

BID WAIVER FORM

Purchasing Division

Rev. 01/2026



Procurement Exception List

- Emergency Procurement
- Unique and specific technical qualifications are required
- A special adaptation for a special purpose is required
- A unique or opportune buying condition exists
- Only one vendor possesses the unique and singularly available ability to meet the Department's requirements

Provide a detailed explanation as to why the competitive bidding (RFB/RFP) process cannot be used AND provide a detailed justification in relation to the Procurement Exception(s) chosen:

Bid Waiver Approval (For Purchasing Use Only)

Bid Waiver #

Under \$46,000 (Controller)	Over \$46,000 (P&F Committee)
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Date Approved

Verification Signature

SOLE SOURCE AUTHORIZATION LETTER

Date: 12/18/25

Luis Alejandro Bixler, MBA
Director
Dane County Public Safety Communications
210 Martin Luther King Jr. Blvd. #109
Madison, WI 53703:

Dear Mr. Bixler,

This letter confirms that Northland Business Systems, Inc. (“NBS”), located at 12150 Nicollet Avenue, Burnsville, Minnesota, is the only authorized sole-source distributor for Stonehenge Properties, Ltd. d/b/a Revcord (“Revcord”) within your state, Wisconsin.

NBS is authorized to market, sell, and support Revcord’s complete line of public safety and enterprise recording systems, including:

- Revcord Multimedia Logging Systems (MMS)
- ReVI (Revcord Voice Intelligence)
- RevSync and RevSync+
- RevShield, RevWatch, RevStream, and related support services

This designation provides that NBS is the only authorized reseller or dealer of Revcord products and services for Wisconsin.

All products supplied by NBS are genuine Revcord systems and covered under Revcord’s standard manufacturer warranties, support programs, and compliance certifications, including CJIS, HIPAA, PCI, NIST, SOC2, and NENA/APCO standards.

For verification or additional information, please contact Revcord directly:

281-404-7040 | sales@revcord.com | www.revcord.com

Primary Contact: Charles Schwarz CEO (Cell – 281-788-6447)

Sincerely,



Charles Schwarz, III, President

Sales Proposal

- Purchase Lease
 New Customer Present Customer

Date: 12/19/2025

Sales Rep: Dereck Leyde

- Equip Move Maintenance Agreement Demo
 Pickup

BILL TO CUSTOMER

Dane County
210 Martin Luther King Jr Blvd
Room 109
Madison, WI 53703
Phone: 608-267-2507
Contact: Luis Bixler
Email: bixler.luis@danecounty.gov

SHIP TO CUSTOMER

SAME

Phone: _____
Contact: _____
Email: _____

- COD Order To Be Filled Order Delivered Credit Memo

Quantity	NBS Product No.	Description	Unit Price	Total
1	REVCORD SOLUTION		\$134,385.00	\$134,385.00
1		CCB Location Revcord MCS Server, includes the following	Included	Included
2	ANALOGCARD	48 Analog Channels with associated cards	Included	Included
1	HARRIS - INT	Harris Vida P25 Integration License	Included	Included
50	TALKPATH	Harris Talkpath Licenses	Included	Included
1	209270	P25 Encryption Support	Included	Included
1	ENTCAD	Enterprise CAD Integration	Included	Included
2	324720	DVSI- 2 Port Decoder for P25	Included	Included
1	SCREENS	Windows Screen Recording - Up to 25 PCs	Included	Included
1		ED CLocation Revcord MCS Server, includes the following	Included	Included
1	ANALOGCARD	32 Analog Channels with associated cards	Included	Included
52	VOIP/ROIP	VoIP Channel Licenses (Solacom)	Included	Included
1	SOLACOM	Solacom NG911 Call Recording Bundle(Voice, Metadata & SMS)	Included	Included
1	SCREENS	Windows Screen Recording - Up to 15 PCs	Included	Included
1		Madison Location Revcord MCS Server, includes the following	Included	Included
51	CHANTALK	Motorola P25 Talkgroup Licenses	Included	Included
1	REVTRUNK	Integration to Motorola ASTRO P25 - Single AIS	Included	Included
1	MOTO AIS TRANSFER	Motorola AIS License Transfer Fee	Included	Included
1	P25UPG	Motorola P25 Upgrade to 2024.1 - tentatively scheduled for January 2026	Included	Included
2	324720	DVSI- 2 Port Decoder for P25	Included	Included
Software/Hardware Support Services				
1	WARRANTY	A full 1 year (12 month) parts and labor service warranty is included with the purchase of each new Revcord Digital Logging Recorder.	included	included
1		Additional 4 years parts and labor service included all service calls, software and security updates.	\$68,400.00	\$68,400.00
1	REVI	Revi AI QA - Closed Secured AI Solution - No charge for the first 90 days. The amount of \$123,600.00 covers the remaining 5-year term to match the logger term.	\$123,600.00	\$123,600.00
Professional Services				
1		Installation, Configuration and Training	\$14,000.00	\$14,000.00
			Total	\$340,385.00

Comments / Notes / Additional Information:

50% down payment due with order, remaining balance due with project completion

Customer Signature: **X**

Date: _____

All mathematical and pricing errors are subject to correction upon invoicing.

This is not an invoice