
Le Sueur County, MN

Tuesday, September 23, 2014

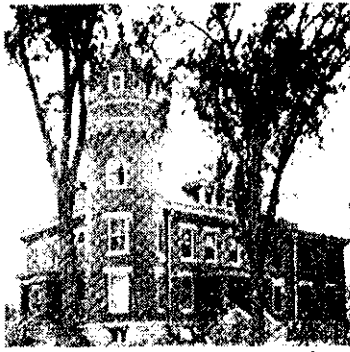
Board Meeting

Item 2

9:05 am Dave Tietz (10 minutes)

RE: Watch-Guard In-Squad Cameras

Staff Contact:



Office of
David D. Tietz

Sheriff of LeSueur County
88 South Park Avenue
Le Center, Minnesota 56057

CHIEF DEPUTY
Brett V.P. Mason

INVESTIGATORS
Bruce Collins
Robert Vollmer
Todd Waldron

PHONE 507 357-4440
Fax 507 357-4627

September 30th, 2014

Le Sueur County Commissioners Meeting

RE: Digital in Car Video

Dear Commissioners:

We have completed our research on the In-Squad Cameras for our 12 patrol squad vehicles.

We believe that the "Watch-Guard In-Squad Camera" would benefit us and best fit our needs. Neighboring counties have also purchased and currently use the "Watch-Guard" product and are very pleased with the results. In which, fortunately the attached quote "Watch-Guard" has provided us with is also the lowest quote.

(See Quotes w/out installation)

Watch-Guard	\$ 69,000.00
Mobile Vision	\$ 78,000.00
Batcom	\$ 96,463.55

Installation of Equipment	
Whitewater (Faribault)	\$ 5,916.00
EATI (Oakdale)	\$ 5,130.00

Wireless Access Point Installation	\$ 350.00
------------------------------------	-----------

Funding	
Donation from Unimin Corporation	\$ 40,000.00
Armor Grant Fund	\$ 25,000.00
Vehicle Forfeiture Fund	\$ 9,480.00

Total for Project	\$ 74,480.00
--------------------------	---------------------

There is no new/unbudgeted dollars used for this project.

Respectfully submitted,

David Tietz
Le Sueur County Sheriff

EMERGENCY AUTOMOTIVE TECHNOLOGIES, INC.

2755 GENEVA AVE. N
OAKDALE, MN 55128
USA

Voice: 651 765-2657
Fax: 651 765-2660

QUOTATION

Quote Number: AW091114-47

Quote Date: Sep 11, 2014

Page: 1

Quoted To:

LE SUEUR COUNTY SHERIFF'S OFFICE
ATTN: SHERIFF TIETZ
88 SOUTH PARK AVE.
LE CENTER, MN 56057

Customer ID	Good Thru	Payment Terms	Sales Rep
LESUER COUNTY SHERIF	10/11/14	Net 30 Days	ALW

Quantity	Item	Description	Unit Price	Amount
12.00	SERVICE LABOR	PER-CAR LABOR TO INSTALL WATCHGUARD 4RE CAMERA SYSTEM WITH WIRELESS UPLOAD OPTION	365.00	4,380.00
3.00	ON SITE	PER-DAY ONSITE CHARGE INCLUDES LODGING, PER DIEM, AND TRAVEL EXPENSES - 2 TECHNICIANS **ESTIMATED 3 DAYS ON SITE**	250.00	750.00
			Subtotal	5,130.00
			Sales Tax	
			Freight	
			TOTAL	5,130.00



Whitewater Wireless, Inc.

1929 2nd Street SW
Rochester, MN 55902
(507) 281-1917

52 Western Ave SW
Faribault, MN 55021
(507) 334-6481



Quoted To: LeSueur County Sheriff
88 South Park Ave.

