



11375 West Sam Houston Parkway South # 800
Houston, Texas 77031

June 13, 2018

Killeen Police Department
3304 Community Blvd.
Killeen, Texas 76542

Re: COBAN FOCUS X1 Body Worn Camera Sole Source Letter

Attn: Commander Gearhart

This letter is to confirm the COBAN FOCUS X1 Body Worn Camera, including all add-on software devices and all functional hardware components, is a sole source product designed and manufactured solely by COBAN Technologies Inc. The COBAN FOCUS X1 solution is distributed exclusively by COBAN Technologies, Inc.

This exclusivity extends to the back-office software, COBAN Digital Video Management System. The COBAN FOCUS X1 is the only Body Worn Camera solution on the market that fully integrates with the existing COBAN equipment currently in use by the City to create a unified operational ecosystem both in the field and back at the station.

COBAN Technologies, Inc. warrants that no other company makes a similar or competing product. COBAN Technologies, Inc. maintains all copyright privileges for these products and no agents or dealers are authorized to represent these products. This product must be purchased directly by the agency from COBAN Technologies, Inc.

Please do not hesitate to contact me if you have any questions or concerns.

Thank you,

A handwritten signature in black ink, appearing to read "Cindy Chang", with a long, sweeping flourish extending to the right.

Cindy Chang
National Sales Support Manager
281-925-0488 Ext. 160
Cindy.Chang@cobantech.com
<http://www.cobantech.com>

Prepared for:
Address
City, State
Contact

KILLEEN PD - State of Texas BWC Grant # 3645201
3304 COMMUNITY BLVD
KILLERN, TX 76542
COMMAND GEARHART

Quote #	Date
KPD-20180731-CIN01	7/31/2018
Prepared by:	
RICHARD ALLEY / CINDY C	

COBAN FOCUS X1 BODY WORN CAMERA		List Price	Quoted	Quantity	Total
FOCUS-01-00	FOCUS X1 Body Camera Package - Focus Body Camera - Single Office Dock & Power Supply - USB Cable - Magnetic Uniform Clip	\$464.00	\$425.00	168	\$71,400.00
FOCUS-03-00	FOCUS X1 8-Bay Dock Package	\$1,250.00	\$1,175.00	7	\$8,225.00
FOCUS-02-00	FOCUS X1 Vehicle Dock (Vehicle activation, in car playback, tagging and WIFI upload through COBAN	\$500.00	\$475.00	60	\$28,500.00
COBAN FOCUS X1 BODY WORN CAMERA SERVICE PLANS		List Price	Quoted	Quantity	Total
WARR-X1-36ESP1	FOCUS X1 36-Months Extended Service Plan - YEAR 1 - 3-Year hardware warranty	\$65.00	\$62.00	168	\$10,416.00
WARR-X1-8BAY36ESP1	FOCUS X1 8-BAY Dock 36-Months Extended Service Plan - YEAR 1 - 3-Year hardware service plan	\$165.00	\$156.00	7	\$1,092.00
WARR-X1-ICD36ESP1	FOCUS X1 Vehicle Dock 36-Months Extended Service Plan - YEAR 1 - 3-Year hardware service plan	\$31.00	\$30.00	60	\$1,800.00
COBAN BODY CAMERA VIDEO MANAGEMENT SOFTWARE MAINTENANCE AND TECHNICAL SUPPORT		List Price	Quoted	Quantity	Total
WLIC-221	COBAN DVMS BWC SOLUTION (Software License with First Year Technical Support) (Annual Renewal Required)	\$120.00	\$90.00	168	\$15,120.00
ON PREMISE BACK OFFICE STORAGE AND ARCHIVAL		List Price	Quoted	Quantity	Total
BSVR-01	SERVER PowerEdge R730xd Server PD RAID Size: RAW – 120TB; Usable – 97.7TB	\$29,502.00	\$29,502.00	1	\$29,502.00
BUPS-01	UPS APC SMART-UPS 3000	\$1,274.00	\$1,274.00	1	\$1,274.00
BDVD-26	RIMAGE Auto DVD Burner Built in PC all-in-one - Automated Robotic CD/DVD Back-up Solution-Table Top Note: DVMS extended storage capabilities with DVD Burner: DVMS-Automated DVD Burning Software must be purchased whether DVD burner is supplied by COBAN or by department. Also requires WLIC-14 license and setup.	\$7,895.00	\$7,579.00	1	\$7,579.00
WLIC-14	COBAN DVMS Automated DVD Burning Solution Software (Software License with First Year Technical Support)	\$3,440.00	\$2,995.00	1	\$2,995.00
BACK OFFICE SETUP CONFIGURATION AND SERVICES		List Price	Quoted	Quantity	Total
LSET-19	BACKOFFICE SETUP PACKAGE B Initial project Deployment Includes 4 Day Onsite project Deployment. (Includes Onsite Back Office Configuration, Setup, and Training)	\$5,220.00	\$3,595.00	1	\$3,595.00
SHIPPING		List Price	Quoted	Quantity	Total
LFEE-050	Shipping - In-Car Equipment / DELL / HAVIS	\$ 50.00	\$ 45.00	CUSTOMER PICKUP	
LFEE-053	Shipping - Fusion or 8-bay dock for bodycam	\$25.00	\$25.00		
LFEE-054	Shipping - Bodycam, Office, Vehicle or Partner Dock for Bodycam	\$17.00	\$15.00		
LFEE-055	Shipping - Back Office Hardware (Server, Auto DVD) Each	\$350.00	\$350.00		

