SUBJECT: Approval to award contract to WatchGuard for the Novi Police Department In-Car Camera System in the amount of $215,462 through the Oakland County Contract.

SUBMITTING DEPARTMENT: Public Safety - Police

CITY MANAGER APPROVAL:

<table>
<thead>
<tr>
<th>EXPENDITURE REQUIRED</th>
<th>$215,462</th>
</tr>
</thead>
<tbody>
<tr>
<td>AMOUNT BUDGETED</td>
<td>$280,200</td>
</tr>
<tr>
<td>APPROPRIATION REQUIRED</td>
<td>N/A</td>
</tr>
<tr>
<td>LINE ITEM NUMBER</td>
<td>101-301.00-980.000</td>
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BACKGROUND INFORMATION:

As part of the FY 2017-18 Budget, funds were allocated for the purchase of a new in-car camera system for the Novi Police Department. The Department’s current recording in-car video system, Panasonic Arbitrator, was purchased and installed in 2011. The system no longer functions as intended and needs to be replaced. The use of in-car camera systems by police agencies is now a well-accepted and often expected piece of police equipment. The use of video recordings in the patrol cars has aided in prosecution of criminal offenders, as well as helping to defend the City and officers against false claims of misconduct.

There are several vendors that compete in the law enforcement in-car camera market. The most notable of which are WatchGuard, Axon (formerly Taser International), L3 and Panasonic. In July 2016, a committee, made up of end-users in the Uniformed Operations Division, the Records Section and the Integrated Solutions Department was created and met with representatives from each of the identified vendors. After demonstrations by each vendor, the committee recommended that the Novi Police Department purchase the 4RE/Vista in-car camera system manufactured by WatchGuard.

The WatchGuard product consists of both a digital camera in high definition (HD) and a second HD panoramic camera, designed to allow for viewing of the front of the vehicle from pillar to pillar. A separate, rear facing camera will monitor rear seat occupants. The quality of the WatchGuard videos was second to none, and was by far the best image of all the products viewed by the committee. The WatchGuard system is scalable if the City of Novi desires to add body-worn cameras in the future, without having to change existing equipment. The redaction software, included in the project cost, allows for easy redaction of material exempt from the Freedom of Information Act (FOIA) and LEIN policy council rules and is user friendly. The proposal from WatchGuard includes a five year hardware and software warranty and support.
Several other Oakland County agencies are on the WatchGuard platform, including Royal Oak, Southfield, Farmington City, Birmingham and the Oakland County Sheriff's Office. All agencies are extremely satisfied with the WatchGuard system.

The City of Novi's Integrated Solutions Department has been involved in this project since its inception, including attendance at all demonstrations and ensuring that the proposed WatchGuard system meets their required specifications. The proposal was reviewed and approved by the City's Integrated Solutions Department.

The purchase will be made through the Oakland County contract.

RECOMMENDED ACTION: Approval to award contract to WatchGuard for the Novi Police Department In-Car Camera System in the amount of $215,462 through the Oakland County Contract.
### 4RE & VISTA Price Estimate

**Agency Name:**
Real Police Department

**Contact Person:**
Lieutenant Keith Watson

**Contact Info:**
248-366-7136 / kwatson@cityofwilson.org

**Date:**
July 13, 2017

**Pricing Valid Through August 31st 2017**

**Pricing is based on current Oakland County Contract Pricing**

**Provided By:**
Glen Lowy

**Contact Number:**
217-697-7205

**TOTAL PROJECT ESTIMATED AT:**
$215,462.00

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**Quantity** | **Description** | **MSE Pricing** | **OCSD Price** | **Total PD Pricing** | **Extended Price** | **Notes**
---|---|---|---|---|---|---
22 | 4RE Panoramic Camera System with Audio Microphone | $5,675.00 | $4,524.00 | $5,624.00 | $59,528.00 | OCSD Pricing Chart reflects price that is too high.
22 | Wireless Upload Kit for Cruisers | $145.00 | $197.00 | $197.00 | $4,334.00 | OCSD Pricing Chart reflects price that is too high.
22 | Dual Mic Upgrade Kits | $799.00 | $455.00 | $455.00 | $10,010.00 |
16 | Extra Wireless Mic Transmitters | $365.00 | $345.00 | $345.00 | $5,520.00 | 2.4 GHz Mic listed on renewed contract discontinued
60 | AC Microphone Charging Cradles | $110.00 | $99.00 | $99.00 | $5,940.00 |

