

# Physical Security Proposal

for

**Town of Little Elm**

Cottonwood Park - Phase 1 - Meraki Cameras

**DVXB-20829**

Revision : 3

Last Modified : 5/7/2024

*Note: This proposal is valid until 6/6/2024*

**DataVox TXDPS License B16503**

Account Manager

**Matt Lozano**

System Design

**John Liput**



**DataVox Texas DIR Vendor Number: 176-025-1479-000**

**Contract Number: DIR-CPO-4766**



6650 W. Sam Houston Pkwy S. | Houston, TX 77072 | 713-881-5300

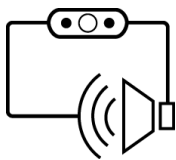
1701 East Lamar, Suite 170 | Arlington, TX 76006 | 817-288-2700



## DataVox Summary

Since 1988, thousands of businesses have counted on DataVox to be their trusted advanced technology partner. With DataVox, your organization can enjoy the convenience of working with a single company to design, implement and maintain all aspects of their technology needs. From audio visual, to data center, cloud, network technology, network cabling, phone systems and physical security solutions. Our award-winning customer service team is here to assist your organization 24 hours a day, 7 days a week.

## Products and Services



**Audio Visual**



**Cisco Systems**



**Cloud  
Solutions**



**Cyber  
Security**



**Data Center  
Technologies**



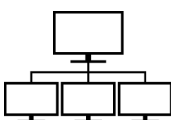
**IT Support &  
Managed  
Services**



**Mobility**



**Network  
Cabling**



**Network  
Technology**



**Phone  
Systems**



**Physical  
Security**



**Smart  
Building**

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# LOCATION SUMMARY








| Location                                 | Price              |
|--|--------------------|
| Meraki Trial Hardware                    | \$9,053.47         |
| Video Surveillance                       | \$72,277.06        |
| <b>Total Price (Excludes Sales Tax):</b> | <b>\$81,330.53</b> |

# BILL OF MATERIALS




## Meraki Trial Hardware

## Installation Price

### Drop Ship (Trial and Buy) Hardware

|  |   |   |                   |
|--|---|---|-------------------|
|   | 2 | <b>Meraki</b><br>Meraki 802.3at Power over Ethernet Injector                        |                   |
|   | 2 | <b>Meraki</b><br>Meraki 300W AC Industrial Grade Power Adapter                      |                   |
|   | 2 | <b>Meraki</b><br>Meraki AC Adapter for MR APs (US Plug)                             |                   |
|   | 1 | <b>Meraki</b><br>MG51E-HW Cellular Gateway External Antennas                        |                   |
|   | 1 | <b>Meraki</b><br>MS130R-8P Cloud Managed Ruggedized 8GE 240W PoE Switch             |                   |
|   | 1 | <b>Meraki</b><br>MV52-HW 4K Outdoor Telephoto Bullet Camera with 1TB Storage        |                   |
|  | 1 | <b>Meraki</b><br>MV63-HW 4MP Outdoor Wide Angle Mini Dome Camera with 256GB Storage |                   |
| <b>Drop Ship (Trial and Buy) Hardware</b>  |   |   | <b>\$8,164.58</b> |

### Drop Ship (Trial and Buy) Licenses


|   |   |   |                 |
|---|---|---|-----------------|
|  | 1 | <b>Meraki</b><br>Meraki MG51 Enterprise License and Support, 1 Year       |                 |
|  | 1 | <b>Meraki</b><br>Meraki MS130-CMPT Enterprise License and Support, 1 Year |                 |
|  | 2 | <b>Meraki</b><br>Meraki Enterprise Camera License - 1 Year                |                 |
| <b>Drop Ship (Trial and Buy) Licenses</b>   |   |   | <b>\$888.89</b> |

**Total: \$9,053.47**

## Video Surveillance

## Installation Price



### Video Surveillance Software Programming

|   |   |  |  |
|---|---|--|--|
|  | 1 | <b>DataVox</b><br>Enterprise Engineering Programming Labor |  |
|---|---|--|--|








