



August 23, 2021

Commander Bryan Cupak  
Salinas Police Department  
222 Lincoln Avenue  
Salinas, CA 93901

Dear Commander Cupak:

We hope this letter finds you well. We understand the challenges that you and your team are facing at this time, and therefore remain very sensitive to the shifting demands and priorities that you and others in law enforcement must contend with every day.

As you may be aware, the Department's current ShotSpotter subscription expires on December 13, 2021. To that end, the attached quote SALINPD082321 is for an additional one-year term of the current subscription (December 14, 2021 through December 13, 2022) for the 7 square mile coverage area.

Since the current rate for the Department's coverage area is below our current market pricing (\$70,000 per square mile per year), ShotSpotter's policy is to apply our standard pricing adjustment (a 5% increase over the previous rate). However, in light of the City's current budget constraints, ShotSpotter is waiving the pricing adjustment for this term. At the end of this term, the renewal rate will include an additional pricing adjustment, so please plan accordingly for the December 14, 2022 through December 13, 2023 subscription term. This price quotation does not include any state or local taxes; please notify me if the price quotation needs to be adjusted for applicable taxes.

We appreciate the opportunity to support the Salinas Police Department in your efforts to reduce gun violence and build community trust. Should you have any questions regarding the Department's subscription renewal, please feel free to call me at 510-298-8668.

Sincerely,

A handwritten signature in black ink that reads "Karen Isotalo".

Karen Isotalo  
Vice President, Sales Operations





# Quotation

7979 Gateway Blvd., Suite 210  
Newark, CA 94560-1156  
Phone (888) 274-6877 Fax (650) 887-2106

**DATE** 8/23/2021  
**Quotation #** SALINPD082321  
**Customer ID** Salinas PD

**Quotation For:**  
Commander Bryan Cupak  
Salinas Police Department  
222 Lincoln Avenue  
Salinas, CA 93901

*Quotation valid until: 12/13/2021*  
*Prepared by: K Isotalo*

**Comments or Special Instructions:** Renewal of Annual Respond (formerly Flex) Subscription Services for December 14, 2021 through December 13, 2022 for the 7 mi<sup>2</sup> coverage area. These services will be delivered according to the existing Flex Services Agreement dated August 31, 2016.

SALESPERSON	P.O. NUMBER	SHIP DATE	SHIP VIA	TERMS	
Greene			Electronic	Net 30	
QUANTITY (mi²)	DESCRIPTION		UNIT PRICE (per mi²)	TAXABLE?	AMOUNT
7	ShotSpotter Annual Subscription Services for 12/14/2021 to 12/13/2022.		\$65,000		\$455,000
				SUBTOTAL	\$455,000
				TAX RATE	
				SALES TAX	\$0
				OTHER	\$0
				TOTAL	\$455,000

Please indicate your acceptance of this quote by issuing a Purchase Order referencing the Quotation # above.  
ShotSpotter will issue an invoice once we receive the PO.

If you have any questions concerning this quotation, please contact  
Karen Isotalo - Vice President, Sales Operations at 510-298-8668 or [kisotalo@shotspotter.com](mailto:kisotalo@shotspotter.com)

**THANK YOU FOR YOUR BUSINESS!**