



Company Letterhead

INDEPENDENT COST ESTIMATE

Date: April 25, 2013

Company: Company Name, Inc.

Address: "A" Street, Sacramento, CA, 95814

Requestor: Name

Title: President and CEO

Project Manager Contact Information

Project Manager: Name

Title: COO

Phone: 916-xxx-xxxx

FAX: 916-xxx-xxxx

E-Mail: name@company.org

Grant Program Information

Program Liaison: Caltrans Name

Caltrans District: 3

Grant Program: 5310

Standard Agreement: xxxxxx

Project Description: 8 Hardware Surveillance Video-Monitoring Systems

Type of Contract Action: New

SA Funding: \$2,792/unit for a total cost of \$22,336

Scope of Work:

1. The DVR must record up to 4 channels of video simultaneously, **"switching" systems are not acceptable.**
2. The DVR must record 4 channels of audio.
3. The DVR must be capable of both vertical and horizontal mounting, including under-mount.
4. The DVR must support data storage on 2.5" mobile ruggedized hard drives.
5. Hard disk capacity: 160 GB, 250 GB, 500 GB



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6. The DVR hard drive must be hot-swappable and mounted in a removable, locking carrier
7. The DVR hard drive must connect to a PC or laptop via a USB cable
8. The DVR must offer a “One Touch Download” feature to download recordings with a single key press
9. The DVR must have alarm settings and be programmable by recording resolution, frame rate, and quality per video channel
10. The DVR must have:
 - Compression: H.264
 - Recorded Resolution: Selectable 720 x 480, 720 x 240, or 360 x 240
 - Recorded Quality Settings: 4 levels, adjustable for each channel
 - Per Channel Recording Rate: 1 to 30 frame per second, adjustable for each channel
 - Aggregate Recording Rate: 60 frames-per-second
11. The DVR must have automatic repeat-record when hard drive is user selectable (on/off).
12. The DVR must have configurable protected memory for alarms.
13. The DVR must have programmable timer record settings with selectable frame rates and image quality.
14. The DVR must record vehicle voltage.
15. The DVR must record vehicle position, direction, and speed with an optional GPS receiver.
16. Vehicle speed recording using optional speed harness; external speed conditioner NOT required.
17. The DVR must record up to five functions (signals) including brake lights, stop lights, warning lights, turn signal, stop arm, wheelchair lift, etc... (user programmable).



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18. DVR record Delay Off: 0 - 60 min (user-selectable)

19. DVR record Delay On: 0 - 60 min (user-selectable)

Video and Data Search Playback and Display Specifications

1. Display modes: Single camera, quad
2. Playback rate: 1x to 32x
3. Search function: By time and date or event, alarms, signals
4. User interface: OSD with remote control, pointing device, web
5. browser, vMax software suite
6. On-screen display vehicle position, direction, and speed if equipped
7. with optional GPS receiver
8. On-screen display vehicle speed using optional speed harness;
external speed conditioner NOT required
9. On-screen voltage display

Summary of bidders and price:

SEON Mobile Surveillance	\$2367.27/unit (all inclusive)
Creative Bus Sales	\$2398.51/unit (all inclusive)
Angel Trax*	\$2,780.44 based on the cost per unit plus tax*
	*\$2,580.46/unit plus \$199.98 estimated tax for (no tax included, makes the purchaser responsible for paying the tax)

The cost listed below represents the total cost for all 8 units requested and approved in the grant cycle. It includes the equipment, shipping, taxes and installation:

Seon Mobile Surveillance	\$18,938.16
Creative Bus Sales	\$19,188.08
Angel Trax	\$22,243.52



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Selection: SEON Mobile Surveillance

Selection Justification:

After carefully reviewing each bid, UCP would like to make the following comments:

- Neither SEON Mobile Surveillance or Creative Bus Sales took any exceptions to the bid specifications in UCP's proposal. Angel Trax, however, took several exceptions to the specifications.
- Both SEON Mobile Surveillance and Creative Bus Sales were both competitive with their bids, Creative Bus Sales only slightly more expensive.
- UCP utilized SEON Mobile Surveillance during our previous grant cycle and found the company to be responsive to the needs of its customers and we are satisfied with their product line.

Both SEON and Creative Bus Sales are acceptable, but in conclusion, based upon price and equipment quoted, UCP would contend that SEON Mobile Surveillance is the least costly, responsible bidder and UCP would like to accept their bid proposal pending Caltrans approval.

UCP was awarded \$22,336 for video surveillance equipment in our Standard Agreement. SEON Mobile Surveillance is well below that figure.

Attachment A includes a copy of the bids offered with the price quotes and features offered with the bids.

Name of Agency Authorized Purchasing Agent: Name

President/CEO