

Modified: 7/12/2021  
Revision: 0  
Proposal #: APEX-6564  
Account Rep: Chris Kelley

## New City Hall Building Milestone VMS

City of Ketchum

Presented By:



**Apex Integrated Security Solutions, Inc.**

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Garden City, Idaho 83714  
208-378-9650  
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*This document is proprietary and confidential and is not to be copied or distributed without prior written approval from Apex Integrated Security Solutions (AISS). This document is submitted with the understanding that it will be kept confidential between the Client and AISS and will be returned to AISS within 30 days if an agreement is not reached.*

## Scope of Work

6/29/21: REVISED QUOTE TO INCLUDE ONLY 1 INTERIOR CAMERA FOR THE BASEMENT HALLWAY VIEWING THE POLICE STORAGE AND EVIDENCE LOCKERS.

6/18/21: REVISED QUOTE TO INCLUDE ONLY 2 INTERIOR CAMERAS; 1 CEILING MOUNTED AT THE ELEVATOR VIEWING THE ENTRANCE AND ONE IN THE BASEMENT CEILING MOUNTED AT END OF HALLWAY VIEWING THE POLICE EVIDENCE AND STORAGE ROOMS.

THIS QUOTE IS BASED ON THE SITE WALK ON 06/09/21 FOR THE NEW CITY HALL BUILDING.

\* QUOTE ASSUMES THE REUSING OF THE EXISTING LEVEL SITE CONTROLLER.

\* 04/09/21: ADDED SWS-DV LICENSE DUE TO CITY OF KETCHUM'S UTILITY MAINTENANCE FACILITY'S VMS LICENSE EXPIRING IN 2014.

\* QUOTE INCLUDES LIMITED TIME PRICING OF 0 COST BLUEDIAMOND CREDENTIALS-SPEICAL PRICING EXPIRES 6/30/2021.

### ACCESS CONTROL SCOPE

#### BASEMENT CARD READER ADDS

- \* 3 AT POLICE EVIDENCE AND STORAGE ROOMS
- \* EAST INTERIOR BASEMENT DOOR DOWN FROM STAIRS

#### 1ST FLOOR CARD READER ADDS

- \* MAIN EXTERIOR ENTRANCE
- \* ADA POST AT INTERIOR RECEPTION ENTRANCE
- \* POLICE INTERIOR REAR ENTRY
- \* POLICE EXTERIOR SIDE ENTRY
- \* INTERIOR BASEMENT DOOR
- \* EAST EXTERIOR TO COUNCIL MEETING ROOM
- \* EAST INTERIOR TO COUNCIL MEETING ROOM
- \* SOUTH EXTERIOR TO COUNCIL MEETING ROOM
- \* ELEVATOR LANDING

#### 2ND FLOOR

- \* STAFF INTERIOR MAIN ENTRANCE
- \* EAST STAIRWELL

#### 3RD FLOOR

- \* EXTERIOR PATIO DOOR
- \* INTERIOR CONFERENCE CENTER
- \* INTERIOR SERVER ROOM
- \* INTERIOR EAST STAIRWELL

### CCTV SCOPE

- \* 2MP INTERIOR CAMERA CEILING MOUNTED IN FRONT OF ELEVATOR VIEWING BUILDING ENTRANCE
- \* 2MP INTERIOR CAMERA CEILING MOUNTED AT END OF POLICE EVIDENCE AND STROAGE

\* Price Includes Accessories

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## HALL VIEWING BACK DOWN HALLWAY

