

MEETING DATE: 12/14/09

AGENDA ITEM: Approval to Contract with RoboVu (Phoenix, AZ) to Provide Mobile Data Computer Hardware and Installation Services to Support Public Safety Operations for the Fire and Police Departments.

ATTACHMENTS

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**CITY OF CULVER CITY
REQUEST FOR PROPOSAL**

**Public Safety (Fire and Police Departments)
Mobile Data Computers**

RFP Number – 1439
Released - October 8, 2009



***Culver* CITY**

**9770 Culver Blvd.
PO Box 507
Culver City, CA 90232**

NOTICE INVITING BIDS

Bid Number 1439

Notice is hereby given that sealed bids will be received by the City of Culver City, California, for furnishing the following:

PUBLIC SAFETY MOBILE DATA COMPUTERS (MDCs)

in strict accordance with the Specifications on file in the office of the CITY PURCHASING OFFICER, 4343 Duquesne Avenue, Culver City, California, 90232. Copies of specifications and bid documents may be obtained from the PURCHASING OFFICE at that address, telephone number (310) 253-6550. The Request for Information (RFI) is also available on the City's website, <http://www.culvercity.org>

Original, two copies and one digital copy of the bid must be filed with the CITY CLERK in CITY HALL, 9770 Culver Boulevard, Culver City, California, 90232, not later than **3:00 p.m. on October 22, 2009**, at which time they will be publicly opened in the Council Chambers on the first floor of City Hall. Facsimile bids will not be accepted. Any bidder may withdraw his bid, without obligation, at any time prior to the scheduled closing time for receipt of bids. A withdrawal will not be effective unless made personally or by telephonic notification received prior to the close of bids. Bids may later be referred to the City Council for appropriate action. The City reserves the right to reject any or all bids as the best interests of the City may dictate.

By: 
Ela Valladares, Deputy City Clerk

Published in The Culver City News on **October 08, 2009**

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General Information

The City of Culver City, incorporated in 1917, operates under a charter originally adopted in 1947 and has a Council/City Manager form of government. The five-member Council is elected at-large. Culver City is a full-service city with its own police, fire, refuse disposal, municipal bus, redevelopment agency and other ancillary services. The City is strategically located on the Westside of Los Angeles County and is 5 square miles with a residential population over 41,000.

The Fire and Police Departments are seeking qualified vendors for the purchase and installation of mobile data computers. The responding vendor must address all requirements and may include additional options which must be priced independently of the required specifications.

This RFP is not intended, and shall not be construed, to create any obligation on the part of the City to enter into any contract with any Vendor nor shall this serve as the basis for any claim whatsoever. The City reserves the right to reject any or all responses for any reason. Prior to final selection, vendors may be asked to submit additional information which the City may deem necessary to further evaluate the proposals.

RFP Coordinator/Communications

Upon release of this RFP, all Vendor communications should be directed to the RFP Project Team listed below. Unauthorized contact regarding this RFP with other City employees or City officials may result in disqualification. Any questions related to this RFP must be submitted in writing to the RFP Coordinators by 5:00 PM on October 15, 2009. All questions and answers will be shared with all participating vendors no later than 5:00 PM on October 19, 2009. The designated RFP Coordinators for this RFP are:

Michele Williams
Information Technology Dept
Systems Development Manager
michele.williams@culvercity.org
(310) 253 - 5959

Sergeant Milton McKinnon
Police Department
Computer Systems Unit
CSU@culvercity.org
(310) 253 – 6260

Captain Bill Heins
Fire Department
Telecommunications Division
Bill.heins@culvercity.org
(310) 253 - 6840

Mike Nickerson
Information Technology Dept
Sr Programmer Analyst
mike.nickerson@culvercity.org
(310) 253 - 5954

Officer Marc Young
Police Department
Computer Systems Unit
CSU@culvercity.org
(310) 253 – 6256

Captain Rick Siler
Fire Department
Rick.Siler@culvercity.org
(310) 253 - 6830

Submittal Requirements

The proposal package must include all the items listed in the *Proposal Checklist* section (page 8). The package may also include any additional items that you deem necessary to support your proposal. Where deviations from the requirements may result in lower cost and/or improved performance, vendors are encouraged to describe, in writing, equipment that is in full agreement with the specifications as well as a suggested alternate in sufficient detail to permit evaluation. Vendors must explain why the alternate proposal will provide equivalent or improved performance.

Vendors may encounter an instance where they take exception with certain requirements contained within this RFP. All exceptions must be clearly identified and written explanations shall include the scope of the exception, the ramification of the exception for the City of Culver City, and a description of the advantage to be gained or disadvantage to be incurred as a result of the exception.

The proposal shall be signed by an official authorized to bind contracts for your company, and shall contain a statement to the effect that the proposal is a firm offer for at least a 90 day period.

A signed original copy of the proposal, two hard copies of the signed original proposal, and one electronic copy (Adobe .pdf format on CD-ROM or DVD-ROM) of the signed original proposal must be submitted no later than 3:00 p.m. on Thursday, October 22, 2009 to:

City of Culver City
Attention: City Clerk
9770 Culver Boulevard
Culver City, California, 90232

Envelopes should be labeled "Bid #1439 – Public Safety Mobile Data Computers". Facsimile proposals and late proposals will not be accepted. All proposals received by the City Clerk prior to the RFP closing will be publicly opened in the Council Chambers on the first floor of City Hall at 3:00 p.m. on October 22, 2009. It is the sole responsibility of the Respondent to ensure delivery of the proposal prior to the date/time deadline. Proposals delivered after the deadline may be grounds for disqualification.

Any submitter may withdraw their proposal, without obligation, at any time prior to the scheduled closing time. A withdrawal will not be effective unless made personally or by telephonic notification received prior to the closing. Proposals may later be referred to the City Council for appropriate action. The City reserves the right to reject any or all proposals as the best interests of the City may dictate.

Confidentiality

The content of proposals will remain confidential until the announcement of the selected vendor. After the award of the contract, proposals shall become public documents, minus any proprietary information. A responding vendor wishing to hold individual pages containing proprietary information confidential must mark each page and provide an explanation. Include a statement on the cover page stating that the proposal contains "Confidential and Proprietary" data. Confidential and Proprietary Information does not include any information, which at the time of disclosure is general information known by the public and competitors. The City has sole authority to determine whether any

information is proprietary or not. Proposals submitted with every page marked "Confidential and Proprietary" will be considered a non-responsive proposal and subject to rejection.

Pricing Requirements

The City of Culver City reserves the right to negotiate with the selected vendor the exact terms and conditions of the contract. Any necessary change orders arising after contract award will be negotiated prior to commencement of the associated work being performed.

Any and all cost incurred by the Vendor prior to selection and during the contract execution process is non-reimbursable.

All prices listed are to be in US Dollars and proposal pricing must be valid for at least 90 days.

Turnkey System

To the extent possible, Culver City desires to obtain off-the-shelf products that completely meet the specific needs of each agency (Police and Fire). We are seeking a comprehensive MDC solution. Do not assume that the City can free any resources, services, staff or equipment in support of developing and implementing this system. The contractor must deliver a fully functional product ready for operational use at the time of final system acceptance.

RFP Schedule

10/08/2009: RFP released and available to vendors

10/08/2009: Question period begins

10/15/2009: Question period ends at 5:00 p.m.

10/19/2009: Final questions and answers provided to Vendors

10/22/2009: RFP Opens – All proposals must be delivered by 3:00 p.m.

11/05/2009: TENTATIVE DATE – Vendor selection

12/07/2009: TENTATIVE DATE - Presentation to City Council for Approval

All dates are subject to change at the discretion of the City. Should a date change, the Vendor contact will be notified.

RFP Evaluation Procedures

Proposals will be evaluated by an internal review committee comprised of staff from the following departments: Fire, Police and Information Technology. All proposals will be evaluated and scored using the same criteria.

The evaluation factors reflect a wide range of considerations. While cost is important, other factors are also significant. Consequently, the City will not automatically select the Vendor with the lowest cost proposal. The objective is to choose the Vendor capable of providing quality services that will help the City achieve the goals and objectives of the requested services within a reasonable budget. The

selection committee at its option may request the top ranking vendors to provide an on-site demonstration of the proposed equipment.

Evaluations will be based on the following criteria:

Evaluation Criteria	
1. Responsiveness/Completeness of Proposal	<i>All forms completed; All requested items are submitted with the response; Vendor's proposal is clearly outlined in an easily comprehensible manner</i>
2. Conformity to hardware specifications	<i>Meets or exceeds the hardware requirements listed in the RFP; Compatibility with existing computing infrastructure; Potential for growth with proposed hardware</i>
3. Cost of the proposed hardware and installation	<i>Competitive pricing for equipment and installation services</i>
4. Support and Service Offerings	<i>Warranty and replacement options; Value added services provided by the hardware and/or installation vendor</i>
5. References	<i>Vendor's reputation with current or past customers; Testimonials from references regarding their experience with the hardware and/or installation services</i>

Contract Award and Execution

Once a final selection has been made, all submitters will be notified of the award. The City reserves the right to make an award without further discussion of the proposal submitted. Therefore, the proposal should be initially submitted on the most favorable terms the Vendor can offer.

The City shall not be bound or in any way obligated until both parties have executed contract.

Vendor Requirements

Insurance

The Vendor who is awarded the contract is required to maintain a Comprehensive General Liability ("CGL") insurance policy in the minimum amount of One Million Dollars (\$1,000,000) each occurrence, with not less than Two Million Dollars (\$2,000,000) in annual aggregate coverage. This policy must be issued by companies licensed to do business in the State of California, with a claims rating of "BBB" or better by S&P (and the equivalent by any other Rating Agency) and a rating of A:VII or better in the current Best's Insurance Reports. The City of Culver City is to be named as an additional insured on the insurance policy as respect to the City's interests under this agreement. The Vendor must also possess Worker's Compensation insurance as required by the State of California statutes.

Business Tax Certificate

The selected Vendor shall obtain a Culver City business tax certificate and will be required to pay local business tax on revenues earned from this contract. The current cost for a tax certificate is \$65.00. The current rate for the local business tax is \$3.00 per \$1,000 earned on this contract. Responding vendors are encouraged to contact the City's Business Tax Division for additional information at 310.253.5870. Both the tax certificate fee and the tax rate are subject to change at any time.

Compliance with Law

The selected Vendor and its agents and employees shall be bound by and comply with all federal, state and local laws, ordinance, rules and regulations, and any and all other governing bodies having legal jurisdiction with respect to the area where such work is performed.

Security Clearance

The selected Vendor, including subcontractors and employees shall be subject to security clearance and background verifications as deemed necessary by the City prior to commencing any on-site work.

Disqualification and Rejection of Bids

The City of Culver City reserves the right to reject the bid of any bidder(s) who have previously failed to perform properly or satisfactorily, or complete on time, or in manner consistent with the bid documents, contracts of similar nature, or to reject the bid of a bidder who is not in a position to perform such contract satisfactorily. The City expressly reserves the right to award the contract to the bidder that best meets the requirements as set forth in the specifications.

