit	\$320.00	\$19,840.00
Vehicle Charge Guard					
7	62	CHARGE-GUARD	Charge Guard (used to prevent existing equipment from draining battery)	\$95.00	\$5,890.00
8	62	TA-400020-1.5	Labor to install Charge Guard	\$165.00	\$10,230.00
One Time NRE to Modify DIVR Login					
9	1	TA-420040-16	NRE to modify and test DIVR SW to acquire user login information from MDC	\$3,120.00	\$3,120.00
NRE to Modify DIVR Live Streaming Video Packets for Integration into Existing Iron Video Security System					
10	1	TA-420040-0	NRE to Modify Live Streaming Video Packets for Iron Video Security System (N/C)	\$0.00	\$0.00
Vehicle Subtotal					\$537,866.00



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Quote Date: 01/20/2011

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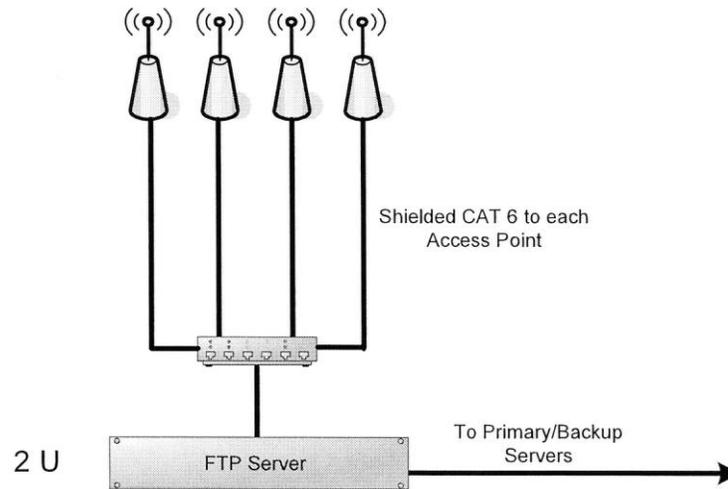
Quotation

Back Office Pricing

Item	Qty	Part #	Description	Unit Price	Extended Price
FTP Server with 4 Access Points					
11	1	SS-144AP-FTP	FTP Server Bundle Includes: - Rack Mountable Case - 2 NIT Cards - 2TB Incoming Drive - 2TB Outgoing/OS Drive - Link AP Controller SW - (4) 802.11A/N Access Points - 8 Port Desktop Ethernet Switch 10/100/1000Mbps - Installation, Configuration, & Testing of FTP Server & AP's - 1 Yr On-Site Warranty	\$7,392.60	\$7,392.60
Server Pricing Option 4					
12	1	SS-CENTRAL-SER4	DIVR Central Server Option 4 (Please see attachment for detailed description) Includes: - 1 Yr On-Site Warranty - On-Site Installation, Configuration & Testing	\$150,809.00	\$150,809.00
Central Server Video Software					
13	1	2202S	DIVR Central Video Server Software (License per Server)	\$39,000.00	\$39,000.00
14	1	TA-420040-45	SW Installation (if customer supplies server)	\$8,800.00	\$8,800.00
15	1	TA-420050-24	Admin Training (One Day On-site Admin Training with Reproducible Materials)	\$3,960.00	\$3,960.00
16	1	TA-420050-24	User Training (One Day On-site Train the Trainer Class with Reproducible Materials)	\$3,960.00	\$3,960.00
17	1	TA-400030-240	Project Management (6 Man Weeks of Project Management)	\$39,600.00	\$39,600.00
18	1	TA-420040-320	Optional Design/Consulting (8 Man Weeks Customer Specific Software Customization)	\$62,400.00	\$62,400.00
Back Office Subtotal					\$315,921.60
Grand Total					\$853,787.60

Quotation

FTP Server with 801.11A/N Access Points



Quotation

Redundant Central Server with Separate Storage Array Controllers and 96 TB of Storage

2U Central Server:

