



February 19, 2018

Mr. John Bauman
Dane County Juvenile Detention Center
210 Martin Luther King Jr Blvd.
Madison, WI 53703

RE: Proposal for Video System Upgrades

Hello Mr. Bauman,

Thank you for allowing SGTS, Inc. the opportunity to work with Dane County to provide the following proposal for upgrading some of the remaining analog video system equipment. This proposal includes upgrading the video viewing stations, a number of cameras throughout the Dane County Juvenile Detention Center as well as a multi-year software upgrade and maintenance plan.

SCOPE

This proposal focuses on upgrading and maintaining three critical areas of the video security system at Dane County Juvenile Detention. Currently, the recording appliance for the video is an updated IP based recorder but the remote viewing stations are still run off the analog matrix, which is a major failure point. This proposal addresses that by installing new, IP Video Workstations, that will access the recently installed video server. The second area of focus for this proposal is the outdated analog cameras, that should be replaced with new, IP Cameras. This proposal offers a phased approach for the replacement of the analog cameras. The final part of this proposal is a comprehensive, multi-year, maintenance plan that would provide updates to the video systems software as well as crucial preventative maintenance for the video equipment.

- Video Workstations
 - The existing four locations where video is viewed throughout the facility, are controlled and fed by the analog matrix in the back room of control. This matrix is obsolete and not manufactured or supported anymore. If this piece of equipment were to fail in whole or partially, getting parts would be difficult to near impossible. When the matrix is down due to a failure, live view at all of the stations would likely be compromised in some capacity if not completely. The matrix is the piece of equipment that currently distributes the video signal out to the monitors so if it fails, it cannot send the video out to the monitors. Our proposed solution is to install four Video Workstations, one at each location that will eliminate the need for this outdated video matrix and allow for much greater control and utilization of the video system. With the new workstations, there would be new monitors and new keyboards for controlling the cameras.
 - The primary advantages are as follows,
 - Ability to have multiple monitors per workstation
 - Eliminating the matrix which is currently a central point of failure
 - The ability to change what cameras are viewable at each workstation. Currently, they are fixed due to physical cables and matrix constraints.
 - The ability to begin upgrading cameras to IP cameras which have not only greater quality but a wider range of features and benefits
 - The workstations would allow for much greater control of what station can access and see what cameras
 - Each workstation could have the ability to review and playback video
 - This is something that could be configured by an administrator
 - Greater control and utilization of all the powerful features that your recently installed video server has to offer

- IP Cameras
 - Replacing the existing analog cameras with IP cameras will allow for better visibility at the Dane County Juvenile Detention Center. Once the Video Workstations are installed, we can begin to replace outdated analog cameras with High Resolution IP Cameras. Given that these cameras are a higher resolution, they will utilize more server space. For this reason, we would also install additional storage for the system. This proposal includes the additional storage array along with the configuration and installation of the unit. By our calculations¹ the additional storage would accommodate these new IP cameras. These cameras will not only offer greater visibility for both live and recorded views but allow for a greater selection of cameras that could likely meet the needs of the facility better than the generic type of analog cameras that are currently in place. Some examples would include the following,
 - 360 degree cameras, or panoramic cameras. These types of cameras, in some instances, can replace Pan Tilt Zoom (PTZ) cameras. The advantage with a 360-degree camera is that it covers a 360-degree area as opposed to a PTZ that is only looking in one area and missing a vast majority of the room. A 360-degree camera would record the entire room, all the time, no matter where an operator is looking with the camera. And multiple operators could view different areas of the same camera at the same time.
 - Wide angle cameras are small, higher resolution and allow for covering a larger area in much greater detail than an analog camera
 - Upon acceptance of this proposal we could bring several cameras onsite to determine exact models. (for example, we could replace the existing PTZ cameras with new PTZ cameras or we could install 360 degree cameras in their place)
- Maintenance Program
 - OPTION 1 – One Year (**\$3,499**)
 - The maintenance program we are proposing would be a (1) year maintenance program that would cover the following items,
 - Software Maintenance and Upgrades
 - Twice a year, we would install the most recent updates and upgrades on your video equipment²
 - This would include your
 - Video Server
 - Video Workstations
 - IP Cameras
 - Twice a year we would power down and clean out the following equipment
 - (4) Video Workstations
 - (4) Door Control Computers
 - (1) Video Server³
 - OPTION 2 – Time and Materials Rate
 - A labor rate of \$125/hour would be used for software and hardware preventative maintenance work.

¹ Storage calculations are estimates only and actual recording and retention times will vary based on many factor including but not limited to, environment, camera type, recording settings, etc.

² Some restrictions may apply due to hardware constraints, i.e. If an upgrade requires that you upgrade your server hardware, the hardware would be excluded and quoted separately.

