

## Request for Proposal Video Surveillance System



NVR

**Gahanna Police Department**  
**Jeff Spence**  
**460 Rocky Fork Blvd**  
**Gahanna, Ohio 43230**  
**Phone: (614) 342-4205**  
**Email: jeff.spence@gahanna.gov**



Presented By:  
David McCall  
Sales Engineer  
1.800.556.8556 Ext. 721 (Toll Free)  
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**SOUND COMMUNICATIONS INC.**  
3440 Park Street  
Grove City, Ohio 43123 USA

- A. SCI-Systems Compilation
- B. GV-IP Cam 1.3M Vandal Proof Day/Night Dome Camera - Overview
- C. SCI-NVR System UVS-NVR-32 N8 (32) Channels of IP 32/32 Budgetary Pricing
- D. SCI-CC Covert Camera solution Budgetary Pricing
- E. Terms and Conditions

### "RESTRICTED & PROPRIETARY INFORMATION"

This document contains Proprietary Information which is provided solely in connection with the specific opportunity identified herein. Sound Communications Inc. provides this proprietary information to the organization named, solely for its use in connection with this opportunity and it may not be disclosed to anyone outside the disclosed to party without the prior written consent of Sound Communications Inc."

Tuesday, June 01, 2010

Sound Communications Inc.

## Quote Summary

Prepared by:

Dave McCall

Sound Communications Inc.

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[dave@soundcommunications.com](mailto:dave@soundcommunications.com)

[sales@soundcommunications.com](mailto:sales@soundcommunications.com)



	Gahanna PD Per System Cost
<b>Systems</b>	
<u>32 Channel NVR system with 19 IP cameras</u>	\$42,930.80
<u>(3) SCI-CC Covert Camera Solutions</u>	\$13,720.15
<b>Total Costs</b>	<b>\$ 56,650.95</b>

8/9/2010

## Over View Of Work at Gahanna PD on NVR installation

### Installing Cameras, microphones and TV's

1. (19) GV – IP Cameras: Adding-(1) in Basement, Adding-(1) inside Sally Port and Current location-One outside Sally Port, and fourth located at backdoor in current location – Replacing 14 other Analog cameras throughout the building and 1 added by Lt. last minute-Outside.(Total of 19).
2. AXIS video Server 241Q for Street Entrance PTZ conversion
3. (3) 8 position POE for IP Cameras.
4. (8) Louvre Ceiling Microphones with AP-8 Controller in: (1)-Lobby, (2)-Interview rooms, (1)- Booking, (1) Holding, (1) De-Tox, (1) in Sally Port, (1) in Polygraph Room
5. (1) 40" LED Samsung TV with Swivel Mount and CAT5 Video converters

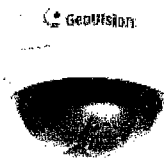
### Repairing or fixing the operation

1. Switch operation for interview room camera and microphones for recording.

### Recording system

1. 32 channel NVR with EIGHT 500 GB hard drives with a total of 8 bays
2. ~~(1) UPS unit, Monitor, Key Board, Mouse (Customer has KVM) Removed~~
3. 32 channels of Audio
4. (1) DVD RAM
5. (1) Video Card- Video display splitter Up To 4 different Displays
6. (10) Third Party Licensing for PTZ traffic cameras Total of (4) traffic cameras and (1) at Street Entrance Location PTZ on current configuration. 3 other positions are taken by SCI-CC Covert Cameras via Air cards-  
(2)Left extra for expansion