### STANDARD EXCLUSIONS


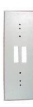


- \* CAMERA CABLE AND CABLING
- \* ALL 120 VAC
- \* DOOR HANDLE SETS/ ELECTRIFIED LOCKING HARDWARE
- \* PREMIUM TIME (BEFORE OR AFTER NORMAL WORKING HOURS)
- \* NETWORK SWITCHES, ROUTERS, HUBS, RACKS, ETC. UNLESS NOTED IN PROPOSAL. CONNECTIVITY TO THESE DEVICES TO BE SUPPLIED BY OWNER.
- \* ANY PC'S OR SERVERS.
- \* CONDUIT OR RACEWAYS
- \* LIFT RENTAL
- \* PATCHING AND PAINTING
- \* ANY MATERIAL OR LABOR NOT SPECIFICALLY LISTED AS PART OF THIS PROPOSAL
- \* IP/LAN ADDRESS
- \* TROUBLESHOOTING AND REPAIR
- \* DOOR RECERTIFICATION IS EXCLUDED
- \* NETWORK POE SWITCH.
- \* AFTER NORMAL HOURS, WEEKENDS, OR HOLIDAYS







### PROJECT MOBILIZATION:





THE STANDARD LEAD TIME FOR PROJECT MOBILIZATION IS FOUR (4) WEEKS FROM THE DATE OF RECEIPT OF THE SIGNED ACCEPTANCE OF THIS PROPOSAL OR NOTICE TO PROCEED. THIS PROVIDES FOR THE ALLOCATION OF LABOR RESOURCES; ENGINEERING AND SUBMITTALS; AND THE ORDER AND RECEIPT OF NECESSARY EQUIPMENT FOR THE EFFICIENT COMPLETION OF THE INSTALLATION. IN THE EVENT AN EXPEDITED SCHEDULE REQUIRES UTILIZATION OF PREMIUM TIME LABOR AND/OR RUSH MATERIALS DELIVERY, THESE COSTS ARE NOT INCLUDED IN THIS SCOPE OF WORK AND WILL REQUIRE ADDITIONAL CHARGES. PRICING FOR THIS PROPOSAL IS PREDICATED ON FREE ACCESS TO THE AFFECTED WORK AREAS DURING NORMAL WORKING HOURS (8:00AM TO 5:00PM MONDAY THRU FRIDAY). IN THE EVENT ACCESS IS NOT AVAILABLE PER THE CONSTRUCTION SCHEDULE DUE TO THE REQUEST OF THE TENANT, OWNER AND/OR GENERAL CONTRACTOR, APEX INTEGRATED SECURITY SOLUTIONS. INC. WILL CHARGE FOR RE-DEPLOYMENT OF THE INSTALLATION CREW.





Qty	Description	Installed Price
<b>Head End Equipment</b>		
	<b>9 Lenel LNL-1320-S3</b> Dual Reader Interface Module (Series 2 Supports OSDP Readers)	
	<b>1 LifeSafety Power LSP-16DR-E8M2</b> LENEL LSP: 16 DOOR(Large) - 12VDC @ 12amps and 24VDC @ 10amps. 16 Lock/16 Aux outputs, E8M1 Enclosure 36H x 30W FITS EIGHT (8) LNL CONTROLLERS	
	<b>3 PowerSonic IM-1270</b> 12v 7A Hour Backup Battery	
	<b>1 LifeSafety Power LSP-4DR-E4M</b> LENEL LSP: 4 DOOR - 12VDC @ 2amps and 24VDC @ 2amps. 4 Lock/8Aux outputs, E4M Enclosure 24H x 20W FITS TWO LNL CONTROLLERS	
	<b>2 PowerSonic IM-1270</b> 12v 7A Hour Backup Battery	
	<b>5225 Windy City Wire NJ446100</b> Access Control Cables -Plenum. Individual lock power, door contact, card reader, and request to exit cables into a single convenient jacketless bundle	
<b>Head End Equipment Total:</b>		<b>\$25,590.14</b>

