

Solicitation Number: DPS1337
Due: Wednesday, June 12, 2013 at 1:30 pm



Alternative Proposal for Digital Mobile Video Systems For the West Virginia State Police

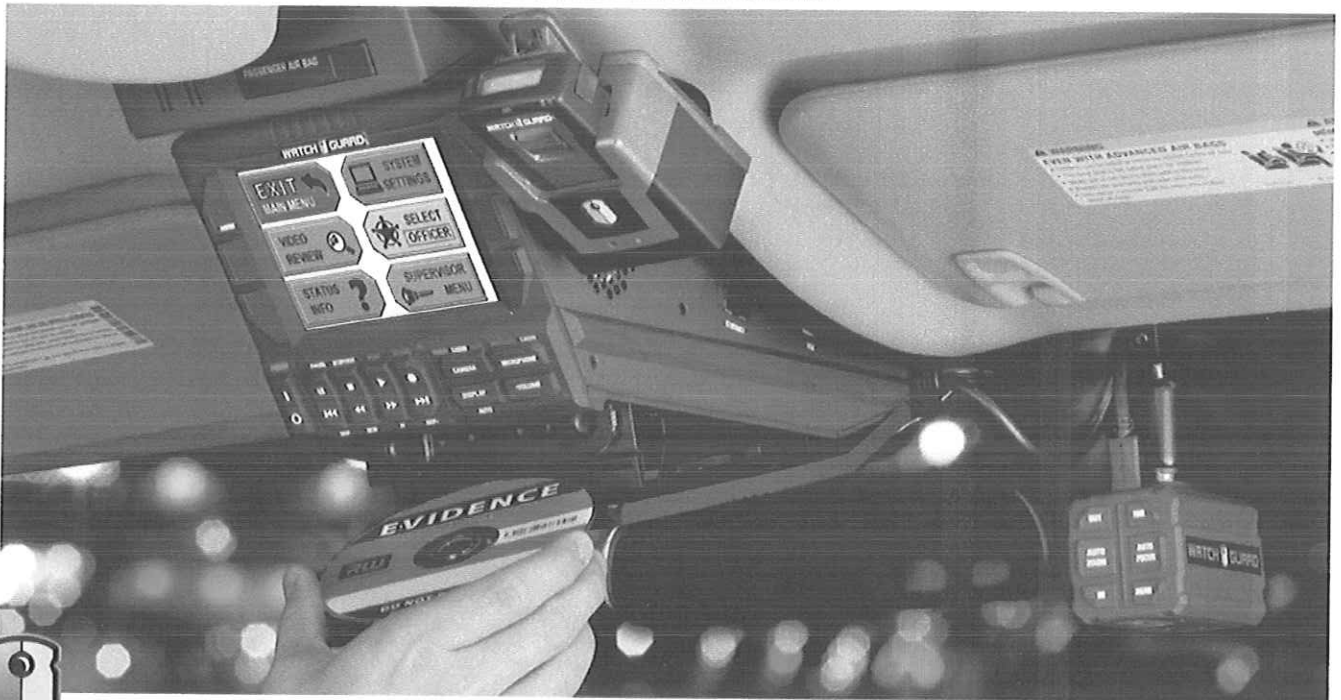
State of West Virginia

06/11/13 09:55:23 AM
West Virginia Purchasing Division



Submitted by
WatchGuard Video

DVI STANDALONE, DIRECT-TO-DVD, IN-CAR VIDEO FOR LAW ENFORCEMENT



WatchGuard Video
415 Century Parkway, Allen, TX 75013
1.800.MPEG (6734)
www.watchguardvideo.com



10th of June, 2013

State of West Virginia
Department of Administration, Purchasing Division
2019 Washington Street East
Charleston, WV 25305-0130

Reference: Solicitation Number: DPS1337 for Digital Mobile Video Systems

WatchGuard Video is pleased to present the DV-1 Digital In-Car Video Solution. The DV-1 is a direct-to-DVD system that utilizes re-writable DVD+RW discs and requires no server or network equipment. Rather, the DV-1 authors DVD playable discs, in a self-contained overhead enclosure, in real-time, while the officer works. This solution allows the Department an easy to use, inexpensive to operate, digital in-car video system.

WatchGuard Video offers the only DVD-Video solution capable of accurately and reliably writing video to a DVD in real-time, while the vehicle is in motion thanks to its suspended optical drive enclosure. Further, it does this in a single overhead mounted enclosure. No system using a consumer based DVD drive or laptop drive can reliably achieve this performance and level of reliability.

Thank you for your consideration to this proposal.

Respectfully Submitted,



Jason Stuczynski

Vice President of Sales



Table of Contents

Original RFQ and Required Forms _____	1
Pricing Page _____	45
Certification and Signature Page _____	47
Purchasing Affidavit _____	49
Vendor Preference Certificate _____	51
Acknowledgement of Addendum _____	56
DV-1 Solution Description and Specification Exceptions _____	57
Introduction _____	59
In-Car Hardware Components _____	62
Features and Functionality _____	66
RFQ Specification Exceptions _____	71
Solution Cost Breakdown _____	77
Cost Breakdown _____	79
MSRP Price List _____	81
Warranty and Maintenance _____	85
Company Profile _____	89
Product Brochures and Spec. Sheets _____	Attachment



ORIGINAL RFQ AND REQUIRED FORMS

Section Contents:

Pricing Page	45
Certification and Signature Page	47
Purchasing Affidavit	49
Vendor Preference Certificate	51
Acknowledgement of Addendum	56



State of West Virginia
 Department of Administration
 Purchasing Division
 2019 Washington Street East
 Post Office Box 50130
 Charleston, WV 25305-0130

Solicitation

NUMBER
DPS1337

PAGE
1

ADDRESS CORRESPONDENCE TO ATTENTION OF:
TARA LYLE 304-558-2544

RODNEY

*531144900 800-605-6734
 WATCHGUARD VIDEO
 415 CENTURY PKWY
 ALLEN TX 75013

SHIP TO

WEST VIRGINIA STATE POLICE
 4124 KANAWHA TURNPIKE
 SOUTH CHARLESTON, WV
 25309 304-746-2141

DATE PRINTED
05/01/2013

BID OPENING DATE: 05/29/2013 BID OPENING TIME 01:30PM

LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
OPEN-END CONTRACT THE WEST VIRGINIA PURCHASING DIVISION FOR THE AGENCY, WV STATE POLICE, IS SOLICITING BIDS TO PROVIDE DIGITAL MOBILE VIDEO SYSTEMS AND RELATED ACCESSORIES FOR THE WV STATE POLICE, PER THE ATTACHED SPECIFICATIONS. ATTACHMENTS INCLUDE: 1. INSTRUCTIONS TO VENDORS SUBMITTING BIDS 2. GENERAL TERMS AND CONDITIONS 3. DPS1337 SPECIFICATIONS 4. CERTIFICATION AND SIGNATURE PAGE 5. PURCHASING AFFIDAVIT 6. RESIDENT VENDOR PREFERENCE (RVP) FORM 7. ADDENDUM ACKNOWLEDGEMENT FORM						
0001	100	LS		840-70	\$4,750.00	\$475,000.00
	DIGITAL SYSTEM AND COMPONENTS					
0002	15	LS		840-70	\$750.00	\$11,250.00
	CAMERA					

SIGNATURE 	TELEPHONE (972) 423-9777	DATE June 10, 2013
TITLE Vice President of Sales	FEIN 11-3717781	ADDRESS CHANGES TO BE NOTED ABOVE

WHEN RESPONDING TO SOLICITATION, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'



State of West Virginia
 Department of Administration
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 2019 Washington Street East
 Post Office Box 50130
 Charleston, WV 25305-0130

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PAGE
2

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VENDOR

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DATE PRINTED
05/01/2013

BID OPENING DATE: **05/29/2013** BID OPENING TIME **01:30PM**

LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
0003	15	LS		840-70 INTERNAL AUXILLIARY CAMERA	\$195.00	\$2,925.00
0004	15	LS		803-40 REMOTE MICROPHONE TRANSMITTER (RMT)	\$345.00	\$5,175.00
0005	50	LS		287-12 RMT BATTERIES	\$20.00	\$300.00
0006	15	LS		725-49 GPS RECEIVERS	\$28.00	\$420.00
0007	200	LS		205-32 MEDIA/VIDEO STORAGE (CF CARDS)	\$1.25	\$250.00

SIGNATURE <i>J. A. [Signature]</i>	TELEPHONE (972) 423-9777	DATE June 10, 2013
TITLE Vice President of Sales	FEIN 11-3717781	ADDRESS CHANGES TO BE NOTED ABOVE

WHEN RESPONDING TO SOLICITATION, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'



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 SOUTH CHARLESTON, WV
 25309 304-746-2141

DATE PRINTED
05/01/2013

BID OPENING DATE: **05/29/2013** BID OPENING TIME **01:30PM**

LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
0008	100	LS		939-21	\$1,000.00	\$100,000.00
				EXTENDED MAINTENANCE AGREEMENTS	*Five year hardware warranty.	
***** THIS IS THE END OF RFQ DPS1337 ***** TOTAL :						\$595,320.00

SIGNATURE 	TELEPHONE (972) 423-9777	DATE June 10, 2013
TITLE Vice President of Sales	FEIN 11-3717781	ADDRESS CHANGES TO BE NOTED ABOVE

WHEN RESPONDING TO SOLICITATION, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'

INSTRUCTIONS TO VENDORS SUBMITTING BIDS

1. **REVIEW DOCUMENTS THOROUGHLY:** The attached documents contain a solicitation for bids. Please read these instructions and all documents attached in their entirety. These instructions provide critical information about requirements that if overlooked could lead to disqualification of a Vendor's bid. All bids must be submitted in accordance with the provisions contained in these instructions and the Solicitation. Failure to do so may result in disqualification of Vendor's bid.
2. **MANDATORY TERMS:** The Solicitation may contain mandatory provisions identified by the use of the words "must," "will," and "shall." Failure to comply with a mandatory term in the Solicitation will result in bid disqualification.
3. **PREBID MEETING:** The item identified below shall apply to this Solicitation.

A pre-bid meeting will not be held prior to bid opening.

A **NON-MANDATORY PRE-BID** meeting will be held at the following place and time:

--

A **MANDATORY PRE-BID** meeting will be held at the following place and time:

--

All Vendors submitting a bid must attend the mandatory pre-bid meeting. Failure to attend the mandatory pre-bid meeting shall result in disqualification of the Vendor's bid. No one person attending the pre-bid meeting may represent more than one Vendor.

An attendance sheet provided at the pre-bid meeting shall serve as the official document verifying attendance. The State will not accept any other form of proof or documentation to verify attendance. Any person attending the pre-bid meeting on behalf of a Vendor must list on the attendance sheet his or her name and the name of the Vendor he or she is representing. Additionally, the person attending the pre-bid meeting should include the Vendor's E-Mail address, phone number, and Fax number on the attendance sheet. It is the Vendor's responsibility to locate the attendance sheet and provide the required

information. Failure to complete the attendance sheet as required may result in disqualification of Vendor's bid.

All Vendors should arrive prior to the starting time for the pre-bid. Vendors who arrive after the starting time but prior to the end of the pre-bid will be permitted to sign in, but are charged with knowing all matters discussed at the pre-bid.

Questions submitted at least five business days prior to a scheduled pre-bid will be discussed at the pre-bid meeting if possible. Any discussions or answers to questions at the pre-bid meeting are preliminary in nature and are non-binding. Official and binding answers to questions will be published in a written addendum to the Solicitation prior to bid opening.

4. **VENDOR QUESTION DEADLINE:** Vendors may submit questions relating to this Solicitation to the Purchasing Division. Questions must be submitted in writing. All questions must be submitted on or before the date listed below and to the address listed below in order to be considered. A written response will be published in a Solicitation addendum if a response is possible and appropriate. Non-written discussions, conversations, or questions and answers regarding this Solicitation are preliminary in nature and are non-binding.

Question Submission Deadline: May 14, 2013 at 5:00 pm

Submit Questions to:

Tara Lyle, File 32

2019 Washington Street, East

P.O. Box 50130

Charleston, WV 25305

Fax: 304-558-4115

Email: Tara.L.Lyle@wv.gov

5. **VERBAL COMMUNICATION:** Any verbal communication between the Vendor and any State personnel is not binding, including that made at the mandatory pre-bid conference. Only information issued in writing and added to the Solicitation by an official written addendum by the Purchasing Division is binding.
6. **BID SUBMISSION:** All bids must be signed and delivered by the Vendor to the Purchasing Division at the address listed below on or before the date and time of the bid opening. Any bid received by the Purchasing Division staff is considered to be in the possession of the Purchasing Division and will not be returned for any reason. The bid delivery address is:

Department of Administration, Purchasing Division
2019 Washington Street East
P.O. Box 50130,
Charleston, WV 25305-0130

The bid should contain the information listed below on the face of the envelope or the bid may not be considered:

SEALED BID

BUYER: _____

SOLICITATION NO.: _____

BID OPENING DATE: _____

BID OPENING TIME: _____

FAX NUMBER: _____

In the event that Vendor is responding to a request for proposal, the Vendor shall submit one original technical and one original cost proposal plus N/A convenience copies of each to the Purchasing Division at the address shown above. Additionally, the Vendor should identify the bid type as either a technical or cost proposal on the face of each bid envelope submitted in response to a request for proposal as follows:

BID TYPE: [] Technical

[] Cost

- 7. **BID OPENING:** Bids submitted in response to this Solicitation will be opened at the location identified below on the date and time listed below. Delivery of a bid after the bid opening date and time will result in bid disqualification. For purposes of this Solicitation, a bid is considered delivered when time stamped by the official Purchasing Division time clock.

Bid Opening Date and Time:

May 29, 2013 at 1:30 pm

Bid Opening Location:

Department of Administration, Purchasing Division
2019 Washington Street East
P.O. Box 50130,
Charleston, WV 25305-0130

- 8. **ADDENDUM ACKNOWLEDGEMENT:** Changes or revisions to this Solicitation will be made by an official written addendum issued by the Purchasing Division. Vendor should acknowledge receipt of all addenda issued with this Solicitation by completing an Addendum Acknowledgment Form, a copy of which is included herewith. Failure to acknowledge addenda may result in bid disqualification. The addendum acknowledgement should be submitted with the bid to expedite document processing.
- 9. **BID FORMATTING:** Vendor should type or electronically enter the information onto its bid to prevent errors in the evaluation. Failure to type or electronically enter the information may result in bid disqualification.

GENERAL TERMS AND CONDITIONS:

1. **CONTRACTUAL AGREEMENT:** Issuance of a Purchase Order signed by the Purchasing Division Director, or his designee, and approved as to form by the Attorney General's office constitutes acceptance of this Contract made by and between the State of West Virginia and the Vendor. Vendor's signature on its bid signifies Vendor's agreement to be bound by and accept the terms and conditions contained in this Contract.

2. **DEFINITIONS:** As used in this Solicitation / Contract, the following terms shall have the meanings attributed to them below. Additional definitions may be found in the specifications included with this Solicitation / Contract.
 - 2.1 **"Agency" or "Agencies"** means the agency, board, commission, or other entity of the State of West Virginia that is identified on the first page of the Solicitation or any other public entity seeking to procure goods or services under this Contract.
 - 2.2 **"Contract"** means the binding agreement that is entered into between the State and the Vendor to provide the goods and services requested in the Solicitation.
 - 2.3 **"Director"** means the Director of the West Virginia Department of Administration, Purchasing Division.
 - 2.4 **"Purchasing Division"** means the West Virginia Department of Administration, Purchasing Division.
 - 2.5 **"Purchase Order"** means the document signed by the Agency and the Purchasing Division, and approved as to form by the Attorney General, that identifies the Vendor as the successful bidder and Contract holder.
 - 2.6 **"Solicitation"** means the official solicitation published by the Purchasing Division and identified by number on the first page thereof.
 - 2.7 **"State"** means the State of West Virginia and/or any of its agencies, commissions, boards, etc. as context requires.
 - 2.8 **"Vendor" or "Vendors"** means any entity submitting a bid in response to the Solicitation, the entity that has been selected as the lowest responsible bidder, or the entity that has been awarded the Contract as context requires.

3. **CONTRACT TERM; RENEWAL; EXTENSION:** The term of this Contract shall be determined in accordance with the category that has been identified as applicable to this Contract below:

Term Contract

Initial Contract Term: This Contract becomes effective on

 and extends for a period of year(s).

Renewal Term: This Contract may be renewed upon the mutual written consent of the Agency, and the Vendor, with approval of the Purchasing Division and the Attorney General's office (Attorney General approval is as to form only). Any request for renewal must be submitted to the Purchasing Division Director thirty (30) days prior to the expiration date of the initial contract term or appropriate renewal term. A Contract renewal shall be in accordance with the terms and conditions of the original contract. Renewal of this Contract is limited to successive one (1) year periods. Automatic renewal of this Contract is prohibited. Notwithstanding the foregoing, Purchasing Division approval is not required on agency delegated or exempt purchases. Attorney General approval may be required for vendor terms and conditions.

Reasonable Time Extension: At the sole discretion of the Purchasing Division Director, and with approval from the Attorney General's office (Attorney General approval is as to form only), this Contract may be extended for a reasonable time after the initial Contract term or after any renewal term as may be necessary to obtain a new contract or renew this Contract. Any reasonable time extension shall not exceed twelve (12) months. Vendor may avoid a reasonable time extension by providing the Purchasing Division Director with written notice of Vendor's desire to terminate this Contract 30 days prior to the expiration of the then current term. During any reasonable time extension period, the Vendor may terminate this Contract for any reason upon giving the Purchasing Division Director 30 days written notice. Automatic extension of this Contract is prohibited. Notwithstanding the foregoing, Purchasing Division approval is not required on agency delegated or exempt purchases, but Attorney General approval may be required.

