



4RE/VISTA Price Quote

CUSTOMER: Tontitown Police Department

ISSUED: 5/12/2020 12:27 PM

EXPIRATION: 12/31/2020 6:00 AM

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**TOTAL PROJECT ESTIMATED AT:
\$111,495.00**

ATTENTION: Corey Jenison

SALES CONTACT: Matthew Warren

PHONE: (479) 361-2700

DIRECT:

E-MAIL: cjenison@tontitownar.gov

E-MAIL:
matthew.warren@motorolasolutions.com

V300 Proposal VISTA HD Cameras and Options

Part Number	Detail	Qty	Direct	Discount	Total Price
VIS-300-BWC-001	V300, Body Worn Camera, 1080P, WiFi/Bluetooth with Removable Battery	4.00	\$995.00	\$0.00	\$3,980.00
VIS-300-VTS-KIT	V300, Transfer Station Kit, D350, 8-Slot Upload Station, 10GB, Incl. Cables and Power	2.00	\$1,495.00	\$0.00	\$2,990.00
VIS-300-CHG-001	V300, USB Dock, D300, Desktop Charge/Upload Kit Incl. Power and USB Cables	17.00	\$95.00	\$0.00	\$1,615.00
4RE-STD-GPS-RV2	V300 and 4RE System Bundle. Includes 4RE Standard DVR Camera System with integrated 200GB automotive grade hard drive, ZSL camera, 16GB USB removable thumb drive, rear facing cabin camera, GPS, hardware, cabling and your choice of mounting bracket. It will also include the V300 Continuous Use Wearable Camera with 12 hours continuous HD recording, one camera mount, 128 GB of storage, Wi-Fi docking base, Power over Ethernet Smart Switch	12.00	\$5,550.00	\$0.00	\$66,600.00
WAR-300-CAM-NOF	Warranty, V300 3 Year, No-Fault	16.00	\$450.00	\$0.00	\$7,200.00

Evidence Library 4 Web Software and Licensing

Part Number	Detail	Qty	Direct	Discount	Total Price
KEY-EL5-SRV-001	Evidence Library 5 Web Server Site License Key	1.00	\$1,000.00	\$0.00	\$1,000.00
SFW-4RE-DEV-FEE	Evidence Library 5, 4RE Annual Device License & Support Fee	36.00	\$195.00	\$0.00	\$7,020.00
SFW-BWC-DEV-FEE	Evidence Library 5, VISTA/V300 Annual Device License & Support Fee	48.00	\$195.00	\$0.00	\$9,360.00

4RE Hardware Warranties

Part Number	Detail	Qty	Direct	Discount	Total Price
WAR-4RE-CAR-1ST	Warranty, 4RE, In-Car, 1st Year (Months 1-12)	12.00	\$0.00	\$0.00	\$0.00
WAR-4RE-CAR-2ND	Warranty, 4RE, In-Car, 2nd Year (Months 13-24)	12.00	\$100.00	\$0.00	\$1,200.00

415 E. Exchange Parkway • Allen, TX • 75002
Toll Free (800) 605-6734 • Main (972) 423-9777 • Fax (972) 423-9778
www.WatchGuardVideo.com



4RE/VISTA Price Quote

WAR-4RE-CAR-3RD	Warranty, 4RE, In-Car, 3rd Year (Months 25-36)	12.00	\$200.00	\$0.00	\$2,400.00
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Shipping and Handling

Part Number	Detail	Qty	Direct	Discount	Total Price
Freight	Shipping/Handling and Processing Charges	1.00	\$580.00	\$0.00	\$580.00
					\$103,945.00

4RE and VISTA Proposal

4RE In-Car System and Options

Part Number	Detail	Qty	Direct	Discount	Total Price
CAM-4RE-PAN-NHD	Additional Front Camera, 4RE, HD Panoramic	12.00	\$200.00	\$0.00	\$2,400.00

Wireless Video Transfer and Networking Options

Part Number	Detail	Qty	Direct	Discount	Total Price
4RE-WRL-KIT-101	4RE In-Car 802.11n Wireless Kit, 5GHz (2.4 GHz is available by request)	12.00	\$200.00	\$0.00	\$2,400.00
WAP-MIK-CON-802	WiFi Access Point, Configured, MikroTik, 802.11n, 5GHz, SXT, AP	1.00	\$250.00	\$0.00	\$250.00

WatchGuard Video Technical Services

Part Number	Detail	Qty	Direct	Discount	Total Price
SVC-4RE-ONS-400	4RE System Setup, Configuration, Testing and Training (WG-TS)	1.00	\$2,500.00	\$0.00	\$2,500.00

Shipping and Handling

Part Number	Detail	Qty	Direct	Discount	Total Price
Freight	Shipping/Handling and Processing Charges	1.00	\$0.00	\$0.00	\$0.00
					\$7,550.00

Total Estimated Tax, may vary from State to State \$0.00

Configuration Discounts	\$0.00
Additional Quote Discount	\$0.00
Total Amount	\$111,495.00

NOTE: This is only an estimate for 4RE & VISTA 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.