\* Price Includes Accessories

Qty	Description	Installed Price
<b>BASEMENT</b>		
	<p><b>4 Bosch DS160</b></p> <p>The DS160 Series consists of the DS160 Detector (lightgray) and the DS161 Detector (black) specifically designed for Request-to-exit (REX) applications. With features such as timers, door monitor with sounder alert, and pointable coverage, the DS160 and DS161 have the flexibility to meet the most stringent REX requirements. The exclusive Sequential Logic Input (SLI) provides added security that is not offered in any other REX device.</p>	
	<p style="padding-left: 40px;"><b>1 Bosch TP160</b></p> <p style="padding-left: 40px;">A light gray trim plate used when mounting the detector over a standard single-gang box.</p>	
	<p><b>4 GRI 180-12WG-W</b></p> <p>Recessed 3/4" steel door/closed loop/wide gap/U/L fire rated</p>	
	<p><b>4 Lenel LNL-R11320-05TB</b></p> <p>BlueDiamond Mobile US Single Gang. Multi-Tech, Bluetooth Low Energy for Lenel BlueDiamond Mobile smartphone credential, Mifare/DESFire EV1 Open Encoding, HID Proximity, LenelProx, and ProxLite. Connects to access panel via Wiegand, OSDP with Secure Channel encryption support, Terminal Block connection, Black</p>	
<b>BASEMENT Total:</b>		<b>\$3,355.56</b>

Qty	Description	Installed Price
<b>LEVEL 1</b>		
	<p><b>8 Bosch DS160</b></p> <p>The DS160 Series consists of the DS160 Detector (lightgray) and the DS161 Detector (black) specifically designed for Request-to-exit (REX) applications. With features such as timers, door monitor with sounder alert, and pointable coverage, the DS160 and DS161 have the flexibility to meet the most stringent REX requirements. The exclusive Sequential Logic Input (SLI) provides added security that is not offered in any other REX device.</p>	
	<p>1 Bosch TP160</p> <p>A light gray trim plate used when mounting the detector over a standard single-gang box.</p>	
	<p><b>4 Camden CX-12PLUS</b></p> <p>Door Interface Relay</p>	
	<p><b>12 GRI 180-12WG-W</b></p> <p>Recessed 3/4" steel door/closed loop/wide gap/U/L fire rated</p>	
	<p><b>1 Lenel LNL-1320-S3</b></p> <p>Dual Reader Interface Module (Series 2 Supports OSDP Readers)</p>	
	<p><b>9 Lenel LNL-R11320-05TB</b></p> <p>BlueDiamond Mobile US Single Gang. Multi-Tech, Bluetooth Low Energy for Lenel BlueDiamond Mobile smartphone credential, Mifare/DESFire EV1 Open Encoding, HID Proximity, LenelProx, and ProxLite. Connects to access panel via Wiegand, OSDP with Secure Channel encryption support, Terminal Block connection, Black</p>	
<b>LEVEL 1 Total:</b>		<b>\$9,673.64</b>

Qty	Description	Installed Price
<b>LEVEL 2</b>		
	<p><b>2 Bosch DS160</b></p> <p>The DS160 Series consists of the DS160 Detector (lightgray) and the DS161 Detector (black) specifically designed for Request-to-exit (REX) applications. With features such as timers, door monitor with sounder alert, and pointable coverage, the DS160 and DS161 have the flexibility to meet the most stringent REX requirements. The exclusive Sequential Logic Input (SLI) provides added security that is not offered in any other REX device.</p>	
	<p>1 Bosch TP160</p> <p>A light gray trim plate used when mounting the detector over a standard single-gang box.</p>	
	<p><b>2 GRI 180-12WG-W</b></p> <p>Recessed 3/4" steel door/closed loop/wide gap/U/L fire rated</p>	
	<p><b>2 Lenel LNL-R11320-05TB</b></p> <p>BlueDiamond Mobile US Single Gang. Multi-Tech, Bluetooth Low Energy for Lenel BlueDiamond Mobile smartphone credential, Mifare/DESFire EV1 Open Encoding, HID Proximity, LenelProx, and ProxLite. Connects to access panel via Wiegand, OSDP with Secure Channel encryption support, Terminal Block connection, Black</p>	
<b>LEVEL 2 Total:</b>		<b>\$1,677.78</b>

