

Board Office Use: <b>Legislative File Info.</b>	
File ID Number	13-0433
Introduction Date	3-13-13
Enactment Number	13-0461
Enactment Date	3/13/13 OAS



OAKLAND UNIFIED  
SCHOOL DISTRICT

Community Schools, Thriving Students

# Memo

**To** Board of Education

**From** Maria Santos, Deputy Superintendent

**Board Meeting Date** March 13, 2013

**Subject** **PROFESSIONAL SERVICES AGREEMENT WITH CYPRESS VIDEO SURVEILLANCE SYSTEMS, INC**

**Action Requested** Ratification of Professional Services Agreement with Cypress Video Surveillance Systems, Inc

**Background**  
*A one paragraph explanation of why the consultant's services are needed.*

During the 2011-12 school year, the Montera PTO donated money for the purchase and installation of cameras and surveillance equipment for the Montera campus. Due to school leadership transition, there was delay in processing the donation and the invoice for the work. The work was completed by the vendor in June 2012.

**Discussion**  
*One paragraph summary of the scope of work.*

Ratification of Professional Services Agreement with Cypress Video Surveillance Systems, Inc to purchase and install cameras and surveillance equipment at Montera Middle School in an amount not to exceed \$30,601.50 with funds donated by the Montera PTO.

**Recommendation**

Ratification of Professional Services Agreement with Cypress Video Surveillance Systems, Inc to purchase and install cameras and surveillance equipment at Montera Middle School in an amount not to exceed \$30,601.50 with funds donated by the Montera PTO.

**Fiscal Impact** Funding resource name: (GP) not to exceed \$ 30,601.50

**Attachments**

- Professional Services Agreement with Cypress Video Surveillance Systems, Inc

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## PROFESSIONAL SERVICES CONTRACT 2012-2013

This Agreement is entered into between the Oakland Unified School District (OUSD) and Cypress Video Surveillance Systems, Inc (CONTRACTOR). OUSD is authorized by Government Code Section 53060 to contract for the furnishing of special services and advice in financial, economic, accounting, engineering, legal, and administrative matters with persons specially trained, experienced, and competent to perform such services. CONTRACTOR warrants it is specially trained, experienced, and competent to provide such services. The parties agree as follows:

- Services:** The CONTRACTOR shall provide the ("Services" or "Work") as described in **Exhibit "A,"** attached hereto and incorporated herein by reference.
- Terms:** CONTRACTOR shall commence work on April 5, 2012, or the day immediately following approval by the Superintendent if the aggregate amount CONTRACTOR has contracted with the District is below \$81,000 in the current fiscal year; or, approval by the Board of Education if the total contract(s) exceed \$81,000, whichever is later. The work shall be completed no later than June 30, 2012.
- Compensation:** OUSD agrees to pay CONTRACTOR for services satisfactorily rendered pursuant to this Agreement, a total fee not to exceed \$30,601.50. This sum shall be for full performance of this Agreement and includes all fees, costs, and expenses incurred by Contractor including, but not limited to, labor, materials, taxes, profit, overhead, travel, insurance, subcontractor costs, and other costs.

If CONTRACTOR will be compensated hourly for services provided under this Contract, CONTRACTOR shall describe in Exhibit "A," attached hereto, the specific scope of services to be delivered on an hourly basis to OUSD.

OUSD shall not be liable to CONTRACTOR for any costs or expenses paid or incurred by CONTRACTOR in performing services for OUSD, except as follows:

n/a

Payment for Work shall be made for all undisputed amounts in monthly installment payments within forty-five (45) days after the CONTRACTOR submits an invoice to OUSD for Work actually completed and after OUSD's written approval of the Work, or the portion of the Work for which payment is to be made.

The granting of any payment by OUSD, or the receipt thereof by CONTRACTOR, shall in no way lessen the liability of CONTRACTOR to correct unsatisfactory work, although the unsatisfactory character of that work may not have been apparent or detected at the time a payment was made. Work, which does not conform to the requirements of this Agreement, may be rejected by the District and in that case must be replaced by CONTRACTOR without delay.

