



**PUBLIC WORKS DEPARTMENT**

**CONTRACT DOCUMENTS**

**FOR**

**INSTALLATION TO SUPPORT  
AES MONITORING SERVICES**

November 2021

## PUBLIC WORKS DEPARTMENT

### CITY OF CAMAS PUBLIC WORKS DEPARTMENT INSTALLATION TO SUPPORT AES MONITORING SERVICES

This Contract is entered into between the City of Camas, a municipal corporation, hereinafter referred to as "the City", and Guardian Security Systems, Inc., hereinafter referred to as the "Contractor", in consideration of the mutual benefits, terms, and conditions hereinafter specified.

#### **Description of Work:**

The purpose of this contract is to install new equipment and configure existing equipment to integrate with the Contractor's networks, in support of their forthcoming monitoring services. The work will take place at several City facilities, including twenty-four (24) sanitary pump stations and eight (8) City buildings, and is expected to take approximately 45 days. As outlined in Exhibit A: Installation Proposal to Support AES Monitoring Services, the work is to include planning and engineering services; equipment procurement, installation and configuration; inspections and acceptance testing; and training of key City staff members.

In the event of any conflict between the provisions of the City of Camas Contract Documents and Exhibit A, then the terms as set forth within this Contract shall control.

#### **Contract Requirements:**

- A Contract Bond in the amount of 100% of the total quote shall be required.
- **The Contractor is obligated to pay Washington State Department of Labor and Industries Prevailing Wages, Rates for Clark County, effective November 18, 2021. Rates applicable to this project can be looked up at the Washington State Department of Labor and Industries web site at: [www.lni.wa.gov/TradesLicensing/PrevWage/WageRates/default.asp](http://www.lni.wa.gov/TradesLicensing/PrevWage/WageRates/default.asp)**
- The Contractor is responsible for acquiring any and all permits related to the work being performed.
- The Contractor will not be allowed to perform any work on City recognized holidays, Sundays, or before 7:00 a.m. or after 7:00 p.m. on any working day.
- **INSURANCE REQUIREMENTS**
  - The Contractor shall deliver to the Contracting Agency a Certificate(s) of Insurance and endorsements for each policy of insurance meeting the requirements set forth herein when the Contractor delivers the signed Contract for the work. The certificate and endorsements must conform to the following requirements:
    - An ACORD certificate or a form determined by the Contracting Agency to be equivalent.
    - Any other amendatory endorsements to show the coverage required herein.
    - All insurance policies, with the exemption of Professional Liability and Workers Compensation, shall name the following entities as additionally insured(s):
      - **Contracting Agency and its officer, elected officials, employees, agents, and volunteers.**
      - The listed entities above shall be additional insured(s) for the full available limits of liability maintained by the Contractor, whether primary, excess, contingent or

otherwise, irrespective of whether such limits maintained by the Contractor are greater than those required by this Contract, and irrespective of whether the Certificate of Insurance provided by the Contractor pursuant to 1-07.18(3) describes limits lower than those maintained by the Contractor.

- The insurance shall provide the minimum coverages and limits set forth below. Providing coverage in these stated minimum limits shall not be construed to relieve the Contractor from liability in excess of such limits. All deductibles and self-insured retentions must be disclosed and are subject to approval by the Contracting Agency. The cost of any claim payments falling within the deductible shall be the responsibility of the Contractor.

**Commercial General Liability**

- Commercial General Liability insurance shall be at least as broad as ISO occurrence form CG 00 01 and shall cover liability arising from premises, operations, independent contractors, products-completed operations, stop gap liability, personal injury and advertising injury, and liability assumed under an insured contract. The Commercial General Liability insurance shall be endorsed to provide a per project general aggregate limit using ISO form CG 25 03 05 09 or an endorsement providing at least as broad coverage. There shall be no exclusion for liability arising from explosion, collapse or underground property damage. The Public Entity shall be named as an additional insured under the Contractor’s Commercial General Liability insurance policy with respect to the work performed for the Public Entity using ISO Additional Insured endorsement CG 20 10 10 01 and Additional Insured-Completed Operations endorsement CG 20 37 10 01 or substitute endorsements providing at least as broad coverage.

Per project aggregate

Premises/Operations Liability

Products/Completed Operations – for a period of one year following final acceptance of the work.

Personal/Advertising Injury

Contractual Liability

Independent Contractors Liability

Stop Gap / Employers’ Liability

Explosion, Collapse, or Underground Property Damage (XCU)

Blasting (only required when the Contractor’s work under this Contract includes exposures to which this specified coverage responds)

Such policy must provide the following minimum limits:

\$2,000,000 Each Occurrence

\$2,000,000 General Aggregate

\$2,000,000 Products & Completed Operations Aggregate

\$1,000,000 Personal & Advertising Injury, each offence

Stop Gap / Employers’ Liability

\$1,000,000 Each Accident

\$1,000,000 Disease - Policy Limit

\$1,000,000 Disease - Each Employee

### **Automobile Liability**

- Automobile Liability insurance covering all owned, non-owned, hired, and leased vehicles. Coverage shall be at least as broad as ISO form CA 00 01. For Construction and Services Contracts add: Pollution Liability coverage at least as broad as that provided under ISO Pollution Liability Broadened Coverage for Covered Autos Endorsement CA 99 48 shall be provided, and the Motor Carrier Act Endorsement (MCS 90) shall be attached.

\$1,000,000      Minimum combined single limit for bodily injury  
and property damage per incident

### **Workers' Compensation**

- The Contractor shall comply with Workers' Compensation coverage as required by the Industrial Insurance laws of the state of Washington.

