



Unit 1 Cygnus, Orion Court, Great Blakenham, Ipswich, Suffolk, IP6 0LW
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CVS/JH/20417/A
Tuesday 5th April 2022

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

Dear Ash

Re: Issues with 2 x Rusting cameras

Following our last service visit we have had to remove 2 of the old analogue dome cameras from the town centre as they had corroded so badly that they presented a significant health and safety hazard. These were located at Underliff Road Car Park and the leisure centre.

As you may remember from our letter in 2019 (copy enclosed) we were prepared to put some cameras and the basic recorder in as part of the contract but these would be in addition to that so we are quoting the following:

- 1) 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. This will be the 4th of such cameras so it would mean that if you installed a 5th, you would need to also upgrade the recorder, see below.

Price £ 1650 + VAT

Guaranteed buy back price 12 months £ 885 + VAT, 18 months £650 + VAT, 24 months £400 + VAT

- 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. This will be the 4th of such cameras so it would mean that if you installed a 5th, you would need to also upgrade the recorder, see below.

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STC Solutions Limited
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Registered in England No: 4237478



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Felixstowe Town Council

- 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 16 input unit with 16Tb storage. This will allow you to accommodate all the current cameras which are IP and any that fail within the next 2 years and have to be made in to IP. 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 oprator 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 £ 1,750 + VAT

Guaranteed buy back price 12 months £ 985 + VAT, 18 months £750 + VAT, 24 months £500 + VAT

I trust the above information is satisfactory and look forward to renewing discussions with you shortly.

Best regards

Clark Skates

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

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