## GV-IP CAM1.3M VANDAL PROOF DOME D/N

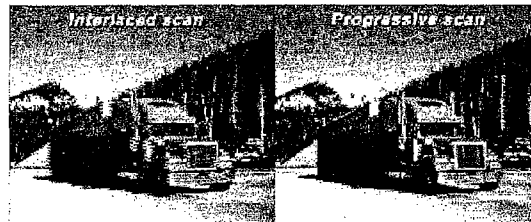


- 1.3 megapixel SONY progressive scan CCD
- Dual streaming support MJPEG and MPEG4
- Two way audio
- Digital I/O: 1 IN, 1 OUT
- Support both 12V DC and PoE
- Video Motion Detection reduces bandwidth and storage
- 3GPP/ISMA mobile application
- Privacy Mask
- Visual Automation

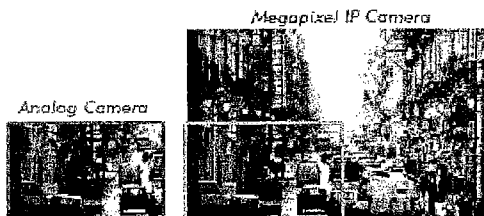
Providing detail not seen on conventional surveillance cameras, the GV-IP Camera 1.3M features a 1.3 megapixel CCD that delivers superb video image quality. Through the use of progressive scan CCD sensor, the GV-IP Camera 1.3M is able to reproduce ultra smooth video images of fast moving objects without any pixilated edges. With high definition up to 1280 x 960 and up to 4 times higher resolution than conventional VGA/ D1 cameras, the GV-IP Camera 1.3M allows users to monitor critical areas with greater detail than ever. Moreover, with simultaneous/dual video stream and support for compliant Power-over-Ethernet (PoE) which simplifies the cabling. It allows users to view both MJPEG images and MPEG-4 videos with improved efficiency while conserving valuable bandwidth.

In providing our customers with a more complete, cost-effective IP surveillance solution, our GV-IP Camera 1.3M can seamlessly integrate with our GV-NVR software system that comes with advanced monitoring and various other video management features. When connected with the GV-IP Camera 1.3M, Special web interface support functions such as privacy mask, visual automation, picture-in-picture (PIP) view and picture-and-picture (PNP) view are also made available for facilitating detail monitoring.

Progressive scan CCD captures the entire scene of a moving object at the same time. Even and odd fields are scanned simultaneously. It reproduces smooth video quality without pixilated edges.



It provides up to 4 times higher resolution than common VGA/D1 cameras.



## SCI-DVR System NVR-UVS

### 32 channel 19" Rack Mount Chassis- with 32 Audio Channels

The SCI DVR is a PC-based, multi-channel video surveillance system that utilizes the most advanced digital video compression technologies to bring you the highest picture quality and video performance. Up to 32 cameras (per DVR) can be connected and viewed live on a local monitor screen, through a TCP/IP network, and/or remotely over the Internet. You also have the option of recording audio to your DVR. Video can be recorded based on user-specified schedules or motion detection. You can store video clips to a standard hard drive or any optical storage device by using SCI's backup system. Since the SCI DVR is a standard server, the cost of ownership goes down. We use all off-the-shelf components. New software releases can be easily downloaded and installed to keep your DVR on the cutting edge of Digital CCTV. The SCI DVR offers great attention to detail, the highest reliability, and outstanding local service and support by Sound Communications.

#### GV-HOT SWAP SCH-NVR System UVS-NVR-32 N8

- Powered by Intel® Core™2 Quad
- Dual Gigabit LAN ports
- 2 / 4 / 6 / 8 / 10 hot-swappable SATA HDD for data storage
- RAID data protection (optional) for 8 & 10-bay models \*
- EIGHT 500GB hard drives
- Maximum storage capacity of more than 10 terabytes
- 4 chn Video Card for different monitor configurations
- Built-in 4 Inputs and 4 Outputs \*\*
- Recovery DVD in case of failure
- Compatible with full selections of SCI-DVR accessories
- User-friendly software interface

\* Only for 8 & 10-bay models  
 \*\* Not available for 2-bay models

Model AP-8 is an eight zone manual audio monitoring base station.