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|   |   |  |                   |
|---|---|--|-------------------|
|  | 1 | <b>DataVox</b><br>Security Programming Labor |                   |
|   |   |  |                   |
| <b>Video Surveillance Software Programming</b>                                    |   |  | <b>\$5,845.00</b> |

### Video Surveillance Cameras

|   |    |  |                    |
|---|----|--|--------------------|
|  | 1  | <b>DataVox</b><br>Miscellaneous Hardware For Mounting Components             |                    |
|  | 11 | <b>Meraki</b><br>MV52-HW 4K Outdoor Telephoto Bullet Camera with 1TB Storage |                    |
|   |    |  |                    |
| <b>Video Surveillance Cameras</b>   |    |  | <b>\$31,517.69</b> |

### Network Equipment

|   |   |  |                    |
|---|---|--|--------------------|
|    | 3 | <b>Altelix</b><br>Altelix 24x20x12 Industrial DIN Rail Steel Weatherproof NEMA Enclosure with Dual Cooling Fans, Single 120 VAC Duplex Outlet and Power Cord |                    |
|    | 1 | <b>DataVox</b><br>Miscellaneous Hardware For Mounting Components   |                    |
|    | 4 | <b>Meraki</b><br>Meraki 300W AC Industrial Grade Power Adapter   |                    |
|  | 4 | <b>Meraki</b><br>Meraki AC Power Cord for MX and MS (US Plug)  |                    |
|  | 8 | <b>Meraki</b><br>Meraki MA-SFP-1GB-LX10 Compatible TAA Compliant 1000Base-LX SFP Transceiver (SMF, 1310nm, 10km, LC, DOM)                                    |                    |
|  | 1 | <b>Meraki</b><br>Meraki MS130-24P Cloud Managed 24GE 370W PoE Switch   |                    |
|  | 4 | <b>Meraki</b><br>MS130R-8P Cloud Managed Ruggedized 8GE 240W PoE Switch  |                    |
| <b>OFE</b>  | 4 | <b>OFE</b><br>Owner Furnished Equipment Rack and Wire Managers   |                    |
|   |   |  |                    |
| <b>Network Equipment</b>  |   |  | <b>\$28,231.25</b> |

### Security Cabling

|            |    |  |  |
|------------|----|--|--|
| <b>OFE</b> | 11 | <b>OFE</b><br>Owner Furnished Cat5e/6/6A Cabling for Security Device Locations including Patch Cords, Patch Panels, and Rack Equipment |  |
| <b>OFE</b> | 4  | <b>OFE</b><br>Owner Furnished Fiber Optic Cabling including Enclosures, Bulkheads, Patch Cords, and Mounting Hardware                  |  |

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**OFE**

4

**OFE**

Owner Furnished Fiber Optic Enclosure including Bulkheads, Patch Cords, and Rack/Wall Mounting Hardware

**OFE**

11

**OFE**

Owner Furnished Dedicated Low Voltage Conduit Cable Pathway from Security Device Location to Nearest MDF/IDF. This includes Conduit, Coring, Boring, Connectors, Pull String, Penetrations and Junction Boxes as Required. Conduit Must be Installed Prior to DataVox Installation

**Security Cabling****\$0.00****Recurring Subscription - 1 Year**

1

**Meraki**

Meraki MS130-24 Enterprise License and Support, 1 Year



4

**Meraki**

Meraki MS130-CMPT Enterprise License and Support, 1 Year



11

**Meraki**

Meraki Enterprise Camera License - 1 Year

**Recurring Subscription - 1 Year****\$2,307.58****DataVox Management Services**

1

**DataVox**

Solution Architect Design and Engineering Services



1

**DataVox**

Security Shipping and Handling Charges



1

**DataVox**

Project Management Services - Planning, Scheduling, Order Processing, Construction Meetings and Close Out  
Design and Engineering Services - CAD/ Visio As-Built Drawings, Product Detail Information, and Configuration Documentation  
Commissioning Services - Testing, Tuning, and End User Training

**DataVox Management Services****\$4,375.54****Total:****\$72,277.06**

# ASSUMPTIONS AND EXCLUSIONS

This section lists DataVox's assumptions and exclusions for this Physical Security proposal.