Nondiscrimination and Affirmative Action

California Government Code Section 12940 provides that it shall be unlawful employment practice, unless based upon a bona fide occupational qualification, or except where based upon applicable security regulations established by the United States of the State of California, for an employer, because of the race, religious creed, color, national origin, ancestry, physical impairment, medical condition, marital status, or sex of any person to refuse to hire or employ the person or to refuse to select the person for a training program leading to employment, or to discriminate against such person in compensation or in terms, conditions, or privileges of employment. Even if not legally bound by said Government Code Section 12940, the Vendor agrees to comply therewith. Violation of this provision shall be deemed materials default by Vendor giving the City a right to terminate the Contract.

Minority & Women-owned Business Enterprise(s) shall be given the opportunity to bid and to receive awards on the same basis as any other Vendor.

Proposal Checklist

The proposal package submitted to the City should include the items listed below. Failure to include any one or more of the listed mandatory items will render the bid incomplete and the City reserves the right to reject such bids.

- ❑ Proposal Cover Sheet (include the following items)
 - A. Company Name and Address
 - B. Primary Contacts
 - Contact information for the person who can address questions related to the proposal
 - Contact information for the person who is authorized to execute the proposal
 - Contact information for the person who is authorized to execute a contract
 - C. Company Profile which describes the company in terms of its background, years in existence, organization size, and mission statement.
- ❑ Project Summary – Provide a high-level overview of the solution(s) being proposed. Detail the hardware (including manufacturer, model, etc) solution, installation plan, and tentative timetable for implementation.
- ❑ General Requirements Matrix – Complete the vendor’s comments section comparing the proposed solution to each of the listed requirements.
- ❑ Pricing – Provide a detailed cost proposal (must be valid for 90 days). Clearly identify any available options that could be purchased independently as deemed appropriate by the City.
- ❑ Proposal Diagrams – Provide wiring and hardware diagrams of the proposed solution. This document may be marked “confidential and proprietary” and will be handled as outlined on page 4 of this document.
- ❑ Subcontractor – Installation Services

If a subcontractor is being recommended for the installation services, please provide a company profile for the subcontractor and three (3) client references that have used this vendor for MDC installations within the last 12 months.
- ❑ References
 - A. Provide a minimum of two (2) law enforcement client references (So California region preferred) in which a similar MDC solution was purchased and installed within the last 24 months.
 - B. Provide a minimum of two (2) fire safety client references (So California region preferred) in which a similar MDC solution was purchased and installed within the last 24 months

Note: For all references, include agency name, primary contact, and date of purchase and/or installation. Providing digital images of past installations is desirable if available.
- ❑ Proposal Certification – see attachment A

Statement of Work

The City of Culver City Fire and Police Departments are inviting proposals for the procurement of mobile data computers to be installed in public safety vehicles. The City expects to purchase approximately 55 units with the following vehicle type breakdown. Please note that Public Safety operations require both fixed mounted and portable computers. Please note the vehicle specific requirements listed in the table below.

Table 1 – Vehicle Descriptions

Vehicle Description	# of Units	Mounting and MDC Specifications
Fire – Seagraves Engine	6	Modular MDC; Limited space in cab requires mounting on dash in front of captain; Keyboard mounting tray or slot with swing up/down to reduce impact
Fire – Ladder Truck	2	Modular MDC; Mount on or near dash in front of captain Keyboard mounting tray or slot with swing up/down to reduce impact
Fire – Battalion Chief Vehicles Ford Excursion and Chevy Suburban	2	Notebook MDC; Rear mounting with remote monitor and keyboard in the front cab. USB keyboard/mouse Provide keyboard tray/slot for storage
Fire – Ambulance Rescue	3	Modular MDC; Limited space in cab requires a movable keyboard and monitor. Provide keyboard tray/slot for storage
Fire – Ford Crown Victoria	7	Notebook MDC w/ tablet style monitor; Some of the vehicles do not have a center console Provide keyboard tray/slot for storage
Fire – Ford Explorer	3	Notebook MDC w/ tablet style Provide keyboard tray/slot for storage
Fire – Chevy Suburban (Look-out vehicle)	1	Notebook MDC w/ tablet style Provide keyboard tray/slot for storage
Fire – Ford F250 (FD Support)	1	Notebook MDC w/ tablet style monitor; Provide keyboard tray/slot for storage
Police - Ford Crown Victoria	21	Low profile mount to reduce negative ergonomic impacts
Police – Dodge Charger	5	Low profile mount to reduce negative ergonomic impacts
Police – Ford F150	2	
Police – Ford Escape Hybrid	1	
Police – Chevy Tahoe	1	
TOTAL UNITS IN FLEET	55	

Vendors shall indicate how and when a delivery schedule for the project will be established (see requirements matrix below). Vendors must be able to provide delivery of all components no later than 30 days from issuance of the purchase order. It is expected that the vendor will assume all risk and bear all costs until the equipment has been delivered to the City of Culver City. All freight and delivery charges shall be included in the cost proposal (response to this RFP).

The City currently uses the New World Systems Public Safety (AEGIS) software for Computer Aided Dispatch (CAD) and Records Management System (RMS). New World Systems also offers a mobile computing software solution which public safety plans to run on the hardware procured as a result of this RFP. Some of the features provided with the mobile software include:

- Consolidated search capabilities for NCIC and RMS
- Instant Messaging
- Automatic Vehicle Locator (AVL) Based Unit Status / Global Positioning System (GPS)
- In Car Mapping and Routing - Geographical Information Systems (GIS) solutions
- Field Report Writing
- Remote Access to pre-Fire Plans
- In-Car Video Data Management

It is expected that additional software may be used on the mobile data computers as appropriate. A project is scheduled to begin in January to implement the full mobile computing solution from New World Systems.

The responding vendor is expected to address all requirements and may include additional hardware or software enhancements that will better serve the needs of Culver City. The City reserves the right whether or not to consider these additions within the scope of this RFP.

Table 2 (General Requirements Matrix) provides a list of requirements for this project effort. The vendor should respond to each item detailing how the proposed solution meets or exceeds the listed requirements. The vendor is expected to complete the following matrix by detailing in the “vendor comments” section how their proposed solution compares to each of the listed requirements.

Table 2 – General Requirements Matrix

	Requirements	Vendor Comments
1.00	General Hardware	
1.01	Fully ruggedized unit that is in compliance with Military Spec (MIL-STD-810F)	
1.02	Operating temperature range (-20 to 140 F)	
1.03	Minimum - Intel Duo Core 1.6 GHz Processor	
1.04	Minimum - 2 GB RAM	
1.05	Hard Disk 120 GB	
1.06	CD/DVD Drive	
1.07	OPTIONAL – RW CD/DVD	
1.08	Wireless Spec - 802.11G/N	
1.09	Modular design to facilitate servicing of the unit, flexibility in mounting and component upgrades	
2.00	Monitor	
2.01	Minimum 12" color display Please provide optional pricing for 13"-14" color display or larger (space permitting, specifically for Fire vehicles)	
2.02	Durable and scratch resistant	
2.03	Touchscreen (detail available options i.e. capacitive and/or resistive)	
2.04	User adjustable brightness	
2.05	Display should be readable in bright and dim lighting conditions including direct and reflected sunlight	
2.06	OPTIONAL - 256 MB Dedicated VRAM	
3.00	Keyboard	
3.01	84-key QWERTY Backlit keyboard with function and control keys	
3.02	User adjustable brightness	
3.03	Sealed liquid resistant keys	
4.00	I/O Ports	
4.01	Minimum of 3 USB Ports	
4.02	External VGA Port	
4.03	One (1) Serial Port	
4.04	OPTIONAL – 2 Ethernet Ports	
4.05	Cellular network and WiFi capable	

	Requirements	Vendor Comments
5.00	Battery/Power Management	
5.01	Installation shall include supplemental battery/power management components necessary to ensure vehicle and MDC readiness and functionality. (Please detail power solution)	
6.00	Operating System	
6.01	Windows XP SP3	
7.00	Freight and Delivery	
7.01	Indicate how and when a delivery schedule for the project will be established.	
7.02	Detail Freight and Delivery charges.	
8.00	Hardware Warranty and Support	
8.01	Please explain in detail the standard hardware warranty and identify any additional cost for warranty and replacement options that would be available.	
8.02	Detail the turn-around time for repairs; include description of the process and costs that would be incurred by the City.	
8.03	Provide your recommended on-site hardware policy for equipment outage and/or replacements. Include any City related costs for all options. (Example – does the vendor recommend on-site storage of spare hardware or is there a next day/two day replacement guarantee)	
8.04	Detail your technical support policy (include response time commitments).	

	Requirements	Vendor Comments
9.00	Vehicle Mounting and Installation	
9.01	Please list and provide detailed cost for installation and mounting services.	
9.02	Please detail the installation schedule.	

Attachment A

Proposal Certification

The undersigned hereby agrees to comply with all the terms and conditions put forth in the City's Request for Proposal. I further declare that I am an official of the company listed below and am authorized to provide this proposal to the City of Culver City.

Vendor Name: _____

Vendor Address: _____

Vendor Phone: _____

By: _____

Print Name

Title: _____

Print Title

Signed: _____

Date: _____

**Public Safety Mobile Data Computers (MDCs)
Summary of Vendor Proposals and Evaluation**

*Listed in order of evaluation ranking

Ranking	Vendor	Submittal Complete	Location	Solution	Price	References
13.6	CDCE	Yes	Yorba Linda, CA	Removable Panasonic Toughbooks	\$362,784	11 FD (Laguna Beach, City of Riverside) and 7 PD (Anaheim, City of Riverside, OC Sheriffs)
13.5	RoboVu	Yes	Phoenix, AZ	RoboVu units fixed modular	\$326,051	Santa Ana PD, Modesto FD/PD, Ontario FD/PD
13.2	CDW-G	Yes	Buena Park, CA	Panasonic Toughbooks	\$368,712	Rialto PD, Bakersfield PD, CONFIRE JPA, Torrance FD
12.7	Hub Data 911	Yes	Alameda, CA	Fixed Mounted Modular	\$324,418	Oceanside PD, Riverside Co Sheriffs, Oceanside FD, Ventura Co FD
11.9	Vision Communications	Yes	Long Beach, CA	Motorola - Fixed modular and Laptops	\$365,360	Anaheim FD, Verdugo FD, City of Orange FD. Also listed City of Pasadena and City of Glendale not sure if these are PD or FD.
9.7	DELL	Yes	Round Rock, TX	Laptops	\$310,500 Quote only valid for 60 days, RFP required 90 days	No California References Listed
8.3	Acura Systems Intl	Did not list requested contacts	Edgewood, WA	Rugged tablet PCs and Fixed 3-piece modular	\$233,325	11 FD (Downey, Compton, Monrovia) and 3 PD which are in British Columbia



Revised Pricing RFP #1439

RoboVu has quoted the all-in-one Robo III for all vehicles. The Panasonic ToughBook 19 or 30 are still available options.

