



Staff Report

TO: City Council

FROM: Doug Story, Assistant Community Services Director

DATE: February 1, 2022

SUBJECT: **Approve the Purchase and Installation of Mobile View Camera System on 18 Public Transportation Buses, Not to Exceed \$110,000**

Background and Analysis:

In 2019, City Transit staff purchased a Mobile View surveillance camera system for one of the Transit buses after a 90-day demonstration period. The City then purchased three buses for the Transit fleet, each with a Mobile View camera surveillance system installed by the dealer. The surveillance system has proven to meet the needs of passenger and driver safety and is industry standard for transportation fleets.

Purchasing 18 additional camera systems will create a uniform and functional surveillance system for the Transit fleet. Safe Fleet is the only vendor for the Mobile View camera system and has provided a quoted price of \$106,303 (Attachment A).

Fiscal Impact:

This project is fully funded by LCTOP grant funding and STA capital funding. This project is listed on the capital improvement project list and has been assigned as Project T-08. There is no impact on the General Fund. City staff estimates the cost to prepare this report to be \$95.

Recommended Action:

Approve the purchase of a Mobile View camera system in an amount not to exceed \$110,000 as part of capital improvement project CIP T-08 and authorize City staff to issue a purchase order for the procurement and installation of camera systems on 18 Beaumont Transit buses.

Attachments:

A. Safe Fleet Quote

Date: 08/12/2021
Proposal #: Q-02744
Expiry Date: 06/02/2022
End User:

PREPARED FOR:

Elisa Mendoza
 Manager
 emendoza@beaumontca.gov

SOLD TO DETAILS

City of Beaumont Transit
 Services
 550 East 6th St.
 Beaumont, California 92223
 United States

(951) 769-8522
 City of Beaumont Transit
 Services
 550 East 6th St. Beaumont, CA
 92223 US

BILLING DETAILS

SHIPPING DETAILS

City of Beaumont Transit
 Services
 550 East 6th St. Beaumont, CA
 92223 US

PREPARED BY:

Tanner Thompson

Corporate Office: 1.877.630.7366
 Unit 111, 3B Burbidge Street
 Coquitlam, BC V3K 7B2
 rgougeon@safefleet.net

8 Cam System

| QTY | PRODUCT | DESCRIPTION | CAMERA LOCATION | UNIT PRICE | TOTAL PRICE |
|-----|-------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------|--------------|--------------|
| 3 | TH8H2T0 | TH8 DVR, 8 HD Channels, 2 IP Channels, Audio, Security Front Cover with Lock Set, Mounting Plate, Power Harness, 2TB Single HDD DVR 2TB Storage | | USD 1,968.00 | USD 5,904.00 |
| 3 | WT2E20S20G4 | Wire bundle with adapter harness, RGY-Button and interconnect cable 20 ft., 5 signal inputs 20 ft., GPS receiver magnetic mount 20 ft. for compatible DVR Wire Bundle | | USD 185.00 | USD 555.00 |
| 3 | HD3Q03A20 | HD 1080P Camera, Dome, 2.8mm, internal, audio, IR TDN, 20' harness — to use with DH4C, TH6, TH8, and NH16 DVRs | Windshield <Road | USD 278.00 | USD 834.00 |
| 3 | CHQ-MP4A30 | CHQ mounting post, 4 inch, 30 degree angle Post for Windshield Camera | | USD 51.00 | USD 153.00 |
| 3 | HD3Q03A20 | HD 1080P Camera, Dome, 2.8mm, internal, audio, IR TDN, 20' harness — to use with DH4C, TH6, TH8, and NH16 DVRs | Driver < Step | USD 278.00 | USD 834.00 |
| 3 | HD3Q03A50 | HD 1080P Camera, Dome, 2.8mm, internal, audio, IR TDN, 50' harness — to use with DH4C, TH6, TH8, and NH16 DVRs | Cross-view | USD 304.00 | USD 912.00 |
| 3 | HD3Q03A20 | HD 1080P Camera, Dome, 2.8mm, internal, audio, IR TDN, 20' harness — to use with DH4C, TH6, TH8, and NH16 DVRs | Front < Rear | USD 278.00 | USD 834.00 |
| 3 | HD3Q03A50 | HD 1080P Camera, Dome, 2.8mm, internal, audio, IR TDN, 50' harness — to use with DH4C, TH6, TH8, and NH16 DVRs | Rear < Forward | USD 304.00 | USD 912.00 |
| 3 | HD3W03EI50 | HD Camera, Wedge, 2.8mm, external, IR TDN, 50' harness, to use with TH6 and TH8 DVRs | Ext. Curb <Rear | USD 355.00 | USD 1,065.00 |
| 3 | HD3W03EI20 | HD Camera, Wedge, 2.8mm, external, IR TDN, 20' harness, to use with TH6 and TH8 DVRs | Ext. Road <Rear | USD 328.00 | USD 984.00 |

