

Cloud-Based CCTV Video Management System Replacement

RFQ No. 2026-CCTV-CLOUD-01

Request for Quote

Item	Requirement
Public posting date	May 29, 2026
Vendor questions due	June 5, 2026, 12:00 PM local time
Addenda target posting	June 8, 2026, 4:00 PM local time
Quote due date	June 12, 2026, 2:00 PM local time
SD/microSD card delivery deadline	July 1, 2026
Target base operational date	August 21, 2026
Submission method	Email to Austin Henderson at austin_henderson@etownschools.org
District contact	Austin Henderson, austin_henderson@etownschools.org

Contents

1. Notice and Invitation
 2. Project Background
 3. Existing Camera Environment Summary
 4. Project Goals and Base System Definition
 5. Scope of Work
 6. Technical and Functional Requirements
 7. Implementation Schedule and Deliverables
 8. Vendor Qualifications
 9. Quote Submission Requirements
 10. Pricing Requirements
 11. Evaluation and Award
 12. K-12 Terms and Conditions
- Attachment A. Public Existing Camera Model/Resolution Summary
- Attachment B. Vendor Quote Checklist
- Attachment C. Cost Quote Form

1. Notice and Invitation

Elizabethtown Area School District (the "District") invites qualified vendors to submit quotes for a cloud-based video management system ("Cloud VMS") to replace the District's current on-premises exacqVision backend while retaining existing cameras. The District intends to post this RFQ publicly on May 29, 2026. Quotes are due by June 12, 2026, at 2:00 PM local time.

The District is seeking a practical implementation. The successful vendor must deliver SD/microSD cards by July 1, 2026, and must be able to deliver a base production system by August 21, 2026, or clearly identify any exceptions and an accelerated alternative schedule in its quote.

- This procurement is intended to be vendor-neutral and performance-based.
- The District prefers to leave all existing cameras in place and does not intend to purchase replacement cameras as part of the base scope.
- Any required camera replacement, camera firmware limitation, storage limitation, license limitation, cloud bridge appliance, or on-site gateway must be separately identified as an exception or alternate.
- The District reserves the right to reject any or all quotes, waive informalities, request clarifications, negotiate with the selected vendor where permitted, and award in the best interest of the District.

2. Project Background

The District currently operates an on-premises exacqVision CCTV/video management environment. The District wishes to replace the backend video management platform with a cloud-based platform that provides secure management, viewing, search, export, user administration, audit logging, and support without maintaining a traditional on-premises NVR/VMS server environment.

The District expects the new system to work with the existing camera fleet, including Axis VAPIX cameras, Hanwha/Samsung cameras, RTSP-connected cameras, H.264/H.265/JPEG video formats, multi-sensor cameras, and panoramic/high-resolution cameras identified in Attachment A.

3. Existing Camera Environment Summary

Inventory item	Count / detail
Total cameras to include in new system	328
Site codes represented	5
Existing cameras represented in uploaded CSVs	328
Camera manufacturers/types observed	AXIS VAPIX: 294; Grandstream: 13; Hanwha Vision: 17; Samsung: 4
Observed video formats	H.264, H.265, JPEG

Summary by Site Code

Site Code	Cameras
Bainbridge Elementary	40
Bear Creek Intermediate	53
East High Elementary	51
High School	106
Middle School	78

4. Project Goals and Base System Definition

- Replace the exacqVision on-premises backend with a cloud-based video management platform while preserving the existing camera fleet.
- Enable local recording/storage at the camera level using manufacturer-compatible SD/microSD memory cards wherever supported by the existing camera model.
- Provide secure cloud-based administration, role-based access, live view, playback, search, export, audit logging, health monitoring, and vendor support.
- Avoid a central on-premises recording server in the base design. Lightweight on-premises connector/gateway hardware may be proposed only when required for secure camera connectivity, protocol translation, or cloud onboarding.
- Achieve a base production system by August 21, 2026.

For this RFQ, "base production system" means the cloud tenant, user administration, priority roles, camera connection architecture, representative playback/export workflow, health monitoring, and the agreed camera onboarding scope are operational in production by August 21, 2026. Vendors must state whether they can onboard all required cameras by August 21 and must identify any constraints that could affect local memory-card installation or edge-storage configuration.

