

Teresa Knott

From: Kirsten Cherry
Sent: Tuesday, August 07, 2018 3:46 PM
To: Teresa Knott
Subject: FW: Prince George County, VA - Webinar
Attachments: Prince George County, VA.pdf; SWAGIT SOCIAL MEDIA eXstream PACKAGE.pdf

From: Natascha Ross <nross@swagit.com>
Sent: Wednesday, October 11, 2017 5:45 PM
To: Kirsten Cherry <KCherry@princegeorgecountyva.gov>
Subject: Re: Prince George County, VA - Webinar

Hi Kirsten,

Thank you so much for your time on the call today.

Please see attached proposal for your consideration. In the proposal, you will find pricing for the HD encoder (this is needed for live streaming/recording), monthly packages and 2 camera system options (a) multi-camera system (b) single camera setup.

Please review proposal at your earliest convenience and do not hesitate to reach out with any questions you might have.



Sound Search™ Now Available

Natascha Ross Account Manager
Swagit Productions, LLC
nross@swagit.com
214-432-5905 | Toll Free 800-573-3160
swagit.com

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On 10/10/2017 4:48 PM, Natascha Ross wrote:

Hi Kirsten,

I look forward to our call tomorrow afternoon.

Please use the following call in information for our webinar.

Prince George County, VA/Swagit-Webinar
Wed, Oct 11, 2017 2:00 PM - 2:30 PM CDT

Please join my meeting from your computer, tablet or smartphone.
<https://global.gotomeeting.com/join/496768141>

You can also dial in using your phone.
United States: +1 (571) 317-3112

Access Code: 496-768-141

First GoToMeeting? Let's do a quick system check: <https://link.gotomeeting.com/system-check>



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On 10/6/2017 1:57 PM, Andrew Collinsworth wrote:

Andrew Collinsworth has invited you to Prince George County, VA - Webinar

Title: Prince George County, VA - Webinar
Location: Webinar - Login Remotely
When: Wednesday, October 11, 2017 2:00 PM – 2:30 PM
Organizer: Andrew Collinsworth <acollinsworth@swagit.com>
Description: Kirsten, Thank you for setting some time aside to talk to Natascha next Wednesday, October 11th at 3pm EST (2pm CST). Natascha will email you the login information for the webinar and if you have any questions between now and then, feel free to call or email me. Regards, Andrew Collinsworth Swagit Productions, LLC acollinsworth@swagit.com
Direct: (469) 913-9777 · Toll Free: (800) 573-3160 www.swagit.com
<<http://www.swagit.com/>> Swagit Facebook Fan Page
<<http://www.facebook.com/swagit?ref=sgm>>
Attachments:
Comment:
Attendees: kcherry@princegeorgeva.org <kcherry@princegeorgeva.org>
Natascha Ross (nross@swagit.com) <nross@swagit.com>
Related Link:

EXECUTIVE SUMMARY / COMPANY HISTORY

Swagit Productions, LLC is a privately held company headquartered in Dallas, Texas. Founded in 2003, Swagit is a progressive company that is pioneering the broadband multimedia communication service industry by providing clients a **hands-free** approach to always being connected to end-users' information needs. In combining Swagit's EASE™ and Cosmos™ solutions, clients are offered the most comprehensive **hands-free** experience possible.

Swagit specializes in providing streaming media solutions to cities, counties, states and school districts. Furthermore, Swagit is a complete video production entity: including services such as post-production, studio and recording booth sessions.

Swagit began with a mission to supply clients an affordable solution to stream their own content in an overpriced, complicated, hands-on video industry. What began as a company that specialized in turnaround streams for cities, counties, states and school districts, Swagit has grown significantly and provides an open API which allows for integrations with all Agenda/Document Management Solutions. This lets our clients choose the 'best of breed' Agenda Management Solution for their unique needs.



With Swagit's EASE™ streaming video solution, clients are able to stream their public content live and on-demand through the jurisdiction's website. HTML5 compatibility makes getting to the content even easier and more convenient as viewers are able to access all of the video content via their computer, smart phone or tablet. Archived meetings are indexed and broken up into clips per each agenda item for a greater end-user experience.

Cosmos™ is Swagit's broadcast solution comprised of two to four cameras and pro-video switching equipment that allows either Swagit engineers to control the cameras remotely or on-site camera control by government staff. It is the Cosmos™ solution combined with EASE™ that allows for clients to be able to outsource all of the production and video streaming/indexing to Swagit Productions, LLC for a completely end-to-end, **hands-free** solution.

The Swagit network stretches across North America guaranteeing that you and your constituents are always connected. Our network insures fast connect times from the closest point-of-presence (POP) to an end-user's location. In addition, Swagit's network is fully redundant giving clients the peace of mind of redundancy and keeping with the Swagit motto of "Always Connected."

