

# FORSYTH COUNTY

## BOARD OF COMMISSIONERS

MEETING DATE: September 12, 2016 AGENDA ITEM NUMBER: 7

### SUBJECT:

**RESOLUTION APPROVING THE PURCHASE OF A REPLACEMENT AUDIO/VIDEO RECORDING SYSTEM AND SERVICES UNDER AN EXCEPTION TO THE BIDDING LAWS CODIFIED IN N.C.G.S. 143-129(e)(6) AND AWARDED A CONTRACT FOR THE PURCHASE OF A REPLACEMENT AUDIO/VIDEO RECORDING SYSTEM AND SERVICES TO TASER INTERNATIONAL, INC. (FORSYTH COUNTY SHERIFF'S OFFICE)**

**COUNTY MANAGER'S RECOMMENDATION OR COMMENTS:** Recommend Approval

### SUMMARY OF INFORMATION:

The current audio/video recording system utilized by the Sheriff's Criminal Investigations' Unit is in need of replacement. The current recording system suffers from poor video and audio quality, loses images and audio data, and the vendor is unable to resolve ongoing problems.

TASER International, Inc. is the sole supplier of the TASER Digital Evidence Solution (a bundled cloud storage solution at evidence.com). All law enforcement agencies in Forsyth County (Winston-Salem Police Department, Kernersville Police Department, and the Forsyth County Sheriff's Office) use evidence.com, data, which can be shared electronically between the local agencies and the District Attorney's Office can use online prosecution books instead of the three agencies burning DVD's and printing paper copies.

The TASER solution is also a digital system versus an analog system. Analog systems (including the current one) pick up a dirty signal resulting in interference "noise" being digitized with the recording making it difficult to hear and capture a clean recording. The TASER solution is also the only vendor product that provides: 1) a redundant recording as back-up, 2) 24/7 buffering, which insures that audio and video are never lost as a result of the "Start" button not being turned on or turned on too late, 3) bundled cloud storage, 4) standardized storage with other Agency camera systems such as body worn cameras, and 5) District Attorney "free access" to digital data at TASER's digital evidence web portal.

The TASER solution is available from only one source of supply; performance or price competition for this product are not available; and standardization and compatibility are overriding considerations. Therefore, the Sheriff's Office recommends the purchase of the replacement audio/video recording system and related services from TASER International, Inc.

The Sheriff's Office FY 2016-2017 agency operating budget contains appropriated funds to replace the current system and no additional funds are required.

ATTACHMENTS:  YES  NO

SIGNATURE:   
COUNTY MANAGER

DATE: September 8, 2016

**RESOLUTION APPROVING THE PURCHASE OF A REPLACEMENT AUDIO/VIDEO RECORDING SYSTEM AND SERVICES UNDER AN EXCEPTION TO THE BIDDING LAWS CODIFIED IN N.C.G.S. 143-129(e)(6) AND AWARDED A CONTRACT FOR THE PURCHASE OF A REPLACEMENT AUDIO/VIDEO RECORDING SYSTEM AND SERVICES TO TASER INTERNATIONAL, INC.  
(FORSYTH COUNTY SHERIFF'S OFFICE)**

**WHEREAS**, TASER International, Inc. has submitted a quote of \$131,518.39 for the sale of the TASER Digital Evidence Solution audio/video recording system equipment, installation, data storage and service maintenance; and

**WHEREAS**, TASER International, Inc. is the sole supplier of the TASER Digital Evidence Solution audio/video recording system; and

**WHEREAS**, N.C.G.S. 143-129(e)(6) provides that bidding requirements do not apply to purchases of apparatus, supplies, materials, or equipment when (i) performance or price competition for a product are not available; (ii) a needed product is available from only one source of supply; or (iii) standardization or compatibility is the overriding consideration; and

**WHEREAS**, it is the recommendation of the County Manager, the Sheriff, and the Purchasing Director that a contract for the purchase of a replacement audio/video recording system and services be awarded to TASER International, Inc. in the amount of \$131,518.39; and

**WHEREAS**, the County Chief Financial Officer has determined that sufficient funds are available to cover the cost of this contract;

**NOW, THEREFORE, BE IT RESOLVED**, that the Forsyth County Board of Commissioners hereby approves the purchase of a replacement audio/video recording system and services under the exception to the bidding laws codified in N.C.G.S. 143-129(e)(6).

**BE IT FURTHER RESOLVED** that a contract for the purchase of a replacement TASER Digital Evidence Solution audio/video recording system and related services for the Forsyth County Sheriff's Office, is hereby awarded to TASER International, Inc. in the amount of \$131,518.39.

