



December 9, 2022

PROPOSAL FOR

CITY OF COLUMBIA HEIGHTS

MITCHELL FORNEY

Prepared By:

Curtis Thompson

Technology Advisor

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Quote Number: 146190



Managed Services



Copiers & Printers



Audio Visual



Business IT Services



IT - Surveillance Cameras at Multiple Businesses in the City -- CITY OF COLUMBIA HEIGHTS



Prepared by:

Marco - Twin Cities

Curt Thompson

651-288-6944

curt.thompson@marconet.com

Prepared for:

CITY OF COLUMBIA HEIGHTS

590 NE 40TH AVE

COLUMBIA HEIGHTS, MN 55421-3835

Mitchell Forney

763.706.3674

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Quote Information:

Quote #: 146190

Version: 2

Date Issued: 12/09/2022

Expiration Date: 12/11/2022

■ Fridley Heights Cyclery

Description	One-Time	Qty	Ext. One-Time
March Networks - 8508 S - 8 Analog Channel, 120 FPS Recorder Supporting up to 8 Channels (Analog or IP). Recorder Comes Complete with all I/O and 1 X 2TB (2TB) of Storage.	\$2,075.62	1	\$2,075.62
Seagate - SkyHawk 6 TB Hard Drive - 3.5" Internal - SATA (SATA/600) - 3 Year Warranty	\$172.48	1	\$172.48
March Networks - ME8 Outdoor Durabullet AI 3.6-11mm	\$739.12	3	\$2,217.36
March Networks - Wall Back Box for SE4 IR DuraBullet Camera - mounts to any flat surface and provides a sealed junction for cables and connectors	\$67.50	3	\$202.50
Liberty - Cat6 Twisted Pair Cable - Unshielded - Plenum Rated - White	\$224.00	1	\$224.00
Liberty - Cat6 Patch Cable - Yellow - 3ft	\$3.10	1	\$3.10
Liberty - Cat6 Patch Cable - Yellow - 7ft	\$4.74	1	\$4.74
Niveo - 4 port + Uplink 10/100 PoE+ Network switch w/ uplink	\$101.43	1	\$101.43
Tripp Lite - 6U Wall Mount Rack Enclosure Server Cabinet w/ Door & Side Panels - 19" 6U Wall Mounted	\$261.89	1	\$261.89
Tripp Lite - Rack Enclosure Cabinet Cantilever Fixed Shelf 40lb Capacity 1URM - 1U Rack Height - Black - Cold-rolled Steel (CRS) - 40 lb Maximum Weight Capacity	\$75.90	1	\$75.90
Miscellaneous Installation Materials	\$75.00	1	\$75.00

Subtotal: **\$5,414.02**



SCHEDULE A - SCHEDULE OF PRODUCTS TO PRODUCT AGREEMENT(S)

■ Professional Services Labor

Description	One-Time	Qty	Ext. One-Time
Marco Professional Services - Fixed Fee - Fridley Heights Cyclery Installation	\$2,425.00	1	\$2,425.00
Subtotal:			\$2,425.00

■ Lowells Auto Repair

Description	One-Time	Qty	Ext. One-Time
March Networks - 8508 S - 8 Analog Channel, 120 FPS Recorder Supporting up to 8 Channels (Analog or IP). Recorder Comes Complete with all I/O and 1 X 2TB (2TB) of Storage.	\$2,075.62	1	\$2,075.62
Seagate - SkyHawk 6 TB Hard Drive - 3.5" Internal - SATA (SATA/600) - 3 Year Warranty	\$172.48	1	\$172.48
March Networks - ME8 Outdoor DuraBullet AI 3.6-11mm	\$739.12	5	\$3,695.60
March Networks - Wall Back Box for SE4 IR DuraBullet Camera - mounts to any flat surface and provides a sealed junction for cables and connectors	\$67.50	5	\$337.50
Liberty - Cat6 Twisted Pair Cable - Unshielded - Plenum Rated - White	\$700.00	1	\$700.00
Liberty - Cat6 Patch Cable - Yellow - 3ft	\$3.10	1	\$3.10
Liberty - Cat6 Patch Cable - Yellow - 7ft	\$4.74	1	\$4.74
Niveo - 8 port + Uplink PoE+ Gigabit Network switch w/ uplink	\$262.86	1	\$262.86
Tripp Lite - 6U Wall Mount Rack Enclosure Server Cabinet w/ Door & Side Panels - 19" 6U Wall Mounted	\$261.89	1	\$261.89
Tripp Lite - Rack Enclosure Cabinet Cantilever Fixed Shelf 40lb Capacity 1URM - 1U Rack Height - Black - Cold-rolled Steel (CRS) - 40 lb Maximum Weight Capacity	\$75.90	1	\$75.90
Miscellaneous Installation Materials	\$145.00	1	\$145.00
Subtotal:			\$7,734.69