Fire Department	Quantity	Price	Total
Seagraves Engine			
Robo III	6	\$ 4,799.00	\$ 28,794.00
RoboKEY - Keyboard USB w/Touch Pad	6	\$ 199.00	\$ 1,194.00
RoboPWR - Power Management System	6	\$ 199.00	\$ 1,194.00
USB External CR RW/DVD Rom	6	\$ 99.00	\$ 594.00
Mounting Equipment - No Console	6	\$ 259.00	\$ 1,554.00
Sub-Total		\$ 5,555.00	\$ 33,330.00
Sales Tax	9.75%	\$ 541.61	\$ 3,249.68
Sub-Total		\$ 6,096.61	\$ 36,579.68
Installation Labor	6	\$ 459.00	\$ 2,754.00
Shipping	6	\$ 199.00	\$ 1,194.00
Sub-Total		\$ 658.00	\$ 3,948.00
Total	6	\$ 6,754.61	\$ 40,527.68
Ladder Truck			
Robo III	2	\$ 4,799.00	\$ 9,598.00
RoboKEY - Keyboard USB w/Touch Pad	2	\$ 199.00	\$ 398.00
RoboPWR - Power Management System	2	\$ 199.00	\$ 398.00
USB External CR RW/DVD Rom	2	\$ 99.00	\$ 198.00
Mounting Equipment - No Console	2	\$ 239.00	\$ 478.00
Sub-Total		\$ 5,535.00	\$ 11,070.00
Sales Tax	9.75%	\$ 539.66	\$ 1,079.33
Sub-Total		\$ 6,074.66	\$ 12,149.33
Installation Labor	2	\$ 459.00	\$ 918.00
Shipping	2	\$ 199.00	\$ 398.00
Sub-Total		\$ 658.00	\$ 1,316.00
Total	2	\$ 6,732.66	\$ 13,465.33

RoboVu, LLC



BCV - Chevy Suburban/Ford Excursion				
Robo III	2	\$	4,799.00	\$ 9,598.00
RoboKEY - Keyboard USB w/Touch Pad	4	\$	199.00	\$ 796.00
RoboPWR - Power Management System	2	\$	199.00	\$ 398.00
Remote Display	2	\$	2,299.00	\$ 4,598.00
USB External CR RW/DVD Rom	2	\$	99.00	\$ 198.00
Mounting Equipment - No Console	2	\$	1,299.00	\$ 2,598.00
Sub-Total		\$	8,894.00	\$ 18,186.00
Sales Tax	9.75%	\$	867.17	\$ 1,773.14
Sub-Total		\$	9,761.17	\$ 19,959.14
Installation Labor	2	\$	629.00	\$ 1,258.00
Shipping	2	\$	199.00	\$ 398.00
Sub-Total		\$	828.00	\$ 1,656.00
Total	2	\$	10,589.17	\$ 21,615.14

Ambulance Rescue				
Robo III	3	\$	4,799.00	\$ 14,397.00
RoboKEY - Keyboard USB w/Touch Pad	3	\$	199.00	\$ 597.00
RoboPWR - Power Management System	3	\$	199.00	\$ 597.00
USB External CR RW/DVD Rom	3	\$	99.00	\$ 297.00
Mounting Equipment - No Console	3	\$	569.00	\$ 1,707.00
Sub-Total		\$	5,865.00	\$ 17,595.00
Sales Tax	9.75%	\$	571.84	\$ 1,715.51
Sub-Total		\$	6,436.84	\$ 19,310.51
Installation Labor	3	\$	459.00	\$ 1,377.00
Shipping	3	\$	199.00	\$ 597.00
Sub-Total		\$	658.00	\$ 1,974.00
Total	3	\$	7,094.84	\$ 21,284.51

Ford Explorer				
Robo III	2	\$	4,799.00	\$ 9,598.00
RoboKEY - Keyboard USB w/Touch Pad	2	\$	199.00	\$ 398.00
RoboPWR - Power Management System	2	\$	199.00	\$ 398.00
USB External CR RW/DVD Rom	2	\$	99.00	\$ 198.00
Mounting Equipment - No Console	2	\$	1,309.00	\$ 2,618.00
Sub-Total		\$	6,605.00	\$ 13,210.00
Sales Tax	9.75%	\$	643.99	\$ 1,287.98
Sub-Total		\$	7,248.99	\$ 14,497.98
Installation Labor	2	\$	459.00	\$ 918.00
Shipping	2	\$	159.00	\$ 318.00
Sub-Total		\$	618.00	\$ 1,236.00
Total	2	\$	7,866.99	\$ 15,733.98

RoboVu, LLC



Police Department	Quantity	Price	Total
Ford Crown Victoria			
Robo III	21	\$ 4,799.00	\$ 100,779.00
RoboKEY - Keyboard USB w/Touch Pad	21	\$ 199.00	\$ 4,179.00
RoboPWR - Power Management System	21	\$ 199.00	\$ 4,179.00
USB External CR RW/DVD Rom	21	\$ 99.00	\$ 2,079.00
Mounting Equipment - No Console**	21	\$ 599.00	\$ 12,579.00
Sub-Total		\$ 5,895.00	\$ 123,795.00
Sales Tax	9.75%	\$ 574.76	\$ 12,070.01
Sub-Total		\$ 6,469.76	\$ 135,865.01
Installation Labor - Does NOT Include			
Consoles	21	\$ 459.00	\$ 9,639.00
Shipping	21	\$ 199.00	\$ 4,179.00
Sub-Total		\$ 658.00	\$ 13,818.00
Total	21	\$ 7,127.76	\$ 149,683.01

Dodge Charger			
Robo III	5	\$ 4,799.00	\$ 23,995.00
RoboKEY - Keyboard USB w/Touch Pad	5	\$ 199.00	\$ 995.00
RoboPWR - Power Management System	5	\$ 199.00	\$ 995.00
USB External CR RW/DVD Rom	5	\$ 99.00	\$ 495.00
Mounting Equipment - No Console**	5	\$ 499.00	\$ 2,495.00
Sub-Total		\$ 5,795.00	\$ 28,975.00
Sales Tax	9.75%	\$ 565.01	\$ 2,825.06
Sub-Total		\$ 6,360.01	\$ 31,800.06
Installation Labor			
Shipping	5	\$ 199.00	\$ 995.00
Sub-Total		\$ 658.00	\$ 3,290.00
Total	5	\$ 7,018.01	\$ 35,090.06

Ford F150			
Robo III	2	\$ 4,799.00	\$ 9,598.00
RoboKEY - Keyboard USB w/Touch Pad	2	\$ 199.00	\$ 398.00
RoboPWR - Power Management System	2	\$ 199.00	\$ 398.00
USB External CR RW/DVD Rom	2	\$ 99.00	\$ 198.00
Mounting Equipment - No Console**	2	\$ 549.00	\$ 1,098.00
Sub-Total		\$ 5,845.00	\$ 11,690.00
Sales Tax	9.75%	\$ 569.89	\$ 1,139.78
Sub-Total		\$ 6,414.89	\$ 12,829.78
Installation Labor			
Shipping	2	\$ 199.00	\$ 398.00
Sub-Total		\$ 658.00	\$ 1,316.00
Total	2	\$ 7,072.89	\$ 14,145.78

RoboVu, LLC



Ford Escape Hybrid				
Robo III	1	\$	4,799.00	\$ 4,799.00
RoboKEY - Keyboard USB w/Touch Pad	1	\$	199.00	\$ 199.00
RoboPWR - Power Management System	1	\$	199.00	\$ 199.00
USB External CR RW/DVD Rom	1	\$	99.00	\$ 99.00
Mounting Equipment - No Console**	1	\$	549.00	\$ 549.00
Sub-Total		\$	5,845.00	\$ 5,845.00
Sales Tax	9.75%	\$	569.89	\$ 569.89
Sub-Total		\$	6,414.89	\$ 6,414.89
Installation Labor	1	\$	459.00	\$ 459.00
Shipping	1	\$	199.00	\$ 199.00
Sub-Total		\$	658.00	\$ 658.00
Total	1	\$	7,072.89	\$ 7,072.89

Chevy Tahoe				
Robo III	1	\$	4,799.00	\$ 4,799.00
RoboKEY - Keyboard USB w/Touch Pad	1	\$	199.00	\$ 199.00
RoboPWR - Power Management System	1	\$	199.00	\$ 199.00
USB External CR RW/DVD Rom	1	\$	99.00	\$ 99.00
Mounting Equipment - No Console**	1	\$	549.00	\$ 549.00
Sub-Total		\$	5,845.00	\$ 5,845.00
Sales Tax	9.75%	\$	569.89	\$ 569.89
Sub-Total		\$	6,414.89	\$ 6,414.89
Installation Labor	1	\$	459.00	\$ 459.00
Shipping	1	\$	199.00	\$ 199.00
Sub-Total		\$	658.00	\$ 658.00
Total	1	\$	7,072.89	\$ 7,072.89

45

\$ 325,691.25

Total Fire Vehicles	\$ 112,626.62
Total Police Vehicles	\$ 213,064.63
CA LCD Recycling Fee	\$ 360.00
Total Proposal	\$ 326,051.25

RoboVu, LLC



RoboVu, LLC
Response to RFP #1439
Proposal is Valid for 90 days

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Authorized to Execute Contract: Ed Foster – ed@robovu.com – 480-346-7016

Original



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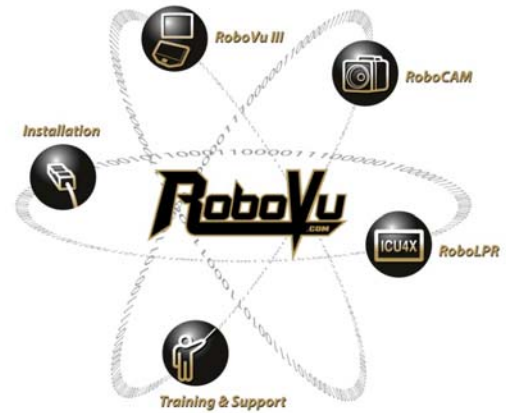


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Letter from the President

RoboVu, LLC, is pleased to submit the following responses for Culver City, California. Within these pages you will see RoboVu has taken every step to provide responses that meet and exceeds all technical requirements needed for a full functional state of the art MDC and DVMS that not only provides the city's needs today, but gives a road map of a successful kickoff, overall superior solution and a project plan that allows our clients to continue to focus on their goals and vision for the future.