- Submittal of Documents:** CONTRACTOR shall not commence the Work under this Contract until CONTRACTOR has submitted and OUSD has approved evidence of the following: waived for this agreement per J. Minor, General Counsel
  - Individual consultants:
    - Tuberculosis Clearance – Documentation from health care provider showing negative TB status within the last four years.
    - Completion of Pre-Consultant Screening Process – Attach letter from Human Resources Support Services showing completion of Pre-Consultant Screening for this current fiscal year.
    - Insurance Certificates and Endorsements – General Liability insurance in compliance with section 9 herein.
  - Agencies or organizations:
    - Insurance Certificates and Endorsements – Workers' Compensation insurance in compliance with section 9 herein.
- Equipment and Materials:** CONTRACTOR shall provide all equipment, materials, and supplies necessary for the performance of this Agreement *except:* n/a which shall not exceed a total cost of \$ n/a.
- CONTRACTOR Qualifications / Performance of Services.**

**CONTRACTOR Qualifications.** CONTRACTOR warrants it is specially trained, experienced, competent and fully licensed to provide the Services required by this Agreement in conformity with the laws and regulations of the State of California, the United States of America, and all local laws, ordinances and/or regulations, as they may apply.

**Standard of Care.** CONTRACTOR warrants that CONTRACTOR has the qualifications and ability to perform the Services in a professional manner, without the advice, control, or supervision of OUSD. CONTRACTOR's services will be performed, findings obtained, reports and recommendations prepared in accordance with generally and currently accepted principles and practices of its profession for services to California school districts.

- Notices:** All notices and invoices provided for under this Agreement shall be in writing and either personally delivered during normal business hours or sent by U.S. Mail (certified, return receipt requested) with postage prepaid to the other party at the address set forth below:

**OUSD Representative:**

Name: Montera Middle School, Principal

Site /Dept.: \_\_\_\_\_

Address: 5555 Ascot Drive  
Oakland, CA 94611

Phone: \_\_\_\_\_

**CONTRACTOR:**

Name: Cypress Video Surveillance Systems, Inc

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

Address: 44368 S. Grimmer Blvd  
Fremont, CA 94538

Phone: 510-668-1330

Notice shall be effective when received if personally served or, if mailed, three days after mailing. Either party must give written notice of a change of address. CONTRACTOR shall submit invoices in a form that includes the name of the person providing the service, the service performed, the date service was rendered, and the hours spent on the work.

**8. Invoicing**

Invoices furnished by CONTRACTOR under this Agreement must be in a form acceptable to OUSD. All amounts paid by OUSD shall be subject to audit by OUSD.

- 1. Invoices shall include, but not be limited to: Consultant name, consultant address, invoice date, invoice sequence number, purchase order number, name of school or department service was provided to, period of service, number of hours of service, brief description of services provided, hourly rate, total payment requested.
- 2. Invoices from Agencies or Organizations must include evidence of compliance with section 19 herein:
  - i. Fingerprinting of Employees and Agents: Agency or organization must provide a current list of all employees, agents and volunteers working at an OUSD site when invoicing, and must include the Department of Justice ATI number for each person, and at statement that subsequent arrest records have been requested for each person listed.
  - ii. Tuberculosis Screening: The list must also include a statement that TB Clearance is on file for each person.

9. **Status of Contractor:** This is not an employment contract. CONTRACTOR, in the performance of this Agreement, shall be and act as an independent contractor. CONTRACTOR understands and agrees that it and all of its employees shall not be considered officers, employees, agents, partner, or joint venture of OUSD, and are not entitled to benefits of any kind or nature normally provided employees of OUSD and/or to which OUSD's employees are normally entitled, including, but not limited to, State Unemployment Compensation or Worker's Compensation. CONTRACTOR shall assume full responsibility for payment of all Federal, State, and local taxes or contributions, including unemployment insurance, social security and income taxes with respect to CONTRACTOR's employees. In the performance of the work herein contemplated, CONTRACTOR is an independent contractor or business entity, with the sole authority for controlling and directing the performance of the details of the work, OUSD being interested only in the results obtained.

