



Convergent[®]
TECHNOLOGIES
Making a Daily Difference

Citywide Public Safety Video Proposal

City of Venice, FL

UNITED STATES • CANADA • ASIA PACIFIC • EUROPE



February 11, 2019

Christophe St. Luce
Information Technology Director
City of Venice, Florida
401 W. Venice Avenue
Venice, FL 34285
cstluce@venicegov.com

CC: Tom Matt Mattmuller, Chief of Police
CC: Steven Buczak

Re: Citywide Public Safety Video

Dear Christophe:

We would like to personally thank you for considering Convergent Technologies to design, provide, install, train and service the Public Safety Video Surveillance Solution for The City of Venice, Florida.

Convergent Technologies, has developed a compelling reputation for Quality, Reliable and Sustainable Outdoor Video Surveillance deployments with our Proven, Rugged and High-Performance CrimeEye solution.

We have applied our 30+ years of outdoor video experience to perform a site survey and develop a scalable solution for the City of Venice's Public Safety Video Surveillance Solution. Enclosed, you will find the detailed Scope of Work and Proposal for Phase 1, which establishes the Critical Head-End equipment and City Surveillance Capture Solutions along Venice Avenue and the Festival/Concert area of the airport.

We look forward to the opportunity to serve The City of Venice.

Respectfully,

Kyle Young

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Overview

This video security proposal for the City of Venice provides the details on a proven and reliable solution to build the foundation and provide Public Safety Video Surveillance along Venice Avenue and the Special Events area at the non-active Runway 27 Heading of the Venice Airport, that can be viewed from multiple County network connected sites as well as Police Department mobile devices.

The new system will act as a Force Multiplier to assist the Police Department and Augment Public Safety in key locations in the city adjacent to parade routes, main corridor, splash pads, shops, a parking lot and special events at the airport.

We completed a security survey of all the areas in which coverage is desired on Friday, January 25th, 2018. These areas included:

1. The Venice Avenue Corridor
2. The Airport
3. The Jetty
4. The Pier/Fins at Sharky's

The goals of the survey were to align priority locations with infrastructure and cost feasibility to maximize the effectiveness of the first phase of deployment of the CrimeEye system.

The first phase establishes the foundation of the head-end equipment for both the first phase of field devices and future phases. Included in the first phase are the leading Genetec Security Center Video Management System Software and the Briefcam Video Synopsis Software that will allow trained officers to search video by parameters such as color of shirts, direction of travel, persons versus bicycles versus vehicles and more, enabling them to effectively gain evidence more efficiently from the foundation.

The Venice Avenue Corridor was determined to be the highest priority area by the city and fiber is currently being installed at those locations to allow optimal connectivity to field equipment. High definition multi-head, PTZ and 180-degree cameras are strategically located at key intersections and the parking lot/splash pad, as identified in the Scope of Work and the System Design Drawing. The next critical area is on the East side of the Airport where festivals and concerts are held. The Jetty currently does not have fiber, so video capture units there would either need to communicate over cellular for video review and exporting or microwave radios down to the pier. The pier is currently undergoing a renovation and work there to support cameras there and at the jetty would need to be completed after the current renovation project is finished. We looked at installing a radio link from Fins to the airport, but for several reasons, including cost adds to remain within the total budget, power only available by solar at Fins and tee foliage trimming needed at fins, we placed that in the next phase.

The goals for phase one are to build a foundation using proven, reliable industry equipment, including the specialized CrimeEye solution, coupled with best in class software and HD public safety surveillance cameras, to provide added public safety to the area, the ability for the police department to monitor areas that they are responsible for public safety in and video surveillance evidence that can be used as necessary in a court of law. We look forward to the opportunity to partnering with the City of Venice to augment Public Safety for the community.

Proposed Scope of Work – Phase 1

Labor and Materials Included in Scope of Work:

Head End

- Provide, install and program a new Enterprise version Genetec Video Management System (VMS) on new dedicated server provided by City of Venice.
- Provide three (3) year SMA Genetec server software.
- Provide ten (10) Thick/Web Genetec Client Software Client Licenses.
- Provide five (5) Concurrent Genetec Mobile Client Software Licenses.
- Provide, install and program Briefcam's State of the Art, Rapid Response Video Synopsis software on new dedicated server provided by the City of Venice with 50 camera licenses included. Include multiple camera search, investigation reports, team collaboration and case builder.
- Provide two (2) concurrent Briefcam user licenses.
- Provide three (3) year SMA for Briefcam software.
- Provide four (4) hours of training on Genetec VMS and four (4) hours of training on Briefcam Video systems operation.