- Fixed Period Contract:** This Contract becomes effective upon Vendor's receipt of the notice to proceed and must be completed within days.
- One Time Purchase:** The term of this Contract shall run from the issuance of the Purchase Order until all of the goods contracted for have been delivered, but in no event shall this Contract extend for more than one fiscal year.
- Other:** See attached.

4. **NOTICE TO PROCEED:** Vendor shall begin performance of this Contract immediately upon receiving notice to proceed unless otherwise instructed by the Agency. Unless otherwise specified, the fully executed Purchase Order will be considered notice to proceed
5. **QUANTITIES:** The quantities required under this Contract shall be determined in accordance with the category that has been identified as applicable to this Contract below.
- Open End Contract:** Quantities listed in this Solicitation are approximations only, based on estimates supplied by the Agency. It is understood and agreed that the Contract shall cover the quantities actually ordered for delivery during the term of the Contract, whether more or less than the quantities shown.
- Service:** The scope of the service to be provided will be more clearly defined in the specifications included herewith.
- Combined Service and Goods:** The scope of the service and deliverable goods to be provided will be more clearly defined in the specifications included herewith.
- One Time Purchase:** This Contract is for the purchase of a set quantity of goods that are identified in the specifications included herewith. Once those items have been delivered, no additional goods may be procured under this Contract without an appropriate change order approved by the Vendor, Agency, Purchasing Division, and Attorney General's office.
6. **PRICING:** The pricing set forth herein is firm for the life of the Contract, unless specified elsewhere within this Solicitation/Contract by the State. A Vendor's inclusion of price adjustment provisions in its bid, without an express authorization from the State in the Solicitation to do so, may result in bid disqualification.
7. **EMERGENCY PURCHASES:** The Purchasing Division Director may authorize the Agency to purchase goods or services in the open market that Vendor would otherwise provide under this Contract if those goods or services are for immediate or expedited delivery in an emergency. Emergencies shall include, but are not limited to, delays in transportation or an unanticipated increase in the volume of work. An emergency purchase in the open market, approved by the Purchasing Division Director, shall not constitute a breach of this Contract and shall not entitle the Vendor to any form of compensation or damages. This provision does not excuse the State from fulfilling its obligations under a One Time Purchase contract.
8. **REQUIRED DOCUMENTS:** All of the items checked below must be provided to the Purchasing Division by the Vendor as specified below.
- BID BOND:** All Vendors shall furnish a bid bond in the amount of five percent (5%) of the total amount of the bid protecting the State of West Virginia. The bid bond must be submitted with the bid.

[] **PERFORMANCE BOND:** The apparent successful Vendor shall provide a performance bond in the amount of []. The performance bond must be issued and received by the Purchasing Division prior to Contract award. On construction contracts, the performance bond must be 100% of the Contract value.

[] **LABOR/MATERIAL PAYMENT BOND:** The apparent successful Vendor shall provide a labor/material payment bond in the amount of 100% of the Contract value. The labor/material payment bond must be issued and delivered to the Purchasing Division prior to Contract award.

In lieu of the Bid Bond, Performance Bond, and Labor/Material Payment Bond, the Vendor may provide certified checks, cashier's checks, or irrevocable letters of credit. Any certified check, cashier's check, or irrevocable letter of credit provided in lieu of a bond must be of the same amount and delivered on the same schedule as the bond it replaces. A letter of credit submitted in lieu of a performance and labor/material payment bond will only be allowed for projects under \$100,000. Personal or business checks are not acceptable.

[] **MAINTENANCE BOND:** The apparent successful Vendor shall provide a two (2) year maintenance bond covering the roofing system. The maintenance bond must be issued and delivered to the Purchasing Division prior to Contract award.

[] **WORKERS' COMPENSATION INSURANCE:** The apparent successful Vendor shall have appropriate workers' compensation insurance and shall provide proof thereof upon request.

[] **INSURANCE:** The apparent successful Vendor shall furnish proof of the following insurance prior to Contract award:

[] **Commercial General Liability Insurance:**
[] or more.

[] **Builders Risk Insurance:** builders risk – all risk insurance in an amount equal to 100% of the amount of the Contract.

[] []

[] []

[] []

[] []

[] []

The apparent successful Vendor shall also furnish proof of any additional insurance requirements contained in the specifications prior to Contract award regardless of whether or not that insurance requirement is listed above.

[] **LICENSE(S) / CERTIFICATIONS / PERMITS:** In addition to anything required under the Section entitled Licensing, of the General Terms and Conditions, the apparent successful Vendor shall furnish proof of the following licenses, certifications, and/or permits prior to Contract award, in a form acceptable to the Purchasing Division.

[]	
[]	
[]	
[]	

The apparent successful Vendor shall also furnish proof of any additional licenses or certifications contained in the specifications prior to Contract award regardless of whether or not that requirement is listed above.

9. LITIGATION BOND: The Director reserves the right to require any Vendor that files a protest of an award to submit a litigation bond in the amount equal to one percent of the lowest bid submitted or \$5,000, whichever is greater. The entire amount of the bond shall be forfeited if the hearing officer determines that the protest was filed for frivolous or improper purpose, including but not limited to, the purpose of harassing, causing unnecessary delay, or needless expense for the Agency. All litigation bonds shall be made payable to the Purchasing Division. In lieu of a bond, the protester may submit a cashier's check or certified check payable to the Purchasing Division. Cashier's or certified checks will be deposited with and held by the State Treasurer's office. If it is determined that the protest has not been filed for frivolous or improper purpose, the bond or deposit shall be returned in its entirety.

10. ALTERNATES: Any model, brand, or specification listed herein establishes the acceptable level of quality only and is not intended to reflect a preference for, or in any way favor, a particular brand or vendor. Vendors may bid alternates to a listed model or brand provided that the alternate is at least equal to the model or brand and complies with the required specifications. The equality of any alternate being bid shall be determined by the State at its sole discretion. Any Vendor bidding an alternate model or brand should clearly identify the alternate items in its bid and should include manufacturer's specifications, industry literature, and/or any other relevant documentation demonstrating the equality of the alternate items. Failure to provide information for alternate items may be grounds for rejection of a Vendor's bid.

11. EXCEPTIONS AND CLARIFICATIONS: The Solicitation contains the specifications that shall form the basis of a contractual agreement. Vendor shall clearly mark any exceptions, clarifications, or

other proposed modifications in its bid. Exceptions to, clarifications of, or modifications of a requirement or term and condition of the Solicitation may result in bid disqualification.

12. LIQUIDATED DAMAGES: Vendor shall pay liquidated damages in the amount

	for	

This clause shall in no way be considered exclusive and shall not limit the State or Agency's right to pursue any other available remedy.

- 13. ACCEPTANCE/REJECTION:** The State may accept or reject any bid in whole, or in part. Vendor's signature on its bid signifies acceptance of the terms and conditions contained in the Solicitation and Vendor agrees to be bound by the terms of the Contract, as reflected in the Purchase Order, upon receipt.
- 14. REGISTRATION:** Prior to Contract award, the apparent successful Vendor must be properly registered with the West Virginia Purchasing Division and must have paid the \$125 fee if applicable.
- 15. COMMUNICATION LIMITATIONS:** In accordance with West Virginia Code of State Rules §148-1-6.6, communication with the State of West Virginia or any of its employees regarding this Solicitation during the solicitation, bid, evaluation or award periods, except through the Purchasing Division, is strictly prohibited without prior Purchasing Division approval. Purchasing Division approval for such communication is implied for all agency delegated and exempt purchases.
- 16. FUNDING:** This Contract shall continue for the term stated herein, contingent upon funds being appropriated by the Legislature or otherwise being made available. In the event funds are not appropriated or otherwise made available, this Contract becomes void and of no effect beginning on July 1 of the fiscal year for which funding has not been appropriated or otherwise made available.
- 17. PAYMENT:** Payment in advance is prohibited under this Contract. Payment may only be made after the delivery and acceptance of goods or services. The Vendor shall submit invoices, in arrears, to the Agency at the address on the face of the purchase order labeled "Invoice To."
- 18. UNIT PRICE:** Unit prices shall prevail in cases of a discrepancy in the Vendor's bid.
- 19. DELIVERY:** All quotations are considered freight on board destination ("F.O.B. destination") unless alternate shipping terms are clearly identified in the bid. Vendor's listing of shipping terms that contradict the shipping terms expressly required by this Solicitation may result in bid disqualification.
- 20. INTEREST:** Interest attributable to late payment will only be permitted if authorized by the West Virginia Code. Presently, there is no provision in the law for interest on late payments.
- 21. PREFERENCE:** Vendor Preference may only be granted upon written request and only in accordance with the West Virginia Code § 5A-3-37 and the West Virginia Code of State Rules. A Resident Vendor Certification form has been attached hereto to allow Vendor to apply for the preference. Vendor's

failure to submit the Resident Vendor Certification form with its bid will result in denial of Vendor Preference. Vendor Preference does not apply to construction projects.

- 22. SMALL, WOMEN-OWNED, OR MINORITY-OWNED BUSINESSES:** For any solicitations publicly advertised for bid on or after July 1, 2012, in accordance with West Virginia Code §5A-3-37(a)(7) and W. Va. CSR § 148-22-9, any non-resident vendor certified as a small, women-owned, or minority-owned business under W. Va. CSR § 148-22-9 shall be provided the same preference made available to any resident vendor. Any non-resident small, women-owned, or minority-owned business must identify itself as such in writing, must submit that writing to the Purchasing Division with its bid, and must be properly certified under W. Va. CSR § 148-22-9 prior to submission of its bid to receive the preferences made available to resident vendors. Preference for a non-resident small, women-owned, or minority owned business shall be applied in accordance with W. Va. CSR § 148-22-9.
- 23. TAXES:** The Vendor shall pay any applicable sales, use, personal property or any other taxes arising out of this Contract and the transactions contemplated thereby. The State of West Virginia is exempt from federal and state taxes and will not pay or reimburse such taxes.
- 24. CANCELLATION:** The Purchasing Division Director reserves the right to cancel this Contract immediately upon written notice to the vendor if the materials or workmanship supplied do not conform to the specifications contained in the Contract. The Purchasing Division Director may cancel any purchase or Contract upon 30 days written notice to the Vendor in accordance with West Virginia Code of State Rules § 148-1-7.16.2.
- 25. WAIVER OF MINOR IRREGULARITIES:** The Director reserves the right to waive minor irregularities in bids or specifications in accordance with West Virginia Code of State Rules § 148-1-4.6.
- 26. TIME:** Time is of the essence with regard to all matters of time and performance in this Contract.
- 27. APPLICABLE LAW:** This Contract is governed by and interpreted under West Virginia law without giving effect to its choice of law principles. Any information provided in specification manuals, or any other source, verbal or written, which contradicts or violates the West Virginia Constitution, West Virginia Code or West Virginia Code of State Rules is void and of no effect.
- 28. COMPLIANCE:** Vendor shall comply with all applicable federal, state, and local laws, regulations and ordinances. By submitting a bid, Vendors acknowledge that they have reviewed, understand, and will comply with all applicable law.
- 29. PREVAILING WAGE:** On any contract for the construction of a public improvement, Vendor and any subcontractors utilized by Vendor shall pay a rate or rates of wages which shall not be less than the fair minimum rate or rates of wages (prevailing wage), as established by the West Virginia Division of Labor under West Virginia Code §§ 21-5A-1 et seq. and available at <http://www.sos.wv.gov/administrative-law/wagerates/Pages/default.aspx>. Vendor shall be responsible for ensuring compliance with prevailing wage requirements and determining when prevailing wage

requirements are applicable. The required contract provisions contained in West Virginia Code of State Rules § 42-7-3 are specifically incorporated herein by reference.

- 30. ARBITRATION:** Any references made to arbitration contained in this Contract, Vendor's bid, or in any American Institute of Architects documents pertaining to this Contract are hereby deleted, void, and of no effect.
- 31. MODIFICATIONS:** This writing is the parties' final expression of intent. Notwithstanding anything contained in this Contract to the contrary, no modification of this Contract shall be binding without mutual written consent of the Agency, and the Vendor, with approval of the Purchasing Division and the Attorney General's office (Attorney General approval is as to form only). **No Change shall be implemented by the Vendor until such time as the Vendor receives an approved written change order from the Purchasing Division.**
- 32. WAIVER:** The failure of either party to insist upon a strict performance of any of the terms or provision of this Contract, or to exercise any option, right, or remedy herein contained, shall not be construed as a waiver or a relinquishment for the future of such term, provision, option, right, or remedy, but the same shall continue in full force and effect. Any waiver must be expressly stated in writing and signed by the waiving party.
- 33. SUBSEQUENT FORMS:** The terms and conditions contained in this Contract shall supersede any and all subsequent terms and conditions which may appear on any form documents submitted by Vendor to the Agency or Purchasing Division such as price lists, order forms, invoices, sales agreements, or maintenance agreements, and includes internet websites or other electronic documents. Acceptance or use of Vendor's forms does not constitute acceptance of the terms and conditions contained thereon.
- 34. ASSIGNMENT:** Neither this Contract nor any monies due, or to become due hereunder, may be assigned by the Vendor without the express written consent of the Agency, the Purchasing Division, the Attorney General's office (as to form only), and any other government agency or office that may be required to approve such assignments. Notwithstanding the foregoing, Purchasing Division approval may or may not be required on certain agency delegated or exempt purchases.
- 35. WARRANTY:** The Vendor expressly warrants that the goods and/or services covered by this Contract will: (a) conform to the specifications, drawings, samples, or other description furnished or specified by the Agency; (b) be merchantable and fit for the purpose intended; and (c) be free from defect in material and workmanship.
- 36. STATE EMPLOYEES:** State employees are not permitted to utilize this Contract for personal use and the Vendor is prohibited from permitting or facilitating the same.
- 37. BANKRUPTCY:** In the event the Vendor files for bankruptcy protection, the State of West Virginia may deem this Contract null and void, and terminate this Contract without notice.

38. HIPAA BUSINESS ASSOCIATE ADDENDUM: The West Virginia State Government HIPAA Business Associate Addendum (BAA), approved by the Attorney General, is available online at <http://www.state.wv.us/admin/purchase/vrc/hipaa.html> and is hereby made part of the agreement provided that the Agency meets the definition of a Covered entity (45 CFR §160.103) and will be disclosing Protected Health Information (45 CFR §160.103) to the Vendor. Additionally, the HIPAA Privacy, Security, Enforcement & Breach Notification Final Omnibus Rule was published on January 25, 2013. It may be viewed online at <http://www.gpo.gov/fdsys/pkg/FR-2013-01-25/pdf/2013-01073.pdf>. Any organization, that qualifies as the Agency's Business Associate, is expected to be in compliance with this Final Rule. For those Business Associates entering into contracts with a HIPAA Covered State Agency between January 25, 2013 and the release of the 2013 WV State Agency Business Associate Agreement, or September 23, 2013 (whichever is earlier), be advised that you will be required to comply with the 2013 WV State Agency Business Associate Agreement. For those Business Associates with contracts with a HIPAA Covered State Agency executed prior to January 25, 2013, be advised that upon renewal or modification, you will be required to comply with the 2013 WV State Agency Business Associate Agreement no later than September 22, 2014.

39. CONFIDENTIALITY: The Vendor agrees that it will not disclose to anyone, directly or indirectly, any such personally identifiable information or other confidential information gained from the Agency, unless the individual who is the subject of the information consents to the disclosure in writing or the disclosure is made pursuant to the Agency's policies, procedures, and rules. Vendor further agrees to comply with the Confidentiality Policies and Information Security Accountability Requirements, set forth in <http://www.state.wv.us/admin/purchase/privacy/default.html>.

40. DISCLOSURE: Vendor's response to the Solicitation and the resulting Contract are considered public documents and will be disclosed to the public in accordance with the laws, rules, and policies governing the West Virginia Purchasing Division. Those laws include, but are not limited to, the Freedom of Information Act found in West Virginia Code § 29B-1-1 et seq.

If a Vendor considers any part of its bid to be exempt from public disclosure, Vendor must so indicate by specifically identifying the exempt information, identifying the exemption that applies, providing a detailed justification for the exemption, segregating the exempt information from the general bid information, and submitting the exempt information as part of its bid but in a segregated and clearly identifiable format. Failure to comply with the foregoing requirements will result in public disclosure of the Vendor's bid without further notice. A Vendor's act of marking all or nearly all of its bid as exempt is not sufficient to avoid disclosure and WILL NOT BE HONORED. Vendor's act of marking a bid or any part thereof as "confidential" or "proprietary" is not sufficient to avoid disclosure and WILL NOT BE HONORED. In addition, a legend or other statement indicating that all or substantially all of the bid is exempt from disclosure is not sufficient to avoid disclosure and WILL NOT BE HONORED. Vendor will be required to defend any claimed exemption for nondisclosure in the event of an administrative or judicial challenge to the State's nondisclosure. Vendor must indemnify the State for any costs incurred related to any exemptions claimed by Vendor. Any questions regarding the applicability of the various public records laws should be addressed to your own legal counsel prior to bid submission.