■ Professional Services Labor

Description	One-Time	Qty	Ext. One-Time
Marco Professional Services - Fixed Fee - Lowells Auto Repair Installation	\$3,460.00	1	\$3,460.00
Subtotal:			\$3,460.00



**SCHEDULE A - SCHEDULE OF PRODUCTS TO PRODUCT
AGREEMENT(S)**

■ VFW Post 230

Description	One-Time	Qty	Ext. One-Time
March Networks - 8508 S - 8 Analog Channel, 120 FPS Recorder Supporting up to 8 Channels (Analog or IP). Recorder Comes Complete with all I/O and 1 X 2TB (2TB) of Storage.	\$2,075.62	1	\$2,075.62
Seagate - SkyHawk 6 TB Hard Drive - 3.5" Internal - SATA (SATA/600) - 3 Year Warranty	\$172.48	1	\$172.48
March Networks - Oncam C-12 - Outdoor, Surface Mount, White, 12MP	\$974.02	2	\$1,948.04
March Networks - ME8 Outdoor DuraBullet AI 3.6-11mm	\$739.12	1	\$739.12
March Networks - Wall Back Box for SE4 IR DuraBullet Camera - mounts to any flat surface and provides a sealed junction for cables and connectors	\$67.50	1	\$67.50
March Networks - Oncam C-12 Outdoor Pendant Kit - White	\$112.12	2	\$224.24
March Networks - Oncam C-12 Outdoor Corner Mount - White	\$112.12	2	\$224.24
March Networks - Oncam C-12 Outdoor Heater Module - White	\$53.62	2	\$107.24
Liberty - Cat6 Twisted Pair Cable - Unshielded - Plenum Rated - White	\$392.00	1	\$392.00
Liberty - Cat6 Patch Cable - Yellow - 3ft	\$3.10	1	\$3.10
Liberty - Cat6 Patch Cable - Yellow - 7ft	\$4.74	1	\$4.74
Niveo - 4 port + Uplink 10/100 PoE+ Network switch w/ uplink	\$101.43	1	\$101.43
Tripp Lite - 6U Wall Mount Rack Enclosure Server Cabinet w/ Door & Side Panels - 19" 6U Wall Mounted	\$261.89	1	\$261.89
Tripp Lite - Rack Enclosure Cabinet Cantilever Fixed Shelf 40lb Capacity 1URM - 1U Rack Height - Black - Cold-rolled Steel (CRS) - 40 lb Maximum Weight Capacity	\$75.90	1	\$75.90
Miscellaneous Installation Materials	\$75.00	1	\$75.00

Subtotal: **\$6,472.54**

■ Professional Services Labor

Description	One-Time	Qty	Ext. One-Time
Marco Professional Services - Fixed Fee - VFW Post 230 Installation	\$2,425.00	1	\$2,425.00

Subtotal: **\$2,425.00**



**SCHEDULE A - SCHEDULE OF PRODUCTS TO PRODUCT
AGREEMENT(S)**

■ Matts Automotive Center

Description	One-Time	Qty	Ext. One-Time
March Networks - 8508 S - 8 Analog Channel, 120 FPS Recorder Supporting up to 8 Channels (Analog or IP). Recorder Comes Complete with all I/O and 1 X 2TB (2TB) of Storage.	\$2,075.62	1	\$2,075.62
Seagate - SkyHawk 6 TB Hard Drive - 3.5" Internal - SATA (SATA/600) - 3 Year Warranty	\$172.48	1	\$172.48
March Networks - ME8 Outdoor Durabullet AI 3.6-11mm	\$739.12	2	\$1,478.24
March Networks - Wall Back Box for SE4 IR DuraBullet Camera - mounts to any flat surface and provides a sealed junction for cables and connectors	\$67.50	2	\$135.00
Liberty - Cat6 Twisted Pair Cable - Unshielded - Plenum Rated - White	\$168.00	1	\$168.00
Liberty - Cat6 Patch Cable - Yellow - 3ft	\$3.10	1	\$3.10
Liberty - Cat6 Patch Cable - Yellow - 7ft	\$4.74	1	\$4.74
Niveo - 4 port + Uplink 10/100 PoE+ Network switch w/ uplink	\$101.43	1	\$101.43
Tripp Lite - 6U Wall Mount Rack Enclosure Server Cabinet w/ Door & Side Panels - 19" 6U Wall Mounted	\$261.89	1	\$261.89
Tripp Lite - Rack Enclosure Cabinet Cantilever Fixed Shelf 40lb Capacity 1URM - 1U Rack Height - Black - Cold-rolled Steel (CRS) - 40 lb Maximum Weight Capacity	\$75.90	1	\$75.90
Miscellaneous Installation Materials	\$75.00	1	\$75.00

