

**RESOLUTION NO. R-15-64**

**A RESOLUTION AUTHORIZING ACCEPTANCE OF A PROPOSAL FROM WATCHGUARD VIDEO, ALLEN, TEXAS, FOR THE PURCHASE OF TWELVE (12) IN-CAR VIDEO SYSTEMS AND FORTY-FIVE (45) BODY-WORN CAMERAS IN THE AMOUNT OF \$124,615.00 AND THE PURCHASE OF ADDITIONAL COMPUTER MEMORY FROM CDW-G GOVERNMENT LLC, VERNON HILLS, ILLINOIS, IN THE AMOUNT OF \$4,700.00. THE TOTAL COST OF THE PROJECT IS \$129,315.00.**

**WHEREAS**, proposals were solicited for the purchase of twelve (12) in-car video systems, forty-five body-worn cameras, and other related equipment including installation; the proposal from WatchGuard Video is recommended, and

**WHEREAS**, price quotes from vendors of computer memory needed to store data/video from police in-car and body-worn cameras revealed the prices from CDW-G Government, LLC, is the lowest cost.

**NOW, THEREFORE, BE IT RESOLVED BY THE COUNCIL OF THE CITY OF GLADSTONE, MISSOURI, AS FOLLOWS:**

**THAT**, the City Manager of the City of Gladstone, Missouri, be and is hereby authorized to accept the proposal from WatchGuard Video for the purchase amount of \$124,615.00 and is also authorized to purchase computer memory equipment from CDW-G, LLC in the amount of \$4,700.00.

12 – HDW-4RE-SRV-102 In-Car (police) video systems (cameras) - \$87,490.00  
45 – Integrated Body-worn video cameras - \$37,125.00  
6 – 2TB Drives (Manufacturer number C8R26SB) - \$4,700

**TOTAL COST: \$129,315.00**


**FURTHER**, funds for such purpose are to be funded through a lease purchase agreement with debt service funded through the Public Safety Sales Tax (PSST) Fund.

**INTRODUCED, READ, PASSED, AND ADOPTED BY THE COUNCIL OF THE CITY OF GLADSTONE, MISSOURI THIS 14<sup>th</sup> DAY OF SEPTEMBER 2015.**



\_\_\_\_\_  
Mayor Bill Garnos

ATTEST:

  
\_\_\_\_\_  
Ruth Bocchino, City Clerk

# Memo

**To:** Kirk L. Davis, City Manager

**From:** Chief Michael J. Hasty, Director of Public Safety 

**CC:** Debra Daily, Director of Finance  
Deputy Chief Robert M. Baer, Police Field Services Division Commander  
Captain Jeffrey R. Self, Investigations Division Commander  
Captain William L. Willoughby, Support Services Division Commander  
Sergeant Robert Hays, Support Services Division  
Steve Rodhouse, Finance Department/IT Division  
Ruth Bocchino, City Clerk

**Date:** September 8, 2015

**Re:** IN-CAR/POLICE BODY-WORN CAMERA PURCHASE

---

The 2016 Public Safety Sales Tax (PSST) Budget authorized the purchase of in-car video systems for marked police vehicles and additional body-worn cameras for police officers. Finance Director Debra Daily is making the financial arrangements for the purchase of this equipment, as well as other acquisitions expected in this budget year. Due to the scope of this project, Captain Jeffrey Self prepared a Request for Proposal (RFP) and solicited bids from vendors to replace the in-car camera systems currently in use in our patrol car fleet and for installation in the prisoner transport van that is authorized for purchase in the 2016 General Fund Budget.

On June 25, 2015, Captain Self released the RFP which was advertised in the Kansas City Star, posted on the City of Gladstone web site, and sent to vendors and police equipment suppliers in the region. Responses to the RFP were due no later than July 15, 2015 and a total of seven (7) proposals were received. One of the conditions listed in the RFP was fully integrated in-car/body camera systems. None of the proposals indicated full compliance with the specifications in the RFP however, upon further investigation, two of the vendors who submitted proposals indicated they were in the process of completing their final review and testing of integrated in-car/body camera systems and expected to have the new technology available within a few weeks.

