



MONROE CITY COUNCIL

Agenda Bill No. 19-165

SUBJECT:	<i>Authorize the Mayor to Sign the Contract with Sound Security Inc. (Sonitrol) for Campus Security Surveillance System</i>
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DATE:	DEPT:	CONTACT:	PRESENTER:	ITEM:
08/13/2019	Police	Jeff Jolley	Ryan Irving	Consent Agenda #5

Discussion: 08/13/2019
Attachments: 1. Sonitrol proposal
 2. Security Lines US proposal

REQUESTED ACTION: Move to authorize the Mayor to sign Client Agreement No. 31203-3-0 with Sound Security, Inc. (Sonitrol) in an amount not to exceed \$25,000 for campus security surveillance; and expressly authorize further minor revisions as deemed necessary or appropriate.

POLICY CONSIDERATIONS

The City Council is responsible for budgetary allocations. The City of Monroe’s Procurement Policy requires non budgeted items be approved by City Council.

DESCRIPTION/BACKGROUND

In March of 2019, the City requested a risk mitigation grant of \$25,000 through the Washington Cities Insurance Authority (WCIA) to mitigate the safety and risk exposure to the staff and community we serve by increasing our campus security. As a City we have experienced violent assaults, damage to property, theft of evidence, injury claims, and use of force claims on our campus. The goal of this grant is to mitigate the City’s exposure to these incidents, and create a way of improving the security around the City campus.

The City received a grant award of \$20,000 (of the requested \$25,000). As a result the priority for the project was focused on surveillance for the City campus.

Three vendors were contacted for bids and conducted on site assessments for a security camera system. The three vendors were Sound Security Inc. (Sonitrol), Security Lines US, and Paxton Security.

Sound Security, Inc. (Sonitrol) submitted a bid for \$20,222.40, which includes all equipment and labor associated with the system. They require a \$335 monthly monitoring fee, which guarantees the system for life in which they will respond within two hours of reported issues and repair or replace equipment. They also provided support for recovering media.

Security Lines US submitted a bid for \$41,045.00, which includes all equipment and installation. Additional costs would be monthly wireless fees for cellular data.

Paxton security was non-responsive in providing a bid.

City staff recommend awarding the contract to Sonitrol.

The Sonitrol System proposal includes nineteen cameras which offer exterior monitoring and recording of City Hall, the Police Department and Public Works shop. Three interior cameras will be located in the lobby to City Hall, the Police Department and the entrance to the Emergency

Coordination Center. Monitors allowing staff to maintain awareness of their work space will be located in each building.

FISCAL IMPACTS

- \$20,000 of the funding is reimbursable through the WCIA grant, with the remaining to be paid from Fund 530 Facilities Fund.
- Monthly fees will need to be included in future budgeting

TIME CONSTRAINTS

All grant funds must be submitted for reimbursement by December 6, 2019.

ALTERNATIVES TO REQUESTED ACTION

Do not authorize signature; and provide direction to the Mayor and City Staff to areas of concern.



CLIENT NAME: Monroe Civic Campus PHONE: 3607946300

INSTALL AT: 818 W Main St Monroe WA 98272
Address City State Zip

BILL TO: Monroe Civic Campus 818 W Main St Monroe WA 98272
Name Address City State Zip

DEALER agrees to install or cause to be installed and to service, without liability and not as an insurer, during the term of this Agreement, an alarm system as described on the Security System Quotation dated July 08, 2019 which becomes part of this Agreement.

All equipment is the personal property of the Dealer Client **This agreement applies to: (check appropriate categories)**

TELEPHONE CO. CHARGES INCLUDED: Yes No Burglar Alarm Signaling Service Sprinkler Supervisory Signaling Service
 Hold-Up Alarm Signaling Service Access Control Service
 Fire Alarm Signaling Service Other

SPECIAL INSTRUCTIONS Installation of one Sonitrol SonaVision System. Full service warranty on all parts and labor for normal maintenance as long as Sound Security, Inc. provides the equipment and provides monitoring service, unless otherwise noted.