POINTS OF DIFFERENCE

- Swagit's EASE™ solution is a completely **hands-free** and requires no staff time or resources
- Sound Search allows residents to search for the spoken word in a meeting which is sync to video
- Swagit's open API allows integrations with any agenda management solution
- Swagit is the only government streaming provider that has developed its own content delivery network, ensuring quick and reliable connections for your constituents
- Unlimited storage for Specialty content and Meetings
- Swagit's unique **hands-free** solutions typically qualify as a sole sourced purchase, allowing for quick deployments

EASE™ – Extensible Automated Streaming Engine

The Extensible Automated Streaming Engine (EASE™) is a software framework comprised of foundation and extension modules that work together to automate many otherwise manually intensive tasks. This completely hands-off solution meets the current and future needs of your entity without creating any additional work for the city's clerks or webmasters.

- **Video Capture and Encoding**
EASE™ Encoder records content according to your broadcast schedule and transfer the recorded audio/video to the Swagit Content Network via a secure Virtual Private Network (VPN) connection, making it available for live and/or on-demand streaming.
- **Standard Definition or High Definition Available**
Swagit utilizes higher resolutions for Standard Definition encoding ensuring better video quality for our clients. Swagit also offers High Definition for the best resolution possible and has been offering this since 2013.
- **Indexing and Cross Linking**
Using your published meeting agendas as a guide, Swagit's Managed Service Division (SMSD) index's the meetings without any work from the city. SMSD will annotate your content by adding jump-to points with specific item headings, giving users the greatest flexibility to find the specific content they need. With these jump-to points, users can step through video by searching for or clicking specific items.
- **Agenda Management Integration**
If meeting packets or other related information is available online, SMSD will link them directly to the video player for easy access.

Swagit's EASE™ solution integrates with all Document/Agenda Management solutions.

- **Archiving**
Client audio/video can be stored securely on the Swagit Content Network indefinitely. Fault tolerance and high availability is assured through replication of audio/video content to multiple, geographically redundant, Storage Area Networks (SAN).
- **Presentation**
By navigating through the video library, users can view a list of meetings chronologically and once in a selected meeting you can unleash the power of the jump-to markers to search for specific points within individual audio/video clips.
- **Delivery**
In order to deliver on-demand content to end users in a format that is native to their computer's operating system, Swagit can deliver content in all major streaming video formats: Flash, Windows Media, QuickTime and Real. Swagit is proud to support Flash as its default format, which has proven itself as the format of choice from such vendors as YouTube, Google Video, ABC and NBC/Universal.

EASE™ – Extensible Automated Streaming Engine

Swagit also streams in HTML5 providing content to mobile devices such as the iPhone, iPad and other mobile devices.



■ Monitoring

Swagit is monitoring all aspects of the Swagit Content Network to ensure its health and availability. This monitoring extends to cover remote Swagit EASE™ Encoders deployed on client premises. In the rare event of trouble our engineers are promptly notified so that they may dispatch a swift response in accordance with our support procedures.

■ Statistics

Swagit collates log files from our streaming servers monthly and processes them with the industry recognized Google Analytics. Google Analytics generates reports ranging from high-level, executive overviews to in depth quality of service statistics. These reports help to highlight growth trends and identify popular content.

■ Support

Beyond our proactive monitoring and response, Swagit offers ongoing, 24/7 technical support for any issues our clients may encounter. While our choice of quality hardware vendors and a thorough pre-installation testing phase go a long way toward ensuring trouble free operation of our EASE™ Encoders, we do recognize that occasionally unforeseen issues arise. In the event that our engineers detect a fault, they will work to diagnose the issue. If necessary, next business day replacement of parts will be completed. Swagit offers continual software updates and feature enhancements to our services and products for the life of your managed services contract.

PRICING – EASE™ Up-Front Costs

Swagit's EASE™ encoders offer broadcasters and other administrators the ability to stream live events to cable television providers (i.e. AT&T U-verse®), over the Internet through a high speed connection, or to mobile devices such as iPhones, iPads or Androids. Furthermore, the unit can record and archive all media for on-demand viewing as well.

<i>Item Description</i>	<i>Type</i>	<i>Costs (Up-Front)</i>
EASE™ "H" Streaming Encoder	1U Server	
High definition and/or standard definition encoding unit includes software Installation, system burn-in, rack rails included.		
Software Licenses (Flash Media, HTML5, Microsoft OS)		
Video Capture Card with Simulstream		
Branded Video Library Design, Branded Player Design		
EASE™ HD-SDI Remote Video Indexing Kit (Includes Scheduler)	Software	
Total Encoder Cost		
EASE™ "H" Streaming Encoder - Hardware/Software/Provisioning + Capture Card *		\$7,090.00

* Price and hardware model are subject to change after 60 days without prior notice.

