



## Proposal Pricing for Public Safety Video and Vehicle Mounted Equipment

NASPO ValuePoint



Submitted by

**4RE** HIGH DEFINITION, WIRELESS TRANSFER, SERVER-BASED IN-CAR VIDEO FOR LAW ENFORCEMENT



WatchGuard Video  
415 Century Parkway, Allen, TX 75013  
1.800.MPEG (6734)  
[www.watchguardvideo.com](http://www.watchguardvideo.com)

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11<sup>th</sup> of July, 2016

OMES / Central Purchasing  
5005 North Lincoln Boulevard  
Suite 300  
Oklahoma City, OK 73105

Reference: RFP # OK-MA-145 Public Safety Video and Vehicle Mounted Equipment –  
Proposal Pricing Page

WatchGuard Video is pleased to offer NASPO ValuePoint a minimum 20% off of our MSRP pricing based on our Detailed Published Option Price List.

Volume discounts have been included based on department size on all of our hardware.

Thank you for your consideration to this proposal.

Respectfully Submitted,

Kyrie Endres

*Proposal Manager*

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# Public Safety/Law Enforcement Video and Vehicle Mounted Equipment

## Attachment D Band 1 - Pricing Template

OK - MA - 145 - BAND 1 - BODY WORN VIDEO CAMERAS AND RECORDING DEVICES - CATALOG/PERCENTAGE DISCOUNT

Supplier Name: WatchGuard Video

### 1. BASELINE PRICING

Identify Baseline/List pricing Utilized

WatchGuard Video Detailed Published Options Price List

### 2. BAND DISCOUNT

In space provided below, list the discount percentage you will be bidding for each category of Band 1 products.

*If offering a range of discount, i.e., 10 - 95%, only the lowest discount will be evaluated.*

CATEGORY:	DISCOUNT
Body Worn Video Cameras	20% off MSRP
Charging and Transfer Bases	20% off MSRP
Extended Hardware Warranty Options	20% off MSRP

### 3. VOLUME DISCOUNTS

CATEGORY:	Volume	DISCOUNT
Discounts based on agency size have been included for the Body Worn Video Camera category.	Please see Better, Scenario # 2 Tab	Please see Better, Scenario # 2 Tab

### 4. ADDITIONAL DISCOUNTS OFFERED

CATEGORY:		DISCOUNT
Not applicable		

# Public Safety/Law Enforcement Video and Vehicle Mounted Equipment

## Attachment D Band 1 - Pricing Workbook

### OK - MA - 145 - Band 1 - Body Worn Video Cameras and Recording Devices

Supplier Name: WatchGuard Video

Cost Scenarios - Due to the complexity of this initiative, and to allow for new technology and expanding product lines, this section contains different situations which allow the experienced supplier to propose their total suggested solution for different types of end users which will be using this contract.

Proposers shall offer solutions for outfitting police and other public safety entities with a turnkey video solution based on the following four (4) examples of law enforcement agency sizes.

- Small { 1 to 25 Officers}
- Medium {26 to 200 Officers}
- Large {201 to 1000 Officers}
- X-Large {1001+ Officers}

Each Scenario must include good, better, and best technologies. Respondents are reminded that this is a National contract, from small rural local groups to the largest Metropolitan forces. Different styles and budgets are highly anticipated.

Systems should be priced as one complete project, to include all suggested equipment priced per unit, project set up, installation, training, software, storage, and any other equipment relevant to the proposed system. Scenarios should include both self hosted and secured cloud storage solutions if available. (Band 3 only?)

Please provide an itemized cost breakdown for each component.

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**Public Safety/Law Enforcement Video and Vehicle Mounted Equipment**  
**Attachment D Band 1 - Pricing Workbook**  
**OK - MA - 145 - Band 1 - Body Worn Video Cameras and Recording Devices**