Venice Avenue Field Equipment

- Provide, install and program one (1) new pole-mounted CrimeEye 126 unit at the Northeast corner of West Venice Avenue and Harbor Drive with one (1) 4K Multi-Sensor camera and one (1) 180-degree camera. Provide and install SD cards, Intelligent UPS with Back-Up battery, thermostatically controlled cooling system, special ceramic coating. Provide and install ruggedized switch and fiber module. Connect to fiber and 110VAC provided and terminated by others.
- Provide, install and program one (1) new pole-mounted CrimeEye 126 unit at the Northwest corner of West Venice Avenue and Nassau Street North with one (1) 4K Multi-Sensor Camera and one (1) 180-degree camera. Provide and install SD cards, Intelligent UPS with Back-Up battery, thermostatically controlled cooling system, special ceramic coating. Provide and install ruggedized switch. Provide and install new microwave radio transmitter at 126 unit. Connect to 110VAC provided by others.
- Provide and install new pole-mount fiber receiver and fiber module on Southwest corner of West Venice Avenue and Nassau Street, where fiber will be. Connect to fiber and power terminated by others.
- Provide, install and program one (1) new pole-mounted CrimeEye 126 unit at Venice Avenue Splash Pad Parking Lot, adjacent to Northeast Corner of Restroom building with one (1) Rugged, High-Illumination PTZ camera and one (1) 180-degree camera. Provide and install SD cards, Intelligent UPS with Back-Up battery, thermostatically controlled cooling system, special ceramic coating. Provide and install ruggedized switch and fiber module. Connect to fiber and 110VAC provided and terminated by others.
- Provide, install and program one (1) new pole-mounted CrimeEye 126 unit at the Southwest corner of West Venice Avenue and Nokomis Avenue North with one (1) 4K Multi-Sensor Camera

and one (1) 180-degree camera. Provide and install SD cards, Intelligent UPS with Back-Up battery, thermostatically controlled cooling system, special ceramic coating. Provide and install ruggedized switch and fiber module. Connect to fiber and 110VAC provided and terminated by others.

Venice Airport Field Equipment

- Provide, install and program one (1) new pole-mounted CrimeEye 226 unit at the non-active runway 27, where Festivals and Concerts are held, with two (2) 4K Multi-Sensor cameras and one (1) Rugged, High-Illumination PTZ camera. Provide and install SD cards, Intelligent UPS with Back-Up battery, thermostatically controlled cooling system, special ceramic coating. Provide and install ruggedized switch and fiber module. Connect to fiber and 110VAC provided and terminated by others.
- Provide and install one (1) Siklu Millimeter Wave, Microwave Radio Transmitter at CrimeEye 226 location.
- Provide and install one (1) Siklu Millimeter Wave, Microwave Radio Receiver on Airport Maintenance Building. Provide and install switch and connect to existing fiber and power terminated by others at the building.

Rapid Deployment Unit

- Provide and train Venice Police and IT Departments on operation of one (1) CrimeEye RD-2 rapid deployment unit with 1080, 30X PTZ camera with extended IR that can be programmed for automated guard tour positioning. Provide, install and program edge Genetec server, federated into Enterprise Genetec system, LTE, UPS and apply graphics.

Drawings and Warranty

- Provide submittal drawings showing camera and wireless device locations in electronic format in both .kmz and .pdf formats.
- Provide one (1) year Labor and Materials Warranty.

Labor and Materials Excluded in Scope of Work for enclosed pricing:

- Server for Genetec system software that meets Genetec recommended server specifications Security Center Enterprise, provide in the Appendix of proposal.
- SIM card to be provided by City of Venice.
 - SIM card must be provided by the customer within 10 days ARO (requirements below.)
 - Standard SIM Card Size (2FF) with Active Data Plan and Mobile 2 Mobile (M2M) Support Enabled
 - IP Address with Unrestricted IP Access (*Static IP Address is Preferred)
- Customer emblem must be provided in vectored digital format within 10 days ARO
 - The graphic must fit within an 8-inch diameter circle.
 - It does not need to be round but it must fit within that size space.
 - It will be made into reflective and U/V Resistant label affixed to the front of the unit.

- If artwork is not the correct format, a set-up fee may apply.
- No Restrictions on Carrier Account (Examples: Throttling or Disabling of Ports)
- Server for Briefcam Video Synopsis Software that meets the recommended server specifications provided in the Appendix of the proposal.
- Uninterruptible Power Supplies (UPS) for servers.
- Client workstations and Mobile devices that meet the minimum or recommended specifications for each software system.
- Any equipment racks and monitoring equipment intended to be used in conjunction with the servers and client workstations.
- Convergent to install and program new VMS software including cameras and one map and provide training on the VMS system. Custom user configurations and patterns are typically done by system users.
- Existing utility poles and new pole at splashpad provided by City of Venice.
- Terminated Fiber at each pole location.
- 110VAC Power at head-end and at all pole locations and rooftops where camera and or wireless radio equipment will reside.
- Police Shield or City of Venice Graphic Digital Images for CrimeEye units.
- Mounting access to the airport maintenance building rooftop where the radio receiver will be mounted.
- A Preventative Maintenance and/or Service Contract is an option (not included in proposal cost.)

Payment for Materials will be invoiced prior to project start.

Sourcwell Contract No.: 031517-CTL
Effective Date: 2 May 2018

Description and Pricing - Labor Hourly (M-F 8:30am to 5:00pm) **Sourcwell Labor**
Price for Project Completed Year 1 - 7/19/18-7/18/19