To accept this quotation, sign, date and return with Purchase Order: _____ DATE: _____



4RE/VISTA Price Quote

FOR PRE-NEGOTIATED ESTIMATE PURPOSES ONLY

(includes current local sales tax rate of 10.75%)

WATCHGUARD REGIONAL SALES MANAGER: Matt Murski

DIRECT: 479-879-4549

E-MAIL: Matt.Murski@MotorolaSolutions.com

WATCHGUARD INSIDE SALES REP: Matthew Warren

DIRECT: 469-525-8666

E-MAIL: Matthew.Warren@MotorolaSolutions.com

SIERRA WIRELESS SALES REP: Rance Best

DIRECT: (405) 921-7395

E-MAIL: RBest@sierrawireless.com

TOTAL PROJECT ESTIMATED AT:

\$162,676.24

**\$0 DOWN, 0% INTEREST, 1ST
PAYMENT JANUARY 2022:**

\$81,338.12 X 2 PAYMENTS

ISSUED: 11/6/2020 2:23 PM

EXPIRATION: 12/31/2020 6:00 PM

CUSTOMER: Tontitown Police Department

ATTENTION: Corey Jenison

PHONE: (479) 361-2700

E-MAIL: cjenison@tontitownar.gov

In Car Video and Body Cameras Proposal

4RE/ V300 Cameras and Options

Part Number	Detail	Qty	Direct	Discount	Total Price
VIS-300-BWC-001	V300, Body Worn Camera, 1080P, WiFi/Bluetooth with Removable Battery	4.00	\$995.00	\$0.00	\$3,980.00
VIS-300-VTS KIT	Transfer Station II Kit, Incl. Power & AC Cables, Label and Docs	2.00	\$1,495.00	\$0.00	\$2,990.00
VIS-300-CHG-001	V300, USB Dock, D300, Desktop Charge/Upload Kit Incl. Power and USB Cables	16.00	\$95.00	\$0.00	\$1,520.00
VIS-300-BAT-RMV	V300, Battery, Removable and Rechargeable, 3.8V, 4180mAh	16.00	\$99.00	\$99.00	\$0.00
4RE-STD-GPS-RV2	V300 and 4RE System Bundle. Includes 4RE Standard DVR Camera System with integrated 200GB automotive grade hard drive, ZSL camera, 16GB USB removable thumb drive, rear facing cabin camera, GPS, hardware, cabling and your choice of mounting bracket. It will also include the V300 Continuous Use Wearable Camera with 12 hours continuous HD recording, one camera mount, 128 GB of storage, Wi-Fi docking base, Power over Ethernet Smart Switch	12.00	\$5,550.00	\$0.00	\$66,600.00
WAR-300-CAM-NOF	Warranty, V300 3 Year, No-Fault	16.00	\$450.00	\$0.00	\$7,200.00
WAR-300-CAM-4TH	Warranty, V300, 4th Year, (requires No Fault Warranty)	16.00	\$180.00	\$0.00	\$2,880.00
WAR-300-CAM-5TH	Warranty, V300, 5th Year, (requires No Fault Warranty)	16.00	\$235.00	\$0.00	\$3,760.00

Evidence Library 5 Web Software and Licensing

Part Number	Detail	Qty	Direct	Discount	Total Price
KEY-EL50SRV-001	Evidence Library, Web Server Site License Key	1.00	\$1,000.00	\$0.00	\$1,000.00
SFW-4RE-DEV-FEE	5 YEARS Evidence Library, 4RE Annual Device License & Support Fee	60.00	\$195.00	\$0.00	\$11,700.00
SFW-BWC-DEV-FEE	5 YEARS Evidence Library, VISTA/V300 Annual Device License & Support Fee	80.00	\$195.00	\$0.00	\$15,600.00

4RE Hardware Warranties

Part Number	Detail	Qty	Direct	Discount	Total Price
WAR-4RE-CAR-1ST	Warranty, 4RE, In-Car, 1st Year (Months 1-12)	12.00	\$0.00	\$0.00	\$0.00
WAR-4RE-CAR-2ND	Warranty, 4RE, In-Car, 2nd Year (Months 13-24)	12.00	\$100.00	\$0.00	\$1,200.00
WAR-4RE-CAR-3RD	Warranty, 4RE, In-Car, 3rd Year (Months 25-36)	12.00	\$200.00	\$0.00	\$2,400.00
WAR-4RE-CAR-4TH	Warranty, 4RE, In-Car, 4th Year (Months 37-48)	12.00	\$325.00	\$0.00	\$3,900.00
WAR-4RE-CAR-5TH	Warranty, 4RE, In-Car, 5th Year (Months 49-60)	12.00	\$450.00	\$0.00	\$5,400.00

Shipping and Handling

Part Number	Detail	Qty	Direct	Discount	Total Price
Freight	Shipping/Handling and Processing Charges	1.00	\$580.00	\$0.00	\$580.00
					\$130,710.00

In Car Video System Options

Dual Forward Facing Panoramic and Rotating Cameras

Part Number	Detail	Qty	Direct	Discount	Total Price
CAM-4RE-PAN-NHD	Additional Front Camera, 4RE, HD Panoramic	12.00	\$200.00	\$0.00	\$2,400.00

