



1730 Willow Creek Circle
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Re: Sole Source & Proprietary Product Information

To Whom It May Concern,

This letter provides salient characteristics and sole source justification for the Obsidian Integration LLC Covert Pole Camera Systems, including all variants of the Brown Recluse, Black Widow, Orb Weaver, Tarantula, and Wolf Spider systems.

It also includes all versions of the Residential, Commercial, Industrial Series (RCIS) of systems. These concealments include a 5-Gallon Utility Bucket, 5-Gallon Drink Container, Small and Large Trash Cans, and Hose Reel.

These products are manufactured and sold exclusively by Obsidian Integration LLC, and are not available from other sources. These systems maintain consistency with existing Obsidian Integration LLC Covert Video Surveillance systems deployed by Local, State and Federal Agencies nationally. Our products are known for high quality, robust, long-term performance and optimization based on continuous improvement from expert customer feedback. The products are comprised of a range of proprietary technologies and sub-systems not available from other sources. These proprietary technologies are described here:

1. "Builder Kit" DIY level pole camera kits. These kits are exclusively available from Obsidian Integration LLC and provide agencies with an extremely low-priced solution for pole camera concealment purchasing. The kits contain all components necessary for pole camera builds and are delivered ready to complete. End users must only follow a few simple steps to finalize each unit and ready it for deployment.
2. "Bare Bones and Turnkey" level pole camera systems. These systems are exclusively available from Obsidian Integration LLC. They come with windows installed and support structures as well as wiring needed for cameras and modems to be added. Each level comes with various types of components to accommodate different customer needs.
3. Direct Etched Acrylic Covert Window Lenses: Disguise is directly etched into window substrate providing improved optical performance and plate capture at 100 yards plus. This is not an overlay decal, mesh screen or other separately applied product. Direct Etching enables a more effective evidence and intelligence collection tool. Direct Etching is a fully proprietary and exclusive technology available in the following patterns:
 - a. Direct Etching HD – 50/50 pattern, 1MM Dot Patterning, Negative Space Viewing, Contrast Reduction Technology, Limited Color Graphic Support.
 - b. Direct Etching UHD – 60/40 pattern, .5mm Dot Patterning, Negative Space Viewing, Contrast Reduction Technology, Full Color Graphic Support
 - c. Direct Etching Flex UHD – Capable of allowing for round or odd shaped concealment windows. 60/40 pattern, .5mm Dot Patterning, Negative Space Viewing, Contrast Reduction Technology, Full Color Graphic Support



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4. Enhanced Field of View – Covert Window Lenses: Our enclosures provide 30% more viewable area based on increased covert lens size, made possible by our advanced Direct Etched Acrylic and Flex.
5. Light Weight Product – Pole cameras are designed for the lowest total weight possible, increasing flexibility and ease of installation. Ensures less time on target during installation, as fewer people are required to handle equipment. Agents and contracted installer safety is increased because of this design.
6. Universal Rail System: Open & accessible design allows adjustment easy access for increased product lifespan and usability via adjustment and compatibility with future technologies.
7. Tool-Less, Modular Device Shelving: Requiring no tools, devices (camera & modem) can be removed or installed within 30 seconds.
8. RCIS Concealments are powered by either an AC power cord and/or a Lithium-Ion battery pack. Battery versions include discharge protection. Systems include hidden power input ports and a key fob power reset system. The Utility Bucket also has the option of a stackable bucket which provides additional battery power capacity. These units are able to be rapidly deployed increasing Agent safety.
9. Tool-Less Multi-Modem Compatibility: Removable device mount with dedicated mounting patterns for commonly used Covert Surveillance Communications Modems. These include Microhard, Peplink, Sierra and Cradlepoint LTE Modems.
10. Tool-Less Multi-Camera Compatibility: Removable camera mount with multiple sizes and form factors of common covert PTZ cameras to be installed including Canon H45, Canon H47, Canon M50, Panasonic 61301 and Axis V5925.

Thank You,

Chris Anderson
President
Obsidian Integration LLC