



CITY of NOVI CITY COUNCIL

Agenda Item 3
July 31, 2017

SUBJECT: Approval to award contract to WatchGuard for the Novi Police Department In-Car Camera System in the amount of \$215,462 through the Oakland County Contract.

SUBMITTING DEPARTMENT: Public Safety - Police *DM*

CITY MANAGER APPROVAL: *AK*

EXPENDITURE REQUIRED	\$215,462
AMOUNT BUDGETED	\$280,200
APPROPRIATION REQUIRED	N/A
LINE ITEM NUMBER	101-301.00-980.000

BACKGROUND INFORMATION:

As part of the FY 2017-18 Budget, funds were allocated for the purchase of a new in-car camera system for the Novi Police Department. The Department's current recording in-car video system, Panasonic Arbitrator, was purchased and installed in 2011. The system no longer functions as intended and needs to be replaced. The use of in-car camera systems by police agencies is now a well-accepted and often expected piece of police equipment. The use of video recordings in the patrol cars has aided in prosecution of criminal offenders, as well as helping to defend the City and officers against false claims of misconduct.

There are several vendors that compete in the law enforcement in-car camera market. The most notable of which are WatchGuard, Axon (formerly Taser International), L3 and Panasonic. In July 2016, a committee, made up of end-users in the Uniformed Operations Division, the Records Section and the Integrated Solutions Department was created and met with representatives from each of the identified vendors. After demonstrations by each vendor, the committee recommended that the Novi Police Department purchase the 4RE/Vista in-car camera system manufactured by WatchGuard.

The WatchGuard product consists of both a digital camera in high definition (HD) and a second HD panoramic camera, designed to allow for viewing of the front of the vehicle from pillar to pillar. A separate, rear facing camera will monitor rear seat occupants. The quality of the WatchGuard videos was second to none, and was by far the best image of all the products viewed by the committee. The WatchGuard system is scalable if the City of Novi desires to add body-worn cameras in the future, without having to change existing equipment. The redaction software, included in the project cost, allows for easy redaction of material exempt from the Freedom of Information Act (FOIA) and LEIN policy council rules and is user friendly. The proposal from WatchGuard includes a five year hardware and software warranty and support.

Several other Oakland County agencies are on the WatchGuard platform, including Royal Oak, Southfield, Farmington City, Birmingham and the Oakland County Sheriff's Office. All agencies are extremely satisfied with the WatchGuard system.

The City of Novi's Integrated Solutions Department has been involved in this project since its inception, including attendance at all demonstrations and ensuring that the proposed WatchGuard system meets their required specifications. The proposal was reviewed and approved by the City's Integrated Solutions Department.

The purchase will be made through the Oakland County contract.

RECOMMENDED ACTION: Approval to award contract to WatchGuard for the Novi Police Department In-Car Camera System in the amount of \$215,462 through the Oakland County Contract.

415 Century Parkway
Allen, TX 75013
(800) 605-6734
www.watchguardvideo.com



4RE & VISTA Price Estimate

Provided By: Dave Lowry
Contact Number: 317-697-7295

Agency Name:	Novi Police Department
Contact Person:	Lieutenant Keith Wuotinen
Contact Info:	248-348-7100 / kwuotinen@cityofnovi.org
Date:	July 11, 2017