**Better Solution - Base Model**

Supplier Name: WatchGuard Video

Equipment:		Small (1 - 25 Officers)	Medium (26-200 Officers)	Large (201-1000 Officers)	X-Large (1001+ Officers)
Part #	Description				
<b>Body Worn Video Cameras</b>					
VIS-STD-KIT-001	VISTA Standard Capacity Wearable Camera System. Capable of High Definition (720p) video recording for 6 continuous hours (standard definition recording also available). Features an ultra-rugged, weatherproof design, Record-After-The-Fact, quick release mounting hardware, and integration with Evidence Library and ARE In-Car Video Systems. Includes a transfer/charging base, mounting hardware, Evidence Library Express software and one (1) Year Factory Hardware Warranty.	\$810.00	\$750.00	\$770.00	\$750.00
VIS-EXT-KIT-001	VISTA Extended Capacity Wearable Camera System. Capable of High Definition (720p) video recording for 9 continuous hours (standard definition recording also available). Features an ultra-rugged, weatherproof design, Record-After-The-Fact, quick release mounting hardware, and integration with Evidence Library and ARE In-Car Video Systems. Includes a transfer/charging base, mounting hardware, Evidence Library Express software and one (1) Year Factory Hardware Warranty.	\$910.00	\$890.00	\$870.00	\$850.00
VIS-EXT-WIF-001	VISTA Extended Capacity Wi-Fi Wearable Camera Camera only, includes one (1) year Factory Hardware Warranty, Choice of charging/transfer base - WiFi, USB, or Ethernet.	\$1,010.00	\$990.00	\$970.00	\$950.00
<b>Charging and Transfer Bases</b>					
VIS-CHG-DTC-001	VISTA HD, USB Charge and Upload Docking Base	\$85.00			
VIS-CHG-WIF-8SE	VISTA HD, WiFi Charging Radio Base Station	\$200.00			
VIS-VTS-DTC-001	VISTA HD 8 Bay Ethernet Transfer Station	\$1,520.00			
<b>Extended Hardware Warranty Options</b>					
WAR-VIS-CAM-1ST	Warranty, VISTA 1st Year (Months 1-12)	Included			
WAR-VIS-CAM-HOF	Warranty, VISTA 3 Year No-Fault	\$380.00			
WAR-VIS-HWS-BUN	Warranty, VISTA 3 Year Hardware and Software Bundle	\$380.00			
WAR-VIS-CAM-HOF	Warranty, VISTA WiFi, 3 Year No-Fault	\$450.00			
WAR-VIS-NFW-BUN	Warranty, VISTA WiFi, Hardware and Software Bundle	\$650.00			
<b>Optional Items and Accessories</b>					
SPW-MOB-APP-001	VISTA Mobile Companion (ELX/EL4 No Maintenance)	\$75.00			
SPW-MOB-APP-002	VISTA Mobile Companion (EL4 w/Maintenance)	Included			
VIS-MNT-KIT-001	VISTA HD, Locking Magnetic Chest Mount (without Straps) - KIT1	\$50.00			
VIS-MNT-KIT-002	VISTA HD, Locking Magnetic Chest Mount (with Straps) - KIT2	\$70.00			
VIS-CHS-STP-001	VISTA HD, Adjustable Strap Kit, for Magnetic Mount	\$20.00			
VIS-SHR-CLP-100	VISTA HD, Shirt Clip with Slider	\$30.00			
VIS-BLT-CLP-001	VISTA HD, Duty Belt Clip	\$20.00			
VIS-MNT-MDL-001	VISTA HD, Mole Vest Adapter Clip	\$20.00			
VIS-MNT-TRI-001	VISTA HD, Tripod Mount Base Adapter	\$35.00			
VIS-MNT-VEL-001	VISTA HD, Velcro Backing Plate (with Hook/Loop Velcro Set uninstalled)	\$20.00			
VIS-MNT-KLK-001	VISTA HD, "Click Fast" Mount Adapter	\$35.00			
VIS-MNT-RAM-001	VISTA HD, Ram Mount Kit	\$35.00			
VIS-MNT-RAM-002	VISTA HD, Suction Cup RAM Mount Kit, 6" Arm	\$125.00			



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**Public Safety/Law Enforcement Video and Vehicle Mounted Equipment  
Attachment D Band 2 - Pricing Workbook**

**BAND 2 - VEHICLE MOUNTED VIDEO AND RECORDING DEVICES - CATALOG/PERCENTAGE DISCOUNT**

**Supplier Name:** WatchGuard Video

**1. BASELINE PRICING**

Identify Baseline/List pricing Utilized

WatchGuard Video Detailed Published Options Price List

**2. BAND DISCOUNT**

In space provided below, list the discount percentage you will be bidding for each category of Band 2 products.

*If offering a range of discount, i.e., 10 - 80%, only the lowest discount will be evaluated.*

<b>CATEGORY:</b>	<b>DISCOUNT</b>
Vehicle Mounted and Recording Devices	20% off MSRP
Vehicle Wi-Fi Kit (Optional Item - Requires Evidence Library 4 Software)	20% off MSRP
Optional Front Camera Upgrades	20% off MSRP
Optional Auxiliary Cameras	20% off MSRP
Optional Upgrade to Dual Wireless Microphone Kit	20% off MSRP
Extended Warranty Options	20% off MSRP
Optional Items and Accessories	20% off MSRP

**3. VOLUME DISCOUNTS**

<b>CATEGORY:</b>	<b>Volume</b>	<b>DISCOUNT</b>
Discounts based on agency size have been included for the Vehicle Mounted and Recording Devices Category	Volume discounts have been determined based on the agency size categories outlined in the forms.	Please see attached Scenarios 1-3

**4. ADDITIONAL DISCOUNTS OFFERED**

<b>CATEGORY:</b>		<b>DISCOUNT</b>
Not applicable		

Public Safety/Law Enforcement Video and Vehicle Mounted Equipment  
Attachment D Band 2 - Pricing Workbook  
  
OK-MA-145 - Band 2 - VEHICLE MOUNTED VIDEO AND RECORDING DEVICES

Supplier Name: WatchGuard Video

Cost Scenarios - Due to the complexity of this initiative, and to allow for new technology and expanding product lines, this section contains different situations which allow the experienced supplier to propose their total suggested project for different types of end users which will be using this contract.

Proposers shall offer solutions for outfitting police and other public safety entities with a turnkey video solution based on the following four (4) examples of law enforcement agency sizes.

