

**RESOLUTION
ROCK COUNTY BOARD OF SUPERVISORS**

Finance Committee
INITIATED BY



Dara Mosley
DRAFTED BY

Finance Committee
SUBMITTED BY

November 12, 2020
DATE DRAFTED

**AUTHORIZING PURCHASE OF MOTOROLA'S WATCHGUARD BODY
CAMERAS**

- 1 **WHEREAS**, nation-wide law enforcement agencies have issued body-worn camera's to their personnel
- 2 to both ensure the officer's compliance with department standards and protect the officer from false
- 3 accusations; and,
- 4
- 5 **WHEREAS**, currently, the Sheriff's Office is using Motorola's WatchGuard system which includes squad
- 6 cameras, interview room cameras and a digital storage library; and,
- 7
- 8 **WHEREAS**, WatchGuard also offers body-worn cameras that connect to our existing system; and,
- 9
- 10 **WHEREAS**, Command Central vault is the only product that integrates directly with the existing
- 11 Motorola/Spillman records system used among all Rock County agencies and it also provides the ability
- 12 to share files electronically with the District Attorney's office, reducing the workload to distribute digital
- 13 evidence; and,
- 14
- 15 **WHEREAS**, Motorola Solutions is the only seller of WatchGuard body cameras: and
- 16
- 17 **WHEREAS**, funds for this system are available in the 2021 Sheriff's Office budget.
- 18
- 19 **NOW, THEREFORE, BE IT RESOLVED** that the Rock County Board of Supervisors duly assembled
- 20 this 19th day of November, 2020 authorize the purchase agreements with WatchGuard for an
- 21 amount not to exceed \$306,965 for WatchGuard Body Cameras.

20-11C-116

Respectfully submitted,

FINANCE COMMITTEE

/s/ Mary Mawhinney
Mary Mawhinney, Chair

/s/ Wes Davis
Wes Davis, Vice Chair

/s/ Stephanie Aegerter
Stephanie Aegerter

/s/ Brent Fox
Brent Fox

/s/ Kara Purviance
Kara Purviance

AUTHORIZING PURCHASE OF MOTOROLA WATCHGUARD BODY CAMERAS

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FISCAL NOTE:

Funds were included in the 2021 budget for this purchase. The purchase is being funded by sales tax revenue.

/s/ Sherry Oja

Sherry Oja
Finance Director

LEGAL NOTE:

The County Board is authorized to take this action pursuant to secs. 59.01 and 59.51, Wis. Stats. In addition, sec. 59.52(29), Wis. Stats. Requires the project to be let to the lowest responsible bidder. Motorola Solutions is the sole source provider of WatchGuard body cameras.

/s/ Richard Greenlee

Richard Greenlee
Corporation Counsel

ADMINISTRATIVE NOTE:

Recommended.

/s/ Josh Smith

Josh Smith
County Administrator

Executive Summary

With the nation's attention focused on law enforcement's response during recent events, many agencies who do currently utilize body cameras are choosing to purchase them now. Outfitting the deputies with body-worn cameras demonstrates transparency of the office to the public. In addition, body-cameras provide protection to deputies of false accusations, and also serve as a tool for training officers to work with staff on areas of improvement.

At this time, the Rock County Sheriff's Office is looking to purchase Motorola's WatchGuard body cameras for use within our agency. WatchGuard is the current system for our Squad Cameras, and one that has been utilized for a number of years. The Sheriff's Office has been satisfied with that system, and looking to purchase the proposed WatchGuard brand of body cameras as well.

This purchase would include camera for all of the sworn Law Enforcement Services staff, with an expected implementation early in the year.

In addition, this resolution authorizes the execution of a purchase later in 2021 to equip the jail's Correctional Officers with body cameras as well

The Sheriff's Office will purchase the WatchGuard body cameras from Motorola Solutions, Inc. at the direction of the IT department. The cost of the WatchGuard body cameras and needed accessories is \$306,965 and can only be purchased through Motorola.

The funding is included in the Sheriff's 2021 budget.

This resolution authorizes Rock County Information Technology to purchase the WatchGuard body camera system at a cost not to exceed \$306,965.