- **COVID-19 HEALTH AND SAFETY REQUIREMENTS**

The contractor shall have a COVID-19 Plan that makes it mandatory for all workers on the project to have face masks, gloves, and other PPE if directed by Federal and State mandates. All workers on this project must comply with the Contractor's approved COVID-19 plan or be subject to disqualification to work on the project. Camas reserves the right to review the Contractor's plan and to mandate certain additions or deletions in conformance with current recommendations and Camas standards.

### **SUBMITTALS**

- Construction Schedule
- Equipment Specifications
- Operations and Maintenance Manuals
- Closeout Documents

### **Civil Rights Act:**

The City of Camas is an Equal Employment Opportunity employer.

The City of Camas, in accordance with the provisions of Title VI of the Civil Rights Act of 1964 (78 Stat. 252, 42 U.S.C. §§ 2000d to 2000d-4) and the Regulations, hereby notifies all bidders that it will affirmatively ensure that any contract entered into pursuant to this advertisement, all contractors will be afforded full and fair opportunity to submit bids in response to this invitation and will not be discriminated against on the grounds of the owner's race, color, national origin, sex, age, disability, income-level, or Limited English Proficiency in consideration for an award.

The Contractor will comply with all federal, state and local laws prohibiting discrimination on the basis of age, sex, sexual orientation, marital status, race, creed, color, national origin, disability, or familial status. These requirements are specified in Section 109 of the Housing and Community Development Act of 1974 (42 USC Section 5309); Civil Rights Act of 1964, Title VII (42 USC Section 2000e); Civil Rights Act of 1968, Title VIII (Fair Housing Act) (42 USC Sections 3601 - 3639); Executive Order 11063 (Equal Opportunity in Housing); Executive Order 11246, as amended (Equal Employment Opportunity); Architectural Barriers Act of 1968 (42 USC 4151, et seq.); Americans with Disabilities Act (42 U.S.C. 12101, et seq.); and Section 3 of the Housing and Urban Development Act of 1968, and 24 CFR 570.601.

The Contractor will not discriminate against any resident of the project service area by denying benefit from or participation in any block grant funded activity on the basis of race, color, sex, sexual orientation, national origin, disability, age, marital status and familial status. (Civil Rights Act of 1964, Title VI; Civil Rights Act of 1968, Title VII; Architectural Barriers Act of 1968; Americans with Disabilities Act; Section 109, Housing and Community Development Act of 1974; Section 504, Rehabilitation Act of 1973 as amended).

## CONTRACT

THIS AGREEMENT, made and entered into this \_\_\_\_\_ day of \_\_\_\_\_, 2021, between the City of Camas under and by virtue of Title 35A RCW (cities and towns), as amended

And, \_\_\_\_\_, hereinafter called the Contractor.

WITNESSETH:

That in consideration of the terms and conditions contained herein and attached and made a part of this agreement, the parties hereto covenant and agree as follows:

I. The Contractor shall do all work and furnish all tools, materials and equipment for **Installation to Support AES Monitoring Services.**

The Contractor shall provide and bear the expense of all equipment, work and labor, of any sort whatsoever that may be required for the transfer of materials and for constructing and completing the work provided for in these Contract Documents except those items mentioned therein to be furnished by the City of Camas. In all respects, the Contractor is an independent Contractor, and not an employee of the City of Camas.

II. The City of Camas hereby promises and agrees with the Contractor to employ, and does employ the Contractor to provide the materials and to do and cause to be done the above described work and to complete and finish the same in accord with the attached proposal and the terms and conditions herein contained and hereby contracts to pay for the same according to the attached proposal and the schedule of unit or itemized prices at the time and in manner and upon the conditions provided for in this contract.

III. The Contractor for himself/herself, and for his/her heirs, executors, administrators, successors, assigns, does hereby agree to the full performance of all the covenants herein contained upon the part of the Contractor.

IV. The Contractor shall defend, indemnify and hold the City of Camas, its officers, officials, employees and volunteers harmless from any and all claims, injuries, damages, losses or suits including attorney fees, arising out of or in connection with the performance of this Agreement, except for injuries and damages caused by the sole negligence of the City of Camas.

However, should a court of competent jurisdiction determine that this Agreement is subject to RCW 4.24.115, then in the event of liability for damages arising out of bodily injury to persons or damages to property caused by or resulting from the concurrent negligence of the Contractor and the City, its officers, officials, employees, and volunteers, the Contractor's liability hereunder shall be only to the extent of the Contractor's negligence. It is further specifically and expressly understood that the indemnification provided herein constitutes the Contractor's waiver of immunity under Industrial Insurance, Title 51 RCW, solely for the purposes of this indemnification. This waiver has been mutually negotiated by the parties. The provisions of this section shall survive the expiration or termination of this Agreement.

V. The Contractor shall provide a material, labor, and equipment guarantee for the work performed under this contract for a period of one year from the Date of Acceptance as shown on the Notice of Completion for Public Works Projects. All work shall be free of defect in workmanship or materials. Upon

notice, the Contractor shall make all repairs promptly at no cost to the City. Failure to repair or replace defects in a manner satisfactory to the Engineer will constitute a breach of this contract.

**VI. The Contractor is obligated to pay Prevailing Wages as determined by the Washington State Department of Labor and Industries Prevailing Wages, Rates for Clark County effective November 18, 2021.**

VII. As provided by Title VI of the Civil Rights Act of 1964, and the Civil Rights Restoration Act of 1987, the contractor, with regard to the work performed by it during the contract, shall not discriminate on the grounds of race, color, sex or national origin in the selection and retention of sub-contractors, including procurement of materials and leases of equipment.