Quote #: 2984

Quote Date: 9/17/2014

Le Center MN 56057

Customer ID	Good Thru	Payment Terms	SalesRep
Les02	10/16/2014	Net 30	Brett Edstrom

Quan	Description	Unit Price	Ext. Price
------	-------------	------------	------------

12	Installation of new in-squad camera. Work to be done on customer site.	\$483.00	\$5,796.00
----	--	----------	------------

12	Misc shop supplies.	\$10.00	\$120.00
----	---------------------	---------	----------

Total Price	\$5,916.00
--------------------	------------

Total Sales Tax	\$0.00
------------------------	--------

Total Shipping	\$0.00
-----------------------	--------

Quotation Grand Total **\$5,916.00**

Wednesday, September 17, 2014

Page 1 of 1

415 Century Parkway
Allen, TX 75013
(800) 605-6734
www.watchguardvideo.com



Agency Name: **Le Sueur Co. Sheriff's Office**
Contact Person: **Sheriff Dave Tietz (dtietz@co.le-sueur.mn.us)**
Address: **88 South Park Ave.**
Address: **Le Center, MN 56057**
Date: **March 13, 2014**

4RE Price Estimate

Provided By: **Steve Doble 612-306-8241**

TOTAL PROJECT ESTIMATED AT

\$69,855.00

4RE Base System and Options

		Quantity
4RE-200-GPS-ZSL	4RE In-Car Camera System. Includes GPS, High definition Zero Sightline (720P) forward facing camera, Infrared color cabin camera, DVR, integrated 200GB automotive grade hard drive, 16GB USB removable thumb drive, cabin microphone, 900 MHz Hi Fidelity wireless microphone, hardware & cabling, 1 yr. warranty. Includes Evidence Library Express software.	12
4RE ELITE	Upgrade to 4RE Elite. Adds support for up to 6 cameras.	0
MOBILE APP	4RE Mobile App. Laptop interface software.	0

MSRP	Direct	Extended
\$ 5,450.00	\$ 4,795.00	\$ 57,540.00
\$ 300.00	\$ 275.00	\$ -
\$ 85.00	\$ 50.00	\$ -

Wireless Video Transfer and Networking Options

		Quantity
4RE-WRL-KIT-05G	4RE In-Car 802.11n Wireless Kit, 5GHz (2.4GHz is available)	12
HDW-ETH-SWT-001	4RE, Power Over Ethernet / Gigabit 4-port Switch	0

MSRP	Direct	Extended
\$ 345.00	\$ 200.00	\$ 2,400.00
\$ 180.00	\$ 150.00	\$ -

Camera Configuration Options

		Quantity
CAM-BST-102-NEW	Infrared Color Cabin Camera, Additional (requires 4RE Elite)	0
WGA00485	Auxiliary Camera	0

MSRP	Direct	Extended
\$ 220.00	\$ 195.00	\$ -
\$ 220.00	\$ 195.00	\$ -

Microphone Options

		Quantity
DUAL MIC UPGRADE	Dual Wireless Mics. Includes second wireless microphone kit.	0
DESKTOP CHARGER	Desktop Charging unit for Wireless Transmitter	0
TRANSMITTER	Wireless Transmitter (additional / replacement)	0

MSRP	Direct	Extended
\$ 875.00	\$ 785.00	\$ -
\$ 110.00	\$ 99.00	\$ -
\$ 385.00	\$ 345.00	\$ -

In-Car Hardware Warranties 1st year is included with a new 4RE purchase.

		Quantity
WAR-4RE-CAR-2ND	Warranty, 4RE, In-Car, 2nd Year (Months 13-24)	12
WAR-4RE-CAR-3RD	Warranty, 4RE, In-Car, 3rd Year (Months 25-36)	12
WAR-4RE-CAR-4TH	Warranty, 4RE, In-Car, 4th Year (Months 37-48)	0
WAR-4RE-CAR-5TH	Warranty, 4RE, In-Car, 5th Year (Months 49-60)	0

MSRP	Direct	Extended
\$ 155.00	\$ 100.00	Included
\$ 255.00	\$ 200.00	Included
\$ 380.00	\$ 325.00	\$ -
\$ 505.00	\$ 450.00	\$ -