PRICING – EASE™ Monthly Managed Services

Swagit's Extensible Automated Streaming Engine (EASE™) solution meets all current and future needs for government **without** creating any additional work for staff. EASE™ is a hands-free tool that eliminates the need for client staff members to spend time on indexing, editing or time-stamping video content. Each EASE™ package includes *On-demand* archiving, a 24/7 LIVE Stream via Internet and PEG, streaming to Apple devices (ex: iPad & iPhone) and up to 120 hours of additional specialty content each year. Client also has the ability to upload media via FTP as an option if live streaming is not applicable.

Service Description		Costs (Monthly)
Package 1	(EASE™) Up to 25 non-indexed meetings a year (includes live streaming)	\$ 395.00
Package 2	(EASE™) Up to 25 indexed meetings a year with Swagit (includes live streaming)	\$ 625.00
Package 3	Up to 100 client-indexed meetings a year with Swagit (includes live streaming) - includes Facebook Live	\$ 550.00

(OPTIONAL) Services/Upgrades – Individual Pricing	Costs
Additional Edited and On-Demand indexed meetings (Per additional meeting)	\$ 150.00/meeting
Remote Switching (Approved Broadcast Systems Only)	\$ 150.00/event
AT&T U-verse Setup and Activation Fee	\$ 780.00
Programming, Development or Design Implementation	\$ 150.00/hour
Closed Captioning Services (If not bundled)	Call for Quote
Onsite Encoder Installation (To include travel costs)	Call for Quote
Migrating Prior Meetings from Current Vendor*	\$480/per year
Sound Search	\$75/month

We offer a Price Match Guarantee for all "apples-to-apples" services.

*Most recent 12 months of meetings migrated at no cost

PRICING –HD Cosmos™ Up-Front Costs

QTY	Item Description	Costs
3	HD PTZ Camera	
3	Camera Power Connectors	
3	Wall Camera Mounts	
4	Sony - Visca DS-Cable	
1	EASE-C (CamControl Unit (includes Osprey cards))	
1	BM Studio HD Live Production Switcher with Multi-View Monitor	
1	BM HyperDeck Studio Mini with SD cards	
1	Mini Converter SDI Distribution and Bi-Directional HDMI	
1	Avior Control Software	
1	APC UPS Remote Power Switch and Management including APC Battery Backup	
1	Control Monitors (comes as pair for rack mount, if not in swagit rack sub required)	
1	Presentation Converter/Scaler	
1	Cables, Connectors, Converters, 12U Rack, Rack Shelving and Hardware necessary for installation	
	CG for Video Graphics/Titles Overlay	
1	Labor required for install	
Total Costs for Camera System and Installation **:		\$ 38,996.00

PRICING –HD One-Camera™ Up-Front Costs

QTY	Item Description	Costs
1	HD PTZ cameras	
1	Wall Camera Mount	
1	NTSC HD PIP switch, cables, connectors, labor required for install	
Total Costs for Camera System and Installation **:		\$10,500.00

* Different camera types are available with different horizontal resolution – D80, D100 and BRC-300

** There may be additional installation costs incurred based on the building/fire code for the jurisdiction, any unknown cabling requirements or impediments to the installation such as fire walls, lack of a drop ceiling, conduit requirements, etc., along with other accessibility issues. For final installation costs we would need to engage in further discussions, receive a detailed site plan of rooms involved along with pictures or possibly conduct a physical site visit. **Cameras controlled remotely by Swagit's staff.**

Social Media eXstream – Social Live Video Streaming

Instantly stream live your jurisdiction's local events to followers and engage with viewers in real time with Swagit's Social Media eXstream Package. Live streaming is the future growth of social media and has become a part of culture that government can easily use to reach more residents online. Users can watch live broadcasts, whether on PC or mobile device, in a matter of seconds. Social Media eXstream connects your meetings and events with live social platforms such as Facebook Live and YouTube Live.

- Live Webcast Streaming to Social Media Networks
- Affordable and Simple
- Gives Residents Additional Accessibility to Your Meetings and Events
- Grow Your Audience
- Expand Your Reach

Streaming to social media live platforms, such as Facebook Live, will instantly expand your audience and increase distribution channels. Facebook will engage your viewers by sending an alert to your followers notifying them before the stream begins. Residents can then easily connect, interact and follow your event in real time.



Social Media eXstream Package Description	Costs
• Professionally stream Live events to social media platforms	\$ 125.00/month