The undersigned agrees to pay the DEALER, its agents or assigns the sums of:

INSTALLATION:	<u>\$18,384</u>	<u>\$1,838.40</u>	<u>\$20,222.40</u>	<u>\$10,111.20</u>	<u>\$10,111.20</u>
		<small>Tax</small>	<small>Total</small>	<small>Down Payment</small>	<small>Balance Upon Completion</small>
MONITORING:	<u>\$335</u>	<u>0.00</u>	<u>335.00</u>	<u>Per Month Billed Monthly</u>	
	<small>(Payable In Advance)</small>	<small>Tax</small>	<small>Total</small>	<small>Payment Mode</small>	

MONTHLY MANAGEMENT REPORT: Yes No COMMUNICATION LINK : , Internet

1. Except as set forth herein, THE DEALER MAKES NO REPRESENTATION OR WARRANTY OF ANY KIND, EXPRESSED OR IMPLIED, WITH RESPECT TO THE EQUIPMENT, AND DISCLAIMS ANY AND ALL WARRANTIES OF MERCHANTABILITY, FITNESS FOR A PARTICULAR PURPOSE OR ANY OTHER WARRANTY. CLIENT ACKNOWLEDGES THAT NO OTHER REPRESENTATIONS WERE MADE TO CLIENT OR RELIED UPON BY CLIENT WITH RESPECT TO THE QUALITY AND FUNCTION OF THE GOODS.

2. In the event any part of the equipment installed shall become defective or inoperative under normal use within one (1) year from the date of the original invoice for this installation, and DEALER determines the equipment is defective or inoperative, DEALER shall replace or repair such defective part without charge to CLIENT. IN NO EVENT SHALL DEALER BE LIABLE FOR MORE THAN, AND CLIENT'S EXCLUSIVE REMEDY FOR BREACH OF THIS LIMITED WARRANTY SHALL BE LIMITED TO, THE REPAIR OR REPLACEMENT OF DEFECTIVE EQUIPMENT INSTALLED UNDER THIS AGREEMENT, AND DEALER SHALL NOT BE LIABLE FOR INJURIES TO PERSONS OR PROPERTY, INCLUDING BUT NOT LIMITED TO, ALL GENERAL, DIRECT, SPECIAL, EXEMPLARY, PUNITIVE, INCIDENTAL OR CONSEQUENTIAL DAMAGES. THIS WARRANTY IS NOT ASSIGNABLE.

3. If CLIENT shall discover a defect in the products supplied under this Agreement, CLIENT shall immediately contact DEALER in writing or by telephone and fully describe the nature of the defect so that repair service may be rendered.

4. DEALER shall not be liable for repair or replacement in the event of damage to material or equipment caused by accident, vandalism, flood, water, lightning, fire, intrusion, abuse, misuse, an act of God, any casualty, including electricity, unauthorized repair service, modification or improper installation by anyone other than DEALER and any other cause beyond the control of DEALER, including interruption of electrical or telephone service.

5. CLIENT acknowledges that any affirmation of fact or promise made by DEALER shall not be deemed to create an express warranty, and that DEALER makes no representation or warranty, that the system supplied may not be compromised, circumvented, or that the system or services will in all cases provide the signaling, monitoring and response for which it was intended. CLIENT is not relying on DEALER'S skill or judgment in selecting or furnishing a system suitable for any particular purpose. Some states do not allow limitations on how long an implied warranty lasts or the exclusion or the limitation of incidental or consequential damages, so the above limitations or exclusions may not apply to you. This warranty gives you specific legal rights and you may also have other rights which may vary from state to state.

THIS AGREEMENT IS NOT BINDING UNLESS APPROVED IN WRITING BY AN AUTHORIZED REPRESENTATIVE OF THE SONITROL INDEPENDENT FRANCHISED DEALER. IN THE EVENT OF FAILURE OF APPROVAL, THE ONLY LIABILITY OF DEALER SHALL BE TO RETURN TO THE CLIENT THE AMOUNT, IF ANY, PAID UPON THE SIGNING OF THIS AGREEMENT. CLIENT ACKNOWLEDGES THAT DEALER'S LIABILITY IS LIMITED AS SET FORTH HEREIN AND THAT DEALER IS A SONITROL INDEPENDENT FRANCHISED DEALER AND NOT A SUBSIDIARY OR AGENT OF SONITROL CORPORATION.

