



May 12, 2023

Chief Roberto Filice
Salinas Police Department
312 East Alisal Street
Salinas, CA 93901

Subject: Service Agreement Proposal

Dear Chief Filice,

Fusus is honored that the Salinas Police Department is considering our organization to support its community safety initiatives by providing a platform to view public and community video sources for incident situational awareness and investigations.

Fusus will provide a video and data collaboration platform to expedite intelligence gathering and efficiency of response to situations as they unfold throughout the community. Further, the platform is tied to a community-facing website portal for video camera registry, providing a tool for identifying the location of cameras in proximity to incidents, as well as a means for efficient outreach to collect recorded video and image files from camera owners both public and private.

This Service Agreement Proposal and related software subscription will become effective upon signing and continue for thirty (30) months.

1. Initial Scope of Work: The following fusus Pro Package software and associated hardware will be delivered and installed as part of this agreement.
 - a. fususONE[™]: Initial setup, access and training of users to include up to 500 data points and 500 public/private video feeds
 - b. fususCORE[™]: Installation and setup of:
 - i. Fifteen (15) fususCORE Pro[™] Appliances
 - ii. One (1) fususCORE Elite AI[™] Appliance
 - c. fususREGISTRY[™]: Creation of a custom website portal for community members to register privately owned cameras
 - d. fususVAULT[™]: Implementation of a CJIS compliant evidence vault for the storage of up to 5TB of videos and still images captured via the fususONE[™] platform
 - e. fususOPS[™]: Implementation of our smart-phone app which provides viewing of live camera feeds and setting up and transmitting the location of teams for special events and critical incident management
 - f. fususTIPS[™]: Implementation of our SMS service that provides text communications of pictures, audio and video directly into fususVault[™] (**Provided at no cost a \$3,000 annual value if this agreement is executed and returned to Fusus by the close of business on June 30, 2023**)
 - g. fususNOTIFY[™]: Implementation of our SMS text service that provides text notifications to community members. (**Provided at no cost a \$4,995 annual value if this agreement is executed and returned to Fusus by the close of business on June 30, 2023**)
 - h. fususAlert[™]: Implementation of our iOS/Android application which provides panic alerting to fususONE[™] along with geolocation of persons in distress and automatic docking of nearby camera assets in the fususONE[™] platform (**Provided at no**

additional cost a \$10,000 annual value if this agreement is executed and returned to Fusus by the close of business on June 30, 2023.

- i. fūsusANALYTICS™: Implementation of our crime and incident heat mapping and analysis platform
- j. fūsusCONNECT Call-Out: One (1) month of fūsus call-out to businesses within the jurisdiction to assist with camera registration and integration
- k. fūsusCONNECT Microsite: Development of an agency specific website landing page to assist with building camera registration and integration of community video assets
- l. fūsusINCIDENT™: Implementation of the Fūsus Situational Awareness system for bi-directional telestration, icon marking, floorplan room clearing, planning, and resource staging from Emergency Operation Center workstations and mobile field-based users on laptops and iOS/Android mobile devices
- m. fūsusLIVELINK™: Provision of a live link system which allows 911 callers to initiate a camera stream in the event of an emergency to the Department, along with a one-to-many methodology for secure and encrypted responder-group sharing during an emergency
- n. fūsusOVERWATCH: Allows users the ability to track vehicles and people from one camera to another
- o. Remote Configuration of fūsus Core(s)
- p. Integration of all current and future video feeds
- q. Integration of Computer Aided Dispatch, AVL, drone feeds, covert cameras, and license plate readers as required

Note: fūsus™ will provide continuing data and IoT integrations at no additional charge for the life of the agreement

2. Payment and Subscription Terms:

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|---|------------------|
| a. Payment 1: Due Upon Contract Signing | \$50,000 |
| b. Payment 2: Due Upon Training and Acceptance | \$50,000 |
| c. Payment 3: Due Upon 1 st Anniversary of Contract Signing | \$100,000 |
| d. Payment 4 Due Upon 2 nd Anniversary of Contract Signing | \$50,000 |

Invoices for payment 3 and 4 will be sent 60 days prior to their respective due dates.

Note: Additional fūsusCORE™ appliances may be purchased for the following per unit price schedule.

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|------------------------|--------------|
| a. CORE Lite: | \$200/each |
| b. CORE Lite Extended: | \$300/each |
| c. CORE Pro: | \$600/each |
| d. CORE Pro Extended: | \$1,000/each |
| e. CORE Elite: | \$4,000/each |
| f. CORE Elite AI: | \$5,000/each |

3. Bill of Materials Included with the Service: As part of the annual subscription price, each system will include the following:

- a. fūsusONE™ SaaS
- b. Unlimited video alerts, access, and video download
- c. fūsusCORE™ warranty and technical support for the life of the agreement

- d. Unlimited fūsusOPS Application for Android and iOS Devices

Subscription to fūsusONE™ includes all the following:

- a. Unlimited Users for Your Agency to fūsusONE™ – Real-Time Crime Center in the Cloud
- b. Unlimited Access for Your Agency to the fūsusONE™ Dashboard
- c. Floorplan Integration for designated locations in fūsusONE™
- d. Ongoing Integration Services with the CAD System
- e. Installation and Technical Phone Support
- f. Provide a Full Solution Warranty for the Life of the Agreement
- g. Live U.S.-Based Phone Technical Support for the Life of the Agreement

4. Technical Requirements:

- a. Camera live-sharing compatibility will be assessed for each location before CORE delivery.
- b. The customer will designate a primary POC for the deployment of the fūsus™ solution.
- c. Minimum network speed of .5 mb/s per viewed camera for live video sharing through the system.

5. Terms and Conditions:

The use of and access to fūsus™ products and services is subject to the fūsus™ Terms of Service V08.30.2022 found at <https://www.fusus.com/fusus-terms-of-service>.

The Termination for Convenience Clause Asserts that the customer may, at its sole discretion, terminate the agreement with 30 days of written notice to Fūsus. Services will be reimbursed on a pro-rated basis from the last day of the term through the agreement's remainder. The cost of any unreturned or unserviceable fūsusCORE(s), as listed above in Section 2, will be deducted from the refund.

We are privileged to work with you on this project. Should you have any questions at any time, please feel free to call (765) 237-1769 or email me at jdw@fusus.com.

Respectfully,



John Watson
Vice President of Sales

Approved (Signature): _____

By (Print Name/Title): _____ Date _____