**TOTAL PROJECT ESTIMATED AT
\$215,462.00**

Pricing Valid through August 31st 2017

Pricing is based on current Oakland County Contract Pricing

Quantity	Description	MSR Pricing	OCSO Price	Novi PD Pricing	Extended Price	Notes
IN-VEHICLE AND SUPPORTING EQUIPMENT						
22	4RE Panoramic Camera System with Audio Mezzanine	\$5,675.00	\$4,524.00	\$4,524.00	\$99,528.00	OCSO Pricing Chart reflects price that is too high.
22	Wireless Upload Kit for Cruisers	\$345.00	\$197.00	\$197.00	\$4,334.00	OCSO Pricing Chart reflects price that is too high.
22	Dual Mic Upgrade Kits	\$789.00	\$455.00	\$455.00	\$10,010.00	
16	Extra Wireless Mic Transmitters	\$385.00	\$345.00	\$345.00	\$5,520.00	2.4 GHz Mic listed on renewed contract discontinued
60	AC Microphone Charging Cradles	\$110.00	\$99.00	\$99.00	\$5,940.00	
EVIDENCE LIBRARY SOFTWARE						
1	Evidence Library Software Site License	\$1,000.00	\$4,995.00	\$1,000.00	\$1,000.00	Site Licence and Device License Fee less expensive
22	Evidence Library One Time Device License	\$150.00	\$0.00	\$150.00	\$3,300.00	on our conventional pricing than using OCSO.
5 YEAR TOTAL HDWR AND SFTWR WARRANTY/SUPPORT						
22	5 Year Total Combined HW/SW Coverage	\$2,010.00	\$1,375.00	\$1,375.00	\$30,250.00	Bundle is less expensive than ala carte on OSCO pricing with Cloud Share
BUILDING ACCESS POINTS						
5	MicroTek Building Access Points	\$285.00	\$250.00	\$250.00	\$1,250.00	Replacement for Sector Antenna on OCSO Contract
SERVER AND SERVER WARRANTY						
1	Server, 4RE, 16 HDD, RAID 6, 3U, 16-35 Concurrent Cars, SCAL, Gen 3	\$8,850.00	\$8,850.00	\$8,850.00	\$8,850.00	Replacement for obsolete Items on OCSO Contract
1	Storage, JBOD, Noblstor, 4RE, 24 bay 4U, Includes SAS Cable Gen 3	\$3,350.00	\$3,350.00	\$3,350.00	\$3,350.00	Replacement for obsolete Items on OCSO Contract
36	6TB Hard Drives	\$425.00	\$425.00	\$425.00	\$15,300.00	Only 1 and 2 TB drives listed on OCSO
1	5 Year Warranty On Server	\$1,175.00	\$1,175.00	\$1,175.00	\$1,175.00	
REDACTIVE SOFTWARE AND 5 YEAR SUPPORT						
1	Redactive Software for a single workstation	\$3,995.00	\$3,995.00	\$3,995.00	\$3,995.00	
5	Years of Redactive Software Updates and Support	\$785.00	\$785.00	\$750.00	\$3,750.00	
WATCHGUARD TECHNICAL SERVICES						
1	WatchGuard Video Tech Services On Site for System Set Up and Training	\$2,500.00	\$2,500.00	\$2,500.00	\$2,500.00	This does not include installation or removal labor
SUBTOTAL FOR WATCHGUARD		\$200,052.00			\$200,052.00	
SUB CONTRACTOR WORK - NOT OCSO						
22	System Removals, pass thru for ABS	N/A	N/A	\$95.00	\$2,090.00	Priced as quoted to WGV from ABS
22	System Installs, pass thru for ABS	N/A	N/A	\$475.00	\$10,450.00	Priced as quoted to WGV from ABS
1	AP Install and Removal, pass thru for Worldview	N/A	N/A	\$2,870.00	\$2,870.00	
SUBTOTAL FOR SUB CONTRACTORS					\$14,640.00	
****PROJECT TOTAL****					\$215,462.00	

MEMORANDUM



TO: JERROD S. HART, ASSISTANT CHIEF OF POLICE
FROM: KEVIN E. RHEA, TRAINING AND STANDARDS SERGEANT
SUBJECT: IN-CAR CAMERA REPLACEMENT
DATE: JULY 11, 2017

The Novi Police Department is seeking to replace its current system for recording in-car video. The current system, Panasonic Arbitrator, was purchased and installed in 2011. The system no longer functions as intended and, therefore, must be replaced. The City of Novi FY2017-2018 budget has appropriated funds for this purchase.

The use of in-car camera systems by police agencies is now a well-accepted and often expected piece of police equipment. The use of video recordings in the patrol cars has aided in prosecution of criminal offenders, as well as helping to defend the City and officers against false claims of misconduct.