5. Scope of Work

5.1 Required Base Scope

1. Project management, kickoff, design confirmation, and implementation schedule aligned to the August 21, 2026 base operational date.
2. Cloud VMS tenant creation/configuration, secure administrative setup, user role design, MFA enablement, and Google sign-in/SSO integration if supported by the District identity provider.
3. Discovery and validation of all existing cameras listed in Attachment A and in the District-provided technical inventory.
4. Configuration of existing cameras into the Cloud VMS without replacing cameras in the base quote, except where the vendor identifies an explicit limitation and the District approves an alternate.
5. Vendor-provided, manufacturer-compatible, surveillance/endurance-rated SD/microSD cards or other approved edge-storage media for existing cameras that support such storage. The District may self-install some or all cards or authorize vendor installation; installation/configuration labor must be quoted separately.
6. Configuration of camera-level local recording, recording schedules, time synchronization, retention settings, and health/alerting for edge storage.
7. Configuration of live view, playback, search, clips, evidence export, audit trails, and user access controls.
8. Training for District technology, administration, safety/security, and designated building users.
9. Documentation, including final camera support matrix, architecture diagram, user roles, support contacts, warranty/SLA information, and administrator runbook.
10. Post-implementation support through at least 30 calendar days after acceptance.

5.2 Optional Alternates / Add-Ons

- Online/cloud retention options beyond the 30-day base requirement, including separately priced 60-day and 90-day options.
- Additional cloud archive, export, or extended evidence-retention features, priced separately from the required 30-day online/cloud storage base scope.
- Advanced analytics, maps/floorplans, emergency sharing links, dispatch/law-enforcement sharing, and video wall features.
- Camera firmware remediation, camera replacement for unsupported models, or additional gateway hardware where necessary.

- Multi-year subscription pricing for years 1-5 and options for renewal terms.

6. Technical and Functional Requirements

6.1 Cloud VMS Architecture

- Must be a cloud-based or cloud-managed VMS suitable for K-12 school operations.
- Must not require a central on-premises recording server as the primary recording backend. Any on-premises bridge/gateway must be itemized and justified.
- Must support browser-based access without requiring insecure plug-ins. iOS and Mac compatibility are required through a standards-based web interface and/or dedicated application.
- Must use encrypted communications for cloud access and should avoid inbound firewall openings wherever possible.
- Must provide a documented architecture, including data flow, local network requirements, estimated bandwidth, firewall ports, DNS dependencies, and failover behavior during internet outages.

6.2 Camera Compatibility

- Must support the existing inventory summarized in Attachment A, including Axis VAPIX, ONVIF/RTSP, Hanwha/Samsung, H.264, H.265, JPEG, panoramic/high-resolution cameras, and multi-sensor devices.
- Must preserve existing cameras in the base quote. No camera replacement shall be assumed unless listed as an exception or alternate with model, reason, and cost.
- Must identify every model, protocol, codec, or resolution in Attachment A that is unsupported, partially supported, or requires a gateway/transcoder/firmware update.
- Must support camera naming conventions, site organization, permissions by site/building/group, and future addition of cameras.
- Vendor shall validate official compatibility and manufacturer support for any camera-control, ONVIF, VAPIX, RTSP, or edge-storage features relied upon in its quote.

6.3 Local Edge Storage / Memory Cards and Online Retention

- Vendor shall provide manufacturer-compatible, surveillance-grade or high-endurance SD/microSD memory cards or other approved edge-storage media for existing cameras that support edge recording.
- The District may choose to self-install all memory cards, or have the vendor perform installation/configuration. Vendors must quote SD/microSD card media separately from installation/configuration labor and quote labor accordingly.
- All vendor-provided SD/microSD cards must be delivered to the District by July 1, 2026 unless otherwise approved in writing. Vendors must state proposed card capacity, manufacturer/model, warranty, endurance rating, and estimated retention per model or camera class.
- Vendor must provide a retention calculation methodology based on codec, resolution, frame rate, motion/continuous recording mode, and expected bitrate.
- Base quote must include a minimum of seven calendar days of on-camera storage retention for cameras that support SD/microSD edge recording, based on the vendor's recommended recording mode and documented retention assumptions.
- System must monitor edge-storage health and produce alerts for failed, missing, full, degraded, or unsupported media where camera/platform capabilities allow.
- For camera models that do not support local storage or do not support the desired capacity, vendor must identify the limitation and propose an alternate solution.
- Minimum online/cloud video storage retention must be 30 days in the base quote. Vendors must provide separate pricing for 60-day and 90-day online/cloud retention options.