| QTY | PRODUCT | DESCRIPTION | CAMERA LOCATION | UNIT PRICE | TOTAL PRICE |
|----------------------------|------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------|------------|----------------------|
| 3 | RVC400E75 | RVC400 with a 75 ft. M12 to Micro-Fit harness | Ext. Reverse | USD 189.00 | USD 567.00 |
| 3 | RVM2-SP | Rear Vision 7 Inch LCD Monitor for use with DVR's with 2x3 MicroFit camera ports. Includes splitter, 20' camera harness, bracket, hardware kit and sunshade. No < 60 sec delay due to DVR/NVR boot up Rearview Monitor | | USD 253.00 | USD 759.00 |
| 3 | 085-1002 | ANT,White,1x1,Dual Band WiFi,1.8M,RP-SMA Male Wi-Fi Antenna | | USD 130.00 | USD 390.00 |
| 3 | SRLN07NP | SmartReach Lite,2.4/5GHz,ANT,No POE,-N Wi-Fi Bridge and Antenna | | USD 192.00 | USD 576.00 |
| 3 | FRGT-TH8-WG | Freight,FedEx Ground,W,TH8 System Freight | | USD 37.00 | USD 111.00 |
| 1 | FRGT-SURCHARGE-L | Freight,Shipping & Handling Surcharge Surcharge only charged once for the whole order. | | USD 100.00 | USD 100.00 |
| 3 | INST-TRCAMSYS | Installation TX/DX/TH/NX DVR with one analog camera/GPS and Signals DVR + 1 Cam | | USD 447.00 | USD 1,341.00 |
| 12 | INST-INTCAM | Installation, CQ/CJ/CHQ/HD1Q/HD2Q/HD3Q/HD3U/C3Q/C8 cameras Interior Cams | | USD 53.00 | USD 636.00 |
| 6 | INST-EXTCAM | Installation, CA/CHW/HD1W/HD1S/HD3W/HD3S/C3W/RVC400 cameras Exterior Cams | | USD 79.00 | USD 474.00 |
| 3 | INST-RVM | Installation, Rear Vision Monitor Rear View Cams | | USD 132.00 | USD 396.00 |
| 3 | INST-SRLB | Installation Smart Reach Wireless Bridge Antenna Install | | USD 81.00 | USD 243.00 |
| 8 Cam System Total: | | | | | USD 18,580.00 |

7 Cam System

| QTY | PRODUCT | DESCRIPTION | CAMERA LOCATION | UNIT PRICE | TOTAL PRICE |
|-----|-------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------|--------------|---------------|
| 15 | TH8H2T0 | TH8 DVR, 8 HD Channels, 2 IP Channels, Audio, Security Front Cover with Lock Set, Mounting Plate, Power Harness, 2TB Single HDD DVR with 2TB of Storage | | USD 1,968.00 | USD 29,520.00 |
| 15 | WT2E20S20G4 | Wire bundle with adapter harness, RGY-Button and interconnect cable 20 ft., 5 signal inputs 20 ft., GPS receiver magnetic mount 20 ft. for compatible DVR Wire Bundle | | USD 185.00 | USD 2,775.00 |

