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CVS/JH/16342  
Friday 12<sup>th</sup> October 2018

Ash Tadjrishi  
Felixstowe Town Council  
Town Hall  
Felixstowe  
Suffolk  
IP11 2AG

Dear Ash

**Re: 3 year maintenance Offer and proposed upgrade path for Felixstowe Town Centre and Spa Gardens CCTV. 1/7/19 – 30/6/2022**

#### **Works Completed 18/9/18 - 8/10/18**

Following the recent CCTV committee meeting I wanted to let you know that we have completed the latest service visit and the following works:

1. New camera fitted in spa gardens and the Spa Gardens camera relocated to the Beijing position. This made maximum use of the Infra-red capabilities of the new camera.
2. 1 pair of AMG wireless transmitter and receivers fitted at the Triangle. This has immediately improved the CCTV buffering and we will continue to monitor the progress.
3. 1 encoder and decoder fitted at Lidl camera 15
4. IR lamp fitted into Town Hall shelter (See enclosed photograph)

#### **STC also supply and install....**

CCTV



Scales



Access Control & Barriers



Inventory & Warehouse Systems



STC Solutions Limited  
Registered Office: Unit 1 Cygnus, Orion Court, Great Blakenham, Ipswich, Suffolk, IP6 0LW  
Registered in England No: 4237478



Ash Tadjrishi  
Felixstowe Town Council

**Service Contract Offer 1/7/19 – 30/6/2020**

**Total price £9,980 + VAT per year.**

This is the same price as the existing fixed 3 year agreement which ends 30/6/18

Current Split: £5,988 Town council (9 cameras out of 15),  
£ 3,992 SCDC (6 cameras out of 15)

Covering: 4 routine visits, all emergency call outs and all parts on:  
15 x Cameras  
2 x Vista Quantum+ Digital Recorder  
All Wireless Kits  
All Monitors  
4 x Training visits per annum, duration 3 hours per visit at time to be agreed in advance with Sgt. Peter Street. This have not been happening in 2017/2018 as no new volunteers have been inducted.

***Incentive to remain with STC for the next 3 years:***

*We appreciate that many companies are competing for the maintenance contract so if we are given the three year deal above will we undertake the first 2 upgrade items below free of charge.*

*Item 1, detailed in the upgrade path below, would be installed between now and next August depending upon when the next camera failed.*

*If we assume that 1 camera fails then we would then fit 3 x additional item 2 (cameras as listed in the upgrade path below) over the 3 year period.*

*Naturally, when the 4 cameras were installed you might choose to install some more, as the IP images will be so much better. If this is the case then the individual camera price will be applied and the new NVR and matrix would be required.*

*Alternatively, we may only need to replace 4 cameras in the next 3 years and perhaps the incentive process could be repeated with item 3 of the upgrade path and some additional cameras in exchange for another fixed three year deal from 2020 – 2023.*

*Quotation Valid: for 30 Days from Date of Quotation. Payment terms: 30 Days from Date of Invoice.*

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**Upgrade Path: 1/7/19 – 30/6/2020**

We have identified a potential upgrade path as follows.

- 1) Supply and install 1 x Viper 16 Channel Hybrid Recorder with 16 analogue inputs and an additional 5 IP inputs. This to be fitted with 24TB drive to allow for realtime recording on every camera for at least 31 days. This will allow us to install 4 IP domes, as the older domes fail, and link this to the system without any further upgrades.

**Price £ 2450 + VAT** (This price includes all training required to migrate from the existing Quantum recorder to the Viper.)

- 2) Supply and install IP dome cameras with built in infra-red illumination, exact model number to be determined at supply time. Up to 4 of these can be supplied without any further upgrades to the wireless system or the Viper hybrid recorder.

**Price £ 1650 + VAT each**

- 3) Once the additional 4 inputs have been filled with IP cameras then a new Viper NVR (Network Video Recorder) will need to be installed. For this we would recommend the 32 input unit with 24Tb storage. This will build in 16 camera future expansion and allow you to migrate all the remaining analogue cameras to this unit. In effect it would make the first Hybrid redundant over time but only when all of the analogue cameras have been replaced with the digital (IP) equivalents. In order to make the system simple to use we would also install the Viper Virtual Matrix. This is a piece of software which will link the hybrid recorder to the NVR in a seamless fashion so that the operator can still use the existing joystick controller. In fact apart from picture quality it will be impossible to tell whether the camera is analogue or digital and which recorder it is being controlled from/recorded to.

**Price £ 3,580 + VAT**

I trust I have interpreted your requirements correctly, please let me know if not, and I look forward to discussions with you over the coming months.

Best regards,

Clark Skates

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