



VIDSYS Pricing Proposal

City of Boston – Office of Emergency Management (OEM)

Presented to:

City of Boston | February 18th, 2016

1 Vidsys Pricing Proposal for City of Boston Office of Emergency Management

Vidsys is pleased to offer Office of Emergency Management (herein “OEM” or “Client”) this proposal for the Vidsys Converged Security and Information Management (CSIM) software platform and associated maintenance and customer support services.

It is responsive to the project under discussion between OEM and Vidsys for the Office of Emergency Management CSIM implementation for City of Boston.

This package presents a précis of the Vidsys product and its functionality, our proposed pricing, specific deliverables and the Standard Vidsys Terms and Conditions. The total price for this Vidsys proposal is **\$2,239**.

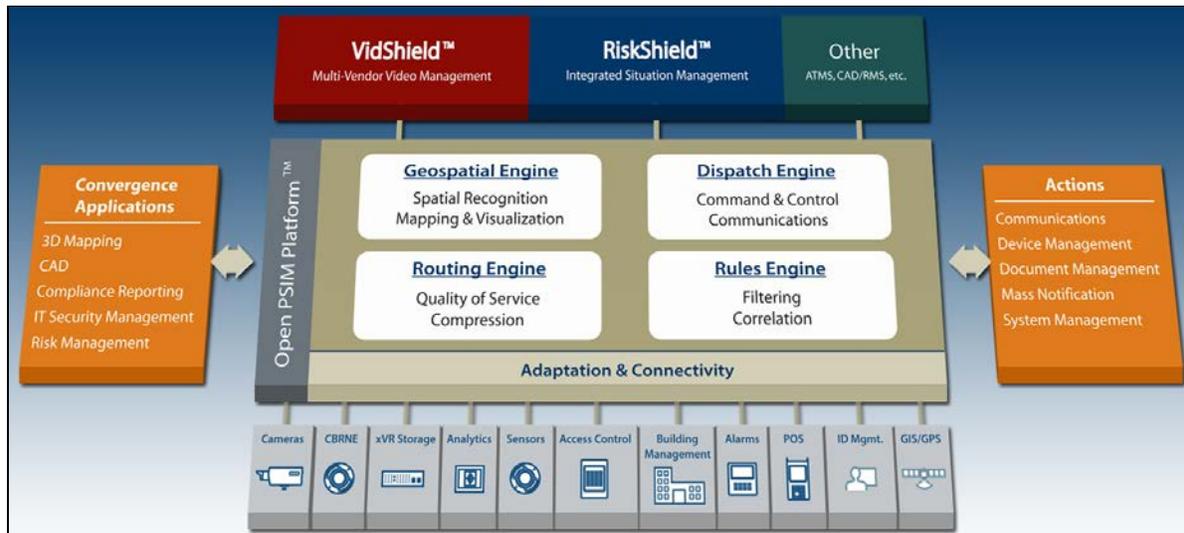
2. The Vidsys Software Platform.

The Vidsys CSIM software platform continuously fuses, instantly correlates and effectively converts vast amounts of data into meaningful and actionable information gathered from virtually any type, brand or generation of physical security system or sensor – and from many other networked management applications.

Our automated tools support safe, effective and timely resolution of events and alarms and management of more complex incidents that involve multiple simultaneous alarms at one or more locations. The Vidsys CSIM platform has two primary components, branded as VidShield™ (primarily the video-centered functions) and RiskShield™ (additional more advanced incident management functionality). The platform comes with software applications or connectors that integrate each category of devices to the single operating platform. As a secure web-based solution, the Vidsys platform allows operators easily to manage assets for a single facility, a large campus or multiple locations dispersed across a city or around the globe.

Figure 1, below, provides a graphical overview of the Vidsys platform architecture and Table 1, also below, provides further detail about Vidsys software platform functionality.