- 41. LICENSING:** In accordance with West Virginia Code of State Rules §148-1-6.1.7, Vendor must be licensed and in good standing in accordance with any and all state and local laws and requirements by any state or local agency of West Virginia, including, but not limited to, the West Virginia Secretary of State's Office, the West Virginia Tax Department, West Virginia Insurance Commission, or any other state agency or political subdivision. Upon request, the Vendor must provide all necessary releases to obtain information to enable the Purchasing Division Director or the Agency to verify that the Vendor is licensed and in good standing with the above entities.
- 42. ANTITRUST:** In submitting a bid to, signing a contract with, or accepting a Purchase Order from any agency of the State of West Virginia, the Vendor agrees to convey, sell, assign, or transfer to the State of West Virginia all rights, title, and interest in and to all causes of action it may now or hereafter acquire under the antitrust laws of the United States and the State of West Virginia for price fixing and/or unreasonable restraints of trade relating to the particular commodities or services purchased or acquired by the State of West Virginia. Such assignment shall be made and become effective at the time the purchasing agency tenders the initial payment to Vendor.
- 43. VENDOR CERTIFICATIONS:** By signing its bid or entering into this Contract, Vendor certifies (1) that its bid was made without prior understanding, agreement, or connection with any corporation, firm, limited liability company, partnership, person or entity submitting a bid for the same material, supplies, equipment or services; (2) that its bid is in all respects fair and without collusion or fraud; (3) that this Contract is accepted or entered into without any prior understanding, agreement, or connection to any other entity that could be considered a violation of law; and (4) that it has reviewed this RFQ in its entirety; understands the requirements, terms and conditions, and other information contained herein. Vendor's signature on its bid also affirms that neither it nor its representatives have any interest, nor shall acquire any interest, direct or indirect, which would compromise the performance of its services hereunder. Any such interests shall be promptly presented in detail to the Agency.

The individual signing this bid on behalf of Vendor certifies that he or she is authorized by the Vendor to execute this bid or any documents related thereto on Vendor's behalf; that he or she is authorized to bind the Vendor in a contractual relationship; and that, to the best of his or her knowledge, the Vendor has properly registered with any State agency that may require registration.

- 44. PURCHASING CARD ACCEPTANCE:** The State of West Virginia currently utilizes a Purchasing Card program, administered under contract by a banking institution, to process payment for goods and services. The Vendor must accept the State of West Virginia's Purchasing Card for payment of all orders under this Contract unless the box below is checked.

Vendor is not required to accept the State of West Virginia's Purchasing Card as payment for all goods and services.

- 45. VENDOR RELATIONSHIP:** The relationship of the Vendor to the State shall be that of an independent contractor and no principal-agent relationship or employer-employee relationship is contemplated or created by this Contract. The Vendor as an independent contractor is solely liable for the acts and omissions of its employees and agents. Vendor shall be responsible for selecting,

supervising, and compensating any and all individuals employed pursuant to the terms of this Solicitation and resulting contract. Neither the Vendor, nor any employees or subcontractors of the Vendor, shall be deemed to be employees of the State for any purpose whatsoever. Vendor shall be exclusively responsible for payment of employees and contractors for all wages and salaries, taxes, withholding payments, penalties, fees, fringe benefits, professional liability insurance premiums, contributions to insurance and pension, or other deferred compensation plans, including but not limited to, Workers' Compensation and Social Security obligations, licensing fees, *etc.* and the filing of all necessary documents, forms and returns pertinent to all of the foregoing. Vendor shall hold harmless the State, and shall provide the State and Agency with a defense against any and all claims including, but not limited to, the foregoing payments, withholdings, contributions, taxes, Social Security taxes, and employer income tax returns.

- 46. INDEMNIFICATION:** The Vendor agrees to indemnify, defend, and hold harmless the State and the Agency, their officers, and employees from and against: (1) Any claims or losses for services rendered by any subcontractor, person, or firm performing or supplying services, materials, or supplies in connection with the performance of the Contract; (2) Any claims or losses resulting to any person or entity injured or damaged by the Vendor, its officers, employees, or subcontractors by the publication, translation, reproduction, delivery, performance, use, or disposition of any data used under the Contract in a manner not authorized by the Contract, or by Federal or State statutes or regulations; and (3) Any failure of the Vendor, its officers, employees, or subcontractors to observe State and Federal laws including, but not limited to, labor and wage and hour laws.
- 47. PURCHASING AFFIDAVIT:** In accordance with West Virginia Code § 5A-3-10a, all Vendors are required to sign, notarize, and submit the Purchasing Affidavit stating that neither the Vendor nor a related party owe a debt to the State in excess of \$1,000. The affidavit must be submitted prior to award, but should be submitted with the Vendor's bid. A copy of the Purchasing Affidavit is included herewith.
- 48. ADDITIONAL AGENCY AND LOCAL GOVERNMENT USE:** This Contract may be utilized by and extends to other agencies, spending units, and political subdivisions of the State of West Virginia; county, municipal, and other local government bodies; and school districts ("Other Government Entities"). This Contract shall be extended to the aforementioned Other Government Entities on the same prices, terms, and conditions as those offered and agreed to in this Contract. If the Vendor does not wish to extend the prices, terms, and conditions of its bid and subsequent contract to the Other Government Entities, the Vendor must clearly indicate such refusal in its bid. A refusal to extend this Contract to the Other Government Entities shall not impact or influence the award of this Contract in any manner.
- 49. CONFLICT OF INTEREST:** Vendor, its officers or members or employees, shall not presently have or acquire any interest, direct or indirect, which would conflict with or compromise the performance of its obligations hereunder. Vendor shall periodically inquire of its officers, members and employees to ensure that a conflict of interest does not arise. Any conflict of interest discovered shall be promptly presented in detail to the Agency.

50. REPORTS: Vendor shall provide the Agency and/or the Purchasing Division with the following reports identified by a checked box below:

- Such reports as the Agency and/or the Purchasing Division may request. Requested reports may include, but are not limited to, quantities purchased, agencies utilizing the contract, total contract expenditures by agency, etc.
- Quarterly reports detailing the total quantity of purchases in units and dollars, along with a listing of purchases by agency. Quarterly reports should be delivered to the Purchasing Division via email at purchasing.requisitions@wv.gov.

51. BACKGROUND CHECK: In accordance with W. Va. Code § 15-2D-3, the Director of the Division of Protective Services shall require any service provider whose employees are regularly employed on the grounds or in the buildings of the Capitol complex or who have access to sensitive or critical information to submit to a fingerprint-based state and federal background inquiry through the state repository. The service provider is responsible for any costs associated with the fingerprint-based state and federal background inquiry.

After the contract for such services has been approved, but before any such employees are permitted to be on the grounds or in the buildings of the Capitol complex or have access to sensitive or critical information, the service provider shall submit a list of all persons who will be physically present and working at the Capitol complex to the Director of the Division of Protective Services for purposes of verifying compliance with this provision.

The State reserves the right to prohibit a service provider's employees from accessing sensitive or critical information or to be present at the Capitol complex based upon results addressed from a criminal background check.

Service providers should contact the West Virginia Division of Protective Services by phone at (304) 558-9911 for more information.

52. PREFERENCE FOR USE OF DOMESTIC STEEL PRODUCTS: Except when authorized by the Director of the Purchasing Division pursuant to W. Va. Code § 5A-3-56, no contractor may use or supply steel products for a State Contract Project other than those steel products made in the United States. A contractor who uses steel products in violation of this section may be subject to civil penalties pursuant to W. Va. Code § 5A-3-56. As used in this section:

- a. "State Contract Project" means any erection or construction of, or any addition to, alteration of or other improvement to any building or structure, including, but not limited to, roads or highways, or the installation of any heating or cooling or ventilating plants or other equipment, or the supply of and materials for such projects, pursuant to a contract with the State of West Virginia for which bids were solicited on or after June 6, 2001.
- b. "Steel Products" means products rolled, formed, shaped, drawn, extruded, forged, cast, fabricated or otherwise similarly processed, or processed by a combination of two or more or

such operations, from steel made by the open heath, basic oxygen, electric furnace, Bessemer or other steel making process.

The Purchasing Division Director may, in writing, authorize the use of foreign steel products if:

- a. The cost for each contract item used does not exceed one tenth of one percent (.1%) of the total contract cost or two thousand five hundred dollars (\$2,500.00), whichever is greater. For the purposes of this section, the cost is the value of the steel product as delivered to the project; or
- b. The Director of the Purchasing Division determines that specified steel materials are not produced in the United States in sufficient quantity or otherwise are not reasonably available to meet contract requirements.

53. PREFERENCE FOR USE OF DOMESTIC ALUMINUM, GLASS, AND STEEL: In Accordance with W. Va. Code § 5-19-1 et seq., and W. Va. CSR § 148-10-1 et seq., for every contract or subcontract, subject to the limitations contained herein, for the construction, reconstruction, alteration, repair, improvement or maintenance of public works or for the purchase of any item of machinery or equipment to be used at sites of public works, only domestic aluminum, glass or steel products shall be supplied unless the spending officer determines, in writing, after the receipt of offers or bids, (1) that the cost of domestic aluminum, glass or steel products is unreasonable or inconsistent with the public interest of the State of West Virginia, (2) that domestic aluminum, glass or steel products are not produced in sufficient quantities to meet the contract requirements, or (3) the available domestic aluminum, glass, or steel do not meet the contract specifications. This provision only applies to public works contracts awarded in an amount more than fifty thousand dollars (\$50,000) or public works contracts that require more than ten thousand pounds of steel products.

The cost of domestic aluminum, glass, or steel products may be unreasonable if the cost is more than twenty percent (20%) of the bid or offered price for foreign made aluminum, glass, or steel products. If the domestic aluminum, glass or steel products to be supplied or produced in a "substantial labor surplus area", as defined by the United States Department of Labor, the cost of domestic aluminum, glass, or steel products may be unreasonable if the cost is more than thirty percent (30%) of the bid or offered price for foreign made aluminum, glass, or steel products.

This preference shall be applied to an item of machinery or equipment, as indicated above, when the item is a single unit of equipment or machinery manufactured primarily of aluminum, glass or steel, is part of a public works contract and has the sole purpose or of being a permanent part of a single public works project. This provision does not apply to equipment or machinery purchased by a spending unit for use by that spending unit and not as part of a single public works project.

All bids and offers including domestic aluminum, glass or steel products that exceed bid or offer prices including foreign aluminum, glass or steel products after application of the preferences provided in this provision may be reduced to a price equal to or lower than the lowest bid or offer price for foreign aluminum, glass or steel products plus the applicable preference. If the reduced bid or offer prices are made in writing and supersede the prior bid or offer prices, all bids or offers, including the reduced bid or offer prices, will be reevaluated in accordance with this rule.

REQUEST FOR QUOTATION
DPS 1337 Digital Mobile Video Systems

000020

SPECIFICATIONS

1. **PURPOSE AND SCOPE:** The West Virginia Purchasing Division is soliciting bids on behalf of the West Virginia State Police to establish an open-end contract for Digital Mobile Video Systems.
2. **DEFINITIONS:** The terms listed below shall have the meanings assigned to them below. Additional definitions can be found in section 2 of the General Terms and Conditions.
 - 2.1 **“Contract Item” or “Contract Items”** means the list of items identified in Section 3, Subsection 1 below.
 - 2.2 **“Pricing Pages”** means the schedule of prices, estimated order quantity, and totals attached hereto as Exhibit A and used to evaluate the RFQ.
 - 2.3 **“RFQ”** means the official request for quotation published by the Purchasing Division and identified as **DPS 1337**.

3. **GENERAL REQUIREMENTS:**

3.1. Contract Items and Mandatory Requirements: Vendor shall provide Agency with the Contract Items listed below on an open-end and continuing basis. Contract Items must meet or exceed the mandatory requirements as shown below.

3.1.1 Scope:

The design of the system shall use state-of-the-art technology to include a microprocessor controlled logic control assembly, color camera, color monitor, wireless transmitter and protective enclosure for the digital electronics and receiver components. To ensure the system can be configured to fit within the widest range of vehicles; the majority of the system shall be housed and integrated in a rear view mirror, which replaces the factory installed rear view mirror. Only the main forward looking camera and the GPS antenna shall be external to the mirror body. The system shall utilize a solid state Compact Flash (CF) card for video storage, and come standard with a minimum size of 32GB. Recorded data can be easily transferred to a proprietary computer software package that is used for storage, management, and retrieval of data files. This software management system shall also allow for the transfer of stored data to a CD or DVD, and should be provided with each system at no additional charge.

The **Enclosure** will house all of the critical components requiring environmental protection from extremes of heat, cold and physical damage, which consist of the digital video/audio recorder, solid state storage memory, GPS receiver, wireless microphone transceiver, 3.5" TFT LCD color monitor, internal speaker, internal microphone, rear facing color camera, infrared LED's for internal illumination and back lit system controls. The enclosure shall be designed so that extreme heat and cold environmental conditions do not affect the operation of the system. The enclosure must provide for easy removal and installation to facilitate maintenance requirements and be formed from high-strength, high-heat-resistant polycarbonate plastic with rounded corners.

The **Camera** component will be a separate component to allow for flexibility of positioning in a variety of vehicles and must be simple to remove and install to facilitate maintenance requirements. The camera should not have any controls located on it. All camera controls shall be located on the front of the system to allow for easier and safer operation. The System must be able to function and record with the monitor in the "off" position (Covert Mode).

The remote **Microphone** component must operate on the 900MHz frequency range with Digital Spread Spectrum Technology to prevent false activations and distorted recordings due to other sources in close proximity. The system shall be capable of synchronizing with the wireless transmitter without the need for a docking station. The system must operate off rechargeable batteries and come with an in-car 12 Volt battery recharging station with a removable cable and cigar plug. The remote microphone will be capable of a continuous transmission for a minimum of 8-10 hours. The system will be capable of activating/deactivating the wireless microphone transmitter upon entering/leaving the record mode. The system shall be designed so that the remote microphone may only be deactivated by stopping the record mode from the control panel of the system. The rear view mirror module will have a forward facing (at all times) green LED indicator to provide user confidence when outside the vehicle, that the wireless transmitter's signal is being received and a red LED indicating the system is in record mode. The system shall be capable of recording two remote wireless microphones and the in car microphone at the same time. The remote microphones shall have the capability of recording and storing for later download up to two hours of audio when the remote microphone is not within range to connect to the system.

3.1.2 Purpose:

The **In Cabin Microphone** must be provided with the system. Activation and deactivation of the In Cabin microphone must be at the officer's control via the system's control panel.

The **Control Panel** will allow for the operation and playback of the system. Additionally, it must act as the only input for system programming operations. It must be simple to remove and install to facilitate maintenance requirements.

The **Monitor** must be a color LCD monitor with a minimum 3.5" diagonal display. It must include controls for picture brightness, volume and power. The monitor shall be mounted behind the mirror glass, and must be invisible when not in operation. The System must be able to function and record with the monitor in the "off" position or Covert Mode position. The system must have a function that allows the monitor to be manually turned ON or OFF or set to automatically come on when record mode is activated.

The **System's Software** required for downloading video data, archiving, reviewing, unit setting, unit management, and burning DVDs shall be provided with each unit ordered. The support for this software shall include version updates and be provided free of charge to the agency for the life of the system. The system's operating software shall be capable of being field updated by loading encrypted code onto the memory card and inserting it into the unit. The system shall also be capable of its initial setup in this same manner.

3.1.3 In-Car Digital Video Bid Requirements:

The equipment offered will be in full commercial production. No "brand new" or prototype models will be considered. When requested, proof of current sales and delivery of the specified equipment over the past 6 months will be provided, in writing, referencing current customers with contacts and phone numbers for verification.

When requested by the Agency, the bidder shall furnish a complete sample unit at no charge within 10 days of the request for evaluation purposes.

3.1.4 Format of Alternate Product Bid Responses:

For "alternate product bids" bidder shall submit their response utilizing the bid response sheet contained within these specifications. Vendors not complying with this will not be considered for bid award. Specifications in which a Vendor does not meet or exceed the listed specification requires the vendor to indicate on a separate page labeled "Exceptions" the exact specification and deviation from the specification as to why their product does not meet or exceed the specification. Products not meeting or exceeding these specifications will be eliminated from consideration.

3.1.5 COMPACT ONE-PIECE IN-CAR DIGITAL VIDEO BID SPECIFICATION

The purpose of these specifications is to establish a minimum standard of quality for Compact In-Car Digital Video Systems, hereinafter System. The intention is to insure that the West Virginia State Police, hereinafter Agency, is provided with a system that allows for effective recordings that will withstand the most rigorous of challenges in a court system, Additionally, the system will be simple to use, easy to

install, reliable, and housed in a rear view mirror to accommodate the ever-changing police vehicle environment and be completely solid state with no moving parts.

3.1 DIGITAL SYSTEM AND COMPONENTS

- 3.2.1 The System shall be a complete in-car video system contained almost completely within the body of a replacement automobile rear-view mirror.
- 3.2.2 The unit shall contain the digital video/audio recorder, solid state storage memory, GPS receiver, wireless microphone receiver, video display, speaker, internal microphone, rear facing internal surveillance camera, IR LED's for internal illumination, and backlit system controls.
- 3.2.3 The unit shall utilize an extremely compact, high-quality, color, 120X zoom video camera, mounted in an external housing. (10 X Optical, 12 X Digital)
- 3.2.4 The Mirror housing (Control Head) of the system shall be approximately 11.5" x 3.78" x 1.6" in size
- 3.2.5 The shell construction of the system shall be of Poly Carbonate high impact, high heat resistant plastic.
- 3.2.6 The weight of the mirror, including all contained system components shall be approximately 26 oz.
- 3.2.7 The system shall have an operating temperature range of - 4 F to +167 F (-20C to +75C) degrees.
- 3.2.8 The system shall be capable of recording pre-event data up to a minimum of 60 seconds and shall be capable of recording a minimum of two remote microphones and the in car microphone at the same time.
- 3.2.9 The rear view mirror shall house a minimum of 3.5" diagonal, 720x480 Ultra-Bright 1000 NIT TFT LCD Color Monitor, which shall be mounted behind the mirror glass. The monitor shall be invisible when not in operation or when used in covert mode or monitor off mode. The monitor must meet the reflectivity requirements set by the National Highway Traffic Safety Administration (NHTSA).
- 3.2.10 The system must have a password code for administrative access security to gain access to the settings of the system to prevent changes of certain settings.
- 3.2.11 The system must have an electronic locking media door with Pin Code security and shall automatically power down before accessing the CF card area of the system.