³ Recording would be interrupted while cleaning the server

- OPTION 3 – Three Year added on to the Sheriff's Department Preventative Maintenance Contract (\$7,999)
 - The maintenance program we are proposing would be a (3) year maintenance program that would cover the following items,
 - Software Maintenance and Upgrades
 - Twice a year, we would install the most recent updates and upgrades on your video equipment⁴
 - This would include your
 - Video Server
 - Video Workstations
 - IP Cameras
 - Twice a year we would power down and clean out the following equipment
 - (4) Video Workstations
 - (4) Door Control Computers
 - (1) Video Server⁵

⁴ Some restrictions may apply due to hardware constraints, i.e. If an upgrade requires that you upgrade your server hardware, the hardware would be excluded and quoted separately.

⁵ Recording would be interrupted while cleaning the server

INCLUDES

SGTS INC shall be responsible for the above listed scope of work and the following items:⁶

- (4) BCDVideo Video Workstations
- (4) Bosch KBD Keyboards
- (7) 22" Video Monitors
- (1) 42" Video Monitor (for Master Control)
- (2) Nitek 2400 Head End Units
- (48) Nitek 1243 Field Units
- (4) Bosch 7000 360 Fisheye Cameras
- (1) Bosch 5000 PTZ (for Rec. Area)
- (6) Bosch 5000 2MP IK 10 rated cameras (for holding areas)
- (43) Bosch 4000 2MP cameras
- Replacing all cameras on the Bosch System with Bosch 2MP IP Camera
- (1) Cisco SG300 Switch
- (1) Additional Bosch DIP6000 Storage Array
- Necessary Network Cabling
- New Camera Installation
- New Workstation Installation
- New Keyboard Installation

PART NO.	DESCRIPTION	QTY.	COST	TOTAL
BCDT2-VW	VIDEO WORKSTATION	4	\$ 3,258.00	\$ 13,032.00
BCDV UPGRADE	HARDWARE UPGRADE FOR COMPUTER	4	\$ 814.50	\$ 3,258.00
EOC11	Gigabit Ethernet Over Coaxial	2	\$ 651.60	\$ 1,303.20
SG300	NETWORK SWITCH	1	\$ 2,090.92	\$ 2,090.92
	22" HD Video Monitor (VESA mountable)	7	\$ 244.35	\$ 1,710.45
	42" HD Video Monitor (VESA mountable)	1	\$ 733.05	\$ 733.05
KBD-120PS	POWER SUPPLY FOR INTUIKEY KBDS,120VAC	4	\$ 89.60	\$ 358.38
KBD-DIGITAL	INTUIKEY DIGITAL KEYBOARD W/ LCD	4	\$ 814.50	\$ 3,258.00
DIP 6000	DIVAR IP 6000, RECORDING MANAGEMENT SOLUTION	1	\$ 22,806.00	\$ 22,806.00
BOSCH 4000	BOSCH 2MP IP CAMERA	43	\$ 651.60	\$ 28,018.80
BOSCH 5000	BOSCH 2MP IP CAMERA (IK10 RATED)	6	\$ 814.50	\$ 4,887.00
BOSCH 7000	BOSCH FISHEYE CAMERA	4	\$ 1,058.85	\$ 4,235.40
BOSCH 5000	Bosch PTZ	1	\$ 1,954.80	\$ 1,954.80
2400	Head End Unit	2	\$ 4,072.50	\$ 8,145.00
1243	Field Unit	48	\$ 407.25	\$ 19,548.00
MATERIAL TOTAL				\$115,339.00
LABOR	ESTIATMED 250 HOURS OF CONFIGURATION, TESTING, INSTALL, INTEGRATION & TRAINING	250	\$ 98.57	\$ 24,641.28
LABOR TOTAL				\$ 24,641.28
TOTAL				\$ 139,980.28

⁶ Items under this section assume that all options are selected from the "Investment" section

1SCHEDULE

- Start date depends upon schedule availability at the time of project authorization, the estimated durations are as follows,
 - The lead time for the material is estimated at 7-10 business days
 - We would then have (1) week of configuration, programming and testing in our shop
 - This project is estimated to take (1) week onsite for system and camera installation

EXCLUDES

SGTS INC shall not be responsible for anything not specifically listed in the above scope of work, including the following items:

- Condition, functions, or operation of existing cabling, systems, software or any other components not specifically provided by SGTS INC and listed as included above
- Provision or installation of all 120Vac Line-voltage Circuits and Receptacles. (no new circuits are anticipated)
- Patching, repair, or painting of exposed wall, ceiling, or door frame areas exposed by this project.

NOTES

- Where possible, we intend to pull new network runs for the new Bosch IP cameras (this may reduce the number of media converters(Niteks) that are needed but the cost of the cable pull would be the same as the media converters)
- Some part numbers are subject to change based on manufacture availability as well as other advances in technology that may happen between ow and the time this proposal is executed.

INVESTMENT

Video Workstations	\$44,993.97
IP Cameras	\$94,986.31
TOTAL	\$139,980.28

TERMS

Proposal Valid for 120 Days

25% due upon acceptance

Balance due upon substantial completion

Please let me know if you have any questions.

Thank you,

Dieter Bukolt