




## PURCHASING DEPARTMENT

Madison County Board of Supervisors  
146 West Center Street / Post Office Box 608  
Canton, MS 39046  
Office (601)-855-5534 ~ Fax (601) 859-5875

April 15, 2024

**To:** Board of Supervisors  
**From:** Kesha Jackson, Purchasing Clerk   
**Subject:** Consideration of Declaration of Sole Source for Camera and Recording Equipment

The Madison County Sheriff Department has requisitioned for WSI Technologies to services, iRecord Digital Video/Audio Recording Systems for interviews. As the attached letter, indicates that Word Systems, LLC, d/b/a WSI Technologies is the exclusive sole source of iRecord Software and Hardware Products for the state of Mississippi.

I recommend that the board declare this as a Sole Source, authorize the issuance of a purchase order to WSI Technologies for \$23,368.00 services, iRecord Digital Video/Audio Recording Systems for interviews per the attached quote.

Thank you in advance for your consideration of the above recommendations.

Friday, March 01, 2024

To Whom It May Concern:

Thank you for your consideration of investing in the iRecord digital audio video interview recording and content management solution. I would like to take this opportunity to advise you that Word Systems, LLC – DBA WSI Technologies is the exclusive sole source of iRecord Software and Hardware Products for the state of Mississippi.

iRecord is the leading on-demand, digital video/voice recording system designed specifically for Law Enforcement, Custodial Interviews, and Child Advocacy Centers. iRecord has been made in the USA since 2002, with the help of detectives, law enforcement professionals, computer software and hardware engineers. iRecord is “purposeful” technology because it helps public safety agencies better serve and protect by increasing efficiency, effectiveness, and productivity, while minimizing risk.

iRecord has installed over 4,000 interview rooms nation and worldwide to nearly 2,000 clients. The iRecord solution contains a number of notable specs and features, several of which are exclusive to iRecord. Some of the features included with the iRecord solution are:

1. **Simple, easy to use, “One Touch” Recording**
2. **HD IP Cameras**
3. **High Resolution Video**
4. **ONVIF® Compliant**
5. **Software Generated Time and Date Generator (Watermark)**
6. **Software Generated Attorney-Client Microphone Disable Feature**
7. **Brightness and Contrast Control**
8. **Live Viewing and Rewind in Progress Feature**
9. **Real-Time and Post-Time Notes/Bookmarking**
10. **Scrolling Notes**
11. **Searchable META Data SQL Database**
12. **Active Directory® Integration**
13. **Remote Client Browser allows for Live Viewing of Interviews, Live Notes, Data Search, Interview Retrieval**
14. **Remote Start/Stop via Client Browser, Dry Contact Switches**

9045 River Road, Suite 125  
Indianapolis, IN 46240  
800-425-7637

[www.wsi-tech.com](http://www.wsi-tech.com) [www.iRecord.tv](http://www.iRecord.tv)

15. External Video Import Feature (In-Car Video Files, Body Cameras, Surveillance Files etc.)
16. Advanced/Flexible Interdepartmental Security (Password protection, Adjustable User Access, Privacy, Sub-Groups, Multiple Group Support)
17. Redaction for Secure Editing
18. Chain of Evidence Audit Report PDF
19. Export Mobile Anywhere Files to Universe Evidence Vault Database
20. Dual Video Streams (Two Cameras Per Room)
21. Non-Proprietary MP4 Files
22. Immediate file transfer to Evidence Vault
23. DVD burn time for interviews is approx. 5 mins, Transfer to USB takes seconds
24. The ability to burn additional copies via the client browser
25. Enterprise Evidence Vault™ for unlimited concurrent access, single centralized database and long term, secure file retention
26. iRecord Cloud Powered by NICE Investigate

Should you need further clarification of the statements above, please contact me at 800.425.7637.

Sincerely,

*Ryan Vogt*

Ryan Vogt  
Director of Business Development  
Word Systems, LLC



**iRecord Digital Video/Audio Recording System for Interviews**

Prepared For: Madison County Sheriff's Office

Prepared By: Andy Naylor | (941) 779-8129 | anaylor@wsi-tech.com

Proposed Solution: Two room with two cameras per room.