Louroe- All directions, or within 30' diameter circle



All-in-one surveillance solution  
 Live monitoring via Internet browser  
 Versatile MPEG4 / Wavelet compression  
 Easy integration of external alarms and sensors

GV-IP CAM 1.3M VANDAL PROOF DOME D/N



Qty	Item	Description	Unit Price	Extended Price
1	SCI-NVR System UVS-NVR-32 N8	SCI-NVR System UVS-NVR-32 N8 & 32 Audio Channels, 8 bays, 19" Rack Mount Chassis- (32 IP Video Channels). This system comes with EIGHT 500GB Hard drives and a Single DVD RW drive. Keyboard, Monitor, mouse and UPS are NOT Included.	\$7,519.84	
10	Third Party IP Camera Licensing	PTZ Intersection Cameras connected via Axis Server Module (requires third party license for each module).	\$180.00	
8	Louroe Ceiling Microphone	The Verifact Model A is an omni-directional, low impedance, electret condenser microphone with built-in preamp for producing line level output.	\$155.00	
1	AP-8 Audio Monitoring Base Station	Model AP-8 is an eight-zone manual audio monitoring base station. It contains eight audio inputs (terminal blocks) for connecting up to eight Louroe microphones for live monitoring and has eight audio outputs (RCA type) for connection to a DVR with multiple audio inputs.	\$1,083.34	\$37,200.80
1	AXIS Video Server MOD (Customer can supply)	AXIS Video Server Mod 241Q- For Street Entrance PTZ conversion	\$1,131.92	
19	GeoVision IP Dome Camera 81-13MVD-D01	GV-IP Camera Vandal Proof Dome, D/N (with lens and -3- POE 8 position fast Ethernet switches)	\$1,187.82	
1	40" LED Samsung 1080p HD TV	40" LED Samsung 1080p HD TV 60Hz-Weight 40.6lbs Includes: Swivel Wall Mount and Video Inverter.	\$1,857.12	
Project Management, Configuration, Testing, Emap, Installation and First Year Service and Support***				\$5,530.00
Sub Totals:				\$42,730.80
Tax Exempt:				\$0.00
Shipping and Handling:				\$200.00
Total System Investment after applied discounts, including: Project Management, Configuration, Testing, Emap, Installation and First Year Service and Support***				\$42,930.80

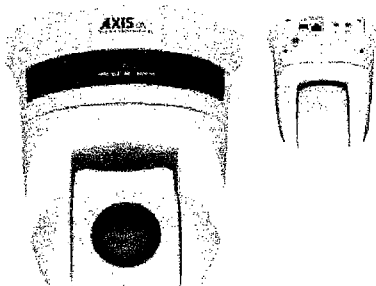
Taxes and Shipping if applicable are approximate.

\*\*\*Represents Standard Installation and Wiring. Additional add-on components and complex integrations may increase installation cost. First year service and support does not include adds/moves/changes or lost /abused components.

Sound Communications Inc.

## SCI-CC Covert Camera Solution

The SCI Covert Camera Solution is designed to give your department the ultimate in flexibility for unattended and/or remote surveillance and recording. Simply combine our complete camera and microphone solution with the mounting hardware of your choice for deployment in a vehicle, on a utility pole, within a sting house...the choice is yours. The SCI-CC Solution works with your wireless, wired or router/air card network connectivity to allow officers to view video from a remote location, and to transfer video to an existing or dedicated SCI-DVR or SCI-NVR server. For exceptional return on your surveillance investment, add the SCI-CC Solution to your department's tool kit today.