In-vehicle technology for Public Safety (Police, Fire, EMS and the Military) has been around for a number of years with the advent of the first PC with limited capabilities from the early 80's through the evolution of micro electronics and the first laptop's of the early 90's that were installed in vehicles. Video was handled with VHS tapes, CDs and DVDs that led the overall process of most departments having an extremely difficult time keep evidence available and a huge burden on resources. Most departments handle their MDCs and Video solutions as two separate solutions. The reality is that any digital video solution needs a rugged computer to work, so why not have an all-in-one computer that can handle both a MDC and DVMS? Well, that is exactly what RoboVu has done. The military background and philosophies have developed not only a single source system, but adopted the methodologies that provides a solution that has a better TCO (Total Cost of Ownership) and a life span coming standard of warranties up to 2 years longer than any competitor. In the appendices of this proposal we have provided information on not only the proposed Robo III, MDC's but RoboCAM which is RoboVu's DVMS, a solution that could greatly benefit the City of Mountain View in the future.

RoboVu has remained a leader in design and innovation for in-vehicle technology over the years and builds solutions coming from a deployable military background. The information outlined in the attached technical response, is a direct result of that leading technology and design. You have our commitment that we will provide our clients with the highest level of Customer Support from the initial order through the life of the RoboVu solution. Thank you for the opportunity to help provide solutions to those who serve and protect our great country.

Sincerely,

Edward Foster, Jr., President



About RoboVu, LLC

Legal Name and Form of Business

RoboVu, LLC was started in October 2007 with the acquisition of HBMI Solutions Public Safety Division, gaining over three years of experience coupled with an extensive customer base. The company qualifies as a small business, with ownership held by Edward and Marie Foster.

Company Mission

RoboVu provides innovative and integrated solutions for public safety professionals through an agile, customer-focused organization. Our solutions provide maximum up-time through reliable products and dependable services, delivered by a team that respects our customers and the security they bring to our world.

Reputation

RoboVu is a leading technology firm, specializing in hardware, software and security solutions for Police, Fire, EMS, and Military agencies. The projects listed in the reference sections are but a few of the 50+ reference accounts that are satisfied customers of RoboVu. We have been providing MDCs (Mobile Data Computers) to the Public Safety Market since 2005 and have extensive experience including; Rugged MDC solutions, DVMS (Digital Video Management System), LPR (License Plate Recognition), Video Analytics, Mounting solutions, Installation and Professional Services.

The product ("Robo III") is OEM designed and manufactured for RoboVu by the same company that builds similar products for most of the military integrators to the US and Federal branches, Roper Mobile Technology (formerly JLT Mobile Computers, Inc.).

Physical Location

RoboVu is located at 4809 East Thistle Landing Drive, Suite 100, Phoenix, AZ, 85044. The main telephone number is 480-346-7016, the fax is 866-885-6475, the customer support email is support@RoboVu.com and the general email is info@RoboVu.com



Project Summary

Overview

The proposed solution is a combination of fixed computers and removable laptop computers for the police and fire vehicles. The proposed police solution will include a new center console, fixed All-In-One computer along with a keyboard and mounting solution for both the computer and keyboard. The proposed fire vehicles will include a combination of fixed computers and laptop style removable computers. The laptop style computer(s) have two options of the larger Panasonic Toughbook 30 and the smaller convertible tablet style Toughbook 19. The fixed computers are all proposed to be the RoboVu's Robo III(s) and all the computers will be proposed with RoboVu's RoboPWR (Power Management hardware and software solution). The installation will be out sourced to ACM (Automotive Computer Mounts) that RoboVu has worked with over the years on many projects throughout California on vehicle out fitting of the Robo III, RoboCAM and RoboPWR.

Hardware Solution - Robo III – Mobile Data Computer

For first responders, police, fire and EMS personnel, having access to critical data in all environments affords a superior advantage. When choosing a mobile computing system, choose the one that's successfully passed the toughest tests on the toughest proving grounds: the battlefield. The RoboVu III has a military pedigree, having been developed for the U.S. armed forces. Safety, security and dependability – the Robo III gives people in the field the edge they need to get the job done. The Robo III mobile computer – the ultimate in ruggedized mobile computing.

Robo III Features

- Rugged precision-milled aluminum housing
- Space-saving all-in-one-design
- Instant screen blanking
- Fully adjustable display lighting
- 1000+ NIT sunlight viewable display
- Minimal wiring for fast installation
- Simplified troubleshooting and repair
- Radio independent
- Removable hard drive
- Integrated speakers
- 12.1" SVGA or XGA
- Pentium® M or Intel® Core™ Duo

- UP to 2 Gig of memory
- Wide-angle screen viewing at 120°
- Multiple mounting and keyboard options
- Multi-function screen controls
- Four USB 2.0 ports
- Two RS-232 ports
- Two type 2 PCMCIA/CARDBUS ports
- External SVGA / XGA port
- Fire wire port
- Strain relief for non-rugged connectors
- Published HALT Test: -36°F to + 248°F and up to 70 G's Shock / Vibration



Hardware Solution – Panasonic Toughbook 30

MIL-STD-810G and 6-foot drop certified¹ for ruggedness, the award-winning Toughbook® 30* offers the ultimate in durability. The fully-rugged mobile computer features Windows Vista® Business (with XP downgrade option), a 13.3" optional sunlight-viewable 1,000 nit touchscreen display with Panasonic CircuLumin™ technology, Intel® Centrino® 2 with vPro™ technology and 160GB shock-mounted HDD. In addition, the Toughbook 30 is mobile broadband ready, comes standard with draft-n Wi-Fi and Bluetooth®, with optional integrated Gobi™ mobile broadband. The rugged, reliable Toughbook 30 enables real-time access to information even in the harshest environments thanks to IP65 certified¹ sealed all-weather design.



Panasonic Toughbook 30 Features

Operating System	Genuine Windows Vista™ Business (with XP downgrade option)
CPU	- Intel® Centrino® 2 with vPro™ technology - Processor speed 1.6Ghz - 6MB L2 cache - 1066MHz FSB
Memory	160GB HDD shock-mounted and quick-release 2048MB SDRAM (DDR2-667MHz) standard, expandable to 4096MB
Display	13.3" 1024x768 XGA LCD



	- Optional touchscreen: 1000 nit sunlight-viewable with Panasonic CircuLumin™ technology - Non-touchscreen: 500 nit External video support Intel® GMA 4500MHD Concealed mode
Audio	Analog Devices AD1883 compliant audio codec Intel® high-definition audio compliant Integrated speaker Convenient keyboard volume and mute controls
Expansion Slot	PC Card Type II x 1 SD Card (SDHC) ExpressCard/54 x 1 Will accept optional Combo or DVD Super MULTI Drive, or 2nd battery
Keyboard & Input	Touchscreen LCD (only with touchscreen model) 87-key with dedicated Windows® key Pressure sensitive touchpad with vertical scrolling support Integrated stylus holder (only with touchscreen model) Port replicator
Interface	External video Headphones/speaker Microphone/line in Serial Ext. antenna conn. USB 2.0 (x 3) IEEE 1394a (FireWire) 10/100/1000 ethernet 56K modem
Wireless	Optional integrated Gobi™ mobile broadband Intel® Wireless WiFi Link 5100 802.11a/b/g/draft-n Bluetooth® v.2.0 + EDR (Class 1) High-gain antenna pass-through
Power Supply	Lithium Ion battery pack (10.65V, 8550mAh) Battery operation: 9 hours (Vista), 10 hours (XP) -- 12.5 hours (Vista), 14 hours (XP) including optional 2nd battery Battery charging time: 5hrs. off/ 8.5hrs. on AC Adapter Suspend / Resume Function, Hibernation, Standby, ACPI BIOS
Security Features	Password Security: Supervisor, User, Hard-Disk Lock Cable Lock Slot Trusted Platform Module (TPM) security chip V.1.2 Computrace® theft protection agent in BIOS Fingerprint reader (option) SmartCard reader (option)
Integrated Options	Gobi™ mobile broadband (EV-DO Rev. A, HSPA)



	250GB HDD (shock-mounted)
	GPS
	Backlit keyboard
	SmartCard reader
	Fingerprint reader
	HDD and battery lock
Dimensions & Weight	11.5"(L) x 11.9" (W) x 2.7-2.8"(H)
Durability Features	MIL-STD-810G certified (6' drop) ¹
	MIL-STD-461E certified
	IP65 certified ¹
	UL1604 certified model
	LCD & HDD heaters
	magnesium alloy case w/handle
	Shock-mounted, quick-release HDD
Warranty	3-year limited warranty, parts & labor

Hardware Solution - Panasonic Toughbook 19

The first MIL-STD-810G certified tablet PC, with a blend of in-the-field flexibility and proven durability, Toughbook® 19* transforms easily from a laptop to a handwriting-friendly tablet PC. The Toughbook 19 features the Windows Vista® operating system (also available with Windows XP), a 10.4" sunlight-viewable 1,000 nit display with Panasonic CircuLumin™ technology, Intel® Centrino® 2 with vPro™ technology and optional integrated Gobi™ mobile broadband. Available with a standard touchscreen or dual touch LCD (touchscreen and digitizer). In addition, a 6-foot drop & IP65 certified¹ design with a full magnesium alloy case, helps to ensure that the Toughbook 19 will stand up to the most rigorous environments.





Panasonic Toughbook 19 Features

Operating System	Genuine Windows Vista™ Business (with XP downgrade option)
CPU	Intel® Core™ 2 Duo Processor SU9300 - Intel® Centrino® 2 with vPro™ technology - Processor speed 1.2Ghz - 3MB L2 cache - 800 MHz FSB
Storage	160GB HDD shock-mounted and quick-release
Memory	2048MB SDRAM (DDR2-667MHz) standard, expandable to 4096MB
Display	10.4" 1024x768 XGA sunlight-viewable touchscreen or optional dual touch LCD -With Panasonic CircuLumin™ technology (4 to 1000 nit) External video support Intel® GS45 (GMA 4500MHD video controller) Concealed mode
Audio	Analog Devices AD1883 compliant audio codec Intel® high-definition audio compliant Integrated speaker Convenient keyboard volume and mute controls
Expansion Slot	PC Card Type II x 1 SD Card (SDHC) ExpressCard/54 x 1
Keyboard & Input	Touchscreen or dual touch (touchscreen and digitizer) models Integrated stylus holder 82-key with dedicated Windows® key Pressure sensitive touchpad with vertical scrolling support
Interface	Port replicator External video Headphones/speaker Microphone/line-In Port Replicator Serial Ext. antenna conn. (x2) USB 2.0 (x2) IEEE 1394a (FireWire) 10/100/1000 Ethernet 56K modem
Wireless	Optional integrated Gobi™ mobile broadband Intel® Wireless WiFi Link 5100 802.11a/b/g/draft-n Bluetooth® V2.0 + EDR (Class 1)
Power Supply	Dual high-gain antenna pass-through Lithium Ion battery pack (10.65V, 5700mAh) Battery operation: 9 hours (Vista), 10 hours (XP) Battery charging time: 4.5hrs. off/ 6.5hrs. on



Power Management	AC Adapter: AC 100V-240V 50/60Hz Suspend / Resume Function, Hibernation, Standby, ACPI BIOS
Security Features	Password Security: Supervisor, User, Hard Disk Lock Cable Lock Slot Trusted Platform Module (TPM) security chip v.1.2 Computerace® theft protection agent in BIOS Fingerprint reader (option) SmartCard reader (option)
Dimensions & Weight	8.5" (L) x 10.7" (W) x 1.9" (H) 5.1 lbs.
Durability Features	MIL-STD-810G certified (6' drop) ¹ MIL-STD-461E certified IP65 certified ¹ UL1604 certified model HDD heater Full magnesium alloy case w/handle Shock-mounted, quick-release HDD
Integrated Options	Gobi™ mobile broadband (EV-DO Rev. A, HSPA) 2MP camera with auto focus and dual LED light GPS Receiver Backlit Keyboard SmartCard reader Fingerprint reader HDD and battery lock
Warranty	3-year limited warranty, parts & labor



Installation Plan

RoboVu utilizes Automotive Computer Mounts as its primary installer on all projects when an agency does not have a preferred installer. RoboVu's Project Manager will coordinate the installation with ACM and the agency to coincide with all hardware delivery. ACM requests that at least two vehicles be available on the first day of installation.