Captain Self reviewed each proposal and determined two of the proposals were worthy of consideration and advised their efforts at deploying integrated camera systems were nearly complete. Further analysis revealed the proposal submitted by WatchGuard Video had features that were more robust and were more affordable than the Panasonic system quoted in the proposal submitted by CDW Corporation. Also, the department has received sixteen (16) WatchGuard Video cameras that are nearly ready to deploy and could be traded for the new, integrated cameras upon their release with a

credit for their value towards the purchase of the new cameras. These cameras were approved at mid-year in the FY 2015 Public Safety Sales Tax Budget and received in late May of this year. The digital equipment needed to deploy these cameras have arrived and we are currently waiting for personnel from WatchGuard Video to install the software necessary to deploy the cameras to police officers. Our plan is to use these sixteen cameras in the field until the integrated cameras are available. An update on the acquisition of these sixteen cameras is scheduled for the September 28, 2015 City Council Study Session.

The acquisition proposed in the attached resolution will upgrade our current in-car systems and will include additional body-worn cameras (once they become available) that will integrate with the in-car system. After reviewing the proposals received, Captain Self recommended moving forward with the proposal from WatchGuard Video for a total purchase price, including installation, as follows:

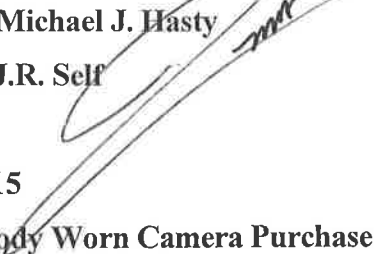
- Twelve (12) in-car video systems, including installation - \$87,490.00
- Forty-five (45) body-worn cameras - \$37,125.00
- Total Cost for WatchGuard in-car/body-worn camera system - \$124,615.00

The total purchase price also includes the credit for trading the sixteen (16) WatchGuard Video cameras for new, integrated cameras once they are ready for distribution. There will be an additional cost for equipment related to storage of digital data/video. IT Manager Steve Rodhouse estimates the cost for this equipment to be approximately \$4,700.00. Acquisition of the digital storage equipment will be made following the City of Gladstone purchasing policies. The total cost for implementing this project is estimated to be **\$129,315.00**. It is anticipated the new equipment will arrive and be installed sometime after the first of the year (2016).

I have requested a resolution authorizing the purchase of in-car video and body camera systems be placed on the September 14, 2015 regular City Council Meeting agenda. Please advise if you have any questions.

# Memo

**To:** Director Michael J. Hasty  
**From:** Captain J.R. Self  
**CC:**  
**Date:** 08-31-2015  
**Re:** In Car/Body Worn Camera Purchase



Sir,

The use of video and audio recording in law enforcement has become something that is expected from the public, courts and the media. In fact, if video of an incident is not available, that unavailability often becomes the story not the incident itself. The Gladstone Public Safety Department has utilized some sort of in car video for more than 15 years. Our latest in car system was installed 7 or 8 years ago. There have been many advances in both storage and clarity of in car systems since the implementation of this system. With more demands for this type of video, it is imperative that we have a system that captures clear and complete video.

Recent use of force events throughout the nation have created a demand for more video from perspectives other than in car. The use of body worn cameras is being demanded by politicians, courts, the media and the public. This technology is new and emerging. Earlier this year the department purchased 16 Watch Guard body worn cameras. A policy for the use of these units was developed, reviewed by the city attorney and adopted. We are in the process of installing the IT systems that will allow us to place them in service. This purchase was meant to be the first step in assigning each officer their own body camera.

To meet both of these emerging needs, we released an RFP for the purchase of in car and body worn cameras on June 25, 2015. The responses were due by July 15, 2015. One of the main requirements in the RFP was for the in car and body cameras to integrate. The goal was for an officer to avoid the requirement of wearing the body camera and the remote microphone for the in car system.