There are several vendors that compete in the law enforcement in-car camera market. The most notable of which are WatchGuard, Axon (formerly Taser International), L3 and Panasonic.

In July 2016, a committee, made up of end-users in the Uniformed Operations Division, the Records Section, and Integrated Solutions Department, was created and met with representatives from each of the identified vendors. After demonstrations by each vendor, the committee recommended that the Novi Police Department purchase the 4RE/Vista in-car camera system manufactured by WatchGuard. This purchase and pricing is based on current Oakland County contract pricing (contract number 004898). This recommendation is based on the information provided below.

1. The WatchGuard product consists of both a digital camera in high definition (HD) and a second HD panoramic camera, designed to allow for viewing of the front of the vehicle from pillar to pillar. The other products demonstrated did not provide the panoramic camera. A separate, rear facing camera will monitor rear seat occupants.
2. The quality of the WatchGuard videos was second to none, and was by far the best image of all the products viewed by the committee.
3. The WatchGuard system is scalable if the City of Novi desires to add body-worn cameras in the future, without having to change existing equipment. The current product from Panasonic only has an 8-hour battery life which will not work on 12-hour shifts.

4. The redaction software, included in the project cost, allows for easy redaction of material exempt from the Freedom of Information Act (FOIA) and LEIN policy council rules and is much more user friendly than the Evidence.com system used by Axon (aka Taser). There is also no mechanism to edit audio in the L3 system, requiring a third party software program, such as Camtasia.
5. The final project quote from WatchGuard includes a 5 year hardware and software warranty and support.
6. Several other Oakland County agencies are on the WatchGuard platform, including Royal Oak, Southfield, Farmington City, Birmingham and the Oakland County Sheriff's Office. All agencies are extremely satisfied with the WatchGuard system.
7. The City of Novi's Integrated Solutions Department has been involved in this project since its inception, including attendance at all demonstrations and ensuring that the proposed WatchGuard system meets their required specifications.
8. The purchase of the WatchGuard system has been approved by City of Novi Chief Information Officer Rob Petty.

It is for these reasons that the Novi Police Department recommends the purchase of the WatchGuard RE/Vista in-car camera system at a total project cost of \$215,462.00.



OAKLAND COUNTY EXECUTIVE, L. BROOKS PATTERSON

COMPLIANCE OFFICE
PURCHASING

Compliance Office | Purchasing
248-858-0811 | purchasing@oakgov.com

Buyer: RLB

CONTRACT NUMBER: 004898

Event # NPC345

CONTRACT between the COUNTY OF OAKLAND and CONTRACTOR

Not To Exceed Amount: \$1,220,000.00		Effective Date: 10/1/2016	Expiration Date: 9/30/2019
Contract Description:	Sheriff In Car Video Cameras-P		
Contractor Information:		Contract Administrator:	
Enforcement Video LLC (WatchGuard) Jason Stuczynski 415 Century Parkway Allen, TX 75103 Vendor No: 16609			
Compliance Office Purchasing Information:		Contract Administrator Oakland County Using Department:	
Buyer: Richard Brower OAKLAND COUNTY 2100 Pontiac Lake Rd Bldg 41W Waterford, MI 48328-0462 248-858-0511 purchasing@oakgov.com		Edwin Poisson OAKLAND COUNTY 1200 North Telegraph Road County Service Center - Pontiac Waterford MI 48341	

The Parties agree to the attached terms and conditions:

FOR THE CONTRACTOR:

SIGN: *[Handwritten Signature]*

FOR THE COUNTY:

SIGN: Edwin Poisson
Edwin Poisson (Oct 25, 2016)

Contract Administrator

SIGN: Scott N. Guzzy
Scott N. Guzzy (Oct 25, 2016)

Pamela L. Weipert, CPA, CIA, Compliance Officer
or
Scott N. Guzzy, CPPO, MBA, Purchasing Admin

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