



February 18, 2020

Lieutenant R. Scott Cook
Peoria Police Department
Admin/Tech Services
600 SW Adams Street
Peoria, IL 61602

Dear Lt. Cook:

Per our conversation last week, attached is a revised renewal quote (PEORIAIL021820) for the Department's current ShotSpotter subscription for the original 3.0 square mile coverage area and the 3.0 square mile expansion (Phase II) for an additional three-year term (May 20, 2020 through May 19, 2023).

Since the current rates for the Department's coverage areas are well below our current market pricing, the attached quote includes our standard pricing adjustment (a 5% increase over the previous rate) in Year One, but allows the Department to avoid additional increases in Year Two and Year Three. This pricing is contingent upon ShotSpotter receiving a three-year contract commitment allowing us to invoice the City automatically for each annual subscription term over the three years of the agreement, without any requirement for obtaining additional approvals, Purchase Orders, or notifications from the City. This price quotation does not include any state or local taxes; please notify me if the quote needs to be adjusted for applicable taxes.

To reiterate the other recent changes to our pricing, please note the following:

- Effective June 1, 2019, we instituted a \$350/hour fee for expert witness testimony or other forensic consultation services from our forensic team.
- Effective June 1, 2019, we instituted a \$799 fee to create a Detailed Forensic Report (DFR).
- Effective immediately, we have rescinded the DFR fees.
- Effective January 1, 2020, our annual Flex Subscription fee is \$70,000 per square mile per year

Per your request, we would be happy to work with you to amend the existing Flex Services Agreement to reflect the current terms associated with Detailed Forensic Reports and Expert Witness Testimony services. If the attached draft is acceptable, please sign and return it at your earliest convenience.

We appreciate the opportunity to support the Peoria Police Department in your efforts to reduce gun violence and build community trust. Should you have any questions regarding the Department's subscription renewal, please feel free to call me at 510-298-8668.

Sincerely,

A handwritten signature in black ink that reads "Karen Isotalo".

Karen Isotalo
Director, Sales Operations

