

Requisition
SHERIFF'S LAW ENFORMENT FACILITY

Req # 00216041

PO #
Date: 05/11/12

Bill To: x
x

Vendor: 385026
 SPILLMAN TECHNOLOGIES, INC.
 4625 W. LAKE PARK BLVD.
 SALT LAKE CITY UT 84120
 FAX (801)902-1210

Ship To: SHERIFF'S LAW ENFORMENT FACILITY
 711 EL CIBOLO RD.
 EDINBURG TX 78539

Contact: RICHARD OZUNA
 956-393-6024

Contract No: DIR-SDD-1623

Special Instructions:

QUANTITY	UOM	DESCRIPTION	UNIT PRICE	AMOUNT
		DL SCANNER WILL BE USED TO RUN DRIVERS LICENSE INFORMATION THRU VEHICLE COMPUTER DO NOT DUPLICATE ORDER		
25.00	EACH	E-SEEK M-250 DL SCANNER	419.48	10,487.00
50.00	EACH	DL SCANNING LICENSE (OPEN MARKET, PROPRIETARY SOFTWARE)	184.95	9,247.50
4.00	EACH	PROJECT MANAGEMENT	129.31	517.24
1.00	EACH	SHIPPING	100.00	100.00
		<u>Account No</u>	<u>Encumbrance</u>	
		2-1100-421-00-280-001-0-336	9,864.74	
		2-1100-421-00-280-001-0-665	10,487.00	
			Freight	.00
			Total	20,351.74
		REPORT ROAD HAZARDS 1-866-HCR-SAFE OR 1-866-427-7233		

8/16/12

Authorized By: _____

theq all right



Spillman technologies, inc. reliable



Quote Expiration Date June 30, 2012
Quote Number 2012-3555
DIR Number DIR-SDD-1623

services included

- First-Year Maintenance - For the specific module(s) listed in this document, all upgrades and live phone support services are included for the entire first year. Second-year maintenance is estimated below.
Project Management and Installation - A Project Manager will be assigned to be your single point of contact to coordinate our expert installation and training staff to ensure a smooth upgrade transition.
Training - Whether it's on-site, web based, or via our training database, if training is required for this purchase, all of the necessary training costs are included in this quote.

modules included

package quote \$20,351.74

Table with 7 columns: Description, Qty, Unit Price, Discount, Unit Price, Total Price, Total. Rows include E-Seek M-250 DL Scanner, DL Scanning License, Project Management, and Shipping and Handling.

Handwritten notes: 665, 536, 336, 665

DL Scanning Software isn't part of DIR Pricing. Spillman has discounted this software 10%

Upon signature by Customer below, Customer agrees to purchase the licenses, products and/or services upon the terms as quoted in this document by Spillman, and this document shall constitute an addendum to the Purchase Agreement previously entered into between the Customer and Spillman.

Hidalgo County Sheriffs Department

Customer's Name
By:
Authorized representative of Customer
Print Name and Title
Date

Estimated Second Year Maintenance \$2,060

Standard payment terms include full-project invoicing upon document processing. Any non-standard payment terms must be included in writing above. Confidential and proprietary information of Spillman Technologies, Inc. © 2010

1625 West Lake Park Blvd Salt Lake City, UT 84120 phone 801-902-1200 fax 801-902-1210

Tanya.Delira

From: Samuel Kienow [skienow@spillman.com]
Sent: Tuesday, May 29, 2012 10:47 AM
To: tanya.delira@co.hidalgo.tx.us
Subject: Spillman DL Scanners Purchase

Tanya:

Thanks for your patience with me on the phone last week. I was traveling around northern CA and the reception can be rough.

I've spoken with our team and we don't need anything else signed, we just need the PO emailed to us. Let me know if you need any other information. Also, should you be the initial contact for the project at the agency?

Thanks,

Sam



Connect with support, submit problems, and access the NEW Knowledgebase online at [My Spillman](#).

To Whom It May Concern:

Spillman Technologies is suggesting a sole source justification for providing an electronic driver license scanning solution to the Hidalgo County Sheriff's Department. The goal of this project is to allow Hidalgo's deputies quick and complete access to a driver's records. There are two pieces to this project, a software component that is integrated specifically into Spillman's Mobile software and the hardware, which is interfaced to the Spillman Mobile software and DL Scanning suite. Hidalgo needs this project to help streamline the workloads of their personnel and allow easier access to vital public safety information in a timely manner.

We recommend this combined solution for several reasons. First and foremost are that Spillman is at the head of our software industry. We have been in the industry for several years and are a stable, healthy company. The second is the proposed solution has been successfully accomplished at several other agencies across the country. This allows the county the safety of knowing the solution is tried, tested, and fully functional. Another is the ease of use for the deputy. Anytime that can be spent automating a process can help to save time and limit exposure to liability. Lastly, this solution is already rolled out currently at Hidalgo County. This purchase is an expansion of a working project already in place.

Spillman Technologies' solution for Hidalgo County is something no other vendor can accomplish in the timeframe desired. The likely timeframe for completing a project like this without Spillman would be well over a year from start to finish. With the proposed solution, completion would be under one month. It's also by far the most cost effective solution for the SO. Going with another software vendor would likely cost 2-3 times the amount of the currently proposed solution and would not have the ease of use and integration so important to this project.

Hidalgo County will be well served by this project. With Spillman's 100% implementation rate and industry leading technology, this will be the perfect fit for the SO as well.

Tanya.Delira

From: Samuel Kienow [skienow@spillman.com]
Sent: Wednesday, May 30, 2012 4:51 PM
To: tanya.delira@co.hidalgo.tx.us
Subject: DL Scanning Project Maintenance
Attachments: Hidalgo SO 25 DL Scanners and 50 DL Scanning Licenses 04.20.12.pdf

Tanya:

Attached is the updated DL Scanning agreement. You'll find on the left side, toward the lower part of the page a line that reads, "Estimated 2nd Year Maintenance \$2060". That's the recurring cost for the software maintenance and support.