Project: City of Venice Public Safety Video Proposal

| Quantity | On/Off Contract | Manufacturer Part Number | Description | MSRP Price | Sourcwell Price | Extended |
|----------|--|--|--|--------------|-----------------|---------------|
| 1 | On Contract - 031517-CTL | TOT01 - CERD2-5635-C-W-N-GEN | CrimeEye Rapid Deployment Unit RD-2, Axis 5635 Camera, Cellular LTE, Wifi, NVR, Genetec | \$16,448.03 | \$12,829.46 | \$ 12,829.46 |
| 1 | On Contract - 031517-CTL | Om-E-1FES | 1 Federation server | \$460.00 | \$430.73 | \$ 430.73 |
| -1 | On Contract - 031517-CTL | AXIS P5635-E MK II 60HZ 0929-001 | PTZ camera with continues 360° pan for both indoor and outdoor with 30x optical zoom Autofocus and Focus Recall. HDTV 1080p @ 30fps (1920x1080) in H.264, Motion JPEG and Axis Zipstream. Two-way audio, 4xI/O, 24V and PoE, Day & Night, IP66 and NEMA 4X classification. Advanced Gatekeeper, full-size SD-card slot. Mounting brackets, Midspan/Power supply and connector or cable for audio, I/O and 24V are not included. | \$1,999.00 | \$1,977.81 | \$ (1,977.81) |
| 1 | On Contract - 031517-CTL | AXIS Q6125-LE 60HZ 01234-004 | Top of the line PTZ with IR, HDTV 1080 and 30x optical zoom, H264/265 with Zipstream and Motion JPEG. IP66 for both indoor and outdoor use, WDR . Perfect image quality in all directions without distortion. WDR, EIS, Speed dry. Includes Advanced gate keeper analytics. With its compact size and repaintable surface, it will easily blend into the surroundings. Midspan with fiber slot and RJ45 input included. | \$2,999.00 | \$2,967.21 | \$ 2,967.21 |
| 1 | Off Contract | Off Contract Item | Custom Decal | \$96.15 | \$75.00 | \$ 75.00 |
| 1 | On Contract - 031517-CTL | CE126-RMSS | REMOTE SUPPORT Service for CE-126 Initial Set-up (Includes 2-hours) | \$ 600.00 | \$ 468.18 | \$ 468.18 |
| 5 | On Contract - 031517-CTL | CE126-0-0-0-0-0-000 | CrimeEye 126 with UPS and POEs for up to two (2) pendant mount cameras no NVR and No VMS, Remote Support Required (Part Number CE126-RMSS), Camera Kit Selection Required | \$ 11,454.50 | \$ 8,937.95 | \$ 44,689.74 |
| 1 | Off Contract | Off Contract Item | Upgrade one (1) of the CrimeEye 126 units to a CrimeEye 226 unit larger unit with larger UPS | \$ 2,928.33 | \$ 2,280.66 | \$ 2,280.66 |
| 2 | On Contract - 031517-CTL | CE126-Q61L-1080-P | CAMERA KIT SELECTION: 1080P/2MP PTZ, 30x Zoom Network Camera with IR + pendant mount and accessories. Must select CE-126 Base (Part Numbers CE126-0-0-0-0-N-000 OR CE126-0-0-0-0-0-000) and Remote Support (Part Number CE126-RMSS) | \$ 4,577.69 | \$ 3,571.97 | \$ 7,143.94 |
| 9 | On Contract - 031517-CTL | CE126-P37P-360-MS | CAMERA KIT SELECTION: 8MP, 360-degree multisensor, single IP, 1080 + pendant mount and accessories. Must select CE-126 Base (Part Numbers CE126-0-0-0-0-N-000 OR CE126-0-0-0-0-0-000) and Remote Support (Part Number CE126-RMSS) | \$1,929.55 | \$ 1,505.63 | \$ 13,550.65 |
| -9 | On Contract - 031517-CTL | AXIS P3707-PE 0815-001 | Flexible multisensor fixed camera with four 1080p sensors. The lenses can be adjusted to provide a 108° to 54° horizontal field of view for either a wide, panoramic view, or detailed, zoomed-in views. The lenses can be rotated to support vertically oriented scenes in Axis' Corridor Format. Supports individually configurable video streams from each camera head, as well as quad view streaming, enabling 4x 1080p resolution videos at 12.5/15 fps or 4x 720p resolution videos at full frame rate. Axis' Zipstream technology is supported to lower bandwidth and storage requirements. PoE Class 2. | \$1,199.00 | \$1,186.29 | -\$10,676.62 |
| 4 | Currently in process of being Added to Contract 031517-CTL | AXIS P3807-PVE 01048-001 | AXIS P3807-PVE Network Camera is a fixed dome camera with multiple sensors, providing an easy, reliable and cost-efficient one-camera installation – reducing installation time, cabling and VMS license costs. Thanks to its excellent image sensors, along with Forensic WDR and Lightfinder technology, it provides great video quality in any light conditions. Its four sensors give a seamless 180° panoramic overview, at up to 30 fps in 8 MP resolution. The camera is easy to install as recessed, flush, pendant, back-to-back, and comes with adjustable pre-set camera positions. | \$1,349.00 | \$1,335.38 | \$5,341.50 |
| 5 | Currently in process of being Added to Contract 031517-CTL | AXIS P3717-PLE 01504-001 | AXIS P3717-PLE Network Camera is a compact 8-megapixel camera with four varifocal lenses enabling overview and detailed surveillance. With one IP address and one network cable, the four-camera-in-one unit provides a flexible, cost-effective solution for multidirectional surveillance. 8 MP multidirectional camera with IR for 360° coverage. | \$1,349.00 | \$1,335.38 | \$6,676.88 |
| 2 | On Contract - 031517-CTL | CE126-POEKIT | POE Kit for (1) additional device (Required for each Camera Kit part number when camera quantity exceeds two (2)) | \$ 459.73 | \$ 358.73 | \$ 717.46 |
| 26 | On Contract - 031517-CTL | AXIS SURVEILLANCE microSDXC CARD 128 GB 5901-161 | AXIS Surveillance microSDXC™ Card 128 GB is a high endurance microSDXC™ card optimized for video surveillance. The card enables flexible edge recording solutions with de-centralized video recording, eliminating the need of an onsite server, DVR or NVR. Optimizes bandwidth usage as video is recorded onboard each camera even when bandwidth is limited or absent. Combined with Axis Zipstream technology, even high quality video or longer retention times can be used effectively. Includes SD card adapter. | \$ 109.00 | \$ 107.84 | \$ 2,803.84 |
| 5 | Off Contract | Off Contract Item | Custom Decal | \$96.15 | \$75.00 | \$ 375.00 |
| 5 | On Contract - 031517-CTL | CE126-RMSS | REMOTE SUPPORT Service for CE-126 Initial Set-up (Includes 2-hours) | \$ 600.00 | \$ 468.18 | \$ 2,340.90 |
| 1 | Off Contract | Off Contract Item | Weatherproof Enclosure Solution with Power Supply weatherproof enclosure, Pole Mount, Coax PoE adapter | \$ 900.00 | \$ 842.90 | \$ 842.90 |
| 1 | Off Contract | Off Contract Item | Tsunami QB-825 | \$ 1,329.00 | \$ 1,033.99 | \$ 1,033.99 |
| 6 | On Contract - 031517-CTL | Labor - Specialist Category | Assembly of Solution | | \$ 118.88 | \$ 713.25 |
| 2 | On Contract - 031517-CTL | EH-UPG-200-500 | Upgrade from 200 to 500 Mbps | \$ 250.00 | \$ 221.85 | \$ 443.70 |
| 1 | On Contract - 031517-CTL | EH-8010FX-ODUH-2C1P-EX-D | EtherHaul-8010FX ODU with ANT. port, TX High; Power: DC/PoE; Capacity 10Gbps; ports: 1x dual-media RJ-45/SFP+ (1x RJ-45 for management/traffic). | \$ 6,800.00 | \$ 6,034.32 | \$ 6,034.32 |
| -1 | Off Contract | Off Contract Item | Exchange EtherHaul-8010FX for EtherHaul-600-TX-ODU-POE Pair | \$ 485.94 | \$ 432.49 | \$ (432.49) |
| 2 | Off Contract | Off Contract Item | Siklu AX-IN-60W-AC-PoE-US | | \$ 130.00 | \$ 260.00 |
| 1 | Off Contract | Off Contract Item | Ethernet over Coax Adapter POE, Miscellaneous Wire/Mounting Material | | \$ 250.00 | \$ 250.00 |