City of Camas, Washington in accordance with the provisions of Title VI of the Civil Rights Act of 1964 {78 Stat. 42 U.S.C. §§ 2000d to 2000d-4) and the Regulations, hereby notified all bidders that it will affirmatively ensure that any contract entered into pursuant to this advertisement, all contractors will be afforded full and fair opportunity to submit bids in response to this invitation and will not be discriminated against on the grounds of the owner's race, color, national origin, sex, age, disability, income-level, or LEP in consideration for an award.

VIII. The Contractor shall certify that they are not presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participating in covered transactions by any State or Federal department or agency.

IX. The Contractor shall not propose or contract with any person or entity that is currently debarred, suspended, and ineligible contractors and grantees.

X. It is further provided that no liability shall attach to the City of Camas by reason of entering into this contract, except as provided herein.

XIII. The Contractor shall maintain its records and accounts so as to facilitate audit requirements as established by the Office of the State Auditor and shall require subcontractors to do the same.

IN WITNESS WHEREOF, the Contractor has executed this instrument, on the day and year first below written and the Mayor of the City of Camas has caused this instrument to be executed by and in the name of the said City of Camas the day and year first above written.

Executed by the Contractor \_\_\_\_\_, 2021.

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Contractor

Executed by the Local Agency \_\_\_\_\_, 2021.

\_\_\_\_\_  
Mayor, City of Camas

Approved as to Form

\_\_\_\_\_  
City of Camas Attorney



**CONTRACT BOND**

**INSTALLATION TO SUPPORT AES MONITORING SERVICES**

KNOW ALL PERSONS BY THESE PRESENTS, That \_\_\_\_\_

of \_\_\_\_\_, as Principal, and \_\_\_\_\_

as Surety, are jointly and severally held and bound unto the City of Camas, Washington,

in the penal sum of Dollars (\$ \_\_\_\_\_), for the payment of which we jointly and severely bind ourselves, our heirs, executors, administrators, and assigns, and successors and assigns, firmly by these presents.

THE CONDITION of this bond is such that whereas, on the \_\_\_\_\_

day of \_\_\_\_\_ A.D., 20\_\_\_\_, the said \_\_\_\_\_,

Principal, herein, executed a certain contract with the City of Camas, Washington,

by the terms, conditions and provisions of which contract the said \_\_\_\_\_,

Principal, herein, agree to furnish all material and do certain work, to wit: That

\_\_\_\_\_ will undertake and

complete the construction of these **Installation to Support AES Monitoring Services**, according to the specifications made a part of said contract, which contract as so executed, is hereunto attached, is now referred to and by reference is incorporated herein and made a part hereof as fully for all purposes as if here set forth at length. The bond shall cover all approved change orders as if they were in the original contract.

NOW, THEREFORE, if the Principal herein shall faithfully and truly observe and comply with the terms, conditions and provisions of said contract in all respects and shall well and truly and fully do and perform all matters and things by **February 26, 2022**, unless amended by change order, undertaken to be performed under said contract, upon the terms proposed therein, and within the time prescribed therein, and until the same is accepted, and shall pay all laborers, mechanics, subcontractors and material men, and all persons who shall supply such contractor or subcontractor with provisions and supplies for the carrying on of such work, and shall in all respects faithfully perform said contract according to law, then this obligation to be void, otherwise to remain in full force and effect.

WITNESS our hands this \_\_\_\_\_ day of \_\_\_\_\_, 20\_\_

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

PRINCIPAL

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ATTORNEY-IN-FACT, SURETY

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NAME AND ADDRESS, LOCAL OFFICE OF AGENT

APPROVED:

CITY OF CAMAS, WASHINGTON

BY: \_\_\_\_\_  
MAYOR, CITY OF CAMAS

DATE: \_\_\_\_\_, 20\_\_

SURETY BOND NUMBER \_\_\_\_\_

**The United States Department of Transportation**  
**Appendix A of the**  
**Standard Title VI/ Non-Discrimination Assurances**  
**DOT Order No. 1050.2A**

During the performance of this contract, the contractor, for itself, its assignees, and successors in interest (hereinafter referred to as the "contractor") agrees as follows:

1. **Compliance with Regulations:** The contractor (hereinafter includes consultants) will comply with the Acts and the Regulations relative to Non-discrimination in Federally-assisted programs of the U.S. Department of Transportation, Federal Highway Administration (FHWA), as they may be amended from time to time, which are herein incorporated by reference and made a part of this contract.
2. **Non-discrimination:** The contractor, with regard to the work performed by it during the contract, will not discriminate on the grounds of race, color, national origin, sex, age, disability, income-level, or Limited English Proficiency (LEP) in the selection and retention of subcontractors, including procurements of materials and leases of equipment. The contractor will not participate directly or indirectly in the discrimination prohibited by the Acts and the Regulations as set forth in Appendix E, including employment practices when the contract covers any activity, project, or program set forth in Appendix B of 49 C.F.R. Part 21.
3. **Solicitations for Subcontracts, Including Procurements of Materials and Equipment:** In all solicitations, either by competitive bidding, or negotiation made by the contractor for work to be performed under a subcontract, including procurements of materials, or leases of equipment, each potential subcontractor or supplier will be notified by the contractor of the contractor's obligations under this contract and the Acts and the Regulations relative to Non-discrimination on the grounds of race, color, national origin, sex, Age, disability, income-level or LEP.
4. **Information and Reports:** The contractor will provide all information and reports required by the Acts, the Regulations and directives issued pursuant thereto and will permit access to its books, records, accounts, other sources of information, and its facilities as may be determined by the Recipient or the FHWA to be pertinent to ascertain compliance with such Acts, Regulations and instructions. Where any information required of a contractor is in the exclusive possession of another who fails or refuses to furnish the information, the contractor will so certify to the Recipient or the FHWA, as appropriate, and will set forth what efforts it has made to obtain the information.
5. **Sanctions for Noncompliance:** In the event of a contractor's noncompliance with the Non-discrimination provisions of this contract, the Recipient will impose such contract sanctions as it or the FHWA may determine to be appropriate, including, but not limited to:
  - a. withholding payments to the contractor under the contract until the contractor complies; and/or
  - b. cancelling, terminating, or suspending a contract, in whole or in part.