- **Security Cameras:** Customer to provide all required IP addresses for cameras prior to installation, including subnet and default gateway. All exterior cameras will be mounted at a height of 12 to 14 feet from the ground. All cameras will be within 300ft of a network IDF/ switch when running category 6 cable segments. This scope of work includes aim, focus, and one time refocus of cameras to refine customer desired field of views. Additional modifications of cameras may require change order. Cameras included in this scope of work are designed for general surveillance at agreed upon locations. If specialty cameras, such as Pan/Tilt/Zoom, Facial Recognition, or License Plate Recognition cameras, are needed change order will be required.
- **Network Connectivity:** Administrative and remote VPN access to Customer's network is to be provided to DataVox during installation. Active network hardware and connectivity, such as but not limited to internet service, network connectivity between multiple IT closets or buildings, and fiber/copper backbone is to be provided by others.
- **Network Equipment:** Customer is responsible for providing a conditioned IT environment with equipment rack, cabinet, wire management, cable trays, and power. Active network gear such as surge protection, workstations, PC speakers/headsets, monitors, KVMs, patch panels, POE switches, and UPS/ battery back-up are to be provided and installed by others.
- **Mobile Application:** If mobile application is available with software included in this proposal, DataVox will assist in initial training for set up, however, Customer is responsible for internal knowledge transfer and set up of all users. Some systems may require Customer to open ports on Firewall for accessibility. If Customer's IT elects not to make required programming, mobile application may not be available for use.
- **Cabling:** Security Cat 5e/6 cable and patch cables for camera/IP device locations are not included in this scope and to be provided and installed by others. This includes wall penetrations, surface boxes, termination, and testing prior to installation. Security 18 AWG/ industry standard cabling for all access control and intrusion devices are not included in this scope and to be provided and installed by others. Existing cabling intended to be reused is assumed to be functioning properly today with proper installation and slack for connecting new devices or change order may be required.
- **Lift Rental:** Scissor and/or boom lift rental and fuel costs are not included in the project. If lift is required, customer is responsible for providing a lift accessible for the duration of the project. If the customer is unable to provide the required lift, DataVox will provide and bill back costs to the Customer.
- **Conduit:** All conduit, coring, boring, floor cores, back boxes, door rough in conduit, door cable enclosures, outdoor rated enclosures for all security devices will be provided by others. All conduits must be verified during installation process and cannot necessarily be deemed usable during the site survey or sales process. If conduit is proved to be inefficient (i.e. rotten, crushed or too small for additional cable runs), it will result in a change order. Equipment such as pedestals, concrete, bollards, motors, gate hardware, and poles are not included in this scope of work. Conduit pipe and junction boxes for garage, stairwells, high ceiling, and/or warehouse mounted devices as required will be provided by others. Hard deck ceilings will require pathway, wiremold, or cutting of sheetrock for cabling of devices. Patch, paint, and repair is not included in this scope of work.
- **Demo:** Unless otherwise stated in this scope of work, demo of existing equipment and cabling is at the responsibility of the customer.
- **Returns/Exchanges:** Restocking fee of 25% on all returnable items will apply. Special order items and licenses are non-refundable.
- **New System Training:** DataVox standard end user training includes a post-system activation that will not exceed one hour. If additional training sessions are needed, change order will be required. System training includes instructions for system organization, user set up, user changes, credentials management, device naming, schedules, and reports.
- **Recurring Subscriptions:** Subscription annual/multi-year pricing included in this scope of work is based on included device counts and current manufacture licensing requirements and pricing. Pricing is subject to change if manufacture license structure or pricing has changed at time of renewal. Any changes to account or additional devices added to account will also impact subscription pricing at renewal.
- **Stored Materials:** DataVox shall bill Customer for one hundred percent (100%) of all materials and equipment not incorporated into the work but delivered and suitably stored on-or offsite, and if applicable, a reasonable storage fee. Payment for such materials and equipment shall be made in accordance with the payment terms described herein. If requested, DataVox will provide:
  - Bill of Sale identifying the materials and equipment as the property of Customer
  - Evidence that all materials and equipment are insured for loss of any kind either at the stored location
  - Certificate of insurance; and
  - Photographic evidence of the stored materials and equipment.
- **Equipment Lead Times:** Upon execution of an SOW, paid deposit, and project team assignment, DataVox will communicate lead times on material and equipment delivery. These lead times are outside of DataVox's control and may impact project schedule and postpone