- Small { 1 to 25 Officers}
- Medium {26 to 200 Officers}
- Large {201 to 1000 Officers}
- X-Large {1001+ Officers}

Each Scenario must include good, better, and best technologies. Respondents are reminded that this is a National contract, from small rural local groups to the largest Metropolitan forces. Different styles and budgets are highly anticipated.

Systems should be priced as one complete project, to include all suggested equipment priced per unit, project set up, installation, training, software, storage, and any other equipment relevant to the proposed system. Scenarios should include both self hosted and secured cloud storage solutions if available. (Band 3 only?)

Please provide an itemized cost breakdown for each component.

Public Safety/Law Enforcement Video and Vehicle Mounted Equipment  
Attachment D Band 2 - Pricing Workbook

OK- MA - 145 Band 2 - Vehicle Mounted and Recording Devices-Pricing Template

Good Solution - Enhanced Model

WatchGuard Video

Supplier Name:

Equipment:					Small (1 - 25 Officers)	Medium (26-200 Officers)	Large (201-1000 Officers)	X-Large (1001+ Officers)
Part #	Description							
Vehicle Mounted and Recording Devices								
4RE-200-GPS-RV2	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, (1) 16GB USB removable thumb drive, cabin microphone, 900 MHz Hi Fidelity wireless microphone, Wireless Microphone Lapel Microphone, hardware & cabling, One (1) Year Factory Warranty. Includes Evidence Library Express software.				\$4,820.00	\$4,695.00	\$4,595.00	\$4,495.00
4RE-STD-SSD-64G	4RE In-Car Camera System. Includes GPS, High definition Zero Sightline (720P) forward facing camera, Infrared color cabin camera, DVR, integrated 64GB solid state hard drive, (1) 16GB USB removable thumb drive, cabin microphone, 900 MHz Hi Fidelity wireless microphone, Wireless Microphone Lapel Microphone, hardware & cabling, One (1) Year Factory Warranty. Includes Evidence Library Express software.				\$4,820.00	\$4,695.00	\$4,595.00	\$4,495.00
4RE-64G-GPS-MTR	4RE Motorcycle Camera System. Includes GPS, Waterproof Display, Waterproof standard definition camera, DVR, integrated 64GB solid state hard drive, 16GB USB removable thumb drive, 900MHz Hi Fidelity wireless microphone, Wireless Microphone Lapel Microphone, hardware & cabling and One (1) Year Factory Warranty. Includes Evidence Library Express software.				\$5,520.00	\$5,395.00	\$5,295.00	\$5,195.00
Vehicle Wi-Fi Kit (Optional Item - Requires Evidence Library 4 Software)								
4RE-WRL-KIT-101	MicroTik Configured Wireless Kit, 4RE In-Car 802.11n (Radio, Antenna, PoE, 2' 10' Ethernet Cables)				\$200.00			
Extended Warranty Options								
WAR-4RE-CAR-1ST	Warranty, 4RE, In-Car, 1st Year (Months 1-12)				Included			
WAR-4RE-CAR-2ND	Warranty, 4RE, In-Car, 2nd Year (Months 13-24)				\$100.00			
WAR-4RE-CAR-3RD	Warranty, 4RE, In-Car, 3rd Year (Months 25-36)				\$200.00			
WAR-4RE-CAR-4TH	Warranty, 4RE, In-Car, 4th Year (Months 37-48)				\$325.00			
WAR-4RE-CAR-5TH	Warranty, 4RE, In-Car, 5th Year (Months 49-60)				\$450.00			
WAR-4RE-4YR-BUN	Warranty, 4RE, 4 Year Hardware and Software Bundle				\$1,375.00			
Optional Items and Accessories								
MIC-WRL-TRN-400	Transmitter, Hi-Fi Microphone				\$345.00			
MIC-WRL-DTC-400	Hi-Fi Microphone Desktop Charger Kit 1 (Cradle, and AC Charger)				\$99.00			
MIC-HFI-MLT-CHG	Multi-Desktop Charging Rack, Hi-Fi Mic				\$795.00			
MIC-WRL-CLP-401	Clip, Hi-Fi Microphone, Belt				\$4.50			
MIC-WRL-CLP-402	Clip, Hi-Fi Microphone, Pivot				\$9.00			
HDW-ETH-SWT-001	4RE, Power Over Ethernet / Gigabit 4-port Switch				\$150.00			
CAB-RIA-100-SRY	Radar Interface Cable for Stalker, Y-Cable, 10'				\$75.00			
CAB-RIA-101-DG1	Radar Interface Cable for Decatur Genesis I, 12'				\$75.00			
CAB-RIA-102-KSE	Radar Interface Cable for Kustom Eagle, 12'				\$75.00			
CAB-RIA-102-KSR	Radar Interface Cable for Kustom Raptor RP-1, 12'				\$75.00			
CAB-RIA-103-MPH	Radar Interface Cable, MPH Bee 3, Decatur Genesis II, 9 Pin D-Sub, 12'				\$75.00			
CAB-RIA-104-DG2	Radar Interface Cable for Decatur Genesis II, 7mm LEMO, 12'				\$75.00			