There was a total of 7 proposals received. Of those proposals, 2 companies indicated they met the integration requirement or were in the process of meeting it. Those companies were Watch Guard and CDW-G Panasonic.

**Panasonic** indicated they had just released their first phase of the integrated system and hoped to have units available to ship in September. This phase allows the body worn camera to be triggered when the in car camera triggers. It also allows videos taken by the in car and the body worn unit to be

merged and stored together in the system. The microphone is not fully integrated and in order to record sound on the in car system, the remote microphone must be worn outside the car. It is also unclear how individual body worn cameras will be merged with the in car system. Panasonic indicated this may be a programming issue on the back end. This means IT would have to assign individual cameras to a car making it difficult for an officer to switch vehicles if he or she wished to have the units integrated. As stated before, the system has three phases of release and it is possible these issues would be resolved in one of the later phases.

The pricing for Panasonic's product is broken down as follows:

12 Arbitrator in car systems with installation plus 5 year warranty on the unit, 5 year warranty on the microphone and 5 year software maintenance	<b>\$107,639</b>
36 Body worn Cameras with set up	<b>\$39,490</b>
Additional Data Storage	<b><u>\$4700</u></b>
<b>Total</b>	<b>\$151,838</b>

**Watch Guard** indicated they were currently working on their integrated system. They are planning on releasing it in March or April of 2016. They stated the body worn camera will act as the microphone for the in car system. The body worn cameras will sync with the in car system by docking them prior to shift. This feature will make it easier to move from car to car if needed. One feature of the body worn camera and the in car system that is not found in other products is the ability to retrieve incidents that were not actively recorded by the officer. Both units act as a DVR and are basically recording at all times. These recordings are not saved in the system unless the officer activated either system manually or through an automatic trigger. The passive recordings are saved on the individual units for some time between 24 and 32 hours. It allows the department to retrieve them if a situation arises where they are needed and the officer may not have realized it was a situation that required activating the camera. The department currently has 16 Watch Guard body worn cameras. Watch Guard indicated the department would be allowed to trade in those cameras as well as the external microphones for the in car systems when the integrated body worn camera is released.

The pricing for Watch Guard's Product is listed below:

12 4RE in car systems with installation included plus 5 year warranty on all units and 5 year software protection plan	<b>\$87,490</b>
45 body worn cameras (including trade in of existing 16 units) Plus 1 <sup>st</sup> year software plan	<b>\$37,125</b>
Additional Data Storage	<b><u>\$4700</u></b>
<b>Total</b>	<b>\$129,315</b>

It should be noted that Watch Guard will require **\$5400** a year after first year for software protection on the 36 body worn camera. A five year plan is included in the in car price. After five years if we continue to maintain the software plan the total yearly outlay would be **\$7500** to extend the body worn and in car systems. (based on 36 body worn cameras and 12 in car systems.) Neither quote includes an equipment warranty past one year on the body worn camera units. In my opinion the cost of the

extended warranty would allow us to replace six units a year if they were damaged. I cannot foresee the need to replace that many.

After reviewing both systems, it is my recommendation we purchase the Watch Guard system. The fact that we already have 16 of the body worn cameras and have purchased the storage software are important in making that decision. Outside of that, the feature of being able to recover incidents that may not have been "recorded" by the officer is a huge selling point.

I suggest we make the purchase in two phases; purchase the 12 in car systems now and use the 16 body worn cameras that we already own until the integrated units are released. When they are released, we can purchase the amount needed to outfit each officer with their own body worn camera utilizing our credit for the 16 trade ins and the trade in value of the remote microphones. It would cost approximately **\$39,125** to acquire 45 of the integrated body worn camera units and the first year of software protection. , with trade in, during the second phase of the purchase. Software protection on those 45 units after the first year would be **\$6750**. The recurring cost of the software protection on 57 units, (45 body worn cameras and 12 in car systems) would be **\$8550** after 5 years.

