



April 17th, 2013

Deputy Chief, Brian Allen
Sparks Police Department
1701 E. Prater Way
Sparks, NV 89434

Dear Mr. Allen:

I want to first thank you and the entire police department for giving WatchGuard Video the opportunity to serve Sparks Police Department. It has been our pleasure to meet everyone and we hope to have earned your business in regards to your in-car camera purchase.

Per your request, here are the details to a state contract that WatchGuard Video has been granted. WatchGuard Video has been awarded the Montana state contract number: SPB11-2002R-A. The 4RE camera system in this contract is comparable to the system that I have quoted Sparks Police Department.

Sparks Police Department is also purchasing the 4RE camera system directly from the manufacturer, WatchGuard Video. There are no middle-men or distributors involved within this sales process.

Below is the information regarding our Montana state contract.



29th of July, 2011

Attention: Deanne Moore
State of Montana
Department of Administration
State Procurement Bureau
165 Mitchell Building
Helena, MT 59620-0135

Reference: State of Montana Term Contract # SPB11-2002R-A

Dear Ms. Moore:

WatchGuard Video would like to thank the State of Montana for extending our current contract for In-Car Video Surveillance Systems. We would also like to offer the State a price reduction for the 4RE In-Car Camera Base Model System. The original contract price is listed as \$5,495.00 for quantities 1-9, and \$5,395.00 for quantity orders of 10 or more. We propose that the base price be reduced to \$4,995.00 for all quantities.

An updated Base Model Summary has been attached for your reference and hopeful consideration.

Please feel free to contact me if you have any questions.

Respectfully,

A handwritten signature in red ink, appearing to read "J. Stuczynski".

Jason Stuczynski
Technical Sales Director, WatchGuard Video

415 Century Parkway • Allen, TX • 75013
Toll Free (800) 605-6734 • Main (972) 423-9777 • Fax (972) 423-9778
www.WatchGuardVideo.com

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**CONTRACT AMENDMENT NO. 2
CONTRACT FOR IN-CAR VIDEO SURVEILLANCE SYSTEMS
CONTRACT # SPB11-2002R-A**

This CONTRACT AMENDMENT is to amend the above-referenced contract between the State of Montana, Department of Administration, State Procurement Bureau (STATE), located at Room 165 Mitchell Building, 125 North Roberts Street, P O Box 200135, Helena, MT 59620-0135, and Watchguard Video, LLC. (CONTRACTOR), located at 3001 Summit Avenue #400, Plano, TX 75074, telephone number 972-423-9777. This Contract is amended for the following purpose(s):

- 1) In accordance with the section entitled Effective Date, Duration, and Renewal, both parties mutually agree to extend this Contract for the period September 1, 2012, through August 31, 2013, per the terms, conditions, and prices agreed upon. This is the second renewal, third year of the Contract.

Except as modified above, all other terms and conditions of Contract SPB11-2002R-A remain unchanged.

STATE OF MONTANA
Department of Administration
PO Box 200135
Helena, MT 59620-0135

WATCHGUARD VIDEO, LLC
415 Century Parkway
Allen, TX 75013
FEDERAL ID # 11-3717781
Jason Stuczynski

BY: MARVIN BICKALTZ
(Name/Title)

BY: VP, Sales
(Name/Title)

[Signature]
(Signature)

[Signature]
(Signature)

DATE: 7/20/12

DATE: 7-5-12

Approved as to Form:
Lisa Snyder 7/12/12
Procurement Officer (Date)
State Procurement Bureau



I hope this information meets your requirements. If for any reason you have questions, please don't hesitate to contact me. Again, I thank Sparks Police Department for giving us the opportunity to earn your business.

Sincerely,

A handwritten signature in black ink that reads "Ken B. Teese". The signature is written in a cursive style with a long, sweeping underline.

Ken B. Teese

V.P. of Global Business Development

WatchGuard Video

Phone: 214-641-9766

Email: kteese@watchguardvideo.com