| | | | | | | |
|---------------|--|-------------------------------|---|--------------|--------------|---------------------|
| 2 | On Contract - 031517-CTL | EH-MK-SM | EtherHaul 2 ft. antenna (FCC/ETSI) and mounting kit, with X adaptor and RF adaptor | \$ 140.00 | \$ 124.24 | \$ 248.48 |
| 2 | On Contract - 031517-CTL | EH-SRG | Ethernet/PoE Surge Protector (indoor) | \$ 100.00 | \$ 88.74 | \$ 177.48 |
| 1 | On Contract - 031517-CTL | GSC-BASE-5.7 | Genetec Security Center (GSC) Base Package - Version 5.7 which includes: 1 Directory, 5 Security Desk client connections (incl. Web Client), Plan Manager Basic, Alarm Management, Advanced Reporting, System Partitioning, Zone Monitoring, IO Modules Support, Email Support, Macros Support (actual macros sold separately), Support for server virtualization, all supported languages. Must purchase a Synergis™, Omnicast™, or AutoVu™ base package to enable access control, video, or LPR content respectively. | \$ - | \$ - | \$ 0 |
| 5 | On Contract - 031517-CTL | GSC-1U | 1 Genetec Security Desk client connection (incl. Web Client) | \$ 300.00 | \$ 280.91 | \$ 1,404.55 |
| 1 | On Contract - 031517-CTL | GSC-Om-E | GSC Omnicast™ Enterprise Package which includes: Archiving and Auxiliary Archiving support, Media Router, Audio, Remote Security Desk, Camera Sequences, Camera Blocking, Camera Dewarping, Hardware Matrix Support, Time Zone, Edge recording, trickling and archive transfer, Keyboard and Joystick Support, Max. 300 cameras per Archiver / 100 cameras on the Directory machine | \$ 3,650.00 | \$ 3,417.71 | \$ 3,417.71 |
| 11 | On Contract - 031517-CTL | GSC-Om-E-1C | 1 Enterprise Camera Connection | \$ 250.00 | \$ 234.09 | \$ 2,574.99 |
| 10 | On Contract - 031517-CTL | GSC-1MobileU | 1 Security Center Mobile app connection | \$ 250.00 | \$ 234.09 | \$ 2,340.90 |
| 12 | On Contract - 031517-CTL | ADV-CAM-E-3Y | Genetec™ Advantage for 1 Omnicast Enterprise Camera – 3 years | \$ 120.00 | \$ 112.36 | \$ 1,348.32 |
| 1 | On Contract - 031517-CTL | EP-GEN | BriefCam Syndex EP plug-in for Genetec Omnicast/Security Center VMS(****) - Included in the SITE SW license | \$ - | \$ - | \$ 0 |
| 1 | Currently in process of being Added to Contract 031517-CTL | RR-BAS-001 | RapidReview Base Package | \$ 16,000.00 | \$ 15,520.00 | \$ 15,520.00 |
| 1 | Currently in process of being Added to Contract 031517-CTL | RR-BSP-005 | Basic Service Pack 5 Days | \$ 10,000.00 | \$ 10,000.00 | \$ 10,000.00 |
| 1 | Currently in process of being Added to Contract 031517-CTL | RR-MNT-001 | Annual Maintenance - Software Updates and Technical Support through Convergent | \$ 3,200.00 | \$ 3,104.00 | \$ 3,104.00 |
| 40 | On Contract - 031517-CTL | Labor-Professional Services | Briefcam Programming and Systems Integration | | \$ 172.56 | \$ 6,902.40 |
| 48 | On Contract - 031517-CTL | Labor - Project Manager | Local Project Manager | | \$145.72 | \$6,994.56 |
| 160 | On Contract - 031517-CTL | Labor - Foreman | Local System Installer | | \$118.88 | \$19,020.80 |
| 24 | On Contract - 031517-CTL | Labor - Project Specialist | Local Project Specialist | | \$118.88 | \$2,853.12 |
| 120 | On Contract - 031517-CTL | Labor - Professional Services | Professional Services Programming and Installation Consulting | | \$172.56 | \$20,707.20 |
| 1 | Off Contract | Freight and Shipping | Shipping of Equipment via Freight via Pallet and Requires Fork-Lift Unload | 1.86% | \$4,168.07 | \$4,168.07 |
| 1 | Off Contract | Labor Warranty | One Year Warranty for Providing Service Labor | 1.86% | \$4,168.07 | \$4,168.07 |
| 1 | Off Contract | Use Tax | We are required to Pay Use Tax on the Material for this project in the State of Florida, even though it is used by a tax exempt entity. | 4.35% | \$9,725.51 | \$9,725.51 |
| 2 | Off Contract | Travel and Per Diem | Travel and Per Diem | | \$2,000.00 | \$4,000.00 |
| 1 | Off Contract | Other Costs | Other Project Costs - Vehicle Costs, Local Costs, Miscellaneous and Risk | | \$5,000.00 | \$5,000.00 |
| Total: | | | | | | \$222,858.55 |