Date: 3/29/24

QTY	DESCRIPTION	PART #	UNIT PRICE	EXTENDED
<b>iRecord Universe IP Recording System - Configured IR-Universe Systems</b>				
iRecord Universe Software includes: Redaction, Multi-Department security, Chain of Evidence Audit Report, Export to DVD+USB, Remote Control On/Off, Universe Desktop, Local Evidence Vault, 10x iRecord Thick Client Licenses, Remote Live Viewing, RTSP Live Monitoring (Additional hardware required), File import, Picture-in-picture One Year Hardware and Software Warranty				
1	iRecord Universe IP Turnkey Recording System (2 Room)	IR-Universe (2)	\$8,559.00	\$8,559.00
<b>Hardware Upgrade</b>				
0	Backup Interview Capture Hard Drive	HDD-SATA-6TB	\$449.00	\$0.00
<b>iRecord Dry Contact Switches (On/Off Switches)</b>				
2	Single Gang Switch Plate w/ Push-Button - Stainless Steel	SM-SGSPL7-SS	\$99.00	\$198.00
2	Single Gang Jumbo LED-Only Plate	SM-SGSPL5	\$99.00	\$198.00
<b>System Accessories</b>				
2	Axis P3265-V IP Dome Camera (Vari-focal 3.4 - 8.9 mm) 3.5mm Audio Extension included	AX-P3265-V+AX-01714-001	\$1,158.00	\$2,316.00
2	Axis FA54 Modular Camera Main Unit (Requires AX-T8127) Includes FA54 POE Splitter	AX-FA54+AX-T8127	\$930.00	\$1,860.00
2	Axis FA1105 Sensor Unit for FA54 (26' Cable (Uses same enclosures as F1015)	AX-FA1105	\$265.00	\$530.00
2	Recessed In-Wall Cameras Mounts for Axis F1015/FA1105 (White, Gray Lens)	FL-1GM-KIT-W-GRY w/LENS	\$168.00	\$336.00
2	AXIS Analog Microphone - Single Gang Wallplate - Digital Audio Extension Kit included	AX-TU1001-V+AX-01590-001	\$324.00	\$648.00
4	1TB micro SDXC	SD-1TB	\$195.00	\$780.00
0	Uninterruptible Power Supply 1000VA - For Single Workstation	UPS1000	\$455.00	\$0.00
0	Viewsonic 22" LCD Monitor Includes keyboard, mouse, and speakers.	MON22+COMPSPKRS	\$434.00	\$0.00
1	16-Port Gigabit Ethernet Unmanaged PoE Switch with 16 x PoE+ @ 183W	NG-GS116PP	\$485.00	\$485.00
			<b>SUB-TOTAL</b>	<b>\$15,910.00</b>
<b>Installation and Training Services</b>				
1	On Site Installation (Subject To Change After Site Survey) <i>Excludes cable and cable installation</i>	Inst-On-Sie	\$5,458.00	\$5,458.00
<b>Service Agreements</b>				
<b>REMOTE COVERAGE</b>				
0	FOUR YEAR Pre-Paid Extended Warranty Option- Total of FIVE Years Coverage	TSAR	\$7,000.00	\$0.00
0	THREE YEAR Pre-Paid Extended Warranty Option- Total of FOUR Years Coverage	TSAR	\$5,728.00	\$0.00
0	TWO YEAR Pre-Paid Extended Warranty Option- Total of THREE Years Coverage	TSAR	\$4,137.00	\$0.00
0	ONE YEAR Extended Warranty Option- Total of TWO years Coverage	TSAR	\$2,227.00	\$0.00
			<b>SYSTEM TOTAL</b>	<b>\$23,368.00</b>