10. **Insurance:** Waived for this agreement, Per J. Minor, General Counsel

- 1. Commercial General Liability Insurance: Unless specifically waived by OUSD, the following insurance is required:
  - i. If CONTRACTOR employs any person to perform work in connection with this Agreement, CONTRACTOR shall procure and maintain at all times during the performance of such work, Workers' Compensation Insurance in conformance with the laws of the State of California and Federal laws when applicable. Employers' Liability Insurance shall not be less than One Million Dollars (\$1,000,000) per accident or disease.

Check one of the boxes below:

- CONTRACTOR is aware of the provisions of Section 3700 of the Labor Code which require every employer to be insured against liability for workers' compensation or to undertake self-insurance in accordance with the provisions of that code, and will comply with such provisions before commencing the performance of the Work of this Contract.
- CONTRACTOR does not employ anyone in the manner subject to the workers' compensation laws of California.

- ii. CONTRACTOR shall maintain Commercial General Liability insurance, including automobile coverage with limits of One Million Dollars (\$1,000,000) per occurrence for bodily injury and property damage. The coverage shall be primary as to OUSD and shall name OUSD as an additional insured. Evidence of insurance must be attached. Endorsement of OUSD as an additional insured shall not affect OUSD's rights to any claim, demand, suit or judgment made, brought or recovered against CONTRACTOR. The policy shall protect CONTRACTOR and OUSD in the same manner as though each were separately issued. Nothing in said policy shall operate to increase the Insurer's liability as set forth in the policy beyond the amount or amounts shown or to which the Insurer would have been liable if only one interest were named as an insured.
- iii. If CONTRACTOR is offering OUSD professional advice under this Contract, CONTRACTOR shall maintain Errors and Omissions insurance or Professional Liability insurance with coverage limits of One Million Dollars (\$1,000,000) per claim.

**OR**

- iv. CONTRACTOR is not required to maintain any insurance under this agreement. (Completed and approved Waiver of Insurance Form is required.) Waiver of insurance does not release CONTRACTOR from responsibility for any claim or demand.

11. **Licenses and Permits:** CONTRACTOR shall obtain and keep in force all licenses, permits, and certificates necessary for the performance of this Agreement.

Professional Services Contract

12. **Assignment:** The obligations of CONTRACTOR under this Agreement shall not be assigned by CONTRACTOR without the express prior written consent of OUSD.
13. **Anti-Discrimination.** It is the policy of OUSD that in connection with all work performed under Contracts there be no discrimination against any employee engaged in the work because of race, color, ancestry, national origin, religious creed, physical disability, medical condition, marital status, sexual orientation, gender, or age and therefore the CONTRACTOR agrees to comply with applicable Federal and California laws including, but not limited to, the California Fair Employment and Housing Act beginning with Government Code Section 12900 and Labor Code Section 1735 and OUSD policy. In addition, the CONTRACTOR agrees to require like compliance by all its subcontractor(s). Contractor shall not engage in unlawful discrimination in employment on the basis of actual or perceived; race, color, national origin, ancestry, religion, age, marital status, pregnancy, physical or mental disability, medical condition, veteran status, gender, sex or sexual orientation.
14. **Drug-Free / Smoke Free Policy.** No drugs, alcohol, and/or smoking are allowed at any time in any buildings and/or grounds on OUSD property. No students, staff, visitors, CONTRACTORS, or subcontractors are to use drugs on these sites.
15. **Indemnification:** CONTRACTOR agrees to hold harmless, indemnify, and defend OUSD and its officers, agents, and employees from any and all claims or losses accruing or resulting from injury, damage, or death of any person, firm, or corporation in connection with the performance of this Agreement. CONTRACTOR also agrees to hold harmless, indemnify, and defend OUSD and its elective board, officers, agents, and employees from any and all claims or losses incurred by any supplier, contractor, or subcontractor furnishing work, services, or materials to CONTRACTOR in connection with the performance of this Agreement. This provision survives termination of this Agreement.
16. **Copyright/Trademark/Patent/Ownership.** CONTRACTOR understands and agrees that all matters produced under this Agreement shall become the property of OUSD and cannot be used without OUSD's express written permission. OUSD shall have all right, title and interest in said matters, including the right to secure and maintain the copyright, trademark, and/or patent of said matter in the name of OUSD. CONTRACTOR consents to use of CONTRACTOR's name in conjunction with the sale, use, performance and distribution of the matters, for any purpose and in any medium. These matters include, without limitation, drawings, plans, specifications, studies, reports, memoranda, computation sheets, the contents of computer diskettes, artwork, copy, posters, billboards, photographs, videotapes, audiotapes, systems designs, software, reports, diagrams, surveys, source codes or any other original works of authorship, or other documents prepared by CONTRACTOR or its Sub-CONTRACTORS in connection with the Services performed under this Agreement. All works shall be works for hire as defined under Title 17 of the United States Code, and all copyrights in those works are the property of OUSD.
17. **Waiver:** No delay or omission by either party in exercising any right under this Agreement shall operate as a waiver of that or any other right or prevent a similar subsequent act from constituting a violation of the Agreement.
18. **Termination:** OUSD may at any time terminate this Agreement upon written notice to CONTRACTOR. OUSD shall compensate CONTRACTOR for services satisfactorily provided through the date of termination. In addition, OUSD may terminate this Agreement for cause should CONTRACTOR fail to perform any part of this Agreement. In the event of termination for cause, OUSD may secure the required services from another contractor. If the cost to OUSD exceeds the cost of providing the services pursuant to this Agreement, CONTRACTOR shall pay the additional cost.
19. **Conduct of Consultant.** CONSULTANT will adhere to the following staff requirements and provide OUSD with evidence of staff qualifications, consistent with invoicing requirements outlined in Section 8, which include: n/a per J. Minor, General Counsel