CLIENT ACKNOWLEDGES RECEIPT OF A COPY OF THIS AGREEMENT, AND SPECIFICALLY ACKNOWLEDGES AND ACCEPTS THAT DEALER'S LIABILITY IS LIMITED AS SET FORTH HEREIN.

In certain states alarm agents are licensed and regulated. In this state the agency is: WA - Department of Labor and Industries

THE MONITORING/SERVICE CHARGE IS SUBJECT TO CHANGE AS SET FORTH IN PARAGRAPH 3, ON THE REVERSE SIDE. IN ADDITION, TOGETHER WITH THE FIRST PAYMENT, CLIENT SHALL PAY THE PRO RATA SHARE OF THE MONITORING/ SERVICE CHARGE FOR THE MONTH IN WHICH MONITORING/SERVICE COMMENCED.

THIS AGREEMENT IS FOR A TERM OF FIVE YEARS FROM THE DATE INSTALLATION IS COMPLETED. IF THIS TRANSACTION IS WITH A RESIDENTIAL CLIENT, YOU MAY CANCEL IT AT ANY TIME PRIOR TO MIDNIGHT OF THE THIRD BUSINESS DAY FROM THE DATE OF THIS AGREEMENT. SEE THE ATTACHED NOTICE OF CANCELLATION FORM. WORK ON YOUR INSTALLATION WILL BEGIN APPROXIMATELY 10 WEEKS AND SHALL BE SUBSTANTIALLY COMPLETED WITHIN APPROXIMATELY 7.00 WORKING DAYS AFTER COMMENCEMENT SUBJECT TO PERMISSIBLE DELAYS PURSUANT TO THIS AGREEMENT.

SONITROL INDEPENDENT FRANCHISED
 DEALER Sound Security, Inc.
 ADDRESS 1406 140th Place NE Suite 107
 CITY Bellevue STATE WA
 PHONE NO. (425) 641-8948 LIC. NO. SONITP*948D7

SUBJECT TO TERMS ON PAGE 2, INCLUDING PARAGRAPH 12.

Client SIGNATURE _____
 TITLE _____
 DATE _____

SIGNATURE _____ REG. NO. _____
(DEALER REPRESENTATIVE)

APPROVED _____ REG. NO. _____
(DEALER REPRESENTATIVE)