Public Safety/Law Enforcement Video and Vehicle Mounted Equipment  
Attachment D Band 2 - Pricing Workbook

OK- MA - 145 - Band 2 - Vehicle Mounted and Recording Devices- Pricing Template

Better Solution - Enhanced Model

Supplier Name: WatchGuard Video

Equipment:		Small (1 - 25 Officers)	Medium (26-200 Officers)	Large (201-1000 Officers)	X-Large (1001+ Officers)
Part #	Description				
Vehicle Mounted and Recording Devices					
4RE-ELT-AMZ-200	4RE In-Car Camera System, Audio Mezzanine Upgrade. Includes Audio Mezzanine expansion card to support up to two (2) wireless microphone kits, GPS, High definition Zero Sightline (720P) forward facing camera, infrared color cabin camera, DVR, integrated 200GB automotive grade hard drive, (1) 16GB USB removable thumb drive, cabin microphone, 900 MHz Hi Fidelity wireless microphone, Wireless Microphone Lapel Microphone, hardware & cabling, One (1) Year Factory Warranty, Includes Evidence Library Express software.	\$4,920.00	\$4,795.00	\$4,695.00	\$4,595.00
4RE-ELT-SSD-AMZ	4RE In-Car Camera System, Audio Mezzanine Upgrade. Includes Audio Mezzanine expansion card to support up to two (2) wireless microphone kits, GPS, High definition Zero Sightline (720P) forward facing camera, infrared color cabin camera, DVR, integrated 64GB solid state drive, (1) 16GB USB removable thumb drive, cabin microphone, 900 MHz Hi Fidelity wireless microphone, Wireless Microphone Lapel Microphone, hardware & cabling, One (1) Year Factory Warranty, Includes Evidence Library Express software.	\$4,920.00	\$4,795.00	\$4,695.00	\$4,595.00
Optional Upgrade to Dual Wireless Microphone Kit					
MIC-WRL-KT-1v2	Hi-Fi Microphone Kit 1v.2 (Transmitter, Cradle, Belt clip, Pivot clip, 3' x 12' antenna)	\$695.00			
Vehicle Wi-Fi Kit (Optional Item - Requires Evidence Library 4 Software)					
4RE-WRL-KT-103	MikroTik Configured Wireless Kit, 4RE In-Car 802.11n (Radio, Antenna, PoE, 2-10' Ethernet Cables)	\$200.00			
Extended Warranty Options					
WAR-4RE-CAR-1ST	Warranty, 4RE, In-Car, 1st Year (Months 1-12)	Included			
WAR-4RE-CAR-2ND	Warranty, 4RE, In-Car, 2nd Year (Months 13-24)	\$100.00			
WAR-4RE-CAR-3RD	Warranty, 4RE, In-Car, 3rd Year (Months 25-36)	\$200.00			
WAR-4RE-CAR-4TH	Warranty, 4RE, In-Car, 4th Year (Months 37-48)	\$325.00			
WAR-4RE-CAR-5TH	Warranty, 4RE, In-Car, 5th Year (Months 49-60)	\$450.00			
WAR-4RE-4YR-BUN	Warranty, 4RE, 4 Year Hardware and Software Bundle	\$1,375.00			
Optional Items and Accessories					
MIC-WRL-TBN-400	Transmitter, Hi-Fi Microphone				
MIC-WRL-DTC-400	Hi-Fi Microphone Desktop Charger Kit 1 (Cradle and AC Charger)	\$345.00			
MIC-HF-MLT-CHG	Multi-Desktop Charging Rack, Hi-Fi Mic	\$99.00			
MIC-WRL-CLP-401	Clip, Hi-Fi Microphone, Belt	\$795.00			
MIC-WRL-CLP-402	Clip, Hi-Fi Microphone, Pivot	\$4.50			
HDW-ETH-SWT-001	4RE, Power Over Ethernet / Gigabit 4-port Switch	\$9.00			
CAB-RIA-100-SRY	Radar interface Cable for Stalker, Y-Cable, 10'	\$150.00			
CAB-RIA-101-DG1	Radar interface Cable for Decatur Genesis I, 12'	\$75.00			
CAB-RIA-102-XSE	Radar interface Cable for Kustom Eagle, 12'	\$75.00			
CAB-RIA-103-KSR	Radar interface Cable for Kustom Raptor RP-1, 12'	\$75.00			
CAB-RIA-103-MPH	Radar interface Cable, MPH Bee 3, Decatur Genesis II, 9 Pin D-Sub, 12'	\$75.00			

[illegible]

