



We have prepared a quote for you

**iRecord Interview Room Recording Solution (2-Room)
Upgrade**

Quote # QTRB101378
Version 2

Prepared for:



Mount Vernon Police Department

Juan Perez
jperez@mountvernonny.gov

▶ Executive Summary

About Business Electronics (BEI)

Trusted Solutions Backed by
Experience.

Sales with Service since 1976



BEI Holdings, Inc. (DBA: Business Electronics) "BEI" has been a full service customer driven result oriented company, providing cutting-edge digital video and audio recording systems. Our solution advisors provide you with the most reliable Call Recording, Interview Room Recorder, Access Control & Video Surveillance products & services available today.

BEI's advanced product portfolio that provides Recording & Business Security Solutions are used in Public Safety, Contact Centers and a multitude of other markets. BEI's expertise is unmatched in New England and we specialize in providing in Public Safety Critical Recording, Call & Dispatch Center Work Force Optimization, VoIP Recording, Quality Assurance, Access Control, Court Room & Interview Room Recording products.

As BEI continues to evolve to assist in increasing the effectiveness and efficiency of call center management, by providing the agent monitoring, recording & reporting tools needed to manage your center. Additionally, as regulatory standards continue to evolve, all of our Public Safety offerings are designed to comply with Next Gen 9-1-1 and with our consultative approach, we continue to help businesses & agencies like yours to increase efficiency, better manage costs, and implement forward thinking strategies with their office communication & security processes and provide the tools needed that will have a positive impact to your bottom line.

Our award-winning experienced staff is ready to assist you with all phases of planning, design, installation and maintenance of our solutions, which will ensure proper installation, ongoing support and maintenance of your investment. We have certified technicians on staff serving a territory that spans from Maine to Maryland. (CT, NY, MA, NJ, DE, PA, MD, RI, ME, VT & NH) to ensure that your critical recording needs are handled as quickly and efficiently as possible.

Project Overview



iRecord® Interview Room Recording Solutions

The right recording system for different types of interview applications

iRecord System Upgrade – Mount Vernon Police Department

BEI will provide an upgrade to the Mount Vernon Police Department's existing iRecord system. This upgrade will replace the current 2-room iRecord system, originally purchased in 2017, which operates on iRecord 2.2.5 software and Windows 7—both of which are no longer supported by iRecord or Microsoft.

Upgrade Overview

The new system will include a full technology refresh of both PC hardware and software. The quote features the certified iRecord "Turnkey" PC hardware bundle, which comes preloaded with **Windows 11 IoT Enterprise LTSC** operating system.

The upgrade will also include **iRecord Version 4** software, offering the latest features such as browser-based search and replay functionality. This is the most current release available from iRecord.

Hardware Reuse

The following existing components may be repurposed:

- On/Off Switch
- Microphones
- POE Switch
- Axis Cameras
- POE Switch

If budget permits, BEI recommends replacing these components with the latest versions to ensure optimal performance and compatibility.

Included in Quote

- 8TB Secondary Evidence Vault (Backup Interview Hard Drive)

Assumptions & Notes

- BEI assumes reused equipment is in good working condition. Any defective hardware discovered during installation will be identified and quoted separately.
- Cabling and installation services are **not included** in the quoted price.
- If any quoted item is unavailable at the time of purchase, BEI will substitute or replace it with a suitable alternative for installation.

Core System-Software, Licensing & Hardware Upgrade

Qty	Product Details	Price	Ext. Price
iRecord Universe IP Recording System - Configured IR-Universe Systems			
1	iRecord Universe IP Recording System Hardware & Windows 11 IoT Enterprise O/S LTSC Bundle (1 Room) *(Upgraded PC will include (1) 8TB HD)	\$4,250.00	\$4,250.00
2	iRecord Universe Software Version Upgrade - (Pricing is Per Room and Per Version)	\$725.00	\$1,450.00
Hardware			
- (Back Up Storage) Disaster Recovery			
1	Secondary Evidence Vault (Recommended-Backup Interview Capture Hard Drive)	\$575.00	\$575.00
1	iRecord -Mfg RTSA - License Support SW-1st Rm (1st Room.)(Initial)	\$220.00	\$220.00
1	iRecord -Mfg RTSA - License Support SW-(Per Additional Rm) (Initial)	\$220.00	\$220.00
Subtotal:			\$6,715.00