Covert Camera Package deploying the Axis 214PTZ camera and Power Package

This solution does not include any kind of mounting system, magnets, or positioning hardware to mount the camera in a vehicle

Qty	Part	Description	Unit Cost	Extended
3	SCI-CC PTZ Covert Camera Package	SCI-CC Package -Axis 214 PTZ camera comes with 1 Power pack- (Mounting or housings for camera operation are supplied by the end user) - Customer must supply Compatible Router and Air Card for system operation Includes: Pelican case for Camera and power pack - Rolling case with handle for easy deployment	\$3,930.05	\$11,790.15
Project Management, Configuration, Testing, Installation and First Year Service and Support***				\$1,730.00
Sub Totals:				\$13,520.15
Tax Exempt:				\$0.00
Shipping and Handling:				\$200.00
Total System Investment after applied discounts, including: Project Management, Configuration, Testing, Installation and First Year Service and Support***				\$13,720.15

Taxes and Shipping if applicable are approximate.

\*\*\*Represents Standard Installation and Wiring. Additional add-on components and complex integrations may increase installation cost. First year service

## TERMS AND CONDITIONS

All equipment shall be warranted for no less than one year on both parts and labor. We shall at our expense replace any parts thereof which become defective or broken except in the event of accident, misuse, malicious act, or casualty. Extended service after the first year is also available and twenty-four hour service is available throughout. Extended Service and maintenance agreements are available at a discounted rate when accepted with initial purchase. Please refer to implementation/ warranty section for further details.

50% Deposit respectfully requested with issuance of Purchase order  
Balance Due net 30 upon completion of installation & training  
This quotation valid for 60 days  
Delivery and installation 30days

### Integration with Existing Audio/Video Systems:

This solution has been designed to integrate with existing audio and/or video camera system(s). Due to the wide variation in such legacy systems, it is possible that certain adapters or components may be required during the installation process that could not be foreseen in advance. In such cases, you will be advised of any such additional parts and the associated costs, if any, will be added to your final invoice. Sound Communications will work with you to ensure quality of recording and playback is the best that can be achieved with your existing system, but cannot be responsible for quality issues caused by legacy system components including cameras and microphones. Onsite, remote, and/or telephone support for issues caused by such legacy systems are not covered by our warranty and may be billable.

The preceding figures include installation of the equipment, programming, training, testing and one year full warranty on all parts and labor. Warranty excludes fire, theft, water damage, electrical fluctuations, acts of God, or abuse to the equipment.

In order to provide prompt and accurate service, please remit all Purchase Orders to Sound Communications, Inc., in one of the following ways:		
E-MAIL	Mail	Fax
<a href="mailto:sales@soundcommunications.com">sales@soundcommunications.com</a>	Sound Communications Inc. ATTN: Purchasing  Grove City, Ohio 43123 Federal Tax ID 31-1331321 DUNS # 621360361	614-875-8179

A written purchase order or letter of intent is required prior to the start of any project.





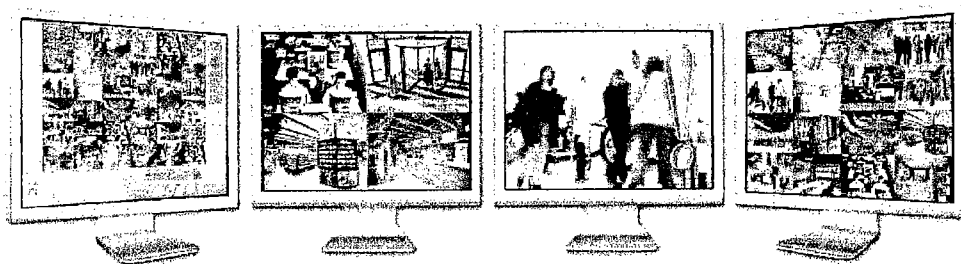
# SCI

## Hybrid, Digital & Network Video Recording

3440 Park Street  
Grove City, Ohio 43123  
P: 614-875-8500  
F: 614-875-8179  
[www.soundcommunications.com](http://www.soundcommunications.com)

### SCI-HVR

As a provider of PC-based video surveillance solutions, Sound Communications offers a cutting-edge collaborative Hybrid DVR/NVR designed to address your specific security surveillance needs. Built upon comprehensive and easy-to-integrate hardware and supporting technologies, the SCI-HVR is a core system that provides performance-optimized video monitoring and various advanced video control features to support many of enterprise's management functions. SCI-HVR is a scalable, extensible system that can be customized and seamlessly integrated with other security system applications, such as central monitoring, POS, and access control. With SCI-HVR, Sound Communications brings you the advantage of low cost of ownership and great ROI in security surveillance, while ensuring your business operation and management efficiency are maintained at maximum level.



