

 MOTOROLA SOLUTIONS		Vigilant Solutions, LLC P.O Box 841001 Dallas, Texas 75202 (P) 925-398-2079 (F) 925-398-2113			
Issued To:	Salinas Police Department - Attention: Tonya Erickson			Date:	08-30-24
Project Name:	L5F - 10 intersection - Capex			Quote ID:	TCH-0173-01v2

PROJECT QUOTATION

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

Qty	Item #	Description
(65)	VSF-025-L5F More Info	L5F Fixed LPR Camera with Sun Shield - 25mm Lens with Camera Cable <ul style="list-style-type: none"> Dual-lens camera with infrared LEDs for plate illumination 55ft - 85ft capture distance and up to 2 lane coverage Internal trigger for capture of plate alphanumerics, vehicle make and model Camera housing with included sunshield is IP67 rated for reliable use in varied weather conditions 60' camera cable included Includes CarDetector LPR software for local server hosting LPR vehicle license plate scanning / real time alerting <ul style="list-style-type: none"> Full suite of LPR tools including data analytics
(2)	VSF-035-L5F More Info	L5F Fixed LPR Camera with Sun Shield - 35mm Lens with Camera Cable <ul style="list-style-type: none"> Dual-lens camera with infrared LEDs for plate illumination 85ft - 105ft capture distance and up to 2 lane coverage Internal trigger for capture of plate alphanumerics, vehicle make and model Camera housing with included sunshield is IP67 rated for reliable use in varied weather conditions 60' camera cable included Includes CarDetector LPR software for local server hosting LPR vehicle license plate scanning / real time alerting <ul style="list-style-type: none"> Full suite of LPR tools including data analytics
(67)	VS-FX-UNI-POLE-WALL-ASSY	Fixed LPR Camera Bracket <ul style="list-style-type: none"> Pole or Wall Mount - UPR ARM ASSY POLE & WALL MOUNT BLK REV B
(44)	VS-L5-TX-WO-POLE-TAP	L5F MultiTap Transformer w/o Tap, 120-480VAC
(40)	BCAV1F2-C600	Vigilant Fixed Camera Communications Box <ul style="list-style-type: none"> Linux Comms Box using VLP5200 Manages power and communications for up to four (4) Vigilant fixed LPR cameras Includes modem for communication with cellular carriers <ul style="list-style-type: none"> SIM Card not included

(64)	CDFS-2HWW	Fixed Camera LPR System - Extended Hardware Warranty - 2 Additional Years <ul style="list-style-type: none"> Fixed LPR System LPR hardware component replacement warranty Applies to 1-Channel hardware system kit Valid for 2 years from standard warranty expiration
(40)	SSU-SYS-COM	Vigilant System Start Up & Commissioning of 'In Field' LPR system <ul style="list-style-type: none"> Vigilant technician to visit customer site Includes system start up, configuration and commissioning of LPR system Includes CDM/CDF Training Applies to mobile (1 System) and fixed (1 Camera) LPR systems
(4)	VS-TRVL-01	Vigilant Travel via Client Site Visit <ul style="list-style-type: none"> Vigilant certified technician to visit client site Includes all travel costs for onsite support services
(108)	VS-SHP-02	Vigilant Shipping Charges - Fixed or Comms <ul style="list-style-type: none"> Applies to each fixed camera LPR System Or Communication Box Purchased without LPR System Shipping Method is FOB Shipping
(1)	VSBSVC-04	Vigilant LPR Basic Service Package for Hosted/Managed LPR Deployments <ul style="list-style-type: none"> Managed/hosted server account services by Vigilant <ul style="list-style-type: none"> Includes access to all LEARN or Client Portal and CarDetector software updates Priced per camera per year for over 60 total camera units Requires new/existing Enterprise Service Agreement (ESA)
(1)	VS-INSTL-01	Installation of 10 systems as identified in the deployment plan.
Subtotal Price		\$931,755.71

Quote Notes:

- This quote will expire on Oct 2nd, 2024
- Installation and Commissioning included in this proposal. Installation includes Mobilization to sites, setup for traffic control, furnishing and installing conductors from existing service cabinets to Communication boxes located on site, and final optimization as needed.
- Customer shall be responsible for obtaining all necessary permits and engineering drawings, if necessary. Motorola may obtain permits/drawing if mutually agreed upon in writing, at additional cost to the Customer.
- All hardware components to have standard One (1) year hardware warranty.
- (1) Year hardware Warranty and any extended warranty purchased applies to hardware replacement only. Services related to Hardware Warranty replacement are the responsibility of the customer.
- Compatibility with Vigilant Solutions hardware/software to be confirmed prior to sale.
- Compliance to local codes neither guaranteed nor implied. Customer represents and warrants that they have all necessary rights and permissions to the areas where the installation services are provided.
- This Quote is provided per our conversation & details given by you - not in accordance to any written specification.
- This Quote does not include anything outside the above stated bill of materials.
- This purchase does not include a SIM for cellular service
- MSI's Master Customer Agreement: https://www.motorolasolutions.com/en_us/about/legal.html (and all applicable addenda) shall govern the products & services and is incorporated herein by this reference. Any free services provided under this offer are provided AS IS with no express or implied warranty
- Installation pricing assumes power at the pole and access to said power. It also assumes your preferred installer pricing.