Materials

| Line | Qty | Part | Description | Manufacturer |
|------|-------------------------------------|--------------------|--|--------------|
| 1 | Sourcewell Contract No.: 031517-CTL | | | |
| 2 | Mobile Unit | | | |
| 3 | 1.00 | CE-RD2 Mobile Unit | CE-RD2 Base w/ power, Q6125-E, Cradlepoint LTE, Genetec Licenses, 1TB NVR + Federation, Custom Decal | Total Recall |

| Line | Qty | Part | Description | Manufacturer |
|------|---|---------------------|---|--------------|
| 4 | 1.00 | Remote Support | TRC Professional Services Remote Support | Total Recall |
| 5 | Fixed Unit | | | |
| 6 | 1.00 | CE-126 (Unit 1&4) | Configuration: CE-126 with UPS, GBIC Fiber, (1) P3717-PLE , (1) P3807-PVE, (5) 128GB SD, Custom Decal | Total Recall |
| 7 | 1.00 | CE-126(Unit 2) | Configuration: CE-126 with UPS, POEKIT, (1) P3807-PVE, (1) p3717-PLE, (5) 128GB SD, Custom Decal | Total Recall |
| 8 | 1.00 | CE-126 (unit 3) | Configuration: CE 126 with UPS, GBIC Fiber, (1) Q6125L 1080P PTZ, (1) P3807 PVE, (2) 128GB SD, Custom Decal | Total Recall |
| 9 | 1.00 | CE-226/126 (Unit 5) | Configuration (Unit 5): CE-226/126 with UPS & switch + (2) Addt'l POEs, (1) Q6125-LE, (2) P3717-PLEs + SD cards | Total Recall |
| 10 | 5.00 | Remote Support | TRC Professional Services Remote Support | Total Recall |
| 11 | Wireless at Nassau St | | | |
| 12 | 1.00 | Wireless link | Tsunami QB-825 link, 100 MBPS, 15 dBi Antenna PoE, 120VAC weatherproof enclosure, Pole Mount, Coax PoE adapter | Total Recall |
| 13 | Wireless Festival / Maintenance | | | |
| 14 | 1.00 | Wireless Link | (2) EtherHaul-600TX PoE ODU with Integrated antenna-with 500Mbps rate upgradeable to 1G, (2) Upgrade license from 500 to 1000Mbps. Suitable for EtherHaul products, (2) Surge Protect, mounts | Total Recall |
| 15 | Genetec Headend VMS | | | |
| 16 | 1.00 | Security Center | Genetec Security Center, Omnicast, (11) Camera License, (10) Mobile App, (5) Client License, (11) Genetec Advantage. | Total Recall |
| 17 | BriefCam | | | |
| 18 | 1.00 | RR-BAS-001 | RapidReview Base Package | Briefcam |
| 19 | 1.00 | IS-BSP-005 | Insight -Basic Service Pack | Briefcam |
| 20 | 1.00 | BC-MNT-001 | Annual Maintenance - Year 1 | Briefcam |
| 21 | Off Contract/Open Market | | | |
| 22 | Labor was Quoted IAW Sourcwell Contract No.: 031517-CTL | | | |

| | | |
|----------------------------|----|------------|
| Total Project Price | \$ | 222,858.55 |
|----------------------------|----|------------|

