IAPRO

The Leading Police Integrity Software Worldwide

February 13, 2017

Sergeant Efrain Suarez
Margate Police Department
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Dear Sergeant Lytle:

Thank you for your interest in our IAPro software at the Margate Police Department. I have prepared the below price quote covering costs for our IAPro software. If your agency is interested in our optional BlueTeam software additional pricing has also been included.

IAPro Price Quote

Item	Purchase costs
IAPro Professional Standards software includes: • Unlimited-use Site License • Unlimited number of users • Unlimited number of workstations • Installation • Pre-Load of employee information	$ 6,000.00
2.5 Days On-Site Training • IAPro User training • System Configuration with core users	Included
Travel Expenses for Trainer	Included
Total for IAPro Software and Services	$ 6,000.00
Optional Items	
BlueTeam Field Support Services Software • Unlimited-use Site License • Unlimited number of users • Unlimited number of workstations • Installation	$ 4,500.00
2 Days On-Site BlueTeam training	Included
Travel Expenses for Trainer	Included
Optional Off Site Data Migration *Assumptions* • *Data will be from one distinct system* • *Data for migration work must be provided to CI Technologies in a SQL Server Database*	$8,000.00

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BlueTeam:	• Unlimited-use Site License • Unlimited number of users • Unlimited number of workstations • Installation **2 days on-site BlueTeam training:** • Travel expenses for trainer	*(OPTIONAL)*	$4,500.00
Data Migration:	• Off-site migration of historical data from existing IA software system • Cost is an estimate based upon approximated variables • Description of requirements provided in attached support documentation	*(OPTIONAL)*	$8,000.00
Total cost for full software package:			**$18,500.00**
Recurring Costs:			
IAPro:	• Annual maintenance fee *(commences the 2nd year after purchase)* • Includes full technical support & associated system/software updates	*(OPTIONAL)*	$1,200.00
BlueTeam:	• Annual maintenance fee *(commences the 2nd year after purchase)* • Includes full technical support & associated system/software updates	*(OPTIONAL)*	$900.00
Total recurring costs / after 2nd year:			**$2,100.00**

As demonstrated above, the agency has the option of purchasing all of the available components, or the IAPro core software program alone. Notwithstanding the price savings of purchasing only IAPro, the benefits of acquiring the full software package are substantial. BlueTeam, used in conjunction with IAPro, will enable command and authorized supervisory personnel in the Margate Police Department to digitize, improve and update our use of force procedures; integrating them into an automated Early Warning System notification process. This is accomplished by setting parameters in the system that our policies designate, and sends automatic alerts to the appropriate personnel.

Lastly, while the annual maintenance agreement fees can be discontinued, thus cutting down or eliminating recurring costs, it would be inadvisable as the maintenance agreement allows for continued access to technical support and software upgrades and updates. Additionally, for clarification, the annual maintenance agreement is included in the initial purchase for the first year of licensure, and does not commence until year two. Annual maintenance fees also vary and are based upon the specific component purchased *($1,200.00 for IAPRo, and $900.00 for BlueTeam)*.

In conclusion, based upon the aforementioned factors, it is our recommendation that the Margate Police Department purchase IAPro Professional Standards Software, to include BlueTeam Field Support Services Software, and the associated *(and necessary)* data migration[6] of our historical internal affairs data into the new system.

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[6] *CI Technologies has not reviewed our current database for viability of conversion. Therefore, data migration figures in the above table are based upon approximated variables, and could be more or less than the depicted amount.*

• *System contains unique identifiers for cases and employees*	
***Notes**: CI Technologies has not reviewed this database and we will need to review this database for viability of conversion.*	
CI Technologies, Inc. will perform a one-time data migration of your SQL Server database. This assumes one database to migrate.	
Once the data migration has been completed, data entry of new incidents would be done within IAPro/BlueTeam.	
*The data migration will map data from your SQL Server database into existing data elements within IAPro. We will not be adding new data elements into IAPro. Data that does not map cleanly into existing data elements will be loaded to the narrative on these historical cases.	
Total with Optional Items	**$ 18,500.00**

Officer Preload
CI Technologies offers a free service whereby we will import your employee information into the IAPro database, prior to installing IAPro at your agency. This is a one-time service offered at no additional cost.

