



Security Solution Proposal

Proposal #: 20810

Date: July 18, 2017

Prepared for

Gary Wilson
Wilco - North Campus Facilities
3151 SE Inner Loop
Georgetown, TX 78626

Phone: (512) 943-1636

Prepared by

Kevin Garlick
Knight Security Systems, LLC
4509 Freidrich Lane., Ste. 110
Austin, TX 78744
Phone: 512-892-8801
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Scope of Work

DIR-TSO-3430

Knight Security Systems (KSS) will provide and install a video surveillance system at Wilco North Campus Facility. System installation includes hardware, system licenses, programming, and configuration unless otherwise stated.

Video Surveillance System

KSS will furnish and install the following:

- 19 Genetec Enterprise camera licenses
- EMS Training FL1 building
 - 4 Axis M3037 panoramic cameras to be installed in the 'Wet Room' (note, M3037-PVE rated IP66)
 - One 4 channel Axis Companion NVR with 1 TB of storage
 - 5 Axis P1405LE Mk2 exterior bullets
 - 1 Axis P3225LVEMK2 exterior dome
 - 2 Axis P3225VMMK2 interior dome
- EMS Training FL2 building
 - 1 Axis M3007PV panoramic on 2nd floor lobby
- Vehicle Inspection Station
 - 4 Axis P1405LE Mk2 exterior bullets
- NCF Wireless Comm Building
 - 5 Axis P1405LE Mk2 exterior bullets
 - 1 Axis P3225LVEMK2 exterior dome
- Initial programming will include:
 - Enrolling the cameras and setting up basic motion detection
 - One administrative account
 - One view only account
 - 1080p at H.264 and 7 FPS

Option #1 \$1872.00 (if added to the proposal and executed at the same time)

KSS will provide and install:

- EMS training storage
 - 3 Axis M3007PV panoramic cameras
 - cable and network infrastructure provided by others

Option #2 \$1519.18 (if added to the proposal and executed at the same time)

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KSS will provide and install:

- Fuel Pump Station
 - 2 Axis P1405LE Mk2 exterior bullets installed under canopy
 - cable and network infrastructure provided by others

Option #3 \$1872.00 (if added to the proposal and executed at the same time)

KSS will provide and install:

- Vehicle Inspection Station
 - 3 Axis M3007PV panoramic cameras
 - cable and network infrastructure provided by others

The customer will provide all cabling, POE switches and servers with Genetec Enterprise. KSS will install and enroll the cameras and provide licenses.

Customer Provided Items

- Electronic drawing files of the plans and approval of device layout
- Individual logins for personnel at each location for each system
- Assigning different schedules and access levels to the access control doors
- PoE switches and patch panels
- Existing recording server with storage space to accommodate the new devices
- Existing client workstations that meet the system minimal requirements
- Network configurations for connection of devices to Customer's network
- 120VAC by a certified electrician for all security devices where needed
- Exterior and fire partition penetrations where needed
- Installation of conduit with a pull string to security devices where needed

Finance

Purchaser hereby agrees to pay KSS the following terms:

The Customer is required to pay every invoice in full within 30 days of receiving the invoice.

Project Milestones and Invoicing Procedures

- An initial investment of 50% of the total project for mobilization is due and payable within 15 days of authorizing Knight's Customer Service Agreement (CSA)
- The remaining balance is due and payable in monthly progress payments based upon material delivered or work completed

Refer to the Standard Terms and Conditions sections 8H, 8I, and 8J.

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Any changes from the base price will be adjusted with approved change orders from the Customer. The as-built plans will be submitted along with the final submittal package to the Customer.

Engineering

KSS shall provide system design and operational documentation to ensure proper installation and efficient servicing of the system. KSS will provide submittal plans that will show where each device is located at each site. The submittal plans will also include a system matrix, which includes the schedule of each device and the programming setup into the security system software.

Cabling & Wiring

All cable and wiring is provided by others

KSS will not provide any conduit or trenching required to reach each device. It is the Customer's responsibility to provide a pathway for all wiring required for each device. KSS is not responsible for any existing wiring being used. A quote will be provided to the Customer for any wiring that is found to be unusable

Field Devices

KSS will provide all necessary devices and hardware included on the equipment list attached. The devices on the security plans will be installed and programmed into the system according to the system matrix.