Cellular Upload from the Vehicle Kits

Part Number	Detail	Qty	Direct	Discount	Total Price
WSWA-1104073	Sierra Wireless Reseller, MP70 Adv Pro, Router Gateway Modem, Cellular, WiFi, LTE, 4 Ethernet ports	12.00	\$719.00	\$0.00	\$8,628.00
WSWA-6001129	Sierra Wireless Reseller, 6in1 Dome Antenna - 2xLTE, GNSS, 3xWiFi, 2.4/5GHz, Bolt Mount, 5m, Black	12.00	\$219.00	\$0.00	\$2,628.00
WSWA-9010320	Sierra Wireless Reseller, AirLink Support - MP/RV devices	12.00	\$480.00	\$480.00	\$0.00
WSWA-2000579	Sierra Wireless Reseller, power AC Adaptor, 12 VDC , desktop MP/RV	1.00	\$20.00	\$0.00	\$20.00

Shipping and Handling

Part Number	Detail	Qty	Direct	Discount	Total Price
Freight	Shipping/Handling and Processing Charges	1.00	\$0.00	\$0.00	\$0.00
					\$13,676.00

On Site Deployment and Training

WatchGuard Video Technical Services

Part Number	Detail	Qty	Direct	Discount	Total Price
SVC-4RE-ONS-400	Tier 1 Onsite Installation. Includes Project Coordination, One Pre-Deployment IT Call, Provisioning of ELC and Azure AD, Install OS and SQL (if Purchased from WatchGuard), Limited EL Client Installations, Limited Cofiguring of 4RE Units, Limited MDC App Installations, Interview Room Configuration, Limited Configuration of Body Worn Cmaeras, Full Testing of WatchGaurd Systems, Installation of Evidence Library, Training of Officer and Admin Staff, Limited Vehicle Install Inspections, Vendor Management, Suppo	1.00	\$5,000.00	\$2,500.00	\$2,500.00
					\$2,500.00



4RE/ V300 Price Quote

Total Estimated Tax, may vary from State to State \$15,790.24

Configuration Discounts	\$9,844.00
Additional Quote Discount	\$0.00
Total Amount	\$162,676.44

NOTE: This is only an estimate for 4RE & VISTA 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.

To accept this quotation, sign, date and return with Purchase Order: _____ DATE: _____

Date: November 9, 2020

Financing proposal for: **City of Tonitown AR**
Communications System Financing Proposal

Motorola Solutions Credit Company LLC is pleased to submit the following proposal for the financing of your Motorola Communications P-25 site solution in accordance with the terms and conditions outlined below:

Transaction Type: Municipal Lease-Purchase Agreement
Lessor: Motorola Solutions, Inc. (or its Assignee)
Lessee: City of Tonitown AR
Amount: \$162,676.24
Down Payment: \$0.00
Balance to Finance: \$162,676.24
Equipment: As per the Motorola equipment proposal.
Title: Title to the equipment will vest with the Lessee.
Insurance: Lessee will be responsible to insure the equipment as outlined in the lease contract.
Taxes: Personal property, sales, leasing, use, stamp, or other taxes are for the account of the Lessee.

Option One

Lease Term: Two Years
Payment Frequency: Annual
Payment Structure: Arrears
Lease Rate: 0.00%
Lease Factor: 0.500000
Lease Payment: \$81,338.12
Payment Commencement: First payment due one year after contract execution.
Expiration: This above lease rates and factors are valid for all leases commenced by 12/10/2020
Qualifications: Receipt of a properly executed documentation package.

Lessee qualifies as a political subdivision or agency of the State as defined in the Internal Revenue Code of 1986. The interest portion of the Lease Payments shall be excludable from the Lessor's gross income pursuant to Section 103 of the Internal Revenue Code.

Receipt of a copy of the last years audited financial statements and current year's budget from the Lessee.

This proposal should not be construed as a commitment to finance. It is subject to final Motorola credit committee approval. This quote is based on the general level of interest rates, primarily U.S. Treasury Bills of like term maturity. Any movement in those rates in excess of 10 basis points will result in the revision of this quote.

LESSEE CERTIFIES THAT IT HAS DESIGNATED THIS LEASE AS A QUALIFIED TAX-EXEMPT OBLIGATION IN ACCORDANCE WITH SECTION 265(b)(3) OF THE CODE. THAT IT HAS NOT DESIGNATED MORE THAN \$10,000,000 OF ITS OBLIGATIONS AS QUALIFIED TAX-EXEMPT OBLIGATIONS IN ACCORDANCE

Documentation: Municipal Equipment Lease Purchase Agreement
Opinion of Counsel
Schedule A / Equipment List
Schedule B / Amortization Schedule
8038G
UCC-1
Certificate of Incumbency
Statement of Essential Use/Source of Funds
Evidence of Insurance or Statement of Self Insurance

Please feel free to contact me if there are any questions or if an alternate structuring is required.

Regards,
Bill Stancik
Motorola Customer Financing
847-538-4531