

AMENDMENT ONE
to
AGREEMENT BETWEEN
THE CITY OF MANSFIELD, OH AND SHOTSPOTTER, INC.

This Amendment One (hereinafter referred to as "AMENDMENT ONE") to the ShotSpotter® Flex™ Services Agreement (now known as ShotSpotter® Respond™ Services) dated November 24, 2020 between the City of Mansfield, OH ("Customer") and ShotSpotter, Inc. ("ShotSpotter") (the "AGREEMENT"), is effective as of the last date of signature below. Except as modified herein, all other terms and conditions of the AGREEMENT, shall remain in full force and effect. In the event of a conflict between the terms of the AGREEMENT and this AMENDMENT ONE, the terms of this AMENDMENT ONE shall control. Customer and ShotSpotter may also be referred to as a "Party", or collectively the "Parties".

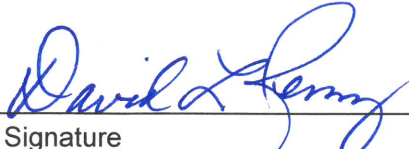
The Parties agree as follows:

1. Customer and ShotSpotter desire to expand the Customer's Coverage Area by two (2) square miles as set forth in ShotSpotter Proposal ID MANSOHEXP051822 attached hereto as Exhibit A.
2. ShotSpotter shall provide the services as set forth in Exhibit A.
3. Customer shall pay the fees in accordance with the payment terms set forth in Exhibit A.

EACH PARTY'S ACCEPTANCE HEREOF IS EXPRESSLY LIMITED TO THE TERMS OF THIS AMENDMENT ONE AND NO DIFFERENT OR ADDITIONAL TERMS CONTAINED IN ANY CONFIRMATION, PURCHASE ORDER, OR OTHER BUSINESS FORM, WRITING OR MATERIAL SHALL HAVE ANY FORCE OR EFFECT UNLESS EXPRESSLY AGREED TO IN WRITING BY THE PARTIES.

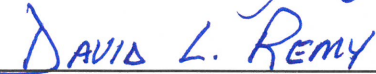
CITY OF MANSFIELD

SHOTSPOTTER, INC.



Signature

Signature



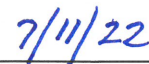
Printed Name

Printed Name



Title

Title



Date

Date

EXHIBIT A

SHOTSPOTTER PROPOSAL MANSOHEXP051822

(Attached)

EXHIBIT A



**Price Proposal for the Expansion of Subscription-Based
Gunshot Detection, Location, and Forensic Analysis Service
for the City of Mansfield, Ohio**

May 18, 2022

Proposal ID: MANSOHEXP051822

Submitted by:

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Table of Contents

Executive Summary	1
Introduction	1
How it Works	3
Pricing	4
2 mi ² Expansion Coverage Area	4
Forensic Consultation Services	4
Payment Terms	5
Pricing Assumptions	5

Executive Summary

Introduction

ShotSpotter is pleased to provide this proposal for expanded gunshot detection, location, and forensic analysis services per the City's request. ShotSpotter is honored to have served the City of Mansfield in its gun violence reduction efforts since November 2020, and we are pleased to present the following proposal to expand the City's current one square mile of ShotSpotter coverage. While the original coverage area was deemed the most critical at the time of the original deployment, there are additional areas of the City that would benefit from ShotSpotter coverage. ShotSpotter will collaborate with the Police Department to identify those areas which would benefit most from expanded coverage.

The ShotSpotter gunshot detection, alert, and analysis services provide what would be otherwise unobtainable, critical real-time gunfire intelligence. The core capabilities of the ShotSpotter solution are:

- **DETECT** – ShotSpotter detects and locates gunfire incidents enabling a fast, precise response to over 90% of shooting incidents within the targeted areas. This has a powerful deterrent effect and disrupts the gun violence cycle.
- **PROTECT** – ShotSpotter helps to protect officers by providing them with comprehensive data on the actual amount of gunfire activity that occurs in the neighborhoods they patrol and provides critical situational awareness when responding to specific incidents.
- **CONNECT** – By applying community policing-oriented best practices, ShotSpotter provides a unique opportunity for law enforcement agencies to connect with vulnerable communities. Rapid response to gunfire incidents in communities that have been most impacted by gun violence builds positive attitudes towards law enforcement and leads to more constructive engagements and cooperation.

ShotSpotter has become an indispensable crime-fighting tool for these agencies, in light of the community dynamics that fuel gun violence and the well-documented challenges of relying solely on 9-1-1 calls for service:

- **Under-reporting of persistent gunfire:** Nationwide, on average, less than 20% of gunfire incidents are reported to 9-1-1. **Why don't residents call? The answer is complex, but** typically involves the following concerns:
 - **Recognition:** "Was that gunfire, fireworks, or something else?"

- **Retaliation:** “If they find out I called, will they come after me?”
- **Resignation:** “No one came the last time I called...”

Without ShotSpotter, most law enforcement agencies are working with an 80% to 90% deficiency in their gun violence-related intelligence.

- **Late and inaccurate information:** When a citizen reports a gunfire incident, the 9-1-1 call typically comes several minutes after the event has occurred, and based on analysis, the location provided is usually mislocated by 750 feet (on average). As a result, valuable time and resources are wasted trying to locate the incident, greatly diminishing the opportunity to identify suspects and witnesses, recover evidence, and, most important, render life-saving aid to victims.