Toward the end of the hardware installation a RoboVu representative will be on-site to test the MDT's. This is done while ACM is still on-site so wiring issues may be addressed by the installer.



Example 1 – Robo III Police Vehicle Installation



Example 2 – Robo III Emergency Vehicle Installation





Timetable for Implementation

RoboVu uses Microsoft Project to manage all projects. A pre-implementation meeting will be scheduled in which a preliminary timeline will be proposed based on the final contract. The timeline will be discussed with the appropriate parties and adjusted as needed. RoboVu will conduct bi-weekly meetings to update the City of any changes or adjustments in the timeline.

The estimated timeline is based on the following assumptions:

- All computers will need to be pre-configured with software.

- The total project will consist of 55 vehicles.

- No consoles will need to be installed.

- We will have access to 2 vehicles a day.

Computer Hardware Configured, Shipped and Delivered and Mounting Hardware Shipped and Delivered 28 – 36 Business Days

Installation @ 2 vehicles per day 23 - 27 Business Days

Without being able to assess the actual mounting configurations needed and the availability of vehicles we have an approximate timeline of 51 – 73 business days from the pre-implementation meeting to the completion of installation. We are very flexible on deploying our technology and if a faster or slower rollout is desired we can adjust to your schedule.



General Requirements Matrix

Robo III Requirements Matrix

	RoboIII Requirements	Vendor Comments
1.00	General Hardware	
1.01	Fully ruggedized unit that is in compliance with Military Spec (MIL-STD-810F)	Fully Compliant to MIL-STD-810F Military Specs
1.02	Operating temperature range (-20 to 140 F)	Exceed Requirement of Operating temperature ranges -31F to 176F. Attached 3 rd party HALT test shows temperature cycling ranges
1.03	Minimum - Intel Duo Core 1.6 GHz Processor	Exceed Requirement with Intel Duo Core 1.66 GHz Processor
1.04	Minimum - 2 GB RAM	Fully Compliant with 2 GB RAM
1.05	Hard Disk 120 GB	Fully Compliant with 120 GB hard disk
1.06	CD/DVD Drive	Fully Compliant with external CD/DVD Drive
1.07	OPTIONAL – RW CD/DVD	Fully Compliant with external RW CD/DVD
1.08	Wireless Spec - 802.11G/N	Fully Compliant with removable 802.11G/N wireless cards
1.09	Modular design to facilitate servicing of the unit, flexibility in mounting and component upgrades	Fully Compliant with modular design for servicing of unit, flexible mounting and component upgrades
2.00	Monitor	



	RoboIII Requirements	Vendor Comments
2.01	Minimum 12" color display Please provide optional pricing for 13"-14" color display or larger (space permitting, specifically for Fire vehicles)	Fully Compliant with the Robo III having a 12.1" color display. A larger screen is not available.
2.02	Durable and scratch resistant	Fully Compliant with durable and scratch resistant touchscreen
2.03	Touchscreen (detail available options i.e. capacitive and/or resistive)	Fully Compliant with Resistive touchscreen
2.04	User adjustable brightness	Exceed Requirement with the Instant off button and dimmable side knob.
2.05	Display should be readable in bright and dim lighting conditions including direct and reflected sunlight	Fully Compliant with over 1,000+ NIT rating on the display and advanced color enhancement to the display
2.06	OPTIONAL – 256 MB Dedicated VRAM	Up to 64 MB Dedicated VRAM
3.00	Keyboard	
3.01	84-key QWERTY Backlit keyboard with function and control keys	Fully Compliant with 84 key QWERTY backlit keyboard with function and control keys
3.02	User adjustable brightness	Fully Compliant with 7 levels of brightness
3.03	Sealed liquid resistant keys	Fully Compliant with liquid resistant keys
4.00	I/O Ports	
4.01	Minimum of 3 USB Ports	Exceed Requirement with 4 USB Ports
4.02	External VGA Port	Exceed Requirement with VGA or XGA external Port
4.03	One (1) Serial Port	Exceed Requirement with 2 Serial Ports



	RoboIII Requirements	Vendor Comments
4.04	OPTIONAL – 2 Ethernet Ports	Fully Compliant with 1 internal Ethernet Port and 1 external Ethernet port
4.05	Cellular network and WiFi capable	Fully Compliant with cellular network and WiFi capable with optional cards
5.00	Battery/Power Management	
5.01	Installation shall include supplemental battery/power management components necessary to ensure vehicle and MDC readiness and functionality.(Please detail power solution)	Fully Compliant with RoboPWR a power management hardware and software solution that can soft shut down the computer, steps up voltage to the computer and cleans the power to the computer
6.00	Operating System	
6.01	Windows XP SP3	Fully Compliant with XP SP3
7.00	Freight and Delivery	
7.01	Indicate how and when a delivery schedule for the project will be established.	Once a confirmed contract is put in place a detailed project plan will be started indicating expected delivery dates for all items. A report will be provided to the appropriate parties.
7.02	Detail Freight and Delivery charges.	Flat fee of \$199.00 per vehicle. 55 @ \$199.00 = \$10,945.00
8.00	Hardware Warranty and Support	
8.01	Please explain in detail the standard hardware warranty and identify any additional cost for warranty and replacement options that would be available.	The Robo III comes standard with a 5 year warranty and is attached; the keyboard comes with a 1 year warranty. An optional Hot Stand-By Replacement program is \$9.99 per system per month where RoboVu will keep 1 of every computer on a shelf for cross shipment in the event of any type of



	RoboVu Requirements	Vendor Comments
		failure or damage
8.02	Detail the turn-around time for repairs; include description of the process and costs that would be incurred by the City.	Normal turn around for RMA's are 48 to 96 hours for repairs. Client pays for shipping to repair facility and RoboVu pays for shipment back to client
8.03	Provide your recommended on-site hardware policy for equipment outage and/or replacements. Include any City related costs for all options. (Example – does the vendor recommend on-site storage of spare hardware or is there a next day/two day replacement guarantee)	There are two options on equipment outage or replacements. First an optional Hot Stand-By Replacement program is \$9.99 per system per month where RoboVu will keep 1 of every computer on a shelf for cross shipment in the event of any type of failure or damage or Second the agency can keep purchased spare systems at their facility. We recommend our clients choose one of the two for replacement guarantees
8.04	Detail your technical support policy (include response time commitments).	The technical support line of 480-346-7016 or support@robovu.com is available from 8am to 5pm Arizona time. Typical calls are answered with a live support specialist, but during high volume of in-bound calls messages are returned with 2 to 4 hours. RMA or Warranty repair can be registered 24 hours 365 days a year at http://www.robovu.com/warranty.php
9.00	Vehicle Mounting and Installation	
9.01	Please list and provide detailed cost for installation and mounting services.	2 Battalion Chief Vehicles @ \$629.00 = \$1258.00 53 Vehicles @ \$459.00 = \$24,237.00 Does not include installation of consoles.



	RoboVu Requirements	Vendor Comments
9.02	Please detail the installation schedule.	ACM can generally complete 2 vehicles a day provided there are no complications or hold ups. The schedule can be adjusted according to the needs of each individual department. This schedule will be determined in the pre-implementation meeting.



Panasonic Tough book 30 Requirements Matrix

	Panasonic Toughbook 30 Requirements	Vendor Comments
1.00	General Hardware	
1.01	Fully ruggedized unit that is in compliance with Military Spec (MIL-STD-810F)	Fully Compliant to MIL-STD-810F Military Specs
1.02	Operating temperature range (-20 to 140 F)	Fully Compliant of Operating temperature ranges -20F to 140F.
1.03	Minimum - Intel Duo Core 1.6 GHz Processor	Fully Compliant with Intel Duo Core 1.6 GHz Processor
1.04	Minimum - 2 GB RAM	Fully Compliant up to 4 GB RAM
1.05	Hard Disk 120 GB	Fully Compliant up to 160 GB hard disk
1.06	CD/DVD Drive	Fully Compliant with CD/DVD Drive
1.07	OPTIONAL – RW CD/DVD	Fully Compliant with RW CD/DVD
1.08	Wireless Spec - 802.11G/N	Fully Compliant with 802.11G/N wireless
1.09	Modular design to facilitate servicing of the unit, flexibility in mounting and component upgrades	Fully Compliant with modular design for servicing of unit, flexible mounting and component upgrades
2.00	Monitor	
2.01	Minimum 12" color display Please provide optional pricing for 13"-14" color display or larger (space permitting, specifically for Fire vehicles)	Fully Compliant 13.3" color display. Only size available in this model.
2.02	Durable and scratch resistant	Fully Compliant with durable and scratch resistant touchscreen
2.03	Touchscreen (detail available options i.e. capacitive and/or resistive)	Fully Compliant with Resistive touchscreen



	Panasonic Toughbook 30	
	Requirements	Vendor Comments
2.04	User adjustable brightness	Fully Compliant with User adjustable brightness
2.05	Display should be readable in bright and dim lighting conditions including direct and reflected sunlight	Fully Compliant with 1,000 NIT rating on the display
2.06	OPTIONAL – 256 MB Dedicated VRAM	Fully Compliant up to 256 MB Dedicated VRAM
3.00	Keyboard	
3.01	84-key QWERTY Backlit keyboard with function and control keys	Fully Compliant with 84 key QWERTY backlit keyboard with function and control keys
3.02	User adjustable brightness	Fully Compliant with user brightness
3.03	Sealed liquid resistant keys	Fully Compliant with liquid resistant keys
4.00	I/O Ports	
4.01	Minimum of 3 USB Ports	Fully Compliant with 3 USB Ports
4.02	External VGA Port	Fully Compliant with VGA external Port
4.03	One (1) Serial Port	Fully Compliant with 1 Serial Ports
4.04	OPTIONAL – 2 Ethernet Ports	Fully Compliant with 1 internal Ethernet Port and 1 external Ethernet port
4.05	Cellular network and Wi-Fi capable	Fully Compliant with cellular network and Wi-Fi capable
5.00	Battery/Power Management	
5.01	Installation shall include supplemental battery/power management components necessary to ensure vehicle and MDC readiness and functionality.	Fully Compliant with RoboPWR a power management hardware and software solution that can soft shut down the computer, steps up voltage to the computer



