

ATTACHMENT D

**Kevin Burke**

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**From:** Peter Wingert  
**Sent:** Wednesday, May 02, 2018 3:36 PM  
**To:** Kevin Burke  
**Subject:** Breakdown of LPR costs  
**Attachments:** Vigilant\_Solutions\_Quote#\_GSM-0521-01.pdf; GSM-0626-01 Fixed, Tatum and Lincoln, Budgtary, 1 Year Warranty and Hos....pdf

During the first budget presentation, I was asked for a more thorough breakdown of the LPR request. I have attached an itemized project quotation to this email. Here are the outlined costs and my initial plan.

<u>Cost</u>	<u>Service</u>
\$110,610	Install 4 direction LPR at Lincoln and Tatum
\$ 7,200	Integrate L3 LPR Data into Vigilant LPR solution
<u>\$ 14,569</u>	<u>Contingency on project</u>
\$132,379	Total budget for project

My two year plan with the fixed LPR program follows, but I think this is something that we might consider taking to Council in the next year to see where they are at with the program and costs of the LPRs:

1. FY 19
  - a. Expand LPR program to include Lincoln and Tatum
  - b. Continue service of current LPRs through L3 by payment of EMA (\$60k)
  - c. Seek alternative solutions during FY 19 for replacement of L3 equipment
2. FY 20
  - a. L3 will not provide warranty for L3 LPRs due to end of life concerns
  - b. Budget replacement of 3 LPR sites due to equipment failure
  - c. As L3 equipment fails, replace L3 equipment with Vigilant equipment
  - d. Continue to seek longer term, less staff-intensive and lower cost solutions
    - i. Potential lease of equipment from vendor?
    - ii. Outsource maintenance and upkeep of equipment to vendor? (IT staffing related)

Let me know if you have questions.

Thank you.  
Best regards,

Peter Wingert  
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Paradise Valley Police Department  
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Paradise Valley, AZ 85253  
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**Quote For:**

**Paradise Valley Police Department  
Tatum and Lincoln Intersection, All Four Directions**

**Quoted By:**

**Vigilant Solutions, LLC  
Greg Mills**

**Date: 11-15-17**

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Vigilant Solutions, LLC  
 1152 Stealth Street  
 Livermore, California 94551  
 (P) 858-287-0067

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Attention:	Paradise Valley Police Department	Date	11/15/2017
Project Name:	Tatum and Lincoln Intersection, All Four Directions	Quote Number:	GSM-0626-01

## PROJECT QUOTATION

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

Qty	Item #	Description
(4)	Fixed Camera LPR SYS-1 (2)VSF-XXX-H-RE	<p><b>Vigilant Fixed LPR Camera with Integrated Smart Processor</b></p> <p><u>Hardware:</u></p> <ul style="list-style-type: none"> <li>• Integrated (Internal) solid state DSP Smart processor units - No moving parts           <ul style="list-style-type: none"> <li>◦ Plug-N-Play IP based camera with Power Over Ethernet (POE)</li> </ul> </li> <li>• Includes field installed J-Box</li> <li>• Combination IR and Color lens config to be selected at time of order           <ul style="list-style-type: none"> <li>◦ Includes RAM mounting bracket</li> </ul> </li> </ul> <p><u>Software:</u></p> <ul style="list-style-type: none"> <li>• Direct connect to Vigilant's nationally hosted LEARN LPR data server           <ul style="list-style-type: none"> <li>◦ Includes CarDetector LPR software for local server hosting</li> </ul> </li> <li>• LPR vehicle license plate scanning / real time alerting           <ul style="list-style-type: none"> <li>◦ Full suite of LPR tools including data analytics</li> </ul> </li> </ul>
(4)	BCAE1F2-V	<p><b>Four Camera Reaper Communications Box with cellular router and Verizon Modem - two cable glands</b></p> <ul style="list-style-type: none"> <li>• Complete communications and power management solution for up to four (4) Reaper fixed cameras</li> <li>• Includes power management and voltage protection for all components, as well as a router for cellular communications between the cameras and the agency's LEARN account</li> <li>• Includes Verizon modem</li> <li>• Private Wi-fi access point for administrative access to cameras</li> <li>• Integrated GPS with integrated NTP server for accurate time stamps on all detections</li> <li>• Enclosed in a vented NEMA 3R enclosure with fan for cooling</li> <li>• Operational temperature spec -20C to 50C ambient</li> <li>• Two cable glands; one for power, one 3/4" for CAT5</li> </ul>
(8)	VS-FX-UNI-POLE-WALL-BRKT_REV_B	<p><b>Fixed LPR Camera Bracket</b></p> <ul style="list-style-type: none"> <li>• Pole or Wall Mount - UPR ARM ASSY POLE &amp; WALL MOUNT BLK REV B</li> </ul>
(1)	Budgetary Fixed Installation	<p><b>BUDGETARY Installation Costs</b></p> <ul style="list-style-type: none"> <li>• Assumes mounting onto existing infrastructure with available power at the site.</li> <li>• Budgetary only. Site walks needed to produce final quote.</li> </ul>
(1)	VSBSCSVC-02	<p><b>Vigilant LPR Basic Service Package for Hosted/Managed LPR Deployments</b></p> <ul style="list-style-type: none"> <li>• Managed/hosted server account services by Vigilant           <ul style="list-style-type: none"> <li>◦ Includes access to all LEARN and CarDetector software updates</li> </ul> </li> <li>• Priced per camera per year for 15-30 total camera units</li> <li>• Requires new/existing Enterprise Service Agreement (ESA)</li> </ul>