The ability to receive near real-time gunfire intelligence data provides law enforcement agencies with a critical advantage in their efforts to reduce and prevent gun violence and improve officer safety. Specific results include:

- Officers can more quickly and more accurately go directly to the scene of the shooting
- Situational awareness is vastly improved over what is available when relying solely on the 9-1-1 system
- Law enforcement has a better chance of arriving before the shooter has left the scene
- Officers are much more likely to find evidence in the form of shell casings (which, in conjunction with NIBIN/IBIS, provide valuable investigative leads) and/or other ground truth that can aid in the investigation
- Officers are more likely to find witnesses who may have information that can aid in the investigation
- Community engagement is heightened, which often translates into more information from the community (e.g., tip lines, field interviews, etc.)
- Targeted enforcement (precision policing) is enhanced
- More court-admissible and scientifically sound forensic evidence is available to strengthen prosecutions of the worst offenders

How it Works

Based on an analysis of known gunfire-related crimes, the ShotSpotter team designs and deploys networked sensors within the targeted coverage area. These acoustic arrays detect and locate gunshot activity within the coverage area and report that information to ShotSpotter's Incident Review Center (IRC) which is staffed 24/7/365. ShotSpotter uses a two-factor incident review process to minimize false alerts. The first tier is performed by sophisticated AI software. Once the software has performed an initial review and filtered out any incidents that are determined not to be gunfire (e.g., helicopter noise, fireworks, etc.), the data is received at our IRC.

The IRC review process is performed by a team of highly trained acoustic experts. In addition to examination of the incident audio, the review process involves examination of visual characteristics of the detected pulses and the incident, such as the number of participating sensors, the wave form, pulse alignment, and the direction of sound. The IRC review results in publishing (Gunshot or Probable Gunshot) or dismissal (Non-Gunshot) of the incident with a high level of precision. If the reviewer classifies the incident as a gunshot, the reviewer sends an alert, including location information and an audio snippet, to law enforcement agencies via a password-protected application on a mobile phone, in-car laptop, or computer. In addition to the dot on the map and audio, ShotSpotter provides details such as number of shots fired, whether multiple shooters are involved, and whether high-capacity and/or fully automatic weapons are being used. This entire process (i.e., recording the impulsive sound, two-factor review, and publishing alerts to authorized users) is designed to be completed in less than 60 seconds (but is often completed within 25 to 30 seconds).

ShotSpotter customers receive a contextually rich, detailed gunfire alert that enables a fast, precise, and safer response to gunfire incidents. In addition, ShotSpotter alerts can also trigger other technology platforms such as cameras that can pan and zoom in the direction of an event. ShotSpotter has also successfully integrated with a wide range of third-party applications such as CAD, RMS, License Plate Readers, drones, and other applications.

We look forward to working with the City of Mansfield to extend the benefits of ShotSpotter to this new coverage area as you expand your efforts to reduce gun violence in your community.

Pricing

ShotSpotter systems are deployed to provide coverage for a specified area. ShotSpotter offers our Lower Tier Pricing Program to smaller communities. This pricing includes one-time Service Initiation fees and Onboarding fees, as well as reduced subscription fees. The pricing presented below assumes a simplified design for the proposed expanded ShotSpotter coverage area, one that targets the City's highest crime area(s), while avoiding a highly customized coverage area. ShotSpotter will locate the proposed two square mile expansion coverage area based upon the Police Department's requirements. ShotSpotter will collaborate with Police Department stakeholders to determine the final coverage area location and related boundaries

2 mi² Expansion Coverage Area

Contract Term	Coverage Area Size	One-Time Fees (Service Initiation & Onboarding)	Annual Subscription Fees*	Total
1 Year	2 mi ²	Included	\$99,000	\$99,000

*ShotSpotter's current annual subscription fee for cities the size of Mansfield is \$49,500 per square mile. Please note, this rate is available for coverage areas up to a total of two (2) square miles. However, ShotSpotter is extending this rate for a total of three (3) square miles for the City of Mansfield. Any coverage beyond three (3) **square miles will be at ShotSpotter's standard annual subscription rate of \$70,000 per square mile, plus a one-time Service Initiation Fee of \$10,000 per square mile.**

Forensic Consultation Services

Forensic Consultation Service Fee (Expert Witness Services) \$350/hour
Expert Witness Testimony Services are available upon request and billed separately at the above rate.

Payment Terms

Payment for the service initiation, and subscription shall be as follows:

One-Year Payment Terms

- 50% of fees due upon execution of agreement (\$49,500)
- 50% of fees due upon ShotSpotter activation (live) status (\$49,500)

Expert Witness Testimony Services are available upon request and billed separately at the above rate.

Pricing Assumptions

This pricing is submitted based on the following assumptions:

- This pricing assumes that the services will be delivered under the terms of the ShotSpotter Respond Services Agreement dated November 24, 2020.
- The pricing assumes that the Department will provision network access to meet ShotSpotter minimum specifications and requirements for all computers (PCs and MDCs) that will access the ShotSpotter service.
- This pricing does not include any state or local taxes; if taxes are applicable, we will be happy to provide an amended price quotation upon request.
- This pricing remains valid for ninety (90) days from the date of this proposal.