Main Screen  
32 Channels

Normal / Quad / Scan

Alarm / Event / IO  
Full Screen

Overview /  
16 Channels

One PC supports up to 8 monitors to provide Digital Matrix function

### SCI-NVR

Designed purely for the digital network environment, the 32 channel SCI-NVR is professional IP-based surveillance management software which provides performance-optimized video monitoring and various advanced video analytics/control features to support over 100 IP camera models from more than 10 branded IP camera manufacturers. The SCI-NVR supports:

- Arecont Vision
- AXIS
- CANON
- GeoVision
- IQinVision
- JVC
- MOBOTIX
- Panasonic
- Pelco
- SONY
- more...
- 32 Channels
- H.264, MPEG-4, MJPEG codecs
- Resolution from CIF up to 5 Mega pixel
- 2-way audio
- Video Analytics functions
- Mobile phone live view and playback
- CMS
- I/O device accessories



Digital Recording Solutions  
for Video, Video Audit

# SCI

## Hybrid, Digital & Network Video Recording Solutions (continued)

### SCI DVR

#### KEY FEATURES

- Object counting feature counts number of objects passing through a pre-defined area
- View screen pop-up on motion or alarm activation
- "Keep Days" feature allows video files to be held for a selected number of days
- Pre and post-motion or alarm activation
- Password protection allows only authorized users to enter user definable features
- Digital watermark on .avi files for video authentication

#### AUDIO AND VIDEO

- Record and/or listen to live audio, up to 32 channels, in real time (additional hardware is to be supplied separately)
- Dual view allows live and playback (View Log) screens to be viewed in separate monitors
- Full screen view

#### VIDEO QUALITY ENHANCEMENT

- Video de-interlace filter to eliminate ghost effect
- Video AGC (auto gain control) to optimize video signals
- DirectDraw overlay

#### SEARCH & PLAYBACK

- Object search allows user to search object or movement in a particular area of the image
- Index search video files based on criteria group; motion, alarm and POS transaction events
- Thumbnail browsing searches specific frame within video footage
- Synchronized audio and video
- POS transaction data overlays on playback videos

#### NOTIFICATION

- E-mail notification with video images (in attachment) on motion and alarm activation
- E-mail or telephone notification on camera fail or I/O error
- Direct PTZ dome to preset location on motion and alarm activation

#### WEBCAM

- User definable Bandwidth Control ensuring image transmission only uses allocated bandwidth
- Full control of PTZ domes and I/O devices from a remote location
- Dynamic IP supported
- Locate video server by domain name
- Quick link to systems through bookmark
- Two-way audio communications with systems (listen and talk back)

#### REMOTE PLAYBACK

- Remotely access recorded video and audio file
- Play up to 32 channels simultaneously
- Address book function allows user to create direct links to frequently used systems
- Locate files by specific date, time or camera
- Advanced search function by time frame and range of selected camera
- Data transmission bandwidth control

#### RECORDING

- Choice of 60, 120, 240, 480, 960 fps recording
- Round-the-clock motion detection, alarm activation, and scheduled recording mode
- Adjustable recording frame rate and recording quality on a camera by camera basis

Available with POS (Point of Sale) / LPR (License Plate Recognition) / Access Control Integration / GPS Integration