3.2.12 The video files must be watermarked to prevent tampering or alteration of the recordings.

3.2.13 The system must have the ability to mark a segment of video to show current GPS location.

3.2.14 The system must have Auto-Zoom capability in which with the push of a button the camera will zoom in to a preset magnification automatically focus and then zoom back out to widest view. The system must be capable of allowing the operator to set the zoom.

3.2.15 The system shall have the following minimum controls:

3.2.15.1 Power On/Off

3.2.15.2 Mark

3.2.15.3 Record

3.2.15.4 Stop

3.2.15.5 Auto Zoom

3.2.15.6 Manual Zoom

3.2.15.7 In-Car Microphone - On/Off

3.2.15.8 Front/Rear Camera Menu

3.2.16 The system shall have the ability and connectors for the following minimum connections:

3.2.16.1 Power In

3.2.16.2 Radar Gun Data In

3.2.16.3 Camera 1 and 2 In

3.2.16.4 External Microphone In

-
- 3.2.16.5 Audio/Video Out
 - 3.2.16.6 Audio/Video In
 - 3.2.16.7 GPS Antenna In
 - 3.2.16.8 Triggers In
 - 3.2.16.9 USB 2.0 Port
 - 3.2.17 The system shall be capable of automatically entering Record mode from any of the following minimum triggers:
 - 3.2.17.1 Activation of emergency lights
 - 3.2.17.2 Activation of siren
 - 3.2.17.3 Pressing the Record button on the control system
 - 3.2.17.4 Activating Remote Microphone Transmitter (RMT)
 - 3.2.18 The only two methods for the system to stop Recording shall be by pressing the 'STOP' button or via Light Bar activation stop.
 - 3.2.19 The operator may stop the recording while the emergency vehicle lights and/or siren are still on.
 - 3.2.20 Recorded information cannot be overwritten, edited or deleted while in the Digital Recorder, It may only be erased using the PC application program and must require a password.
 - 3.2.21 At a minimum, the following information shall be available to be recorded (Menu Selection) to the Compact Flash media and be stored as Metadata:
 - 3.2.21.1 Text - (i.e.: Officer Name, Vehicle ID, Agency, Etc.)
 - 3.2.21.2 Camera - F /R (Indication of which camera is recording)
 - 3.2.21.3 Date / Time - MOD/YR HR:MN
 - 3.2.21.4 Radar Speeds - Patrol, Lock, Target
 - 3.2.21.5 Vehicle speedometer speed

-
- 3.2.21.6 Light-bar Activated
 - 3.2.21.7 Brake Depressed
 - 3.2.21.8 Siren Activated
 - 3.2.21.9 Event Mark
 - 3.2.21.10 Internal Microphone On/Off
 - 3.2.21.11 Remote Microphone On/Off
 - 3.2.21.12 GPS Coordinates
 - 3.2.21.13 Turn signal indicators
- 3.2.22 The following information shall be displayed on the monitor, but not Recorded to the media:
- 3.2.22.1 Record time left - A warning shall be displayed and sounded when there is 30 minutes of record time remaining and when there is 5 minutes of record time remaining
 - 3.2.22.2 Low Battery Voltage warning
 - 3.2.22.3 Non-Operational Temperature warning - Out of Temperature Range
- 3.2.23 The system shall be capable of the following minimum Display Functions, which are chosen by the administrator during setup. System shall be capable of displaying these functions or not on the monitor but metadata be recorded whether displayed or not:
- 3.2.23.1 User ID
 - 3.2.23.2 Vehicle ID
 - 3.2.23.3 Camera – Front/Rear
 - 3.2.23.4 Date –Month/Day/Year
 - 3.2.23.5 Time – Hours/Minutes
 - 3.2.23.6 GPS Coordinates

REQUEST FOR QUOTATION
DPS 1337 Digital Mobile Video Systems

000027

- 3.2.23.7 Radar Speeds – Patrol/Lock/Target
- 3.2.23.8 Patrol Vehicle Speedometer Speed
- 3.2.23.9 Light Bar Activated- LTS
- 3.2.23.10 Brake Depressed – BRK
- 3.2.23.11 Siren Activated – SRN
- 3.2.23.12 Event ID
- 3.2.23.13 Internal Microphone – ON/OFF
- 3.2.23.14 Remote Microphone – External Mic 1 – EXT 1
- 3.2.23.15 Remote Microphone – External Mic 2 – EXT 2
- 3.2.24 The Main Menu of the system shall, at a minimum, display the Agency's Logo, indications of Record Time remaining, Software Version, User Name Selection and Password.
- 3.2.25 The Main Menu of the system shall control the following minimum functions:
 - 3.2.25.1 Playback Mode
 - 3.2.25.2 Camera
 - 3.2.25.3 Day/Night
 - 3.2.25.4 Auto Focus – On/Off
 - 3.2.25.5 Auto Zoom – 1-10
 - 3.2.25.6 IR LED's – On/Off
- 3.2.26 Monitor
 - 3.2.26.1 On/Off/Auto
 - 3.2.26.2 Brightness Control 1-6
- 3.2.27 Back Light

REQUEST FOR QUOTATION
DPS 1337 Digital Mobile Video Systems

3.2.27.1 Brightness control for control buttons

3.2.27.2 Outside LED indicators – ON/OFF

3.2.28 Event ID

3.2.29 Sync Remote Microphone

3.2.30 Download via USB port

3.2.31 Settings

3.2.31.1 Vehicle Text – on/off

3.2.31.2 Camera – on/off

3.2.31.3 Date/Time – on/off

3.2.31.4 GPS Coordinates – on/off

3.2.31.5 Radar Speeds – on/off

3.2.31.6 Vehicle speedometer – on/off

3.2.31.7 GPS speed – on/off

3.2.31.8 Light Bar Indicator – on/off

3.2.31.9 Brake Indicator – on/off

3.2.31.10 Siren Indicator – on/off

3.2.31.11 Event Mark – on/off

3.2.31.12 Internal Mic – on/off

3.2.31.13 External Mic – on/off

3.2.32 Record Mode

3.2.32.1 Record Mode – STD/MED/HIGH

3.2.32.2 Automatic Login – ON/OFF

REQUEST FOR QUOTATION
DPS 1337 Digital Mobile Video Systems

000029

3.2.32.3 Pre-Login Record Enable – ON/OFF

3.2.32.4 Record On Power up – ON/OFF

3.2.32.5 Continuous Record – ON/OFF

3.2.32.6 Record Override Code – 00000 – 99999

3.2.33 Record Triggers

3.2.33.1 Light Bar – Y/N

3.2.33.2 Siren – Y/N

3.2.33.3 Record Stop – Y/N

3.2.33.4 Light Bar Off Auto Stop – ON/OFF

3.2.33.5 Post-Event Stop Delay mm:ss – 00:00 – 99:59

3.2.34 Internal Microphone

3.2.34.1 Pre-event - On/Off

3.2.34.2 Default – On/Off

3.2.34.3 Record Stop – On/Off

3.2.35 External Microphone

3.2.35.1 Auto Stop – On/Off

3.2.35.2 Auto Activation – On/Off

3.2.35.3 Record Stop – On/Off

3.2.36 Radar Interface

3.2.36.1 Kustom

3.2.36.2 Stalker

3.2.36.3 MPH

3.2.36.4 DEI

3.2.36.5 Other

3.2.37 Power

3.2.37.1 Power Button Shut Down – On/Off

3.2.37.2 Ignition Shut Down – Enable/Disable

3.2.37.3 Delay in Record – Select minutes before shut down

3.2.37.4 Delay in non-record – Select minutes before shut down

3.2.38 The System shall be capable of Pass-Thru Audio. The Pass-Thru Audio feature allows an officer (inside the patrol vehicle) to hear live audio direct from the remote microphone of another officer outside of the vehicle, during a traffic stop.

3.2.29 Internal memory for the time, date and settings shall be retained by a method to assure information is secure from loss for minimum 5-year lifetime expectancy.

3.3 CAMERAS

3.3.1 Main Camera

3.3.1.1 The main camera shall be no larger than 2" x 2" x 3" in size.

3.3.1.2 The weight of the camera shall be no more than approximately 6 oz.

3.3.1.3 The camera system shall have the following minimum Zoom functions:

3.3.1.4 Press "ZOOM IN/OUT", Toggles between Zoom In/Out up to 10X optical.

3.3.1.5 Press "Auto Zoom", Zooms in to preset magnification, auto focuses and Zooms back out to widest setting.

3.3.1.6 The system memorizes magnification after power is OFF, so when power is ON again, system sets same magnification as before.

3.3.1.7 Auto Zoom Setting is in MENU settings for fixed magnification.

3.3.1.8 Auto Focus ON/OFF setting is in MENU.

3.3.2 The main camera must meet the following minimum specifications:

3.3.1.1 Sony Exview 1/4 Super HAD CCD image sensor

- 3.3.1.2 Color CCD Sensor NTSC
- 3.3.1.3 768x494 Pixels
- 3.3.1.4 570 Lines Resolution
- 3.3.1.5 IOX Optical Zoom, 12X Digital Zoom; Total 120x Zoom
- 3.3.1.6 Auto Focus (manual via menu)
- 3.3.1.7 View Angle - 50.7 to 5.4 degrees
- 3.3.1.8 .7 LUX Standard Mode
- 3.3.1.9 .02 LUX Low Light (Night) Mode
- 3.3.1.10 50 dBS/N

3.4 Internal Auxiliary Camera

3.4.1 The internal camera must meet the following minimum specifications:

- 3.4.1.1 Sony EXview 1/3 Super HAD CCD image sensor
- 3.4.1.2 656x492 Color Imaging Array
- 3.4.1.3 .01 LUX Sensitivity
- 3.4.1.4 140 degree 4-Element Coated Glass Lens
- 3.4.1.5 Dynamic Range – 49dB
- 3.4.1.6 S/N Ratio – 48dB
- 3.4.1.7 Exposure Range – 1/60s-20 μ s
- 3.4.1.8 Dark Current – 10mW/s

3.4.2 Other Cameras

- 3.4.2.1 A/V Connector for two additional video inputs.

3.5 MICROPHONE

- 3.5.1 The system shall come equipped with both a remote microphone transmitter (RMT) and an in-car microphone.
- 3.5.2 The remote microphone(s) and internal microphone must be recorded on separate audio channels.

3.6 REMOTE MICROPHONE TRANSMITTER (RMT)

- 3.6.1 The RMT system shall utilize an integrated 900MHz, Digital Spread Spectrum, Dual Receiver Capable remote microphone system. This shall enable two officer-worn remote mics to be used at the same time.
- 3.6.2 The nominal range of the RMT system shall be approximately 1000 feet.
- 3.6.3 The RMT system shall be capable of automatically finding a clear channel utilizing automatic frequency hopping.
- 3.6.4 The RMT system shall be capable of automatic activation when Record Mode is activated, by pressing "Record" or by activation of any of the system activation triggers.
- 3.6.5 The RMT shall have Low Battery, Operating State, and Out of Range indicators.
- 3.6.6 The operator shall be able to remotely activate the system's RECORD mode by pressing a button on the RMT.
- 3.6.7 Once the RMT transmitter is activated, it shall only be deactivated by stopping the RECORD function manually via the STOP button on the control head.
- 3.6.8 The RMT shall have an internal microphone and shall also be equipped with an external mic jack.
- 3.6.9 The RMT shall be provided with a lavalier microphone and cable that is connected to the transmitter via a miniature connector.
- 3.6.10 The RMT shall contain an internal antenna. Transmitters that rely on the microphone cable for an antenna, or which utilize an external antenna shall not be permitted.
- 3.6.11 The RMT shall come with a re-chargeable battery and battery charger/docking station. Additional batteries shall be available for purchase as an option.
- 3.6.12 The RMT shall have the ability to record and store for later download for up to two hours when not in range of the system.

3.6.1 In-Car Microphone

- 3.6.1.1 There shall be a microphone mounted inside the Mirror body for interior audio recording.
- 3.6.1.2 There shall be a microphone jack on the system for connecting a rear seat microphone which is also provided with the system.

3.7 GPS RECEIVER

- 3.7.1 The unit shall include an integrated GPS receiver so the recorded video may be marked with real-time latitude and longitude (LAT/LONG) position data.
- 3.7.2 The system must be capable of sharing the GPS receiver or antenna with other computerized devices in the vehicle.

3.8 MEDIA / VIDEO STORAGE

3.8.1 Media

- 3.8.1.1 The system shall use a common CF Flash card form factor memory module, with a minimum size of 32 GB for video storage.
 - 3.8.1.1.1 The system shall be capable of recording a minimum of 1 hour/GB at High Resolution. (8 hours record time)
 - 3.8.1.1.2 The system shall be capable of recording a minimum of 2hours/GB at Medium Resolution. (16 hours record time)
 - 3.8.1.1.3 The system shall be capable of recording a minimum of 4hours/GB at Standard Resolution. (32 hours record time)

3.9 Video

- 3.9.1 Standard full speed video recordings are made at 30fps. (frames per second)
- 3.9.2 The following minimum video storage resolutions shall be selectable through a menu:
 - 3.9.2.1 High 640x240 (full resolution)
 - 3.9.2.2 Med 320x288 (CIF) 1M bits/sec
 - 3.9.2.3 Low 320x288 (CIF) 512k bits/sec
- 3.9.3 The video storage format shall be MPEG 4.

REQUEST FOR QUOTATION
DPS 1337 Digital Mobile Video Systems

3.10 SOFTWARE

- 3.10.1 System's Software required for downloading video data, archiving, reviewing, unit setting, unit management, and burning DVDs shall be provided with each unit ordered.
- 3.10.2 The support for this software shall include version updates and be provided free of charge to the agency for the life of the system.
- 3.10.3 The system's operating software shall be capable of being field updated by loading encrypted code onto the memory card and inserting it into the unit.
- 3.10.4 The system shall be capable of its initial setup by loading encrypted code onto the memory card and inserting it into the unit.
- 3.10.5 The system's software shall be compatible to any Windows XP operating system or newer.
 - 3.10.5.1 The system shall be capable of integrating with Active Directory for user / password management.
 - 3.10.5.2 The system shall be capable of assigning security and permissions within the software based upon Active Directory user groups.
 - 3.10.5.3 Software for Managing Wireless Downloaded Data to manage the receipt and storage of files transferred wirelessly shall be included at no additional charge.

3.11 POWER REQUIREMENTS

- 3.11.1 The power supply for the system shall require no more than 2.1 amps, 10-13.8V DC supplied by the vehicle.
- 3.11.2 The power supply must be heavily filtered and regulated to avoid interference.
- 3.11.3 The system shall be fused between the battery (12v source) and the System.
- 3.11.4 Over voltage protection and surge protection shall be provided.
- 3.11.5 The system shall provide an internal battery backup that will provide at least 30 minutes of continuous operation during unexpected power loss. This will allow for the system to power down correctly and prevent any loss of data files.

3.12 WIRELESS TRANSFER MODULE

- 3.12.1 Wireless Transfer Module Software shall be included at no additional charge.
- 3.12.2 The system shall support uploading video files utilizing a wireless 802.11 (a/b/g/n) network.
- 3.12.3 The system must use WPA encryption for enhanced security.
- 3.12.4 The system must automatically connect to the network once the vehicle enters a designated hot spot.

- 6.2 Late Delivery:** The Agency placing the order under this Contract must be notified in writing if orders will be delayed for any reason. Any delay in delivery that could cause harm to an Agency will be grounds for cancellation of the delayed order, and/or obtaining the items ordered from a third party.

Any Agency seeking to obtain items from a third party under this provision must first obtain approval of the Purchasing Division.

- 6.3 Delivery Payment/Risk of Loss:** Standard order delivery shall be F.O.B. destination to the Agency's location. ~~Vendor shall include the cost of standard order delivery charges in its bid pricing/discount and is not permitted to charge the Agency separately for such delivery. The Agency will pay delivery charges on all emergency orders provided that Vendor invoices those delivery costs as a separate charge with the original freight bill attached to the invoice.~~

- 6.4 Return of Unacceptable Items:** If the Agency deems the Contract Items to be unacceptable, the Contract Items shall be returned to Vendor at Vendor's expense and with no restocking charge. Vendor shall either make arrangements for the return within five (5) days of being notified that items are unacceptable, or permit the Agency to arrange for the return and reimburse Agency for delivery expenses. If the original packaging cannot be utilized for the return, Vendor will supply the Agency with appropriate return packaging upon request. All returns of unacceptable items shall be F.O.B. the Agency's location. The returned product shall either be replaced, or the Agency shall receive a full credit or refund for the purchase price, at the Agency's discretion.

- 6.5 Return Due to Agency Error:** Items ordered in error by the Agency will be returned for credit within 30 days of receipt, F.O.B. Vendor's location. Vendor shall not charge a restocking fee if returned products are in a resalable condition. Items shall be deemed to be in a resalable condition if they are unused and in the original packaging. Any restocking fee for items not in a resalable condition shall be the lower of the Vendor's customary restocking fee or 5% of the total invoiced value of the returned items.

7 MISCELLANEOUS:

- 7.1 No Substitutions:** Vendor shall supply only Contract Items submitted in response to the RFQ unless a contract modification is approved in accordance with the provisions contained in this Contract.
- 7.2 Vendor Supply:** Vendor must carry sufficient inventory of the Contract Items being offered to fulfill its obligations under this Contract. By signing its bid, Vendor certifies that it can supply the Contract Items contained in its bid response.

REQUEST FOR QUOTATION
DPS 1337 Digital Mobile Video Systems


000038

7.3 Reports: Vendor shall provide quarterly reports and annual summaries to the Agency showing the Agency's items purchased, quantities of items purchased, and total dollar value of the items purchased. Vendor shall also provide reports, upon request, showing the items purchased during the term of this Contract, the quantity purchased for each of those items, and the total value of purchases for each of those items. Failure to supply such reports may be grounds for cancellation of this Contract.