Core Upgrade-Professional Services

Qty	Product Details	Price	Ext. Price
1	BEI Project Management, Installation, Programming & Training-2 Room iRecord	\$1,750.00	\$1,750.00
1	SA2R-iRecord Tier IILicense Support (Initial)	\$440.00	\$440.00
CABLING BEING REUSED, ANY CABLING REQUIRED NOT INCLUDED (Will Be Quoted Separately)			
Subtotal:			\$2,190.00

Optional Other Hardware Upgrade (replacement of hardware purchased back in 2017)

Qty	Product Details	Price	Ext. Price
System Accessories			
Hardware (Covert Camera, Network Switch, Start/Stop Switch)			
1	16-Port Gigabit Ethernet Unmanaged PoE Switch with 16 x PoE+ @ 183W	\$565.00	\$565.00

Optional Other Hardware Upgrade (replacement of hardware purchased back in 2017)

Qty	Product Details	Price	Ext. Price
4	512GB microSDXC - Camera Back Up Storage (Redundant Recording)	\$125.00	\$500.00
2	AXIS 4-Channel Modular Main Unit w/POE (1-Per Room)	\$915.00	\$1,830.00
4	AXIS Varifocal Sensor, 2nd Generation (Includes 02250-001 8m cable) [F-Series]	\$565.00	\$2,260.00
4	Axis 8MM Cable (2nd Gen Main Units & Sensors)	\$50.00	\$200.00
2	Thermostat *Including Assembly Labor	\$235.00	\$470.00
2	Motion Detector *Including Assembly Labor	\$225.00	\$450.00
Hardware (Covert Camera, Network Switch, Start/Stop Switch)			
1	BEI Professional Services-Interview Room Related Installation , Configuration, Testing & Training	\$750.00	\$750.00

Subtotal: \$7,025.00

Warranty 1st Year

Qty	Product Details	Price	Ext. Price
1	Remote Helpdesk Contract-Interview Room (1st Year Warranty) 9-5	\$0.00	\$0.00

Subtotal: \$0.00

Enhancement Options-iRecord NEXUS Cloud - Implementation & 1st Year

*** Optional**

Qty	Product Details	Price	Ext. Price
1	BEI Professional Services-Nexus Installation , Configuration, Testing & Training	\$750.00	\$750.00
iRecord NEXUS Subscription *(Requires Signed Agreement)			
12	iRecord NEXUS Cloud - Storage, Users & Sharing - Subscription (Billed Annually)	\$325.00	\$3,900.00

*** Optional Subtotal: \$4,650.00**

iRecord Interview Room Recording Solution (2-Room) Upgrade

Prepared by:

Business Electronics

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Prepared for:

Mount Vernon Police Department

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Quote Information:

Quote #: QTRB101378

Version: 2
Delivery Date: 04/02/2026
Expiration Date: 07/15/2026

Quote Summary

Description	Amount	
Core System-Software, Licensing & Hardware Upgrade	\$6,715.00	
Core Upgrade-Professional Services	\$2,190.00	
Optional Other Hardware Upgrade (replacement of hardware purchased back in 2017)	\$7,025.00	
Warranty 1st Year	\$0.00	
Total:		\$15,930.00

*Optional Expenses

Description	One-Time
Enhancement Options-iRecord NEXUS Cloud - Implementation & 1st Year	\$4,650.00
Optional Subtotal:	
	\$4,650.00

Payment Options

Description	Amount
GreatAmerica	
3 Yr.- Annual Payment - \$1 Buyout Lease w/1 Advance Payment *Annual maintenance billed separately	\$6,107.72
4 Yr.- Annual Payment - \$1 Buyout Lease w/1 Advance Payment *Annual maintenance billed separately	\$4,829.34
5 Yr.- Annual Payment - \$1 Buyout Lease w/1 Advance Payment *Annual maintenance billed separately	\$4,096.08

* The information provided is a proposal and is subject to credit approval. The proposal provides an approximate monthly payment for hardware, software and services based upon the contract type and term in months. Taxes, fees and insurance are not included. Any change in the amount financed will change this information. Pricing valid 30 days from the day quote is initiated.

Signature below specifies that the above prices, specifications and conditions are satisfactory and are hereby accepted. The Seller is authorized to do the work as specified. Payment will be made as outlined, and I (the customer) agree to all conditions outlined in this quote.