Subtotal: **\$4,551.40**

■ Professional Services Labor

Description	One-Time	Qty	Ext. One-Time
Marco Professional Services - Fixed Fee - Matts Automotive Center Installation	\$1,965.00	1	\$1,965.00

Subtotal: **\$1,965.00**

■ Tasty Chicken and Pizza

Description	One-Time	Qty	Ext. One-Time
March Networks - 8508 S - 8 Analog Channel, 120 FPS Recorder Supporting up to 8 Channels (Analog or IP). Recorder Comes Complete with all I/O and 1 X 2TB (2TB) of Storage.	\$2,075.62	1	\$2,075.62

**SCHEDULE A - SCHEDULE OF PRODUCTS TO PRODUCT AGREEMENT(S)**

Seagate - SkyHawk 6 TB Hard Drive - 3.5" Internal - SATA (SATA/600) - 3 Year Warranty	\$172.48	1	\$172.48
March Networks - Oncam C-12 - Outdoor, Surface Mount, White, 12MP	\$974.02	1	\$974.02
March Networks - ME8 Outdoor DuraBullet AI 3.6-11mm	\$739.12	1	\$739.12
March Networks - Wall Back Box for SE4 IR DuraBullet Camera - mounts to any flat surface and provides a sealed junction for cables and connectors	\$67.50	1	\$67.50
March Networks - Oncam C-12 Outdoor Pendant Kit - White	\$112.12	1	\$112.12
March Networks - Oncam C-12 Outdoor Corner Mount - White	\$112.12	1	\$112.12
March Networks - Oncam C-12 Outdoor Heater Module - White	\$53.62	1	\$53.62
Liberty - Cat6 Twisted Pair Cable - Unshielded - Plenum Rated - White	\$112.00	1	\$112.00
Liberty - Cat6 Patch Cable - Yellow - 3ft	\$3.10	1	\$3.10
Liberty - Cat6 Patch Cable - Yellow - 7ft	\$4.74	1	\$4.74
Niveo - 4 port + Uplink 10/100 PoE+ Network switch w/ uplink	\$101.43	1	\$101.43
Tripp Lite - 6U Wall Mount Rack Enclosure Server Cabinet w/ Door & Side Panels - 19" 6U Wall Mounted	\$261.89	1	\$261.89
Tripp Lite - Rack Enclosure Cabinet Cantilever Fixed Shelf 40lb Capacity 1URM - 1U Rack Height - Black - Cold-rolled Steel (CRS) - 40 lb Maximum Weight Capacity	\$75.90	1	\$75.90
Miscellaneous Installation Materials	\$75.00	1	\$75.00
Subtotal:			\$4,940.66

Professional Services Labor

Description	One-Time	Qty	Ext. One-Time
Marco Professional Services - Fixed Fee - Tasty Chicken and Pizza Installation	\$1,965.00	1	\$1,965.00

Subtotal: **\$1,965.00****Professional Services Engagement Agreement****ABOUT THIS PROFESSIONAL SERVICES ENGAGEMENT**

In addition to the Professional Service Engagement Agreement located at www.marconet.com/legal/business-it-product-agreements/professional-service-engagement-agreement, the following applies to this Professional Service Engagement:



■ ENGAGEMENT OVERVIEW - DESIRED GOALS AND OUTCOMES - CURRENT SITUATION

City of Columbia Heights would like to install stand alone video surveillance systems with various outdoor cameras at several businesses within the city.

■ ENGINEERING - DESCRIPTION OF SERVICES AND DELIVERABLES

Marco technicians to install new lockable network rack, stand-alone 8508S NVR and a 4 or 8-port POE+ network switch in a predetermined location at each location. New recorders will be programmed using a customer provided IP address and camera naming convention. All programming will be documented and provided to customer upon completion of project. Marco to pull structure cabling from the NVR/switch to each camera location. Cable to include service coil at camera end and terminated following best practices at network rack.