**BE IT FURTHER RESOLVED** that the County Manager and Clerk to the Board are hereby authorized to execute, on behalf of Forsyth County, a contract with TASER International, Inc. for the purchase of a replacement TASER Digital Evidence Solution audio/video recording system and related services in the amount of \$131,518.39, pursuant to the terms of the attached quote, subject to a pre-audit certificate thereon by the County Chief Financial Officer, where applicable, and approval as to form and legality by the County Attorney.

Adopted this 12<sup>th</sup> day of September 2016.

# TASER International

Protect Life. Protect Truth.

17800 N 85th St.  
 Scottsdale, Arizona 85255  
 United States  
 Phone: (800) 978-2737  
 Fax: 480-991-0791

**Ricky Wright**  
 (336) 917-7001  
 wrightcr@fcso.us



## Quotation

Quote: Q-71888-4  
 Date: 8/26/2016 11:21 AM  
 Quote Expiration: 9/30/2016  
 Contract Start Date\*: 9/1/2016  
 Contract Term: 5 years

**AX Account Number:**

115331

**Bill To:**  
 Forsyth County Sheriff's Office - NC  
 301 N. CHURCH STREET  
 WINSTON SALEM, NC 27101  
 US

**Ship To:**  
 Ricky Wright  
 Forsyth County Sheriff's Office - NC  
 301 N. Church St.  
 Winston Salem, NC 27101  
 US

SALESPERSON	PHONE	EMAIL	DELIVERY METHOD	PAYMENT METHOD
Andy Wrenn		andy@taser.com	Fedex - Ground	Net 30

\*Note this will vary based on the shipment date of the product.

Year 1-Net 30

QTY	ITEM #	DESCRIPTION	UNIT PRICE	TOTAL BEFORE DISCOUNT	DISCOUNT (\$)	NET TOTAL
18	50112	AXIS VANDAL RESISTENT IP DOME CAMERA 3364-V	USD 897.10	USD 16,147.80	USD 0.00	USD 16,147.80
18	50055	INTERVIEW ROOM UNLIMITED EVIDENCE.COM LICENSE YEAR 1 PAYMENT	USD 1,188.00	USD 21,384.00	USD 0.00	USD 21,384.00
4	50101	RECORDING SERVER - WINDOWS SERVER W/ 16 GB RAM - 2U XEON E-3	USD 4,373.91	USD 17,495.64	USD 0.00	USD 17,495.64
4	50071	AXON STREAMING SERVER LICENSE (PER SERVER)	USD 1,750.00	USD 7,000.00	USD 0.00	USD 7,000.00
2	50125	CISCO SWITCH - 24-PORT POE IP BASED (ENTERPRISE CLASS)	USD 4,602.00	USD 9,204.00	USD 0.00	USD 9,204.00
9	50127	POS-X TOUCHPANEL W/ 8GB RAM, 500GB SSD HD	USD 2,434.78	USD 21,913.02	USD 0.00	USD 21,913.02
9	50118	LOUROE MICROPHONE (POE)	USD 182.61	USD 1,643.49	USD 0.00	USD 1,643.49
9	50070	AXON TOUCH PANEL SOFTWARE	USD 1,500.00	USD 13,500.00	USD 0.00	USD 13,500.00

QTY	ITEM #	DESCRIPTION	UNIT PRICE	TOTAL BEFORE DISCOUNT	DISCOUNT (\$)	NET TOTAL
9	85170	INTERVIEW ROOM, INSTALL AND SETUP	USD 2,500.00	USD 22,500.00	USD 0.00	USD 22,500.00
<b>Year 1-Net 30 Total Before Discounts:</b>						USD 130,787.95
<b>Year 1-Net 30 Net Amount Due:</b>						USD 130,787.95

Year 2- 2017

QTY	ITEM #	DESCRIPTION	UNIT PRICE	TOTAL BEFORE DISCOUNT	DISCOUNT (\$)	NET TOTAL
18	50056	INTERVIEW ROOM UNLIMITED EVIDENCE.COM LICENSE YEAR 2 PAYMENT	USD 1,188.00	USD 21,384.00	USD 0.00	USD 21,384.00
4	50072	AXON STREAMING SERVER SOFTWARE MAINTENANCE ANNUAL PAYMENT	USD 350.00	USD 1,400.00	USD 0.00	USD 1,400.00
9	50074	AXON TOUCH PANEL SOFTWARE MAINTENANCE ANNUAL PAYMENT	USD 300.00	USD 2,700.00	USD 0.00	USD 2,700.00
<b>Year 2- 2017 Total Before Discounts:</b>						USD 25,484.00
<b>Year 2- 2017 Net Amount Due:</b>						USD 25,484.00