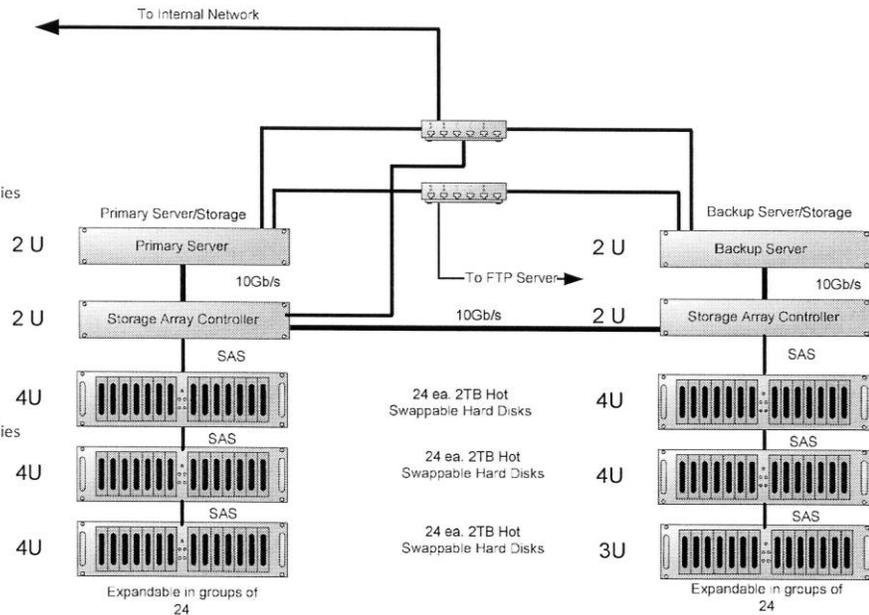
- 2Ea. 2GHz. AMD Opteron 8 core CPU's
- 32Gb ECC DDR3 RAM
- 2ea. 1GB NIC
- SAS Raid Controller
- Mirrored 250 Gb SATA Drives
- 2u Rack Mount Case
- Redundant 720 Watt Gold level power supplies
- 2 InfiniBand Interfaces

2U Storage Array Controller:

- 2Ea. 2GHz. AMD Opteron 8 core CPU's
- 32Gb ECC DDR3 RAM
- 2ea. 1GB NIC
- SAS Raid Controller
- Mirrored 250 Gb SSD SATA Drives
- 2u Rack Mount Case
- Redundant 720 Watt Gold level power supplies
- 2 InfiniBand Interfaces

4U SAS Storage Array:

- 24 Hot Swappable Bays
- 24Ea. 2TB SATA Hard Disk
- SAS interface to Central Server
- Note: Each Array has 24 drives, 4 drives are designated as hot spares for auto rebuild, 4 more are used as parity for a total of 16 2TB in each array giving 32TB of usable storage.



Server Pricing Option 4



Quote Number: 2011-1000-022

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Quotation

Prices quoted include freight. Taxes, if applicable, are not included. Payment on partial shipments will be considered acceptable unless noted on your purchase order. Please note on your purchase order your requested delivery date. This quote is subject to the Terms and Conditions of Link Communication's, Ltd. Exhibit T10 or buyer's purchase agreement.

Please reference Link Communication's, Ltd. quote number, purchase agreement (if applicable) and item sequence on any resulting purchase order. Please contact your Link Sales Representative for technical questions.

Delivery quoted within is the estimated delivery time from receipt of order. Although Link Communications, Ltd. will do its best to meet all customer delivery requirements, specific delivery commitments cannot be made until time of order placement.



Quote Number: 2011-1000-022

Quote Date: 01/20/2011

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Quotation

TERMS AND CONDITIONS OF SALE

Exhibit T10

Terms

50% down with balance due 30 days from the date of Link Communications, Ltd. (hereinafter called "Link") invoice. In Link's sole judgment, if a Customer's financial condition at any time does not justify selling a Customer on open account, then Link may require full or partial payment in advance before proceeding with the order. Link may change credit terms without notice.

Delivery is subject to Link's product availability at the time Customer's order is received. Link will make every reasonable effort to meet delivery dates quoted or acknowledged. If Link fails to deliver products for 60 days beyond the agreed delivery date, Customer may cancel such orders without charge.