Software Protection Plan Create, amend or extend a Software Protection Plan

		Quantity
SFW-MNT-ELB-2YR	Software Protection, Evidence Library, 2nd Year (per 4RE)	12
SFW-MNT-ELB-3YR	Software Protection, Evidence Library, 3rd Year (per 4RE)	12
SFW-MNT-ELB-4YR	Software Protection, Evidence Library, 4th Year (per 4RE)	0
SFW-MNT-ELB-5YR	Software Protection, Evidence Library, 5th Year (per 4RE)	0
5 Year HW/SW Warranty Discount	Discount for purchase of 5 year hardware and software warranty at time of 4RE purchase.	0

MSRP	Direct	Extended
\$ 110.00	\$ 95.00	Included
\$ 110.00	\$ 95.00	Included
\$ 110.00	\$ 95.00	\$ -
\$ 110.00	\$ 95.00	\$ -
\$ -	\$ -	\$ -

Watch Commander Live Video Streaming Application

		Quantity
SFW-WCM-KIT-100	Watch Commander Live Video Streaming Application	0
SFW-WCM-LIC-FEE	Watch Commander Annual License Fee, 1st Year (Months 1-12)	0
SFW-WCM-LIC-FEE	Watch Commander Annual License Fee, 2nd Year (Months 13-24)	0
SFW-WCM-LIC-FEE	Watch Commander Annual License Fee, 3rd Year (Months 25-36)	0
SFW-WCM-LIC-FEE	Watch Commander Annual License Fee, 4th Year (Months 37-48)	0
SFW-WCM-LIC-FEE	Watch Commander Annual License Fee, 5th Year (Months 49-60)	0

MSRP	Direct	Extended
\$ 2,900.00	\$ 2,500.00	\$ -
\$ 275.00	\$ 250.00	\$ -
\$ 275.00	\$ 250.00	\$ -
\$ 275.00	\$ 250.00	\$ -
\$ 275.00	\$ 250.00	\$ -
\$ 275.00	\$ 250.00	\$ -

Miscellaneous Options and Accessories

		Quantity
RADAR CABLE	Radar Interface Cable (Stalker, Decatur Genesis I and II Select, Kustom Eagle or Raptor, MPH Bee 3)	0
Trade-In	Trade-In Credit, if applicable	0
CUSTOM 1	Used for additional items, offers or discounts	0

MSRP	Direct	Extended
\$ 85.00	\$ 75.00	\$ -
\$ -	\$ -	\$ -
\$ -	\$ -	\$ -

Total In-Car Hardware **\$ 59,940.00**

Tower-
Server 3890

Quote valid for 30 days

Page 1 of 2



4RE Price Estimate

Provided By: Steve Doble 612-306-8241

TOTAL PROJECT ESTIMATED AT
\$69,855.00

Agency Name: Le Sueur Co. Sheriff's Office
Contact Person: Sheriff Dave Tietz (dtietz@co.le-sueur.mn.us)
Address: 88 South Park Ave.
Address: Le Center, MN 56057
Date: March 13, 2014

Evidence Library Server and Client Software

	Quantity
KEY-ELB-SRV-300 Evidence Library 3 Server Software	1
SFW-ELB-CLI-300 Included Remote Client License Key, Evidence Library 3	5
SFW-ELB-CLI-301 Additional Remote Client License Key, Evidence Library 3	0
SFW-SQL-CAL-R25 Additional Software CALs, SQL Server 2008 R2, 5 CAL Pack	0
SFW-SQL-CAL-R21 Additional Software CAL, SQL Server 2008 R2, 1 CAL Pack	4

MSRP	Direct	Extended
\$ -	\$ 2,140.00	\$ 2,140.00
\$ 85.00	\$ -	\$ -
\$ 85.00	\$ 75.00	\$ -
\$ 460.00	\$ 410.00	\$ -
\$ 100.00	\$ 90.00	\$ 360.00