1. **Tuberculosis Screening**

2. **Fingerprinting of Employees and Agents.** The fingerprinting and criminal background investigation requirements of Education Code section 45125.1 apply to CONTRACTOR's services under this Agreement and CONTRACTOR certifies its compliance with these provisions as follows: "CONTRACTOR certifies that CONTRACTOR has complied with the fingerprinting and criminal background investigation requirements of Education Code section 45125.1 with respect to all CONTRACTOR's employees, subcontractors, agents, and subcontractors' employees or agents ("Employees") regardless of whether those Employees are paid or unpaid, concurrently employed by OUSD, or acting as independent contractors of CONTRACTOR, who may have contact with OUSD pupils in the course of providing services pursuant to the Agreement, and the California Department of Justice has determined that none of those Employees has been convicted of a felony, as that term is defined in Education Code section 45122.1. Contractor further certifies that it has received and reviewed fingerprint results for each of its Employees and Contractor has requested and reviews subsequent arrest records for all Employees who may come into contract with OUSD pupils in providing services to the District under this Agreement.

Contractor initial: \_\_\_\_\_

In the event that OUSD, in its sole discretion, at any time during the term of this contract, desires the removal of any CONSULTANT related persons, employee, representative or agent from an OUSD school site and, or property, CONSULTANT shall immediately upon receiving notice from OUSD of such desire, cause the removal of such person or persons.

20. **No Rights in Third Parties.** This Agreement does not create any rights in, or inure to the benefit of, any third party except as expressly provided herein.
21. **OUSD's Evaluation of CONTRACTOR and CONTRACTOR's Employees and/or Subcontractors.** OUSD may evaluate the CONTRACTOR's work in any way that OUSD is entitled to do so pursuant to applicable law. The OUSD's evaluation may include, without limitation:
  1. Requesting that OUSD employee(s) evaluate the CONTRACTOR and the CONTRACTOR's employees and subcontractors and each of their performance.
  2. Announced and unannounced observance of CONTRACTOR, CONTRACTOR's employee(s), and/or subcontractor(s).