Subtotal	\$181,498.00
Taxes (if applicable)	
TOTAL	\$181,498.00



CONTRACT PRICING WORKSHEET
For Catalog & Price Sheet Type Purchases

Contract No.: EF-04-17

Date Prepared: 8/15/2018

This Worksheet is prepared by Contractor and given to End User. If a PO is issued, both documents MUST be faxed to H-GAC @ 713-993-4548. Therefore please type or print legibly.

Buying Agency:	KILLEEN POLICE DEPT	Contractor:	COBAN TECHNOLOGIES, Inc.
Contact Person:	CDR. ALES GEARHART	Prepared By:	CINDY CHANG
Phone:	254-200-7989 (office)	Phone:	281-925-0460
Fax:	State of Texas BWC Gramt # 3645201	Fax:	281-925-0535
Email:	AGearhart@killeentexas.gov	Email:	CIINDYC@COBANTECH.COM

Catalog / Price Sheet Name:	HGAC Contract EF04-17 FORM E: COBAN PUBLISHED OPTIONS
General Description of Product:	Digital Video Recording Solution

A. Catalog / Price Sheet Items being purchased - Itemize Below - Attach Additional Sheet If Necessary

Quan	Description	Unit Pr	Total
168	FOCUS-01-00 / FOCUS X1 Body Camera Package	450	75600
7	FOCUS-03-00 / FOCUS X1 8-Bay Dock Package	1200	8400
60	FOCUS-02-00 / FOCUS X1 Vehicle Dock	475	28500
168	WARR-X1-36ESP / FOCUS X1 36-Months Extended Service Plan	195	32760
7	WARR-X1-8BAY36ESP / FOCUS X1 8-BAY Dock 36-Months Extended Service Plan	480	3360
60	WARR-X1-ICD36ESP / FOCUS X1 Vehicle Dock 36-Months Extended Service Plan	90	5400
168	WLIC-221 / COBAN DVMS BWC SOLUTION	100	16800
1	BDVD-26 / RIMAGE Auto DVD Burner	7579	7579
1	WLIC-14/ COBAN DVMS Automated DVD Burning Solution Software	2995	2995
1	LSET-19 / BACKOFFICE SETUP PACKAGE B	4695	4695
			0
			0
Total From Other Sheets, If Any:			
Subtotal A:			186089

B. Unpublished Options, Accessory or Service items - Itemize Below - Attach Additional Sheet If Necessary

(Note: Unpublished Items are any which were not submitted and priced in contractor's bid.)

Quan	Description	Unit Pr	Total
1	BSVR-01/ SERVER	29502	29502
1	BUPS-01 /UPS-APC SMART-UPS 3000	1274	1274
			0
			0
Total From Other Sheets, If Any:			
Subtotal B:			30776

Check: Total cost of Unpublished Options (B) cannot exceed 25% of the total of the Base Unit Price plus Published Options (A+B).

