



April 15, 2024

Major Todd Joyce
Chief of Staff
Fayetteville Police Department
467 Hay Street
Fayetteville, NC 28301

Dear Major Joyce:

As you may be aware, the Department's current ShotSpotter (formerly Respond) subscription expires on September 27, 2024. To that end, the attached Quote FYTVLLPD041524A is for an additional one-year term of the current subscription (September 28, 2024 through September 27, 2025) for the 3.0 square mile coverage area.

Please note, the current rate for Department's coverage area is now below our current market pricing (\$75,000 per square mile as of January 1, 2024); therefore, a standard pricing adjustment would apply (a 5% increase over the previous rate). However, we have waived the price increase for the proposed one-year term.

In addition, we are offering the Department the opportunity to renew for a three-year term (Quote FYTVLLPD041524B). This three-year option allows the Department to renew at the current rate of \$70,000 per square mile for the duration of the agreement. The pricing in Quote FYTVLLPD041524B is contingent upon SoundThinking receiving a three-year contract commitment allowing us to invoice the Department automatically for each annual subscription term over the three years of the agreement, without any requirement to obtain additional approvals, Purchase Orders, or notifications from the Department. If required, SoundThinking can provide a simple amendment to extend the current agreement or a new agreement for an additional three-year term.

Should the Department elect to renew for only one year, a 5% increase will be applied to the September 28, 2025 through September 27, 2026 subscription term, so please budget accordingly.

These price quotes do not include any state or local taxes; please notify me if the quotes need to be adjusted for applicable taxes.

We appreciate the opportunity to continue to support the Fayetteville Police Department in your efforts to reduce gun violence and build community trust. Should you have any questions regarding the Department's subscription renewal, or if there is anything I can do to assist you, please feel free to call me at 510-298-8668.

Sincerely,

A handwritten signature in black ink that reads "Karen Isotalo". The signature is written in a cursive style and is enclosed in a thin black rectangular border.

Karen Isotalo
Vice President, Sales Operations