Server Hardware and Software

	Quantity
HDW-4RE-SRV-002 Tower Server, Intel i7 3.40 GHz, 8GB RAM, 4x3TB SATA 7,200 RPM drives, 7.8TB usable video storage, Windows 7 Pro 64-bit, SQL Server 2008 R2 (1CAL), 3-Year full service (on-site or reimbursed) warranty. Small agency. 1-5 concurrent cars. 7.8TB usable video storage. <i>This server includes tower, keyboard, monitor with built in speakers and mouse.</i>	1

MSRP	Direct	Extended
\$ 4,230.00	\$ 3,840.00	\$ 3,840.00

Access point

Video Storage Drives will be added to server and/or JBOD

	Quantity
HDW-4RE-HDD-4TB 4TB Hard Drives, Server Class, 7,200 rpm, 64MB Cache	0
HDW-4RE-JBD-000 Optional JBOD Enclosure	0
HDW-4RE-RBT-000 Optional DVD Robot	0

MSRP	Direct	Extended
\$ 555.00	\$ 490.00	\$ -
\$ -	\$ -	\$ -
\$ -	\$ -	\$ -

Wireless Access Points

	Quantity
WAP-BLD-245-001 Wi-Fi Access Point, 802.11n, 2.4/5GHz, Digital Steering	0
WAP-KIT-05G-001 WiFi Access Point Kit, 802.11n, 5GHz, Omni-Directional	0
WAP-BLD-05G-001 Wi-Fi Access Point, 802.11n, 5GHz, Sector Antenna	2

MSRP	Direct	Extended
\$ 3,270.00	\$ 2,955.00	\$ -
\$ 455.00	\$ 405.00	\$ -
\$ 285.00	\$ 250.00	\$ 500.00

Total IT Hardware and Software \$ 6,840.00

WatchGuard Video Technical Services

	Quantity
SVC-4RE-INS-100 4RE System Installation, In-Car (Per Unit Charge)	0
SVC-VID-REM-100 Video System Removal (Per Unit Charge)	0
SVC-4RE-ONS-400 4RE System Setup, Configuration, Testing and Training (Quantity represents number of sites)	1
SVC-WGV-ONS-300 Access Point installations including cable runs (Work may be performed by a sub-contractor)	0

MSRP	Direct	Extended
Quote	Quote	\$ -
Quote	Quote	\$ -
\$ 2,780.00	\$ 2,500.00	\$ 2,500.00
\$ 1,100.00	\$ 1,000.00	\$ -

Total Technical Services \$ 2,500.00

Manual Adjustments

Description:	\$ -
--------------	------

Notes:	Applicable taxes may apply and are not necessarily accounted for on this estimate. Contact WatchGuard Video for a revised estimate. ESTIMATE VALID FOR 30 DAYS	Subtotal: \$ 69,280.00 UPS Ground Shipping: \$ 575.00 Taxes: 0.0% \$ - ESTIMATE TOTAL: \$ 69,855.00
--------	--	---

Financing		Payments	3-Year	4-Year	5-Year
Estimate Only	• Includes applicable warranty coverage	Monthly	\$ 2,211	\$ 1,777	\$ 1,548
Call for Detailed Quote	• You take ownership immediately. Fully paid off at end of term	Quarterly	\$ 6,607	\$ 5,311	\$ 4,628
	• For a detailed quote, call WatchGuard to determine final project price, approximate date of first payment, desired financing term, and basic agency information	Semi-Annual	\$ 13,142	\$ 10,564	\$ 9,205
Within Texas		Annual	\$ 25,999	\$ 20,902	\$ 18,212

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

Quote valid for 30 days

Page 2 of 2



Mobile-Vision, Inc.