1. **DEALER** agrees to install or cause to be installed, in the premises of the **CLIENT**, alarm equipment and devices, and to provide a centrally monitored signaling system necessary to transmit signals from the premises of the **CLIENT** to **DEALER'S** central monitoring station, in accordance with the attached Security System Quotation. Upon completion of installation **DEALER** will thoroughly instruct the **CLIENT** in the proper use of the Alarm System. **DEALER** will not be responsible to monitor any devices for alarm or supervisory conditions that are not electrically connected by **DEALER** into Sonitrol's signaling system.
2. This Agreement shall automatically renew for additional terms of one (1) year each unless either party shall give written notice of cancellation at least thirty (30) days prior to the expiration of the original term or any renewal thereof. If either (a) **DEALER** terminates this Agreement pursuant to Paragraph 4 (a "Termination for Cause") or (b) this Agreement is terminated by **CLIENT** (a "Wrongful Termination") for any reason, other than at the end of the initial term or any renewal term as provided for herein; then (i) **DEALER** will terminate all services hereunder, and (ii) in addition to amounts due for services actually rendered prior to the termination of the Agreement, there shall be immediately due and payable by **CLIENT** to **DEALER**, as liquidated damages, an amount equal to the unpaid Monitoring Fee ("Unpaid Monitoring Fee"), calculated by multiplying (A) the number of months remaining from the date this Agreement is terminated to the end of the initial term or the then current renewal term times (B) the Monitoring Fee set forth above, exclusive of taxes. **CLIENT** understands, acknowledges and agrees that **DEALER'S** actual damages resulting from either a Termination for Cause or a Wrongful Termination includes, among other things; the then present value of the Unpaid Monitoring Fees, equipment and material cost that have not been depreciated and /or the actual costs of disconnecting and removing the **DEALER'S** equipment from the above installation site. Therefore, **CLIENT** acknowledges and agrees that the liquidated damages established hereby are a reasonable approximation of the actual damages to be incurred by **DEALER** upon the occurrence of either a Termination for Cause or of a Wrongful Termination. If **CLIENT** fails to pay the amounts due hereunder for services actually rendered and/or the liquidated damages payable hereunder, then **CLIENT** agrees to reimburse **DEALER** for all costs of collecting the same, including without limitation, reasonable attorney's fees.
3. **DEALER** shall have the right, at any time, to increase the charges provided herein, to reflect any additional taxes, fees or charges relating to the service provided under the terms of this Agreement, which may hereafter be imposed on **DEALER** by any utility or government agency and **CLIENT** agrees to pay same. So that may properly adjust its rates to meet changing costs, **DEALER** may, at any time after the expiration of one (1) year from the date of this Agreement, increase the annual monitoring service charges upon giving the **CLIENT** notice in writing. In the event the increase exceeds more than 10% and **CLIENT** is unwilling to pay the increased charges, **CLIENT** may terminate this Agreement upon giving notice in writing to **DEALER** within thirty (30) days from the date of notice of the increase. **CLIENT'S** failure to notify **DEALER** within said thirty (30) days shall constitute **CLIENT'S** acceptance of the increase.
4. **CLIENT** shall be in default of this Agreement for: (a) failure to pay the installation charge, (b) failure to pay the monitoring/service charge when due (c) willfully or negligently causing repeated false alarms, (d) failure to perform any other obligation under this Agreement. Upon **CLIENT'S** default, **DEALER** shall have the right to terminate this Agreement ten (10) days after written notice of default if after such notice **CLIENT** has not cured the default. Any cost incurred by **DEALER** as a result of a false alarm originating from **CLIENT'S** premises shall be promptly reimbursed to **DEALER**. In the event of any default of this Agreement by **CLIENT**, including a default for failure to pay monies due and owing to **DEALER**, **CLIENT** shall pay **DEALER** any and all damages or losses incurred by **DEALER** in connection with such default, including all costs and expenses incurred by **DEALER** in collecting any monies due and owing by **CLIENT** to **DEALER** hereunder, reasonable attorney's fees, costs, prejudgment interest, and any other reasonable and related expenses of collection.
5. **DEALER** agrees to monitor the system from the time **CLIENT** causes the system to be activated until **CLIENT** causes the system to be deactivated. Upon receipt of a signal indicating an unauthorized entry into **CLIENT'S** premises or an emergency, the **DEALER'S** operator will use reasonable efforts to identify, the signal and, when warranted, will transmit notice of said signal to the local authority having jurisdiction. If instructed to do so by **CLIENT** in writing, **DEALER** will also notify an agent designated in writing by **CLIENT**. **CLIENT** agrees to give **DEALER** a list of names of all persons who shall have the right to enter the premises between any regularly scheduled times for opening and closing, the premises and who may be called upon for a key to enter **CLIENT'S** premises during such periods.
6. **CENTRAL STATION ALARM** If **DEALER** has installed a central station alarm, **DEALER** shall, without warranty, use reasonable efforts to do the following to the extent the service is selected by **CLIENT**.
 - A. Upon receipt of a burglar alarm signal or access control door alarm signal, transmit the alarm to headquarters of the public police department.
 - B. Upon receipt of a hold-up alarm signal, transmit the alarm to the public police department.
 - C. Upon receipt of a manual, water flow, smoke or automatic fire alarm signal, transmit to the public fire department.
 - D. Upon receipt of an auxiliary, trouble, supervisory, or other special signal, notify **CLIENT** or local authority as applicable.
 - E. Upon receipt of an audio signal indicating an unauthorized entry into **CLIENT'S** premises, **DEALER'S** operator will use reasonable efforts to identify the sound, and when warranted transmit notice of said signal to the public police department.