**Public Safety/Law Enforcement Video and Vehicle Mounted Equipment  
Attachment D Band 2 - Pricing Workbook**

**OK- MA - 145 Band 2 - Vehicle Mounted and Recording Devices- Pricing Template**

**Best Solution - Enhanced Model**

Supplier Name: WatchGuard Video

Equipment:		Small (1 - 25 Officers)	Medium (26-200 Officers)	Large (201-1,000 Officers)	X-Large (1,001+ Officers)
Part #	Description				
<b>Vehicle Mounted and Recording Devices</b>					
4RE-ELT-GPS-200	4RE In-Car Camera System, Elite Upgrade. Includes Elite Mezzanine expansion card to support up to six (6) cameras, and two (2) wireless microphone kits, GPS, High Definition Zero Sightline (720P) forward facing camera, infrared color cabin camera, DVR, integrated 200GB automotive grade hard drive, (1) 16GB USB removable thumb drive, cabin microphone, 900 MHz Hi Fidelity wireless microphone, Wireless Microphone Lapel Microphone, hardware & cabling, One (1) Year Factory Warranty. Includes Evidence Library Express software.	\$5,095.00	\$4,995.00	\$4,895.00	\$4,795.00
4RE-ELT-GPS-SSD	4RE In-Car Camera System, Elite Upgrade. Includes Elite Mezzanine expansion card to support up to six (6) cameras, and two (2) wireless microphone kits, GPS, High Definition Zero Sightline (720P) forward facing camera, infrared color cabin camera, DVR, integrated 64GB solid state drive, (1) 16GB USB removable thumb drive, cabin microphone, 900 MHz Hi Fidelity wireless microphone, Wireless Microphone Lapel Microphone, hardware & cabling, One (1) Year Factory Warranty. Includes Evidence Library Express software.	\$5,095.00	\$4,995.00	\$4,895.00	\$4,795.00
4RE-200-VIS-INT	4RE High Definition In-Car Video System with Integrated VISTA Wi-Fi. Includes: Zero Sightline HD Front Camera, Separate Back Seat Camera, VISTA HD Wi-Fi Integrated Wearable Camera, VISTA HD Wi-Fi Charging / Transfer Base, 4RE, VISTA, Smart PoE Switch (Connects the 4RE In-Car Video System to the VISTA HD Wi-Fi Wearable Camera in the vehicle). Integrated GPS, Crash detection, DVR with integrated 200GB, automotive grade hard drive, 16GB USB drive, 4.3" touch screen remote display control panel, Cabin microphone, All mounting hardware and cabling, One (1) Year Factory Warranty. Includes Evidence Library Express software.	\$5,520.00	\$5,395.00	\$5,295.00	\$5,195.00
<b>Optional Front Camera Upgrades</b>					
CAM-4RE-PAN-NHD	Front Camera, 4RE, HD Panoramic Optional Upgrade: Replaces the standard Zero Sightline forward facing camera.	\$200.00			
CAM-4RE-HMZ-UWD	Front Camera, 4RE, HD Mini Zoom Optional Upgrade: Replaces the standard Zero Sightline forward facing camera.	\$200.00			
<b>Optional Auxiliary Cameras</b>					
CAM-BST-200-NEW	Camera, Infrared Analog, WMV2, 114 Degree, 2 Pin Connector	\$195.00			
CAM-AUX-GWB-001	Camera Assy, Auxiliary, Gimble Bracket Assy, 4RE	\$195.00			
<b>Optional Upgrade to Dual Wireless Microphone Kit</b>					
MIC-WRL-KIT-1v2	Hi-Fi Microphone Kit 1v2 (Transmitter, Cradle, Belt clip, Pivot clip, 3' + 12' antenna)	\$699.00			
<b>Vehicle Wi-Fi Kit (Optional Item - Requires Evidence Library 4 Software)</b>					
4RE-WRL-KIT-101	Microtik Configured Wireless Kit, 4RE In-Car 802.11n (Radio, Antenna, PoE, 2' 10")	\$200.00			
<b>Extended Warranty Options</b>					
WAR-4RE-CAR-1ST	Warranty, 4RE, In-Car, 1st Year (Months 1-12)	included			
WAR-4RE-CAR-2ND	Warranty, 4RE, In-Car, 2nd Year (Months 13-24)	\$100.00			



**Public Safety/Law Enforcement Video and Vehicle Mounted Equipment  
Attachment D Band 3 - Pricing Workbook**

**OK - MA - 145 - BAND 3 - Video Storage, Data Security, Software, and Peripherals - CATALOG/PERCENTAGE DISCOUNT**

**Supplier Name:** WatchGuard Video

**1. BASELINE PRICING**

Identify Baseline/List pricing Utilized

WatchGuard Video Detailed Published Options Price List

**2. BAND DISCOUNT**

In space provided below, list the discount percentage you will be bidding for each category of Band 2 products.

*If offering a range of discount, i.e., 10 - 80%, only the lowest discount will be evaluated.*

<b>CATEGORY:</b>	<b>DISCOUNT</b>
Evidence Library 4 Web Software	20% off MSRP
Evidence Library 4 Web Software Maintenance	20% off MSRP
Evidence Library 4 Web CLOUD SHARE Options	20% off MSRP
Microsoft Software Items	20% off MSRP
Server Hardware	20% off MSRP
DVD Robots	20% off MSRP

**3. VOLUME DISCOUNTS**

<b>CATEGORY:</b>	<b>Volume</b>	<b>DISCOUNT</b>
Not applicable		

**4. ADDITIONAL DISCOUNTS OFFERED**

<b>CATEGORY:</b>		<b>DISCOUNT</b>
Not applicable		

Public Safety/Law Enforcement Video and Vehicle Mounted Equipment  
Attachment D Band 3 - Pricing Workbook

OK - MA - 145 - BAND 3 - Video Storage, Data Security, Software, and Peripherals

Supplier Name: WatchGuard Video

Cost Scenarios - Due to the complexity of this initiative, and to allow for new technology and expanding product lines, this section contains different situations which allow the experienced supplier to propose their total suggested project for different types of end users which will be using this contract.