Link will ship according to Link's standard commercial practice. Customer-requested special packing or shipping instructions must be mutually agreed, and all shipping charges will be billed separately to Customer.

Customer will pay transportation and related charges for returning products to Link's shipping location if product orders are cancelled after shipment. Returned products may be subject to a restocking charge of 15%.

Customer who exports products assumes responsibility for complying with applicable terms and regulations and for obtaining required export and import authorizations. Customer will not export or re-export products or any technical data in violation of applicable export regulations.

Acceptance of Terms and Conditions

The acceptance of this quotation shall not be binding upon Link until a firm order is accepted in writing at its principal office in Annapolis Junction, Maryland. Link's acceptance of any Customer's order is conditioned upon the Customer assenting to the terms and conditions set forth herein which shall be deemed a part of such order. No modifications of, or additions to, the terms and conditions herein will be recognized by Link, nor shall any order accepted by Link be altered or modified by the Customer, unless specifically agreed to in writing by an officer of Link. The failure of Link to object to a different or other provision contained in any purchase order or other communication of the Customer shall not be construed as a waiver of the terms and conditions herein, nor an acceptance of any such provision. Any order resulting from this quotation may be cancelled or terminated only with Link's written consent and agreement which shall include indemnification of Link against all losses. **All applicable state and/or local sales tax will be applied to the order when invoiced unless otherwise notified. If sales/use tax is not applicable please advise, in writing, with all appropriate documentation/tax number.** United States law prohibits disposition of this product(s) to North Korea, Libya, Iran, Syria, Montenegro, Iraq or Cuba unless otherwise authorized by the United States.



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Quotation

TERMS AND CONDITIONS OF SALE

Exhibit T10

Warranty

Link warrants to the original purchaser (hereinafter called "Buyer") that Equipment manufactured by Link shall be free, under normal use and service, from defects in material and workmanship for a period of one year from the date of delivery to the Buyer (the Warranty Period), and shall conform to Link's specifications. With respect to any equipment not manufactured by Link (except for integral parts of Link's Equipment to which the warranties set forth above shall apply), Link gives no warranty, and only the warranty, if any, given by the manufacturer shall apply. If Link receives notice of such defects during the warranty period, Link will, at its option, either repair or replace hardware products which prove to be defective.

Link warrants that software will not fail to execute its programming instructions due to defects in material and workmanship when properly installed and used with the hardware platforms designated by Link. If Link receives notice of such defects during the warranty period, Link will repair or replace software which does not execute its programming instructions due to such defects.

Software purchased from Link includes a license to use. This license does not include the right to updates, upgrades or other enhancements. Link reserves the right to charge for future enhancements.

The preceding paragraph sets forth the exclusive remedies for claims (except as to title) based upon defects in or nonconformity of Equipment manufactured by Link, whether the claim is in contract, warranty, tort (including negligence), strict liability or otherwise, and however instituted. Upon the expiration of the warranty period, all such liability shall terminate. The foregoing warranties are exclusive and in lieu of all other warranties, whether oral, written, expressed, implied or statutory. NO IMPLIED OR STATUTORY WARRANTIES OF MERCHANTABILITY OR FITNESS FOR PARTICULAR PURPOSE SHALL APPLY. IN NO EVENT SHALL THE SELLER BE LIABLE FOR ANY INCIDENTAL, CONSEQUENTIAL, SPECIAL, INDIRECT OR EXEMPLARY DAMAGES.

Changes in LINK's Products

A. Contract/Proprietary Products:

Any change in Customer's specifications shall render this quote void.

B. Standard Products:

Products, materials, and specifications are subject to change without notice providing such modifications do not substantially affect product performance.



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TERMS AND CONDITIONS OF SERVICE CONTRACT

Exhibit T12

CUSTOMER

As used herein "Customer" refers to end-user Link Communications, Ltd. customer who purchases the Link Service described in this Agreement directly from Link or from an authorized Link reseller, wholesaler, or distributor.