4RE/VISTA Price Quote

CUSTOMER: Rock County Sheriff's Department

ISSUED: 11/5/2020 9:51 PM

EXPIRATION: 6/30/2021 5:00 AM

**TOTAL PROJECT ESTIMATED AT:
\$147,430.00**

ATTENTION: Sara Herzig

SALES CONTACT: Steve Doble

PHONE: 608-757-8000

DIRECT: 612-306-8241

E-MAIL:

E-MAIL: steve.doble@motorolasolutions.com

4RE and VISTA Proposal

VISTA HD Cameras and Options

Part Number	Detail	Qty	Direct	Discount	Total Price
VIS-XLT-WIF-001	VISTA XLT 2-Piece Body Camera. Includes the VISTA XLT Wi-Fi 2-Piece Body-Mounted Camera with 12 hours continuous HD recording, with 32 GB of storage. Also includes your choice of one DVR mount, and one camera mount	91.00	\$1,095.00	\$80.00	\$92,365.00
VIS-VTS-DTC-001	VISTA Transfer Station Assy, 8 Cameras, Ethernet, BEV 144, Enhanced ESD Protection	12.00	\$1,495.00	\$75.00	\$17,040.00

VISTA HD Warranties

Part Number	Detail	Qty	Direct	Discount	Total Price
WAR-VIS-CAM-1ST	Warranty, VISTA 1st Year (Months 1-12) Included	91.00	\$0.00	\$0.00	\$0.00

Evidence Library 4 Web Software and Licensing

Part Number	Detail	Qty	Direct	Discount	Total Price
KEY-EL4-SRV-001	Evidence Library 4 Web Server Site License Key	1.00	\$1,000.00	\$1,000.00	\$0.00
KEY-EL4-DEV-002	Evidence Library 4 Web VISTA Device License Key	91.00	\$150.00	\$15.00	\$12,285.00

Software Maintenance and CLOUD-Share

Part Number	Detail	Qty	Direct	Discount	Total Price
SFW-MNT-EL4-001	Software Maintenance, Evidence Library, 1st Year (Months 1-12)	91.00	\$0.00	\$0.00	\$0.00
SFW-EVL-CLD-BAS	Evidence Library CLOUD-SHARE - Basic	91.00	\$0.00	\$0.00	\$0.00

WatchGuard Video Technical Services

Part Number	Detail	Qty	Direct	Discount	Total Price
BRK-DV1-MIC-100	VISTA Charging Base R2 Kit, Includes Power and USB Cables	3.00	\$95.00	\$95.00	\$0.00
Freight	Shipping/Handling and Processing Charges	1.00	\$1,605.00	\$0.00	\$1,605.00
					\$123,295.00

415 E. Exchange Parkway • Allen, TX • 75002
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www.WatchGuardVideo.com



4RE/VISTA Price Quote

Server Hardware and Options Server Hardware and Software

Part Number	Detail	Qty	Direct	Discount	Total Price
HDW-ELS-SRV-117	Server, ELS, 16 HDD, RAID 6, 3U, 11-25 Concurrent Devices, 5CAL, Gen 4.	1.00	\$8,295.00	\$0.00	\$8,295.00
HDW-SRV-HDD-16T	Hard Drive, Server, ELS, 16TB, 6GB/s 7,200 RPM, 256MB, Enterprise, 4KN.	12.00	\$995.00	\$0.00	\$11,940.00
WAR-SRV-RCK-5YR	Extended Warranty, Rack Server (WGA00421-116, -216, -117, -217)) Full Service On Site, 5-Year	1.00	\$1,175.00	\$0.00	\$1,175.00

Shipping and Handling

Part Number	Detail	Qty	Direct	Discount	Total Price
Freight	Shipping/Handling and Processing Charges	1.00	\$225.00	\$0.00	\$225.00
					\$21,635.00