Clarifications and Exclusion

1. All work proposed herein, shall be performed during normal business hours Monday through Friday 8:00 am - 5:00 pm.
2. Low voltage wiring shall be installed via open air code approved methods.
3. Provision or installation of conduit, wire, boxes, fittings or other electrical installation materials unless specifically listed under Inclusions or Bill of Materials.
4. Permits or associated fees are not included.
5. Customer to provide static IP addresses and network connections at panel locations.
6. Customer to provide a secured staging & storage area for project related materials.
7. Pricing assumes that electronic Auto CAD files are available from customer for our use in creating submittal drawings.
8. Twenty-Five percent (25%) of the proposed sell price shall be payable to Convergent Technologies for project mobilization. Mobilization shall be invoiced and due upon customer acceptance of this proposal.
9. Proposal does not include sales tax unless otherwise noted.
10. Anything in the Contract Documents notwithstanding, in no event shall either Contractor or Subcontractor be liable for special, indirect, incidental or consequential damages, including commercial loss, loss of use, or lost profits, even if either party has been advised of the possibility of such damages.
11. Convergent Technologies reserves the right to negotiate mutually acceptable contract terms and conditions with customer by making mutually agreeable changes to the formal contract included in the Bid Documents.

Performance Items

| Items Included | |
|--|---|
| Items Excluded | |
| 120 VAC Power and Fused Disconnect Switch | 120 VAC Power Receptacles |
| Additional Lighting Requirements for Cameras | Applicable Taxes |
| Attend General Contractor Project Meetings | Attend Owner Project Meetings |
| Authority having Jurisdiction permit drawing (requires customer CAD) | Cable |
| Ceiling Tiles and Ceiling Grid Repairs | Connection to Building Fire Alarm Panel |
| Correction of Wiring Faults Caused by Others | Door wiring typical connections |
| Electrical Installation Permit | Electrified Door Locking Hardware |
| Engineering and Drawings | Equipment rack layout drawing |
| FA Permit and Plan Review Fees | Fire Stopping (Excludes Existing Penetrations) |
| Fire Watch | Floor Coverings for Lifts |
| Floor plan with device placement and numbering (requires customer CAD) | Freight (prepaid) |
| Horizontal Core Drilling | Installation of Bridle Rings |
| Installation of CCTV Cameras | Installation of Conduit, Boxes and Fittings |
| Installation of Control Equipment Enclosures | Installation of Control Panels |
| Installation of Intercom Systems | Installation of Intrusion Panels |
| Installation of Low Voltage Wire | Installation of Network Cabling to Card Readers |
| Installation of Network Cabling to IP Cameras | Installation of Network Cabling to IP Intercoms |
| Installation of Specialty Backboxes | Installation of Terminal Cabinets |
| Installation of Video Recorders (DVR/NVR) | Installation of Wire and Cable |
| Installation of Wire Hangars | Lifts |
| Loading Software on Customer Provided Computer | Low Voltage Permits |
| Material (listed in the BOM) | Mounting/Termination of Proposed Devices |
| On-Site Lockable Storage Facility | One-Year Warranty on Labor |
| One-Year Warranty on Parts | Operations & Maintenance Manuals |
| Owner to Provide DHCP Lease Reservations for Network Connected Devices | Owner to Provide Static IP Addresses |
| Owner Training | Panel Wall Elevation drawing (may require customer CAD) |
| Panel wiring point with to point connections | Patch and Paint |
| Payment & Performance Bonds | Project Management |
| Record Documentation (As-Built) | Riser drawing with home run wiring |
| Servers by Convergent | Servers by Others |
| Specialty Backboxes | Submittal Drawings |
| System Engineering | System is Design-Build |
| System Meets Plans/Drawings | System Programming |
| Terminal Cabinets | Termination of Control Equipment Enclosures |
| Testing of all Proposed Devices | Vertical Core Drilling |
| Wire | Workstations by Convergent |
| Workstations by Others | |

Total Project Investment:

\$ 222,858.55

Thank you for considering Convergent Technologies for your Security needs. If you have any questions or would like additional information, please don't hesitate to contact me immediately. If you would like to proceed with the scope of work as outlined in this proposal, please sign below and return to my attention.

Sincerely,

Kyle Young
Convergent Technologies
Kyle Young

By signing below, I accept this proposal and agree to the Terms and Conditions contained herein

March 7, 2019

Customer Name (Printed)

Date

Authorized Signature

Title

Convergent Technologies' Install Terms & Conditions

Throughout this Installation Proposal, the term, "Convergent" refers to the Convergent Technologies' affiliate operating in the state/province in which the work is being performed, specifically, "Convergent Technologies LLC" or "Convergent Technologies LTD".

SECTION 1. THE WORK

This Installation Proposal takes precedence over and supersedes any and all prior proposals, correspondence, and oral agreements or representations relating to the work set forth in the attached scope of work ("Work"). This Installation Proposal commences on the Start Date as specified in the attached scope of work, and represents the entire agreement between Convergent and Customer (the "Agreement") and it may only be amended by a written document signed by both Convergent and Customer. In the event any provision of this Agreement is held to be invalid or unenforceable, the remaining provisions of this Agreement shall remain in full force.