7.4 Contract Manager: ~~During its performance of this Contract, Vendor must designate and maintain a primary contract manager responsible for overseeing Vendor's responsibilities under this Contract. The Contract manager must be available during normal business hours to address any customer service or other issues related to this Contract. Vendor should list its Contract manager and his or her contact information below.~~

Contract Manager: Kyrie Endres
Telephone Number: (214) 785-2608
Fax Number: (972) 423-9778
Email Address: bids@watchguardvideo.com

DPS 1337 Pricing Page

DPS 1337 Digital Mobile Video Systems				
Item #	Description	*Estimated Annual Quantity	Unit Price	Extended Price
3.1	Digital System and Components	100	\$ 4,750.00	\$ 475,000.00
3.3	Main Camera	15	\$ 750.00	\$ 11,250.00
3.4	Internal Auxiliary Cameras	15	\$ 195.00	\$ 2,925.00
3.6	Additional Remote Microphone Transmitter (RMT)	15	\$ 345.00	\$ 5,175.00
3.6.11	RMT Batteries	50	\$ 20.00	\$ 300.00
3.7	Additional GPS Receiver	15	\$ 28.00	\$ 420.00
3.8	Media/Video Storage (CF Cards)	200	\$ 1.25	\$ 250.00
3.14	Extended Maintenance Agreements	100	\$ 1,000.00	\$ 100,000.00
<small>Failure to use this form may result in disqualification.</small>			Total Cost:	\$ 595,320.00
Bidder / Vendor Information:				
Name:		<u>WatchGuard Video</u>		
Address:		<u>415 Century Parkway, Allen, TX 75013</u>		
Phone #:		<u>(972) 423-9777</u>		
Email Address:		<u>bids@watchguardvideo.com</u>		
Authorized Signature:				
Contact Coordinator Information:				
Name:		<u>Kyrie Endres</u>		
Address:		<u>415 Century Parkway, Allen, TX 75013</u>		
Phone #:		<u>(214) 785-2608</u>		
Email Address:		<u>bids@watchguardvideo.com</u>		
<small>*Quantities are estimated annual usage for bidding purposes and bidder's information.</small>				

CERTIFICATION AND SIGNATURE PAGE

By signing below, I certify that I have reviewed this Solicitation in its entirety; understand the requirements, terms and conditions, and other information contained herein; that I am submitting this bid or proposal for review and consideration; that I am authorized by the bidder to execute this bid or any documents related thereto on bidder's behalf; that I am authorized to bind the bidder in a contractual relationship; and that to the best of my knowledge, the bidder has properly registered with any State agency that may require registration.

WatchGuard Video
(Company)


(Authorized Signature)

Jason Stuczynski, Vice President of Sales
(Representative Name, Title)

(972) 423-9777 (972) 423-9778
(Phone Number) (Fax Number)

June 10, 2013
(Date)

STATE OF WEST VIRGINIA
Purchasing Division

PURCHASING AFFIDAVIT

MANDATE: Under W. Va. Code §5A-3-10a, no contract or renewal of any contract may be awarded by the state or any of its political subdivisions to any vendor or prospective vendor when the vendor or prospective vendor or a related party to the vendor or prospective vendor is a debtor and: (1) the debt owed is an amount greater than one thousand dollars in the aggregate; or (2) the debtor is in employer default.

EXCEPTION: The prohibition listed above does not apply where a vendor has contested any tax administered pursuant to chapter eleven of the W. Va. Code, workers' compensation premium, permit fee or environmental fee or assessment and the matter has not become final or where the vendor has entered into a payment plan or agreement and the vendor is not in default of any of the provisions of such plan or agreement.

DEFINITIONS:

"Debt" means any assessment, premium, penalty, fine, tax or other amount of money owed to the state or any of its political subdivisions because of a judgment, fine, permit violation, license assessment, defaulted workers' compensation premium, penalty or other assessment presently delinquent or due and required to be paid to the state or any of its political subdivisions, including any interest or additional penalties accrued thereon.

"Employer default" means having an outstanding balance or liability to the old fund or to the uninsured employers' fund or being in policy default, as defined in W. Va. Code § 23-2c-2, failure to maintain mandatory workers' compensation coverage, or failure to fully meet its obligations as a workers' compensation self-insured employer. An employer is not in employer default if it has entered into a repayment agreement with the Insurance Commissioner and remains in compliance with the obligations under the repayment agreement.

"Related party" means a party, whether an individual, corporation, partnership, association, limited liability company or any other form or business association or other entity whatsoever, related to any vendor by blood, marriage, ownership or contract through which the party has a relationship of ownership or other interest with the vendor so that the party will actually or by effect receive or control a portion of the benefit, profit or other consideration from performance of a vendor contract with the party receiving an amount that meets or exceeds five percent of the total contract amount.

AFFIRMATION: By signing this form, the vendor's authorized signer affirms and acknowledges under penalty of law for false swearing (W. Va. Code §61-5-3) that neither vendor nor any related party owe a debt as defined above and that neither vendor nor any related party are in employer default as defined above, unless the debt or employer default is permitted under the exception above.

WITNESS THE FOLLOWING SIGNATURE:

Vendor's Name: WatchGuard Video

Authorized Signature: [Signature] Date: 6-10-2013

State of Texas

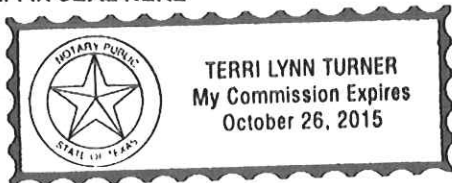
County of Collin, to-wit:

Taken, subscribed, and sworn to before me this 10th day of June, 2013.

My Commission expires 10/26, 2015.

AFFIX SEAL HERE

NOTARY PUBLIC [Signature]



Rev. 07/12

State of West Virginia
VENDOR PREFERENCE CERTIFICATE

Certification and application* is hereby made for Preference in accordance with West Virginia Code, §5A-3-37. (Does not apply to construction contracts). West Virginia Code, §5A-3-37, provides an opportunity for qualifying vendors to request (at the time of bid) preference for their residency status. Such preference is an evaluation method only and will be applied only to the cost bid in accordance with the West Virginia Code. This certificate for application is to be used to request such preference. The Purchasing Division will make the determination of the Resident Vendor Preference, if applicable.

- 1. Application is made for 2.5% resident vendor preference for the reason checked: Bidder is an individual resident vendor and has resided continuously in West Virginia for four (4) years immediately preceding the date of this certification; or, Bidder is a partnership, association or corporation resident vendor and has maintained its headquarters or principal place of business continuously in West Virginia for four (4) years immediately preceding the date of this certification; or 80% of the ownership interest of Bidder is held by another individual, partnership, association or corporation resident vendor who has maintained its headquarters or principal place of business continuously in West Virginia for four (4) years immediately preceding the date of this certification; or, Bidder is a nonresident vendor which has an affiliate or subsidiary which employs a minimum of one hundred state residents and which has maintained its headquarters or principal place of business within West Virginia continuously for the four (4) years immediately preceding the date of this certification; or,
2. Application is made for 2.5% resident vendor preference for the reason checked: Bidder is a resident vendor who certifies that, during the life of the contract, on average at least 75% of the employees working on the project being bid are residents of West Virginia who have resided in the state continuously for the two years immediately preceding submission of this bid; or,
3. Application is made for 2.5% resident vendor preference for the reason checked: Bidder is a nonresident vendor employing a minimum of one hundred state residents or is a nonresident vendor with an affiliate or subsidiary which maintains its headquarters or principal place of business within West Virginia employing a minimum of one hundred state residents who certifies that, during the life of the contract, on average at least 75% of the employees or Bidder's affiliate's or subsidiary's employees are residents of West Virginia who have resided in the state continuously for the two years immediately preceding submission of this bid; or,
4. Application is made for 5% resident vendor preference for the reason checked: Bidder meets either the requirement of both subdivisions (1) and (2) or subdivision (1) and (3) as stated above; or,
5. Application is made for 3.5% resident vendor preference who is a veteran for the reason checked: Bidder is an individual resident vendor who is a veteran of the United States armed forces, the reserves or the National Guard and has resided in West Virginia continuously for the four years immediately preceding the date on which the bid is submitted; or,
6. Application is made for 3.5% resident vendor preference who is a veteran for the reason checked: Bidder is a resident vendor who is a veteran of the United States armed forces, the reserves or the National Guard, if, for purposes of producing or distributing the commodities or completing the project which is the subject of the vendor's bid and continuously over the entire term of the project, on average at least seventy-five percent of the vendor's employees are residents of West Virginia who have resided in the state continuously for the two immediately preceding years.
7. Application is made for preference as a non-resident small, women- and minority-owned business, in accordance with West Virginia Code §5A-3-59 and West Virginia Code of State Rules. Bidder has been or expects to be approved prior to contract award by the Purchasing Division as a certified small, women- and minority-owned business.

Bidder understands if the Secretary of Revenue determines that a Bidder receiving preference has failed to continue to meet the requirements for such preference, the Secretary may order the Director of Purchasing to: (a) reject the bid; or (b) assess a penalty against such Bidder in an amount not to exceed 5% of the bid amount and that such penalty will be paid to the contracting agency or deducted from any unpaid balance on the contract or purchase order.

By submission of this certificate, Bidder agrees to disclose any reasonably requested information to the Purchasing Division and authorizes the Department of Revenue to disclose to the Director of Purchasing appropriate information verifying that Bidder has paid the required business taxes, provided that such information does not contain the amounts of taxes paid nor any other information deemed by the Tax Commissioner to be confidential.

Under penalty of law for false swearing (West Virginia Code, §61-5-3), Bidder hereby certifies that this certificate is true and accurate in all respects; and that if a contract is issued to Bidder and if anything contained within this certificate changes during the term of the contract, Bidder will notify the Purchasing Division in writing immediately.

Bidder: _____ Signed: _____
Date: _____ Title: _____



State of West Virginia
 Department of Administration
 Purchasing Division
 2019 Washington Street East
 Post Office Box 50130
 Charleston, WV 25305-0130

Solicitation

NUMBER
DPS1337

PAGE
1

ADDRESS CORRESPONDENCE TO ATTENTION OF:
TARA LYLE 304-558-2544

*531144900 800-605-6734
 WATCHGUARD VIDEO
 415 CENTURY PKWY
 ALLEN TX 75013

WEST VIRGINIA STATE POLICE
 4124 KANAWHA TURNPIKE
 SOUTH CHARLESTON, WV
 25309 304-746-2141

DATE PRINTED
05/28/2013

BID OPENING DATE: 06/12/2013 BID OPENING TIME 1:30PM

LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
ADDENDUM NO. 1						
SEE ATTACHED PAGES.						
END OF ADDENDUM NO. 1						
0001	100	LS	840-70	DIGITAL SYSTEM AND COMPONENTS		
0002	15	LS	840-70	CAMERA		
0003	15	LS	840-70	INTERNAL AUXILLIARY CAMERA		
0004	15	LS	803-40	REMOTE MICROPHONE TRANSMITTER (RMT)		

SIGNATURE	TELEPHONE	DATE
Vice President of Sales	(972) 423-9777	June 10, 2013

FEIN 11-3717781

ADDRESS CHANGES TO BE NOTED ABOVE

WHEN RESPONDING TO SOLICITATION, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'



State of West Virginia
 Department of Administration
 Purchasing Division
 2019 Washington Street East
 Post Office Box 50130
 Charleston, WV 25305-0130

Solicitation

NUMBER
 DPS1337

PAGE
 2

ADDRESS CORRESPONDENCE TO ATTENTION OF:
 TARA LYLE
 304-558-2544

*531144900 800-605-6734
 WATCHGUARD VIDEO
 415 CENTURY PKWY
 ALLEN TX 75013

WEST VIRGINIA STATE POLICE
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 SOUTH CHARLESTON, WV
 25309 304-746-2141

DATE PRINTED		BID OPENING DATE:		BID OPENING TIME		UNIT PRICE	AMOUNT
05/28/2013		06/12/2013		1:30PM			
LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER			
0005	50	LS		287-12			
	RMT BATTERIES						
0006	15	LS		725-49			
	GPS RECEIVERS						
0007	200	LS		205-32			
	MEDIA/VIDEO STORAGE (CF CARDS)						
0008	100	LS		939-21			
	EXTENDED MAINTENANCE AGREEMENTS						
***** THIS IS THE END OF RFQ				DPS1337 ***** TOTAL:			

SIGNATURE _____ TELEPHONE (972) 423-9777 DATE June 10, 2013

TITLE Vice President of Sales FEIN 11-3717781 ADDRESS CHANGES TO BE NOTED ABOVE

WHEN RESPONDING TO SOLICITATION, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'

SOLICITATION NUMBER: DPS1337
Addendum Number: 1

The purpose of this addendum is to modify the solicitation identified as DPS1337 ("Solicitation") to reflect the change(s) identified and described below.

Applicable Addendum Category:

- Modify bid opening date and time
- Modify specifications of product or service being sought
- Attachment of vendor questions and responses
- Attachment of pre-bid sign-in sheet
- Correction of error
- Other

Description of Modification to Solicitation: The bid opening date has moved from May 29, 2013 to June 12, 2013. The responses to vendor questions will be issued under separate addendum.

Additional Documentation: Documentation related to this Addendum (if any) has been included herewith as Attachment A and is specifically incorporated herein by reference.

Terms and Conditions:

1. All provisions of the Solicitation and other addenda not modified herein shall remain in full force and effect.
2. Vendor should acknowledge receipt of all addenda issued for this Solicitation by completing an Addendum Acknowledgment, a copy of which is included herewith. Failure to acknowledge addenda may result in bid disqualification. The addendum acknowledgement should be submitted with the bid to expedite document processing.

DV-1 PRODUCT INFORMATION

The Most Efficient Solution

By fully eliminating the need for servers and costly network equipment, the DV-1 truly is the most efficient video solution on the market. We hope that as you read through the sections provided within this response, you will quickly find tremendous value in what we are offering.

DV-1 Does ALL the Work

The path to efficiency has led the engineering team at WatchGuard Video to create a digital in-car video system smart enough to automatically perform all the formatting necessary to eject DVD playable discs. Not only does this give you a great deal of flexibility, but it also removes a great burden that other systems inconveniently place on your officers. The DV-1 burns DVD playable discs, in real-time, while the officer works so that when their shift is over, they can immediately eject the DVD and turn it into evidence. None of their shift is spent waiting for video to burn, or downloading video to a server or worse yet, waiting in line to offload video.

In order to guarantee video capture, WatchGuard uses a sophisticated dual-drive DVR architecture. This architecture initially records ALL video to an automotive grade, high G-force rated hard drive. It is from this hard drive buffer that the DVD is burned. The DVD drive works even when the vehicle is in motion thanks to a DVD drive suspension system patterned after optical drive systems used in military aircraft. From top to bottom, the video and audio capturing process is “bulletproof”!

This dual-drive architecture also creates a redundant environment that will produce and preserve video evidence even after the DVD has filled up, or even when the DVD is not present! Thanks to the “Disc Overflow Protection” technology, officers never need to worry about the state of their DVD. The DV-1 will intelligently and automatically record through any situation. Video recorded after the DVD fills up, for instance, is automatically burned to the next DVD that is inserted. And, this is done automatically, intelligently, and even while recording new video.

Cost Comparison to Other “So-Called” Stand-Alone Systems

WatchGuard Video is truly a stand-alone in-car video solution. Even after an agency decides that the cost, complexity and impact on scalability has led them to a stand-alone digital in-car video solution, many vendors who have previously demonstrated the use of a server will claim that servers are not required. This could have a major impact on operations, however.

Appealing is the idea that the per car cost of a server solution may be less than a complete standalone system. However, once the cost of servers, network equipment, software licensing and the added cost of scalability is factored in, a stand-alone system proves much less expensive of an implementation. However, these same systems now claim that the server is not required. The apparent cost savings is enticing. But this cost is not saved, it is merely displaced. There are three very negative drawbacks to implementing a server solution without the server.

First, the system is still creating unformatted digital video files that are not DVD compatible. Nothing has changed here. What has changed is that in order for your officer to hand in DVD playable evidence, an additional task must be performed. The task of converting and ultimately burning a basic MPEG file into a DVD-Video compliant disc can take as long as the recordings themselves. In addition to this, your officer's time is spent doing this. An agency policy that often stems from this unfortunate reality is having the officer only burn critical video to the DVD, thus discarding any routing videos. It is these routing videos that complaints stem from. In this situation, the agency has saved money per system but at the cost of saving only some recorded video and also at the cost of having their officers or personnel complete the camera system's task of producing a playable DVD. In this common scenario, the vendor has eliminated the server, but in reality, the officer has BECOME the server. Any money saved on the initial purchase will be long spent on wasted time.

Secondly, there are systems out there that will promise you the playable DVD straight out of the car. Remember that WatchGuard is the only stand-alone solution that reliably records to a DVD while your vehicle is in motion. In fact, many systems that promise you a playable DVD will record it only after your shift is over and you have stopped the vehicle. This is another situation when your officer is inconvenienced by the in-car video solution. The DV-1 records all recorded events, plus any pre and post event time, automatically to the DVD in real-time. We keep your officers working by not taking valuable time out of their shift requiring them to assist the in-car video system.

Lastly, another attempt to provide your agency with a stand-alone solution may involve offloading the task of converting and burning the DVD to your agency's mobile data computers or in-car laptops. Remember that the task of converting and burning a DVD-Video compliant disc is extremely processor intensive and will quickly turn into a resource hog on a vital piece of equipment that is likely responsible for running important computer aided dispatch software. Again, this solution also requires that the vehicle be stopped in order to accurately burn to the DVD. Even ruggedized laptop computers are not designed to write to optical media while in motion. Finally, our most logical reason for creating a digital in-car video solution that is 100% stand-alone is the idea of marrying together two extremely complicated pieces of hardware, each manufactured and designed by two different companies, and expecting a seamless deployment. The operational reality of this situation most often causes the greatest burden on the user. One vendor tends to shift focus on the other in light of any issues and the State, its Troopers, and its Fleet Managers pay the price.