Technical Services Calculator WatchGuard Video Technical Services

Part Number	Detail	Qty	Direct	Discount	Total Price
SVC-4RE-ONS-400	Tier 1 Onsite Installation. Includes Project Coordination, One Pre-Deployment IT Call, Provisioning of ELC and Azure AD, Install OS and SQL (if Purchased from WatchGuard), Limited EL Client Installations, Limited Configuring of 4RE Units, Limited MDC App Installations, Interview Room Configuration, Limited Configuration of Body Worn Cameras, Full Testing of WatchGuard Systems, Installation of Evidence Library, Training of Officer and Admin Staff, Limited Vehicle Install Inspections, Vendor Management, Support	1.00	\$5,000.00	\$2,500.00	\$2,500.00
					\$2,500.00

Total Estimated Tax, may vary from State to State \$0.00

Configuration Discounts	\$13,330.00
Additional Quote Discount	\$0.00
Total Amount	\$147,430.00

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

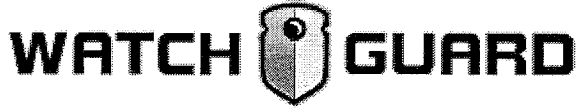
To accept this quotation, sign, date and return with Purchase Order: _____ DATE: _____

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4RE/VISTA Price Quote

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4RE/VISTA Price Quote

CUSTOMER: Rock County Sheriff's Department

ISSUED: 10/22/2020 9:42 PM

EXPIRATION: 2/28/2021 6:00 AM

**TOTAL PROJECT ESTIMATED AT:
\$159,535.00**

ATTENTION: Sara Herzig

SALES CONTACT: Steve Doble

PHONE: 608-757-8000

DIRECT: 612-306-8241

E-MAIL:

E-MAIL: steve.doble@motorolasolutions.com

4RE and VISTA Proposal

VISTA HD Cameras and Options

Part Number	Detail	Qty	Direct	Discount	Total Price
VIS-EXT-WIF-001	VISTA HD Wi-Fi Extended Capacity Wearable Camera with 9 hours continuous HD recording. Includes one camera mount, 32 GB of storage, Wi-Fi docking base, Smart PoE switch, cables and 1 year warranty.	26.00	\$1,445.00	\$100.00	\$34,970.00
VIS-XLT-WIF-001	VISTA XLT 2-Piece Body Camera. Includes the VISTA XLT Wi-Fi 2-Piece Body-Mounted Camera with 12 hours continuous HD recording, with 32 GB of storage. Also includes your choice of one DVR mount, and one camera mount.	79.00	\$1,095.00	\$80.00	\$80,185.00
VIS-VTS-DTC-001	VISTA Transfer Station Assy, 8 Cameras, Ethernet, DEV 144, Enhanced ESD Protection	14.00	\$1,495.00	\$75.00	\$19,880.00

VISTA HD Warranties

Part Number	Detail	Qty	Direct	Discount	Total Price
WAR-VIS-CAM-15T	Warranty, VISTA 1st Year (Months 1-12) Included	105.00	\$0.00	\$0.00	\$0.00

Evidence Library 4 Web Software and Licensing

Part Number	Detail	Qty	Direct	Discount	Total Price
KEY-EL4-DEV-002	Evidence Library 4 Web VISTA Device License Key	105.00	\$150.00	\$15.00	\$14,175.00

WatchGuard Video Technical Services

Part Number	Detail	Qty	Direct	Discount	Total Price
BRK-DV1-MIC-100	VISTA Charging Base R2 Kit, Includes Power and USB Cables	5.00	\$95.00	\$95.00	\$0.00
Freight	Shipping/Handling and Processing Charges	1.00	\$1,855.00	\$0.00	\$1,855.00
					\$151,065.00

Technical Services Calculator

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4RE/VISTA Price Quote

Part Number	Detail	Qty	Direct	Discount	Total Price
SVC-4RE-ONS-400	Tier 1 Onsite Installation. Includes Project Coordination, One Pre-Deployment IT Call, Provisioning of ELC and Azure AD, Install OS and SQL (if Purchased from WatchGuard), Limited EL Client Installations, Limited Configuring of 4RE Units, Limited MDC App Installations, Interview Room Configuration, Limited Configuration of Body Worn Cameras, Full Testing of WatchGuard Systems, Installation of Evidence Library, Training of Officer and Admin Staff, Limited Vehicle Install Inspections, Vendor Management, Suppo	1.00	\$5,000.00	\$2,500.00	\$2,500.00
					\$2,500.00