90 Fanny Rd, Boonton, NJ 07005
T. 800-336-8475 F. 973-257-3024

QUOTE

Number 153374682

Date August 14, 2014

Sold To

Le Sueur County Sheriff's Department
Nick Greenig
88 South Park Avenue

Le Center, MN 56057

Phone 507-357-4440

Fax

Ship To

Le Sueur County Sheriff's Department
Nick Greenig
88 South Park Avenue

Le Center, MN 56057

Phone 507-357-4440

Fax

Salesperson	P.O. Number	Ship Via	Terms
Christa Collis		None	

Line	Qty	SKU	Description	Unit Price	Ext. Price	Comments
1	12	MVD-FBHDVS	Assembly, Flashback HD Digital Video System	\$4,500.00	\$54,000.00	
2	12	MVD-IR-CAM3	Camera, rear seat, IR kit. No integrated microphone	\$110.00	\$1,320.00	
3	12	MVD-CRASH-BAT2	Collision Sensor: Triggers Flashback DVR into Record Mode in the event of a collision.	\$120.00	\$1,440.00	
4	12	LSSWRPRODVR	Software, digital Evidence PRO per DVR Digital Evidence Software Includes: Base Module, Intelligent Downloading Module, Archiver Module, Case Module, Consumer DVD Module	\$200.00	\$2,400.00	
5	1	LSMVDR610	Hardware Only Rack Server: 10TB RAID-6 DASD; Dual Quad-Core Xeon 2.4GHz Processors; 16GB RAM; Red Hat v5 Enterprise Linux OS/PostgreSQL Database; DVD-ROM; Monitor; Keyboard; Mouse; Card Reader; 10/100/1000 Base T Switch	\$9,103.00	\$9,103.00	
6	1	LSMVDDVDDL141	DVD Backup Robot with attached Workstation: 100 Disk Capacity	\$3,995.00	\$3,995.00	
7	1	MVD-DEP-BT2	Solution Configuration / Training: System build out and configuration plus 1 day (on-site) training	\$4,450.00	\$4,450.00	
8	2	MVD-AP-AN-IN	Kit, Indoor AP-802.11n over a or a. Includes antenna, POE injector, POE converter	\$674.00	\$1,348.00	

BUDGETARY QUOTE

Please specify DVR mounting location and preferred GPS antenna type (magnetic or permanent mount, black or white) when placing order.

Customer to provide installation of in-car equipment and wireless access points.

Quotation is valid for 60 days from date issued. These commodities, technology or software were exported from the United States in accordance with the Export Administration regulations. Diversion contrary to US law is prohibited.
State/local Fees and Taxes are not included

08/14/2014 4:05 pm

Page 1 of 2



Mobile-Vision, Inc.

90 Fanny Rd, Boonton, NJ 07005
T. 800-336-8475 F. 973-257-3024

Signing below is in lieu of a formal Purchase Order.
Your signature will authorize acceptance of both pricing and product:

Signed: _____ Dated: _____

L-3 Shipping Terms are FOB Boonton, NJ. By signing below you agree to
waive your shipping terms and ship this order FOB Boonton, NJ.

Signed: _____ Dated: _____

QUOTE

Number 153374682

Date August 14, 2014

SubTotal	78,056.00
Tax	TBD
S&H	700.00
Total	78,756.00

Quotation is valid for 60 days from date issued. These commodities, technology or software were exported from the United States in accordance with the Export Administration regulations. Diversion contrary to US law is prohibited.
State/Local Fees and Taxes are not included

08/14/2014 4:05 pm

Page 2 of 2

TIM COONEY
2040 RADISSON ST.
GREEN BAY, WI 54302
PHONE: 920-544-4282
FAX: 920-468-8615
EMAIL: tcooney@baycominc.com

LE SUEUR COUNTY SHERIFF'S DEPT.
NICK GREENIG
88 SOUTH PARK AVE.
LE CENTER, MN 56057
612-756-1267
8/14/2014
ngreenig@co.le-sueur.mn.us

