

June 29, 2021

Lt. Michael Klier
 Williamson County Sheriff's Office
 Off: 512.943.1360
 Email: michael.klier@wilco.org

Lt. Klier,

Thank you for your interest in using IAPro at the Williamson County Sheriff's Office. I have prepared the below price quote covering costs with implementing IAPro and optional BlueTeam software at your agency.

I would be glad to answer any questions you may have on this proposal.

IAPro Price Quote

| <u>Item</u> | <u>Purchase costs</u> |
|---|-----------------------|
| IAPro Professional Standards software includes: <ul style="list-style-type: none"> • Unlimited-use Site License • Unlimited number of users • Unlimited number of workstations • Pre-Load of employee information | \$ 18,000.00 |
| 2 Days On-Site or Remote Training <ul style="list-style-type: none"> • IAPro User training • System Configuration with core users | \$ 3,000.00 |
| Travel Expenses for Trainer | \$ Included |
| Total for IAPro Software and Services | \$ 21,000.00 |

| <u>Optional Items</u> | |
|---|--------------|
| BlueTeam Field Support Services Software (Optional) <ul style="list-style-type: none"> • Unlimited-use Site License • Unlimited number of users • Unlimited number of workstations | \$ 15,000.00 |
| 2 Days On-Site or Remote BlueTeam training | \$ 2,000.00 |

| | | |
|--|-----------|------------------|
| Travel Expenses for Trainer | \$ | Included |
| | | |
| Total IAPro and BlueTeam Software | \$ | 38,000.00 |

| Annual Maintenance Commencing the 2 nd Year of Ownership | | |
|---|----|----------|
| IAPro | \$ | 4,500.00 |
| BlueTeam | \$ | 3,750.00 |
| Maintenance Totals | \$ | 8,250.00 |

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. The first twelve (12) months of annual maintenance is provided free of charge.

CI Technologies, Inc. may raise annual maintenance by 2% every other year.

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.

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.

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.

Employee 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.

Training

IAPro training is conducted by an IAPro training specialists. Each IAPro training specialist is a current or former law enforcement professional with extensive investigative experience.

IAPro training is heavily oriented towards hands-on usage. To this end, a special “training” version of IAPro is installed on each workstation used for training. This is a full-featured version of IAPro with demo/training database installed on the workstation hard drive. It is strongly recommended that there be one trainee per training workstation. An LCD projector is also needed for training.

HR Integration

If quoted in this proposal, the HR Integration process will be written as a SQL Stored procedure and will integrate data from an existing SQL Server data source containing the needed employee data elements.

*The integration process will bring in data elements that map to existing data elements within IAPro. New data elements will not be added.

See the “HR Integration Overview” document for details on this process.

Data Migration

The purchase price of IAPro and Blue Team does not include data migration of existing data. If the agency requests a quote can be provided for this service.

Considerations Regarding our Solution

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

Unlimited use licensing - there are no additional or hidden additional licensing costs: IAPro 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.

A three-day annual user's conference is offered to our customers: Each year since 2004, CI Technologies has hosted an Annual Users Conference for our IAPro customers. Our most recent conference saw over 600 attendees. Each conference consists of a multitrack format that, includes tracks for beginner-level users, advanced users, and users with specialized interests such as designing early intervention programs.

These conferences are a key part of the support services offered to our customers, and meet the following needs:

- Training of new customer staff based on turnover - Inevitably over time our customers will experience turnover in staff, which requires that training be available on an ongoing basis.
- Advanced training - Many customers benefit from advanced training, especially in-depth coverage of features found in new releases of the software.
- Networking with peers - In order to share ideas and approaches to utilizing our software.
- Providing feedback directly to the vendor's staff - The opportunity to provide feedback and suggestions directly to our staff is highly valuable to both our customers and our company. This ensures that we have up-to-date information on how best to improve our software and services.

Our Growing Customer Base: Over 900 public safety agencies in the US, Canada, Australia and New Zealand currently run IAPro and IAPro with BlueTeam. These agencies range in size from major to one-person IA Units in smaller departments. The size of our customer base reflects our leading position in the Professional Standards software marketplace.

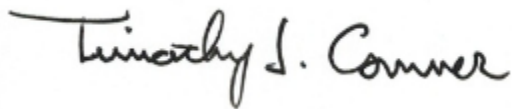
Purchase Orders

Training and installation are scheduled on a first-come-first-served basis.

Due to our current sales backlog, we request to be notified as soon as possible once a purchase decision has been made. 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 March 31, 2022. Please call or email if you need additional information or have any questions. Thank you again for your interest and consideration!

Best Regards,



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