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



## 4RE & VISTA Price Estimate

Provided By: Kyle Keling  
 Contract #:

TOTAL PROJECT ESTIMATED AT

**\$87,490.00**

Agency Name:	Gladstone Police Department
Contact Person:	Captain Jeff Self
Contact Info:	816-423-4022
Date:	August 19, 2015

### 4RE In-Car System and Options

	Quantity	MSRP	Direct	Extended
4RE-200-GPS-PAN	12	\$ 5,675.00	\$ 4,995.00	\$ 59,940.00
4RE ELITE	0	\$ 300.00	\$ 275.00	\$ -
4RE Audio Expansion	0	\$ 125.00	\$ 100.00	\$ -
MOBILE APP	0	\$ 85.00	\$ 50.00	\$ -

### 4RE Interview System and Options

	Quantity	MSRP	Direct	Extended
4RE-200-DOM-INT	0	\$ 5,675.00	\$ 4,995.00	\$ -
CAM-BST-101-NEW	0	\$ 240.00	\$ 200.00	\$ -
CAM-INT-PIR-COV	0	\$ 240.00	\$ 200.00	\$ -
CAM-INT-PIN-103	0	\$ 210.00	\$ 175.00	\$ -

### 4RE Motorcycle System

	Quantity	MSRP	Direct	Extended
4RE-64S-GPS-VTY	0	\$ 5,830.00	\$ 5,295.00	\$ -
4RE-64S-GPS-HND	0			
4RE-64S-GPS-HAR	0			
4RE-64S-GPS-BMW	0			

### Wireless Video Transfer and Networking Options

	Quantity	MSRP	Direct	Extended
4RE-WRL-KIT-05C	12	\$ 345.00	\$ 200.00	\$ 2,400.00
HDW-ETH-SWT-001	0	\$ 180.00	\$ 150.00	\$ -

### Camera Configuration Options

	Quantity	MSRP	Direct	Extended
CAM-BST-102-NEW	0	\$ 220.00	\$ 195.00	\$ -
WGA00485	0	\$ 220.00	\$ 195.00	\$ -

### Microphone Options

	Quantity	MSRP	Direct	Extended
DUAL MIC UPGRADE	0	\$ 789.00	\$ 699.00	\$ -
DESKTOP CHARGER	0	\$ 110.00	\$ 99.00	\$ -
TRANSMITTER	0	\$ 385.00	\$ 345.00	\$ -

### 4RE Hardware Warranties 1st year is included with a new 4RE purchase.

	Quantity	MSRP	Direct	Extended
WAR-4RE-CAR-2ND	12	\$ 155.00	\$ 100.00	\$ 1,200.00
WAR-4RE-CAR-3RD	12	\$ 255.00	\$ 200.00	\$ 2,400.00
WAR-4RE-CAR-4TH	12	\$ 380.00	\$ 325.00	\$ 3,900.00
WAR-4RE-CAR-5TH	12	\$ 505.00	\$ 450.00	\$ 5,400.00

### 4RE Software Protection Plan Create, amend or extend a Software Protection Plan

	Quantity	MSRP	Direct	Extended
SFW-MNT-ELB-1YR	12	\$ 180.00	\$ 150.00	\$ 1,800.00
SFW-MNT-ELB-2YR	12	\$ 180.00	\$ 150.00	\$ 1,800.00
SFW-MNT-ELB-3YR	12	\$ 180.00	\$ 150.00	\$ 1,800.00
SFW-MNT-ELB-4YR	12	\$ 180.00	\$ 150.00	\$ 1,800.00
SFW-MNT-ELB-5YR	12	\$ 180.00	\$ 150.00	\$ 1,800.00

### Miscellaneous Options and Accessories

	Quantity	MSRP	Direct	Extended
RADAR CABLE	0	\$ 85.00	\$ 75.00	\$ -
Trade-In	0	\$ -	\$ -	\$ -
CUSTOM 1	16	\$ -	\$ 150.00	\$ 2,400.00

Total 4RE Equipment \$ 86,640.00

### Manual Adjustments

Will substitute one Panoramic camera for second cabin camera for transport van - no charge

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: \$ 86,640.00  
 UPS Ground Shipping: \$ 300.00  
 Taxes: 0.0% \$ -  
**4RE TOTAL: \$ 86,940.00**