| QTY | PRODUCT | DESCRIPTION | CAMERA LOCATION | UNIT PRICE | TOTAL PRICE |
|-----|---------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------|------------|--------------|
| 15 | HD3Q03A20 | HD 1080P Camera, Dome, 2.8mm, internal, audio, IR TDN, 20' harness — to use with DH4C, TH6, TH8, and NH16 DVRs | Windshield <Road | USD 278.00 | USD 4,170.00 |
| 15 | HD3Q03A20 | HD 1080P Camera, Dome, 2.8mm, internal, audio, IR TDN, 20' harness — to use with DH4C, TH6, TH8, and NH16 DVRs | Driver < Step | USD 278.00 | USD 4,170.00 |
| 15 | HD3Q03A50 | HD 1080P Camera, Dome, 2.8mm, internal, audio, IR TDN, 50' harness — to use with DH4C, TH6, TH8, and NH16 DVRs | Rear < Forward | USD 304.00 | USD 4,560.00 |
| 15 | HD3Q03A20 | HD 1080P Camera, Dome, 2.8mm, internal, audio, IR TDN, 20' harness — to use with DH4C, TH6, TH8, and NH16 DVRs | Front < Rear | USD 278.00 | USD 4,170.00 |
| 15 | RVC400E75 | RVC400 with a 75 ft. M12 to Micro-Fit harness | Ext. Reverse | USD 189.00 | USD 2,835.00 |
| 15 | HD3W03EI50 | HD Camera, Wedge, 2.8mm, external, IR TDN, 50' harness, to use with TH6 and TH8 DVRs | Ext. Curb <Rear | USD 355.00 | USD 5,325.00 |
| 15 | HD3W03EI20 | HD Camera, Wedge, 2.8mm, external, IR TDN, 20' harness, to use with TH6 and TH8 DVRs | Ext. Road <Rear | USD 328.00 | USD 4,920.00 |
| 15 | RVM2-SP | Rear Vision 7 Inch LCD Monitor for use with DVR's with 2x3 MicroFit camera ports. Includes splitter, 20' camera harness, bracket, hardware kit and sunshade. No < 60 sec delay due to DVR/NVR boot up Rearview Monitor | | USD 253.00 | USD 3,795.00 |
| 15 | SRLN07NP | SmartReach Lite,2.4/5GHz,ANT,No POE,-N Wi-Fi Bridge and Antenna | | USD 192.00 | USD 2,880.00 |
| 15 | CHQ-MP4A30 | CHQ mounting post, 4 inch, 30 degree angle Post for Windshield Camera | | USD 51.00 | USD 765.00 |
| 15 | 085-1002 | ANT,White,1x1,Dual Band WiFi,1.8M,RP-SMA Male Wi-Fi Antenna | | USD 130.00 | USD 1,950.00 |
| 15 | FRGT-TH8-WG | Freight,FedEx Ground,W,TH8 System Freight | | USD 37.00 | USD 555.00 |
| 15 | INST-TRCAMSYS | Installation TX/DX/TH/NX DVR with one analog camera/GPS and Signals DVR + 1 Cam | | USD 447.00 | USD 6,705.00 |
| 45 | INST-INTCAM | Installation, CQ/CJ/CHQ/HD1Q/HD2Q/HD3Q/HD3U/C3Q/C8 cameras Interior Cams | | USD 53.00 | USD 2,385.00 |
| 30 | INST-EXTCAM | Installation, CA/CHW/HD1W/HD1S/HD3W/HD3S/C3W/RVC400 cameras Exterior Cams | | USD 79.00 | USD 2,370.00 |
| 15 | INST-RVM | Installation, Rear Vision Monitor Rear View Cams | | USD 132.00 | USD 1,980.00 |

| QTY | PRODUCT | DESCRIPTION | CAMERA LOCATION | UNIT PRICE | TOTAL PRICE |
|----------------------------|--------------|----------------------------------------------------------|-----------------|------------|---------------|
| 15 | INST-SRLB | Installation Smart Reach Wireless Bridge Antenna Install | | USD 81.00 | USD 1,215.00 |
| 16 | INST-SYSRMVL | Removal of Existing System | | USD 43.00 | USD 688.00 |
| 7 Cam System Total: | | | | | USD 87,733.00 |

Total: USD 106,313.00

Safe Fleet Preventative Maintenance Program

Ensure your fleet safety systems are running optimally, increasing system and safety performance and reducing operational cost.

[ASK US HOW IT WORKS](#)



All purchases must be confirmed with an authorized signature from the purchaser; company issued purchase orders should be provided for all purchases exceeding \$10,000.00 (in addition to authorized proposal). Any purchases that are exempt from sales taxes must be accompanied by a tax exemption and/or resellers certificate.

By signing this proposal (the "Proposal") (or, if this Proposal is attached to, referenced in, or otherwise accompanies any other agreement, statement of work, purchase order, or other similar document, by or between the parties and/or their applicable affiliates (any of the foregoing, collectively, the "Accompanying Agreement"), then by signing such Accompanying Agreement), the Customer agrees to all terms and conditions set forth herein, including without limitation those set out in this Comments and Terms section, and to the Safe Fleet Video & Telematics Products and Services Standard Customer Terms & Conditions, currently available at safefleet.net/v-and-t-general-terms (as may be updated or amended by Safe Fleet from time to time in its discretion, the "Ts&Cs"), which are incorporated herein and will govern all products, services, and other matters set forth herein. Capitalized terms used but not defined herein shall have the meaning ascribed to them in the Ts&Cs.

Customer and Safe Fleet expressly agree that, notwithstanding anything to the contrary in the Accompanying Agreement, including any provision thereof relating to order of precedence, conflicts, or "battle of the forms," in the event of any conflict, ambiguity, or inconsistency (any of the foregoing, a "Conflict") between any term, provision, requirement, request, specification, or other provision (any of the foregoing, a "Provision") of the Accompanying Agreement and any Provision of this Proposal (including, for clarity, the Ts&Cs), this Proposal shall prevail and control; Customer and Safe Fleet intend this Proposal to be, and this Proposal shall be deemed to be, an amendment to any Conflicting Provision of the Accompanying Agreement.