COVERED EQUIPMENT

See Link Quotation: **2010-2000-010** Dated: **02/04/2010**

ELIGIBILITY FOR COVERAGE

The Customer represents to Link that the equipment described herein is in good working condition at the start of coverage.

INSPECTION

Unless the Equipment was covered by Link's warranty or Link Service Contract on the date this contract is returned to Link, or the date your Contract was initiated by a Link representative, Link reserves the right, at its election, to inspect the Equipment to determine its current condition before accepting this Contract. If performed, you agree to pay for such inspection at our regular schedule of charges, which will be disclosed prior to the inspection.

SERVICE CALL PROCEDURES

The Customer initiates a service repair through Link's E-Ticket System by providing the following information:

- Customer Name
- Address
- Email Address
- Unit model and serial number
- Date of failure
- Description of the problem

With Next Business Day Response, calls logged before 5:00 PM local customer time will receive a response on the next business day (during your Principal Period of Maintenance (PM); Monday through Friday, excluding regularly observed holidays. For calls dispatched after 5:00 PM local customer time, the service technician will take an additional business day* to arrive at your location. The actual response time on the next business day is dependent upon parts delivery to the technician for the customer's local area. Once the part is received, the technician will attempt to call the customer directly to schedule a specific time that is convenient to deliver the service that day.

* Business day for this service to be performed is defined as Monday through Friday only. If the technician is dispatched after 5:00 PM on a Friday, the parts will not be dispatched until that following Monday and the on-site service will be performed the next business day (which would be Tuesday).



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Quotation

TERMS AND CONDITIONS OF SERVICE CONTRACT

Exhibit T12

COVERAGE LIMITATIONS

The following are not covered by this Service Contract:

- Batteries including but not limited to wireless microphone batteries and UPS batteries.
- Service for equipment damaged by misuse, accident, or abuse (such as, but not limited to, fire extinguisher discharge, liquid spills, use of incorrect line voltages, use of incorrect fuses, use of incompatible devices and accessories, improper or insufficient ventilation, or failure to follow operating instructions), modification, unsuitable physical or operating environment, improper maintenance by the Customer (or Customer's agent), moving the equipment from its installed location.
- Assistance with configuration, optimization, installation, relocation or upgrades.
- Warranty, repair, or any other type of service for third party products or Collaborative Service with third party vendors.
- Service or repairs for any damage to or defect in the Covered Equipment that is purely cosmetic and which does not affect the device functionality. Link will not repair wear and tear on the device for superficial items such as scratches and dents.
- Repairs necessitated as a result of third party software, or as a result of alteration, adjustment, or repair by anyone other than Link, Link's Authorized Reseller, or Service Provider.
- Service for damage resulting from an Act of God such as, but not limited to, lightning, flooding, tornados, earthquakes, or hurricanes.
- Any activities or services not expressly described in this Service Contract Terms and Conditions.

CUSTOMER RESPONSIBILITIES

Onsite Obligations: The Customer must provide free, safe, and sufficient access to the Customer's facilities and the Covered Equipment. Sufficient access includes ample working space and electricity.

Authority to Grant Access: Customer represents and warrants that the Customer, Link, and if applicable, the Link Authorized Reseller will have access to and use of the Covered Equipment, the data on it, and all hardware and software components included in it, for the purpose of providing these Services. If the Customer does not already have that permission, it is the Customer's responsibility to obtain it, at the Customer's expense, prior to asking Link to perform these Services.

Cooperation with Link Representative: Customer agrees to cooperate with and follow the instruction given by the Link Representative.

Customer Data Backup Responsibilities: Complete a backup of all existing data on all affected systems prior to the delivery of this Service. LINK WILL HAVE NO LIABILITY FOR LOSS OR RECOVERY OF DATA or loss of use of system(s) arising out of the services or support or any act or omission, including negligence, by Link.

Return of Defective Parts: If a Link Representative delivers a replacement unit to the Customer, the Customer must relinquish the defective System or component thereof.



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Quotation

TERMS AND CONDITIONS OF SERVICE CONTRACT

Exhibit T12

IMPORTANT ADDITIONAL INFORMATION

Assignment: Link may assign this Service to qualified third party service providers.