### SCI Video Examples

Panorama View **Optional**



Face Detection



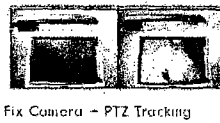
People Counting



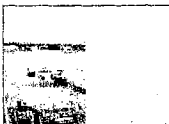
Tempered Alarm



Visual Automation



Defog **Optional**



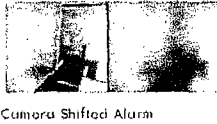
Unattended Object Detection



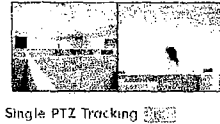
Intrusion Alarm



Focus Changed Alarm



Fix Camera - PTZ Tracking



Camera Shifted Alarm



Single PTZ Tracking



Video Stabilization **Optional**



Missing Object Detection



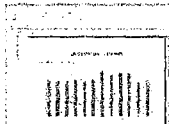
Intelligent Search



Crowd Detection



Q Counter **Optional**







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P.O. Box 1148, Grove City, OH 43123

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[www.soundcommunications.com](http://www.soundcommunications.com)

### Annual Maintenance & Support Coverage Offer & Acceptance

Sound Communications, Inc., is pleased to provide this renewal of Annual Maintenance & Support Coverage on your SCL-DVR system. To maintain your coverage with no lapses, we must receive your Renewal via fax, email, or standard mail, by no later than midnight of the date shown. In addition, Payment must be received by no later than 10 days after the renewal date, or coverage may lapse. If you would like to discuss other coverage options, or are considering a change to service on a time and materials basis please contact us at the number shown above. Our current support rates are shown below. Please be aware that customers covered by an Annual Maintenance & Support plan always receive priority queuing for support requests. In addition, guaranteed response times are only offered in conjunction with warranty and support agreements. Please refer to the accompanying current Terms & Conditions document for more information.

Customer Name: Gahanna Police Department

Billing Contact Name: Lt. Jeff Spence

Phone: 614-342-4205

Billing Address: 460 Rocky Fork Boulevard, Gahanna, OH 43230

System Location (if different):

Coverage Dates: TBD

System Identifiers: As Proposed

Extended Warranty Plan Level: 3MB  
Extended Warranty Plan Cost: \$6,347.28

Platinum  
\$7,684.21

This Offer extended on behalf of Sound Communications, Inc., by:

Gina R. George, Service & Projects Manager

By my signature below, I affirm that I am authorized to accept, and do accept, this Offer on behalf of my organization. We agree to the payment terms as outlined in the Terms & Conditions, and I have submitted the accompanying Invoice for payment.

Signature:

Date:

(If Billing Contact is different than shown above, enter information below)

PO#:

Billing Contact (if different)		System Supervisor	
Name:			
Phone:			
Fax:			
Email:			
Cell (optional):			

SCL Hourly Support Rates as of: 6/6/2010			
	Regular	After-hours	
Phone	\$85.00	Remote Access	\$125.00
Remote Access	\$105.00	In-House	\$155.00
In-House	\$95.00	Onsite	\$140.00
Onsite	\$165.00		\$245.00





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**Extended Warranty & Support Coverage: Gold Plan Level**

Item	Description	Price
SCL-NVR Server	32-channel NVR server with (9) 500GB HDDs	
Cameras	(19) GV-IP Cameras	
Audio Equipment	(8) Louroe Microphones w/APs	
Networking/Connectivity	(1) Axis Video Server2410, (3) PoE Switches	
Display Equipment	(1) 40" LED Monitor w/mount	
Annual Gold Extended Warranty & Support Total:		\$6,417.38

Gold Extended Warranty & Support Coverage provides for repair or replacement of all covered parts, standard service pack releases and emergency software patches, and phone/remote/onsite support during Extended Service Hours. For additional service contract provisions, refer to the Terms and Conditions.