Business Electronics

Signature: _____



Name: Rich Bartoli

Title: Vice President

Date: 04/02/2026

Mount Vernon Police Department

Signature: _____

Name: Juan Perez

Date: _____



ENHANCED CLOUD SOLUTION



EMPOWER YOUR iRECORD SYSTEM

iRecord Nexus is a cloud solution hosted in Azure Government that enhances your iRecord system with redundant storage, remote viewing, recording, and secure sharing of recordings and documents. This new extension will increase redundancy of the system, the dependability of access to recordings, and overall experience of iRecord!

RECORD

The record module of iRecord Nexus provides end users with the ability to do just that – start and stop recordings without having to be on the local network!

- Remote Viewing – Ability to see in progress recordings, and jump right in the view and listen to the stream
- Start/Stop – Ability to trigger a new recording or stop in progress recordings
- Picture in Picture Management – Ability to swap primary stream and in picture stream in real time, as well as move the PIP box to different areas or side by side view

REVIEW

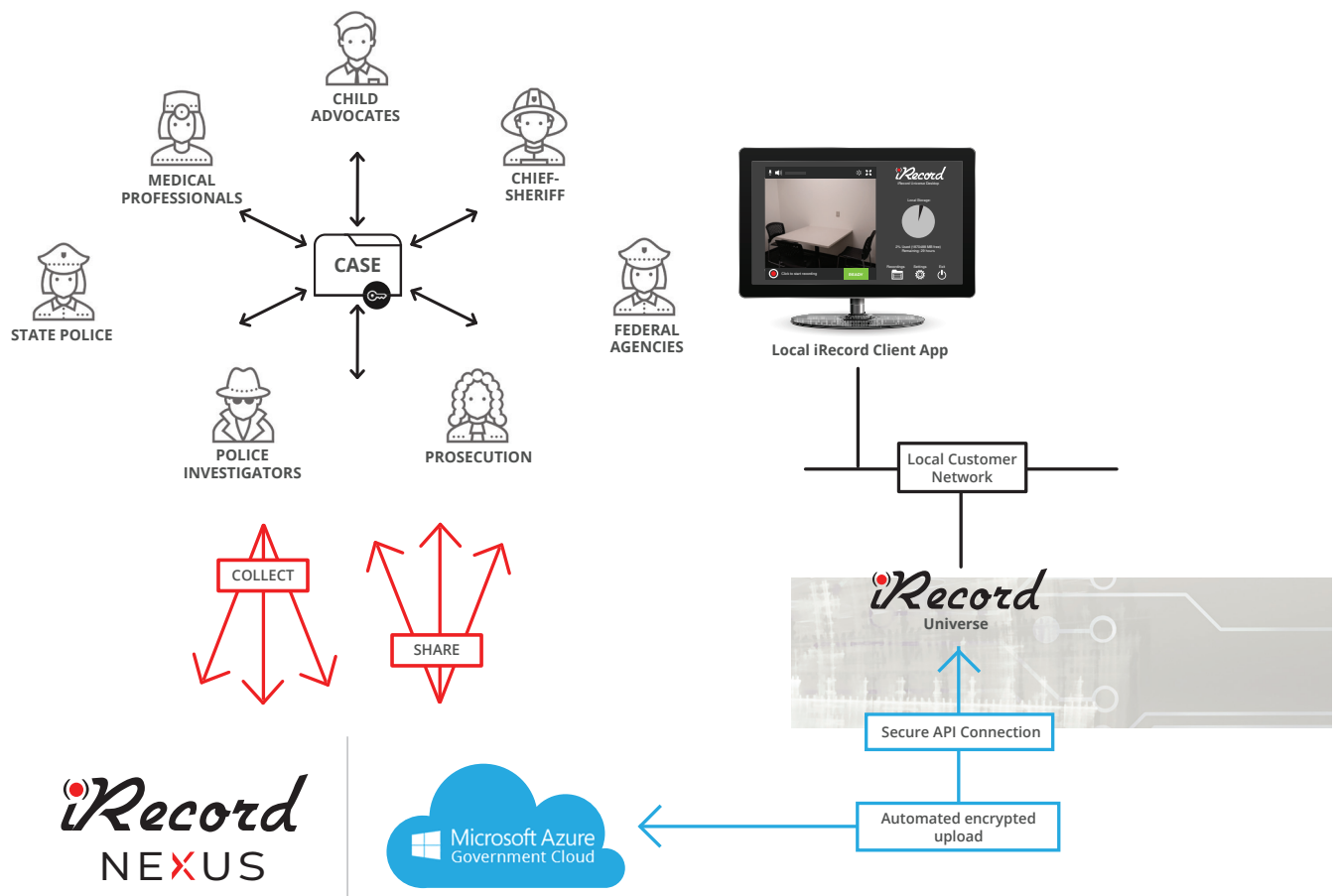
The review module of iRecord Nexus is the storage component of the secure Azure Government hosted infrastructure. Allowing for migration, redundancy, and sharing of your recordings!