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



## 4RE & VISTA Price Estimate

Provided By: Kyle Keling  
Contract #:

**TOTAL PROJECT ESTIMATED AT**  
**\$87,490.00**

Agency Name: Gladstone Police Department  
Contact Person: Captain Jeff Self  
Contact Info: 816-423-4022  
Date: August 19, 2015

### Evidence Library Server and Client Software

			MSRP	Direct	Extended
SFW-ELX-KIT-100	Evidence Library Express Standalone Software	1	\$ -	\$ -	\$ -
SFW-ELB-CLI-300	Included Remote Client License Key, Evidence Library 3	5	\$ 85.00	\$ -	\$ -
SFW-ELB-CLI-301	Additional Remote Client License Key, Evidence Library 3	0	\$ 85.00	\$ 75.00	\$ -
SFW-SQL-CAL-R25	Additional Software CALs, SQL Server 2008 R2, 5 CAL Pack	0	\$ 460.00	\$ 410.00	\$ -
SFW-SQL-CAL-R21	Additional Software CAL, SQL Server 2008 R2, 1 CAL Pack	0	\$ 100.00	\$ 90.00	\$ -

### Watch Commander Live Video Streaming Application

			MSRP	Direct	Extended
SFW-WCM-KIT-100	Watch Commander Live Video Streaming Application	0	\$ 2,900.00	\$ 2,500.00	\$ -
SFW-WCM-LIC-FEE	Watch Commander Annual License Fee, 1st Year (Months 1-12)	0	\$ 275.00	\$ 250.00	\$ -
SFW-WCM-LIC-FEE	Watch Commander Annual License Fee, 2nd Year (Months 13-24)	0	\$ 275.00	\$ 250.00	\$ -
SFW-WCM-LIC-FEE	Watch Commander Annual License Fee, 3rd Year (Months 25-36)	0	\$ 275.00	\$ 250.00	\$ -
SFW-WCM-LIC-FEE	Watch Commander Annual License Fee, 4th Year (Months 37-48)	0	\$ 275.00	\$ 250.00	\$ -
SFW-WCM-LIC-FEE	Watch Commander Annual License Fee, 5th Year (Months 49-60)	0	\$ 275.00	\$ 250.00	\$ -

### Server Hardware and Software

			MSRP	Direct	Extended
HDW-4RE-SRV-102	3U Rack Mount 16 SATA Drive Server, Intel Xeon E5-2609 2.4GHz Quad Core, 8GB RAM, 2x128GB SSD 6GB/S MLC drives (boot) 3x500GB SATA 7,200 RPM drives (sql), Windows Server 2008 R2 64-bit, SQL Server 2008 R2 (SCAL), 3-Year full service (on-site or reimbursed) warranty.  Small to Medium sized agency. 6-15 concurrent systems.  <i>This server system does NOT include supporting equipment like keyboards, network switches, monitor, etc.</i>	0	\$ 7,715.00	\$ 6,940.00	\$ -

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

			MSRP	Direct	Extended
HDW-4RE-HDD-4TB	4TB Hard Drives, Server Class, 7,200 rpm, 64MB Cache	0	\$ 555.00	\$ 490.00	\$ -
HDW-4RE-JBD-000	Optional JBOD Enclosure	0	\$ -	\$ -	\$ -
HDW-4RE-RBT-000	Optional DVD Robot	0	\$ -	\$ -	\$ -

### Wireless Access Points

			MSRP	Direct	Extended
WAP-BLD-245-001	Wi-Fi Access Point, 802.11n, 2.4/5GHz, Digital Steering	0	\$ 3,270.00	\$ 3,270.00	\$ -
WAP-KIT-05G-001	WiFi Access Point Kit, 802.11n, 5GHz, Omni-Directional	0	\$ 455.00	\$ 405.00	\$ -
WAP-BLD-05G-001	Wi-Fi Access Point, 802.11n, 5GHz, Sector Antenna	2	\$ 285.00	\$ 250.00	\$ 500.00