The DV-1 Needs no Help

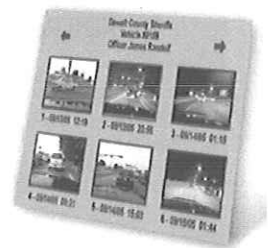
For the reasons described above, the DV-1 was designed not to rely on any other piece of equipment to reliably operate. WatchGuard's extensive experience in the law enforcement environment has seen too many systems come to a screeching halt because OTHER equipment has failed. This is exactly why the DV-1 is self-contained and specifically designed not to be a victim of other equipment failures. This means that you can always count on your video evidence regardless the situation.



Records in the World Standard DVD-Video Format

The WatchGuard DV-1 is the top selling digital police in-car video system that records onto re-writable DVD-Video discs that play on regular DVD players.

Traffic stops (events) are automatically divided into selectable chapters similar to a Hollywood movie and a chapter navigation menu is automatically created on the DVD.



WatchGuard DV-1 Components:

The DV-1 and its components have been designed and engineered by WatchGuard Video for use in the law enforcement industry. None of this solution has been outsourced or adapted for use in law enforcement. The system is built robust and rugged with powder coated welded aluminum enclosures and rubber over molding for occupant safety.

➤ Overhead Mounted System

- The DV-1 is an overhead mounted system. Because agencies have a minimum of space available in which to mount this equipment, the DV-1 offers a one-piece overhead mounted design that fits between the visors of patrol vehicles. The overhead system includes the DVD drive, hard drive, processing hardware, 5" display screen, speakers, and backlit user controls. The camera and microphone components are separate from the overhead system so those components can be installed in their optimal locations.



➤ Optional Modular Version

- In order to be able to implement direct to DVD-Video technology in all vehicles used by the agencies, the DV-1 also offers a modular version for alternative mounting. Trunk mounting is not required.



➤ High Performance LCD Display

- The DV-1 has a liquid crystal display (LCD) that is five inches measured diagonally. This display has a typical brightness rating of 330 nits, a typical contrast ration of 500:1, and a viewing angle of 140°Horizontal and 130°Vertical.



➤ **Wide Dynamic Range Camera**

- WatchGuard's Wide Dynamic Range (WDR) camera handles difficult lighting conditions dramatically better than standard camera technology. The dual scan system generates two separate image exposures for each video frame (a bright exposure and a dark exposure) and then it combines the two images to create one ideally exposed video frame.
- For nighttime operation the WDR camera provides excellent low light sensitivity while simultaneously keeping a brightly lighted suspect vehicle from over-exposure.



➤ **IR Backseat Color Camera**

- The system will include a compact, full color back seat camera with infrared illumination for back seat recording in zero light conditions.



➤ **Combination Front/Rear Camera (Optional)**

- Agencies may choose to have two (2) high resolution color cameras built into the same camera housing; a front zoom camera, and a color backseat camera.

➤ **Dual-Drive Video Recording**

- The DV-1 has a dual-drive architecture which provides a secure and redundant means for recording and storing video. The first is a 100GB Integrated Automotive Grade Hard Drive. This automotive grade hard drive has a shock tolerance of 200Gs and an operational temperature range of -30C to +85C degrees. When the system is on, this drive is constantly buffering video, which enables WatchGuard's unique Record-After-The-Fact™ feature. Record-After-The-Fact gives you the ability to access this buffered video and create a record event that was not previously captured.
- The second drive is the real-time DVD burner, which begins writing video to a DVD when a recording is triggered. In order to eliminate any vehicle downtime, the system burns DVDs in real-time regardless of whether the vehicle is moving or stationary. If a DVD fills to video capacity during a recording, the system will automatically store overflow video on the integrated hard drive until a new DVD is inserted. The system is capable of "overflowing" at least five (5) full DVDs.

- With the DV-1, no deleting or overwriting of video is possible. To guarantee data security and integrity, the system ensures that a user cannot delete, edit, or erase video data from either the hard drive buffer or the DVD disc.
- In order to recover lost or damaged DVDs, the system archives six (6) full DVDs on its integrated hard drive. Duplication is possible through the system's graphical menu.

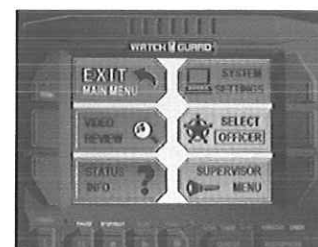
➤ **DVD Video Storage**

- The DV-1 system records onto rewritable DVD+RW discs designed to play directly on standard DVD players. Most other digital video systems require law enforcement agencies to purchase a server and computer systems to transfer, store and convert video evidence. By recording directly to a DVD in the vehicle, the DV-1 provides the fastest, most efficient and cost effective process for creating, managing, and presenting digital video evidence.



➤ **Graphical User Interface**

- For ease of operation, the DV-1 settings, hard drive playback, and supervisor controls are accessed through a graphical user interface. No text based interfaces are used. System keys and buttons provide tactile and audio feedback on key presses.

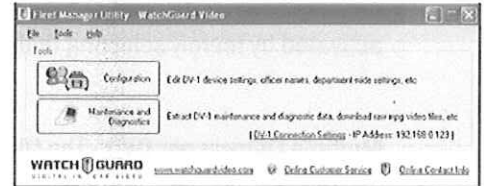


➤ **High-Fidelity Wireless Microphone System**

- Near CD Quality High Fidelity Sound
- Audio Range - 200 - 12K Hz (vs. 200 - 4K Hz)
- Line of Sight Range - 1 to 2 Miles (vs. 1,200 ft)
- Superior Building Penetration Performance
- Battery Life (Lithium Polymer iPod Battery)
- Typical Talk Time - 24 Hrs (vs. 12 Hrs)
- Typical Standby time - 30 Days (vs. 12 Hrs)
- Charge Time - 2.5 Hours
- LCD Status Display
- Robust Duty Belt Clip and Rotatable Alligator Clip



- Exceptional Quality (Rubber Over-molded)
- Configuration Management Software – Fleet Manager Utility (Included)
 - In order to preserve password security and ensure a uniform deployment, the DV-1 includes supplemental software which permits the agency to pre-populate all vehicle and officer configuration selections to each system via CD (i.e. Officers, department, vehicle ID, system settings, passwords, etc.).
 - Build configuration files with all names, settings, and passwords – save to a CD and then load configurations into each DV-1 in seconds. This saves an enormous amount of time when programming large numbers of systems. It also makes implementing new settings after a policy change very painless.
- DVD Manager Utility (Included)
 - The DVD Manager Utility provides many DVD tools in a simple, user friendly, intuitive software program. This software application is provided free of charge to all WatchGuard customers who purchase a DV-1. The DVD Manager Utility includes the following features:
 - DVD Disc Playback
 - DVD Disc Copy
 - Video Extraction
 - Recover Video
 - Simple One Touch Closed Captioning On/Off
 - DVD Drive Information
 - DVD Disc Information and Disc Copy History



FEATURES & FUNCTIONALITY

System Features

Selectable Officer Names - The DV-1 includes a simple method for selecting a programmed officer name from a list for rapid login at shift changes. Individual officer preferences and settings are loaded and activated by merely selecting their name.

Multiple Officers per DVD - The DV-1 allows a new officer name to be selected without changing the DVD in order to accommodate shared vehicles that may have multiple users. Each recorded event records the officer name that was logged in during that event.

Saved Officer Settings - The DV-1 has user preference settings that include: LCD Screen Brightness, LED Indicator Brightness, Volume, and Front Camera Auto-Zoom. These settings are saved so that when the user logs back in, their settings are restored.

DVD Drive Suspension System - To isolate the DVD recorder from shock and vibration, the DVD drive is mounted in a spring loaded, silicone oil dampened suspension system. This suspension system is efficient enough to allow the DVD burner to operate while in motion.



High Quality Audio Subsystem - To ensure the clearest audio during playback even in a noisy environment, the DV-1 has two (2) high performance speakers that are driven by a stereo audio amplifier.

LED Indicators for Audio, Video and Record - To ensure officer awareness, the DV-1 has LED indicators showing record, microphone, and camera activity.

System Power-Up Behavior Control - The system power behavior is configurable to allow a supervisor to independently set the system to manually or automatically turn on or off with the vehicle.

Screensaver - For the comfort and convenience of the users, especially nighttime users, the DV-1 has a screensaver setting that automatically turns off the LCD monitor after a pre-set amount of time. Another setting determines if a recording automatically exits Screensaver. Regardless, any button push exits screensaver. This setting saves independently for each user and is remembered when the user logs in.

Simultaneous Record and Playback – The DV-1 has the ability to playback previously recorded video while simultaneously recording new video.

Disc Usage Meter and Low Disc Warnings - The DV-1 has an on-screen Disc Usage Meter that graphically shows the user how much video is on the current DVD and how much space remains. Additionally, the system has audible and visual warnings when the disc is nearing its capacity.

Covert Recording - To allow the user to covertly record, the DV-1 has the ability for the officer to quickly disable the system's screen and LED indicators while remaining in its current recording state.

Crash Detection - The DV-1 includes a 3-axis, solid-state crash detection sensor. In order to prevent improper installation, the sensor is factory integrated into the system enclosure. Settings are also provided through the system's graphical menu to allow the agency to choose an appropriate crash sensor sensitivity level in order to minimize false crash detections.

Event Categorization – The DV-1 allows record events to be categorized via the on screen menu. Categorization selections are administratively configurable.

Programmable Event Categories – The DV-1 allow the agency to program up to six different event category prompts in order to collect data deemed relevant regarding each record event. Event prompts are displayed automatically after each event recording has been stopped by the officer. Prompts do not preclude the system from continuing to record video to its buffer.

Recorded Metadata – The DV-1 records event metadata to the DVD. Recorded includes but is not limited to: event category, date, time, officer name, record status, microphone status, emergency lighting status, brake status, GPS coordinates, etc.

Auto Stop - The DV-1 has a means of detecting when the system is inadvertently left in record mode and includes an option to prompt the user or automatically stop the record event.

Record-After-the-Fact™ – The DV-1 has a graphical user interface for recording any portion of the hard drive buffer (events and non-events) as a new DVD recording.

Re-Burn Single Record Event - The DV-1 has the ability to re-burn a single record event to a new DVD. Any record event that is associated with any of the six (6) Backup DVDs has the ability to be re-burned.

Wireless Microphone Features

Multi-Mode Transceiver Alerts – The wireless microphone transceiver allows the officer to set the transceiver's alert mode to accommodate all tactical environments. Alert modes shall include: Beep Only, Beep and Vibrate, Vibrate Only, and Silent.

Variable Transmit Power - In order to produce the longest battery life, the transceiver utilizes automatic Variable Transmit Power so only necessary transmitting power is used. When needed however, the transceiver automatically transmits at the FCC's maximum allowable power of 50 milliwatts.

Automatic Microphone Activation - The wireless microphone has the ability to trigger the camera to record, and the DV-1 is able to automatically turn on the wireless microphone when the recorder is activated.

Charging / Synchronization Base - The wireless microphone includes an in-car charging / docking base that automatically synchronizes the communication link when the belt pack transmitter is docked into the base. The base also has LED indicators for "charging" state and "in-use" state.

Microphone Power Management - To simplify installation, the charging/docking station draws power from the DV-1 and does not require running additional power cables from the vehicle's electrical system. In addition, when the DV-1 is turned off, it automatically cuts power to the Charging Base after allowing the wireless transceiver to fully charge in order to minimize power drain on the vehicle's battery.

Unique Synchronization - Any wireless transmitter(s) are capable of synchronizing to any base via the docking cradle which will disable any previously docked transmitter.

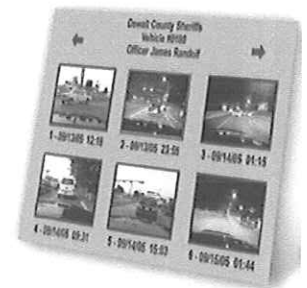
Charging and Talk Time - The wireless microphone transceiver with low battery will become fully charged within 2.5 hours of being placed in the charging station. When in-use, the wireless transceiver allows for up to 30 hours of talk time and up to 25 days of standby time.

DVD Recording Features

Automatic Chapter Segmentation - The DV-1 automatically creates chapter start and stop points for each recorded event. Each chapter includes any user programmed Pre and/or Post event footage in the same order as the logical timeline.

DVD Disc Start-Up Menu - The DVD discs are authored so that when the DVD is inserted into a standard DVD player, a chapter menu will be displayed allowing the operator to select a specific traffic stop to play.

Selectable Chapter Menu Thumbnails - The chapter menu labels each chapter with the time and date recorded and displays a thumbnail image taken from the video for easy identification.

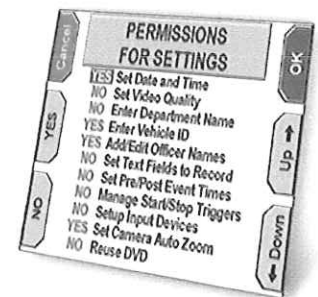


On Screen Text - The DV-1 records metadata information on the DVD in the closed captioning layer so that the metadata can be turned on or off during playback without the use of proprietary software or hardware. Metadata information includes time, date, status of emergency lights, brakes, wireless microphone, auxiliary input, crash detection state, as well as vehicle ID and officer name.

Up to 8 Hour Discs - The DV-1 has 4 different selectable recording quality modes; including modes that fit approximately 2,4,6, or 8 hours of video onto a single DVD disc.

Security Features

Supervisor Controls - The DV-1 provides the ability to restrict access to any and all settings by way of supervisor passwords. Multiple supervisors and supervisor passwords are supported.



Media Security - Access to the DVD drive is secured by a lock to protect from unauthorized access.

Video Authentication - Video is embedded with a 128-bit encrypted data stream in order to allow DVD authentication. The DV-1 provides software at no additional cost to perform disc authentication in a variety of locations such as courtroom. Original events copied from an original DVD for court presentation or

attorney viewing are also able to be authenticated. Copy authentication proves the event is complete and has not been altered in any way

Video Review Access Permissions - The DV-1 allows the agency to restrict video review access. This is not a single setting that locks out video review altogether. Officers are able to review their own video. However, with Supervisor or Administrator privileges (configurable) the agency is able to review all video buffered on the hard drive.

SPECIFICATION EXCEPTIONS

3.1 DIGITAL SYSTEM AND COMPONENTS

3.2.1 The System shall be a complete in-car video system contained almost completely within the body of a replacement automobile rear-view mirror.

The DV-1 is an overhead mounted system. Because agencies have a minimum of space available in which to mount this equipment, the DV-1 offers a one-piece overhead mounted design that fits between the visors of patrol vehicles. The overhead system includes the DVD drive, hard drive, processing hardware, 5" display screen, speakers, and backlit user controls. The camera and microphone components are separate from the overhead system so those components can be installed in their optimal locations.



3.2.4 The Mirror housing (Control Head) of the system shall be approximately 11.5" x 3.78" x 1.6" in size

The DV-1's overhead console dimensions are: 5.27" High x 6.0" Wide x 12.81" Length.

3.2.5 The shell construction of the system shall be of Poly Carbonate high impact, high heat resistant plastic.

The DV-1 is built robust and rugged with powder coated welded aluminum enclosures and rubber over molding for occupant safety.

3.2.6 The weight of the mirror, including all contained system components shall be approximately 26 oz.

The DV-1 overhead console weighs 6.25 pounds.

3.2.9 The rear view mirror shall house a minimum of 3.5" diagonal, 720x480 UltraBright 1000 NIT TFT LCD Color Monitor, which shall be mounted behind the mirror glass. The monitor shall be invisible when not in operation or when used in covert mode or monitor off mode. The monitor must meet the reflectivity requirements set by the National Highway Traffic Safety Administration (NHTSA).

The DV-1 includes a LCD that is five inches measured diagonally. The display has a typical brightness rating of 330 nits, a typical contrast ratio of 500:1, and a viewing angle of 140°Horizontal and 130°Vertical. The LCD resolution is 800 x 480.



3.2.11 The system must have an electronic locking media door with Pin Code security and shall automatically power down before accessing the CF card area of the system.

Access to the DV-1's DVD is secured by a lock to protect it from unauthorized access.

3.2.12 The video files must be watermarked to prevent tampering or alteration of the recordings.

Video is embedded with a 128-bit encrypted data stream in order to allow DVD authentication. The system includes software at no additional cost that performs disc authentication.

3.2.18 The only two methods for the system to stop Recording shall be by pressing the 'STOP' button or via Light Bar activation stop.

The only way to stop a recording on the DV-1 is to press the 'STOP' button. Light bar activation stop will not end a recording.

3.2.21.13 Turn signal indicators

DV-1 does not include turn signal indicators.

3.2.24 The Main Menu of the system shall, at a minimum, display the Agency's Logo, indications of Record Time remaining, Software Version, User Name Selection and Password.

DV-1 does not require a password for system login. Passwords are only used to access the administrative settings of the system.

3.2.25.6 IR LED's - On/Off

DV-1 does not include this functionality. Instead, the DV-1 includes a nighttime optimization setting called Night Mode, which engages and disengages automatically by the DVR without any user intervention in order to eliminate the possibility of the user forgetting to enable Night Mode.

3.2.30 Download via USB-port

DV-1 does not support download via a USB-port.

3.2.32.6 Record Override Code - 00000 – 99999

This code is not applicable to DV-1.