Professional Services Contract

- 22. **Limitation of OUSD Liability.** Other than as provided in this Agreement, OUSD's financial obligations under this Agreement shall be limited to the payment of the compensation provided in this Agreement. Notwithstanding any other provision of this Agreement, in no event, shall OUSD be liable, regardless of whether any claim is based on contract or tort, for any special, consequential, indirect or incidental damages, including, but not limited to, lost profits or revenue, arising out of, or in connection with, this Agreement for the services performed in connection with this Agreement.
- 23. **Confidentiality.** The CONTRACTOR and all CONTRACTOR's agents, personnel, employee(s), and/or subcontractor(s) shall maintain the confidentiality of all information received in the course of performing the Services. CONTRACTOR understands that student records are confidential and agrees to comply with all state and federal laws concerning the maintenance and disclosure of student records. This requirement to maintain confidentiality shall extend beyond the termination of this Agreement. Contractors will be permitted access to student data only where permissible under state and federal law and only after executing OUSD's Confidentiality Agreement Regarding Student Data.
- 24. **Conflict of Interest.** CONTRACTOR shall abide by and be subject to all applicable OUSD policies, regulations, statutes or other laws regarding conflict of interest. CONTRACTOR shall not hire any officer or employee of OUSD to perform any service by this Agreement.  
 CONTRACTOR affirms to the best of his/her/its knowledge, there exists no actual or potential conflict of interest between CONTRACTOR's family, business or financial interest and the services provided under this Agreement, and in the event of change in either private interest or services under this Agreement, any question regarding possible conflict of interest which may arise as a result of such change will be brought to OUSD's attention in writing.  
 Through its execution of this Agreement, CONTRACTOR acknowledges that it is familiar with the provisions of section 1090 *et seq.* and section 87100 *et seq.* of the Government Code of the State of California, and certifies that it does not know of any facts which constitute a violation of said provisions. In the event CONTRACTOR receives any information subsequent to execution of this Agreement, which might constitute a violation of said provisions, CONTRACTOR agrees it shall notify OUSD in writing.
- 25. **Integration/Entire Agreement of Parties.** This Agreement constitutes the entire agreement between the Parties and supersedes all prior discussions, negotiations, and agreements, whether oral or written. This Agreement may be amended or modified only by a written instrument executed by both Parties.
- 26. **Litigation:** This Agreement shall be performed in Oakland, California and is governed by the laws of the State of California. The Alameda County Superior Court shall have jurisdiction over any state court litigation initiated to enforce or interpret this Agreement. If litigation is initiated, the prevailing party shall be entitled to reasonable attorney's fees and costs.
- 27. **Contract Contingent on Governing Board Approval:** The District shall not be bound by the terms of this Agreement until it has been formally approved by the District's Governing Board, and no payment shall be owed or made to CONTRACTOR absent formal approval. This Agreement shall be deemed to be approved when it has been signed by the Board of Education, and/or the Superintendent as its designee.
- 28. **Signature Authority:** Each party has the full power and authority to enter into and perform this Agreement, and the person signing this Agreement on behalf of each Party has been given the proper authority and empowered to enter into this Agreement.
- 29. **Counterparts:** This Agreement and all amendments and supplements to it may be executed in counterparts, and all counterparts together shall be construed as one document.
- 30. **Incorporation of Recitals and Exhibits:** The Recitals and each exhibit attached hereto are hereby incorporated herein by reference.
- 31. **Certification Regarding Debarment, Suspension, Ineligibility and Voluntary Exclusion:** The prospective primary participant certifies to the best of its knowledge and belief, that it and its principals: Are not presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from covered transactions by any Federal department or agency according to Federal Acquisition Regulation Subpart 9.4, and by signing this contract, certifies that this vendor does not appear on the Excluded Parties List. (<https://www.epis.gov/epis/search.do>)

Summary of terms and compensation:

Work has been completed

Total Fee: \$30,601.50

OAKLAND UNIFIED SCHOOL DISTRICT

CONTRACTOR

Maria Santos  
 Maria Santos, Deputy Superintendent

[Signature] 3/27/2013  
 Contractor Signature Date

- President, Board of Education
- Superintendent or Designee

3/14/13  
 Date

SAMMY SZE, MANAGER  
 Print Name, Title

[Signature]  
 Secretary, Board of Education

3/14/13  
 Date

OAKLAND UNIFIED SCHOOL DISTRICT  
 Office of General Counsel  
 APPROVED FOR FORM & SUBSTANCE  
 By: [Signature]  
 Attorney at Law

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 By: OL

**EXHIBIT "A" Scope of Work**

**DESCRIPTION OF SERVICES TO BE PERFORMED BY CONTRACTOR**

CONTRACTOR's entire Proposal is not made part of this Agreement. **[IF A CONTRACTOR PROVIDES AN ACCEPTABLE DESCRIPTION OF SERVICES AS PART OF A PROPOSAL, THAT DESCRIPTION OF SERVICES CAN BE ATTACHED WITHOUT ANY TERMS, CONDITIONS, LIMITATIONS, ETC., FROM THAT PROPOSAL.**

