



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

August 5, 2024

To: Board of Supervisors
From: Kesha Jackson, Purchasing Clerk *KJ*
Subject: Consideration of Declaration of Sole Source

The Madison County Sheriff Department has requisitioned for InSight LPR to provide, service, maintenance, and use of cameras. As the attached letter, indicates that InSight LPR is the sole source provider for products needed.

I recommend that the board declare this as a Sole Source, authorize the issuance of a purchase order to InSight LPR for \$62,400.00 on products listed per the attached quote.

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

Tommy Jones
Madison County
2941 U.S. Highway 51
Canton, Mississippi 39046



Sales Person Contact Info
Kristi Kelly
kristi.kelly@insightlpr.com
317-658-7574

Insight LPR, LLC
1014 Hwy 471
Brandon, MS 39042

7/25/2024

PURCHASE - Initial Estimate			
Item	QTY	Price Per	Total
Solar Fixed Cameras (subscription)	1	\$ 2,500.00	\$ 2,500.00
Poles (optional)	1	\$ 500.00	\$ 500.00
Trailers (no boards, w/ 2 LPR cams)	2	\$ 29,000.00	\$ 58,000.00
Data Hosting (recurring annually)	3	\$ 300.00	\$ 900.00
Installation Fee	1	\$ 500.00	\$ 500.00
Annual Recurring Total			\$ 3,400.00
One-Time Installation Fee			\$ 500.00
Total Price			\$ 62,400.00

Estimate does not include taxes if applicable

Data Hosting is charged at \$300 per year per camera

If cellular service is supplied by Insight LPR, additional \$300 annual fee per modem will apply

This estimate is not final, details need to be confirmed prior to final quote.

To Whom It May Concern:

July 24, 2024

Insight LPR, located in Brandon, Mississippi is the sole source provider for the following products:

- MX Guardian – Client User Interface
- MX Connect – Client Mobile Application
- Matrix Edge - Cameras
- Matrix Mobile - Cameras
- MX Defender - Cameras
- MX Defender S - Cameras

No other vendor or distributor manufactures or sells these products; they must be ordered directly from Insight LPR, 1014 Hwy 471, Brandon, MS 39042. Purchase orders are accepted by email: accounts@insightlpr.com.

These products are manufactured and/or developed by Insight LPR and all IP is owned solely by Insight LPR.

If you have any questions regarding this sole source letter, please contact John Nethery at the contact listed in this letterhead.

Sincerely,



John Nethery
CEO
Insight LPR