Qty	Description	Installed Price
<b>LEVEL 3</b>		
4	<b>Bosch DS160</b>  <p>The DS160 Series consists of the DS160 Detector (lightgray) and the DS161 Detector (black) specifically designed for Request-to-exit (REX) applications. With features such as timers, door monitor with sounder alert, and pointable coverage, the DS160 and DS161 have the flexibility to meet the most stringent REX requirements. The exclusive Sequential Logic Input (SLI) provides added security that is not offered in any other REX device.</p>	
1	<b>Bosch TP160</b>  <p>A light gray trim plate used when mounting the detector over a standard single-gang box.</p>	
4	<b>GRI 180-12WG-W</b>  <p>Recessed 3/4" steel door/closed loop/wide gap/U/L fire rated</p>	
4	<b>Lenel LNL-R11320-05TB</b>  <p>BlueDiamond Mobile US Single Gang. Multi-Tech, Bluetooth Low Energy for Lenel BlueDiamond Mobile smartphone credential, Mifare/DESFire EV1 Open Encoding, HID Proximity, LenelProx, and ProxLite. Connects to access panel via Wiegand, OSDP with Secure Channel encryption support, Terminal Block connection, Black</p>	
<b>LEVEL 3 Total:</b>		<b>\$3,355.56</b>

\* Price Includes Accessories

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Qty	Description	Installed Price
<b>CCTV- MILESTONE WITH MAGIC MONITOR</b>		
	<p><b>2 Hanwha Techwin XND-6080V</b></p> <p>Wisenet X powered by Wisenet 5 network indoor vandal dome camera, 2MP, Full HD(1080p) @60fps, motorized vari-focal lens 4.3x (2.8~12mm) (119.5°~27.9°), triple codec H.265/H.264/MJPEG with WiseStream II technology, 150dB WDR, USB port for easy installation, advanced video analytics and sound classification, true D/N, dual SD card, hallway view, HLC, defog detection, DIS, 12VDC/PoE, IK08</p>	
	<p><b>4 Lenel MM-PLUS-ES</b></p> <p>LENELS2 MAGIC MONITOR PLUS LICENSE FOR ONGUARD ES SYSTEMS - ONGUARD MAGIC MONITOR PLUS CLIENT FOR WINDOWS AND MACOS. WHEN USED WITH ONGUARD 8.0, THIS SOFTWARE PROVIDES UNIFIED MANAGEMENT OF ONGUARD EVENTS, VIDEO, MAPS, AND CARDHOLDERS WITH A SINGLE-PANE-OF-GLASS</p>	
	<p><b>1 Milestone Systems ML-ONG-VIDINT</b></p> <p>Video Channel License for Integrating Milestone Video Channels into OnGuard.</p>	
	<p><b>1 Milestone Systems ML-XPEXPLUSBL-05</b></p> <p>XProtect Express+ Base License</p>	
	<p><b>1 Milestone Systems ML-XPEXPLUSDL-05</b></p> <p>XProtect Express+ Device License</p>	
	<p><b>2 Milestone Systems ML-YXPEXPLUSDL-05</b></p> <p>One year Care Plus for XProtect Express+ Device License</p>	
	<p><b>1 Seneca NVR-R1-16T-W10</b></p> <p>Balto R1: Rackmount 16TB, WIN 10 Intel I-Core (i3-9100)   16GB RAM   DUAL 1GB   Windows 10 IOT   3-Year Warranty</p>	
<b>CCTV- MILESTONE WITH MAGIC MONITOR Total:</b>		<b>\$8,146.21</b>

\* Price Includes Accessories

Qty	Description	Installed Price
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## BLUEDIAMOND CREDENTIALS

	80	<b>Lenel BDM-CRD-1</b>	BlueDiamond Mobile Credential Account Creation: This license creates an owner account in the BlueDiamond credential server. Owner account is required for mobile credential issuance. Credentials may be moved from person-to-person or phone-to-phone.	
	1	<b>Lenel BDM-OWNERACCT</b>	A BLUEDIAMOND OWNER ACCOUNT IS REQUIRED TO ISSUE MOBILE CREDENTIALS. THIS PART WILL CREATE THE OWNER ACCOUNT. THIS IS ONLY REQUIRED FOR CUSTOMERS YET TO HAVE A BLUEDIAMONDOWNER ACCOUNT FOR ISSUING MOBILE CREDENTIALS AND COMMISSIOING BLUEDIAMOND READERS	
	1	<b>Milestone Systems ML-OGINT-32ES</b>	XProtect Platform into OnGuard 32ES Systems	