Convergent agrees in accordance with the mutually agreed project schedule:

- To submit shop drawings, product data, samples and similar submittals if required in performing the Work;
- To pay for all labor, materials, equipment, tools, supervision, programming, testing, startup and documentation required to perform the Work in accordance with the Agreement;
- Secure and pay for permits and governmental fees, licenses and inspections necessary for proper execution and completion of the Work; and
- Hire subcontractors and order material to perform part of the Work, if necessary, while remaining responsible for the completion of the Work.

Customer agrees in accordance with the mutually agreed project schedule, and at no cost to Convergent:

- To promptly approve submittals provided by Convergent;
- To provide access to all areas of the facility which are necessary to complete the Work;
- To supply suitable electrical service as required by Convergent; and
- That in the event of any emergency or systems failure, reasonable safety precautions will be taken by Customer to protect life and property during the period of time from when Convergent is first notified of the emergency or failure and until such time that Convergent notifies the Customer that the systems are operational or that the emergency has cleared.

SECTION 2. PRICING

Pricing and amounts proposed shall remain valid for 30 days unless otherwise specified. Price includes only the material listed based on Convergent's interpretation of plans and specifications unless noted otherwise. Additional equipment, unless negotiated prior to order placement, will be billed accordingly. Sales taxes, (and in Canada GST/PST) and any other taxes assessed on Customer shall be added to the price upon invoice to Customer.

SECTION 3. INVOICE REMITTANCE AND PAYMENT

Customer agrees to pay Convergent twenty-five (25%) percent of the total price as a mobilization fee at the time of executing this Agreement.

If the Work is performed over more than a month, Convergent will invoice Customer each month for the Work performed during the previous month. Customer agrees to pay the amount due to Convergent as invoiced, within thirty (30) days of the date of such invoice. If the Work is completed in less than one month, Customer agrees to pay Convergent in full after the Work has been performed within thirty (30) days of the date of being invoiced. Invoices shall not include or be subject to a project retention percentage. If Customer is overdue in any payment to Convergent, Convergent shall be entitled to suspend the Work until paid, and charge Customer an interest rate 1 and 1/2% percent per month, (or the maximum rate permitted by law), and may avail itself of any other legal or equitable remedy. Customer shall reimburse Convergent costs incurred in collecting any amounts that become overdue, including attorney fees, court costs and any other reasonable expenditure.

SECTION 4. WARRANTY

Convergent provides the following warranty to the Customer:

For the period of one (1) year, commencing at the earlier of substantial completion of the Work, or first beneficial use, ("Warranty Period"):

- That Work performed under this Agreement will be of good quality;
- That all equipment will be new unless otherwise required or permitted by this Agreement;
- That the Work will be free from defects not inherent in the quality required or permitted; and
- That the Work will conform to the requirements of this Agreement.

The Customer's sole remedy for any breach of this warranty is that Convergent shall remove, replace and/or repair at its own expense any defective or improper Work, discovered within the Warranty Period, provided Convergent is notified in writing of any defect within the Warranty Period.

Any equipment or products installed by Convergent in the course of performing the Work hereunder shall only carry such warranty as is provided by the manufacturer thereof, which Convergent hereby assigns to Customer without recourse to Convergent. Upon request of Customer, Convergent will use all reasonable efforts to assist Customer in enforcing any such third party warranties. This warranty excludes remedy for damage or defect caused by abuse, modifications not executed by Convergent, improper or insufficient maintenance, improper operation, or normal wear and tear under normal usage. **NO FURTHER WARRANTIES OR GUARANTIES, EXPRESS OR IMPLIED, ARE MADE WITH RESPECT TO ANY GOODS OR SERVICES PROVIDED UNDER THIS AGREEMENT, AND ANY IMPLIED WARRANTIES OF MERCHANTABILITY OR FITNESS FOR A PARTICULAR PURPOSE ARE EXPRESSLY DISCLAIMED.**

SECTION 5. CHANGES

Without invalidating this Agreement or any bond given hereunder, Customer or Convergent may request changes in the Work. Any changes to the Work and any adjustment to the Agreement Price or the time for completion of the Work shall be in writing signed by both Customer and Convergent. If Customer orders any additional work or causes any material interference with Convergent's performance of the Work, Convergent shall be entitled to an equitable adjustment in the time for performance and in the Agreement Price, including a reasonable allowance for overhead and profit.

SECTION 6. FORCE MAJEURE

Neither Customer nor Convergent shall be responsible or liable for, shall incur expense for, or be deemed to be in breach of this Agreement because of any delay in the performance of their respective obligations pursuant to this Agreement due solely to circumstances beyond their reasonable control ("Force Majeure") and without the fault or negligence of the party experiencing such delay, provided that the party experiencing the delay shall promptly give written notification to the other party within five (5) days after such party has learned of the Force Majeure. A Force Majeure event shall include,

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but not be limited to: accident, fire, storm, water, flooding, negligence, vandalism, power failure, installation of incompatible equipment, improper operating procedures, source current fluctuations or lighting. If performance by either party is delayed due to Force Majeure, the time for that performance shall be extended for a period of time reasonably necessary to overcome the effect of the delay. Any Services required by Convergent due to reasons set forth in this Force Majeure Section shall be charged to Customer in addition to any amounts due under this Agreement.