6.4 Security, Privacy, and Data Governance

- District owns all video, metadata, exports, audit logs, and configuration data generated through the system.
- Vendor may not sell, share, mine, train models on, or otherwise use District video or student/staff imagery except to provide contracted services.
- System must support MFA for administrative users. Google sign-in for web access, preferably through Google Workspace SSO using SAML/OIDC, is preferred and should be described and priced if available.
- System must support role-based access control, least-privilege permissions, audit logs, and administrator review of user activity.
- Video export must include date/time, camera, user/action logging, chain-of-custody support, and safeguards against unauthorized redistribution where available.
- Vendor must describe encryption in transit and at rest, data center locations, subcontractors/subprocessors, backup practices, retention/deletion processes, breach notification procedures, vulnerability management, and independent security attestations such as SOC 2 Type II or ISO/IEC 27001 if available.
- Vendor must comply with applicable federal, state, and local student privacy, public records, security, and breach notification laws. FERPA-sensitive video handling must be supported through confidentiality, access controls, logging, and District-controlled disclosure practices.
- Facial recognition, biometric identification, behavioral profiling, or AI analysis of students/staff must be disabled by default and may not be enabled without specific written District approval.

6.5 Operations and User Experience

- Live view and playback should be usable by trained school administrators, safety personnel, and technology staff.
- Search/playback should support camera, site, date/time, motion/event markers if available, and efficient video review.
- System must support secure sharing/export of clips for authorized District purposes.
- System must include health dashboard/alerts for camera offline, recording failure, edge storage issue, cloud connectivity issue, and license/subscription status.
- System must support multiple sites and building-level permissions, including configurable building office security panels/views that replicate the District's current office panels by displaying multiple District-defined cameras from that building on one screen.
- System must allow the District to retain administrative access if the vendor changes, service is discontinued, or subscription is not renewed, subject to agreed terms and retention limits.

7. Implementation Schedule and Deliverables

Milestone	Date / Target	Notes
RFQ posted	May 29, 2026	District posts RFQ on website.
Vendor questions due	June 5, 2026, 12:00 PM	Submit by email to Austin Henderson at austin_henderson@etownschools.org .
Addenda target	June 8, 2026, 4:00 PM	District posts answers/addenda if needed.
Quotes due	June 12, 2026, 2:00 PM	Late quotes may be rejected.
Evaluation / clarifications	Week of June 15, 2026	District may request demonstrations or clarifications.
Intent to award / contract target	By June 19, 2026	Subject to District approval and procurement requirements.

Milestone	Date / Target	Notes
Kickoff / design confirmation	By June 22, 2026	Confirm architecture, site access, credentials process, and deployment order.
SD/microSD card delivery	By July 1, 2026	Vendor-provided cards must be delivered to the District; District may self-install or authorize vendor installation.
Base production system operational	August 21, 2026	Cloud tenant, users, camera onboarding path, playback/export, health monitoring, and agreed production scope operational as quoted.

Deliverables

- Implementation plan with named project manager, schedule, dependencies, risks, and District responsibilities.
- Camera compatibility matrix showing each model and whether it is fully supported, partially supported, unsupported, or requires an alternate.
- Storage plan showing card model/capacity, compatible camera models, retention assumptions, and limitations.
- Network/security architecture diagram and firewall/identity requirements.
- Training materials, administrator guide, support escalation information, and final as-built documentation.
- Final acceptance checklist signed by District project sponsor or designee.

8. Vendor Qualifications

- Demonstrated experience deploying cloud or cloud-managed video systems in K-12, government, or similar multi-site environments.
- Experience migrating from existing VMS/NVR platforms while retaining existing IP cameras.
- Experience with Axis, Hanwha/Samsung, ONVIF, RTSP, H.264/H.265, multi-sensor cameras, panoramic/high-resolution cameras, and camera-level edge storage.
- Ability to meet the August 21, 2026 base operational timeline and July 1, 2026 SD/microSD card delivery deadline.
- Availability of local or regional installation/support resources sufficient for the number of sites and cameras.
- Ability to comply with District background check, campus access, confidentiality, and insurance requirements.

Vendor should provide at least three references for comparable projects, preferably K-12 districts, municipalities, or multi-site organizations. Include customer name, project scope, date, camera count, cloud platform, and contact information if permitted.

9. Quote Submission Requirements

Submit one electronic quote by the due date to Austin Henderson at austin_henderson@etownschools.org. The subject line should read: "CCTV Cloud VMS RFQ Quote - [Vendor Name]". Unless otherwise specified by District policy, quotes should be valid for at least 90 calendar days.

