




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 4, 2025

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

The Madison County Sheriff Department has requisitioned for Insight LPR, Inc., to services, maintenance and hardware on mobile data and cameras.

I recommend that the board declare this as a Sole Source authorize the issuance of a purchase order to Insight LPR, Inc., for \$14,964.00 services, installation, data storage and license fee per attached quote.

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

**Insight LPR, LLC**

1014 Highway 471

Brandon, MS 39042

www.insightlpr.comstephen.nethery@insightlpr.com**QUOTE #:** 9606386811**CREATED:** 7/17/25**PREPARED FOR:**

Madison County Sheriff's Office (MS)

Name	Charge Type	QTY/HR	Price Per	Total Price
Matrix Mobile 2 Kit	One Time	1	\$9,000	\$9,000
Installation - First Vehicle	One Time	1	\$1,000	\$1,000
Warranty (Years 2-5) *Optional*	One Time	1	\$4,464	\$4,464
Data Storage & License Fee	Recurring	1	\$500	\$500
Warranty (Included for One Year)	Included	1	\$0	\$0

Total Annual Recurring Charges: \$500**Total One Time Charges:** \$14,464**First Year Total:** \$14,964**TERMS**

This estimate does not include any applicable taxes, it is not final and may change once all details are confirmed. This quote remains valid for 30 days from the date of issue. Pricing and terms are subject to change after this period. Typical installations occur within 8 weeks of receipt of Purchase Order, provided no delays in permitting (if applicable). Payment is due within 30 days from installation/order completion date, unless negotiated otherwise.

If electrical power is required for this project, the customer is responsible for providing a reliable source of 120V AC power in accordance with local regulations. This may include securing necessary permits and covering any related costs. Insight is not responsible for permitting, electrical work, or taxes associated with installation unless otherwise agreed. If a third party requires Insight to cover these costs, they will be invoiced to the customer. By proceeding, the customer confirms they have the authority to allow installation at the designated location(s). Issuance of a Purchase Order related to this quote will be deemed acceptance of the terms outlined herein, including any customer responsibilities noted above.

Insight LPR, LLC

1014 Highway 471

Brandon, MS 39042

www.insightlpr.com

stephen.nethery@insightlpr.com

To Whom It May Concern:

July 18th, 2025

This letter serves as official notification that Insight LPR, LLC, located at 1014 Hwy 471, Brandon, Mississippi, 39042, is the sole source provider for the following proprietary products:

- MX Guardian – Client User Interface
- MX Connect – Client Mobile Application
- Matrix Edge – Cameras
- Genetec Mobile Integrated into Guardian – Cameras
- MX Defender – Cameras
- MX Defender Q – Cameras

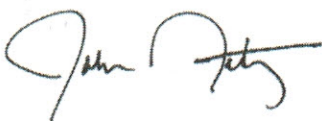
The following are some of the attributes unique to the systems offered by Insight LPR. The totality of these attributes results in capabilities that, relative to other products on the market, make a dramatic difference in the applicability, capability and usability of the LPR system which includes:

- LPR devices have the capability to be fixed, hardwired, mobile, and/or solar powered to accommodate a wide range of deployment needs.
- LPR devices have speed measurement capabilities to ensure accurate performance and compliance with operational requirements.
- MX Guardian provides access to commercial mobile data as well as law enforcement data specific only to Insight LPR cameras, ensuring comprehensive data integration for enhanced situational awareness, community safety and operational efficiency.

Insight LPR is the exclusive developer, manufacturer, and distributor of these products. No other vendor or distributor is authorized to manufacture or sell these items. All intellectual property rights for these products are solely owned by Insight LPR. Purchase orders for these products must be placed directly with Insight LPR at the address above or via email: accounts@insightlpr.com.

If you have any questions regarding this sole source letter or require additional information, please reach out to John Nethery: john.nethery@insightlpr.com

Sincerely,



John Nethery
CEO
Insight LPR

Insight LPR ♦ 1014 Hwy 471, Brandon, Mississippi 39402