SECTION 7. INSURANCE

Convergent shall have the following insurance coverage during the term of this Agreement, and shall provide certificates of insurance to the Customer prior to beginning work hereunder:

| Worker's Compensation | Statutory Limits |
|------------------------------|---|
| Employer's Liability | \$1,000,000 per occurrence /aggregate |
| Commercial General Liability | \$1,000,000 per occurrence/aggregate \$2,000,000 general aggregate |
| Automobile Liability | \$1,000,000 per occurrence/aggregate |
| Excess/Umbrella Liability | \$4,000,000 per occurrence/aggregate |

All insurance policies carried by Convergent hereunder shall be primary to and noncontributory with the insurance afforded to Customer, and shall name the Customer as "additional insured", with respect to liability arising out of work performed by Convergent, as applicable, but only to the extent of liabilities falling within the indemnity obligations of Convergent, pursuant to the terms of this Agreement. Convergent shall provide to the Customer no less than thirty (30) days notice prior to the termination or cancellation of any such insurance policy.

SECTION 8. INDEMNIFICATION

Convergent shall indemnify and hold Customer harmless from and against claims, damages, losses and expenses, (including, but not limited to, reasonable attorney's fees), attributable to bodily injury, sickness, disease or death, or to destruction of tangible property, but only to the extent caused by: a) the negligent or willful acts or omissions of Convergent or Convergent's employees or subcontractors while on Customer's site, or b) the malfunction of the equipment supplied by Convergent, or c) Convergent's breach of this Agreement.

IN NO EVENT SHALL EITHER CONVERGENT OR CUSTOMER BE LIABLE TO THE OTHER PARTY HERETO FOR SPECIAL, INDIRECT, INCIDENTAL OR CONSEQUENTIAL DAMAGES, INCLUDING COMMERCIAL LOSS, LOSS OF USE OR LOST PROFITS, EVEN IF THAT PARTY HAS BEEN ADVISED OF THE POSSIBILITY OF SUCH DAMAGES. IN NO EVENT WILL CONVERGENT BE LIABLE TO CUSTOMER FOR ANY AMOUNTS IN EXCESS OF THE AMOUNTS PAID BY CUSTOMER TO CONVERGENT.

It is understood and agreed by the parties hereto that Convergent is or may be providing monitoring and or intrusion products which are designed to provide notification of certain events but are not intended to be guarantees or insurers against any acts for which they are supposed to monitor or inform. As required by the monitoring and intrusion industry and the manufacturers thereof, Convergent's indemnification obligation pursuant to Section 8 herein, does not apply to the extent the loss indemnified against is caused by any monitoring or intrusion product or software provided by but not manufactured by Convergent. Convergent shall have **no** liability to Customer for any losses to the extent such losses are caused by the monitoring or intrusion product or software. Customer shall indemnify, defend, and hold harmless Convergent, from and against all claims, lawsuits, damages, losses and expenses by persons not a party to this Agreement, but only to the extent caused by such monitoring or intrusion product or software provided by but not manufactured by Convergent.

SECTION 9. COMPLIANCE WITH LAW, EEO & SAFETY

This Agreement shall be governed and construed in accordance with the laws of the state/province in which the Work is being performed. Convergent agrees to comply with all laws and regulations relating to or governing the Work. Convergent agrees to comply with all reporting requirements imposed by law or this Agreement. Convergent shall comply with all safety related laws and regulations and with the safety program of the Customer, provided such program is supplied to Convergent prior to beginning work.

In the event that Convergent discovers or suspects the presence of hazardous materials, or unsafe working conditions at Customer's facility where the Work is to be performed, Convergent is entitled to stop the Work at that facility if such hazardous materials, or unsafe working conditions were not provided by or caused by Convergent. Convergent in its sole discretion shall determine when it is "safe" to return to perform the Work at Customer's facility. Convergent shall have no responsibility for the discovery, presence, handling, removing or disposal of or exposure of persons to hazardous materials in any form at the Customer's facility. Customer shall indemnify and hold harmless Convergent from and against claims, damages, losses and expenses, including but not limited to, reasonable attorney's fees, arising out of or resulting from undisclosed hazardous materials, or unsafe working conditions at Customer's facility.

SECTION 10. DISPUTES

In the event of any dispute between Convergent and Customer, Convergent and Customer shall first attempt to resolve the dispute in the field, but if that is not successful, then in a meeting between authorized officers of each company. If settlement attempts are not successful, then the dispute shall be subject to and decided by mediation or arbitration. Such mediation or arbitration shall be conducted in accordance with the Construction Industry Mediation or Arbitration Rules of the American Arbitration Association currently in effect and shall be a final binding resolution of the issues presented between the parties.

SECTION 11. MISCELLANEOUS

Neither party to this Agreement shall assign this Agreement without the prior written consent of the other party hereto. Convergent may assign this Agreement to any of its parents, subsidiary or affiliated companies or any entity majority owned by Convergent.

Notices shall be in writing and addressed to the other party, in accordance with the names and addresses of the parties as shown above. All notices shall be effective upon receipt by the party to whom the notice was sent.

A waiver of the terms hereunder by one party to the other party shall not be effective unless in writing and signed by a person with authority to commit the Customer or Convergent and delivered to the non-waiving party according to the notice provision herein. No waiver by Customer or Convergent shall operate as a continuous waiver, unless the written waiver specifically states that it is a continuous waiver of the terms stated in that waiver.

The Sections regarding invoicing, warranty and indemnity shall survive the termination of this Agreement.