Annual Maintenance Commencing the 2nd Year of Ownership		
IAPro	$	1,200.00
BlueTeam	$	900.00
Maintenance Totals	**$**	**2,100.00**

Annual Maintenance
The first year of annual maintenance is provided free of charge. Thereafter annual maintenance is provided on a year-to-year basis and can be discontinued at any time. The agency's annual maintenance cycle will not commence until training occurs. Annual maintenance is calculated based upon the initial license cost for both IAPro and BlueTeam. Annual maintenance begins at 20% of the purchase price.

Annual maintenance includes all end user and technical support via our 800 # and our online support website as well as any associated technical or user documentation. Annual maintenance also includes all new versions of the IAPro software and if purchased BlueTeam.

Unless requested otherwise by the agency, the first maintenance invoice will be prorated to bring the agency's invoice cycle up to a January thru December calendar year. Thereafter, annual maintenance is invoiced on a calendar year basis, and will be disseminated each year in January.

Training
IAPro training is conducted by an IAPro training specialist. Each IAPro training specialist is a current or retired law enforcement member with extensive investigative experience. IAPro training is heavily oriented towards hands-

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on usage. It is strongly recommended that there be one trainee per training workstation. An LCD projector is also needed for training.

If the optional BlueTeam software is purchased, training is typically coordinated subsequent to the IAPro training to allow agency staff ample time to become familiar with IAPro prior to deploying BlueTeam for agency wide use.

Optional Human Resource Database Interface

We also offer a separate service whereby we will create a batch process to update your IAPro employee information on a routine basis. If this option is preferred, please contact us so that we can learn more about your existing HR database and possible output formats in order to provide a price quote for this service. Pricing for this service can **only** be provided after analysis of your existing human resources database.

Optional Data Migration Services

CI Technologies offers a data migration service whereby we will obtain data from your Department's existing internal affairs database and CI Technologies will convert that data into the IAPro database prior to the installation of IAPro at your agency. If you are interested in this option, please contact us so that we can evaluate your existing database data and provide you with a price. Pricing for this service can **only** be provided after an analysis of your existing database.

Considerations Regarding our Solution

Four aspects of our solution are distinctive, and set us apart from our competitors:

- Unlimited use licensing – there are no additional or hidden additional licensing costs: IAPro and BlueTeam pricing is for unlimited use licensing in terms of both the number of users that can run the software concurrently, and the number of workstations the applications can be run on. Our pricing model ensures maximum flexibility for the customer, with all licensing costs paid at point of initial purchase. The customers will never have to purchase additional licensing based on increased or unforeseen future usage requirements. This is important since the participation of front-line personnel – especially supervisors – is crucial in upholding the integrity of the organization, and to constrain their use of the software would greatly limit, if not cripple, its effectiveness.

- Oracle compatibility of software: Although SQLServer is our preferred environment, IAPro and BlueTeam both run against Oracle databases, and our data integration team has experience creating integration and migration processes using Oracle databases.

- A three-day conference: Each year since 2004, CI Technologies has hosted an Annual Users Conference for our IAPro and BlueTeam customers. Please visit our website for further details.

- Our Growing Customer Base: Over 550 public safety agencies in 5 countries currently run IAPro and IAPro with BlueTeam. These agencies range in size from major customers such as CHP, NYPD, Toronto Police Service, and Western Australia Police, down to one person IA Units in smaller departments. The size and breadth of our customer base reflects our leading position in the Professional Standards software marketplace.

Important Note

The purchase of the IAPro system does not include hardware, OS licensing or SQL Server licensing. Most agencies that purchase IAPro have an existing server with existing Microsoft SQL Server licensing. IAPro can be installed on your existing hardware and within your existing SQL Server instance.

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Purchase Orders

Training and installation are scheduled on a first-come-first-served basis. Please be sure to fax any purchase orders to us at 800.620.8504 for expeditious handling of your order.

This price quote will remain in-effect through December 31, 2017. Please call or email if you need additional information or have any questions. Thank you again for your interest and consideration!

Best Regards,

Jerri Elaine Kelly

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