Marco to install various new IP cameras as per LPD to achieve required views as agreed upon prior to installation. Customer will make final decisions on field of view aiming once cameras are online and live. Breakdown of cameras by site is as follows:

Fridley Heights Cyclery, 4755 University Ave NE, Columbia Heights, MN 55421

- Enclosure, NVR, 4-port switch, (3) Bullet cameras

Lowell's Auto Repair, 4457 University Ave NE, Columbia Heights, MN 55421

- Enclosure, NVR, 8-port switch, (5) Bullet cameras

VFW Post 230, 4446 NE Central Ave, Minneapolis, MN 55421

- Enclosure, NVR, 4-port switch, (1) Bullet camera, (2) 360 cameras

Matt's Automotive Service Center, 4501 NE Central Ave, Columbia Heights, MN 55421

- Enclosure, NVR, 4-port switch, (2) Bullet cameras

Tasty Chicken and Pizza, 4633 NE Central Ave, Minneapolis, MN 55421

- Enclosure, NVR, 4-port switch, (1) Bullet camera, (1) 360 cameras

■ COORDINATION - DESCRIPTION OF SERVICES AND DELIVERABLES

Tasks and deliverables for our Coordination Team are located at www.marconet.com/legal/business-it-product-agreements/professional-service-engagement-agreement

■ CLIENT RESPONSIBILITIES

Client is responsible to provide (1) IP address which will be used for all NVRs being installed. This address does not need to be on the client's production network, and it is suggested that all NVRs use a similar address for consistency purposes. This address will be used for end user's client software to communicate to the NVR which will be programmed with the provide IP address. The IP address will be communicated to the Marco Project Manager prior to installation for documentation purposes.

Client to provide technicians with reasonable access to all required rooms and spaces during installation. Any special requirements to be discussed up front with Project Coordinator so proper planning and actions may be put into place. If keys and/or fobs are provided, please work with technicians with specific details.

■ SERVICES ASSUMPTIONS, EXCLUSIONS, AND NOTES

It is assumed that all required, and agreed upon, network programming is completed by the customer prior to onsite work by Marco.

This is to include any network switch configuration, set up of required VLANs and virtual or physical server set up by the customer. If any of these are not completed prior to installation, this may result in a change order and be billed at Marco's standard rates.



SCHEDULE A - SCHEDULE OF PRODUCTS TO PRODUCT AGREEMENT(S)

Upon acceptance of this proposal, Marco asks that the client provide an electronic copy of current floor plans in order to create an accurate map of all camera locations for both installation of new equipment, and to assist with troubleshooting in the future.



Quote Summary - One-Time Expenses

Description	Amount
Fridley Heights Cyclery	\$5,414.02
Professional Services Labor	\$2,425.00
Lowells Auto Repair	\$7,734.69
Professional Services Labor	\$3,460.00
VFW Post 230	\$6,472.54
Professional Services Labor	\$2,425.00
Matts Automotive Center	\$4,551.40
Professional Services Labor	\$1,965.00
Tasty Chicken and Pizza	\$4,940.66
Professional Services Labor	\$1,965.00

Total: **\$41,353.31**

Payment Options

Description	Payments	Interval	Amount
Marco Payment & Financing Options			
One-Time Payment	1	One-Time	\$41,353.31

Summary of Selected Payment Options

Description	Amount
Marco Payment & Financing Options: One-Time Payment	



■ Approval

- Client represents that it has reviewed and agrees to be legally bound by this Schedule of Products.
- Client represents that it has reviewed and agrees to be legally bound by the Relationship Agreement, any Product Agreement(s) referred to herein, and applicable policy(ies) ("Terms and Conditions") which are located at www.marconet.com/legal for the Products it is obtaining as identified in this Schedule of Products. If the parties have negotiated changes to the Terms and Conditions that have been reduced to writing and signed by both parties, the modified version(s) of such Terms and Conditions, that have not expired or been terminated, shall replace the online version(s).
- Client agrees to use electronic signatures, electronic communications, and electronic records to transact business under the above documents.
- The pricing above does not include taxes. Taxes, fees and surcharges shall be paid by Client and will be shown on invoices to Client.
- Payments made via credit card are subject to a 3% surcharge.
- A \$30 fee will be assessed for any returned payment

Marco Technologies, LLC

CITY OF COLUMBIA HEIGHTS

Signature: _____
Name: _____
Title: _____
Date: _____

Prepared for: Mitchell Forney
Signature: _____
Signed by: _____
Title: _____
Date: _____
PO Number: _____
Email Address: _____