- 13. Engineered traffic control plans are not included.
- 14. Customer to provide (40) data SIMs. Recommended data plans without throttling. At&T, Firstnet and Verizon are supported.
- 15. Includes Customer Loyalty Discount Promotion

Quoted by: Kelly Bluth - 925-398-2079 - Kelly.Bluth@motorolasolutions.com

Subtotal Price	\$845,305.71
Sales Tax	\$52,237.99
Total Price	\$897,543.70

Re: #QuoteID#

Agency: #CompanyName#

Total Cost: #QuoteTotal#

Contract Reference: #ProjectName#

Please be advised that the #CompanyName# will purchase the goods and/or services offered in your Quote #QuoteID#. This constitutes a purchase pursuant to the terms of the specified contract below, including any applicable addenda.

Specified Contract: Master Customer Agreement and attached addenda, signed concurrently herewith.

Agency affirms that a purchase order or notice to proceed is not required for contract performance or for subsequent years of service, and acknowledges that pursuant to _____, the funds for this purchase has been authorized. Customer agrees to appropriate funding in accordance with the contract.

Invoices shall be according to the milestone schedule included in the quote and services agreement, should reference '#QuoteID#' and be sent to:

#CompanyName#

Attn: _____

The equipment will be shipped to the customer at the following address, and the ultimate destination where the equipment will be delivered to the customer is:

#CompanyName#

Attn: _____

Sincerely,

Signature: _____

Name: _____

Title: _____

Email: _____

Contract Terms Acknowledgment

This Contract Terms Acknowledgment (this “**Acknowledgment**”) is entered into between **Vigilant Solutions, LLC**, a Delaware corporation (“**Vigilant**”) and the entity set forth in the signature block below (“**Customer**”). Vigilant and Customer will each be referred to herein as a “**Party**” and collectively as the “**Parties**”.

1. Contract Terms Acknowledgment. Customer acknowledges that they have received Statements of Work that describe the services provided on this Agreement. Parties acknowledge and agree that the terms of the Master Customer Agreement (“MCA”), including all applicable Addenda, shall apply to the Services set forth in the accompanying Ordering Document. Vigilant's Terms and Conditions, available at https://www.motorolasolutions.com/en_us/about/legal.html, including the Master Customer Agreement, is incorporated herein by this reference. By signing the signature block below, Customer certifies that it has read and agrees to the provisions set forth in this Acknowledgment and the signatory to this Acknowledgment represents and warrants that he or she has the requisite authority to bind Customer to this Acknowledgment.

2. Entire Agreement. This Acknowledgment, including the accompanying Ordering Document, supplements the terms of the MCA, applicable Addenda, and Ordering Documents entered between the Parties and forms a part of the Parties' Agreement.

3. Disputes; Governing Law. **Sections 12 – Disputes** of the MCA is hereby incorporated into this Acknowledgment *mutatis mutandis*.

4. Execution and Amendments. This Acknowledgment may be executed in multiple counterparts and will have the same legal force and effect as if the Parties had executed it as a single document. The Parties may sign in writing or by electronic signature. An electronic signature, facsimile copy, or computer image of a signature will be treated, and will have the same effect as an original signature, and will have the same effect, as an original signed copy of this document. This Acknowledgment may be amended or modified only by a written instrument signed by authorized representatives of both Parties.

The Parties hereby enter into this Acknowledgment as of the last signature date below.

Signature: _____

Name: _____

Title: _____

Email: _____



Standard LPR Hosting Services w/ LPR, Fees and Payment Provision

I License Key: The Camera License Key (CLK) means an electronic license key that will permit the use of MSI's LPR software to be used with standard MSI issued LPR cameras (one CLK per LPR camera) and select MSI Software Products.

II Offer Services: This Offer includes the following Software Services / Software Products:

- LPR Software Services / Software Products:
 - Basic Service:
 - MSI Managed/Hosted LPR Account
 - CarDetector LPR Software w/ all updates
 - Standard Service:
 - Mobile Hit Hunter (for CarDetector Mobile LPR Software)
 - Unlimited Mobile Companion (for Android or iPhone) Single Plate Scan
- Optional Parking Services:
 - Parking Toolkit (software application)
 - Parking Integration (3rd party system integration)
 - Scofflaw Alerting Service

III Annual Service Fees (CLKs): The Service Fees applicable to each Annual Service Period shall be as follows:

Annual Service Fee per CLK				
Total CLKs under this Offer	0-14 CLKs	15-30 CLKs	31-60 CLKs	Over 60 CLKs
Vigilant Basic LPR Service	525.00	450.00	400.00	275.00
Vigilant Standard LPR Service	750.00	640.00	565.00	390.00

Optional Parking Services: Software and/or data services related to Parking specific application and use:

Annual Parking Services Fee Schedule	
Parking Enforcement System Toolkit	\$1,000.00
Parking Integration Service	\$1,000.00
Scofflaw Alerting Service	\$25,000.00

Area intentionally left blank



IN WITNESS WHEREOF, the undersigned has agreed to this rate sheet as of the Signature Date.

Company Name: _____

Signer's Name: _____

Signer's Email: _____

Signature Date: _____

Signature: _____