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**Cottonwood Park - Phase 1 - Meraki Cameras****DVXB-20829**

project completion. Such lead times are provided by manufacturers and are subject to change based on product availability. DataVox may replace current product specifications with products of equal or greater functionality to meet Customer's project schedule. The SOW will be revised as appropriate to account for any change in the price quoted in the SOW. If Customer declines to utilize substitute product(s), it shall accept the current lead times provided by DataVox.

- **Non-DIR Related Items:** The following manufactures products are not included in the DIR Contract pricing of this proposal: Altelix, and Miscellaneous Mounting Components.

*Acknowledged and Accepted*

\_\_\_\_\_  
*Initial*



# BASELINE RESPONSIBILITIES

## DataVox Responsibilities

This section lists DataVox's responsibilities for this Physical Security proposal.

- **Building Codes:** Install all equipment according to manufacturers' specifications, national and local building codes and regulations, and will be in conformity with good engineering practices.
- **ADA:** All equipment will be installed with provisions for the safety of the operator in accordance with the Americans with Disability Act (ADA) guidelines.
- **Dress Code:** All DataVox staff will dress in a professional manner displaying the DataVox logo. All DataVox staff will wear required Personal Protection Equipment (PPE). They will conduct themselves in a professional, courteous, and respectful manner to all others present.
- **Work Environment:** DataVox will maintain a clean working environment, storing tools and equipment when not in use and discarding refuse as often as reasonably possible. While DataVox cannot take responsibility for furniture or Customer furnished equipment in the workspace, DataVox will take reasonable precautions to protect all Customer furnished equipment, floors, walls, ceiling tiles, windows and window coverings, and furniture and other surfaces from damage, staining or unreasonable breakage while on site.
- **Supervision:** DataVox will appoint a Project Manager (PM) and/or Lead Technician (LT) to oversee the installation. During system implementation, please direct all communications through this designated contact. PM or LT will coordinate with other trades to facilitate and expedite project progress. DataVox will inform the Customer of any interference or potential delays which could impede implementation of the Physical Security system, thereby helping to avoid any additional charges.
- **Change Orders:** DataVox will provide written documentation of any Change Orders (CO) for work requested by the Customer which deviates from the original, approved Proposal and Scope of Works. CO's will be billed at our published labor rates plus materials, shipping, handling, restocking, and other charges imposed by suppliers.
- **Coordination Meetings:** DataVox recommends weekly coordination meetings between the Customer, DataVox and all other trades in which we will report to the Customer the status of the project. Any identified foreseeable restrictions or insurmountable issues outside our control that could impact the overall project schedule will be reviewed with the Customer.
- **DataVox Warranty:** A 90-day labor warranty will be included in this proposal, excluding Customer-provided equipment and existing cabling. All hardware will abide by manufacturer's warranty.

## Customer Responsibilities

This section lists the Customer responsibilities for this Physical Security proposal.