(1)	VSPK1SVC-02	<b>Vigilant LPR Standard Service Package for Hosted/Managed LPR Deployments</b> <ul style="list-style-type: none"> <li>• Optional Service Package Benefits <ul style="list-style-type: none"> <li>◦ Extended access to Vigilant 'Private Data' via CarDetector Mobile Hit Hunter</li> <li>◦ Unlimited access to Vigilant's Mobile Companion LPR application for Smartphones</li> </ul> </li> <li>• Priced per camera per year for 15-30 total camera units</li> <li>• Requires Basic Service Package</li> </ul>
(8)	SSU-SYS-COM	<b>Vigilant System Start Up &amp; Commissioning of 'In Field' LPR system</b> <ul style="list-style-type: none"> <li>• Vigilant technician to visit customer site</li> <li>• Includes system startup, configuration and commissioning of LPR system</li> <li>• Applies to mobile (1 System) and fixed (1 Camera) LPR systems</li> </ul>
(1)	VS-TRVL-01	<b>Vigilant Travel via Client Site Visit</b> <ul style="list-style-type: none"> <li>• Vigilant certified technician to visit client site</li> <li>• Includes all travel costs for onsite support services</li> </ul>
(8)	VS-SHP-02	<b>Vigilant Shipping &amp; Handling Charges</b> <ul style="list-style-type: none"> <li>• Applies to each fixed camera LPR System</li> <li>• Shipping Method is FOB Shipping</li> </ul>
<b>Subtotal Price</b> (Excluding sales tax)		<b>\$110,610.00</b>

**Quote Notes:**

1. All prices are quoted in USD and will remain firm and in effect for 60 days.
2. No permits, start-up, installation, and or service included in this proposal unless explicitly stated above.
3. All hardware components to have standard One (1) year hardware warranty.
4. This Quote does not include anything outside the above stated bill of materials.
5. Extended hardware warranty not included. Additional 1-4 years available.
6. 1 year of hosting services of equipment listed included.
7. Quote is budgetary only, not an offer for sale.
8. Site walks and installation considerations need to take place prior to formal quote.
9. Tax not included.

**Quoted by: Greg Mills - 858-287-0067 - greg.mills@vigilantsolutions.com**

<b>Total Price</b> (Excluding sales tax)	<b>\$110,610.00</b>
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**Quote For:**

**Paradise Valley Police Department  
L3 Integration/Migration Development**

**Quoted By:**

**Vigilant Solutions LLC  
Greg Mills**

**Date: 07-20-17**

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Vigilant Solutions LLC  
2021 Las Positas Court - Suite # 101  
Livermore, California 94551  
(P) 858-287-0067

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Attention:	Paradise Valley Police Department	Date	7/20/2017
Project Name:	L3 Integration/Migration Development	Quote Number:	GSM-0521-01

### PROJECT QUOTATION

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

Qty	Item #	Description
(48)	Dev	Development to Integrate/Migrate L3 ALPR Systems into LEARN <ul style="list-style-type: none"><li>• Dev rate is \$150/hr</li><li>• 24 hours of coding.</li><li>• 16 hours of QA, testing, and packaging</li><li>• 4 hours of management</li><li>• 4 hours deployment and support</li></ul>
<b>Subtotal Price</b> (Excluding sales tax)		<b>\$7,200.00</b>

#### Quote Notes:

1. All prices are quoted in USD and will remain firm and in effect for 60 days.
2. Compatibility with Vigilant Solutions hardware/software to be confirmed prior to sale.
3. Software is manufactured under strict Vigilant Solutions standard.
4. This Quote is provided per our conversation & details given by you - not in accordance to any written specification.

Quoted by: Greg Mills - 858-287-0067 - [greg.mills@vigilantsolutions.com](mailto:greg.mills@vigilantsolutions.com)

<b>Total Price</b> (Excluding sales tax)	<b>\$7,200.00</b>
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