**Total IT Hardware and Software \$ 500.00**

### WatchGuard Video Technical Services

			MSRP	Direct	Extended
SVC-4RE-INS-100	4RE System Installation, In-Car (Per Unit Charge)	0	Quote	Quote	\$ -
SVC-4RE-INS-101	4REm System Installation, Motorcycle (Per Unit Charge)	0	Quote	Quote	\$ -
SVC-VID-REM-100	Video System Removal (Per Unit Charge)	0	Quote	Quote	\$ -
SVC-4RE-000-000	4RE System Setup, Configuration, Testing and Training (Performed by WatchGuard Technical Services if selected)	0	\$ -	\$ -	\$ -
SVC-WGV-ONS-300	Access Point installations including cable runs (Work may be performed by a sub-contractor)	0	\$ 1,100.00	\$ 1,000.00	\$ -

**Total Technical Services \$ -**

### 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: \$ 500.00 UPS Ground Shipping: \$ 50.00 Taxes: 0.0% \$ -
<b>Software &amp; Server TOTAL:</b>		<b>\$ 550.00</b>

### Financing

Estimate Only  
Call for Detailed Quote

Outside Texas

- Includes applicable warranty coverage
- You take ownership immediately. Fully paid off at end of term
- For a detailed quote, call WatchGuard to determine final project price, approximate date of first payment, desired financing term, and basic agency information

Payments	3-Year	4-Year	5-Year
Monthly	\$ 2,598	\$ 1,985	\$ 1,620
Quarterly	\$ 7,765	\$ 5,931	\$ 4,840
Semi-Annual	\$ 15,442	\$ 11,795	\$ 9,623
Annual	\$ 30,537	\$ 23,331	\$ 19,032

### 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.



BODY-WORN CAMERAS			
9	VISTA HD Wearable Camera Standard Capacity Includes: Transfer / Charging Base Mounting Hardware Evidence Library Express Software One (1) Year warranty on ALL components Shipping and Handling		\$795.00 \$0.00
-OR-			
10	VISTA HD Wearable Camera Extended Capacity Includes: Transfer / Charging Base Mounting Hardware Evidence Library Express Software One (1) Year warranty on ALL components Shipping and Handling	36	\$895.00 \$32,220.00
<b>Body-Worn Camera Total</b>			<b>\$32,220.00</b>
BACK OFFICE SOFTWARE AND HARDWARE			
11	EVIDENCE LIBRARY SOFTWARE LICENSE One-time software license fee		\$1,000.00 \$0.00
12	EVIDENCE LIBRARY SOFTWARE PROTECTION, 1ST YEAR Annual per unit fee	50	\$150.00 \$7,500.00
13	4RE CLIENT SOFTWARE, EL3, ADDITIONAL COPIES		\$75.00 \$0.00
14	SOFTWARE CAL, SQL SERVER 2008 R2, 1CAL		\$90.00 \$0.00
15	SOFTWARE CAL, SQL SERVER 2008 R2, 5CALs		\$410.00 \$0.00
16	4RE SERVER, 1-10 CONCURRENT CARS (w/Win Server and SQL Server 5 CAL)		\$6,940.00 \$0.00
17	VIDEO STORAGE HARD DRIVE, 2TB		\$200.00 \$0.00
18	VIDEO STORAGE HARD DRIVE, 4TB		\$490.00 \$0.00
19	WIFI ACCESS POINT, 802.11n, 5GHz, SECTOR Includes PoE	1	\$250.00 \$250.00

## Gladstone Vista Upgrade Projection

Item	Qty	Unit	Total
Vista Wireless	45 \$	995 \$	44,775
less Vista Trade	16 \$	750 \$	12,000
<i>Equipment Total</i>			<u>\$ 32,775</u>
add remaining S/W Protection	29 \$	150 \$	<u>4,350</u>
<i>Equipment and S/W Total</i>			<u>\$ 37,125</u>