	Panasonic Toughbook 30 Requirements	Vendor Comments
	(Please detail power solution)	and cleans the power to the computer
6.00	Operating System	
6.01	Windows XP SP3	Fully Compliant with XP SP3
7.00	Freight and Delivery	
7.01	Indicate how and when a delivery schedule for the project will be established.	Once a confirmed contract is put in place a detailed project plan will be started indicating expected delivery dates for all items. A report will be provided to the appropriate parties.
7.02	Detail Freight and Delivery charges.	Flat fee of \$199.00 per vehicle. 55 @ \$199.00 = \$10,945.00.
8.00	Hardware Warranty and Support	
8.01	Please explain in detail the standard hardware warranty and identify any additional cost for warranty and replacement options that would be available.	The CF 30 comes standard with a 3 year warranty. An optional Hot Stand-By Replacement program is \$9.99 per system per month where RoboVu will keep 1 of every computer on a shelf for cross shipment in the event of any type of failure or damage
8.02	Detail the turn-around time for repairs; include description of the process and costs that would be incurred by the City.	Normal turn around for RMA's are 48 to 96 hours for repairs. Client pays for shipping to repair facility and RoboVu pays for shipment back to client
8.03	Provide your recommended on-site hardware policy for equipment outage and/or replacements. Include any City related costs for all options.	There are two options on equipment outage or replacements. First an optional Hot Stand-By Replacement program is \$9.99 per system per month where RoboVu will keep 1 of every computer on a shelf for cross



	Panasonic Toughbook 30	
	Requirements	Vendor Comments
	(Example – does the vendor recommend on-site storage of spare hardware or is there a next day/two day replacement guarantee)	shipment in the event of any type of failure or damage or Second the agency can keep purchased spare systems at their facility. We recommend our clients choose one of the two for replacement guarantees
8.04	Detail your technical support policy (include response time commitments).	The technical support line of 480-346-7016 or support@robovu.com is available from 8am to 5pm Arizona time. Typical calls are answered with a live support specialist, but during high volume of in-bound calls messages are returned with 2 to 4 hours. RMA or Warranty repair cans be registered 24 hours 365 days a year at http://www.robovu.com/warranty.php
9.00	Vehicle Mounting and Installation	
9.01	Please list and provide detailed cost for installation and mounting services.	2 Battalion Chief Vehicles @ \$629.00 = \$1258.00 53 Vehicles @ \$459.00 = \$24,237.00 Does not include installation of consoles.
9.02	Please detail the installation schedule.	ACM can generally complete 2 vehicles a day provided there are no complications or hold ups. The schedule can be adjusted according to the needs of each individual department. This schedule will be determined in the pre-implementation meeting.



Panasonic Toughbook 19 Requirements Matrix

	Panasonic Toughbook 19 Requirements	Vendor Comments
1.00	General Hardware	
1.01	Fully ruggedized unit that is in compliance with Military Spec (MIL-STD-810F)	Fully Compliant to MIL-STD-810F Military Specs
1.02	Operating temperature range (-20 to 140 F)	Operating temperature ranges -13F to 140F.
1.03	Minimum - Intel Duo Core 1.6 GHz Processor	Fully Compliant with Intel Duo Core 1.6 GHz Processor
1.04	Minimum - 2 GB RAM	Fully Compliant up to 4 GB RAM
1.05	Hard Disk 120 GB	Fully Compliant up to 160 GB hard disk
1.06	CD/DVD Drive	Fully Compliant with CD/DVD Drive
1.07	OPTIONAL – RW CD/DVD	Fully Compliant with RW CD/DVD
1.08	Wireless Spec - 802.11G/N	Fully Compliant with 802.11G/N wireless
1.09	Modular design to facilitate servicing of the unit, flexibility in mounting and component upgrades	Fully Compliant with modular design for servicing of unit, flexible mounting and component upgrades
2.00	Monitor	
2.01	Minimum 12" color display Please provide optional pricing for 13"-14" color display or larger (space permitting, specifically for Fire vehicles)	10.4" color display Only size available in this model.
2.02	Durable and scratch resistant	Fully Compliant with durable and scratch resistant touchscreen
2.03	Touchscreen (detail available options i.e. capacitive and/or resistive)	Fully Compliant with Resistive touchscreen

	Panasonic Toughbook 19	
	Requirements	Vendor Comments
2.04	User adjustable brightness	Fully Compliant with User adjustable brightness
2.05	Display should be readable in bright and dim lighting conditions including direct and reflected sunlight	Fully Compliant with outdoor readable display
2.06	OPTIONAL – 256 MB Dedicated VRAM	Fully Compliant ability of 256 MB Dedicated VRAM
3.00	Keyboard	
3.01	84-key QWERTY Backlit keyboard with function and control keys	82 key QWERTY backlit keyboard with function and control keys
3.02	User adjustable brightness	Fully Compliant with user brightness
3.03	Sealed liquid resistant keys	Fully Compliant with liquid resistant keys
4.00	I/O Ports	
4.01	Minimum of 3 USB Ports	2 USB Ports
4.02	External VGA Port	Fully Compliant with VGA external Port
4.03	One (1) Serial Port	Fully Compliant with 1 Serial Ports
4.04	OPTIONAL – 2 Ethernet Ports	Fully Compliant with 1 internal Ethernet Port and 1 external Ethernet port
4.05	Cellular network and Wi-Fi capable	Fully Compliant with cellular network and Wi-Fi capable
5.00	Battery/Power Management	
5.01	Installation shall include supplemental battery/power management components necessary to ensure vehicle and MDC readiness and functionality.	Fully Compliant with RoboPWR a power management hardware and software solution that can soft shut down the computer, steps up voltage to the computer



	Panasonic Toughbook 19 Requirements	Vendor Comments
	(Please detail power solution)	and cleans the power to the computer
6.00	Operating System	
6.01	Windows XP SP3	Fully Compliant with XP SP3
7.00	Freight and Delivery	
7.01	Indicate how and when a delivery schedule for the project will be established.	Once a confirmed contract is put in place a detailed project plan will be started indicating expected delivery dates for all items. A report will be provided to the appropriate parties.
7.02	Detail Freight and Delivery charges.	Flat fee of \$199.00 per vehicle. 55 @ \$199.00 = \$10,945.00
8.00	Hardware Warranty and Support	
8.01	Please explain in detail the standard hardware warranty and identify any additional cost for warranty and replacement options that would be available.	The CF 19 comes standard with a 3 year warranty. An optional Hot Stand-By Replacement program is \$9.99 per system per month where RoboVu will keep 1 of every computer on a shelf for cross shipment in the event of any type of failure or damage
8.02	Detail the turn-around time for repairs; include description of the process and costs that would be incurred by the City.	Normal turn around for RMA's are 48 to 96 hours for repairs. Client pays for shipping to repair facility and RoboVu pays for shipment back to client
8.03	Provide your recommended on-site hardware policy for equipment outage and/or replacements. Include any City related costs for all options. (Example – does the vendor recommend on-	There are two options on equipment outage or replacements. First an optional Hot Stand-By Replacement program is \$9.99 per system per month where RoboVu will keep 1 of every computer on a shelf for cross



	Panasonic Toughbook 19	
	Requirements	Vendor Comments
	site storage of spare hardware or is there a next day/two day replacement guarantee)	shipment in the event of any type of failure or damage or Second the agency can keep purchased spare systems at their facility. We recommend our clients choose one of the two for replacement guarantees
8.04	Detail your technical support policy (include response time commitments).	The technical support line of 480-346-7016 or support@robovu.com is available from 8am to 5pm Arizona time. Typical calls are answered with a live support specialist, but during high volume of in-bound calls messages are returned with 2 to 4 hours. RMA or Warranty repair cans be registered 24 hours 365 days a year at http://www.robovu.com/warranty.php
9.00	Vehicle Mounting and Installation	
9.01	Please list and provide detailed cost for installation and mounting services.	2 Battalion Chief Vehicles @ \$629.00 = \$1258.00 53 Vehicles @ \$459.00 = \$24,237.00 Does not include installation of consoles.
9.02	Please detail the installation schedule.	ACM can generally complete 2 vehicles a day provided there are no complications or hold ups. The schedule can be adjusted according to the needs of each individual department. This schedule will be determined in the pre-implementation meeting.



Itemization and Pricing

Total Proposed Pricing

Total Fire Vehicles	\$ 344,307.64
Total Police Vehicles	\$ 399,067.38
Total Proposal	\$ 743,375.02

Itemization

Fire Department	Quantity	Price	Total
Seagraves Engine			
Robo III	6	\$ 4,999.00	\$ 29,994.00
RoboKEY - Keyboard USB w/Touch Pad	6	\$ 199.00	\$ 1,194.00
RoboPWR - Power Management System	6	\$ 199.00	\$ 1,194.00
USB External CR RW/DVD Rom	6	\$ 99.00	\$ 594.00
Mounting Equipment - No Console	6	\$ 259.00	\$ 1,554.00
Sub-Total		\$ 5,755.00	\$ 34,530.00
Sales Tax	8.25%	\$ 474.79	\$ 2,848.73
Sub-Total		\$ 6,229.79	\$ 37,378.73
Installation Labor	6	\$ 459.00	\$ 2,754.00
Shipping	6	\$ 199.00	\$ 1,194.00
Sub-Total		\$ 658.00	\$ 3,948.00
Total	6	\$ 12,642.79	\$ 75,856.73

Ladder Truck			
Robo III	2	\$ 4,999.00	\$ 9,998.00
RoboKEY - Keyboard USB w/Touch Pad	2	\$ 199.00	\$ 398.00
RoboPWR - Power Management System	2	\$ 199.00	\$ 398.00
USB External CR RW/DVD Rom	2	\$ 99.00	\$ 198.00
Mounting Equipment - No Console	2	\$ 239.00	\$ 478.00
Sub-Total		\$ 5,735.00	\$ 11,470.00
Sales Tax	8.25%	\$ 473.14	\$ 946.28
Sub-Total		\$ 6,208.14	\$ 12,416.28
Installation Labor	2	\$ 459.00	\$ 918.00
Shipping	2	\$ 199.00	\$ 398.00
Sub-Total		\$ 658.00	\$ 1,316.00
Total	2	\$ 12,601.14	\$ 25,202.28



BCV - Chevy Suburban/Ford Excursion				
Panasonic Toughbook 30*	2	\$ 4,799.00	\$	9,598.00
RoboKEY - Keyboard USB w/Touch Pad	2	\$ 199.00	\$	398.00
RoboPWR - Power Management System	2	\$ 199.00	\$	398.00
Remote Display	2	\$ 2,299.00	\$	4,598.00
Mounting Equipment - No Console	2	\$ 1,299.00	\$	2,598.00
Sub-Total		\$ 8,795.00	\$	17,590.00
Sales Tax	8.25%	\$ 725.59	\$	1,451.18
Sub-Total		\$ 9,520.59	\$	19,041.18
Installation Labor	2	\$ 629.00	\$	1,258.00
Shipping	2	\$ 199.00	\$	398.00
Sub-Total		\$ 828.00	\$	1,656.00
Total	2	\$ 19,143.59	\$	38,287.18

