



7. Customer shall ensure that the environmental conditions in the customer designated communication rooms where the ESI video equipment is proposed to be located must meet the manufacturers operating requirements.
8. Unless specified and agreed to in writing or based on approved credit with ESI, all invoices are net 0.
9. New customers will be required to complete a credit application in order to receive payment terms with ESI.
10. No verbal authorizations for change orders will be accepted. All requests and authorizations must be in writing. Any change orders are subject to same terms and conditions as this agreement.
11. If taxes are proposed, they are based on rates at the time of the proposal. However, invoiced tax rates will be based on the time the materials are received by the client. It is the obligation of any Tax Exempt Customer to provide adequate proof to ESI at the time of project acceptance.
12. Unless specified and agreed to in writing, project invoicing will be based on the following schedule - 30% for Initial Engineering, Materials, and Mobilization, Progress Billing up to 90% and 10% upon final completion and sign off.
13. At its discretion, ESI reserves the right to issue a preliminary lien notice.
14. As part of the terms of sale, acceptable forms of payment are electronic funds transfer (please inquire about instructions) & Corporate Checks. Credit card payments are accepted, but are subject to a 3.5% transaction fee.
15. ESI offers an early payment discount to all established accounts - 1% net 10.
16. The proposal is based on the information, plans and specifications issued by the owner and/or their representative(s). Proposal includes equipment as listed based on design information available at time of proposal. Additional equipment and design changes will be quoted and billed as change orders.
17. ESI makes every reasonable measure and effort to timely acquire materials and equipment based on the schedule provided at the time of the quote and its acceptance. ESI will not be responsible for product or material delays resulting from manufacturer end of life, production or shipping.
18. Unless expressly identified, ESI includes the cost of standard freight on all equipment from manufacturers and distributors.
19. All electrical rough in, fire treated backboard, 110 circuit power, hard piping of power supplies, door prep, door coring, fire door recertification, fire penetrations, conduit, trenching, backfill, lifts, and/or other construction equipment, are by others. ESI recommends that all power supplies be hard piped.
20. Network racks, switches, UPS, LAN drops, servers, workstations, phone lines, static IP addresses and other network connections are by other.
21. Removal of existing equipment and associated disposal costs are excluded.
22. Cutting, patching, repairing, and painting is excluded.
23. Re-keying and installation of lock cores are excluded from ESI scope.
24. Issuance and enrollment of card credentials is by others.
25. All permit fees are excluded from the scope. Any associated fees would be passed through to the customer. If a complete submittal is required by the AHJ (Authority Having Jurisdiction), a change order may be issued.
26. This proposal excludes any costs associated with bonding, liquidated damages, additional insurance requirements above our existing insurance coverage, travel, per diem, or licenses.
27. Some manufactures require enrollment in a software service agreement (SSA) for ongoing technical support. ESI recommends that the customer maintain an active SSA for these systems. Please ask your ESI representative for a current quote.
28. ESI will supply all equipment and approved low voltage cable in the quantities listed in the equipment list. Materials not explicitly listed herein are "by other" and are excluded from this scope of work. No assumptions should be made regarding what materials will be provided by ESI, other than what is listed in the above description.
29. Related equipment and materials that are provided by others shall also be installed and subsequently warranted by others.
30. If wire is provided and installed by others, the contracted vendor shall be responsible for all equipment, labor and costs associated with that scope. This includes, but is not limited to, providing all wire that is required and meets ESI and manufacturing specifications, providing all hangers, strapping, and support that is required and meets ESI and local AHJ standards, providing wire that is clearly and correctly labeled, tested, and with adequate service loop. Any missing, damaged, or incorrectly installed wire shall be corrected prior to ESI commencing with their work. Delays impacting ESI or its contractors which is a result from missing or incorrectly installed wire will be subject to a Change Order. ESI shall not be expected to make up time resulting from these delays. ESI shall not be responsible for any permits associated with wire provided or installed by others. Warranty and support for this equipment is expressly excluded.
31. If electrified locks are provided and installed by others, the contracted vendor shall be responsible for all equipment, labor and costs associated with that scope. This includes, but is not limited to, providing all electrified locks that are required and meets ESI and local AHJ standards, providing transfer wire from lock to hinge, testing all functionalities, and installing hardware so that ESI would simply terminate to ESI provided wires. Any missing, damaged, or incorrectly installed hardware shall be corrected prior to ESI commencing with their work. Delays impacting ESI or its contractors which is a result from missing or incorrectly installed hardware will be subject to a Change Order. ESI shall not be expected to make up time resulting from these delays. ESI shall not be responsible for any permits associated with electrified locks provided or installed by others. Warranty and support for this equipment is expressly excluded.
32. Material damages and/or scheduling delays as a result of others may result in a change order by ESI.



**Spence Bledsoe, Project Manager**

TEL:  
sbledsoe@preventronics.com

**CUSTOMER SIGNATURE**

**DATE**

**PO NUMBER**

**AMOUNT**