**Incorporation of Provisions:** The contractor will include the provisions of paragraphs one through six in every subcontract, including procurements of materials and leases of equipment, unless exempt by the Acts, the Regulations and directives issued pursuant thereto. The contractor will take action with respect to any subcontract or procurement as the Recipient or the FHWA may direct as a means of enforcing such provisions including sanctions for noncompliance. Provided, that if the contractor becomes involved in, or is threatened with litigation by a subcontractor, or supplier because of such direction, the contractor may request the Recipient to enter into any litigation to protect the interests of the Recipient. In addition, the contractor may request the United States to enter into the litigation to protect the interests of the United States.

**The United States Department of Transportation**  
**Appendix E of the**  
**Standard Title VI/ Non-Discrimination Assurances**  
**DOT Order No. 1050.2A**

During the performance of this contract, the contractor, for itself, its assignees, and successors in interest (hereinafter referred to as the "contractor") agrees to comply with the following non-discrimination statutes and authorities, including, but not limited to:

**Pertinent Non-Discrimination Authorities:**

- Title VI of the Civil Rights Act of 1964 (42 U.S.C. § 2000d *et seq.*, 78 stat.252), prohibits discrimination on the basis of race, color, national origin); and 49 CFR Part 21.
  - The Uniform Relocation Assistance and Real Property Acquisition Policies Act of 1970, (42 U.S.C. § 4601), (prohibits unfair treatment of persons displaced or whose property has been acquired because of Federal or Federal-aid programs and projects);
  - Federal-Aid Highway Act of 1973, (23 U.S.C. § 324 *et seq.*), prohibits discrimination on the basis of sex);
  - Section 504 of the Rehabilitation Act of 1973, (29 U.S.C. § 794 *et seq.*), as amended, prohibits discrimination on the basis of disability; and 49 CFR Part 27;
  - The Age Discrimination Act of 1975, as amended, (42 U.S.C. § 6101 *et seq.*), prohibits discrimination on the basis of age);
  - Airport and Airway Improvement Act of 1982, (49 U.S.C. § 471, Section 47123, as amended, (prohibits discrimination based on race, creed, color, national origin, or sex);
  - The Civil Rights Restoration Act of 1987, (PL 100-209), Broadened the scope, coverage and applicability of Title VI of the Civil Rights Act of 1964, The Age Discrimination Act of 1975 and Section 504 of the Rehabilitation Act of 1973, by expanding the definition of the terms "programs or activities" to include all of the programs or activities of the Federal-aid recipients, sub-recipients and contractors, whether such programs or activities are Federally funded or not);
  - Titles II and III of the Americans with Disabilities Act, which prohibit discrimination on the basis of disability in the operation of public entities, public and private transportation systems, places of public accommodation, and certain testing entities (42 U.S.C. §§ 12131 – 12189) as implemented by Department of Transportation regulations 49 C.F.R. parts 37 and 38.
  - The Federal Aviation Administration's Non-discrimination statute (49 U.S.C. § 47123) (prohibits discrimination on the basis of race, color, national origin, and sex);
  - Executive Order 12898, Federal Actions to Address Environmental Justice in Minority Populations and Low-Income Populations, which ensures discrimination against minority populations by discouraging programs, policies, and activities with disproportionately high and adverse human health or environmental effects on minority and low-income populations;
  - Executive Order 13166, Improving Access to Services for Persons with Limited English Proficiency, and resulting agency guidance, national origin discrimination includes discrimination because of limited English proficiency (LEP). To ensure compliance with Title VI, you must take reasonable steps to ensure that LEP persons have meaningful access to your programs (70 Fed. Reg. at 74087 to 74100);
- Title IX of the Education Amendments of 1972, as amended, which prohibits you from discriminating because of sex in education programs or activities (20 U.S.C. 1681 *et seq.*).

**EXHIBIT A**

**INSTALLATION PROPOSAL TO SUPPORT  
AES MONITORING SERVICES**

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# Installation Proposal to Support AES Monitoring Services

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Prepared for  
City of Camas

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The logo for Guardian Security features a red horizontal bar with a small red circle in the center. Below this bar, the words "GUARDIAN SECURITY" are written in a bold, blue, sans-serif font. Underneath that, the tagline "LIFE AND PROPERTY PROTECTION" is written in a smaller, blue, sans-serif font.**GUARDIAN SECURITY**  
LIFE AND PROPERTY PROTECTION

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**City of Camas**  
**Installation Proposal for:**  
**AES platform monitoring**

Guardian Security is committed to entering into a long term partnership with The City of Camas that allows Guardian to provide and showcase our expertise in the world of AES monitoring and central station notification and dispatch services. The following proposal is based on a time and material model and includes a not to exceed amount for the project based upon the scope outlined in this proposal.