### Evidence Library Software

| Agency Name | Contact Person | Contact Info | Date | Notes |
---|---|---|---|---|
**Evidence Library Software** | | | | |
1 | Evidence Library Software Site License | $1,000.00 | $4,995.00 | $1,000.00 | Site License and Device License Fee less expensive |
22 | Evidence Library One Time Device License | $150.00 | $0.00 | $150.00 | |

### 5 Year Total Hardware and Software Warranty/Support

| Agency Name | Contact Person | Contact Info | Date | Notes |
---|---|---|---|---|
5 | 5 Year Total Combined HW/SW Coverage | $2,010.00 | $1,375.00 | $1,375.00 | $30,250.00 | Bundle is less expensive than all carte on OCSD pricing with Cloud Share |

### Building Access Points

| Agency Name | Contact Person | Contact Info | Date | Notes |
---|---|---|---|---|
5 | MicroTek Building Access Points | $285.00 | $270.00 | $270.00 | $1,350.00 | Replacement for Sector Antenna on OCSD Contract |

### Server and Server Warranty

| Agency Name | Contact Person | Contact Info | Date | Notes |
---|---|---|---|---|
3 | Server, 4RE, 16 HDD, RAID 6, 3U, 16-36 Concurrent Cars, SCAL, Gen 3 | $8,850.00 | $8,850.00 | $8,850.00 | $8,850.00 | Replacement for obsolete items on OCSD Contract |
1 | Storage, IBM, NoIntr, 4RE, 12- 24 Bay FSU, Includes SAS Cable Gen 3 | $3,350.00 | $3,350.00 | $3,350.00 | $3,350.00 | Replacement for obsolete items on OCSD Contract |
36 | 1TB Hard Drives | $425.00 | $425.00 | $425.00 | $15,150.00 | Only 1 and 2 TB drives listed on OCSD |
1 | 5 Year Warranty On Server | $3,179.00 | $1,175.00 | $1,175.00 | $1,175.00 |

### Reductive Software and 2 Year Support

| Agency Name | Contact Person | Contact Info | Date | Notes |
---|---|---|---|---|
1 | Redactive Software for a single workstation | $3,995.00 | $3,995.00 | $3,995.00 | $3,995.00 |
5 | Years of Redactive Software Updates and Support | $795.00 | $795.00 | $795.00 | $3,750.00 |

### WatchGuard Technical Services

| Agency Name | Contact Person | Contact Info | Date | Notes |
---|---|---|---|---|
1 | WatchGuard Video Tech Services On Site for System Set Up and Training | $2,500.00 | $2,500.00 | $2,500.00 | $2,500.00 | This does not include installation or removal labor |

### Subcontractor Work - Not OCSD

| Agency Name | Contact Person | Contact Info | Date | Notes |
---|---|---|---|---|
22 | System Removals, pass thru for ABS | N/A | $95.00 | $2,090.00 | Priced as quoted to WGV from ABS |
22 | System Installs, pass thru for ABS | N/A | $475.00 | $10,450.00 | Priced as quoted to WGV from ABS |
1 | AP Install and Removal, pass thru for Workflow | N/A | $2,870.00 | $2,870.00 |

**SU'TOTAL FOR SUB CONTRACTORS**

$14,843.00

**TOTAL PROJECT TOTAL****

$215,462.00
The Novi Police Department is seeking to replace its current system for recording in-car video. The current system, Panasonic Arbitrator, was purchased and installed in 2011. The system no longer functions as intended and, therefore, must be replaced. The City of Novi FY2017-2018 budget has appropriated funds for this purchase.