Year 3- 2018

QTY	ITEM #	DESCRIPTION	UNIT PRICE	TOTAL BEFORE DISCOUNT	DISCOUNT (\$)	NET TOTAL
18	50057	INTERVIEW ROOM UNLIMITED EVIDENCE.COM LICENSE YEAR 3 PAYMENT	USD 1,188.00	USD 21,384.00	USD 0.00	USD 21,384.00
4	50072	AXON STREAMING SERVER SOFTWARE MAINTENANCE ANNUAL PAYMENT	USD 350.00	USD 1,400.00	USD 0.00	USD 1,400.00
9	50074	AXON TOUCH PANEL SOFTWARE MAINTENANCE ANNUAL PAYMENT	USD 300.00	USD 2,700.00	USD 0.00	USD 2,700.00
<b>Year 3- 2018 Total Before Discounts:</b>						USD 25,484.00
<b>Year 3- 2018 Net Amount Due:</b>						USD 25,484.00

Year 4- 2019

QTY	ITEM #	DESCRIPTION	UNIT PRICE	TOTAL BEFORE DISCOUNT	DISCOUNT (\$)	NET TOTAL
18	50058	INTERVIEW ROOM UNLIMITED EVIDENCE.COM LICENSE YEAR 4 PAYMENT	USD 1,188.00	USD 21,384.00	USD 0.00	USD 21,384.00
4	50072	AXON STREAMING SERVER SOFTWARE MAINTENANCE ANNUAL PAYMENT	USD 350.00	USD 1,400.00	USD 0.00	USD 1,400.00
9	50074	AXON TOUCH PANEL SOFTWARE MAINTENANCE ANNUAL PAYMENT	USD 300.00	USD 2,700.00	USD 0.00	USD 2,700.00
<b>Year 4- 2019 Total Before Discounts:</b>						USD 25,484.00
<b>Year 4- 2019 Net Amount Due:</b>						USD 25,484.00

Year 5- 2020

QTY	ITEM #	DESCRIPTION	UNIT PRICE	TOTAL BEFORE DISCOUNT	DISCOUNT (\$)	NET TOTAL
18	50059	INTERVIEW ROOM UNLIMITED EVIDENCE.COM LICENSE YEAR 5 PAYMENT	USD 1,188.00	USD 21,384.00	USD 0.00	USD 21,384.00

QTY	ITEM #	DESCRIPTION	UNIT PRICE	TOTAL BEFORE DISCOUNT	DISCOUNT (\$)	NET TOTAL
4	50072	AXON STREAMING SERVER SOFTWARE MAINTENANCE ANNUAL PAYMENT	USD 350.00	USD 1,400.00	USD 0.00	USD 1,400.00
9	50074	AXON TOUCH PANEL SOFTWARE MAINTENANCE ANNUAL PAYMENT	USD 300.00	USD 2,700.00	USD 0.00	USD 2,700.00

Year 5- 2020 Total Before Discounts:	USD 25,484.00
Year 5- 2020 Net Amount Due:	USD 25,484.00

Subtotal	USD 232,723.95
Estimated Shipping & Handling Cost	USD 730.44
Estimated Tax	USD 8,491.77
Grand Total	USD 241,946.16

**TASER International, Inc.'s Sales Terms and Conditions  
for Direct Sales to End User Purchasers**

By signing this Quote, you are entering into a contract and you certify that you have read and agree to the provisions set forth in this Quote and TASER's Master Services and Purchasing Agreement posted at [www.taser.com/legal](http://www.taser.com/legal). You represent that you are lawfully able to enter into contracts and if you are entering into this agreement for an entity, such as the company, municipality, or government agency you work for, you represent to TASER that you have legal authority to bind that entity. If you do not have this authority, do not sign this Quote.

Signature: \_\_\_\_\_ Date: \_\_\_\_\_  
Name (Print): \_\_\_\_\_ Title: \_\_\_\_\_  
PO# (if needed): \_\_\_\_\_

Quote: Q-71888-4

Please sign and email to Andy Wrean at [andy@taser.com](mailto:andy@taser.com) or fax to 480-991-0791

THANK YOU FOR YOUR BUSINESS!

'Protect Life' and © are trademarks of TASER International, Inc., and TASER® is a registered trademark of TASER International, Inc., registered in the U.S.  
© 2013 TASER International, Inc. All rights reserved.

