



Robert R. Freeman Administrative Complex
1701 Mountain Industrial Boulevard
Stone Mountain, GA 30083

MEMORANDUM

TO: Mr. Erick Hofstetter, Chief Operating Officer
Division of Operations

FROM: Dr. Vasanne S. Tinsley, Interim Superintendent
Office of the Superintendent

DATE: March 13, 2023

RE: **Approval of Lease – Evolv Weapons Detection for middle and high schools in an amount of \$8,014,853.16 to be paid over four years as follows: (Year 1: \$3,254,355.50), (Year 2: \$1,586,832.55), (Year 3: \$1,586,832.55), (Year 4: \$1,586,832.55)**

At its business meeting on Monday, March 13, 2023, the DeKalb Board of Education approved the lease of Evolv Weapons Detection for middle and high schools in an amount of \$8,014,853.16 to be paid over four years as follows:

Year 1: \$3,254,355.50

Year 2: \$1,586,832.55

Year 3: \$1,586,832.55

Year 4: \$1,586,832.55

Please take the appropriate action to affect this directive of the Board.

VST:cm

c: Ms. Carla Smith, Executive Director, Vendor Services, Division of Finance

Ms. Marie Jacob, Contractor, Vendor Services, Division of Finance



ALLIANCE TECHNOLOGY GROUP

7010 Hi Tech Drive
 Hanover, MD 21076
 phone 410-712-0270
 fax 410-712-0271

WBE and WOSB Certified

Quote Date: 8/6/2025
 Quote Number: 427-DCC-03102023C
 Alliance Sales Rep: Brooks Gearhart
 Terms: NET30
 Expiration Date: 9/6/2025

Description		Year 1		Subtotal	
Product #	Item Description	Qty.	List Price	Sales Price	Ext. Sales Price
Indoor Single Lanes					
101-00303-01-WS-HL	Evolv Express Single Lane 1 Indoor Wireless Hardware-Subscription	66	\$38,400.00	\$12,798.48	\$844,699.42
101-00301-01-SS-HL	Evolv Express Single Lane 1 Indoor Software & Services (INCLUDED) ASSY, EXPRESS WIRELESS INDOOR/OUTDOOR 10" TABLET ON FLOOR STAND (DTR)	66	\$52,800.00	\$17,597.90	\$1,161,461.66
101-00441-01x	(INCLUDED) ASSY, EXPRESS WIRELESS INDOOR/OUTDOOR 10" TABLET ON DESK STAND (DTR)	66	\$0.00	\$0.00	\$0.00
101-00442-01X	(INCLUDED) ASSY, EXPRESS WIRELESS INDOOR/OUTDOOR 10" TABLET ON DESK STAND (DTR)	66	\$0.00	\$0.00	\$0.00
101-00257-01	Express Operational Test Kit (OTK)--1 kit per location	40	\$378.00	\$314.96	\$12,598.40
			Subtotal		\$2,018,759.48
Indoor Dual Lanes					
101-00207-01-WS-HL	Evolv Express Dual Lane Indoor Wireless Hardware-Subscription	18	\$48,000.00	\$15,998.10	\$287,965.73
101-00207-01-SS-HL	Evolv Express Dual Lane Indoor Software & Services (INCLUDED) Express Indoor Wireless Tablet with Floor Stand	18	\$86,400.00	\$28,796.57	\$518,338.30
101-00422-01x	(INCLUDED) Express Indoor Wireless Tablet with Desktop Stand	36	\$0.00	\$0.00	\$0.00
101-00421-01x	(INCLUDED) Express Indoor Wireless Tablet with Desktop Stand	36	\$0.00	\$0.00	\$0.00
			Subtotal		\$806,304.02
Installation and Training					
ALI-INS	Complete installation, testing, and training based on contiguous installation plan. Please see SOW for complete details	84	\$ 5,000.00	\$2,663.00	\$223,692.00
			Subtotal		\$223,692.00
Annual Maintenance--Recurring Annually					