DEALER shall use reasonable efforts to notify **CLIENT'S** designated representative, provided that **CLIENT** has designated in writing a person to be notified and has provided a telephone number. **DEALER** shall be deemed to have used reasonable efforts to notify **CLIENT'S** representative if **DEALER** has called telephone number supplied by **CLIENT**.
7. **CLIENT** hereby authorizes and empowers **DEALER**, its agents or assigns, to install the aforesaid system in the designated premises, and to service the system and to make any necessary inspections, tests and repairs as required. **CLIENT** understands that alternative or additional protection can be installed at **CLIENT'S** request and expense. **CLIENT** acknowledges that **DEALER** has no way of knowing of the existence of hidden pipes, wires or other obstructions within walls or other concealed spaces, and it is **CLIENT'S** obligation to make **DEALER** aware of such conditions, failing which **DEALER** shall have no responsibility whatsoever for any damage that may be caused. The **CLIENT** agrees to furnish any necessary electric current through **CLIENT'S** meter and at **CLIENT'S** own expense. It is mutually agreed that the work of installation, repair or service by the **DEALER** shall be performed between the hours of 8:00 o'clock a.m. and 5:00 p.m. exclusive of Saturdays, Sundays and holidays.
8. It is understood and agreed that upon termination **DEALER** may remove or abandon, in whole or in part, the system if owned by **DEALER**, without obligation to repair or redecorate any portion of the **CLIENT'S** premises. **DEALER'S** removal or abandonment shall not constitute a waiver of the right to collect any charges, which may have been accrued or may be due hereunder. **CLIENT** shall maintain insurance adequate to cover the replacement cost of **DEALER'S** equipment in the custody and control of **CLIENT**.
9. This agreement may be cancelled, without previous notice, at the option of **DEALER**, in the event **DEALER'S** central station, connection link or the equipment within the **CLIENT'S** premises is destroyed by fire or other catastrophe, or so substantially damaged that it is impractical to continue service, and may likewise be cancelled at the option of the **CLIENT** in the event of such occurrences. **CLIENT** shall be liable for any, delinquent payments for services previously rendered.
10. **CLIENT** agrees to perform system checks as instructed by **DEALER** in order to ascertain if the system is properly functioning, **CLIENT** acknowledges that **DEALER'S** obligation hereunder relates solely to the services set forth above and to the service of the specified alarm system and the **DEALER** is in no way obligated to insure the operation of the system or to maintain or service **CLIENT'S** property or the property of others to which **DEALER'S** system is connect. Repairs shall be performed as soon as reasonably possible after receipt of notice by **DEALER**. **CLIENT** is solely responsible for proper maintenance of any devices utilizing batteries, or any sprinkler system including provision of heat where necessary and acknowledges that **DEALER** has no responsibility for the operation or non-operation of its equipment unless the sprinkler system is at all times in sound working order.
11. **DEALER** assumes no liability for delays in installation or interruptions of service due to strikes, riots, floods, fires act of God or any causes beyond the control of **DEALER**, including interruption of alarm transmission, and will not be required to supply service to the **CLIENT** while such cause continues. **CLIENT** understands that alarm signals may be transmitted by telephone, cable, radio or microwave, which are outside the control of **DEALER**, and **DEALER** shall have no responsibility for any failure in transmission of alarm signals by any of these means. **CLIENT** agrees to immediately notify **DEALER** of any malfunctions of the communication link used by this equipment.
12. **LIMITATIONS OF DAMAGES:**
 - A. It is understood and agreed by the parties hereto that **DEALER** is not insurer and that insurance. If any, covering personal injury and property loss or damage on **CLIENT'S** premises shall be obtained by **CLIENT**, at **CLIENT'S** sole expense; that the payments provided for herein are based solely on the value of the service as set forth herein and are unrelated to this value of **CLIENT'S** property or the property of others located on **CLIENT'S** premises; that **DEALER** makes no guarantee, representation or warranty including any implied warranty of merchantability or fitness for particular purpose that the system or service supplied will avert or prevent occurrences or the consequences therefrom which the system or service is intended to detect or avert, except for the provisions of the Sonitrol Security System Limited Warranty as it may apply to any loss occurring while this Agreement is in force and if such warranty is in effect in conjunction with this Agreement.