4RE and VISTA Proposal

WatchGuard Video Technical Services

Part Number	Detail	Qty	Direct	Discount	Total Price
BRK-DV1-MIC-100	Hard Drive, Server, EL5, 16TB, 600/s 7,200 RPM, 256MB, Enterprise, 4KH	6.00	\$995.00	\$0.00	\$5,970.00

Shipping and Handling

Part Number	Detail	Qty	Direct	Discount	Total Price
Freight	Shipping/Handling and Processing Charges	1.00	\$0.00	\$0.00	\$0.00
					\$5,970.00

Total Estimated Tax, may vary from State to State \$0.00

Configuration Discounts	\$14,520.00
Additional Quote Discount	\$0.00
Total Amount	\$159,535.00

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

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

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www.watchguardvideo.com



22nd of July 2020

Prospective WatchGuard Video Customer

Reference: WatchGuard Video Sole Source Letter

To whom it may concern:

WatchGuard Video is the exclusive and sole manufacturer of the 4RE Digital In-Car Video System, the High Fidelity Wireless Microphone System, and the VISTA and V300 wearable camera systems. With the exception of the following agreements, these products are represented and sold only by WatchGuard Video Regional Sales Managers selling factory direct in protected sales territories. The exceptions to this are agreements allowing resellers to distribute WatchGuard products on a General Services Administration Contract (GSA), and State Contracts in Pennsylvania, Louisiana, and New Jersey. WatchGuard is the only company able to provide warranties and maintenance for the above-mentioned products.

Additionally, several important and unique features are available only with these products;

4RE

- 4RE is the only high-definition digital in-car video system available today that features the Patented multiple resolution encoding. This allows the front camera to record in two different IACP compliant resolutions simultaneously, allowing the most critical events to be saved in 720P high-definition and the routine events to be saved in 480P (364x480) resolution.
- 4RE exclusively offers the Panoramic X2 camera, manufactured only by WatchGuard Video, which is the industry's only dual lens, rotatable turret camera which houses a 68-degree rotatable camera and a 150 degree panoramic camera.

Wireless Microphone

- The Hi-Fi microphone has near CD quality high fidelity sound, a line of sight range of one to two miles, and superior building penetration capabilities.
- Using patent pending intelligent standby and a lithium polymer battery gives the microphone its extraordinary battery life of up to 24 hours of talk time, and up to 30 days of standby time.
- The wireless microphone holsters are manufactured exclusively for WatchGuard and manufactured to WatchGuard transmitter specification.

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VISTA, VISTA WiFi, & VISTA XLT

- VISTA is constructed with industrial grade components and is manufactured in the U.S.A. It is capable of recording both High Definition and Standard Definition video, and battery life capable of recording at least 9 continuous hours of HD video. VISTA has other unique features, including:
 - The only wearable camera to integrate with the WatchGuard Video Evidence Library and Evidence Library Express video and evidence management applications.
 - Record-After-The-Fact which gives the ability to retrieve video not previously recorded as an event
 - Quick Connect Mobile Charger
 - VISTA XLT Point-of-View Mounting

V300

- The WatchGuard V300 HD body camera and its continuous-operation capabilities solve the dilemma of keeping cameras and officers productive beyond a 12-hour shift. A detachable battery is easily changed by the officer, and 128GB of memory ensures space for all recorded events. The only wearable camera to integrate with the WatchGuard Video Evidence Library and EvidenceLibrary.com video and evidence management applications.
 - Detachable Battery - Easily change the WatchGuard V300 detachable battery while on the go.
 - Wireless Uploading - Send critical video back to headquarters while still in the field.
 - Incident Recovery - Go back in time and capture video from events days after they happened, even when the record button was never pressed.
 - Natural Field of View - Eliminate the fisheye effect from wide-angle lenses that warps video footage. Distortion correction technology provides a clear and complete evidence review process.
 - Integrated with In-Car System - One or more WatchGuard V300 cameras and a 4RE in-car system can work seamlessly as a single system, capturing synchronized video of an incident from multiple vantage points.

Respectfully submitted,

A handwritten signature in black ink, appearing to read "Troy Montgomery".

Troy Montgomery
 Director of Sales
 WatchGuard Video, Inc