Required Quote Organization

1. Cover letter and authorized signature.
2. Executive summary and confirmation of ability to meet the August 21 base operational target and July 1 SD/microSD card delivery deadline.
3. Company qualifications, K-12 experience, references, and proposed project team.

4. Proposed Cloud VMS platform, architecture, and description of any required gateway/connector/appliance.
5. Camera compatibility matrix for all models/resolutions in Attachment A, including exceptions.
6. Local edge-storage plan, memory card specifications, delivery schedule, retention assumptions, installation labor approach, and exception list.
7. Cybersecurity, privacy, data governance, and student data/video handling narrative.
8. Implementation plan and detailed schedule.
9. Training, support, warranty, SLA, and renewal/exit plan.
10. Completed pricing quote with all one-time, annual, optional, and multi-year costs.
11. Exceptions, assumptions, alternates, and requested contract changes.

Questions and Addenda

Questions must be submitted in writing to Austin Henderson at austin_henderson@etownschools.org by June 5, 2026, at 12:00 PM local time. Vendors must not rely on oral statements. The District intends to post written answers or addenda by June 8, 2026, at 4:00 PM local time on the District website or procurement portal. Vendors are responsible for checking for addenda before submitting a quote.

10. Pricing Requirements

Pricing must be clear, line-itemed, and inclusive of all required labor, materials, freight, licensing, subscriptions, installation, configuration, training, travel, project management, and support needed to deliver the quoted scope. The base quote must include at least 30 days of online/cloud video retention and seven days of on-camera storage where supported. The vendor will provide the SD/microSD memory cards, but the District may choose whether to self-install them or have the vendor perform installation/configuration. Vendors must price memory-card media separately from installation/configuration labor and quote labor accordingly. Identify all recurring costs and renewal terms, and price 60-day and 90-day online/cloud retention options separately.

- One-time implementation/setup costs.
- Cloud VMS subscription/licensing by camera, site, user, feature tier, storage-retention tier, or other unit of measure.
- Any on-premises bridge/gateway/appliance hardware and support costs.
- Memory card/storage media costs by camera class or model, with capacity, warranty, and commitment to deliver vendor-provided SD/microSD cards by July 1, 2026.
- Separate installation/configuration labor for memory cards and camera/storage configuration, quoted so the District may choose self-installation, vendor installation, or a combination.
- Training and documentation costs.
- Support/SLA/warranty costs.
- 60-day and 90-day online/cloud retention options, plus any optional analytics, maps, emergency sharing, archive, or other alternates.
- Year 1 total cost and annual renewal costs for at least years 2-5.

11. Evaluation and Award

Evaluation factor	Weight	Considerations
Technical compliance and fit	30%	Ability to meet required Cloud VMS, security, privacy, local storage, and operational requirements.
Existing camera compatibility and migration approach	20%	Support for the current inventory, exception handling, migration risk, and preservation of existing cameras.
Implementation schedule	15%	Ability to reach base production status by August 21, 2026, meet the July 1, 2026 SD/microSD card delivery deadline, and quality of project plan.
Price and total cost of ownership	20%	Base cost, recurring costs, transparency, multi-year cost, and alternates.
Vendor qualifications, support, and K-12 experience	15%	References, team experience, support model, SLAs, and school-district fit.

The District may award to the responsible vendor whose quote is determined to provide the best value and best meet the District's needs, subject to applicable procurement rules and required approvals. Lowest price alone may not determine award unless required by applicable law or District policy.

12. K-12 Terms and Conditions

Procurement authority and review. This RFQ is subject to applicable federal, state, local, and Board procurement policies. The District may cancel, amend, reject, or reissue this solicitation as allowed by law and policy.

No improper contact. Vendors must communicate only with the named District contact regarding this solicitation. Contact with Board members, administrators, staff, or consultants outside the stated process may result in disqualification where permitted.

Public records. Quotes may be subject to public records/open records laws. Vendors should clearly mark confidential/proprietary sections, but the District will make final disclosure determinations under applicable law.

Confidentiality. Vendor must protect District network information, video, student/staff imagery, credentials, floorplans, security procedures, and non-public camera information.

FERPA/student privacy. Vendor must treat video that may identify students or staff as confidential and handle it only under District direction and applicable privacy laws.

Background checks and campus conduct. Vendor personnel must comply with District visitor management, identification, background check, student safety, tobacco/drug-free campus, and code-of-conduct requirements.