Proposers shall offer solutions for outfitting police and other public safety entities with a turnkey video solution based on the following four (4) examples of law enforcement agency sizes.

- Small { 1 to 25 Officers}
- Medium {26 to 200 Officers}
- Large {201 to 1000 Officers}
- X-Large {1001+ Officers}

Each Scenario must include good, better, and best technologies. Respondents are reminded that this is a National contract, from small rural local groups to the largest Metropolitan forces. Different styles and budgets are highly anticipated.

Systems should be priced as one complete project, to include all suggested equipment priced per unit, project set up, installation, training, software, storage, and any other equipment relevant to the proposed system. Scenarios should include both self hosted and secured cloud storage solutions if available. (Band 3 only?)

Please provide an itemized cost breakdown for each component.

**Supplier Name:** WatchGuard Video





**Public Safety/Law Enforcement Video and Vehicle Mounted Equipment  
Attachment D Band 3 - Pricing Workbook**

**OK - MA - 145 - BAND 3 - Video Storage, Data Security, Software, and Peripherals**

**Better Solution - Enhanced Model**

**Supplier Name:** WatchGuard Video

Equipment:		Small (1 - 25 Officers)	Medium (26-200 Officers)	Large (201-1000 Officers)	X-Large (1001+ Officers)
Part #	Description				
<b>Evidence Library 4 Web Software</b>					
<i>Enterprise-class, web-based evidence management platform using Microsoft SQL Server databases. REMINDER - If quoting / ordering 4RE with wireless functionality, Evidence Library is required. Price of Evidence Library is the one-time site license fee plus the one-time device license (fee X # of devices). Initial purchase of Evidence Library includes the first year of Software Maintenance and CLOUD-SHARE.</i>					
KEY-EL4-SRV-001	Evidence Library 4 Web Server Site License	\$1,000.00			
KEY-EL4-DRV-001	Evidence Library 4 Web-ARE In-Car Device License	\$150.00			
KEY-EL4-DRV-002	Evidence Library 4 Web VISTA Device License	\$150.00			
KEY-EL4-DRV-003	Evidence Library 4 Web-ARE Combo-Discount Device License Key	\$75.00			
KEY-EL4-DRV-004	Evidence Library 4 Web VISTA Combo-Discount Device License Key	\$75.00			
<b>Evidence Library 4 Web Software Maintenance</b>					
SFW-MNT-EL4-001	Software Maintenance, Evidence Library, 1st Yr (Months 1-12)	Included			
SFW-MNT-EL4-002	Software Maintenance, Evidence Library, 2nd Yr (Months 13-24)	\$150.00			
SFW-MNT-EL4-003	Software Maintenance, Evidence Library, 3rd Yr (Months 25-36)	\$150.00			
SFW-MNT-EL4-004	Software Maintenance, Evidence Library, 4th Yr (Months 37-48)	\$150.00			
SFW-MNT-EL4-005	Software Maintenance, Evidence Library, 5th Yr (Months 49-60)	\$150.00			
<b>Evidence Library 4 Web CLOUD SHARE Options</b>					
SFW-EL4-CLD-BAS	Evidence Library 4, CLOUD-SHARE - Basic, 24 Shares per Device - Included with 1st Year EL4 Web Software Maintenance	Included			
SFW-EL4-CLD-FUL	Evidence Library 4, CLOUD-SHARE - Full, 48 Shares per Device - Price is in addition to annual Software Maintenance cost	\$45.00			
SFW-EL4-CLD-EXT	Evidence Library 4, CLOUD-SHARE - Extended, 72 Shares per Device - Price is in addition to annual Software Maintenance cost	\$100.00			
<b>Microsoft Software Items</b>					
<i>Must be purchased WatchGuard Video server hardware</i>					
SFW-SQL-CAL-R21	Software CAL, SQL Server 2008, R2, 1 CAL	\$90.00			
SFW-SQL-CAL-R25	Software CAL, SQL Server 2008, R2, 5 CALS	\$410.00			
SFW-SQL-SRV-012	Software, SQL Server 2012, w/5 CAL	\$415.00			
SFW-WIN-SRV-012	Software, Windows Server 2012, w/5 CAL	\$770.00			
<b>Server Hardware</b>					
HDW-4RE-SRV-001	Server, 4RE Tower, 1-5 Concurrent Cars, 5.5 TB, Win7, 1CAL, Keyboard, Monitor, Mouse - (Intel i7 3.40 GHz, 8GB RAM, 4x2TB SATA 7,200 RPM drives, 5TB usable video storage, Windows 7 Pro 64-bit, SQL Server 2008 R2 (1CAL), 3 Year full service (on-site or reimbursed) warranty.	\$3,490.00			
HDW-4RE-SRV-002	Server, 4RE Tower, 1-5 Concurrent Cars, 8TB, Win7, Keyboard, Monitor, Mouse - (Intel i7 3.40 GHz, 8GB RAM, 4x3TB SATA 7,200 RPM drives, 7.8 TB usable video storage, Windows 7 Pro 64-bit, SQL Server 2008 R2 (1CAL), 3 Year full service (on-site or reimbursed) warranty.	\$3,840.00			