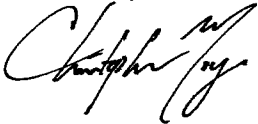
**Below are the Key components we feel like we have addressed within our proposal:**

- Lower Cost Alarm management and monitoring solutions
- Reporting and access to see all the same alarm monitoring data we see.
- Stronger more reliable AES network for your systems
- Better alarm management tools and software
- Confidence in your after hours support service provider
- A commitment of continued support to the City of Camas in their management of Life & Property protection

In short, we are committed to giving you better service, superior technology and the best value you will find.

If you act on this proposal, we believe we will make a real difference in your alarm monitoring, after hours dispatch needs , and can be great partners with the City of Camas for years to come.

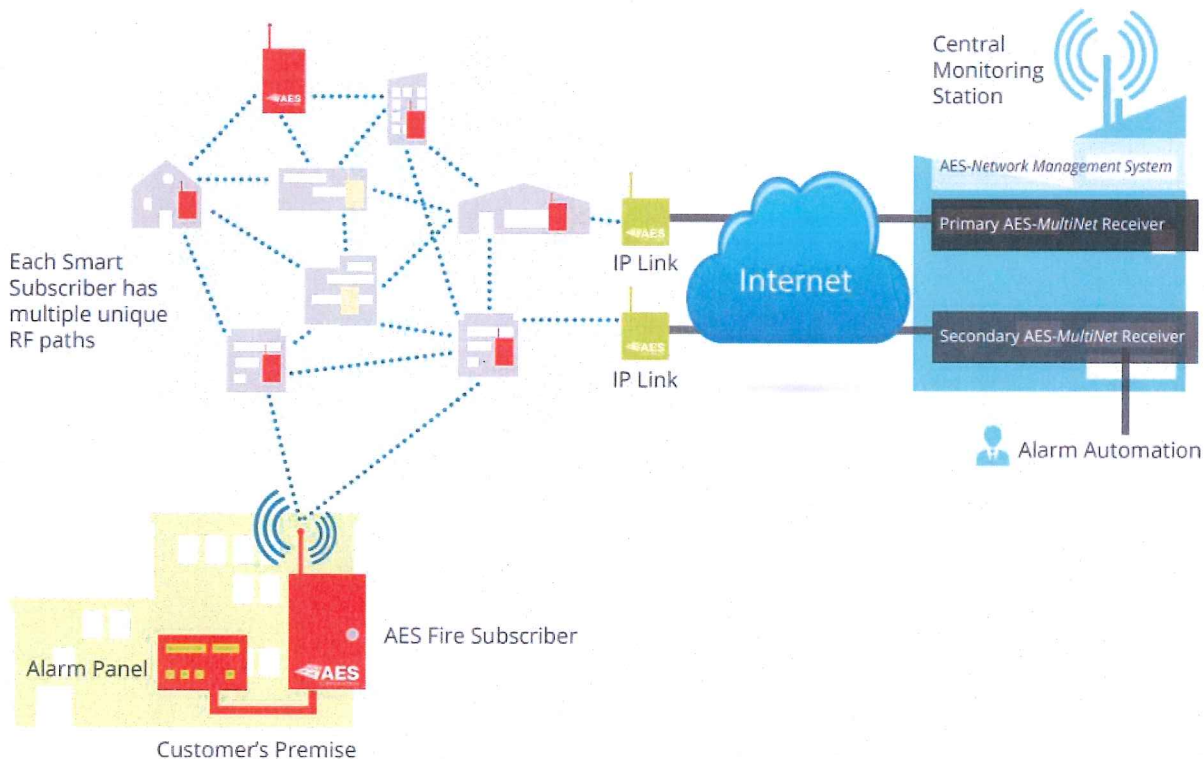
Sincerely Yours,



Christopher Moye  
Guardian Security / Northwest Alarm Monitoring

## AES Mesh Network Monitoring and Support Services

Guardian Security is proud to have the opportunity to showcase our expertise and over 20 of experience in AES mesh radio network monitoring. Our end goal is to ensure quality of signalization and proper network coverage for end user subscribers combined with the necessary network support. Based upon the City of Camas, current network configuration we believe that we are uniquely situated in both our experience and technical offerings to provide an alternative to your current AES monitoring provider.



### Direct Network Management:

Unlike Guardian Security, most Central Station alarm monitoring is conducted by a third party. An alarm company will contract with a Central Station for monitoring services, which they in turn resell to their customers. This means that hundreds of Alarm companies, all with their own best practices and levels of technical expertise are putting AES radios on the Central Station's network, making the network difficult to manage successfully and difficult to ensure and guarantee reliability. Most central stations do not have field technicians to support their AES and put the burden of maintenance and network reliability on the Alarm companies. As the alarm companies do not own the AES network there is little financial or technical investment to ensure the reliability and maintenance of the network.