Client: Gladstone PD, MO

AM: Kevin Kerr  
BDM: Matt Parnofello

CDW EDC	Manufacturer Part	Description	MSRP	Qty	Discounted Price	Extended Price
3139930	ARB-KIT-HD256W1M90	Arbitrator MK3, HD Camera, 900 MHz Wireless Microphone, 256 GB SSD, Wireless 1 integrated option	\$ 6,838.00	14	\$ 5,573.00	\$ 78,022.00
2009219	CF-SVCARB2AMATY	Annual Maintenance per vehicle - 1 Year	\$ 300.00	14	\$ 284.00	\$ 3,976.00
		Extended Warranty Options				
		PANASONIC ARBITRATOR 1 Year Extended Warranty (Year 4)	\$ 290.00			
		PANASONIC ARBITRATOR 2 Year Extended Warranty (Year 4-5)	\$ 441.00			
		PANASONIC ARBITRATOR 3 Year Protection Plus (Year 1-2)	\$ 595.00			
		PANASONIC ARBITRATOR 4 Year Protection Plus (Year 1-4)	\$ 775.00			
		PANASONIC ARBITRATOR 5 Year Protection Plus (Year 1-5)	\$ 905.00			
		PANASONIC - 1YR 360 MICROPHONE KIT EXT W1 (Year 2)	\$ 207.00			
		PANASONIC - 2YR 360 MICROPHONE KIT EXT W1 (Year 2,3)	\$ 450.00			
		PANASONIC - 3YR 360 MICROPHONE KIT EXT W1 (Year 2,3,4)	\$ 575.00			
		PANASONIC - 4YR 360 MICROPHONE KIT EXT W1 (Year 2,3,4,5)	\$ 900.00			
		Peripheral Options/Parts/Accessories				
3444380	ARB-SSDREAD	Arbitrator MK3 SSD Reader	\$ 219.00	1	\$ 202.00	\$ 202.00
3246849	ARB-WV-VC31-C	Back Seat Camera with Black body	\$ 515.00	1	\$ 402.00	\$ 402.00
3175084	ARB-APWWQS22-RP-BL	Double-Wi-Fi Antenna, Black (Required for W1 kits)	\$ 165.00	14	\$ 122.00	\$ 1,708.00
		Vehicle Installation Services				
1916684	CF-SVCARB2INST1	Arbitrator 360HD Vehicle Installations **Kit Only** Per Day (5 car max) - In-Car Set up - Incl. Travel Exp. (For installations that include Kit and accessories, use sku: CF-SVCARB2INST2)	\$ 4,040.00	2	\$ 1,995.00	\$ 3,990.00
1938575	CF-SVCARB2INST2	Arbitrator 360HD Vehicle Installations **Kit + Accessories** - Per Day (5 car max) - In-Car Set up - Incl. Travel Exp.	\$ 2,600.00	1	\$ 2,455.00	\$ 2,455.00
		Panasonic Implementation Service Packages				
1916488	CF-SVCARB2ASST	Panasonic Delivered Arbitrator 360 Assist System Install Bundle	\$ 14,000.00	1	\$ 13,305.00	\$ 13,305.00
		<b>Total</b>			<b>\$</b>	<b>\$ 104,070.00</b>

\* CDW Government LLC ("CDW\*G") submits this bid response subject only to the terms and conditions contained on the current CDW\*G website located at <http://www.cdwg.com/content/terms-conditions/product-sales.aspx>. Any terms and conditions in the bid or elsewhere that are additional to or different from the terms and conditions of the current CDW\*G website shall not apply to any transaction(s) that results from CDW\*G's submission of its bid response and such transaction(s) shall be subject only to the terms and conditions of the current CDW\*G website. Please note that before any on-site services are to be started, CDW Government LLC (CDW\*G) and the City of Gladstone Public Safety Police Department will need to enter into an agreement outlining the Statement of Work (SOW) upon both sides negotiating and then agreeing to the terms of the SOW, CDW\*G then will perform the services as outlined by the SOW.



