

CITY OF HIGH POINT

AGENDA ITEM



Title: Municipal Lease Agreement with Motorola Solutions

From: Chief Kenneth Shultz

Meeting Date: June 1, 2020

Public Hearing: N/A

Advertising Date: N/A

Advertised By: N/A

Attachments: In-car camera /Body-Worn Camera Images, WatchGuard's Quote & Municipal Lease Agreement

PURPOSE:

City Council is asked to approve a Municipal Lease agreement with Motorola Solutions for WatchGuard 4RE/VISTA In-car camera / body-worn camera systems to be utilized by first responders for Information Technology Services and the High Point Police Department, in amount of \$1,380,436. These cameras are beneficial for not only capturing evidence of criminal acts, but also used for addressing citizen complaints.

BACKGROUND:

The High Point Police Department currently utilizes Watchguard's in-car camera systems. We currently have 135 units in service. Most of these systems are no longer covered under warranty and approaching the end of their serviceable life expectancy. For the last two years the Police Department set up a budget line item for Watchguard system repairs for those units no longer covered under warranty. The repair line item was exhausted in April of this year two months before the end of the budget year. This is expected to continue happening as more units fall out of warranty. In Watchguard's current proposal, the City would realize a cost savings for an in-car system as well as a body camera system for the price of what the original in-car systems cost.

BUDGET IMPACT:

The City of High Point would enter into the lease agreement on 6-26-2020 with the first least payment not coming due until fiscal year 2021-22 on 7-1-2021 and would be paid on an annual basis through 7-1-2024. The purchase is being made off of the NC State Contract 680D. The Police Department pledges to apply future Justice Assistance Grant (JAG) Awards toward the annual lease payment. Payments are as follows:

Year 1 – No payment required

Year 2 - \$345,109.00

Year 3 - \$345,109.00

Year 4 - \$345,109.00

Year 5 - \$345,109.00

RECOMMENDATION / ACTION REQUESTED:

The Department of Information Technology Services and the High Point Police Department request Council approve the municipal lease agreement from Motorola Solutions in the amount of \$1,380,436.

Vista Body Camera:



In-Car Camera System:



8.8" Wide x 1.4" High x 1.13" Deep

ZERO SIGHTLINE (ZSL) CAMERA SPECS

Resolution	3200 x 1080 (1080i/1080p Progressive Scanning)
Image Sensor/Type	Dual Exposure Progressive Scan CMOS (1/3" x 1/3") Dynamic Range
Field of View	60 Degree Wide Horizontal Viewing Angle
Optics	F1.7 Fixed Focus, Wide-View, Glass Lens
Connective Type	Locking Braid HDMI, Switched Cable
Weight	2.5 oz (70.6g)
Dimensions	1.80" x 1.13"



4RE/VISTA Price Quote

NC State Contract 680D

CUSTOMER: High Point Police Department

ISSUED: 5/12/2020 1:40 PM

EXPIRATION: 6/30/2021 7:00 AM

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**TOTAL PROJECT ESTIMATED AT:
\$1,330,176.26**

ATTENTION: Capt Gamble

SALES CONTACT: Davin Perkins

PHONE: 336-883-3224

DIRECT: (469) 342-8948

E-MAIL:

E-MAIL:
davin.perkins@motorolasolutions.com

4RE and VISTA Proposal VISTA HD Cameras and Options

Part Number	Detail	Qty	Direct	Discount	Total Price
VIS-EXT-WIF-BUN	VISTA HD WiFi and 4RE System Bundle. Includes 4RE Standard DVR Camera System with integrated 200GB automotive grade hard drive, ZSL camera, 16GB USB removable thumb drive, rear facing cabin camera, GPS, hardware, cabling and your choice of mounting bracket. It will also include the VISTA HD Wi-Fi Extended Capacity Wearable Camera with 9 hours continuous HD recording, one camera mount, 32 GB of storage, Wi-Fi docking base, Power over Ethernet Smart Switch	135.00	\$5,550.00	\$0.00	\$749,250.00
VIS-EXT-WIF-001	VISTA HD WiFi Additional Camera Only	7.00	\$995.00	\$49.75	\$6,616.75
VIS-CHG-B52-KIT	VISTA Charging Base R2 Kit, incl. Power and USB Cables	145.00	\$95.00	\$4.75	\$13,086.25
VIS-VTS-DTC-001	VISTA Transfer Station Assy, 8 Cameras, Ethernet, DEV 144, Enhanced ESD Protection	3.00	\$1,495.00	\$74.75	\$4,260.75
VIS-CHG-MAG-001	Charging Cable, VISTA QuickConnect 12V Magnetic Mobile Charging Kit	135.00	\$99.00	\$4.95	\$12,696.75

VISTA HD Warranties

Part Number	Detail	Qty	Direct	Discount	Total Price
WAR-VIS-WIF-NOF	3 Year VISTA WiFi, No-Fault Hardware and Software Maintenance Bundle	142.00	\$650.00	\$0.00	\$92,300.00
WAR-VIS-WIF-NOF	Year's 4 and 5 VISTA WiFi, No-Fault Hardware and Software Maintenance Bundle	142.00	\$650.00	\$0.00	\$92,300.00