**BLUEDIAMOND CREDENTIALS Total:** \$264.00

## Uninstall and Reinstall Existing intercom System

	1	<b>Apex APEX INSTALLATION LABOR</b>	Uninstall and Reinstall Existing Intercom System	
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**Uninstall and Reinstall Existing intercom System Total:** \$739.20

**Project Subtotal:** \$52,802.09

## Miscellaneous Items:

Qty	Description	Total Price
1	Travel and Per Diem	\$8,595.00
1	Shipping and Handling	\$393.06
<b>Miscellaneous Total:</b>		<b>\$8,988.06</b>

## Project Summary

	<b>Total Installation Price:</b>	<b>\$52,802.09</b>
	<b>Misc. Costs:</b>	<b>\$8,988.06</b>
<b>Grand Total:</b>		<b>\$61,790.15</b>

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## Standard Terms and Conditions of Sale

**1. Agreement.** The sale and provision of equipment and services (the "Project") described in the proposal, to which this document makes reference below (the "Proposal"), are sold and provided by Apex Integrated Security Solutions, Inc. ("Apex") upon the following terms and conditions. These terms and conditions are integral and shall govern all transactions with the customer identified below (the "Customer") relating to the Project, as if the same were fully set forth in the Proposal. This document, together with the Proposal and the applicable Software Support Agreement, shall constitute the entire agreement ("Agreement") between Apex and the Customer relating to the Project. Any attempt to amend or otherwise modify the terms and conditions of the Agreement by oral representations or agreements, course of dealing or Customer documents, including without limitation any purchase order or similar document, is hereby rejected and shall have no legal effect. Customer acknowledges that the Agreement was received and reviewed by Customer in advance of any document generated by Customer.

**2. Price and Terms.** Prices quoted by Apex in the Proposal shall be binding for thirty (30) days from date of the Proposal. Payment terms are net thirty (30) days from the date of invoice. Upon receipt of Customer's signature on the Agreement, Apex may immediately invoice Customer for an amount equal to fifty percent (50%) of (a) the cost of the entire Project, or (b) the cost of the equipment included in the Project, whichever is greater. Apex may delay commencement of work, unless and until such initial invoice is paid in full. Upon completion of the Project, Apex shall prepare a final invoice; provided, however, that if the Proposal provides for progress billing, Apex shall prepare interim invoices, in which case such interim invoices must be paid in full prior to Apex commencing the next phase of the Project. Apex hereby expressly reserves the right to deactivate or otherwise disable software installed as part of the Project, unless and until all outstanding invoices are paid in full.

**3. Taxes.** Prices quoted in the Proposal exclude sales, use, excise and all other taxes, licenses, permits and other fees, unless otherwise expressly stated in the Proposal. Any such taxes or fees imposed by local, state or federal taxing authorities shall be added to quoted prices in all cases, except where Customer provides an appropriate tax exemption certificate. Customer shall be ultimately responsible for the payment of all applicable taxes and fees relating to the Project, irrespective of whether the same are included in Apex's invoice or not.

**4. Limited Warranties and Limitations of Liability.**

**a. Equipment and Software.** Equipment and software installed by Apex as part of the Project may be warranted by the manufacturer of such equipment or software. Apex shall convey all such factory warranty information to Customer and, in the event of a claim, shall assist Customer to a commercially reasonable extent in communicating with the applicable manufacturer and resolving such claim; provided, however, Apex offers no warranty with respect to any equipment or software included in the Project and shall not be liable for the payment of any amount with respect thereto. In addition, there shall be no warranty with respect to consumable items, including without limitation fuses, batteries and cards, used in connection with the Project.