Intelligent Video Solutions  
 1265 E Wisconsin Ave  
 Suite A  
 Pewaukee, WI 53072

(855) 229-9699  
 sales@ipivs.com  
 http://ipivs.com



# INTELLIGENT VIDEO SOLUTIONS

## Quote

Date	Quote #
08/09/2016	1608091146KM
Exp. Date	
	11/30/2016

Address
Ray Laird Forsyth County Sheriff 301 North Church Street Winton-Salem, NC 27101

Item	Description	Quantity	Price	Amount
10012 R8X10S	• 2U Rackmount Video Appliance without Storage: Ubuntu Server OS, Single Xeon Processor, Dual Network Cards, Redundant PSU, 32GB RAM, RAID1 OS Mirror, RAID5 Storage, Rack Rails, Supports up to 25 Cameras, Add up to 8 Storage Drives. 3 Year Warranty. -	1	6,478.00	6,478.00
15012 4TBSA	• 4TB Enterprise Class 7200RPM SATA Drive. 3 Year Warranty. (24TB of storage - Approximately 12,000 hours of video recording - 2 Cameras per room) -	8	495.00	3,960.00
53012 WOW	• Wowza Media Server - Perpetual Software License - Enterprise video streaming engine that enables up to 500 concurrent video streams to be viewed/watched simultaneously. Provides RTMPS for real time video encryption. Enables cross browser compatibility and video streaming which delivers a high quality user experience. Transcodes video stream from industry standard IP cameras to MP4 standard container allowing for immediate viewing/downloading of content. -	1	1,595.00	1,595.00
53010 VALT1S	• VALT Software Standard License: AV Software for viewing live events, recording and storing video content, playback and management of content and managing of users, rights and permissions. Live viewing supports unlimited client access using all major browsers including tablets and phones, marker creation, PTZ Control, and talkback. Recording features include full HD video support, custom data fields (templates) assigned per user group, full featured scheduler with meta data support, push button recording, standard MP4 video format utilizing h.264 compression. Management & Review features include simple search and retrieval, video streaming for quick access to content, marker creation and clipping tool in playback, uploading of external content, complete management of user rights and permissions, video retention by group, and robust audit trail. For more information visit <a href="http://ipivs.com/products/#valt">http://ipivs.com/products/#valt</a> -	18	1,495.00	26,910.00
20019 P3364	• H.264 Dome Camera w/ 2 way audio, max resolution 1200x800. Autofocus and Autozoom. 720P Vandal-resistant design. Mfr. Warranty - 3 Year Limited Product Warranty; 1 Year Limited Hardware Warranty. -	14	699.00	9,786.00
55001 VALTBN	• VALT - Button with LED indicator to start/stop recordings. Terminated to IP camera. IVS 3 Year Hardware Warranty -	9	99.00	891.00
21001 F41MU	• AXIS F41 Main Unit is designed for use with an AXIS F sensor unit in extremely discreet video surveillance applications. The main unit can be installed in a sheltered area up to 12 m (39 ft.) away from a sensor unit, which can be placed in tight places, indoors or outdoors. Sensor options include F1005 Wide angle camera, F1015 Variafocal cameras and F4005 Mini Dome camera. Mfr. Warranty - 3 Year Limited Product Warranty; 1 Year Limited Hardware Warranty. -	4	449.00	1,796.00
Continue to the next page				

