

Chief Frank McCann  
Cartersville Police Department  
178 West Main Street  
Cartersville, GA 30120

Dear Chief McCann

Utility Associates, Inc. (UA, herein) is honored that your Department has selected our Company to provide its Officers with our BodyWorn™ and RocketIoT™ In-Car Video (ICV) solution. We take great pride in our Law Enforcement Partnerships and look forward to adding your Department to the growing family of Departments and Agencies who have deployed BodyWorn and Rocket IoT – the industry’s smartest technology for first responders.

Please allow this letter to serve notice that UA agrees to the following provisions as part of the agreement that the Cartersville Police Department intends to enter into with our Company:

1. Pricing Proposal:

- a. Vehicle video & Communications systems to support a total of 47 police vehicles
- b. Body cameras to support 55 Officers
- c. Period of agreement = Five (5) years from date of authorized signature
- d. Total system price: covering the scope and quantities specified in this offer - Includes all hardware, software licenses, BodyWorn generated data storage/retrieval, warranty, and support for a period of Five (5) Years for: \$698,935.00
- e. Attachment A - (Quote 20220828-153415816) outlines the details of the pricing proposal, with associated quantities.

2. Bill of Materials Included with the Offer: For the Five (5) year term, each system will include the following:

Rocket IoT Vehicle Video/Communications/Camera triggers - Includes AVaiLWeb™ , Training and Configuration, Warranty and Technical Support with Unlimited BodyWorn Generated Video Storage and Download.

Every Officer/Deputy (Qty. 55) will be equipped with the following:

- a. One (1) BodyWorn™ Camera and Mount
- b. One (1) Holster Activation Sensor
- c. One (1) Bluetooth BodyWorn Wrist/Belt Trigger
- d. \$200 Uniform Allotment, Towards Any Combination of New BodyWorn Ready Uniforms, per BodyWorn Camera Purchased - (Allotment May Not be Applied to Any Other Service and is surrendered if not used within 90 Days from Date of Purchase)
- e. Five (5) Retrofits of Existing, Standard Uniform Garments, to BodyWorn Ready Status, per BodyWorn Camera Purchased – See Section 1.1.6 of the Agreement, for Definition of Standard Uniform
- f. AvailWeb Video Management Software and Mapping Interface License
- g. Unlimited BodyWorn Generated Download & Storage – Based on Department’s Retention Policy

- h. Smart Redaction Software License
- i. Installation and Training – Onsite and Online Training Included
- j. Full Warranty
- k. 24/7 Technical Support for the Life of the Agreement

Every Vehicle (Qty. 47) will be equipped with the following:

- a. Rocket IoT™ Vehicle Control Unit, DVR, and Communications Hub
- b. Rocket IoT Vehicle Triggers
- c. Front and Rear HD Cameras
- d. Ruggedized Tablet
- e. OBDII Vehicle Diagnostic Cable
- f. Backup Battery
- g. Installation, Validation, and Configuration
- h. Full Warranty
- i. 24/7 Technical Support for the Life of the Agreement

For high-speed wireless video offload, per the Department’s request, Utility Inc. will not be providing a Smart WayPoint. Normally, this is deployed at the primary offload location, or Headquarters. Should the Department wish to have an offload location, Smart WayPoints can be purchased, installed, with a five (5) year term for \$15,800/ea. See (7) below for details about Smart WayPoint connectivity.

- 3. Additional Units – Post Agreement Execution : Additional units, outside the scope of this offer, are subject to price increases, and will be quoted separately as requested of UA personnel.
  - a. Additional units quoted subsequent to this offer are quoted in five (5) year term increments.
  - b. Units added, will extend the effective life of the original Agreement to the end term of the most recent unit(s) contract, regardless of quantities secured.

\* Table 1

Per Unit Pricing for Additional Scope / Add Ons:	Quantity	Unit Price	Description
BodyWorn	1	\$4,500	HD body camera, camera mounting system either internal or external, media controller, holster sensor, AVaiLWeb, maintenance, support, configuration and installation.
Rocket IoT- Vehicle Communications System with In-Car Video (ICV)	1	\$14,300	RocketIoT digital video system, mobile router, ICV with Tablet, vehicle automation triggers, cables, locker AVaiLWeb, maintenance, support, configuration and installation.
Outsourced Redaction Services	LOT	\$65/hr	
Data Conversion and Storage	10 TB	\$7,000/Yr	

4. Installation of Additional Units: Outside the scope of this offer, any additional units will be subject to the following.
  - a. Daily rate charges of \$1,750/day are applied at a minimum of two (2) days for installs of less than ten (10) vehicles, per scheduled visit.
  - b. A charge for deinstallation of competitor equipment is assessed at a minimum of \$100 per vehicle, with disposal at the site of installation. UA recommends disposal and recycling of electronics in accordance with local regulations.
  - c. On average, one (1) UA Field Engineer is capable of 2-3 Installations of basic RocketIoT In-car systems, per working day (dependent on-site conditions and vehicle type(s)). Working days are consecutive in order to avoid any additional fees.
  - d. Contract services begin upon receipt of hardware. This agreement requires that the customer be capable of receiving hardware within 4-6 weeks of contract signing.
  - e. Customer agrees to maintain all hardware in a secure storage area until time of installation is coordinated by UA project management.

5. Agreement:

- a. The Agreement asserts 99% uptime with 24/7 technical support. This includes after hours call back on any issues requiring immediate attention. On/Off hour call backs will be provided on all issues directed to the 24/7 support team; this includes issues related to the upload and access to video, and any troubleshooting needed while an Officer(s) is/are on duty.
- b. Details of the Agreement are provided in Attachment (B).

6. Terms of Payment: In consideration of the partnership between UA and the Cartersville Police Department we would like to extend the following terms for a five-year term.

Payment 1: Paid Upon Signature of Offer Letter	\$317,675.00
Payment 2: Paid Upon Year 1 Anniversary of Signing	\$ 95,315.00
Payment 3: Paid Upon Year 2 Anniversary of Signing	\$ 95,315.00
Payment 4: Paid Upon Year 3 Anniversary of Signing	\$ 95,315.00
Payment 5: Paid Upon Year 4 Anniversary of Signing	\$ 95,315.00
Total:	\$698,935.00

7. Network Connectivity Via Smart WayPoint (Utility Access Point): The Department is responsible for maintaining power and internet connectivity to the provided Smart WayPoint(s). The Department has the option of either (a) organizing an independent internet connection via its local provider with a minimum upload speed of 50 Mbps, or (b) connecting the Smart WayPoint to its own network. Upon execution of the contract, as part of the deployment process, a network assessment will be conducted of the Department's upload speed for the transmission of data to the CJIS Compliant Cloud. In most cases, the Department should budget for an increase to their upload speed with their local carrier.

We are privileged to work with your Department on this project. Should you have any questions, at any time, please feel free to call or email me at: 404-276-3873 Email: cleroux@utiity.com

Respectfully,



Chris Leroux, Business Manager

Offer Acceptance by Authorized Official:

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Title:

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Date:

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cc. Michael Nark, Chief Executive Officer  
Amanda Havice, Chief Financial Officer