**Summary for Board Memo and Board Agenda** – Must accurately align with scope of work below.

**Ratification by the Board of Education of a professional services agreement between Cypress Video Surveillance Systems, Inc and the District to purchase and install surveillance and security cameras at Montera Middle School for an amount not to exceed \$30, 601.50 with funds donated by the Montera PTO.**

**SCOPE OF WORK**

\_\_\_\_\_ N/A \_\_\_\_\_ will provide a maximum of \_\_\_\_\_ hours of services at a rate of \$\_\_\_\_\_ per hour for a total not to exceed \$\_\_\_\_\_. The work has been completed.

**1. Description of Services to be Provided:** Provide a description of the service(s) the contractor will provide. Be specific about what service(s) OUSD is purchasing and what *this* Contractor will do.

See Attachment 1

**2. Specific Outcomes:** What are the expected outcomes from the services of this Contract? Be specific. For example, as a result of the service(s): 1) How many more Oakland children are graduating from high school? 2) How many more Oakland children are attending school 95% or more? 3) How many more students have meaningful internships and/or paying jobs? 4) How many more Oakland children have access to, and use, the health services they need? Provide details of program participation (Students will...) and measurable outcomes (Participants will be able to...). NOT THE GOALS OF THE SITE OR DEPARTMENT.

The purpose of this agreement is to support the school climate and safety by providing additional security.

**3. Alignment with District Strategic Plan:** Indicate the goals and visions supported by the services of this contract: (Check all that apply.)

- Ensure a high quality instructional core
- Prepare students for success in college and careers

Professional Services Contract

- Develop social, emotional and physical health
- Create equitable opportunities for learning
- High quality and effective instruction

- Safe, healthy and supportive schools
- Accountable for quality
- Full service community district

**4. Alignment with Single Plan for Student Achievement (required if using State or Federal Funds)**

Please select:

- Action Item included in Board Approved SPSA (no additional documentation required)** – Action Item Number: \_\_\_\_\_
  - Action Item added as modification to Board Approved SPSA** – Submit the following documents to the Resource Manager either electronically via email of scanned documents, fax or drop off.
    1. Relevant page of SPSA with action item highlighted. Page must include header with the word “Modified”, modification date, school site name, both principal and school site council chair initials and date.
    2. Meeting announcement for meeting in which the SPSA modification was approved.
    3. Minutes for meeting in which the SPSA modification was approved indicating approval of the modification.
    4. Sign-in sheet for meeting in which the SPSA modification was approved.
-



# CYPRESS VIDEO SURVEILLANCE SYSTEMS, INC.

44368 S. GRIMMER BLVD, FREMONT, CA 94538  
 TEL: (510)668-1330 FAX: (510)668-1498

Date: April 5, 2012

Montera Middle School  
 5555 Ascot Drive,  
 Oakland, CA 94611  
 (Attn: Jeff Morelli, C:510-333-3650, [jmmorelli@sbcglobal.net](mailto:jmmorelli@sbcglobal.net) )  
 Dear Jeff,

## Price Quotation on Video Surveillance System

It was a pleasure meeting you and Principal Mesfun.

Cypress Video is the only video surveillance company in the industry that has earned the prestigious Diamond Certified Award, independently rated "**Highest in Quality**". Our expertise in system design and camera installation is unmatched by other surveillance companies who are mainly alarm companies, locksmiths and TV installers. They install security cameras as a sideline business while we specialize in security camera systems only. Since it is the only thing we do for a living since 1992, we know the products inside out. We have done extensive work in Oakland. We are the chosen video surveillance system vendor for many property management companies, City Governments, schools, gas stations, etc. Recently, we have been chosen by the City of Oakland three times in a row to install a total of over 80 camera systems in 3 high crime districts. This speaks volume of our outstanding quality, exceptional value and unmatched reputation.

For Montera Middle School, if you monitor in real time some locations where students congregated but rely on recordings to investigate activities on walkways and other areas, I would recommend PTZ cameras for real-time monitoring and High-Definition stationary cameras for the other areas.