Item	Description	Quantity	Price	Amount
21005 F1025	<ul style="list-style-type: none"> <li>• AXIS F1025 covert camera head with pinhole lens for use with F41MU. 92 degree viewing angle. Video Resolution 1080p.</li> <li>• Mfr. Warranty - 3 Year Limited Product Warranty; 1 Year Limited Hardware Warranty.</li> </ul>	4	269.00	1,076.00
40011 IFPX0	<ul style="list-style-type: none"> <li>• Microphone interface is a single zone POE in-line interface designed to extracts power from an Ethernet connection. Interface provides standard line level to IP camera and has adjustable audio gain. Utilizes standard 3.5mm audio connector.</li> <li>• Mfr. 2 Year Product Warranty</li> </ul>	9	365.00	3,285.00
41003 WAMIC	<ul style="list-style-type: none"> <li>• (Face Plate Microphone) Wall mount omni-directional, low impedance, microphone with built-in preamp for producing line level output.</li> <li>• Mfr. 2 Year Product Warranty</li> </ul>	9	205.00	1,845.00
45001 24POE	<ul style="list-style-type: none"> <li>• Cisco Catalyst 2960 24-Port PoE Ethernet Switch with 2 Dual-Purpose Uplinks.</li> <li>• Mfr. 90 Day Limited Hardware Warranty</li> </ul>	1	1,711.00	1,711.00
15017 TDELL	<ul style="list-style-type: none"> <li>• Workstation Core i5 or greater, Windows 7 or newer, including keyboard, mouse 19" monitor</li> </ul>	2	900.00	1,800.00
95010 HRINS	<ul style="list-style-type: none"> <li>• Installation of 18 Network Drops to 9 Interview rooms. Customer may elect to have these installed by local contractors. Hourly Installation charges.</li> </ul>	80	100.00	8,000.00
95010 HRINS	<ul style="list-style-type: none"> <li>• Hourly Installation charges. Install services include physically mounting devices in room such as camera, microphone and audio interface and cabling and terminating audio equipment.</li> </ul>	80	100.00	8,000.00
95014 INSTA	<ul style="list-style-type: none"> <li>• Onsite certified IVS engineer to assist with Valt head end configuration and training. Services include - Configuring Valt server and software with IP address, configuration of IP cameras, setting up rooms and assigning cameras to rooms, Creating user groups and assigning appropriate rights, creating information and marker templates and instructing users and administrators how to use, operate and support VALT.</li> </ul>	1	1,500.00	1,500.00
95017 TRAVL	<ul style="list-style-type: none"> <li>• (Travel) Travel to customer site</li> </ul>	12	250.00	3,000.00
90017 ESM2	<ul style="list-style-type: none"> <li>• 1 Year of Extended Software Assurance &amp; Maintenance. Provides access to updates and upgrades. Unlimited phone support. 10-25 camera licenses. (Provides 3 years of Maintenance and Support)</li> </ul>	3	1,500.00	4,500.00
			<b>Total</b>	<b>\$86,133.00</b>

Estimate does not include any applicable sales tax that may be due.

Accepted By

Accepted Date



Signalscape, Inc.  
 200 Regency Forest Drive  
 Suite 310  
 Cary, NC 27518  
 919-859-4565

## QUOTE 956

Date: 7/18/2016

Quote to: Ray Laird, Forsyth CSO

Sales rep: Sara Baker | sara.baker@signalscape.com

Name	Price	Qty	Subtotal
<b>INR-V2.GSA - StarWitness Interviewer</b> PC-based recording system: Slim desktop case. Intel Motherboard. Windows 7 Professional 64-bit DSP. Video Storage Hard Drive Array: RAID 1 (mirrored) array of 2x 2TB SATA3 7200 drives. Optical: DVD-RW Dual Layer SATA Drive. USB Compact Keyboard and USB Mouse. Audio capture: Balanced and unbalanced. Primary video capture: Composite NTSC. Picture-in-Picture video capture: Composite NTSC. Video output: 1 DVI; 1 VGA and 1 HDMI. Audio output: Integrated High-Definition Audio. Speakers: Stereo Sound Bar Headphones: Full-ear. Display: 22" flat panel display. Recording capacity: Over 1000 hrs. Video/audio quality: Full-frame-rate video synchronized with high-quality audio. DVD video format: MPEG-2 1.2 Mbps (3h per DVD) to 3.3 Mbps (2h video per DVD). DVD audio format: LPCM 16-bit 48KHz. One-touch recording and monitoring hardware: pushbutton and in-room light. StarWitness Interviewer software features: Bookmarking. Timeshifted playback. Background recording. One-touch recording.	\$6,609.20	9	\$59,482.80
<b>INR-MICS-WALL.GSA - StarWitness Interviewer In-Wall Microphone Package</b> Two in-wall microphones and all custom connection and configuration components ideal for interview recording.	\$483.63	9	\$4,352.67





Signalscape, Inc.  
 200 Regency Forest Drive  
 Suite 310  
 Cary, NC 27518  
 919-859-4565

<b>INR-CAM-DOM-CU.GSA -          StarWitness Interviewer Dome Close-          up Camera Kit</b>	\$387.91	9	\$3,491.19
Close up dome camera and all custom connection and configuration components ideal for wall or ceiling placement in interview recording environments.			
<b>INR-CAM-DOM-WA.GSA -          StarWitness Interviewer Dome Wide-          angle Camera Kit</b>	\$387.91	9	\$3,491.19
Wide angle dome camera and all custom connection and configuration components ideal for ceiling or wall placement in interview recording environments.			
<b>MINR.GSA - Support and          Maintenance (1 yr) for Interviewer</b>	\$0.00	9	\$0.00
Software support and maintenance for Interviewer software for one year. First year is free and additional years are \$503.75.			
<b>INR-INST.GSA - StarWitness          Interviewer Installation</b>	\$1,100.00	9	\$9,900.00
Installation for StarWitness Interviewer.			
			Subtotal <b>\$80,717.85</b>
			Tax 1 (0%) <b>\$0.00</b>
			<b>Total \$80,717.85</b>