**b. Services.** Apex warrants to the original Customer that all services provided by Apex in connection with the Project shall be free from defects in workmanship for a period of one (1) year from the date such services are provided.

**c. Notice.** Customer shall provide Apex with written notice of any warranty claim not more than ten (10) days from Customer's discovery of the defect relating to such claim.

**d. Remedies.** Customer's sole and exclusive remedy for equipment and software warranty claims shall be the remedy set forth in writing by the applicable manufacturer and as may be performed by such manufacturer upon submission of a claim by Customer. Customer's sole and exclusive remedy for service warranty claims shall be, at Apex's option and in its sole discretion, either (a) correction of the defective work by Apex, or (b) refund of that portion of the Project cost directly attributable to the defective work.

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\* Price Includes Accessories

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**e. Limitations and Exclusions.** The limited warranties set forth above are not transferable and shall not cover normal wear and tear, or damage resulting from shipping, storage, abuse, neglect, accidents, alterations, work performed by other service providers or improper operation. THERE SHALL BE NO WARRANTIES THAT EXTEND BEYOND THE DESCRIPTION OF EXPRESS WARRANTIES ON THE FACE HEREOF AND IN THE APPLICABLE MANUFACTURER'S WRITTEN WARRANTIES RELATING TO EQUIPMENT AND SOFTWARE. APEX HEREBY DISCLAIMS ANY AND ALL OTHER EXPRESS OR IMPLIED WARRANTIES INCLUDING WITHOUT LIMITATION THE IMPLIED WARRANTIES OF MERCHANTABILITY AND FITNESS FOR A PARTICULAR USE.

FURTHERMORE, THE CUSTOMER HEREBY ACKNOWLEDGES AND AGREES TO THE EXCLUSIVE REMEDIES SET FORTH ABOVE AND HEREBY WAIVES ANY CLAIMS TO DAMAGES, INCLUDING WITHOUT LIMITATION, ANY PUNITIVE, DIRECT, INDIRECT, GENERAL, SPECIAL, INCIDENTAL OR CONSEQUENTIAL DAMAGES OR LOST PROFITS, WHETHER ARISING FROM TORT, CONTRACT OR ANY OTHER LEGAL OR EQUITABLE THEORY.

**5. General.**

- a. The Agreement shall not be assigned by Customer without the prior written consent of Apex. Any attempt by Customer to assign any of the rights, duties or obligations hereunder without such consent shall be void.
- b. Customer acknowledges that it has not been induced to enter into the Agreement by any representation or warranty not set forth in the Agreement.
- c. If any portion of the Agreement is found to be invalid or unenforceable, the parties agree that the remaining portions thereof shall remain in effect.
- d. If either party fails to enforce any right or remedy available to it under the Agreement, such failure shall not be construed as a waiver of any right or remedy with respect to any other breach or failure by the other party.
- e. The parties agree that the Agreement was negotiated and executed in the state of Idaho. Idaho law shall govern the Agreement and the parties hereby submit to the jurisdiction of the state and federal courts located in Idaho.
- f. The Agreement is for the benefit of the parties hereto only and is not intended, and shall not be construed, to create any third-party beneficiaries.

**The undersigned Customer hereby accepts and agrees to the terms and conditions set forth above, to the Proposal and to any applicable Software Support Agreement and/or Full Service Agreement entered into by the parties in connection with the Project:**

\_\_\_\_\_  
Client Signature: City of Ketchum

\_\_\_\_\_  
Date

\_\_\_\_\_  
Printed Name

\_\_\_\_\_  
Phone Number

\_\_\_\_\_  
Title

\_\_\_\_\_  
Billing Address

\_\_\_\_\_  
Billing Contact

\_\_\_\_\_  
Billing Address

\_\_\_\_\_  
Phone Number

\_\_\_\_\_  
Contractor Signature: Apex Integrated Security Solutions, Inc.

\_\_\_\_\_  
Date

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