For this transaction the percentage is:

17%

C. Trade-Ins / Special Discounts / Other Allowances / Freight / Installation / Miscellaneous Charges

DISCOUNT	-35367
Subtotal C:	-35367

Delivery Date:

D. Total Purchase Price (A+B+C):

181498



CONTRACT PRICING WORKSHEET
For Catalog & Price Sheet Type Purchases

Contract No.: EF-04-17

Date Prepared: 8/15/2018

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Buying Agency:	KILLEEN POLICE DEPT	Contractor:	COBAN TECHNOLOGIES, Inc.
Contact Person:	CDR. ALES GEARHART	Prepared By:	CINDY CHANG
Phone:	254-200-7989 (office)	Phone:	281-925-0460
Fax:	JAG GRANT	Fax:	281-925-0535
Email:	AGearhart@killeentexas.gov	Email:	CIINDYC@COBANTECH.COM

Catalog / Price Sheet Name:	HGAC Contract EF04-17 FORM E: COBAN PUBLISHED OPTIONS
General Description of Product:	Digital Video Recording Solution

A. Catalog / Price Sheet Items being purchased - Itemize Below - Attach Additional Sheet If Necessary

Quan	Description	Unit Pr	Total
22	FOCUS-01-00 / FOCUS X1 Body Camera Package	450	9900
22	WARR-X1-36ESP / FOCUS X1 36-Months Extended Service Plan	195	4290
22	WLIC-221 / COBAN DVMS BWC SOLUTION	100	2200
190	WARR-X1-36ESP / FOCUS X1 36-Months Extended Service Plan	195	37050
7	WARR-X1-8BAY36ESP / FOCUS X1 8-BAY Dock 36-Months Extended Service Plan	480	3360
60	WARR-X1-ICD36ESP / FOCUS X1 Vehicle Dock 36-Months Extended Service Plan	90	5400
190	WMAIN-201 / COBAN DVMS BWC SOLUTION ANNUAL RENEWAL	100	19000
190	WMAIN-201 / COBAN DVMS BWC SOLUTION ANNUAL RENEWAL	100	19000
1	WLIC-28 / COMMAND Redact Software	14250	14250
1	CR-RE-B3403 / COBAN RENDER ENGINE 3403 BY BOXX	6960	6960
			0
			0
Total From Other Sheets, If Any:			
Subtotal A:			121410

B. Unpublished Options, Accessory or Service items - Itemize Below - Attach Additional Sheet If Necessary

(Note: Unpublished Items are any which were not submitted and priced in contractor's bid.)

Quan	Description	Unit Pr	Total
1	BSVR-WARR / SERVER WARRANTY - YR 2 TO 5	2498	2498
			0
			0
			0
Total From Other Sheets, If Any:			
Subtotal B:			2498

Check: Total cost of Unpublished Options (B) cannot exceed 25% of the total of the Base Unit Price plus Published Options (A+B).

For this transaction the percentage is:

2%

C. Trade-Ins / Special Discounts / Other Allowances / Freight / Installation / Miscellaneous Charges

DISCOUNT	-25072
Subtotal C:	-25072

Delivery Date:

D. Total Purchase Price (A+B+C):

98836



ADDENDUM TO CONTRACT FOR GOODS OR SERVICES

This addendum supplements that certain Digital In Car Video System and Body Camera Device dated Aug 9th, 2019, made by and between the City of Killeen ("City") and COBAN Technologies, Inc. ("Vendor").

1. **Verification by Vendor.** Vendor hereby verifies that it does not boycott Israel and will not boycott Israel during the term of this contract. Boycotting Israel is defined in Texas Government Code section 808.001 to mean refusing to deal with, terminating business activities with, or taking any action that is intended to penalize, inflict economic harm on, or limit commercial relations specifically with Israel, or with a person or entity doing business in Israel or in an Israeli-controlled territory, but does not include an action made for ordinary business purposes.
2. **Non-appropriations Clause.** This agreement is subject to the appropriation of funds by the Customer/City in its budget adopted for any fiscal year for the specific purpose of making payments pursuant to this Agreement for that fiscal year. The obligation of the City pursuant to this agreement in any fiscal year for which this Agreement is in effect shall constitute a current expense of the City for that fiscal year only, and shall not constitute an indebtedness of the City of any monies other than those lawfully appropriated in any fiscal year. In the event of non-appropriation of funds in any fiscal year to make payments pursuant to this Agreement, this Agreement may be terminated.
3. **Incorporation.** The provisions of this Addendum shall be incorporated into and are hereby made an essential part of the contract.
4. **Full Force and Effect.** Except as expressly modified herein, all other terms and provisions set for in the contract shall remain in full force and effect and shall not otherwise be affected by this Addendum.

The City and Vendor have duly executed this Addendum as of this August day of 9th, 2018.

City of Killeen

Vendor

By: _____

COBAN TECHNOLOGIES
By: [Signature]



Title: _____

VP SALES