

**From:** [Keith Findley](#)  
**To:** [Kapusta-Pofahl, Karen](#)  
**Subject:** Fwd: Fitchburg BWC Costs  
**Date:** Tuesday, January 26, 2021 6:57:10 PM

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Keith A. Findley  
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Begin forwarded message:

**From:** Edward Hartwick <[Edward.Hartwick@fitchburgwi.gov](mailto:Edward.Hartwick@fitchburgwi.gov)>  
**Subject:** Re: Fitchburg BWC Costs  
**Date:** January 22, 2021 at 5:56:42 PM CST  
**To:** Keith Findley <[keith.findley@wisc.edu](mailto:keith.findley@wisc.edu)>

Keith

We purchased 48 units for our initial set-up. We have 52 now. The increase is due to an increase in staffing and the desire to have spare units on hand. We issue a camera to every officer, detective and sergeant, so although we have a sworn strength of 52, we don't issue cameras to the two lieutenants (including me) and the chief and deputy chief. These are essentially spares to put into use when IT has to take a camera out of service for more than a shift or in the event a camera malfunctions, cannot be recharged fast enough (extended shift) or is otherwise taken out of service.

Based on my review of our initial start-up invoices we stood at approximately \$149,000 for the 48 units and associated costs and equipment along with the server and associated equipment.

This includes:

- \$85,975 for the cameras, mounts, licensing and extended warranty and charging bays as well as vehicle components
- \$2,000 for the set-up, deployment and training from the vendor
- \$3,850 for installation of the vehicle components
- \$57,000 for the server and components

As I mentioned Panasonic has changed their pricing model for the software licensing moving from a tier (1-50 units, 51-100 units) to a per piece model. We don't have staff in house to upfit our vehicles and components so we have to work with our upfitter for installation of the vehicle components. This cost was necessary at the time because none of our vehicles had the components but now moving forward those components will just be installed with a new vehicle build.

The \$2,000 piece for training and implementation was optional but helpful.

In terms of annual costs, those would be absorbed in house in our IT department. The optional warranty covers repairs that need to be conducted by Panasonic. We have not substantial additional costs in terms of equipment not covered by warranty. As this technology has become more familiar to Panasonic and our IT we have experienced less issues and have had quicker resolution when they arise.

Of note, Panasonic has a "hot swap" option similar to what they run with their in car computer systems we use. For an additional fee they will essentially keep spare units available to use to send out overnight if we have an issue with a unit that needs to be sent in for repair. I would assume City of Madison IT is familiar with the concept and working with Panasonic.

Hopefully that fills in some blanks.

-Ned

**Edward Hartwick**  
Lieutenant  
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**From:** Keith Findley <[keith.findley@wisc.edu](mailto:keith.findley@wisc.edu)>  
**Sent:** Friday, January 22, 2021 4:43 PM  
**To:** Edward Hartwick <[Edward.Hartwick@fitchburgwi.gov](mailto:Edward.Hartwick@fitchburgwi.gov)>  
**Subject:** Re: Fitchburg BWC Costs

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Thanks very much Ned. Very helpful. How many units did you purchase? What was the total up-front cost for the department? Do you have an annual operating budget for running the BWC program?

If these things are in the spreadsheet and I've just missed them, my apologies.

Keith

On Jan 22, 2021, at 3:54 PM, Edward Hartwick <[Edward.Hartwick@fitchburgwi.gov](mailto:Edward.Hartwick@fitchburgwi.gov)> wrote:

Keith

Hopefully there's enough explanation for these costs. Keep in mind with Panasonic's new cameras some of these components may be different, have a different cost or may not be necessary at all. From what I understand the new units will have interchangeable batteries, similar to the portable radios instead of a iPhone style battery that is not user replaceable or changeable.

Also of note we paid approximately \$57,000 for 60 TB of server storage space. We have used about 25% of that space so we ended up with more storage than needed.

We have purchased a total of 52 units now. Panasonic switched from a tiered software license to a per unit license cost.

Let me know if you have any other questions.

-Ned

**Edward Hartwick**

Lieutenant

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