3.3 CAMERAS

3.3.1.1 The main camera shall be no larger than 2" x 2" x 3" in size.

The DV-1's WDR front camera dimensions are: 3.63" L x 2.20" H x 2.15" W.

3.3.1.2 The weight of the camera shall be no more than approximately 6 oz.

The DV-1's WDR front camera weighs 15 ounces.

3.3.1.1 Sony Exview 1/4 Super HAD CCD image sensor

The DV-1's WDR front camera was designed and manufactured by WatchGuard Video. It has been developed to handle difficult lighting conditions dramatically better than standard camera technology. The dual scan system generates two separate image exposures for each video frame (a bright exposure and a dark exposure) and then it combines the two images to create one ideally exposed video frame.

3.4 Internal Auxiliary Camera

3.4.1.2 656x492 Color Imaging Array

The DV-1 cabin camera is a full color camera with a resolution of 420 TV lines.

3.6 REMOTE MICROPHONE TRANSMITTER (RMT)

3.6.12 The RMT shall have the ability to record and store for later download for up to two hours when not in range of the system.

The WatchGuard High Fidelity (Hi-Fi) microphone is not able to store audio to be downloaded later when not in range. The Hi-Fi microphone, however, does exceed the minimum requirements for range, with a one to two mile line-of-sight range, which makes this feature unnecessary.

3.6.1.1 There shall be a microphone mounted inside the Mirror body for interior audio recording.

The interior / cabin microphone is wired and extendable so it may be installed in an optimal location for any type of vehicle, instead of being limited to the mirror body.

3.8 MEDIA / VIDEO STORAGE

3.8.1.1 The system shall use a common CF Flash card form factor memory module, with a minimum size of 32 GB for video storage.

The DV-1 system records onto rewritable DVD+RW discs designed to play directly on standard DVD players. Most other digital video systems require law enforcement agencies to purchase a server and computer systems to transfer, store and convert video evidence. By recording directly to a DVD in the vehicle, the DV-1 provides the fastest, most efficient and cost effective process for creating, managing, and presenting digital video evidence.

3.9 Video

3.9.3 The video storage format shall be MPEG 4.

The DV-1 uses MPEG2 formatting for DVD Video.

3.10 SOFTWARE

3.10.5.1 The system shall be capable of integrating with Active Directory for user /password management.

The DV-1 does not include this functionality. It is a standalone system that does not require any back office support or infrastructure.

3.10.5.2. The system shall be capable of assigning security and permissions within the software based upon Active Directory user groups.

The DV-1 does not include this functionality.

3.10.5.3 Software for Managing Wireless Downloaded Data to manage the receipt and storage of files transferred wirelessly shall be included at no additional charge.

The DV-1 does not transfer video wirelessly. Video is recorded directly to a playable DVD video disc in the vehicle.

3.12 WIRELESS TRANSFER MODULE

3.12.1 Wireless Transfer Module Software shall be included at no additional charge.

3.12.2 The system shall support uploading video files utilizing a wireless 802.11 (a/b/g/n) network.

3.12.3 The system must use WPA encryption for enhanced security.

3.12.4 The system must automatically connect to the network once the vehicle enters a designated hot spot.

3.12.5 The system must automatically transfer the data and must not require manual intervention.

3.12.6 The system must transfer all files including the video, audio, metadata and any other files associated with the video events.

3.12.7 The system must automatically remove the files from the compact flash card after the files are successfully transferred and verified for integrity.

3.12.8 If the connection to the network is lost, or the transfer is interrupted, the files must be saved and the transfer must resume where it left off when it reconnects to the network.

3.12.9 All file transfers must be logged to maintain a complete audit trail.

The DV-1 does not include the ability to transfer video wirelessly. Video is burned directly to a DVD video disc in the vehicle.



SOLUTION COST BREAKDOWN

SOLUTION COST BREAKDOWN

REQUIRED ITEMS

These items were specified in the request for bids and/or are required for system operation.

Item #	Description	Qty.	Unit Price	Extended Price
IN-CAR HARDWARE				
1	DV-1 IN-CAR VIDEO SYSTEM <i>Includes:</i> <i>Overhead Recorder Unit</i> <i>Wide Dynamic Range Front Camera</i> <i>Separate Back Seat Camera</i> <i>Integrated GPS</i> <i>Crash detection</i> <i>Integrated 200GB hard drive</i> <i>Cabin microphone</i> <i>Hi-Fi Wireless microphone kit</i> <i>Lapel microphone</i> <i>Lifetime Firmware Upgrades</i> <i>10 Pack DVD+RW Evidence Discs</i> <i>Fleet Manager Utility</i> <i>DVD Manager Utility</i> <i>All mounting hardware and cabling and accessories needed for installation</i> <i>2-Year warranty on ALL in-car components (See Warranty and Maintenance section)</i> <i>Shipping and Handling</i>	100	\$4,750.00	\$475,000.00
2	WIDE DYNAMIC RANGE (MAIN) CAMERA	15	\$750.00	\$11,250.00
3	INTERNAL AUXILIARY CAMERA, ADDITIONAL	15	\$195.00	\$2,925.00
4	ADDITIONAL HI-FI MICROPHONE TRANSMITTER	15	\$345.00	\$5,175.00
5	HI-FI MICROPHONE BATTERIES	15	\$20.00	\$300.00
6	GPS ANTENNA, MAGNETIC MOUNT	15	\$28.00	\$420.00
7	DVD+RW EVIDENCE DISC MEDIA	200	\$1.25	\$250.00
8	EXTENDED MAINTENANCE AGREEMENTS <i>Includes five (5) years of hardware warranty. Per-year extended maintenance agreement prices are included below.</i>	100	\$1,000.00	\$100,000.00
In-Car Hardware Total				\$595,320.00
EXTENDED WARRANTIES				
9	WARRANTY, 4RE, IN-CAR, 2 YEAR (MONTHS 13-24)		\$250.00	\$0.00
10	WARRANTY, 4RE, IN-CAR, 3 YEAR (MONTHS 13-36)		\$560.00	\$0.00
11	WARRANTY, 4RE, IN-CAR, 4 YEAR (MONTHS 13-48)		\$945.00	\$0.00
12	WARRANTY, 4RE, IN-CAR, 5 YEAR (MONTHS 13-60)		\$1,000.00	\$0.00
Extended Warranties and Maintenance Total				\$0.00
4RE SOLUTION TOTAL				\$595,320.00



WATCH GUARD
DIGITAL IN-CAR VIDEO
DV-1 MSRP Price List

DV-1 Pricing and Options

DV-1 System Pricing

Part Number	Description	PRICE
DV1-EOH-GPS	DV-1, Overhead System 5th Generation. Includes: Overhead Recorder Unit, Combination Front/Cabin Camera, Cabin Microphone, Hardware & Cabling, Lifetime Firmware Upgrades, One (1) Year Factory Warranty, Wireless Microphone Kit, Leather Holster, 10 Pack DVD+RW Evidence Discs, Fleet Manager Utility, DVD Manager Utility	4,750.00
DV1-EMD-GPS	DV-1, Modular System 5th Generation. Includes: Modular Recording Unit, Remote Display Control Panel, Combination Front/Cabin Camera, Cabin Microphone, Hardware & Cabling, Lifetime Firmware Upgrades, One (1) Year Factory Warranty, Wireless Microphone Kit, Leather Holster, 10 Pack DVD+RW Evidence Discs, Fleet Manager Utility, DVD Manager Utility	5,350.00

DV-1 Extended Warranties

Part Number	Description	PRICE	
		Package	Single
WAR-EXT-PUR-2YR	2 Year Extended Factory Warranty (Months 13 to 24)	250.00	250.00
WAR-EXT-PUR-3YR	3 Year Extended Factory Warranty (Months 13 to 36)	560.00	560.00
WAR-EXT-PUR-4YR	4 Year Extended Factory Warranty (Months 13 to 48)	945.00	945.00
WAR-EXT-PUR-5YR	5 Year Extended Factory Warranty (Months 13 to 60)	1,000.00	1,430.00

DV-1 Options and Accessories

Part Number	Description	PRICE
HI-FI MIC UPGRADE	Upgrade to Hi-Fi Wireless Microphone. 24 hours talk time, up to 2 mile range, CD quality frequency range. Replaces the standard 2.4GHz wireless microphone kit.	100.00
CAM-BST-100-NEW	Infrared Backseat Camera. Available only with Basic Camera Package.	195.00
PWR-UPS-INT-200	iUPS (Intelligent Uninterruptible Power Supply)	149.00
CAM-RDK-100-NEW	Rear Deck Color Zoom Camera (Deck Mount)	795.00
CAM-RGL-100-NEW	Rear Deck Color Zoom Camera (Glass Mount)	795.00
CAB-RDK-201-75F	Rear Camera Extension Cable – 75'	175.00
DVD-EVI-MED-001	DVD+RW Evidence Disc Media. Includes protective sleeve.	1.25
DVD-EVI-MED-011	Non-Serialized DVD Evidence Label Media. Includes protective sleeve.	0.99
DVD-EVI-MED-021	Blank DVD. Includes protective sleeve. Quantities of 100 only.	0.77
SFW-WGV-DMU-103	WatchGuard DVD Manager Utility Premium Software (includes Codec)	35.00
HDW-SYS-DCS-100	WatchGuard DVD Copy Station (includes DVD Manager Utility)	1,895.00
DVD-PLR-STD-100	DVD Player	89.00
SVC-DV1-GPS-POR	GPS Upgrade (Post-Order Retrofit for DV-1 and 4RE)	325.00
SVC-DV1-INS-100	DV-1 System Installation (per unit charge)	Quoted per Agency



WATCH GUARD
DIGITAL IN-CAR VIDEO
DV-1 MSRP Price List

June 10, 2013

DV-1 Radar Interface Cables

Part Number	Description	PRICE
CAB-RIA-100-SRY	Radar Interface Adaptor Cable for Stalker Radar (Y Cable)	75.00
CAB-RIA-101-DG1	Radar Interface Adaptor Cable for Decatur Genesis I Radar	75.00
CAB-RIA-102-KSE	Radar Interface Adaptor Cable for Kustom Eagle Radar	75.00
CAB-RIA-102-KSR	Radar Interface Adaptor Cable for Kustom Raptor Radar	75.00
CAB-RIA-103-MPH	Radar Interface Adaptor Cable for MPH Bee 3/Decatur Genesis II Select Radar (9 Pin D-Sub)	75.00
CAB-RIA-104-DG2	Radar Interface Adaptor Cable for Decatur Genesis II Radar (7mm LEMO)	75.00

DV-1 Overhead Mounting Options

Part Number	Description	PRICE	
		Package	Single
	BRKT ASSY, DV-1, OH Bracket, Chevy Caprice 2011	0.00	45.00
BRK-VPM-101-002	Chevy Impala 2002-2005	0.00	45.00
BRK-CRH-101-006	Chevy Impala 2006-2011 (Remove Headliner)	50.00	95.00
BRK-VPM-101-006	Chevy Impala 2006-2011 (with Console)	0.00	45.00
BRK-VAC-107-004	Chevy Tahoe (with AC Controls) 2004-2006	55.00	100.00
BRK-CRC-107-007	Chevy Tahoe 2007 - 2011 (Remove Console) Ticket Light Included	130.00	175.00
BRK-VPM-107-099	Chevy Tahoe/Silverado/2500 Truck 1999-2006	0.00	45.00
BRK-VPM-116-006	Chevy Trail Blazer 2005-2006	0.00	45.00
BRK-CRC-106-006	Dodge Charger / Magnum 2006-2010	35.00	80.00
WGP0178-KIT	Charger Mounting Bracket Kit, DV-1, OH, 2011	35.00	80.00
BRK-VPM-105-005	Dodge Durango 2005-2008	0.00	45.00
BRK-VPM-102-003	Dodge Intrepid 2003	0.00	45.00
BRK-VPM-109-006	Dodge Ram 1500 Pickup 2006	50.00	95.00
BRK-VRC-109-000	Dodge Ram 1500 Pickup 2006 (Remove Console)	50.00	95.00
WGP01875-KIT	Installation Kit, Ford Taurus, 2012 Interceptor	150.00	150.00
WGP01876-KIT	Installation Kit, Ford Explorer, 2012 Interceptor	150.00	
BRK-VPM-100-099	Ford Crown Victoria 1999-2005(A)	0.00	45.00
BRK-VPM-100-005	Ford Crown Victoria 2005(B)-2011	0.00	45.00
WGA00462	Bracket Assy, DV-1, 2005+ CV/Wcam MNT	55.00	
BRK-VPM-103-001	Ford Expedition 2001-2002	0.00	45.00
BRK-VPM-103-003	Ford Expedition 2003-2007	0.00	45.00
BRK-VWC-103-000	Ford Expedition 2006 (with Console)	0.00	45.00
BRK-CRC-103-007	Ford Expedition 2007-2011 (Remove Console) Ticket Light Included	155.00	200.00
BRK-VPM-104-000	Ford Explorer 2000	50.00	95.00
BRK-VPM-104-001	Ford Explorer 2001-2002	50.00	95.00
BRK-VPM-104-003	Ford Explorer 2003-2004	50.00	95.00
BRK-VPM-104-005	Ford Explorer 2005-2010 (Small Console w/no controls)	50.00	95.00
BRK-VPM-104-008	Ford Explorer 2008-2010 (Remove Console)	208.00	208.00
BRK-VPM-111-001	Ford F-150 Pickup 2001	0.00	45.00



DV-1 MSRP Price List

BRK-VPM-111-006	Ford F-150 Pickup 2006	50.00	95.00
BRK-CRC-111-007	Ford F-150 SuperCrew Pickup 2007-2009 (Remove Console)	90.00	135.00
BRK-VPM-112-006	Ford F-250 Pickup 2006-2009	50.00	95.00
BRK-VPM-113-006	Visor Post Bracket, Ford Taurus 2006	0.00	45.00
BRK-VPM-114-006	Ford Van E150/E350 2006	0.00	45.00

DV-1 Modular Mounting Options (Remote Display)

Part Number	Description	PRICE	
		Package	Single
BRK-RDM-100-061	Modular Remote Display Mount, Rigid - 6"	0.00	50.00
BRK-RDM-100-091	Modular Remote Display Mount, Rigid - 9"	0.00	55.00
BRK-RDM-100-121	Modular Remote Display Mount, Rigid - 12"	0.00	45.00
BRK-RDM-200-101	Modular Remote Display Mount, Flex - 10"	0.00	60.00
BRK-RDM-200-121	Modular Remote Display Mount, Flex - 12"	0.00	60.00
BRK-RDM-200-141	Modular Remote Display Mount, Flex - 14"	0.00	45.00
BRK-RDM-RAM-100	Modular Remote Display Mount, Headliner (RAM Mount)	80.00	125.00
BRK-VFS-100-005	Modular Remote Display Visor Post Kit, Ford Crown Victoria 2005-2009 (with Fire Suppression System)	80.00	125.00

DV-1 Modular Mounting Options (Modular Recording Unit)

Part Number	Description	PRICE	
		Package	Single
BRK-MRU-100-000	Modular Recording Unit Base Mounting Plate	0.00	25.00
BRK-MRU-200-099	Bracket Kit, 4RE/DV-1 Mod, Underdash, Crown Vic 1999-2011	79.00	79.00

Evidence Library Hardware/Software Packages

Part Number	Description	PRICE
PACKAGE 1	Data Tracker - Hardware/Software Package 1 Includes complete Data Tracker Workstation, Data Tracker software pre-installed, CCD scanner with USB interface, 1-year hardware warranty, 1-year software maintenance and support. Software subject to 20% maintenance and support after 1 year.	2,990.00
PACKAGE 2	Critical Event Server - Hardware/Package 2 Includes complete Critical Event Server Workstation, Critical Event Server software pre-installed, 3.0 Terabyte Network Attached Storage Device, 5-port gigabit switch, CCD scanner with USB interface, CAT-6 network cables, 1-year hardware warranty, 1-year software maintenance and support. Software subject to 20% maintenance and support after 1 year.	8,490.00

Evidence Library 1 Software and Options

Part Number	Description	PRICE
SFW-ELB-DTR-100	WatchGuard Evidence Library: Data Tracker (Software Only)	985.00
SFW-ELB-CES-100	WatchGuard Evidence Library: Critical Event Server (Software Only)	3,955.00



WATCH GUARD
DIGITAL IN-CAR VIDEO
DV-1 MSRP Price List

June 10, 2013

Evidence Library 1 Hardware and Options

Part Number	Description	PRICE
HDW-CAB-ETH-05E	Ethernet CAT5e Cable, 7", Black	10.00
HDW-SNR-CCD-100	CCD Barcode Scanner - USB Interface	295.00
HDW-SNR-LSR-100	Laser Barcode Scanner - USB Interface	495.00
HDW-SYS-CES-100	WatchGuard Critical Evidence Server Station (912119631). Includes 1-year warranty.	2,380.00
HDW-SYS-DES-100	WatchGuard Data Tracker Station (912119630). Includes 1-year warranty.	1,995.00
HDW-SYS-NAS-015	WatchGuard Network Attached Storage (NAS) 1.5TB (912119549). Includes 1-year warranty.	1,495.00
HDW-SYS-NAS-030	WatchGuard Network Attached Storage (NAS) 3.0TB (912119550). Includes 1-year warranty.	1,995.00
HDW-SYS-NET-005	Gigabit Ethernet Switch (NW0108). Includes manufacturer's warranty.	125.00
HDW-SYS-UPS-015	Smart UPS - 1.5KVA for CES-100 (BR1500). Includes manufacturer's warranty.	695.00
HDW-SYS-UPS-350	Smart UPS - 350VA for DES-100 (UP1062). Includes manufacturer's warranty.	295.00

Evidence Library 1 Warranty and Maintenance Options

Part Number	Description	PRICE
SFW-MNT-DTR-001	Data Tracker Software Annual Maintenance & Support (1-Year). Year #1 included with software purchase.	199.00
SFW-MNT-CES-001	Critical Event Server Software Annual Maintenance & Support (1-Year). Year #1 included with software purchase.	799.00
WAR-EXT-ELW-030	Evidence Library Workstation Extended Warranty (3-Year, On-site). Covers workstation only. Price is per workstation.	395.00
WAR-EXT-NAS-030	Evidence Library NAS Extended Warranty (3-Year, On-site). Covers network attached storage (NAS) devices only. Price is per NAS device.	495.00

Limited In-Car Hardware Warranty

WatchGuard Video, in recognition of its responsibility to provide quality systems, components, and workmanship, warrants each system, part, and component it manufactures first sold to an end user to be free from defects in material and workmanship for a period of **ONE-YEAR** from the date of purchase. A defective component that is repaired or replaced under this limited warranty will be covered for the remainder of the original warranty period. Where defects in material or workmanship may occur, the following warranty terms and conditions apply:

WARRANTOR – This warranty is granted by WatchGuard Video, 415 Century Parkway, Allen, TX 75013, Telephone: 972-423-9777, Facsimile: 972-423-9778.