Ambulance Rescue				
Robo III	3	\$ 4,999.00	\$	14,997.00
RoboKEY - Keyboard USB w/Touch Pad	3	\$ 199.00	\$	597.00
RoboPWR - Power Management System	3	\$ 199.00	\$	597.00
USB External CR RW/DVD Rom	3	\$ 99.00	\$	297.00
Mounting Equipment - No Console	3	\$ 569.00	\$	1,707.00
Sub-Total		\$ 6,065.00	\$	18,195.00
Sales Tax	8.25%	\$ 500.36	\$	1,501.09
Sub-Total		\$ 6,565.36	\$	19,696.09
Installation Labor	3	\$ 459.00	\$	1,377.00
Shipping	3	\$ 199.00	\$	597.00
Sub-Total		\$ 658.00	\$	1,974.00
Total	3	\$ 13,288.36	\$	39,865.09

Ford Crown Victoria				
Panasonic Toughbook 30*	7	\$ 4,799.00	\$	33,593.00
RoboPWR - Power Management System	7	\$ 199.00	\$	1,393.00
Mounting Equipment - No Console	7	\$ 1,289.00	\$	9,023.00
Sub-Total		\$ 6,287.00	\$	44,009.00
Sales Tax	8.25%	\$ 518.68	\$	3,630.74
Sub-Total		\$ 6,805.68	\$	47,639.74
Installation Labor	7	\$ 459.00	\$	3,213.00
Shipping	7	\$ 199.00	\$	1,393.00
Sub-Total		\$ 658.00	\$	4,606.00
Total	7	\$ 13,750.68	\$	96,254.74



Ford Explorer				
Panasonic Toughbook 30*	3	\$ 4,799.00	\$	14,397.00
RoboPWR - Power Management System	3	\$ 199.00	\$	597.00
Mounting Equipment - No Console	3	\$ 1,309.00	\$	3,927.00
Sub-Total		\$ 6,307.00	\$	18,921.00
Sales Tax	8.25%	\$ 520.33	\$	1,560.98
Sub-Total		\$ 6,827.33	\$	20,481.98
Installation Labor	3	\$ 459.00	\$	1,377.00
Shipping	3	\$ 159.00	\$	477.00
Sub-Total		\$ 618.00	\$	1,854.00
Total	3	\$ 13,752.33	\$	41,256.98

Chevy Suburban				
Panasonic Toughbook 30*	1	\$ 4,799.00	\$	4,799.00
RoboPWR - Power Management System	1	\$ 199.00	\$	199.00
Mounting Equipment - No Console	1	\$ 1,309.00	\$	1,309.00
Sub-Total		\$ 6,307.00	\$	6,307.00
Sales Tax	8.25%	\$ 520.33	\$	520.33
Sub-Total		\$ 6,827.33	\$	6,827.33
Installation Labor	1	\$ 459.00	\$	459.00
Shipping	1	\$ 199.00	\$	199.00
Sub-Total		\$ 658.00	\$	658.00
Total	1	\$ 13,792.33	\$	13,792.33

Ford F250				
Panasonic Toughbook 30*	1	\$ 4,799.00	\$	4,799.00
RoboPWR - Power Management System	1	\$ 199.00	\$	199.00
Mounting Equipment - No Console	1	\$ 1,309.00	\$	1,309.00
Sub-Total		\$ 6,307.00	\$	6,307.00
Sales Tax	8.25%	\$ 520.33	\$	520.33
Sub-Total		\$ 6,827.33	\$	6,827.33
Installation Labor	1	\$ 459.00	\$	459.00
Shipping	1	\$ 199.00	\$	199.00
Sub-Total		\$ 658.00	\$	658.00
Total	1	\$ 13,792.33	\$	13,792.33

*The quotes for the Notebooks were calculated using the Toughbook 30. Another option is the **Toughbook 19** which can be purchased for **\$4399.00**. The City may choose one or the other or both.



Police Department	Quantity	Price	Total
Ford Crown Victoria			
Robo III	21	\$ 4,999.00	\$ 104,979.00
RoboKEY - Keyboard USB w/Touch Pad	21	\$ 199.00	\$ 4,179.00
RoboPWR - Power Management System	21	\$ 199.00	\$ 4,179.00
USB External CR RW/DVD Rom	21	\$ 99.00	\$ 2,079.00
Mounting Equipment - No Console**	21	\$ 599.00	\$ 12,579.00
Sub-Total		\$ 6,095.00	\$ 127,995.00
Sales Tax	8.25%	\$ 502.84	\$ 10,559.59
Sub-Total		\$ 6,597.84	\$ 138,554.59
Installation Labor-Does not include Consoles***	21	\$ 459.00	\$ 9,639.00
Shipping	21	\$ 199.00	\$ 4,179.00
Sub-Total		\$ 848.00	\$ 17,808.00
Total	21	\$ 13,350.84	\$ 280,367.59

Dodge Charger			
Robo III	5	\$ 4,999.00	\$ 24,995.00
RoboKEY - Keyboard USB w/Touch Pad	5	\$ 199.00	\$ 995.00
RoboPWR - Power Management System	5	\$ 199.00	\$ 995.00
USB External CR RW/DVD Rom	5	\$ 99.00	\$ 495.00
Mounting Equipment - No Console**	5	\$ 499.00	\$ 2,495.00
Sub-Total		\$ 5,995.00	\$ 29,975.00
Sales Tax	8.25%	\$ 494.59	\$ 2,472.94
Sub-Total		\$ 6,489.59	\$ 32,447.94
Installation Labor-Does not include Consoles***	5	\$ 459.00	\$ 2,295.00
Shipping	5	\$ 199.00	\$ 995.00
Sub-Total		\$ 658.00	\$ 3,290.00
Total	5	\$ 13,142.59	\$ 65,712.94

Ford F150			
Robo III	2	\$ 4,999.00	\$ 9,998.00
RoboKEY - Keyboard USB w/Touch Pad	2	\$ 199.00	\$ 398.00
RoboPWR - Power Management System	2	\$ 199.00	\$ 398.00
USB External CR RW/DVD Rom	2	\$ 99.00	\$ 198.00
Mounting Equipment - No Console**	2	\$ 549.00	\$ 1,098.00
Sub-Total		\$ 6,045.00	\$ 12,090.00
Sales Tax	8.25%	\$ 498.71	\$ 997.43
Sub-Total		\$ 6,543.71	\$ 13,087.43
Installation Labor-Does not include Consoles***	2	\$ 459.00	\$ 918.00
Shipping	2	\$ 199.00	\$ 398.00
Sub-Total		\$ 658.00	\$ 1,316.00
Total	2	\$ 13,246.71	\$ 26,493.43



Ford Escape Hybrid				
Robo III	1	\$ 4,999.00	\$ 4,999.00	
RoboKEY - Keyboard USB w/Touch Pad	1	\$ 199.00	\$ 199.00	
RoboPWR - Power Management System	1	\$ 199.00	\$ 199.00	
USB External CR RW/DVD Rom	1	\$ 99.00	\$ 99.00	
Mounting Equipment - No Console**	1	\$ 549.00	\$ 549.00	
Sub-Total		\$ 6,045.00	\$ 6,045.00	
Sales Tax	8.25%	\$ 498.71	\$ 498.71	
Sub-Total		\$ 6,543.71	\$ 6,543.71	
Installation Labor-Does not include Consoles***	1	\$ 459.00	\$ 459.00	
Shipping	1	\$ 199.00	\$ 199.00	
Sub-Total		\$ 658.00	\$ 658.00	
Total		1	\$ 13,246.71	\$ 13,246.71

Chevy Tahoe				
Robo III	1	\$ 4,999.00	\$ 4,999.00	
RoboKEY - Keyboard USB w/Touch Pad	1	\$ 199.00	\$ 199.00	
RoboPWR - Power Management System	1	\$ 199.00	\$ 199.00	
USB External CR RW/DVD Rom	1	\$ 99.00	\$ 99.00	
Mounting Equipment - No Console**	1	\$ 549.00	\$ 549.00	
Sub-Total		\$ 6,045.00	\$ 6,045.00	
Sales Tax	8.25%	\$ 498.71	\$ 498.71	
Sub-Total		\$ 6,543.71	\$ 6,543.71	
Installation Labor-Does not include Consoles***	1	\$ 459.00	\$ 459.00	
Shipping	1	\$ 199.00	\$ 199.00	
Sub-Total		\$ 658.00	\$ 658.00	
Total		1	\$ 13,246.71	\$ 13,246.71

Mounting Equipment does not include console prices for the Police Vehicles. The **consoles can be purchased for an additional **\$379.00** per vehicle.

***Additional Fee to **install consoles** is **\$150.00** per vehicle.

Customizable Items

Below is a list of optional items that can be added to the RoboVu solution.

32 GIG Solid State Hard Drive - \$1,299.00 (RoboIII)
 3 Track Barcode Swipe - \$119.00
 300 DPI Printer - \$449
 Accessible USB Port (In Dash) - \$49.00
 Rugged Mountable USB/Ethernet Hub - \$299.00
 Antenna for EVDO - \$99.00