The use of in-car camera systems by police agencies is now a well-accepted and often expected piece of police equipment. The use of video recordings in the patrol cars has aided in prosecution of criminal offenders, as well as helping to defend the City and officers against false claims of misconduct.

There are several vendors that compete in the law enforcement in-car camera market. The most notable of which are WatchGuard, Axon (formerly Taser International), L3 and Panasonic.

In July 2016, a committee, made up of end-users in the Uniformed Operations Division, the Records Section, and Integrated Solutions Department, was created and met with representatives from each of the identified vendors. After demonstrations by each vendor, the committee recommended that the Novi Police Department purchase the 4RE/Vista in-car camera system manufactured by WatchGuard. This purchase and pricing is based on current Oakland County contract pricing (contract number 004898). This recommendation is based on the information provided below.

1. The WatchGuard product consists of both a digital camera in high definition (HD) and a second HD panoramic camera, designed to allow for viewing of the front of the vehicle from pillar to pillar. The other products demonstrated did not provide the panoramic camera. A separate, rear facing camera will monitor rear seat occupants.

2. The quality of the WatchGuard videos was second to none, and was by far the best image of all the products viewed by the committee.

3. The WatchGuard system is scalable if the City of Novi desires to add body-worn cameras in the future, without having to change existing equipment. The current product from Panasonic only has an 8-hour battery life which will not work on 12-hour shifts.
4. The redaction software, included in the project cost, allows for easy redaction of material exempt from the Freedom of Information Act (FOIA) and LEIN policy council rules and is much more user friendly than the Evidence.com system used by Axon (aka Taser). There is also no mechanism to edit audio in the L3 system, requiring a third party software program, such as Camtasia.

5. The final project quote from WatchGuard includes a 5 year hardware and software warranty and support.

6. Several other Oakland County agencies are on the WatchGuard platform, including Royal Oak, Southfield, Farmington City, Birmingham and the Oakland County Sheriff’s Office. All agencies are extremely satisfied with the WatchGuard system.

7. The City of Novi’s Integrated Solutions Department has been involved in this project since its inception, including attendance at all demonstrations and ensuring that the proposed WatchGuard system meets their required specifications.

8. The purchase of the WatchGuard system has been approved by City of Novi Chief Information Officer Rob Petty.

It is for these reasons that the Novi Police Department recommends the purchase of the WatchGuard RE/Vista in-car camera system at a total project cost of $215,462.00.
CONTRACT NUMBER: 004898  
Event #: NPC345

## CONTRACT between the COUNTY OF OAKLAND and CONTRACTOR

<table>
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<tr>
<th>Not To Exceed Amount: $1,220,000.00</th>
<th>Effective Date: 10/1/2016</th>
<th>Expiration Date: 9/30/2019</th>
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**Contract Description:** Sheriff In Car Video Cameras-P

**Contractor Information:**
- **Enforcement Video LLC (WatchGuard)**
  - Jason Stuczynski
  - 415 Century Parkway
  - Allen, TX 75103
  - Vendor No: 16609

**Compliance Office Purchasing Information:**
- **Buyer:** Richard Brower
  - OAKLAND COUNTY
  - 2100 Pontiac Lake Rd Bldg 41W
  - Waterford, MI 48328-0462
  - 248-858-0511
  - purchasing@oakgov.com

**Contract Administrator:**
- Edwin Poisson
  - OAKLAND COUNTY
  - 1200 North Telegraph Road
  - County Service Center - Pontiac
  - Waterford MI 48341

The Parties agree to the attached terms and conditions:

**FOR THE CONTRACTOR:**

SIGN: [signature]

**FOR THE COUNTY:**

SIGN: [signature]  
- Pamela L. Weipert, CPA, CIA, Compliance Officer
- or
- Scott N. Guzzy, CPPO, MBA, Purchasing Admin