 - B. **CLIENT** acknowledges it is impractical and extremely difficult to fix the actual damages, if any, which may proximately result from a failure to perform any of **DEALER'S** obligations or a failure or malfunction in the system to properly operate because of, among other things: the uncertain amount or value of **CLIENT'S** property or the property of others which may be lost or damaged; the uncertainty of the response time of the police or other authority; the inability to ascertain what portion, if any, of any loss would be proximately caused by **DEALER'S** failure to perform any of its obligations or failure of its equipment to properly operate; or the nature of the services to be performed by **DEALER**.
 - C. **CLIENT UNDERSTANDS AND AGREES THAT IF DEALER SHOULD BE FOUND LIABLE FOR ANY LOSS OR DAMAGE DUE FROM A FAILURE TO PERFORM ANY OF ITS OBLIGATIONS OR A FAILURE OF THE EQUIPMENT TO PROPERLY OPERATE, DEALER'S LIABILITY SHALL BE LIMITED TO A SUM EQUAL TO THE TOTAL OF ONE-HALF YEAR'S MONITORING PAYMENTS, OR FIVE HUNDRED DOLLARS (\$500) WHICHEVER IS THE LESSER, AS LIQUIDATED DAMAGES AND NOT AS A PENALTY, AND THIS LIABILITY SHALL BE EXCLUSIVE AND SHALL APPLY IF LOSS OR DAMAGE, IRRESPECTIVE OF CAUSE OR ORIGIN, RESULTS DIRECTLY OR INDIRECTLY TO PERSONS OR PROPERTY FROM PERFORMANCE OR NON-PERFORMANCE OF ANY OF DEALER'S OBLIGATIONS OR FROM NEGLIGENCE, ACTIVE OR OTHERWISE, OF DEALER, ITS EMPLOYEES OR AGENTS.**
 - D. In the event that the **CLIENT** wishes **DEALER** to assume greater liability, **CLIENT** may, as a matter of right, obtain from **DEALER** a high limit by paying an additional amount to **DEALER**, and a rider shall be attached hereto setting forth such higher limit and additional amount, but this additional obligation shall in no way be interpreted to hold **DEALER** as an insurer.
 - E. When **CLIENT** in the ordinary course of business has the property of others in its custody, or the alarm system extends to protect the persons or property of others, **CLIENT** agrees to and shall indemnify, defend and hold harmless **DEALER**, its employees and agents for and against all claims brought by owners of said property arising out of the **DEALER** service under this Agreement. This provision shall apply to all claims regardless of cause including **DEALER'S** performance or failure to perform and including defects in products, design, installation, service, operation or non-operation of the system whether based upon negligence, active or passive, express or implied contract or warranty, contribution or indemnification, or strict or product liability on the part of **DEALER**, its employees or agents, but this provision shall not apply to claims for loss or damage solely and indirectly caused by an employee of **DEALER** while on **CLIENT'S** premises.
 - F. **CLIENT** acknowledges that the system installed is as requested and is suitable to his purpose, and unless defects or omissions are called to **DEALER'S** attention, in writing, within five (5) days after completion of installation, **CLIENT** accepts the system as is.
13. All claims, actions or proceedings, legal or equitable, against **DEALER** must be commenced in court within one (1) year after the cause of action has occurred or the act, omission or event occurred from which the claim, action or proceeding arises, whichever is earlier, without judicial extension of time, or said claim, action or proceeding is barred, time being of the essence of the paragraph.
14. **CLIENT** acknowledges that the provisions of this Agreement, and particularly those paragraphs relating to disclaimer of warranties, limitation of liability and third-party indemnification, inure to the benefit of and are applicable to Sonitrol Corporation and its subsidiaries and to any subcontractors engaged by **DEALER** to provide monitoring, maintenance, installation or service of the alarm system provided herein. **CLIENT** hereby waives his right of recovery against **DEALER** for any loss covered by insurance on the premises or its contents to the extent permitted by any policy or by law.
15. If there is any conflict between this Agreement and **CLIENT'S** purchase order, or any other document, this Agreement will govern, whether such purchase order or other document is prior or subsequent to this Agreement. This Agreement is not assignable by **CLIENT** except upon advance written consent of **DEALER**.
16. It is mutually understood and agreed that any representation, promise, advertising or other statement, condition, inducement or warranty, express or implied, whether written or verbal, not included in writing in this Agreement shall not be binding upon any party and that the Agreement may not be altered, modified or otherwise changed at any time except with the written consent of each of the parties hereto, and in the form of an addendum to this Agreement. If any of the terms or conditions of this Agreement shall be declared invalid or inoperative, all of the remaining terms and conditions shall remain in full force and effect