Proposal Diagrams

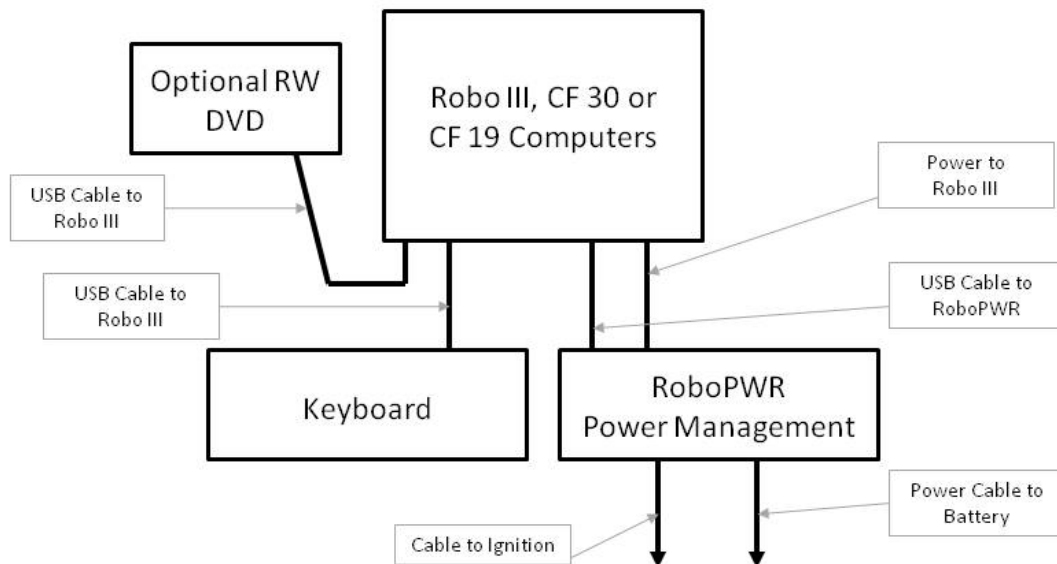


Diagram 1. Wiring for all vehicles except Battalion Chief Vehicles

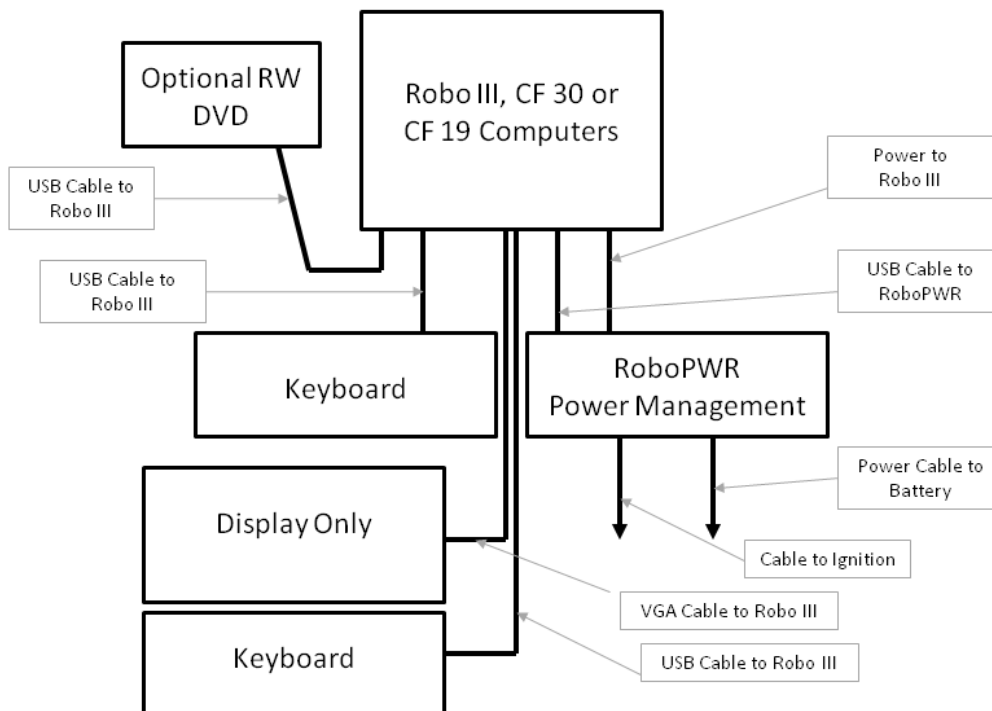


Diagram 2. Wiring for Battalion Chief Vehicles



Subcontractor Installation Services

Automotive Computer Mounts, LLC (ACM) was founded in 2008 with the safety and comfort of emergency personnel in mind. The founder has ten years of experience in emergency vehicle up fitting and an additional ten years of law enforcement experience. ACM staff travels nationwide for installation of mobile computer and camera systems. We have been working with the Marquette University ergonomists and Gamber Johnson to develop the most ergonomic mounting solutions available. ACM has also been the preferred installer for RoboVu for the past year. ACM's engineers are capable of retrofitting and redesigning mounting solutions to assure the most ergonomic mounting configurations. ACM is a rapidly growing company and has extended its services from public safety to the utility, insurance and trucking industries.

References for Automotive Computer Mounts

Barstow Police Dept - Tara Becerra - (760) 255-5127

220 E. Mountain, Barstow, CA 92311

City Of Mesquite - Gary Erickson – (702) 346-5295

500 Hillside Dr., Mesquite, NV 89027

Coushatta Tribe PD - Douglas Herbert – (337) 584-1457

3602 Powell Rd., Elton, LA 70532

City of Ontario - Colin Fernandes - 909-395-2118

303 E. B Street, Ontario, CA 91764



RoboVu References

Name: City of Garden Grove

Address: 13802 New Hope Street
Garden Grove, CA 92843

Hardware Configuration: 65 – RoboII, 12.1”, Intel 1.4 GHz Pentium M, 1000+ NITs, 80 GIG HD, 1 GIG RAM, XP Pro, Speaker, Dome, Bare Lead Cables, RoboKEY Keyboards. Installed Mounts and Hardware for 48 Crown Vics, 4 Tahoes, 1 Expedition, 2 Motorhomes, 2 Surveillance Vans, 1 Astro Van and 1 Rolling Cart. Garden Grove continues to order MDC’s.

Contact Name: Travis Whitman

Phone Number: 714-741-5704

Contract Dates: January, 2006 & 09

Name: Santa Ana Police

Address: 60 Civic Center Plaza
Santa Ana, CA 92701

Configuration: 106 – RoboI, 12.1”, Intel 1.4 GHz Pentium, 1000+ NITs, 80 GIG HD, 1 GIG RAM, XP Pro, Speaker, Dome, Bare Lead Cables, RoboKEY Keyboards. 94 – Mounts and Hardware for Crown Vics, Magnums.

Contact Name: Bob Faster

Phone Number: 714-245-8042

Contract Dates: February, 2007

Name: City of Modesto FD & PD

Address: 1010 Tenth St., 5th Flr #5500
Modesto, Ca 95354

Configuration: 21 – Robo III, 12.1” Intel 1.6 GHz Core Duo, 1000+ NITs, 120 GIG HD, 2 GIG RAM, XP Pro, Speaker, Dome, Bare Lead Cables. 21 - RoboKEY USB Keyboards with Touchpad.

Contact Name: Bonnie Wysocki

Phone Number: 209-577-5405

Contract Dates: September 04 & 09

Name: City of Ontartio FD & PD

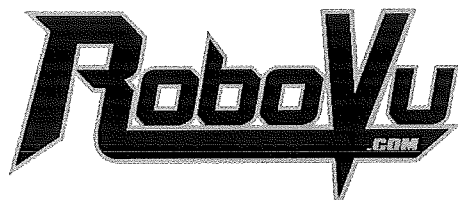
Address: 303 E. B Street
Ontario, CA 91764

Configuration: 10 – Robu II, 12.1, Intel 1.4GHZ Pentium M, 1000+ NITs, 80 GIG HD, 1GIG RAM. 10 - RoboKEY USB Keyboards with Touchpad.

Contact Name: Colin Fernandes

Phone Number: 909-395-2118

Contract Dates: May 2008



Proposal Certification

City of Culver City
Request for Proposal #1439
Public Safety MDCs

Attachment A

Proposal Certification

The undersigned hereby agrees to comply with all the terms and conditions put forth in the City's Request for Proposal. I further declare that I am an official of the company listed below and am authorized to provide this proposal to the City of Culver City.

Vendor Name: RoboVu, LLC
Vendor Address: 4809 E Thistle Landing Dr.
Suite 100
Phoenix AZ 85044

Vendor Phone: 480-346-7016

By: Edward Foster
Print Name

Title: President
Print Title

Signed: Edward Foster, Jr. Date: 10/19/09



Appendix A - HALT Test Report – RoboVu III

(HALT – Highly Accelerated Life Test)

Test object: TNA120X (ETX Standard Platform)

Exception: Flash disk used instead of rotating hard disk

Temperature test

- Normal function up to +80°C surrounding temperature.
- At +120°C the LCD module gets permanent damage.
- From -25°C the intensity of the backlight decreases evenly until it's unreadable at -37°C. (The display module doesn't get any damages though)
- At -70°C, which is the test equipment's lowest temperature, the UUT (Unit Under Test) still runs (with unreadable display) without any permanent damage.

Temperature cycling

- Between -35°C and +80°C no permanent failures occur.

Vibration

- UUT 1 worked up to 55 G-rms, which was reached after 4 hours of testing. The fault was a memory module, which had shaken loose. This was fixed at the location with a small piece of adhesive EPDM.
- After restarting the test of this unit a malfunctioning on the CPU board appeared. The board is now being examined to determine cause.
- UUT 2 replaced the broken computer and the test continued up to 75 G-rms, which was the test equipment's maximum level. At 75 G-rms the IDE cable and the display module broke down. The IDE cable had gotten fatigue failures.

Vibration combined with temperature cycling

- The temperature was cycled between +80°C and -35°C while the vibration was increased.
- UUT 3 worked normally up to 40 G-rms (-35°C). The fault, which was discovered much later at JLT, was also this time a fatigue ribbon cable on the IDE cable.
- At 50 G-rms and the temperature +80°C faults occurred on an integrated circuit in the PCMCIA controller. The tests were discontinued at 50 G-rms.
-

In general

- The faults on the IDE cables and the PCMCIA controller were discovered as first at the sub examination back at JLT.
- No IDE cables were replaced during tests. If this error had been found on the test site some of the faults in the combined tests could have been avoided.

Detected faults

- Loosen memory module, easily fixed with an adhesive EPDM rubber.
- LCD module breakdown at very high temperature, no preventive measures needed.
- Backlight intensity decreases when temperature goes below -20°C. No easy solution found. One way is to preheat the CCFL tubes.
- Fatigue ribbon cables because of high vibration and long duration, several possible solutions exist. One suggestion could be to replace the IDE cable with a new type of connector.
- CPU board, under investigation at JLT.
- LCD module breakdown because of high vibration during long time, probably caused by exhaustion. No preventive measures needed.
- PCMCIA controller, breakdown at high temperature combined with very high vibration, no preventive measures needed.



Appendix B – ISO Certificates - RoboVu III

ISO Certificate of Registration – ISO 9001



Certificate of Registration

Translation from a Swedish Original



The following organization's Quality Management System has been assessed and registered by SEMKO Certification AB as conforming to the requirements of:

SS-EN ISO 9001:2000

The conditions and extent of this certificate are stated in the certification decision.

Certificate Number
11044

Initial Certification Date
6 October 1995

Certificate Issue Date
27 September 2007

Certificate Expiry Date
6 October 2010



Lövånger Elektronik AB

Lövånger (Sweden)



The Quality Management System is applicable to:

Manufacturing of electronic products




SEMKO Certification AB –
P.O. Box 1103, S-164 22 Kista, Sweden



ISO Certificate of Registration – ISO 14001

Intertek

Certificate of Registration

Translation from a Swedish Original



The following organization's Environmental Management System has been assessed and registered by SEMKO Certification AB as conforming to the requirements of:

SS-EN ISO 14001:2004

The conditions and extent of this certificate are stated in the certification decision

Certificate Number
1414971

Initial Certification Date
17 October 2001

Certificate Issue Date
27 September 2007

Certificate Expiry Date
17 October 2010



Lövånger Elektronik AB

Lövånger (Sweden)



The Environmental Management System is applicable to the management of the environmental aspects related to:

Manufacturing of electronic products



SEMKO Certification AB –
P.O. Box 1103, S-164 22 Kista, Sweden