The warranties applicable to the products, services, and other matters set forth herein are available at <https://www.safefleet.net/product-and-service-warranties> (the "Warranty Documentation"). Notwithstanding any other provision in this Agreement, the Warranty Documentation sets forth the sole warranties with respect to the products, services, and other matters set forth herein, and Safe Fleet hereby expressly disclaims all other representations and warranties, express or implied.

PO# _____ Date: _____
Name: _____ Title: _____
Signature: _____
Comments: _____

Seon Additional Comments & Terms:

Proposed installation prices are based on all vehicles being present and available, in a single location, at the time of scheduled installation. Any offsite installation work or the requirement to return to the site at a later date are subject to additional fees including labor and associated travel costs.

This quote is valid for up to 60 days. All sales are final. A restocking fee of 20% will apply for any product returns and/or exchanges requested after initial shipment of the product. Note that product returns and/or exchanges will only be accepted for new, unused product that is within the original, unopened packaging.

The following additional terms and conditions apply to Customer's use of the Smart Reach Cellular Router All-in-One (SRC-ROUTER-S-1), and/or Safe Fleet Stream Cellular DATA PLAN, but, in each case solely during the period (if any) for which Customer has purchased a Smart Reach Hotspot plan:

(1) All pricing for Hotspot Cellular Products assumes a three-year commitment by Customer. Typically, Safe Fleet requires payment in full for all hardware in advance. When Customer purchases a Smart Reach Hotspot plan, however, as an added benefit to Customer, Safe Fleet amortizes the cost of hardware over the three-year subscription period. Therefore, in consideration of the foregoing, Customer acknowledges and agrees that, if Customer terminates its wireless subscription prior to the third anniversary thereof for any reason, Customer will, within 30 days of notice of termination, pay an early termination fee equal to the full cost of all hardware purchased by customer, less only the amortized portion thereof for which Safe Fleet has actually received payment as of the effective date of such termination (which amount Safe Fleet will communicate to Customer upon Customer's request). Notwithstanding the foregoing, Customer may pay the full cost of the hardware in full in advance, in which case the three-year commitment and early termination fee will not apply.

(2) Unless otherwise provided in this Proposal, the Smart Reach Hotspot plan permits 60GB of data usage per year. Customer may track data consumption using Safe Fleet data reports, and may purchase additional data if mutually agreed by the Parties in writing. Customer may contact Safe Fleet for current rates. If Customer uses 60 GB of data in a subscription year and has not purchased additional data, Customer may no longer use, and Safe Fleet may terminate, Customer's connection. Annual data not used in the applicable year will be forfeited and will not be credited or rolled over to subsequent years.

The following additional terms and conditions apply to Customer's use of the Smart Reach Cellular Modem (SRC-MODEM-S-1), Smart Reach Cellular Router All-in-One (SRC-ROUTER-S-1), and/or Safe Fleet Stream Cellular DATA PLAN, in each case except during such period (if any) that Customer has purchased, and is current on payment for, a Smart Reach Hotspot plan:

(1) Customer agrees that it will not (a) enable any WIFI hotspot that makes use of any Safe Fleet stream Cellular Data Plan, (b) allow passengers or any other third parties to use any Safe Fleet Stream Cellular Data Plan, or (c) use any Safe Fleet Stream Cellular Data Plan for any purpose other than to use the applicable Seon products (e.g., RV50-X and/or MP70 products, as applicable) for their intended purposes, as set forth in applicable Seon documentation.

(2) Without limiting the foregoing, Customer further acknowledges and agrees that Safe Fleet will have no obligation to provide support of any kind to enable, or otherwise relating in any way, to any wifi hotspot that makes use of any of the foregoing Cellular products and/or services.

(3) The Safe Fleet Stream Cellular DATA PLAN offers limited data per month and is intended for use solely for Live Stream video. Customer's data limit is set forth above in this document. Data may be shared among vehicles in



Customer's fleet. Monthly data not used in the applicable month will be forfeited and will not be credited or roll over to subsequent months. Customer will pay an overage fee per gigabyte of data (prorated for any portion of a gigabyte) used in excess of the monthly limit, at Seon's then-current, applicable pricing. Customer may request the latest overage fee price from Customer's sales representative, by referencing Part Number: DATA-OVERAGE-1G-S.

Thank you for the opportunity to provide a Proposal for your mobile surveillance and fleet management needs. We trust this customized solution will help you meet your goals for passenger and driver safety and security.

Please feel free to contact me directly at 1.877.630.7366 if you have any questions or concerns. We look forward to partnering with you.

Best regards,

Rick Gougeon
Sales Manager - Transit West
1.877.630.7366 | rgougeon@safefleet.net