



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", is written over a white background.

Jason Stuczynski
Technical Sales Director, WatchGuard Video



Base Model Summary

Item	Base Price (No Options)	Volume Price Quantity 10+	Notes
DV-1 Overhead System	\$ 4,846.00	\$ 4,784.00	See base model description below
DV-1 Modular System	\$ 4,970.00	\$ 4,934.00	
4RE In-Car Camera System	\$ 4,995.00	\$ 4,995.00	
CopVu Wearable Camera System	\$ 895.00	\$ 845.00	

DV-1 Overhead and Modular System

The DV-1 is a direct-to-DVD digital in-car video solution that records all of its recorded events to a DVD+RW disc, in real time, while the event is being recorded. DV-1 incorporates a dual drive architecture, which backs up all events from the last 6 DVDs it recorded for security and redundancy. Record-After-The-Fact is a standard feature that allows any video stored on the integrated hard drive buffer to be burned into a new event. This includes buffered video that was not initially recorded to DVD!

Standard Features Include

- Overhead recorder unit (Overhead Version)
- Modular recorder unit (Modular Version)
- Remote Display Control Panel (Modular Version)
- Vehicle specific mounting bracket
- 2 cameras - Combination Camera including a front and cabin color camera
- Cabin Microphone
- 2.4 GHz Wireless Microphone plus leather holster
- Integrated GPS
- Integrated crash detection sensor
- All hardware and cabling necessary for installation
- DVD Manager Utility software for playing, copying and authenticating DVDs
- Fleet Manager Utility for applying DV-1 configurations and settings fleet wide via CD
- 10-pack of DVD+RW red evidence DVDs
- 1-year factory warranty



Base Model Summary

4RE Digital In-Car Video System

4RE is the latest digital in-car video system from WatchGuard Video. 4RE is a server-based system that leverages advanced server and database software scalable from a small localized agency to the largest and most de-centralized agency alike. Features include wireless transfer of video or USB transfer of video and automated updates and configurations pushed wirelessly. Like DV-1, 4RE includes a dual drive architecture and Record-After-The-Fact, allowing the redundancy and security that the DV-1 has always provided. However, 4RE is the first High Definition digital in-car video system in the marketplace. 4RE records in HD very responsibly. The front camera can record in 2 resolutions simultaneously and agency programmed categories determine what events are kept in HD and what are kept in our standard (full D1) resolution. Our average file sizes remain the same as those of other, non-HD systems, but the agency will be recording nearly all of their courtroom-bound video in High Definition.

Standard Features Include

- 4RE DVR
- Remote Display Touch Screen Control Panel
- Vehicle specific mounting bracket
- 2 cameras - Combination Camera including a front (HD) and cabin color camera
- Cabin Microphone
- 2.4 GHz Wireless Microphone plus leather holster
- Integrated GPS
- Integrated crash detection sensor
- All hardware and cabling necessary for installation
- 1-year factory warranty



Base Model Summary

CopVu Wearable Camera System

CopVu goes where you go. It's a rugged, easy to use, portable camera system that stands up to the tough environment of law enforcement. The wire free video camera allows you to simply clip on the camera and go. No complicated pieces, one moving part. CopVu allows you to capture your perspective while still being a part of the action. CopVu is water resistant to IPX5 standards and records full color video (640 x 480 resolution) with audio for 4 continuous hours.

Standard Features Include

- CopVu Wearable Camera
- USB Charging and Downloading Cable
- Rotating garment clip
- Pin clip
- 12-volt cigarette plug charging adapter
- A/C wall charger adapter
- CommandVu Server software
- CommandVu Client software
- CommandVu Admin Client software
- 90-day factory warranty