HOW-4RE-SRV-102	Server, 4RE, 3U, 6-15 Concurrent Cirs, SCAL, Gen 3 (3U rack mount, 16 SATA hard drive bays, plus 2 X 128GB SSD 6Gbps drives for the OS Partition, SAS backplane, dual 1200W power supplies, Intel XEON ES-1620 V3 3.5 Ghz 4 Core 8 Thread, 8GB (2x4GB), 1.2 V, DDR4 2133 ECC, LSI 9361-4i 12GB RAID SAS, PCIe 3.0, Microsoft Windows Server 2012 R2 64-bit, Microsoft SQL Server 2012 Standard (5 CALs), 3 Year full service (on-site or reimbursed) warranty.				\$7,750.00	
HOW-4RE-SRV-201	Server, 4RE, 3U, 16-35 Concurrent Cirs, SCAL (3U rack mount, 16 SATA hard drive bays, plus 2 X 128GB SSD 6Gbps drives for the OS Partition, SAS backplane, dual 1200W power supplies, SM X10SR1-F, Intel C612 Chipset, up to 1TB ECC 3DS RAM, PCI-E 3.0, Intel XEON ES-2620 V3 2.4 Ghz 6 Core 12 Thread, 32GB (4x8GB), 1.2 V, DDR4 PC4-1700, LSI 9361-4i 12GB RAID SAS, PCIe 3.0, Microsoft Windows Server 2012 R2 64-bit, Microsoft SQL Server 2012 Standard (5 CALs), 3 Year full service (on-site or reimbursed) warranty.				\$8,850.00	
WAR-SRV-ACK-SVR	Extended Warranty, Rack Server, Full Service On-Site, 5 year (Months 37-60)				\$1,175.00	
HOW-4RE-HDD-4TB	Hard Drive, Server, 4TB, 7200 RPM, 4RE				\$490.00	
HOW-4RE-HDD-6TB	Hard Drive, Server, 6TB, 7200RPM, 4RE Enterprise Class				\$490.00	
HOW-4RE-IBO-012	Storage, IBO0 Enclosure, 4RE, 12-bay 2U, includes SAS Cable				\$2,050.00	
HOW-4RE-IBO-016	Storage, IBO0 Enclosure, 4RE, 16-bay 3U, includes SAS cable				\$2,240.00	
HOW-4RE-IBO-024	Storage, IBO0 Enclosure, 4RE, 24-bay 4U, includes SAS cable				\$2,250.00	
DVD Robots						
HOW-4RE-RBT-OVD	Primera Bravo 4101 DVD +/-CD-R				\$2,995.00	
HOW-4RE-RBT-BLU	Primera Bravo 4101-8lu DVD+/CD-R/BD-R				\$3,995.00	