Whole Unit Replacement: If the Link representative determines that the component of the defective Covered Equipment is one that is easily disconnected and reconnected, or if the representative determines that the Covered Product is one that should be replaced as a whole unit, Link reserves the right to send Customer a whole replacement unit. If a Link technician delivers a replacement unit to Customer, Customer must relinquish the defective System or component thereof to the Link technician. If Customer does not relinquish the defective unit to the Link technician as required above, or if (in the event the replacement unit was not delivered in person by the Link technician) the defective unit is not returned within ten (10) days, Customer agrees to pay Link for the replacement unit upon receipt of invoice. If Customer fails to pay such invoice within ten (10) days after receipt, in addition to any other legal rights and remedies available to Link, Link may terminate this Service Contract.

Cancellation: Link may cancel this Service at any time during the Service term for any of the following reasons:

- Customer fails to pay the total price for this Service in accordance with the invoice terms;
- Customer refuses to cooperate with the Link representative or on-site technician; or
- Customer fails to abide by all of the terms and conditions set forth in this Service Contract.

If Link cancels this Service, LINK will send Customer written notice of cancellation at the address indicated on Customer's invoice. The notice will include the reason for cancellation and the effective date of the cancellation, which will be not less than ten (10) days from the date Link sent notice of cancellation to Customer, unless state law requires other cancellation provision that may not be varied by agreement. IF LINK CANCELS THIS SERVICE PURSUANT TO THIS PARAGRAPH, CUSTOMER SHALL NOT BE ENTITLED TO ANY REFUND OF FEES PAID OR DUE LINK.

Support Limitations: Link is not liable for any failure or delay in performance due to any cause beyond its control. Service extends only to uses for which the Service Contract was designed.

Service Parts Ownership: All Link service parts removed from the Covered Equipment and returned to Link become the property of Link. Customer must pay Link at the current retail price(s) for any service parts removed from the System and retained by Customer. Link uses new and reconditioned parts made by various manufacturers in performing warranty repairs.

Term and Renewal: Customer will receive Services for the term indicated on Customer's invoice. Prior to the expiration of the service term, Customer may be entitled to extend the term depending on available options then in effect and in accordance with Link's then-current procedures. In addition, Link may, at its option, propose to renew this Service by sending a quotation to renew the Services. Customer may, at its option, agree to such renewal of Services by issuing a PO and paying invoice by the due date. Payment of renewal invoices shall indicate Customer's agreement to extend the term of this Service. By renewing this Service, Customer agrees that the then-current terms will apply to the renewal period. If Customer elects not issue a renewal PO and pay a renewal invoice, Services will be discontinued as of the expiration date set forth on the original or last paid Customer invoice.

Switch Controls & Outlets

Relays take on the Heavy Load so the switch doesn't have to!

75 Amp Bosch Relay

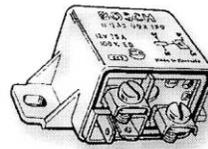
Order No. SW-05.0700.075	QTY	Price
	1-5	\$37.95 ea.
	6+	\$32.95 ea.

Bosch Relays

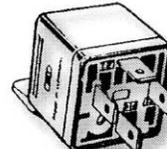
Order No. SW-05.0700.030	30 AMP	QTY	Price
		1-5	\$9.95 ea.
		6+	\$8.95 ea.
Order No. SW-05.0700.040	40 AMP	QTY	Price
		1-5	\$10.95 ea.
		6+	\$9.95 ea.

12V Auto. Reset Circuit Breakers

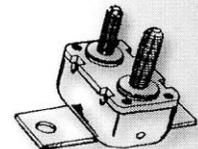
Order No. SW-05.0750.010	10 AMP	QTY	Price
		1-5	\$4.95 ea.
		6+	\$4.65 ea.
Order No. SW-05.0750.020	20 AMP	QTY	Price
		1-5	\$4.95 ea.
		6+	\$4.65 ea.
Order No. SW-05.0750.030	30 AMP	QTY	Price
		1-5	\$8.95 ea.
		6+	\$7.95 ea.
Order No. SW-05.0750.040	40 AMP	QTY	Price
		1-5	\$8.95 ea.
		6+	\$7.95 ea.
Order No. SW-05.0750.050	50 AMP	QTY	Price
		1-5	\$9.95 ea.
		6+	\$8.95 ea.