Initials _____



14431 Ventura Blvd. #575
 Sherman Oaks, CA 91423
 877-822-2303

Estimate

Date	Estimate #
6/19/2019	1443

Name / Address
Monroe Public Works 818 West Main Street Monroe, WA 98272

Terms	Upon Delivery
Rep	RC

Item	Description	Qty	Rate	Total
HD-1080p-N...	32 channel HD 1080p Network Video Recorder: Embedded Linux OS, H.264 Compression, 1920x1080p Recording Resolution, Covert Channel, Camera Tamper Sensor & Alarm, Two-Way Audio, Multiple User and 12TB Storage	1	3,495.00	3,495.00T
2CamSat+PTZ	3 Camera Satellite POD with (2) HD Stationary 1080P 3MP Camera and (1) HD Pan-Tilt-Zoom 1080P HD Vandal Resistant Vandal Proof Dome, 2MP Camera and 5.9ghz wireless transmitter that can connect to POD-HD systems	4	3,785.00	15,140.00T
2CamSat	2 Camera Satellite POD with (2) HD Stationary 1080P HD Vandal Resistant Vandal Proof Dome, 3MP Cameras and 5.9ghz wireless transmitter that can connect to POD-HD systems	6	1,990.00	11,940.00T
CAM-HD-4MP	HD Stationary - 1080P HD Vandal Resistant Vandal Proof Dome Camera. 4.0 Mega Pixel. 4.0MP Panasonic CMOS, 16:9 HD (1080p) resolution support, Max. 30fps at Full HD (1080 DPI) resolution, Low light image sensor, OSD Control, AGC, D-WDR (Wide Dynamic Range), ICR True Day & Night, 2.8~12mm Megapixel Lens, Dual Voltage	8	395.00	3,160.00T
Wireless-360	Wireless System with 5 Sector Access Points for 360 degree coverage w/ 5 Port POE Edge Router and Relay with 2 Transmitters	1	2,490.00	2,490.00T
Materials	Cables, connectors, mounts, etc.	1	500.00	500.00T
Labor	2-3 Men with Bucket Truck - 3 days, 24 hours: Mount PODs and cameras. Setup NVR. Configure cameras, wireless and NVR.	24	180.00	4,320.00
NOTE: Client to provide poles and buildings to mount PODs/cameras to as well as power at each POD location. Estimate does not include any permits, licensing, conduit work, etc.				

Prices are subject to change at SLUS' discretion. Quote is partially based on Customer information. If the information is found to be incorrect at anytime or unknown site conditions are found during installation, SLUS may revise the quote to include any additional parts and labor to successfully complete the job. Such additional parts and labor will be subject to Customer's written approval. If the Customer chooses not to accept the revised quote and therefore, the job cannot be completed successfully, SLUS may remove any materials and products that SLUS installed and Customer will only be responsible for any labor that was performed thus far and any products and materials that cannot be reused.	Subtotal	\$41,045.00
	Sales Tax (0.0%)	\$0.00
	Total	\$41,045.00

Approved By: _____	Signature: _____	Date: _____
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Thank you for this opportunity. We look forward to working with you.