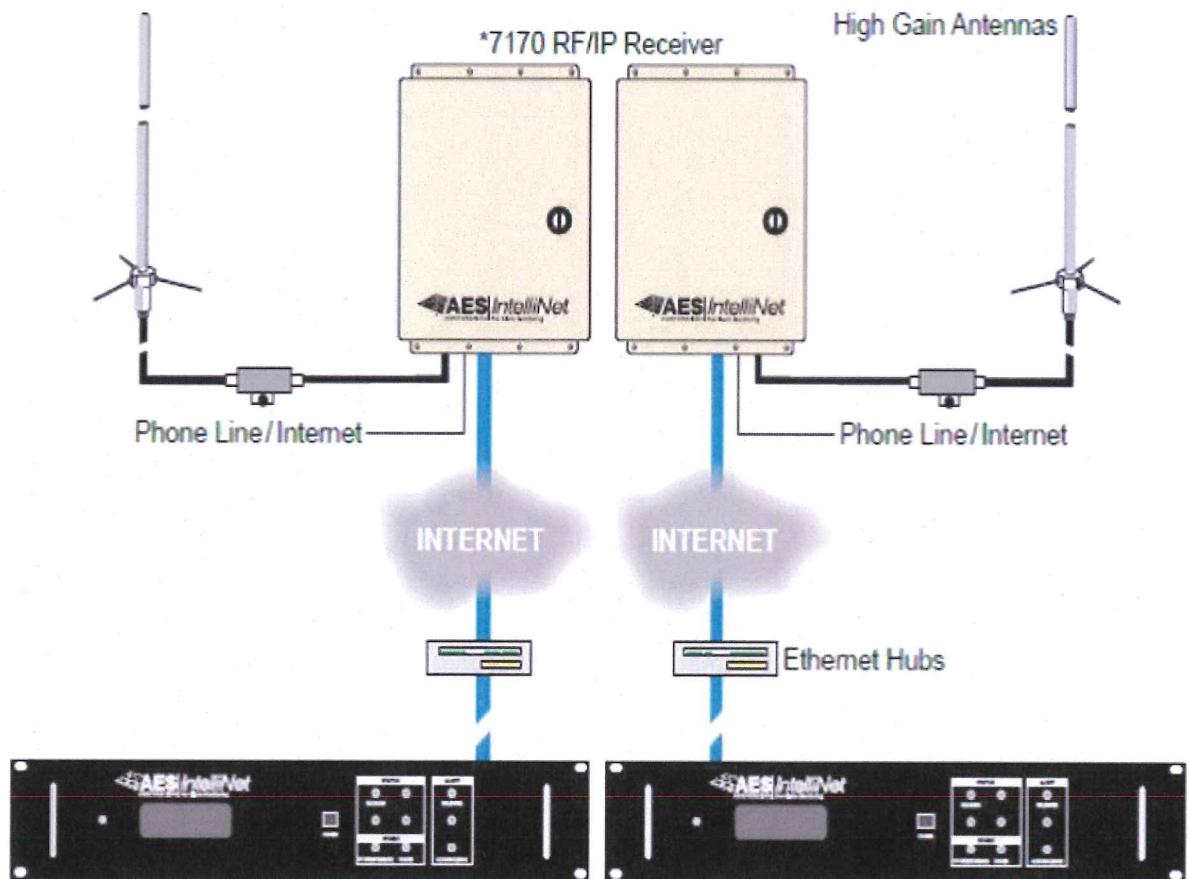
### Network Strength & Redundancy:

Guardian Security has developed our AES network over the last 20 years with a focus on ensuring triple redundancy in our private AES network. This has been achieved historically by constant and consistent monitoring of weak spots within our own network through our unique network monitoring tools and leveraging IP links to ensure the quality of signalization. Unlike many third party central stations Guardian owns, operates, provides maintenance and network health analysis of our own network without having to leverage third party alarm companies or dealers. In ensuring our model of triple redundancy Guardian has put in place two backup



AES remote central stations complete with AES receivers at our Bellingham and Yakima offices, to support our Central Station located in Seattle, we can continue to confidently expand our AES network and offerings to our end user subscribers. IP links are a critical component to having a healthy AES network and managing the network traffic. Paired with our remote IP links we also utilize the Hybrid AES radios, 7177 Hybrid 2.0 models) which provide dual functionality in providing monitoring to our end user subscribers while also acting as a network bridge in conjunction with our IP links, effectively extending coverage to harder to reach remote areas.

**IP Links:** A major component of the AES Multi-net receiver system, 7170 RF/IP remote receivers (IP LINKS), connects AES radio networks across a broad geographic area to Central Station creating an effective solution to multiply the transceiver capacity within Guardian's network to reach the more remote locations as well as expand the total geographic coverage.



The IP links we utilize are all capable of transmitting the network signals to our central station via IP connectivity. Guardian has taken this several steps further. We utilize and retain ownership of our IP addresses and have the ability to seamlessly transfer our IP links from one service provider to another in a few clicks of a mouse from a remote location.

In addition to the IP retransmission of the signals we also have failsafe roll over cellular transmission means, utilizing cradle points, direct to our central station. This ensures in the event of any telecommunication failures that we have a solid backup transmission pathway. To create the triple redundancy in just our IP links alone, we utilize two cradle points for each IP link, leveraging two separate cellular carriers to help transport the signal.

In short, if our IP providers lose, cancel or drop service coverage we can quickly move our IP link transmission to another IP provider within moments. If both IP providers are down our IP links will seamlessly rollover to cellular transmission. If one of our cellular providers goes down we can seamlessly rollover to a backup provider.

**Hybrid Radios:** The 7177 Hybrid AES radio is a great option in remote areas to help bridge the gaps in the network and ensure that our network connectivity remains constant. In the event of weak signal strength these hybrid AES radios will also transmit to the signal through the internet direct to one of our strategically located IP links. We also utilize these radios when we have an AES radio on our network that is experiencing a high volume of peer or retransmission traffic. This helps to ensure that the signals do not backup and are seamlessly transmitted through IP to our central station.

#### **Setup, Configuration and Pricing:**

We expect that the entire process described below can take place over the course of 45 days from acceptance of this proposal. We would like to treat this as one large project and deploy our tech(s) to Camas to complete the project over the course of a two weeks.

To bring the current pump station AES accounts on to Guardian's network will first require the deployment of a dedicated IP link. Preliminarily we have designated the Wastewater Treatment plant as the best location. To deploy an IP link effectively the site needs to have emergency backup power, and availability for telephony and network infrastructure from the telco providers.

