



**Price Proposal to Expand Subscription-Based
Gunshot Detection, Location, and Forensic Analysis Service
for the City of Toledo, Ohio
November 25, 2020
Proposal ID: TOLOH4M112520**

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Executive Summary

Introduction

ShotSpotter is pleased to provide this proposal for expanded gunshot detection, location, and forensic analysis services per the City's request. ShotSpotter is honored to have served the City of Toledo in its gun violence reduction efforts since April 2019, and we are pleased to present the following proposal to expand the City's current 4 square miles of ShotSpotter Flex coverage.

Recognizing the tremendous financial strain that both the COVID-19 pandemic and civil unrest have placed on the City and the Police Department, ShotSpotter is pleased to include in this proposal our 2020 Flex Expansion Offering, whereby for the 2.5 ShotSpotter Flex expansion miles that the City funds, ShotSpotter will provide 1.5 square miles with all subscription and service initiation fees waived for the first year. This offer requires a three-year contract commitment and expires December 31, 2020. Please refer to the Pricing Assumptions for additional details.

We look forward to working with the City of Toledo to extend the benefits of ShotSpotter Flex to this new coverage area as you expand your efforts to reduce gun violence in your community.

Proposed Coverage Areas

ShotSpotter systems are deployed to provide coverage for a specified area, bounded by a specific coverage area perimeter. ShotSpotter will design the coverage area based upon the Department's requirements and based upon analysis of historical crime data. The area delineated by a blue boundary in the image below is a rough estimate of the recommended coverage area (current ShotSpotter coverage is delineated by a red boundary). Please note, the area outlined in the image is rough estimates of the recommended coverage areas. The precise size of the expansion area (i.e., in square miles) can only be verified with actual acoustic propagation information; therefore, the final coverage area may vary. ShotSpotter will perform this verification during the installation process.



Figure 1: Proposed ShotSpotter Coverage Area Expansion = 4.0 square miles

Pricing

Contract Term	Flex Coverage Area Size	One-Time Service Startup Fees* (Service Initiation)	Annual Subscription Fees**	2020 Flex Expansion Offering (Fee Waiver)***	Total
3 Years	2.5 mi ²	Waived	\$175,000 x 3		\$525,000
3 Years	1.5 mi ²	Waived	\$105,000 x 3	(\$105,000)	\$210,000
TOTAL:					\$735,000

*One-time service startup fees for all 4.0 square miles is waived. See Pricing Assumptions below for details

**ShotSpotter's current annual subscription fee is \$70,000 per square mile.

***First-year annual subscription fee waived for 1.5 square miles. See Pricing Assumptions below for details.

Payment Terms

Payment for the service initiation and subscription shall be as follows:

- 50% of Total Contract fees due upon execution of agreement (\$367,500)
- 50% of Total Contract fees due upon ShotSpotter activation (live) status (\$367,500)

Expert Witness Testimony Services are available upon request and billed separately.

Pricing Assumptions

This pricing is submitted based on the following assumptions:

- This pricing assumes that services will be delivered under the terms of the ShotSpotter Flex Services Agreement dated April 25, 2019, amended May 5, 2020, and further amended to incorporate this proposal.
- The 2020 Flex Expansion Offering is contingent upon ShotSpotter receiving an executed amendment by December 31, 2020.
- The Multi-Year Term Commitment discount will be applied to the one-time Service Initiation fees and is contingent upon ShotSpotter receiving a three-year term commitment.
- The fee waiver for the 2020 Flex Expansion Offering will be applied to the first-year subscription fees for 1.5 square miles of the 4.0 square mile expansion. Upon completion of the first-year subscription, annual subscription fees will go into effect for the 1.5 additional square miles. This 2020 Flex Expansion Offering is contingent upon ShotSpotter receiving a three-year term commitment.
- This pricing does not include any state or local taxes; if taxes are applicable, we will be happy to provide an amended price quotation upon request.
- The pricing assumes that the Department will provision network access to meet ShotSpotter minimum specifications and requirements for all computers (PCs and MDCs) that will access the ShotSpotter service.