Client: Gladstone PD, MO

AM: Kevin Kerr  
AE:  
BDM: Matt Parnofello

CDW EDC	Manufacturer Part	Description	MSRP	Qty	Discounted Price	Extended Price
New-Item	ARB-BWCMAINKIT	Arbitrator Body Worn Camera Main Units Body Worn Camera Kit includes mounting plate, battery, storage card, mounting clips for shirt and pen pocket	\$ 975.00	36	\$ 878.00	\$ 31,608.00
New-Item	CF-SVCARBWCAM50	Software Licensing & Support (required) Wearable Camera License Pack Bundle for Server (Up to 50 BWC)	\$ 1,900.00	1	\$ 1,561.00	\$ 1,561.00
New-Item	CF-ARBS09TFMCNS	Standard Implementation Packages - Pre-Project (Scope & SOW Required)	\$ 2,599.00	2	\$ 2,107.00	\$ 4,214.00
New-Item	CF-ARBS09TFMTV	Arbitrator Technical Field Service Daily Rate, (SOW Required) Arbitrator Technical Field Service Travel Expense Rate	\$ 2,599.00	1	\$ 2,107.00	\$ 2,107.00
					<b>Total \$</b>	<b>39,490.00</b>

\* CDW Government LLC ("CDW-G") submits this bid response subject only to the terms and conditions contained on the current CDW-G website located at <https://www.cdwg.com/content/terms-conditions/product-sales.aspx>. Any terms and conditions in the bid or elsewhere that are additional to or different from the terms and conditions of the current CDW-G website shall not apply to any transaction(s) that results from CDW-G's submission of its bid response and such transaction(s) shall be subject only to the terms and conditions of the current CDW-G website. Please note that before any on-site services are to be started, CDW Government LLC (CDW-G) and the City of Gladstone Public Safety Police Department will need to enter into an agreement outlining the Statement of Work (SOW). Upon both sides negotiating and then agreeing to the terms of the SOW, CDW-G then will perform the services as outlined by the SOW.



Client: Gladstone PD, MO

AM: Kevin Kerr

AE:

BDM: Matt Parnofiello

CDW EDC	Manufacturer Part	Description	MSRP	Qty	Discounted Price	Extended Price
2038183	AW555A	HP MSA2040 Hard Drives HP 2TB Hard Drive	\$ 686.27	6	\$ 490.00	\$ 2,910.00
3116289	C8R18SB	HP MSA2040 LFF Disk Enclose HP Modular Smart Array 2040 LFF Disk Enclosure	\$ 2,964.55	1	\$ 2,600.00	\$ 2,600.00
		Extended Warranty Options				
	U2KF6E	HP 4 Year NBD MSA 2000 Enclosure	\$ 957.59	1	\$ 815.02	\$ 815.02
	U2KF7E	HP 3 Year 24X7 MSA2000 Enclosure	\$ 1,344.62	1	\$ 1,145.40	\$ 1,145.40
	U2KE5E	HP 4 Year 24X7 W/CDMR MSA2000 Enclosure	\$ 2,693.24	1	\$ 2,294.22	\$ 2,294.22
3148663	C8R26SB	HP MSA2040 Hard Drives HP 4TB SAS 7.2K 3.5Inch MDL SB H	\$ 915.70	10	\$ 770.00	\$ 7,700.00
					<b>Total</b>	<b>\$ 14,025.00</b>

\* CDW Government LLC ("CDW•G") submits this bid response subject only to the terms and conditions contained on the current CDW•G website located at <http://www.cdwg.com/content/terms-conditions/product-sales.aspx>. Any terms and conditions in the bid or elsewhere that are additional to or different from the terms and conditions of the current CDW•G website shall not apply to any transaction(s) that results from CDW•G's submission of its bid response and such transaction(s) shall be subject only to the terms and conditions of the current CDW•G website. Please note that before any on-site services are to be started, CDW Government LLC (CDW•G) and the City of Gladstone Public Safety Police Department will need to enter into an agreement outlining the Statement of Work (SOW). Upon both sides negotiating and then agreeing to the terms of the SOW, CDW•G then will perform the services as outlined by the SOW.