Insurance. Vendor must provide certificates of insurance before work begins. Minimum recommended limits include commercial general liability, workers compensation, automobile liability, professional/errors and omissions, and cyber liability in amounts acceptable to the District. Final limits should be inserted by the District.

Indemnification. Vendor shall indemnify and hold harmless the District to the extent permitted by law for claims arising from vendor negligence, misconduct, breach, infringement, or failure to comply with contractual obligations.

Non-discrimination and equal opportunity. Vendor shall comply with applicable non-discrimination, equal employment opportunity, accessibility, and civil rights requirements.

Tax-exempt status. District may be exempt from certain taxes. Vendor should not include taxes from which the District is exempt and should identify any applicable taxes separately.

Warranty and acceptance. System acceptance requires District validation of the agreed scope, successful user access, representative camera playback/export, storage configuration, health monitoring, documentation, and training.

Termination and data return. The District must be able to export/retain video and records according to agreed retention limits. Contract terms must address termination, data return/deletion, subscription expiration, and transition assistance.

Attachment A. Public Existing Camera Model/Resolution Summary

This is a summary of all cameras including make and model, quantity, and current recording resolutions/codecs, as well as a physical site location breakdown.

A.1 Site Summary

Site Code	Cameras
BB	40
BC	53
EH	51
HS	106
MS	78

A.2 Camera Model and Resolution Summary

Model	Manufacturer/Type	Cameras	Observed Resolutions / Codecs	Sites
M3066-V	AXIS VAPIX	92	1920x1080 H.265: 5; 2304x1728 H.264: 17; 2304x1728 H.265: 69; 2304x1728 (source marked invalid) H.265: 1	BB: 2; BC: 17; EH: 14; HS: 35; MS: 24
M3068-P	AXIS VAPIX	78	2880x2880 H.264: 15; 2880x2880 H.265: 62; 2880x2880 JPEG: 1; 3584x2688 H.264: 14; 3584x2688 H.265: 16; 3840x2160 H.265: 1	BB: 3; BC: 15; EH: 15; HS: 20; MS: 25
Q3708-PVE	AXIS VAPIX	29	2560x1440 H.264: 6; 2560x1920 H.264: 23	BC: 6; EH: 7; HS: 8; MS: 8
P3717-PLE	AXIS VAPIX	24	1920x1080 H.264: 24	BB: 4; BC: 9; EH: 6; HS: 4; MS: 1
M3086-V	AXIS VAPIX	18	2688x1512 H.264: 1; 2688x1512 H.265: 17	BB: 1; BC: 1; EH: 1; HS: 8; MS: 7
GDS3710 IP Doorbell	Grandstream	13	1920x1080 H.264: 13;	BB: 3; BC: 1; EH: 2; HS: 6; MS: 1
Q1786-LE	AXIS VAPIX	10	2560x1440 H.264: 10	BB: 2; BC: 2; EH: 2; HS: 2; MS: 2
QND-7012R	Hanwha Vision	9	1920x1080 H.264: 3; 1920x1080 (source marked invalid) H.264: 1; 2560x1440 H.264: 5	BB: 4; HS: 4; MS: 1
P1447-LE	AXIS VAPIX	8	3072x1728 H.264: 8	BB: 2; EH: 2; MS: 4
M3206-LVE	AXIS VAPIX	5	1280x960 H.265: 1; 2304x1728 H.265: 4	BB: 1; EH: 1; HS: 3
M4328-P	AXIS VAPIX	5	1440x1440 JPEG: 5	BB: 5
P3807-PVE	AXIS VAPIX	5	3648x2052 H.264: 5	BC: 2; HS: 2; MS: 1
P3267-LV	AXIS VAPIX	4	2592x1944 H.265: 4	HS: 2; MS: 2
P3719-PLE	AXIS VAPIX	4	2560x1440 H.264: 1; 2560x1440 H.265: 3	BB: 4
P3737-PLE	AXIS VAPIX	4	2592x1944 H.265: 4	HS: 4
QND-6012R1	Hanwha Vision	4	1920x1080 H.264: 4	BB: 4
P3818-PVE	AXIS VAPIX	3	1920x960 H.265: 1; 5120x2560 H.265: 2	BB: 3
QNV-7012R	Hanwha Vision	3	2560x1440 H.264: 3	HS: 3
LNO-6072R	Samsung	1	1920x1080 H.264: 1	HS: 1
M3058	AXIS VAPIX	1	2992x2992 H.264: 1; 3584x1344 H.264: 1	BB: 1