PARTIES TO WHOM WARRANTY IS INTENDED – This warranty extends to the original end user of the equipment only and is not transferable. Any exceptions must be approved in writing from WatchGuard Video.

PARTS AND COMPONENTS COVERED – All parts and components and repair labor of the warranted unit manufactured and/or installed by WatchGuard Video are covered by this warranty, except those parts and components excluded below.

PARTS AND COMPONENTS NOT COVERED – The Limited Warranty excludes normal wear-and-tear items such as frayed or broken cords, broken connectors, and scratched or broken displays. WatchGuard reserves the right to charge for damages resulting from abuse, improper installation, or extraordinary environmental damage (including damages caused by spilled liquids) to the unit during the warranty period at rates normally charged for repairing such units not covered under the Limited Warranty. In cases where potential charges would be incurred due to said damages, the agency submitting the system for repairs will be notified. Altered, damaged, or removed serial numbers results in voiding this Limited Warranty. If while under the warranty period, it is determined that the WatchGuard Video system was internally changed, modified, or repair attempted, the system warranty will become null and void.

LIMITED LIABILITY – WatchGuard Video's liability is limited to the repair or replacement of components found to be defective by WatchGuard Video. WatchGuard Video will not be liable for any direct, indirect,

consequential, or incidental damages arising out of the use of or inability to use the system even if the unit proved to be defective. WatchGuard Video will not be responsible for any removal or re-installation cost of the unit or for damages caused by improper installation.

REMEDY – If, within the duration of this warranty, a unit or component covered by this warranty is returned to WatchGuard Video and proves to be defective in material or workmanship, WatchGuard Video shall (at its option) repair or replace any defective components or offer a full refund of the purchase price .

Replacement of a defective component(s) pursuant to this warranty shall be warranted for the remainder of the warranty period applicable to the system warranty period.

SHIPPING – During the first ninety (90) days of the initial warranty period, WatchGuard Video will provide a prepaid shipping label to return any defective unit for end users in the continental United States provided serial numbers are submitted with request. In such event, contact WatchGuard's Customer Service Department to request a return material authorization (RMA) number. Failure to obtain and use a WatchGuard Video prepaid shipping label in the first ninety days (90) on the return shipment will result in the end user being responsible for shipping costs to WatchGuard Video. After the first ninety (90) days, the end user will be responsible for any shipping charges to WatchGuard Video. WatchGuard Video will return ship the product to a customer within the continental United States by prepaid ground shipping only. Any expedited shipping costs are the responsibility of the end user.

Customers that are outside the continental United States will be responsible for all transportation costs both to and from WatchGuard Video's factory for warranty service, including without limitation to any export or import fees, duties, tariffs, or any other related fees that may be incurred during transportation.

You may also obtain warranty service by contacting your local WatchGuard Authorized Service Center (ASC) for shipping instructions. A list of local ASCs may be obtained by contacting WatchGuard's Customer Service Department. Customers will be responsible for all transportation costs to and from the local ASC for warranty service.

EXTENDED WARRANTY – Extended Warranties may be purchased directly from WatchGuard Video. Any and all extended warranties must be purchased prior to the expiration of any previous warranty. Failure to purchase an extended warranty prior to the expiration of the warranty period will require the covered unit to be physically inspected at the facility of the manufacturer and any repairs necessary to bring the unit back to full working order must be performed prior to the issuance of any new warranty. The customer will be responsible for the cost of the inspection (equal to 1 hour of labor) plus the standard costs associated with any required repairs. Should you have any further questions regarding the WatchGuard Video limited warranty, please direct them to:

WatchGuard Video

Attn: Customer Service Department

415 Century Parkway

Allen, Texas 75013

(800) 605-6734 Toll Free Main Phone

(866) 384-8567 Toll Free Queued Customer Service

(972) 423-9777 Main

(972) 423-9778 Fax

www.watchguardvideo.com

support@watchguardvideo.com



COMPANY PROFILE

COMPANY PROFILE

INTRODUCTION

WatchGuard Video is a privately held law enforcement technology manufacturer. WatchGuard was founded in 2002 and began full production of its mobile video products in September of 2005, with initial shipments beginning in October 2005. All product manufacturing is done domestically in the company's 65,000 square foot facility located in Allen, Texas. The North Texas facility features an engineering laboratory, customer service installation bay, pristine production space, and a state-of-the-art training room. All 4RE engineering, assembly, and factory service is conducted in this facility.



COMPANY BACKGROUND

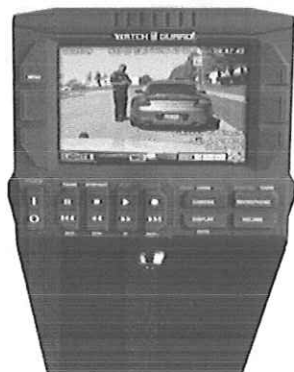
WatchGuard Video is the world's largest manufacturer of in-car video systems for law enforcement and was recently honored for the second year in a row (2010 and 2011) as one of the top 100 fastest growing profitable companies in North Texas. The company has been consistently profitable and just completed its 5th consecutive year of growth. Our mobile video products have become the number one selling digital in-car video systems in the United States, and we currently have approximately 5,000 law enforcement agencies as customers and over 30,000 of our mobile DVR systems in the field. WatchGuard has moved solidly into the number one market share position for US sales of digital police in-car video systems. Even with about 20 companies competing in this market, nearly 1 in 4 systems sold in the US today are manufactured by WatchGuard.

WatchGuard's commitment to innovation can be seen in the large investments we make in the Research and Development of new products. We have the largest engineering team in the industry, and have invested over \$20 million into the development of digital in-car video systems for law enforcement. We feel that innovation of quality and technically advanced products is essential to maintaining our position in this fast paced and rapidly evolving industry.

WatchGuard Video produces the most advanced systems, has the most extensive track record of successful deployments, has earned a reputation for extraordinary customer support, is financially sound, and is the best positioned company to service your in-car video needs today and for many years into the future.

The Industry's Most Significant Products

The Company is best known for the WatchGuard DV-1, the world's only real-time Direct-to-DVD-Video law enforcement in-car video system, which has been the best-selling digital in-car video system of all time. In 2010, the company introduced the WatchGuard 4RE HD Wireless In-Car Video System, the world's first and only true high definition police in-car video system. 4RE is a revolutionary new system that provides stunning high definition video for all evidentiary recordings, yet requires less total storage space than conventional systems.



DV-1



4RE

Advanced Engineering

WatchGuard Video employs the industry's largest engineering team and has invested about \$25 million specifically into the development of digital in-car video systems for law enforcement. The company's engineering team consists of twenty top level engineers and programmers that average 20 years of experience each. We have a wide range of expertise and experience that includes:

- System architecture
- High reliability systems design
- Image processing
- Video encoding/decoding
- Audio encode/decode
- MPEG2/MPEG4/H.264
- High speed data processing
- High speed communication
- Digital signal processing
- FPGA/CPLD designs
- User interface design
- Kernel/driver development
- File system design
- Board design and layout
- Mechanical and industrial design
- Thermal analysis
- Rigorous system validation and testing.

Many members of our team have been awarded numerous patents through their careers. The company continues to invest more into R&D than any other company in this market. WatchGuard Video was recently issued a patent by the US Patent Office for the multiple resolution recording process used in the 4RE HD In-Car Video System. WatchGuard Video currently has 16 patents issued or pending.

Manufactured in the U.S.A.

The company manufactures its products in its 65,000 square foot, state-of-the-art facility located in North Texas. This new two story facility houses all departments including Engineering, Manufacturing, Sales, and Customer Service and it includes an impressive training room, customer installation bay, pristine production space, and even an employee game room and a fitness center.

Dedicated to Serving

WatchGuard Video is founded on Christian principles and the management staff is encouraged to manage their teams by modeling servant-based leadership. The company places an emphasis on developing and exhibiting the individual character qualities that are essential for true success, both personally and professionally. The company also acknowledges that by serving God people are better equipped and

empowered to serve each other, which ultimately serves customers more effectively. This highly functional culture creates an environment where employees are fully engaged and customers are served in a manner that instills the highest level of trust, loyalty, and satisfaction.

EXPERIENCE

WatchGuard serves state agencies, local police departments, sheriff's offices, campus police and federal enforcement agencies. WatchGuard has successfully deployed 8 of the 10 largest digital in-car video programs installed to date (including California Highway Patrol and Texas Department of Public Safety).

WatchGuard serves some of the largest agencies in the United States, including:

- Pennsylvania State Police
- California Highway Patrol
- Texas Department of Public Safety
- Oklahoma Department of Public Safety
- Minnesota Highway Patrol
- Kansas Highway Patrol
- And several other state agencies

We attribute our success over the years to our commitment to customer service and innovation. WatchGuard continues to gain the trust and confidence of law enforcement agencies throughout the country. Last year, WatchGuard had more than 400 new customers decide to implement our video solutions. Just as important as gaining new customers, are the relationships we maintain with our existing customers. This practice has led to customer loyalty and repeat purchases. More than 60% of the in-car video systems we sold in 2010 were sent to existing customers.

DV-1™ IN-CAR VIDEO SYSTEM CONSOLE

product overview



Description

WatchGuard's DV-1™ is the In-Car Video system that revolutionized the way police record video. Saddled with hours of VHS tapes and painful court preparation of video evidence, agencies needed a solution that was simple to use and simple to manage.

The DV-1™ is a standalone Direct-to-DVD system that requires no backend servers to operate. With advanced video capture, DVD-authoring and burning in the vehicle, the officer's evidence leaves the car ready for court on a standard playable DVD.

SPECIFICATIONS

System	
Temperature Range (Boot)	+10°F to +167°F
Temperature Range (Operational)	+19°F to +158°F
Operating Voltages	8.5 - 18 volts
Current Draw: Operational	1.5 - 2.8 amps
Current Draw: Power Off	Max: 50 mA
Current Draw: Power Off Charging Microphone	Average: 250mA Max: 400 mA
Console Options	
Overhead Mounted Console	
Dimensions (Total)	5.27" High x 6.0" Wide x 12.81" Length
Weight	6.25 pounds
Mounting Option	Vehicle Specific Brackets
GPS	Optional (integrated)
Crash Detection	Standard, 3-axis solid state integrated sensor
Additional Input/Outputs	Ethernet, Radar Interface
Modular Recording Unit	
Dimensions (Total)	2.85" High x 7.16" Wide x 11.27" Length
Weight	6.5 Pounds
Mounting Option	Universal Bracket
GPS	Optional (integrated)
Crash Detection	Standard, 3-axis solid state integrated sensor
Additional Input/Outputs	Ethernet, Radar Interface

see reverse for additional specifications

COMPATIBILITY



FEATURES

- Real Time DVD Recording**
 The DV-1™ is the only In-Car Video solution on the market today that can record directly to a DVD in real time inside a moving patrol car.
- Rugged Design**
 A system designed with officers in mind utilizing industrial grade components and rubber overmolding for a tough military finish.
- Record After the Fact™**
 Developed first by WatchGuard Video®, Record After the Fact™ technology will allow you to go back in time, up to 20 hours, to capture video evidence that was not previously recorded. Never lose video again!
- No Server Needed**
 Eliminate the need for costly servers and IT support.

CONFIGURATIONS

- Overhead Mounted**
 Fits into virtually every police vehicle made since 2000. Customized brackets make installation simple and easy.
- Modular System**
 The DVR and DVD drive are in a separate housing mounted virtually anywhere in the vehicle, with a separate control panel for a simple and easy user interface in the vehicle.



415 Century Parkway, Allen TX 75013
 1.800.605.6734
www.WatchGuardVideo.com

DV-1™ PRODUCT OVERVIEW

SPECIFICATIONS

Video Recording	
Number of Cameras Supported	3 (record 2 simultaneously)
Resolutions	720x480 (D1), 480x480, 352x480
Frames per Second	30
Video Compression	MPEG-2 (DVD-Video)
Recording Triggers	Lights, Sirens, AUX, Crash, Wireless Microphone, Manual
Storage Architecture	Dual Drive (Patents Pending)
Recording Media (Buffer)	Internal 80GB Automotive Grade HDD
Recording Media (Removable)	DVD + RW
Pre and Post-Event	15 seconds - 10 minutes, independently configured
Redundancy	Record-After-The-Fact™
Hours of Recording	75 Hours Average
Video Transfer Types	DVD

Audio Recording	
Number of Audio Sources Supported	3 (2 wireless, 1 wired standard)
Audio Compression	MPEG multi channel

LED Display Unit	
Dimensions - Overhead	Overhead: Integrated into Overhead Console Modular: 3.94" Tall x 5.03" Wide x 1.34" Deep
Weight	Overhead: Integrate into Overhead Console Modular: 8 ounces
Connection Type (Modular)	DVI
Size	6" diagonal
Resolution	800 x 480
Illumination	LED Backlit, 0-100% dimmable
Brightness	330 nits
Viewing Angle	140° H and 130°V
Typical Contrast Ratio	500:1
Keys/Buttons	One piece rubber over-molded
LED Indicators	Power, Menu, Record, Stop, Review, Volume (+ and -), Brightness (+ and -), Cameras (1-4), Microphones (1-4)
User Interface	Full graphical user interface
Mounting Options	Overhead: Vehicle Specific Brackets Modular: RAM® or Panavise® Universal Mounting Options

Overhead



Modular



DV-1™ WIDE DYNAMIC RANGE CAMERA

product overview



Description

WatchGuard's new Wide Dynamic Range (WDR) camera handles difficult lighting conditions dramatically better than standard camera technology. The dual scan system generates two separate image exposures for each video frame (a bright exposure and a dark exposure) and then it combines the two images to create one ideally exposed video frame.

For nighttime operation the new WDR camera provides excellent low light sensitivity while simultaneously keeping a brightly lighted suspect vehicle from over-exposure.

Dual scan WDR technology provides ideal exposures to both the light sky and the dark road automatically.

COMPATIBILITY



FEATURES

- **Automatic Night Mode**
As nighttime falls, the camera automatically disables the Auto-Focus, moves to a pre-programmed focal distance, and switches to a group of camera settings optimized to minimize blooming.

CONFIGURATION

- **Separate Cameras**
Front WDR Zoom Camera
Separate IR Backseat Color Camera

SPECIFICATIONS

Front Camera

Image Sensor	Dual Scan, Wide Dynamic Range CCD
Resolution	720x480 (D1)
Zoom Lens	12X Optical, 10X Digital
Sensitivity	1.0 lux
Angle of View	4.6 - 53.6 Degrees
Dimensions	3.63" L x 2.20" H x 2.15" W
Weight	15 ounces
Auto Functions	Iris, White Balance, Shutter, Night View
Connection Type	Locking HDMI



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HIGH FIDELITY WIRELESS MICROPHONE

product overview



Description

WatchGuard's wireless High Fidelity Microphone is the "first of its kind". Engineered to meet the rigorous demands of the on-duty officer.

While most microphones still use cordless phone technology, the WatchGuard HiFi Mic uses an industrial radio modem, providing the officer up to 2 miles of range and superior signal penetration through and around commercial buildings and obstacles.

COMPATIBILITY



FEATURES

- **High Fidelity**
Near CD audio quality with incredibly lifelike sound
- **1-2 Miles of Range**
The HiFi Mic will maintain its audio signal through commercial buildings and on city streets.
- **Long Battery Life**
Utilizing the same battery as the Apple® iPod™, the WatchGuard HiFi Microphone will last a full 24 hours while recording, and up to a month in standby mode. No more switching out mics mid-shift or missing audio on your recordings due to a dead mic battery!
- **See Reverse for Additional Photos**

SPECIFICATIONS

Microphone	
Transmitter Dimension	2.875" H x 1.94" W x 1.0" D
Transmitter Weight	2.8 ounces
In-Car Cradle Dimension	3.125" H x 2.94" W x 1.75" D
In-Car Cradle Weight	4.3 ounces
Battery Type	Lithium Polymer, Replaceable
Talk Time	24 Hours (intelligent power management)
Standby Time	30 Days (intelligent power management)
Recharge Time	Over 50% charge within 10 minutes. Full charge in 2.5 hours.
Audio Range	200-12,000 KHz
Signal Range	1-2 miles, line of sight
Frequency	900 MHz
Security Channels	40, Digital Spread Spectrum
DVR Synchronization	May sync to any base without re-programming
Transmitter Antenna	Internal
Functions	Talk, Mute, Alert Mode Select, LED Indicators
Alert Modes	Audible, Vibrate, Audible + Vibrate, Silent, and Covert Mode
Power	Powered by DVR, Microphone Power Management
Audio Pickup	Internal audio pickup, Lapel microphone optional
Charging/Synchronization Base	Standard, Includes mounting hardware



WIRELESS HIGH FIDELITY MICROPHONE