**Figure 1
VIDSYS ARCHITECTURE**



**Table 1
VIDSYS PLATFORM FEATURE OVERVIEW**

FEATURE	DESCRIPTION
Open Platform	Provides integration with virtually all known types of security systems and devices. Also supports third-party systems such as building management systems, access controls, CAD systems and other sensors and systems, both prosaic and esoteric.
Geospatial Engine	Provides geo-location of devices and supports the positional representation of cameras, alarms, sensors and other assets on geographic maps, floor plans, etc. Maps and drawings are easily navigated and zoomed to display detailed information.
Dispatch Engine	Integrates with communications infrastructure to initiate external transmission of messages, video, data and commands to first responders, mobile users, other command centers, etc.
Routing Engine	An intelligent switch connecting virtually any security device to the command interface and accommodating transmission of varying formats and protocols among connected devices.
Rules Engine	Assesses and filters alarms and events to present relevant patterns of activity, correlating information from disparate devices and forging that data into a common operating picture for efficient use by command center operators.
Automated Presentation of SOPs	When any situation arises, the Vidsys software presents standard operating procedures (SOPs) to the operations center operator along with the information, devices and contact information required for resolution – all within a single user interface.
Browser-based Web Interface	Enables easy access and collaboration among organizations and personnel, also supports mobile and operations center users – across town or around the world.
Modular Platform	Provides dynamic adaptation to changes in situations, devices, configurations, policies and reporting while the system is running. Also supports a distributed architecture of all these for extraordinary transparency.
Mobile Data Sharing	Facilitates real-time sharing of incident data and images between the operations center, the security staff and senior management.
Universal Viewer	Universal live and recorded video playback in the VidShield application to include integration of both analog and digital systems.
Embedded Video Controls	Camera and NVR/DVR controls appear on selection of camera feed, with pan, tilt and zoom controls for live cameras. Supports NVR/DVR controls to include stop, rewind, fast forward, pause, play and others.

FEATURE	DESCRIPTION
Configurable Directory Tree	Configurable to meet specific needs of the customer, including the ability to build multiple layers in the directory and to support custom names for cameras, maps and other assets.
Video Tours	Allows users to display simultaneously multiple sources in a looping tour with adjustable hold times and the ability to display multiple video windows per monitor. Dynamic tours can be played based on time or day of events programmed using the Rules Engine.
User Grouping & Priority Settings	Grouping allows specific users to view and access pre-approved devices. Priority determines which users have camera control and who can pre-empt lower priority users. Multiple users can simultaneously access surveillance resources. Based on assigned priority levels, supervisors or managers can take control of different system resources.
Single or Multi-head Support	Supports single or multiple monitors, allowing users more comprehensive views of the systems. Video Walls are controllable through the Vidsys platform interface.
Device Adaptation and Connectivity	Assures integration and interoperability of multiple security assets including virtually any type, brand or generation of physical security system or sensor – and from many other networked management applications.

3. Vidsys Pricing.

The Vidsys three-part pricing for this project is presented in whole in Table 2, below. This proposal presumes acceptance of all of the Vidsys Standard Terms and Conditions contained in Exhibit 2.

**Table 2
VIDSYS PRICING: TOTAL**

ITEM	COST
Vidsys Software Licenses	\$1,850
Software Support and Maintenance (1 year: 24x7x365) ¹	\$ 389
Professional Services (installation, configuration and testing)	\$ 0
TOTAL =	\$2,239

**Table 3
TYPE AND NUMBER LICENSES PROVIDED WITH PROPOSAL**

LICENSE TYPE	NUMBER of LICENSES
Operator user licenses	2

¹ The start of this one-year maintenance period begins upon delivery of the Vidsys platform software to the Client's site location. "Delivery" is herein defined to mean installation of the Vidsys platform software on the Client's development server to support project team configuration activity which must be accompanied by completion of a DAR (Delivery Acknowledgement Receipt) which is returned to Vidsys. The Client may purchase up to a total of three additional years of Vidsys software support and maintenance, purchased with the initial order, for the identical annual price as quoted above for Year #1.

LICENSE TYPE	NUMBER of LICENSES
Lite/Mobile user Operator licenses	0
Simple sensor licenses (one-way)	0
Sensor licenses (two-way)	0
Camera licenses	0

**Table 4
THE # AND TYPE OF CONNECTOR LICENSES PROVIDED WITH PROPOSAL**

CONNECTOR TYPE	CONNECTORS PROVIDED
Standard Connectors	1. Existing
Complex Connectors	1. Existing

IN WITNESS WHEREOF, the Parties by their duly authorized representatives have caused this Vidsys proposal to be approved and executed as of the respective dates written below.

FOR VIDSYS, INC.:



 Signature

Maurice Singleton
 Vice President, Product Innovation
 & Deployment

Date: February 18, 2016

FOR Lan-Tel Communications:

 Signature

Name: _____

Title: _____

Date: _____