- Storage – iRecord Universe recordings can be configured to automatically upload to the cloud or be manually trigger to be pulled up via Nexus portal
- Recording Management –Details can be edited, notes can be added, audit trails can be downloaded, and recordings can be deleted

- **Case Management** [Only in Nexus] – capability to group multiple recordings into a case and upload additional documents to be stored all together
- **Sharing** [Only in Nexus] – multi-factor authentication sharing of recordings or cases with expiration date, choice to include related information like notes, and ability to all downloading
- **Collaboration** – add notes during a recording and recording review

ALL-IN-ONE, SYSTEM MANAGEMENT

We believe that our customers should be able to have the ability to do everything in iRecord Nexus that they can do in iRecord Universe. User management, Group management, and everything else! WSI Technologies is committed to increasing the controls for iRecord Admins and bi-directionally sync settings and data between iRecord Nexus and iRecord Universe Capture Units.



Empowering your data, connecting your world.

www.beiinc.com



I RECORD PARTNERSHIP



Partnership Overview

In 2007, BEI started our relationship with iRecord, LLC, an "On Demand" Audio & Video Recording solution provider specializing in the Public Safety and Child Advocacy markets. With BEI's reputation in New England as a strong voice recording application & telecommunication peripherals provider we continued to be a respected recording application solution provider.

BEI is the vendor of choice providing the iRecord product to the State of Connecticut, Department of Criminal Justice for the initial pilot program to provide a solution that would help to standardize on the Audio & Video recording Investigative Interviews. Since the implementation of the 6 systems BEI continues to provide the iRecord system to many local Public Safety & Child Advocacy locations allowing these customers to take advantage of the many features and ease of use that iRecord bring to their users.

iRecord Corporate Overview

iRecord is a leading provider of Interview and Investigative Interrogation solutions. PSAP's & CAC's alike recognize the value of capturing evidence in timely and secure matter. They only have one chance to collect vast amounts of information. Agencies need to be sure that the recording process is done correctly, accurately and to provide the resources to help individuals present this information when easily when required. iRecord helps by providing the tools to capture the Audio and Video and developed a "Secure Evidence Vault" that will store not only the recording content, but also additional customer required content which is linked to the recording which can be provided from customer modifiable fields. All this metadata is stored and can be used to provide an easy way to retrieve the recordings at any time.

Areas of Business

iRecord's solutions are used primarily in Law Enforcement and Child Advocacy Center. Town Meeting Rooms, Medical, HR Department and many other markets have utilized the product.

Law Enforcement

The iRecord solutions help Law Enforcement by providing a simple to use "On Demand" Recording solutions that requires little to no training to operate. Walk into a room flip a switch and your Interview or Investigative Interrogation is being recorded. Be assured that the system will simultaneously record in two non-proprietary formats that will allow this evidence to be provided and replayed on any Windows PC and off the shelf DVD player.

Child Advocacy Centers

iRecord's presence and experience in assisting Child Advocacy Centers is unmatched. With a child forensic interview professional on staff, with years of experience in this field. This helps to assure that BEI has the resources to provide the guidance needed to work with individuals at the centers and understand what is needed to help provide the necessary information to all members of the multidisciplinary team.

Hosted Cloud

iRecord's Cloud offerings make switching to digital storage to allow agencies to securely store and helps to facilitate the tracking and distribution process and at the same time provides redundant storage of interviews.

After 48 Years...Voice, Data & Experience!

<u>Corporate</u> <u>Headquarters</u>	<u>Massachusetts</u> <u>Branch</u>	<u>New Jersey</u> <u>Branch</u>	<u>Pennsylvania</u> <u>Branch</u>
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