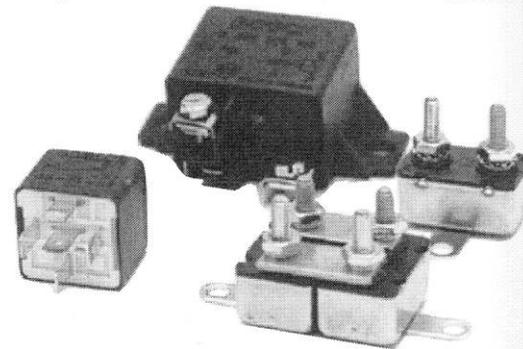
75 Amp Bosch



Bosch Relays



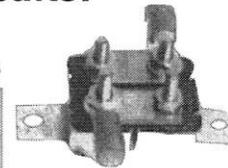
12-V Automatic Reset Circuit Breaker



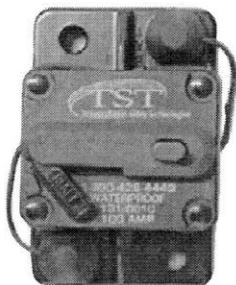
Circuit Breakers cut-off the Overload to protect electrical circuits!

100 Amp Circuit Breaker

Order No. SW-D1X1C-0361	QTY	Price
	1-5	\$22.95 ea.
	6+	\$19.95 ea.



A 100 Amp Circuit Breaker... Ideal for mounting near the battery for protection of power to system applications.



These high current thermal circuit breakers are designed to protect primary supply cables where the current requirements can run from 40-150 Amps. These circuit protection devices provide an excellent method of protecting lightbars, sirens, inverters, generators and other sensitive equipment often found unprotected. A visual trip indicator eliminates the need to manually check for power conditions, and provides a convenient method of tripping the circuit for routine maintenance inspections. Operating temperatures for these circuit protectors are from: 25 degrees to +180 degrees Fahrenheit. Terminal connections are 1/4" x 28 threaded studs.

HI-Amp Manual Reset Circuit Breakers | Surface Mount

Order No. SW-131-0012	50 AMP	\$39.95 ea.
Order No. SW-131-0019	70 AMP	\$39.95 ea.
Order No. SW-131-0011	80 AMP	\$39.95 ea.
Order No. SW-131-0010	100 AMP	\$39.95 ea.
Order No. SW-131-0009	150 AMP	\$39.95 ea.



Call For Quantity,
Fleet-Saver Pricing!

**STATE OF GEORGIA
COUNTY OF FULTON**

**A RESOLUTION TO AUTHORIZE THE PURCHASE OF L-3 COMMUNICATIONS, INC.
POLICE IN-VEHICLE CAMERA SYSTEM**

WHEREAS, the City of Sandy Springs Police Department is in need to replace the current in car camera system with L3 Communications, Inc. Police In-Vehicle Camera System;

WHEREAS, L-3 Communications, Inc. Police In-Vehicle Camera System will be deployed with the latest software, technology capabilities, and with expandable storage as needed.

WHEREAS, L-3 Communications, Inc. Police In-Vehicle Camera System will be able to provide streaming video and will be integrated with our video management system to provide situational awareness from the patrol vehicles for the supervisors and commanders;

NOW, THEREFORE, BE IT RESOLVED BY THE MAYOR AND CITY COUNCIL OF THE CITY OF SANDY SPRINGS, GEORGIA

That the City of Sandy Springs City Council approve the execution of an agreement with L-3 Communications, Inc. for the Police In-Vehicle Camera System consistent with the terms of this agenda item subject to the approval of the Finance Director and the City Attorney's office.

RESOLVED this the 1st day of March, 2011.

Approved:

Eva Galambos, Mayor

Attest:

Michael Casey, City Clerk

(Seal)