Let me know if you have any other questions.

Thanks,

T
Sam

F
S

Samuel J. Kienow
Account Sales Representative

TOLL FREE: 800.860.8026 ext. 1886

LOCAL: 801.902.1886

FAX: 801.902.1210

MOBILE: 801.647.6266

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technologies, inc.
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 www.spillman.com

Connect with support, submit problems, and access the NEW Knowledgebase online at [My Spillman](#).

System

enhancement

Quote and Purchase Addendum

spillman
technologies, inc.

reliable 

Quote Expiration Date June 30, 2012

Quote Number 2012-3555

DIR Number DIR-SDD-1623

services included

- ▶ First-Year Maintenance – For the specific module(s) listed in this document, all upgrades and live phone support services are included for the entire first year. Second-year maintenance is estimated below.
- ▶ Project Management and Installation – A Project Manager will be assigned to be your single point of contact to coordinate our expert installation and training staff to ensure a smooth upgrade transition.
- ▶ Training – Whether it's on-site, web based, or via our training database, if training is required for this purchase, all of the necessary training costs are included in this quote.

modules included

package quote

\$20,351.74

Description	QTY	MSRP	DIR Discount	DIR Category	Unit Price	Total
E-Seek M-250 DL Scanner	25	595.00	29.50%	CAD	419.48	\$10,487.00
DL Scanning License	50	205.50	-	CAD	184.95	\$9,247.50
Project Management	4	182.00	29.50%	CAD	129.31	\$517.24
Shipping and Handling	1	-	-	-	100.00	\$100.00

DL Scanning Software isn't part of DIR Pricing. Spillman has discounted this software 10%

Upon signature by Customer below, Customer agrees to purchase the licenses, products and/or services upon the terms as quoted in this document by Spillman, and this document shall constitute an addendum to the Purchase Agreement previously entered into between the Customer and Spillman. The terms and conditions of such Purchase Agreement, as well as the related License Agreement and Support Agreement, shall apply to the items quoted in this document.

Hidalgo County Sheriffs Department

Customer's Name

By:

Authorized representative of Customer

Print Name and Title

Date

Estimated Second Year Maintenance **\$2,060**

Standard payment terms include full-project invoicing upon document processing. Any non-standard payment terms must be included in writing above. Confidential and proprietary information of Spillman Technologies, Inc. © 2010

4625 West Lake Park Blvd., Salt Lake City, UT 84120 phone 801.902.1200 fax 801.902.1210

Tanya.Delira

From: Samuel Kienow [skienow@spillman.com]
Sent: Thursday, May 31, 2012 9:31 AM
To: Tanya.Delira
Subject: Re: DL Scanning Project Maintenance
Attachments: image001.png

Correct

On May 31, 2012, at 8:10 AM, "Tanya.Delira" <tanya.delira@co.hidalgo.tx.us> wrote:

Good morning, Mr. Samuel...☺ however the maintenance agreement will take effect until next year right?

From: Samuel Kienow [mailto:skienow@spillman.com]
Sent: Wednesday, May 30, 2012 4:51 PM
To: tanya.delira@co.hidalgo.tx.us
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Tanya:

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Let me know if you have any other questions.

Thanks,

Sam

<image001.png>

Connect with support, submit problems, and access the NEW Knowledgebase online at [My Spillman](#).

Tanya.Delira

From: Samuel Kienow [skienow@spillman.com]
Sent: Thursday, May 31, 2012 3:32 PM
To: Tanya.Delira
Subject: RE: DL Scanning Project Maintenance

We are the sole proprietor of the software and no one can purchase our software anywhere else, but through us.

Thanks,

Sam

Sam Kienow
Account Sales Representative
Spillman Technologies
Mobile - 801.647.6266
Direct - 801.902.1886

Connect with support, submit problems, and access the NEW Knowledgebase online at [My Spillman](#).

From: Tanya.Delira [mailto:tanya.delira@co.hidalgo.tx.us]
Sent: Thursday, May 31, 2012 12:59 PM
To: Samuel Kienow
Cc: 'Martha Salazar'
Subject: RE: DL Scanning Project Maintenance

Mr. Samuel, is your company the sole proprietor for this software or can we purchase the software/license thru another source?

From: Samuel Kienow [mailto:skienow@spillman.com]
Sent: Thursday, May 31, 2012 9:31 AM
To: Tanya.Delira
Subject: Re: DL Scanning Project Maintenance

Correct

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<image001.png>

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PURCHASING DEPARTMENT
County Of Hidalgo

MEMORANDUM

"SOLE SOURCE DECLARATION"

TO: Hidalgo County Commissioner's Court

FROM: Martha L. Salazar, CPPB
Hidalgo County Purchasing Agent *mls*

DATE: 06/19/2012

RE: "Sole Source Declaration" Spillman Technologies, Inc.

The Hidalgo County Sheriff's Office Law Enforcement Facility currently possesses and utilizes the E-SEEK M-250 DL Scanners since 08/2011 and would like to purchase 25 more. These scanners are designed to help streamline the workloads and allow easier access to vital public safety information in a timely manner.

Spillman Technologies, INC. is the Sole Source for providing an electronic driver license scanning solution. There are two pieces to this project, a software component that is integrated specially into Spillman's Mobile Software and the hardware, which is interfaced to the Spillman Mobile Software and DL Scanning suite.

Therefore, the Hidalgo County Sheriff's Law Enforcement Facility requires the purchase and the continued renewal of the software maintenance and support with Spillman Technologies, Inc.