QUOTE NO. TC20140814V

PRICING AND FINANCIAL OPTIONS SPECIFIC TO THIS OFFERING:
EQUIPMENT DETAILS AND PRICING

QTY	MODEL AND DESCRIPTION	UNIT PRICE	TOTAL PRICE
12	ARB-KIT-HD-256M80 Panasonic Toughbook Arbitrator Panasonic Arbitrator Camera 1080p HD Camera Mount 25' Camera Cable Video Processing Unit (VPU) Cables 256GB SSD In-Car Microphone Digital Wireless Transmitter/Microphone Receiver GPS Module Front End Software	\$4,595.00	\$55,140.00
12	WW-VC31C HD Back Seat-Rear Facing Camera	\$439.00	\$5,268.00
	OPTIONS: Crash Sensor: \$252.00 each Siren Interface Cable: \$35.00 each		
12	Add Integrated Wireless Upload Module: \$300 each	\$300.00	\$3,600.00
12	Add Wireless Upload Antenna: \$149.00 each	\$149.00	\$1,788.00
	Spare Wireless Mic with Battery Only: \$185.00 each Spare Wireless Mic with AC Desktop Charger: \$415.00 each 2nd Bay 256GB SSD Drive: \$485.00 each SSD Card Reader: \$349.00 each		
1	360 Back End Software	Included	Included
12	Removal of Old Cameras and Vehicle Installation	\$1,630.00	\$19,560.00
	SOFTWARE MAINTENANCE AGREEMENT OPTION: This maintenance package includes unlimited helpdesk support and unlimited software updates and upgrades. Pricing does not include on-site visit, travel time or labor to install upgrades or updates. The charge for your organization's annual maintenance is based on the total number of VPUs in use. The annual charge will be adjusted based on additional units purchased during the previous agreement term.		
12	(1) Year Maintenance Package	\$295.00	\$3,540.00
1	Software Deployment, Project Management & Training Includes: 3 Days of Onsite Service	\$8,120.00	\$8,120.00
1	Server and Storage Dell PowerEdge R720XD 2: Intel Xeon E5-2609 2.40GHz 8: 4GB RDIMM, 1333 MT/s, Low Volt, Dual Rank RAID 1+RAID 5 for H710P/H710/H310 PERC H710P Integrated RAID Controller, 1GB NV Cache 10:4TB 7.2K RPM Near-line SAS 6Gbps 3.5in Hot-plug Hard Drive 2: 300GB 15K RPM SAS 6Gbps 3.5in Hot-Plug Hard Drive Dual, Hot-plug, Redundant Power Supply (1+1), 750W Chassis with up to 12, 3.5" Hard Drives ReadyRails Sliding Rails With Cable Management Arm Bezel Dell Hardware Limited Warranty Plus On Site Service Initial Year ProSupport: Next Business Day Onsite Service After Problem Diagnosis, 2 Year Extended ProSupport: 7x24 HW / SW Tech Support and Assistance, 3 Year Dell Hardware Limited Warranty Plus On Site Service Extended Year ProSupport: Next Business Day Onsite Service After Problem Diagnosis, Initial Year	\$15,050.00	\$15,050.00
1	Motorola AP-6522 Access Point & Installation	\$2,380.00	\$2,380.00
1	18 Hour Block IT Tech Support Note: Provides for block time that can be utilized over a 12 month period for any support issues related to Arbitrator hardware or software applications. Does not include on-site time.	\$2,749.50	\$2,749.50

116,023.55 - Installation included
- 19,560.00
\$96,463.55

EQUIPMENT COST:	\$117,195.50
SHIPPING:	Included
PRE-PAYMENT DISCOUNT:	(\$1,171.95)
TOTAL COST:	\$116,023.55

Payment With Order: Net 10 Day
Quotation Good For 90 Days

Approved By:
Your Signature Is An Agreement To Purchase And An Acceptance Of The Above Terms
All of the information listed on this proposal is confidential and proprietary information.
If You Have Any Questions Please Contact Tim Cooney at (920) 544-4282