**Terms and Conditions**

**A ADDITIONAL AGREEMENTS:** Please see the separate documents *iRecord Scope of Work* (to be reviewed at pre-Installation meeting), *Warranty Agreement*, and *Technical Services Agreement* if applicable.  
**TAXES:** This quote does not include State and Local taxes. Customer to provide tax exempt certificate or taxes will be added to the invoice.  
**IR-CLOUD SUBSCRIPTION PAYMENT TERMS:** Subject to anything in the Services Agreement to the contrary, Customer shall pay to Word Systems all amounts due hereunder in U.S. Dollars, and in full within thirty (30) days following Customer's receipt of Word Systems' invoice for cloud services. With respect to any amount due to WSI Technologies, which is not paid within thirty (30) days following the date of Customer's receipt of Customer's invoice, WSI Technologies may, in addition to any other rights it may have hereunder, apply interest at the rate of one and one-half percent (1½%) per month, or such lesser amount required by law, assessed from the due date through the date of payment. In addition to the rights WSI Technologies has under this Agreement, if any amounts, which are not the subject of a good faith dispute, remain unpaid for ten (10) days after the invoice date due, Word Systems may, at its option, suspend access to, and cease providing the SaaS Solution until such time as Customer's account is made current.  
**USAGE:** Word Systems monitors Customer's usage of the licensed SaaS Solution on a quarterly basis. If Customer's usage of the licensed SaaS Solution during any quarter exceeds such SaaS Solution's product usage limit, Word Systems reserves the right to (a) automatically upgrade Customer's licensed SaaS Solution product for the next renewal Subscription Term in accordance with Customer's actual usage, (b) invoice Customer on a quarterly basis for the excess usage, which shall be the difference between the prorated fees for the SaaS Solution product matching Customer's usage for the quarter and the prorated fees for the licensed SaaS Solution product and/or (c) suspend access to, or cease providing the SaaS Solution until such time as Customer's licensed SaaS Solution product is adjusted for Customer's actual usage.

**B EQUIPMENT/HARDWARE TERMS AND CONDITIONS -** Notwithstanding anything herein to the contrary, the following terms and conditions shall apply to all purchases of [Hardware].  
**DELIVERY:** Please allow estimated 60-90 days from date of written purchase order (or date of first payment when applicable) for delivery.  
**RETURNS:** Custom equipment orders may not be returned. Stock merchandise and accessories may be returned if in the original packaging provided a restocking fee of not less than twenty-five percent (25%) or such greater restocking fee as determined by WSI Technologies' supplier is paid by customer.  
**PAYMENT:** Payment terms; 50% with order, 50% upon system installation. Special Payment Term requests need to be submitted in writing.

QTY	DESCRIPTION	PART #	UNIT PRICE	EXTENDED
C	<p>LIMITATION OF LIABILITY: IN NO EVENT SHALL EITHER PARTY BE LIABLE TO ANYONE FOR ANY INDIRECT, PUNITIVE, SPECIAL, EXEMPLARY, INCIDENTAL, CONSEQUENTIAL OR OTHER DAMAGES OF ANY TYPE OR KIND (INCLUDING LOSS OF DATA, REVENUE, PROFITS, USE OR OTHER ECONOMIC ADVANTAGE) ARISING OUT OF, OR IN ANY WAY CONNECTED WITH THE SERVICES AGREEMENT, INCLUDING BUT NOT LIMITED TO THE USE OR INABILITY TO USE THE SAAS SOLUTION, OR FOR ANY CONTENT OBTAINED FROM OR THROUGH THE SAAS SOLUTION, ANY INTERRUPTION, INACCURACY, ERROR OR OMISSION, REGARDLESS OF CAUSE IN THE CONTENT, EVEN IF THE PARTY FROM WHICH DAMAGES ARE BEING SOUGHT HAS BEEN PREVIOUSLY ADVISED OF THE POSSIBILITY OF SUCH DAMAGES. IN NO EVENT SHALL WORD SYSTEMS' AGGREGATE LIABILITY ARISING FROM OR RELATING TO THE SERVICES AGREEMENT EXCEED THE AMOUNTS ACTUALLY PAID BY AND/OR DUE FROM CUSTOMER IN THE TWELVE (12) MONTH PERIOD IMMEDIATELY PRECEDING THE EVENT GIVING RISE TO SUCH LIABILITY.</p>			
D	<p>The Services Agreement, together with this price list and all of its attachments, license terms and conditions from the software manufacturer which are hereby incorporated by reference, constitutes the entire agreement with respect to its subject matter. No inconsistent or additional terms submitted by Customer in any purchase order or similar document will be binding on Word Systems.</p>			
<p>QUOTATION IS VALID FOR 90 DAYS. Please mail purchase orders to WSI Technologies, 9045 River Road, Suite 125, Indianapolis, IN 46240, FAX-to 317-544-2192 or email to your salesperson.</p>				
Customer Signature:		PO#:		
Printed Name:		Date:		
Title:				