**Public Safety/Law Enforcement Video and Vehicle Mounted Equipment  
Attachment D Band 3 - Pricing Workbook**

**OK - MA - 145 - BAND 3 - Video Storage, Data Security, Software, and Peripherals**

**Best Solution - Premium Model**

**Supplier Name:** \_\_\_\_\_

**WatchGuard Video**

Equipment		Small (1 - 25 Officers)	Medium (26 - 100 Officers)	Large (201 - 1000 Officers)	X-Large (1001 + Officers)
<b>Part #</b>	<b>Description</b>				
Evidence Library 4 Web Software					
Enterprise-class, web-based evidence management platform using Microsoft SQL Server databases. REMINDER - If quoting / ordering 4RE with wireless functionality, Evidence Library is the one-time site license fee plus (x) the one-time device license fee (x # of devices). Initial purchase of Evidence Library includes the first year of Software Maintenance and CLOUD-SHARE					
KEY-EL4-SRV-001	Evidence Library 4 Web Server Site License	\$1,000.00			
KEY-EL4-DEV-001	Evidence Library 4 Web 4RE In Car Device License	\$150.00			
KEY-EL4-DEV-002	Evidence Library 4 Web VISTA Device License	\$150.00			
KEY-EL4-DEV-003	Evidence Library 4 Web 4RE Combo-Discount Device License Key	\$75.00			
KEY-EL4-DEV-004	Evidence Library 4 Web VISTA Combo-Discount Device License Key	\$75.00			
Evidence Library 4 Web Software Maintenance					
SPW-MNT-EL4-001	Software Maintenance, Evidence Library, 1st Yr (Months 1 - 12)	Included			
SPW-MNT-EL4-002	Software Maintenance, Evidence Library, 2nd Yr (Months 13-24)	\$150.00			
SPW-MNT-EL4-003	Software Maintenance, Evidence Library, 3rd Yr (Months 25 - 36)	\$150.00			
SPW-MNT-EL4-004	Software Maintenance, Evidence Library, 4th Yr (Months 37-48)	\$150.00			
SPW-MNT-EL4-005	Software Maintenance, Evidence Library, 5th Yr (Months 49-60)	\$150.00			
Evidence Library 4 Web CLOUD-SHARE Options					
SPW-EL4-CLD-BAS	Evidence Library 4, CLOUD-SHARE - Basic, 24 Shares per Device, Included	Included			
SPW-EL4-CLD-FULL	Evidence Library 4, CLOUD-SHARE - Full, 48 Shares per Device, Price is In	\$45.00			
SPW-EL4-CLD-EXT	Evidence Library 4, CLOUD-SHARE - Extended, 72 Shares per Device, Price	\$100.00			
Watch Commander Live Video Streaming					
SPW-WCM-KIT-100	Watch Commander Software Installation Disk w/ Case and Document, One-Time License Fee	\$2,500.00			
SPW-WCM-LIC-FEE	Watch Commander License Fee, One-Time License Fee, per car	\$250.00			
Microsoft Software Items					
Must be purchased WatchGuard Video server hardware					
SPW-SQL-CAL-R21	Software CAL, SQL Server 2008, R2, 1 CAL	\$90.00			
SPW-SQL-CAL-R25	Software CAL, SQL Server 2008, R2, 5 CALS	\$410.00			
SPW-SQL-SRV-012	Software, SQL Server 2012, w/5 CAL	\$415.00			
SPW-WIN-SRV-012	Software, Windows Server 2012, w/5 CAL	\$770.00			
Server Hardware					
HDW-4RE-SRV-001	Server, 4RE, Tower, 1.5 Concurrent Cars, 5.5 TB, Win7, 1CAL, Keyboard, Monitor, Mouse - (Intel i7 3.40 GHz, 8GB RAM, 4x3TB SATA 7,200 RPM drives, 5TB usable video storage, Windows 7 Pro 64-bit, SQL Server 2008 R2 (1CAL), 3 Year full service (on-site or reimbursed) warranty	\$3,490.00			
HDW-4RE-SRV-002	Server, 4RE, Tower, 1.5 Concurrent Cars, 8TB, Win7, Keyboard, Monitor, Mouse - (Intel i7 3.40 GHz, 8GB RAM, 4x3TB SATA 7,200 RPM drives, 7.8 TB usable video storage, Windows 7 Pro 64-bit, SQL Server 2008 R2 (1CAL), 3 Year full service (on-site or reimbursed) warranty.	\$3,840.00			

HDW-4RE-SRV-102	Server, 4RE, 16 HDD, 3U, 6-15 Concurrent Cars, SCAL, Gen 3 (3U rack mount, 16 SATA hard drive bays, plus 2 x 128GB SSD 6Gbps drives for the OS Partition, SAS backplane, dual 1200W power supplies, Intel XEON E5-1620 V3 3.5 GHz 4 Core 8 Thread, 8GB (2x4GB), 1.2 V, DDR4 2133 ECC, LSI 9361-4i 12GB RAID SAS, PCIe 3.0, Microsoft Windows Server 2012 R2 64-bit, Microsoft SQL Server 2012 Standard (5 CALs), 3 Year full service (on-site or reimbursed) warranty.				\$7,750.00	
HDW-4RE-SRV-201	Server, 4RE, 3U, 16-35 Concurrent Cars, SCAL (3U rack mount, 16 SATA hard drive bays, plus 2 x 128GB SSD 6Gbps drives for the OS Partition, SAS backplane, dual 1200W power supplies, SM X105RA-F, Intel C612 Chipset, up to 1TB ECC 3DS RAM, PCIe 3.0, Intel XEON E5-2620 V3 2.4 GHz 6 Core 12 Thread, 32GB (4x8GB), 1.2 V, DDR4 PC4-1700, LSI 9361-4i 12GB RAID SAS, PCIe 3.0, Microsoft Windows Server 2012 R2 64-bit, Microsoft SQL Server 2012 Standard (5 CALs), 3 Year full service (on-site or reimbursed) warranty.				\$8,850.00	
WAS-SRV-RCK-5YR	Extended Warranty, Rack Server, Full Service On-Site, 5 year (Months 37-60)				\$1,175.00	
HDW-4RE-HDD-4TB	Hard Drive, Server, 4TB, 7200 RPM, 4RE				\$490.00	
HDW-4RE-HDD-6TB	Hard Drive, Server, 6TB, 7200 RPM, 4RE Enterprise Class				\$490.00	
HDW-4RE-JBD-012	Storage, JBOD Enclosure, 4RE, 12-bay 2U, Includes SAS Cable				\$2,050.00	
HDW-4RE-JBD-016	Storage, JBOD Enclosure, 4RE, 16-bay 3U, Includes SAS Cable				\$2,240.00	
HDW-4RE-JBD-024	Storage, JBOD Enclosure, 4RE, 24-bay 4U, Includes SAS Cable				\$2,250.00	
DVD Robots						
HDW-4RE-RBT-OVD	Primera Bravo 4101 DVD +/-CD-R				\$2,995.00	