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August 10, 2022

Chatham Co Detention Center
627 Renaissance Drive
Pittsboro, NC 27312
Attn: Captain Kirkman
Reference: Security System Upgrades-Incumbent Sole Source Value

All concerned,

SWC provided the exiting non-proprietary security control systems installed in the Chatham Co Jail with the Certificate of warranty issued in 2014.

The products provided have served the Jail for 8 years which is a testament to the quality of products and many still have proven track records to serve for many more years to come, with that being said the upgrade to your facility using SWC allows existing equipment to remain and be reused whereas use of a different Vendor would result in removal of the equipment and cost to replace and reprogram. Control stations scoped to be replaced in this upgrade have programming in place and will require minimum cost to reprogram for upgraded HMI software in comparison to a new vendor having to program said stations. The Video system while when installed was current market standard is now outdated in video quality, storage, archiving and retrieval along with viewing solutions.

All new products proposed to be installed will also be non-proprietary. Which for your facility means that you are not bound to SWC if issues arise.

Thank you for the opportunity to provide SWC products and services.

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