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### SCT-DVR Systems Maintenance & Support Coverage: Multiple Year Packages

		Per Year	Total
2 Year Silver	Two year Silver Maintenance & Support	\$5,133.90	\$10,267.81
3 Year Silver	Three year Silver Maintenance & Support	\$4,950.55	\$14,851.65
4 Year Silver	Four year Silver Maintenance & Support	\$4,767.20	\$19,068.78
2 Year Gold	Two year Gold service contract	\$6,234.03	\$12,468.05
3 Year Gold	Three year Gold service contract	\$6,050.67	\$18,152.02
4 Year Gold	Four year Gold service contract	\$5,867.32	\$23,469.27
2 Year Platinum	Two year Platinum service contract	\$7,700.86	\$15,401.71
3 Year Platinum	Three year Platinum service contract	\$7,517.50	\$22,552.51
4 Year Platinum	Four year Platinum service contract	\$7,334.15	\$29,336.59



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Customer Name: Gahanna Police Department

Phone: 614-342-4205

Billing Contact Name: Lt. Jeff Spence

System Identifiers:

Billing Address: 460 Rocky Fork Boulevard, Gahanna, OH 43230

Coverage Dates: TBD

As Proposed

Extended Warranty Plan Level: Platinum  
Extended Warranty Plan Cost: \$2,552.37

This Offer extended on behalf of Sound Communications, Inc., by:

Gina R. George, Service & Projects Manager

By my signature below, I affirm that I am authorized to accept, and do accept, this Offer on behalf of my organization. We agree to the payment terms as outlined in the Terms & Conditions, and I have submitted the accompanying invoice for payment.

Signature:

Date:

(If Billing Contact is different than shown above, enter information below)

PO#:

Billing Contact (if different)

System Supervisor

SCI Hourly Support Rates as of: 6/8/2010

Name:	Phone:	Regular	After-hours
Phone:		\$85.00	\$125.00
Fax:		\$105.00	\$155.00
Email:		\$95.00	\$140.00
Cell (optional):		\$165.00	\$245.00





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**Extended Warranty & Support Coverage: Gold Plan Level**

Item	Description	Price
SCL-CC	(3) SCL-CC Coverit Camera Solution Packages w/Case	
Annual Gold Extended Warranty & Support Total		\$2,077.51

Gold Extended Warranty & Support Coverage provides for repair or replacement of all covered parts, standard service pack releases and emergency software patches, and phone/remote/onsite support during Extended Service Hours. For additional service contract provisions, refer to the Terms and Conditions.





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### Extended Warranty & Support Coverage: Platinum Level

Item	Description	Price
SCI-CC	(3) SCI-CC Cover Camera Solution Packages w/Case	
Annual Platinum Extended Warranty & Support Total		\$2,552.37

Platinum Extended Warranty & Support Coverage provides for repair or replacement of covered parts; standard service pack releases, emergency software patches and software version upgrades; phone/remote/onsite support on a 24/7/365 basis; one annual training session (web-delivery or at Sound Communications) upon request; and one annual system inspection and maintenance visit upon request. For additional service contract provisions, refer to the Terms & Conditions.



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### SC1-DVR Systems Maintenance & Support Coverage: Multiple Year Packages

Item	Description	Price Per Year	Total
2 Year Silver	Two year Silver Maintenance & Support	\$1,662.01	\$3,324.02
3 Year Silver	Three year Silver Maintenance & Support	\$1,602.65	\$4,807.96
4 Year Silver	Four year Silver Maintenance & Support	\$1,543.30	\$6,173.19
2 Year Gold	Two year Gold service contract	\$2,018.16	\$4,036.31
3 Year Gold	Three year Gold service contract	\$1,958.80	\$5,876.40
4 Year Gold	Four year Gold service contract	\$1,899.44	\$7,597.77
2 Year Platinum	Two year Platinum service contract	\$2,493.02	\$4,986.03
3 Year Platinum	Three year Platinum service contract	\$2,433.66	\$7,300.98
4 Year Platinum	Four year Platinum service contract	\$2,374.30	\$9,497.21