KSS is not responsible for any existing devices being reused. If any existing devices are found to be unusable then a quote will be provided to the Customer to replace the device. KSS is not responsible for any damages done from the existing devices being removed. The Customer is responsible to patch and repair any damages done from existing devices removed.

Programming

KSS trained personnel will program the security system to provide a functioning operational system. KSS will support Customer programming personnel and set up remote field panels consistent with manufacturer standards. KSS will program each device according to the system matrix provided in the security plans. If any additional programming or special programming outside the system matrix is needed then an approved change order from the Customer is required.

Customer to furnish IP addressing scheme for all devices requiring an IP address on the network. KSS will provide a list of devices that need IP addresses to the Customer.

Rental Equipment

Lift rental is included in this proposal

Testing

KSS will perform acceptance testing in the presence of the appointed Customer representative to ensure proper operation and communication of all integrated systems. A test sheet with a check list for each device will be provided by KSS and signed by the Customer representative upon successful completion of a system acceptance test. The final system test report will be sent to all parties.

A punch list detailing items requiring a follow up that is within this scope of work will be created. KSS will correct the punch list items in a mutually agreed upon time. If the Customer wants something changed after the test sheet has

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been signed then additional charges will be applied.

Upon system acceptance, a KSS job completion form shall be signed and sent to all parties. It is the Customer's responsibility to ensure proper periodic testing per the manufacturer's recommendation.

Standard Proposal Notes:

- 1) This proposal will follow the guidelines stated in DIR contract number DIR-TSO-3430 Standard Terms and Conditions.
- 2) This proposal is valid for 60 days. After the 60 days the quote is no longer valid and a new quote needs to be regenerated and prices may vary.
- 3) A standard 1 year warranty applies on all newly installed equipment. A system health monitoring will be included with the 1 year warranty if consent form is signed and returned.
- 4) Final Location of all equipment to be approved by owner prior to start of installation.
- 5) Work provided by KSS is assumed to be continuous, unhindered and without the need for escorts. Additional costs will be incurred if work is slowed by denial or delay of access to the work areas without three days' notice, or if escorts are required at any time. Any cessation of work by the customer or delays in the project construction schedule will result in additional mobilization and project management charges.
- 6) The quantities of materials noted above scope of work are intended to be descriptive. Should there be any discrepancy between the scope of work and the equipment list, the equipment list will supersede the scope of work stated above.
- 7) All work will be done following federal, state, and local laws and requirements for the above scope of work.

Knight Security Systems Excludes the Following:

- 8) All 120 VAC connections are to be performed by customer or customer's designated licensed Electrical contractor.
- 9) Fire alarm interface, cabling, connection, input/output, testing and certification.
- 10) Any city or other governmental permits, not associated with this scope of work, required for the use and operation of the system.
- 11) Access to device location, penetrations, required access panels for concealed areas.
- 12) If not stated above wire mold, conduit, trenching, wireless devices or aerial cabling necessary to connect any remote locations or gates, computer workstations to operate the system, and network equipment to provided power and data communication for devices.
- 13) Overtime required due to schedule revisions, work stoppages, delays caused by others, or circumstances beyond Knight Security Systems control.
- 14) Final terminations and connections to equipment other than provided by Knight Security Systems.
- 15) Any trade installation that Knight Security Systems is not licensed to perform.
- 16) Painting, patching or landscaping required as a result of the installation of equipment associated with this scope of work.
- 17) Technical assistance or the setup of the customer's network for connection to the security control systems. The customer is required to provide static IP addresses and support personnel for assistance in setting up the network connections.

Roles & Responsibilities

Essential activities conducted in the course of project by the Customer, Knight Security Systems (KSS), and the

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General Contractor (GC).