- **Safe Work Environment:** Provide DataVox staff, contractors and others working on-site a safe working environment consistent with OSHA rules and regulations. DataVox reserves the right to refuse to work or install any equipment in an area where, at the sole discretion of DataVox, the safety of those involved is of concern.
- **Access to worksite:** Provide access to the worksite, and all work will typically take place between the hours of 07:00 and 17:00 Monday through Friday, except on public holidays, unless specified otherwise in the DataVox Proposal. Work completed at any other time will be billed at OT rates published in **Change Order Labor Rates**. For the safety of all concerned, it is requested that the work area be free and clear, for example, of other trades, clients of the Customer, and employees during the installation period.
- **Secure Storage:** Provide a secure, climate-controlled area on-site to store equipment during the installation period. Delivery of goods, supplies, and equipment to this on-site storage location, or equipment that has been installed in its designated location will be considered as 'Delivered' for billing purposes and will be invoiced accordingly. Responsibility for the equipment passes to the Customer immediately upon installation or delivery to the on-site storage. Any loss due to vandalism, theft, burglary, fire, water ingress, or any other means outside the direct control of DataVox shall be replaced at the Customer's expense.
- **Uninterrupted Workflow:** Provide availability of continuous, uninterrupted workflow in the environment in which the Physical Security will be installed. Delays in work caused by interference of other trades, inability to access the workspace during the stated hours, inability to access equipment stored on site, or other reasons caused by the Customer will be charged at rates published in **Change Order Labor Rates**. If DataVox crew arrives to work on-site at the appointed time and work cannot proceed due to dangerous conditions, inability to access the site, lack of power, interference by others which are within direct, reasonable control of the Customer, it will result in a half day charge for the crew.
- **Miscellaneous Items:** Additional items may be required for completion during project execution which DataVox or the customer did not foresee (for example, copper or fiber patch cables, power cords, and optics.) If miscellaneous items are required beyond what is included in the bill of materials, these items will be provided by the customer, or the items can be purchased from DataVox following the standard change management process.

*Acknowledged and Accepted*

\_\_\_\_\_  
*Initial*

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# PROJECT PRICING SUMMARY

|                           |             |
|---------------------------|-------------|
| Total Installation Price: | \$81,330.53 |
| Grand Total:              | \$81,330.53 |

# Purchase Options

☐ Cash Purchase Terms of Payment:

| <i>Billing Milestones</i>  |         | <i>Amount Due</i>  |
|--|---------|--------------------|
| Due on Signature   | 40.00 % | \$32,532.21        |
| Progress Payments (Multiple - Invoiced Upon Receipt of Goods by DataVox and/or Work Completed) | 55.00 % | \$44,731.79        |
| Final Payment - Due on Project Completion  | 5.00 %  | \$4,066.53         |
| <b>Total Payments (Excluding Sales Tax):</b>   |         | <b>\$81,330.53</b> |

*Acknowledged and Accepted*

\_\_\_\_\_  
*Initial*

# ACCEPTANCE OF PROPOSAL

When (but only when) signed by buyer and an authorized representative of DataVox this shall be a binding, legal contract.

The prices, specifications, and conditions in this proposal are satisfactory, and are hereby accepted in their entirety. Buyer hereby agrees to purchase the Equipment and authorizes DataVox to do the work, and provide the materials specified, and payment will be made as outlined above. The price quoted in this Physical Security Proposal is based upon the Equipment included in this Physical Security Proposal. Any changes in the Equipment or installation may result in a change in the price. Any such change must be in writing, signed by all parties.

DataVox reserves the right to modify payment terms at any time based on a review of the Customer's credit.

THIS AGREEMENT, WHEN SIGNED BY BOTH PARTIES (BELOW), SHALL BE GOVERNED BY THE TERMS AND CONDITIONS IN THIS PHYSICAL SECURITY PROPOSAL. THERE ARE NO OTHER AGREEMENTS, OR WARRANTIES, ORAL OR WRITTEN, EXCEPT AS EXPRESSLY STATED IN THIS PHYSICAL SECURITY PROPOSAL. THIS AGREEMENT CANNOT BE MODIFIED EXCEPT IN WRITING SIGNED BY BOTH PARTIES.

Buyer acknowledges having read and understood all of the terms and conditions printed in this Physical Security Proposal and acknowledges receipt of a complete executed copy of this Agreement. Buyer understands and agrees that this Physical Security Proposal and all of the terms and conditions hereof shall be a binding, enforceable contract when signed by Buyer and by an authorized representative of DataVox.

## Approval Signatures

IN WITNESS WHEREOF, the duly authorized representatives of the parties hereto have caused this Proposal to be duly executed.

### DataVox, Inc.

By: \_\_\_\_\_  
(Signature)

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Date: \_\_\_\_\_

### Town of Little Elm

By: \_\_\_\_\_  
(Signature)

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Date: \_\_\_\_\_

# TERMS AND CONDITIONS

Please find DIR Terms and Conditions online at the following website:

<https://dir.texas.gov/contracts/DIR-CPO-4766>