**Hybrid Package:** 16-Ch Hybrid DVR + 2 x 4-Ch Hybrid DVRs + 8 PTZ cameras + 6 stationary HD digital cameras

Item	Quantity	Extended Amount	Remarks
<p><b>(1) 16-channel Hybrid DVR, 4TB video storage, DVD-RW or USB for easy video backup, recording by motion, Real-time Recording, Real-time Display</b></p> <p><b>Advantages:</b></p> <ul style="list-style-type: none"> <li>▪ Professional Grade Equipment</li> <li>▪ User-friendly Graphical Interface</li> <li>▪ Easy control by mouse</li> <li>▪ Multiplex with all round functions</li> <li>▪ Remote Viewing via PCs, Smart Phones including iPhones, Android Phones, iPads</li> </ul>	1	\$2,400	Customer is responsible for providing an electrical outlet, a power strip <u>and</u> , for remote access, Internet connection next to the DVR. Dynamic IP is supported but static IP is preferred for more stable connection.



<b>(2) 4-Ch Hybrid DVR, 500GB, DVD-RW (features similar to (1) above)</b>	2	\$3,000 (2x\$1,500)	i) Portables P13-P16 ii) Bldg K The 2 DVRs will be linked to the office via network connection to be provided by the school at the Portables and Bldg K.
<b>(3) Model 8361 2MegaPixel CMOS Vandal-Proof Dome Camera, Removable IR-cut Filter for Day &amp; Night Function, H264/MJPEG/MPEG4 compression, Weather Certified IP66, 3~9mm vari-focal lens, auto-iris lens, built-in heater &amp; fan, 1920x1080, built-in 18 IR Illuminators (effective up to 20 m)</b>	6	\$4,200 (6x\$700)	The HD camera gives more details for identification purpose. (Denoted by blue squares on the layout diagram)
<b>(4) Full size Samsung Outdoor PTZ with x468 Total Zoom (x39 Optical, x12 Digital), f=3.4~132.6mm, Wide Dynamic Range, Super Digital Noise Reduction, Back Light Compensation, Sens-up x256, Day &amp; Night Modes</b>	8	\$8,000 (8x\$1000)	The powerful zoom lens of this camera is perfect for close monitoring of a large area. (Denoted by red circular dots on the layout diagram)
<b>(5) Cables, Adapters, Connectors, Power Supply, Corner Mount Kits, Conduits</b>		\$2,200	
<b>(6) 19" LCD Screen (wall-mountable)</b>	3	\$360 (3x\$120)	
<b>(7) PTZ Keyboard/Joystick</b>	3	\$600 (3x\$200)	
<b>Total Hardware</b>		<b>\$20,760</b>	
<b>Sales Tax &amp; State Recycle Fee</b>		<b>\$1,841</b>	
<b>Labor: Cabling, Installation &amp; Configuration of System</b>		<b>\$8,000</b>	
<b>Grand Total</b>		<b>\$30,601</b>	

**Terms & Conditions:**

- 1) Warranty is one-year parts and labor.
- 2) Items not mentioned above are not covered.
- 3) This proposal becomes a valid Contract upon written confirmation by email or fax, or receipt of deposit from Customer, whichever is earlier.
- 4) Proposal is valid for 60 days.
- 5) This contract shall not be modified without written consent by both parties.
- 6) Standard installation lead time is 1 - 2 weeks. Urgent installation can be completed sooner.
- 7) A Purchase Order is required to confirm the order. Amount is due upon completion of installation.

As a Diamond Certified company, I can guarantee that if we are given the chance to serve your video surveillance needs, you will be a very satisfied customer of ours, enjoying wonderful service, reliable equipment and great prices.

Standard Non-Disclosure Clause: Please note that the information contained in this quote is for the consumption of your school only and cannot be disclosed to third parties such as other video surveillance system vendors. Otherwise we will charge for the time and our professional service in preparing this proposal,

Thank you in advance for your business,  
Sammy See  
Sales Manager

Customer:

Maria Santos  
Accepted & Signed

2-26-2013  
Date



*Quality • Satisfaction • Trust*