Project Administration Tasks	Customer	KSS	GC
General project management & administration		X	
Designate primary customer point of contact and site supervisor		X	
Host initial site orientation and kick-off meeting	X		
Pre-installation walk-through and design verification	X		
Pre-construction utility assessment	X		
System design and engineering		X	
System design and engineering approval	X		
Develop master project schedule		X	
Approval of master project schedule	X		
System design acceptance within overall master plan of larger facility	X		
Provide lists of existing equipment and building drawing backgrounds	X		
Develop and maintain drawings and equipment schedules		X	
Provide written communication regarding work site conditions	X		
Coordinate monthly in-progress reviews for active sites		X	
Change order management		X	

Project Installation Tasks	Customer	KSS	GC
Provide locations for materials staging	X		
Materials pre-installation configuration and delivery		X	
Pre-installation testing of existing equipment		X	
Installation of electric locking hardware		X	
Installation of electric locking mechanism power supplies		X	
Installation of device power supplies		X	
120VAC at each device location where needed	X		
Building penetrations to exterior	X		
Fire partition penetrations and sealing	X		
Installation of conduit to security system devices where needed	X		
Installation of cables to security system devices		X	
Network cables from security system devices to copper patch panels		X	
Patch cables between patch panels and network switches		X	
Create panel, cable, and equipment labeling scheme	X		
Install cable labels per labeling scheme		X	

Network Tasks	Customer	KSS	GC
Rack and rack space for rack mount equipment	X		
Network PoE switches and configuration	X		
Patch panels and uninterruptible power supply	X		
IP address assignment for security system equipment and workstations	X		

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Configure client workstations to the security system		X	
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Programming Tasks	Customer	KSS	GC
Create custom security system programming matrix		X	
Program initial security system configuration		X	
Import initial cardholder database from Owner provided information	N/A		
Develop and implement database update procedure	X		

Testing and Acceptance Tasks	Customer	KSS	GC
System test forms and checklists		X	
Full system test		X	
Customer on-site system acceptance	X		
As-built drawings and final engineering document submittal		X	

Equipment

Item Description	Item Nbr	Qty	Price/Unit	Ext. Price
Compact and outdoor-ready HDTV camera for day and night surveillance, IP66-rated, varifo	DIR AXS-P1405LEMKII	14.00	\$470.69	\$6,589.66
Day/night fixed dome with support for OptimizedIR with built-in adaptable IR illuminators, an	DIR AXS-P3225LVEMKI	2.00	\$549.27	\$1,098.54
Day/night fixed dome with support for WDR – Forensic Capture and Lightfinder. Discreet, d	DIR AXS-P3225VMKII	2.00	\$392.11	\$784.22
Compact, indoor fixed mini dome with dust- and vandal-resistant casing, offering 360°/180°	DIR AXS-M3007PV	1.00	\$431.40	\$431.40
5MP, 360/270/180 degree camera with Microphone and Speaker capabilities with SIP audio	DIR AXS-M3037PVE	4.00	\$627.85	\$2,511.40
AXIS Companion Recorder. Surveillance graded hard disk, 1 TB. Switch with 4 PoE ports, 1	DIR AXS-COMPANIONR	1.00	\$313.53	\$313.53
Project Install Kit	KSS-PROJKIT	1.00	\$1,499.26	\$1,499.26
1 camera connection	DIR GSC-Om-E-1C	19.00	\$180.10	\$3,421.90
License Discount	License Discount	19.00	(\$22.00)	(\$418.00)

Equipment Total **\$16,231.91**

Services

Service Description	Ext. Price
DIR-PROJECTMGR	\$2,937.60
DIR-SYSDESIGN	\$1,435.50
DIR-SYSTech	\$2,633.40
DIR-INSTALL	\$3,294.00
DIR-TOOLS	\$1,500.00

Services Total **\$11,800.50**

Other Charges

Travel: \$0.00

Freight: \$0.00

Misc: \$0.00

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CONFIDENTIAL INFORMATION



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Approved by: _____

Approval date: _____

***Please review Scope of Work closely. All verbal representations disclaimed.
System quote valid for 60 Days. Terms of Master System Agreement apply.***

Subtotal: \$28,032.41

Discount: \$0.00

Sales Tax: \$0.00

Total: \$28,032.41

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