The next step in deployment will be to test each of the existing AES communicators for the pump stations and assess signal strength for the Camas network. If signal strength is not at the level that matches our best practices we will then select additional sites to deploy a hybrid AES radio communicator that functions as an alarm communicator and IP link. This will bolster the overall strength of the network but is only needed if the desired signal strength cannot be achieved. Guardian will bear the cost of upgrading any of the existing radios with a Hybrid AES/IP link radio on an as needed basis. While this is all taking place Guardian will setup all of the AES accounts, current and future (as needed), in our Central Station. Once the network strength has been solidified we will cut-over the existing AES radios to the Guardian network.

Non-existing AES accounts: for any of the additional accounts the City of Camas would like to have monitored via AES, we will initiate site surveys and data gathering upon acceptance of this proposal. We will build out the accounts and install needs into a single project and address the new AES installations as part of the previous two steps. The below sections is an example of how we manage the individual AES installations currently:

### **Phase 1: Planning and engineering**

***Many of the below steps will be conducted simultaneously to ensure expedient and efficient installations.***

- Schedule project management meeting with City of Camas appropriate points of contact to review process and timeline requirements.
- Site surveys at each location to answer and/or address the following:
  - Location of radio installation within facility.
  - Panel types and capabilities for wireless AES monitoring
  - Location and availability of dedicated power supply
  - Quality of signal strength at the panel and assess need for remote antennas utilizing AES network connectivity tools.
  - What ancillary devices will be required per fire code (smoke above the panel etc)
- Securing and assigning equipment required for each radio installation.
- Data Entry for the future accounts to ensure that each account/site is ready in advance of installation
- Reviewing the existing call out list with City of Camas. appropriate staff and making updates/changes as required.
- Permitting
- Filing of prevailing wage intents

### **Phase 2: Installation**

- Work with City of Camas electrician to coordinate the installation of dedicated outlets in advance of communicator installation.
- Installation of AES radios
  - o Connect to fire panel
  - o Install smoke detector above the panel/radio
  - o Install protective security outlet covers
  - o Assess signal strength
  - o Install antennas as needed
  - o Send test signals
  - o Perform initial Q&A testing based upon NFPA 72 acceptance forms

**Phase 3: Close out, final inspections, training**

- Coordinate with AHJ for all required permit inspections and acceptance tests
- Provide required permitting documentation onsite
- Provide training on remote access to online web portal for monitoring accounts
- Provide all installation closeout documents

# Installation Pricing

## AES Equipment Sales:

We will provide all of the AES equipment at cost plus 12%

Example Pricing: *(doesn't include higher gain antennas or power supplies)*

Non-UL AES radio subscriber: **\$362.00/unit**

UL Fire AES radio subscriber: **\$705.00/unit**

## AES Install Labor:

Each AES radio installation is a little different but on average it takes about 4 hours onsite.

Travel Rate: ~~(\$185/hr)~~ **\$115.00/hour**

Install Rate: ~~(\$185/hr)~~ **\$149.00/hour**

**City of Camas Responsible for any permit costs and for providing 120VAC power where needed.**

Each AES radio will require an outlet for power and on any UL fire accounts a dedicated outlet off the fire alarm system dedicated power will be required. Installation pricing does not include any local required permitting. Guardian will facilitate the permitting submittal process and final inspections and will pass through bill for the cost of the permit. We have estimated this cost in the following matrices.

The following and attached pricing matrices are intended for budget purposes on this project and are based upon information provided to Guardian from City of Camas and limited site surveys conducted by Guardian team. We believe based upon the available information that this is an accurate portrayal of the costs associated with this project. We will only bill for the time spent and equipment used and if that number comes in under the estimated amount then there will exist cost savings for the City of Camas.

**Installation Fees to Guardian for this project are estimated to be: \$21,146.00**

As this is a time and materials based project, we will provide a Guaranteed Maximum Installation Price from Guardian Security for the scope defined in this proposal:

**GMAX pricing: \$27,500.00**

## Notes and Exclusions:

- All systems are considered to be in operational condition and any work to repair, troubleshoot customer owned fire and security systems to complete the scope of this project will be billed as a change order to the project
- All panels are to be “unlocked” by integrator responsible or the lock out codes are to be provided to Guardian, prior to onsite installation work
- Customer to help provide zone/points lists from current monitoring agency in advance of installation
- If quality of signalization at any site in this proposal is lower than the required threshold, we will install an AES hybrid radio that will communicate on the wireless network AS WELL AS through an IP connection. Customer to provide connections at location of AES installation.
  - o If an external antenna is required to facilitate quality of installation  
Guardian will work with City of Camas staff to install in the least obtrusive location and manner. Any core drilling, drywall patch and repair, man – lifts etc are not included in the cost of this proposal and will be billed in addition as a change order.
- Customer to provide any required dedicated outlets at location of installation
- Any proprietary panel programming and associated costs, required to facilitate the installation, are/is the responsibility of the City of Camas.