ALI-AHC	Annual maintenance. Includes technician coming onsite to service each system	84	\$ 4,500.00	\$2,150.00	\$180,600.00
Shipping (Est.): \$25,000.00					
Year 1 Total: \$3,254,355.50					
Year 2					
Indoor Single Lanes					
101-00303-01-WS-HL	Evolv Express Single Lane 1 Indoor Wireless Hardware-Subscription	66	\$38,400.00	\$6,399.24	\$422,349.71
101-00301-01-SS-HL	Evolv Express Single Lane 1 Indoor Software & Services (INCLUDED) ASSY, EXPRESS WIRELESS INDOOR/OUTDOOR 10" TABLET ON FLOOR STAND (DTR)	66	\$52,800.00	\$8,798.95	\$580,730.83
101-00441-01x	(INCLUDED) ASSY, EXPRESS WIRELESS INDOOR/OUTDOOR 10" TABLET ON DESK STAND (DTR)	66	\$0.00	\$0.00	\$0.00
101-00442-01X	(INCLUDED) ASSY, EXPRESS WIRELESS INDOOR/OUTDOOR 10" TABLET ON DESK STAND (DTR)	66	\$0.00	\$0.00	\$0.00
Subtotal \$1,003,080.54					
Indoor Dual Lanes					
101-00207-01-WS-HL	Evolv Express Dual Lane Indoor Wireless Hardware-Subscription	18	\$48,000.00	\$7,999.05	\$143,982.86
101-00207-01-SS-HL	Evolv Express Dual Lane Indoor Software & Services (INCLUDED) Express Indoor Wireless Tablet with Floor Stand	36	\$86,400.00	\$14,398.29	\$259,169.15
101-00422-01x	(INCLUDED) Express Indoor Wireless Tablet with Floor Stand	36	\$0.00	\$0.00	\$0.00
101-00421-01x	(INCLUDED) Express Indoor Wireless Tablet with Desktop Stand	36	\$0.00	\$0.00	\$0.00
Subtotal \$403,152.01					
Annual Maintenance--Recurring Annually					
ALI-AHC	Annual maintenance. Includes technician coming onsite to service each system	84	\$ 4,500.00	\$2,150.00	\$180,600.00

Year 2 Total: \$1,586,832.55

Year 3					
Indoor Single Lanes					
101-00303-01-WS-HL	Evolv Express Single Lane 1 Indoor Wireless Hardware-Subscription	66	\$38,400.00	\$6,399.24	\$422,349.71
101-00301-01-SS-HL	Evolv Express Single Lane 1 Indoor Software & Services (INCLUDED) ASSY, EXPRESS WIRELESS INDOOR/OUTDOOR 10" TABLET ON FLOOR STAND (DTR)	66	\$52,800.00	\$8,798.95	\$580,730.83
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Subtotal \$1,003,080.54					

Year 3 Total: \$1,586,832.55

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101-00421-01x	(INCLUDED) Express Indoor Wireless Tablet with Desktop Stand	36	\$0.00	\$0.00	\$0.00
				Subtotal	\$403,152.01
ALI-AHC	Annual maintenance. Includes technician coming onsite to service each system	84	\$ 4,500.00	\$2,150.00	\$180,600.00

Year 3 Total: \$1,586,832.55

Year 4					
Indoor Single Lanes					
101-00303-01-WS-HL	Evolv Express Single Lane 1 Indoor Wireless Hardware-Subscription	66	\$38,400.00	\$6,399.24	\$422,349.71
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101-00421-01x	(INCLUDED) Express Indoor Wireless Tablet with Desktop Stand	36	\$0.00	\$0.00	\$0.00
				Subtotal	\$403,152.01
ALI-AHC	Annual maintenance. Includes technician coming onsite to service each system	84	\$ 4,500.00	\$2,150.00	\$180,600.00

Year 4 Total: \$1,586,832.55
Four Year Total: \$8,014,853.16