Cloud-Based CCTV VMS Replacement - RFQ

Model	Manufacturer/Type	Cameras	Observed Resolutions / Codecs	Sites
M4318-PLVE	AXIS VAPIX	1	1440x1440 JPEG: 1	BB: 1
P1448-LE	AXIS VAPIX	1	3840x2160 H.264: 1	HS: 1
P1467-LE	AXIS VAPIX	1	2592x1944 H.265: 1	MS: 1
P3727-PLE	AXIS VAPIX	1	1920x1080 H.265: 1	HS: 1
PNM-9031RV	Samsung	1	6720x2240 H.264: 1	HS: 1
QND-7022R	Samsung	1	2560x1440 H.265: 1	MS: 1
QNV-8020R	Hanwha Vision	1	2592x1944 H.265: 1	EH: 1
XNO-6010R	Samsung	1	1920x1080 H.264: 1	HS: 1

Attachment B. Vendor Quote Checklist

Vendors should complete or reproduce the following checklist in their quote. "Comply" means the requirement is included in the base quote without exception.

ID	Requirement	Vendor quote / location in quote
B-1	Cloud-based or cloud-managed VMS platform	
B-2	No central on-premises recording server required for base scope	
B-3	Supports existing Axis VAPIX cameras listed in Attachment A	
B-4	Supports existing Hanwha/Samsung/RTSP-connected cameras listed in Attachment A	
B-5	Supports H.264, H.265, and JPEG video formats as applicable	
B-6	Supports multi-sensor and panoramic/high-resolution cameras	
B-7	Lists all unsupported models/protocols/resolutions as exceptions	
B-8	Includes vendor-provided SD/microSD card hardware for seven-day on-camera storage, with delivery by July 1, 2026	
B-9	Separately prices SD/microSD installation/configuration labor, acknowledges District may self-install, and provides retention calculations and memory card specifications	
B-10	Includes at least 30 days of online/cloud retention in the base quote	
B-11	Provides separate pricing for 60-day and 90-day online/cloud retention	
B-12	Supports iOS and Mac access through web or dedicated app	
B-13	Prefers Google sign-in for web access and describes Google Workspace/SAML/OIDC support	
B-14	Supports MFA for administrative access	
B-15	Supports role-based access control and audit logging	
B-16	Supports secure video export and chain-of-custody workflow	
B-17	Describes encryption, data residency, subprocessors, and breach notification	
B-18	Treats District video/metadata as District-owned confidential information	
B-19	Disables facial recognition/biometric AI unless separately approved	
B-20	Provides K-12 references and comparable deployments	

Cloud-Based CCTV VMS Replacement - RFQ

ID	Requirement	Vendor quote / location in quote
B-21	Meets August 21, 2026 base operational target or states exception	
B-22	Includes training, documentation, support, warranty, SLA, and years 1-5 total cost of ownership	
B-23	Supports configurable building office security panels/views that display multiple District-defined cameras from the same building on one screen	

Attachment C. Cost Quote Form

Vendors may use their own format if all information below is provided. All costs should be line-itemed. Identify any assumptions, exclusions, and optional alternates.

Line	Cost item	Unit / term	Price
1	Cloud VMS setup / implementation	One-time	\$
2	Cloud VMS subscription/licensing with 30-day online retention	Year 1	\$
3	Cloud VMS subscription/licensing with 30-day online retention	Year 2	\$
4	Cloud VMS subscription/licensing with 30-day online retention	Year 3	\$
5	Cloud VMS subscription/licensing with 30-day online retention	Year 4	\$
6	Cloud VMS subscription/licensing with 30-day online retention	Year 5	\$
7	60-day online/cloud retention option	Alternate / annual	\$
8	90-day online/cloud retention option	Alternate / annual	\$
9	Gateway/bridge hardware, if required	One-time + annual support	\$
10	SD/microSD card media for seven-day on-camera retention	One-time; deliver by July 1, 2026	\$
11	Optional SD/microSD installation/configuration labor	One-time; quote separately	\$
12	Training/documentation	One-time	\$
13	Support/SLA/warranty beyond included coverage	Annual	\$
14	Optional analytics/maps/emergency sharing	Alternate	\$
15	Camera replacement or firmware remediation, if required	Exception / alternate	\$
16	Other required cost not listed above	Specify	\$

Total Year 1 Base Cost: \$ _____

Total Five-Year Cost of Ownership: \$ _____

Authorized Vendor Signature: _____ Date: _____