**City of Camas Pump/Lift Stations Estimated Install Costs**

Site:	Equipment Fees	Permit Fees	Install Hours	Install Rate	Install Labor Subtotal	Travel Hours	Travel Rate	Travel Labor Subtotal	Site Total
Brady Road Station	\$0.00	\$0.00	1.5	\$149.00	\$223.50	1.50	\$115.00	\$172.50	\$396.00
Camas Meadows Station	\$0.00	\$0.00	1.5	\$149.00	\$223.50	1.50	\$115.00	\$172.50	\$396.00
Crown View Station	\$0.00	\$0.00	1.5	\$149.00	\$223.50	1.50	\$115.00	\$172.50	\$396.00
Fisher Station	\$0.00	\$0.00	1.5	\$149.00	\$223.50	1.50	\$115.00	\$172.50	\$396.00
Grand Ridge Station	\$0.00	\$0.00	1.5	\$149.00	\$223.50	1.50	\$115.00	\$172.50	\$396.00
(HARL) Hills at Round Lake	\$0.00	\$0.00	1.5	\$149.00	\$223.50	1.50	\$115.00	\$172.50	\$396.00
Hillshire Station	\$0.00	\$0.00	1.5	\$149.00	\$223.50	1.50	\$115.00	\$172.50	\$396.00
Hunters Ridge Station	\$0.00	\$0.00	1.5	\$149.00	\$223.50	1.50	\$115.00	\$172.50	\$396.00
LaCamas Creek Station	\$0.00	\$0.00	1.5	\$149.00	\$223.50	1.50	\$115.00	\$172.50	\$396.00
LaCamas Meadows Station	\$0.00	\$0.00	1.5	\$149.00	\$223.50	1.50	\$115.00	\$172.50	\$396.00
LaCamas Shores Station	\$0.00	\$0.00	1.5	\$149.00	\$223.50	1.50	\$115.00	\$172.50	\$396.00
Larkspur Station	\$0.00	\$0.00	1.5	\$149.00	\$223.50	1.50	\$115.00	\$172.50	\$396.00
Lower South Prune Hill	\$0.00	\$0.00	1.5	\$149.00	\$223.50	1.50	\$115.00	\$172.50	\$396.00
Main Pump Station	\$0.00	\$0.00	1.5	\$149.00	\$223.50	1.50	\$115.00	\$172.50	\$396.00
Oak Park Station	\$0.00	\$0.00	1.5	\$149.00	\$223.50	1.50	\$115.00	\$172.50	\$396.00
One Stop Station	\$0.00	\$0.00	1.5	\$149.00	\$223.50	1.50	\$115.00	\$172.50	\$396.00
Parker Estates Station	\$0.00	\$0.00	1.5	\$149.00	\$223.50	1.50	\$115.00	\$172.50	\$396.00
Prune Hill Park Station	\$0.00	\$0.00	1.5	\$149.00	\$223.50	1.50	\$115.00	\$172.50	\$396.00
Stone Leaf Station	\$0.00	\$0.00	1.5	\$149.00	\$223.50	1.50	\$115.00	\$172.50	\$396.00
Sunningdale Gardens Station	\$0.00	\$0.00	1.5	\$149.00	\$223.50	1.50	\$115.00	\$172.50	\$396.00
Two Creeks Station	\$0.00	\$0.00	1.5	\$149.00	\$223.50	1.50	\$115.00	\$172.50	\$396.00
West Camas Station	\$0.00	\$0.00	1.5	\$149.00	\$223.50	1.50	\$115.00	\$172.50	\$396.00
Winchester Hills 1 Station	\$0.00	\$0.00	1.5	\$149.00	\$223.50	1.50	\$115.00	\$172.50	\$396.00
Winchester Hills 2 Station	\$0.00	\$0.00	1.5	\$149.00	\$223.50	1.50	\$115.00	\$172.50	\$396.00
Wastewater Treatment Plant	\$0.00	\$0.00	2	\$149.00	\$298.00	1.50	\$115.00	\$172.50	\$470.50
(Sub-account) 232nd Ave Station	\$0.00	\$0.00	0	\$149.00	\$0.00	0.00	\$115.00	\$0.00	\$0.00
(Sub-account) Goodwin Rd Station	\$0.00	\$0.00	0	\$149.00	\$0.00	0.00	\$115.00	\$0.00	\$0.00
(Sub-account) Ledbetter Rd Station	\$0.00	\$0.00	0	\$149.00	\$0.00	0.00	\$115.00	\$0.00	\$0.00
<b>TOTALS:</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$38.00</b>	<b>\$4,172.00</b>	<b>\$5,662.00</b>	<b>37.5</b>		<b>\$4,312.50</b>	<b>\$9,974.50</b>

Camas City Sites- Estimated AES Install Costs

Site:	Panel Type:	Equipment Fees	Permit Fees	Install Hours	Install Rate	Install Labor Subtotal	Travel Hours	Travel Rate	Travel Labor Subtotal	Site Total
City Hall / Fire Station #41	Simplex 4010 (Dia	\$705.00	\$424.00	5	\$149.00	\$ 745.00	1.50	\$115.00	\$172.50	\$2,046.50
Public Library	EST 2	\$965.00	\$424.00	4	\$149.00	\$ 596.00	1.50	\$115.00	\$172.50	\$2,157.50
Operations Center	Radionics 9112	\$890.00	\$424.00	5	\$149.00	\$ 745.00	1.50	\$115.00	\$172.50	\$2,231.50
Police Department	Radionics D9124	\$705.00	\$424.00	4	\$149.00	\$ 596.00	1.50	\$115.00	\$172.50	\$1,897.50
Fire Station #43	Silent Knight 5208	\$0.00	\$0.00	2	\$149.00	\$ 298.00	1.50	\$115.00	\$172.50	\$470.50
Lacamas Lake Lodge	Notifier NFS-50	\$0.00	\$0.00	2	\$149.00	\$ 298.00	1.50	\$115.00	\$172.50	\$470.50
Fire Station #42	Simplex 4005	\$705.00	\$424.00	4	\$149.00	\$ 596.00	1.50	\$115.00	\$172.50	\$1,897.50
<b>TOTALS:</b>		<b>\$3,970.00</b>	<b>\$2,120.00</b>	<b>26</b>	<b>\$1,043.00</b>	<b>\$3,874.00</b>	<b>10.5</b>		<b>\$1,207.50</b>	<b>\$11,171.50</b>