To whom it may concern:

Please accept this letter as information that ShotSpotter, Inc. (d/b/a SST, Inc.) is the <u>sole source vendor</u> of the wide-area "Gunshot Detection, Location, Alert and Analysis Solution" worldwide. This wide-area system uses acoustic sensing technology protected by 32 unique and current patents to identify, discriminate, record and locate gunshots and other explosive events to law enforcement and police departments within seconds of the shots being fired. The sensing is accomplished via multiple networked acoustic sensors deployed over a wide area that communicate registered gunshot and explosion activity back to a central server.

There is currently only one gunshot detection and location system available commercially for law enforcement and it is exclusively offered by SST, Inc. SST, Inc. is the exclusive provider of ShotSpotter Flex℠, the cloud-based, subscription managed service offering which includes warranty, repair, maintenance and support services on all of its systems.

We have been informed that your agency has determined that for such a solution to be beneficial it must have the capabilities listed in this document. SST, Inc. is the only vendor in the world able to deliver these capabilities. Many of these capabilities and techniques are the exclusive intellectual property of SST, Inc.; are patented; and, can only be provided by SST, Inc. and licensed to end users.

- Detect a gunshot in a public place and provide the location of the event (address) and geographical coordinates of the event back to your agency through a qualified reviewed alert and plot the event on a map.
- Provide a short recording of the event for immediate playback.
- Provide the ability to record the event and save all corresponding information in a hosted Microsoft SQL database so it can be forensically examined at a later date with online data retention of 2 years and offline retention of the data for another 5 years.
- The system and the associated 24x7x365 incident review service must be able to distinguish between a gunshot and other similar sounds (fireworks, car backfiring, etc.) and classify these events for a web-based display
- Acoustic sensors must be certified to withstand harsh wind and other demanding climate conditions thus reducing need for constant maintenance.
- The system must have a proven track record of performance in a deployment area of equal to or greater than 2 square miles.
- System must be able to timestamp individual gunshots to 100th of a second utilizing a GPS clock.
- System must have the ability to recreate crime scene (provide location(s) of where individual shots occurred, the time stamping of when each individual shot was fired within 100th of a second, and the audio recording and acoustic waveform signature of the shot(s)).
- The systems data output, including detailed forensic reports, must be court certifiable with current case law supporting its use as forensic evidence.
- Ability to network acoustic sensors together in a Wide Area Network utilizing any/all of the following communication methods (Wireless 900 MHz, Telephone lines, Existing WAN access point, public wireless/cellular carriers).
- The system must have a documented proven track record of helping to reduce gun-related crimes, assisting in arrests, assisting in the confiscation of weapons, used as evidence in court and assisting in the prosecution and conviction of criminals, in the areas where the system is deployed.
- Interface with networked video surveillance cameras for automated control when an event is detected.
- The system must be US Department of Homeland Security (DHS) Safety Act certified and be listed on the DHS Responded Knowledgebase as allowable use for DHS funds.

Wide-Area Acoustic Surveillance

ShotSpotter Flex℠ uses nondescript acoustic sensors deployed over wide areas (e.g., from one to many square miles). Acoustic analytics classify incoming potential incidents as gunfire, explosions, or other loud sounds. The end result is gunfire alerts that include a pinpoint location that reveal incident severity and situational intelligence. Through its patented technology[1] and methods only SST, Inc. can deploy systems requiring a relatively small number of acoustic sensors to achieve a blanket of coverage over wide areas; fewer sensors results in lower procurement and operating costs.

Situational Intelligence and Forensic Data

ShotSpotter Flex℠ includes a web-based Incident Alert Console that runs on any standard browser based platform, available in both a desktop and mobile operating modes. Incidents are shown as dots on an aerial map image along with the corresponding street address. Maps can also be viewed in street and oblique aerial views. Audio clips are available to field-based commanders as well as responders. The audio provides invaluable situational intelligence while en route to a scene, stationary in a command van, moving in patrol vehicles, or airborne in helicopters.

The ShotSpotter solution captures and stores a precise timestamp plus GPS coordinate for each detected incident and each round of a multi-round gunfire incident. This level of detail has successfully been used in investigations and courtrooms to exonerate contentious officer-involved shootings, corroborate testimony, refute false testimony, and prove the presence of multiple shooters in the absence of physical evidence and/or eyewitnesses.

The ShotSpotter solutions offers the following unique forensic and intelligence data that enhance situational awareness, investigations, and prosecutions:

- Audio clips of each incident from multiple sources that can be exported as standard MP3 files from each participating sensor for sharing with agents, prosecutors, and presentation in court
- Ability to know if the incident involved a single round or multiple rounds of gunfire
- Ability to determine if the incident involved one or multiple shooters
- Ability to infer type(s) of firearm(s) involved in gunfire incidents
- Details of a shooter's path and rate of movement if multiple rounds are fired on-the-move (e.g., drive-by shooting)

Data for Investigative Follow-up, Crime Analysis, CompStat

Only SST, Inc. offers persistent storage of detailed incident information plus reports and analytics to support CompStat and violence suppression operations. SST, Inc. logs every detected incident and associated data in a database for secure and persistent storage. This data can be mined and analyzed to reveal patterns and trends to successfully drive intelligence-based tactical and strategic operations. Standard reports and an industry standard Structured Query Language (SQL) database feed ongoing intelligence with a comprehensive awareness of what is transpiring within specific areas. This data allows agencies to proactively and effectively apply resources when and where they're most needed; justify specific increases in assets and resources; and save costs. Securely stored incident data is invaluable for forensic purposes to support investigative efforts and fortify prosecution cases, especially when complemented with SST, Inc. acoustic and gunfire specialists providing expert testimony. SST, Inc. is the only company which can aggregate gunfire data from over 70 U.S. cities to develop a national gunfire index to identify national trends of gunfire behavior.

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[1] The most current list of patents is available online at: http://www.shotspotter.com/patents

Open API for Interfacing with Complementary Systems and Technologies

Only SST, Inc. includes a simple and open data networking API for interfacing with video surveillance systems, Common Operating Picture systems, and Computer Aided Dispatch (CAD).

Unique Level of Experience and Customer Support

The ShotSpotter gunshot location, alert and analysis solution is the only system of its type to be successfully deployed since 1995 to leading law enforcement agencies across the US, as well as by the Federal Bureau of Investigations and other federal entities. ShotSpotter has been reviewed and certified under the US Department of Homeland Security Safety Act and to our knowledge; no other system of this type has been tested and validated by the US Department of Justice. Many of its customers have directly attributed the following results to the use of ShotSpotter:

- Significant reduction of gun related crimes
- Significant reduction of overall and random gunfire
- Increased number of arrests and gun confiscations
- Conviction of criminals with data available from ShotSpotter

Conclusion

No vendor, other than SST, Inc., possesses the comprehensive, field-proven, and patent-protected product offering, as well as the professional services and support, domain knowledge, expertise, longevity, and customer references. Only SST, Inc. can provide a true wide-area gunshot detection, location, alert and analysis solution, as well as future expansions and ongoing maintenance and support. We have achieved sole source status in every state we operate in.

Based on all of the above factors, the overwhelming majority of our customers as well as the Department of Justice and the Department of Defense have been able to proceed with confidence in sole sourcing our wide-area gunshot location solution and support services.

We are honored to support your efforts to combat gun related crimes and appreciate the opportunity to serve you. If we can answer any questions or provide additional support information, please let us know.

Sincerely,

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