Evidence Library 4 Web Software and Licensing

Part Number	Detail	Qty	Direct	Discount	Total Price
KEY-EL4-DEV-004	Evidence Library 4 Web VISTA Combo-Discount Device License Key	135.00	\$75.00	\$3.75	\$9,618.75
KEY-EL4-DEV-002	Evidence Library 4 Web VISTA Device License Key	7.00	\$150.00	\$7.50	\$997.50
KEY-EL4-DEV-001	Evidence Library 4 Web 4RE In-Car Device License Key	135.00	\$150.00	\$7.50	\$19,237.50

415 E. Exchange Parkway • Allen, TX • 75002
Toll Free (800) 605-6734 • Main (972) 423-9777 • Fax (972) 423-9778
www.WatchGuardVideo.com



4RE/VISTA Price Quote

4RE In-Car System and Options

Part Number	Detail	Qty	Direct	Discount	Total Price
CAM-4RE-PAN-NHD	Additional Front Camera, 4RE, HD Panoramic	135.00	\$200.00	\$10.00	\$25,650.00

Wireless Video Transfer and Networking Options

Part Number	Detail	Qty	Direct	Discount	Total Price
4RE-WRL-KIT-101	4RE In-Car 802.11n Wireless Kit, 5GHz (2.4 GHz is available by request)	135.00	\$200.00	\$10.00	\$25,650.00
WAP-MIK-CON-802	WiFi Access Point, Configured, MikroTik, 802.11n, 5GHz, SXT, AP	5.00	\$250.00	\$12.50	\$1,187.50

4RE Hardware Warranties

Part Number	Detail	Qty	Direct	Discount	Total Price
WAR-4RE-CAR-5TH	5 Year 4RE Hardware and Software Maintenance Bundle	135.00	\$1,375.00	\$0.00	\$185,625.00

Software Maintenance and CLOUD-Share

Part Number	Detail	Qty	Direct	Discount	Total Price
SFW-EL4-CLD-BAS	Evidence Library 4 Web CLOUD - SHARE - Basic for VISTA	426.00	\$0.00	\$0.00	\$0.00
SFW-EL4-CLD-BAS	Evidence Library 4 Web CLOUD - SHARE - Basic for 4RE	675.00	\$0.00	\$0.00	\$0.00

WatchGuard Video Technical Services

Part Number	Detail	Qty	Direct	Discount	Total Price
Freight	Shipping/Handling and Processing Charges	1.00	\$7,590.00	\$0.00	\$7,590.00
					\$1,246,066.75

Total Estimated Tax, may vary from State to State \$84,109.51

Configuration Discounts	\$6,263.25
Additional Quote Discount	\$0.00
Total Amount	\$1,330,176.26

NOTE: This is only an estimate for 4RE & VISTA related hardware, software and WG Technical Services. Actual costs related to a turn-key operation requires more detailed discussion and analysis, which will define actual back-office costs and any costs associated with configuration, support and installation. Please contact your sales representative for more details.

To accept this quotation, sign, date and return with Purchase Order: _____ DATE: _____

Lessee: CITY OF HIGH POINT, NC

Schedule B (Lease #24838)

Compound Period:		Annual			
Nominal Annual Rate:		0.000%			
CASH FLOW DATA					
	Event	Date	Amount	Number	Period
1	Loan	6/26/2020	1,330,176.26	1	
2	Payment	7/1/2021	345,109.00	1	
3	Rate Change	7/1/2021	Rate: 2.530 %	Compounding:	Annual
4	Payment	7/1/2022	345,109.00	3	Annual
					7/1/2024
AMORTIZATION SCHEDULE - Normal Amortization, 360 Day Year					
	Date	Payment	Interest	Principal	Balance
Loan	6/26/2020				1,330,176.26
2020 Totals		0.00	0.00	0.00	
1	7/1/2021	345,109.00	0.00	345,109.00	985,067.26
Rate	7/1/2021		0.00	0.00	985,067.26
	7/1/2021	Rate: 2.53%	Compounding:	Annual	
2021 Totals		345,109.00	0.00	345,109.00	
2	7/1/2022	345,109.00	24,922.33	320,186.67	664,880.59
2022 Totals		345,109.00	24,922.33	320,186.67	
3	7/1/2023	345,109.00	16,821.56	328,287.44	336,593.15
2023 Totals		345,109.00	16,821.56	328,287.44	
4	7/1/2024	345,109.00	8,515.85	336,593.15	0.00
2024 Totals		345,109.00	8,515.85	336,593.15	
Grand Totals		1,380,436.00	50,259.74	1,330,176.26	

INITIAL INSURANCE REQUIREMENT: \$1,330,176.26

Except as specifically provided in Section five of the Lease hereof, Lessee agrees to pay to Lessor or its assignee the Lease Payments, including the interest portion, in the amounts and dates specified in the above payment schedule.

ORIGINAL ISSUE DISCOUNT (if applicable):

Lessee acknowledges that the amount financed by Lessor is \$1,296,898.00 and that such amount is the issue price for this Lease Payment Schedule for federal income tax purposes. The difference between the principal amount of this Lease Payment Schedule and the issue price is original issue discount as defined in Section 1288 of the Code. The yield for this Lease Payment Schedule for federal income tax purposes is 2.53%. Such issue price and yield will be stated in the applicable Form 8038-G.