



# DoveGuard

## Solutions Overview & Proposal

Prepared For:

Town of Lake Park

December 20, 2023





December 20, 2023

Town of Lake Park

Thank you for considering **Dove Technologies** as a strategic partner capable of helping Town of Lake Park realize its organization's growth goals.

I have included the best support option in this proposal to address your stated needs in managing your technology more strategically, effectively, and efficiently with our assistance. This option incorporates distinct levels of service and support from our team in strategic, tactical, and collaborative roles. This will allow us to select the best possible approach based on the amount of support desired, and the budget you can allocate to support the engagement.

The proposal describes your stated objectives and our strategic approach to help you achieve them through our unique programs that expedite ROI.

We have been satisfying and exceeding our clients' expectations without fail with our services since 1991. As a result, every single one of them is referenceable. Due to our impressive record, we are so confident in our ability to help you improve your organizational and technical outcomes and receive rapid qualitative and quantitative ROI through our engagement that we completely guarantee your satisfaction.

We look forward to working with you to develop your organization's growth and technology strategy. I will contact you after you have had a chance to review this proposal and have selected the appropriate option to begin our engagement.

Thank you for allowing us the opportunity to earn your business.

Best regards,

**Brian Dean**

*Senior Technology Consultant*



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### Situation Appraisal

Working with Town of Lake Park, **Dove Technologies** is submitting an active partnership to identify and implement overall technology management, maintenance, and support strategy with the intent of improving technical use and deployment in your organization.

Through superior service delivery, **Dove Technologies** expects to assist you and your staff in regaining valuable time to focus on more strategic issues. By leveraging a partnership with Dove, it is our endeavor to balance the risk and responsibility of technology infrastructure management. Your organization will utilize technology and security solutions effectively by engaging with a trusted external partner while avoiding costly mistakes and pitfalls. Over time we desire to improve reliability and performance to maximize staff and stakeholder engagement and accelerate your organization's objectives through properly functioning technology and technology solutions.

The achievement of these outcomes will rely heavily on a strong leadership approach. Effective strategic and tactical planning and execution will necessitate the active support and ownership of key Town of Lake Park staff for ultimate success.

Utilizing objective, skilled, and experienced assistance, your organization will be presented with ideas, insights and proven methods used in similar situations elsewhere to deal with known and unknown dynamics.

Dove Technologies aims to assist with much more than individual technology challenges. We are seeking to partner with Town of Lake Park to address challenges such as designing and implementing new technology solutions, analyzing key operational performance metrics of your infrastructure and assets, establishing appropriate roles and responsibilities for internal and external resources, assistance in managing and holding vendors and individuals accountable to execution, working with an outsourced NOC and Service Desk, and so on.

## Methodology

Dove Technologies will assign an in-house project manager to oversee all aspects of the project following standardized project management practices. Once the overall project management plan has been developed and approved by the you, the table below outlines the major activities and processes that will be followed:

	ACTIVITY	RESOURCE	VALIDATED BY	APPROVED BY	REMARKS
1	Kick-off/Conduct site survey	Onsite Supervisor	PMO	Client	Validate scope, risk, deviations, and feasibility from layout baseline
2	Confirm schedule	Onsite Supervisor	PMO	Client	Validate and confirm schedule baseline with resource management plan
3	Confirm costs/design	Onsite Supervisor	PMO	Client	Validate design and adherence to cost baseline
4	Confirm material lead time	Onsite Supervisor	PMO	Client	Verify and confirm material availability and lead time
5	Confirm resource availability	PM	PMO	Client	Check resource availability as per project schedule and detailed timeline
6	Execute project	Onsite Supervisor	PMO	Client	Follow project management plan and monitor and control deviations
7	Monitor and control project	PM	PMO	Client	Check performance baselines and adjust to control schedule, costs, risks
8	Update project status and milestones	PM	PMO	Client	Prepare status reports and hold weekly meetings as outlined in the communication plan.
9	Confirm project deliverables	PM	PMO	Client	Validate scope and acceptance criteria for TOC
10	Switch from Installation status to maintenance	PM	PMO	Client	Secure TOC and start of DLP, archive lessons learned, and project artifacts.

Using a proprietary Installation App, you will be provided with real-time visibility of the project's progress. This app provides technicians with step-by-step instructions and enables our Project Manager to monitor performance and progress from start to finish.

### Measures of Success

Progress toward the objectives will be measured by:

- Feedback opportunities created for internal and external resources to inform you and your leadership
- Actual observations, performance metrics and anecdotal information provided by our team and collected by you and your leadership.
- Realization of a more standardized, consistent and effective approach to overall technology maintenance and management, project management and ongoing service delivery
- Over the longer term, more effective strategic technology planning, budgeting, scheduling and execution
- Your complete satisfaction of our performance and strategic value to Town of Lake Park

### Approach

To realize the objectives, our approach includes but is not limited to, the following:

#### Onboarding your organization through our 3-phase process

- **Discovery**, where we dive deep into your organization's platform and identify, diagnose, and document all hardware and security. Working with your existing environment, our team understands your day-to-day operations from a technical standpoint. During this process, we engage your organization with information gathering to identify services and solutions we need to access, both internal and external, to properly support you. We request process-related information to ensure your employees are given the resources to do their work.
- **Implementation**, where we set up Town of Lake Park in our Service systems, add all contacts and assets for your organization, and begin to implement common best practices and hardware needed to bring your organization up to date. During this phase, we schedule regular meetings to stay up to date on the process and review the next steps before Go-Live.
- **Go-Live**, where we set our actual service level agreement Go-Live date. This can only be agreed upon after the first two phases of Onboarding have been completed. You will receive best-effort service response time until your Go-Live date.

### Expected Outcomes

#### *General Outcomes*

Engaging with Dove IT is expected to improve your current and future operational efficiencies and overall technology infrastructure performance, freeing you and your staff to focus on higher-priority strategic organizational growth issues. In addition, you will benefit from our experience and expertise with similar clients, as we consult with and introduce you to technology services and solutions that can help accelerate your attainment of greater efficiencies, streamlined workflows and improved outcomes with forecasted ROIs.

#### *Specific Outcomes*

Specific outcomes include strengthening Town of Lake Park's security platform and organization performance and prepare your organization properly for controlled, predictable and sustainable growth in the future. This will rapidly position Town of Lake Park to implement even more creative and accelerated future technology growth strategies when needed or desired.

What our clients say about Dove:

*"I have been working with Dove for over 7 years. The entire time, no matter how much business we were doing - small or large - I was always treated as a priority. Dove is one of the best vendors I have worked with and has been an essential part of the growth of our company's technology offerings and advancements. They truly are a great partner."*

Mike King  
IT Director - **Premier Packaging**





# Solutions Overview & Proposal

## DoveGuard Hardware Proposal

Town of Lake Park

Presented By: Brian Dean

Date: **December 20, 2023**

All proposals are valid for 30 days.

Qty	Dove Number	Description	Unit Price	Total
<b>Materials</b>				
3		R400 4K Dome Camera - 30 Days	\$1065.00	\$3195.00
19		R200 5MP Dome Camera - 20 Days	\$410.00	\$7790.00
3		R360 12MP 360 Camera - 30 Days	\$1065.00	\$3195.00
31		Enterprise Console License - 5 Years	\$573.00	\$17763.00
2		A100 Audio Gateway Sensor	\$286.00	\$572.00
6		R510 4K Varifocal Bullet Camera- 30 days	\$1228.00	\$7368.00
2		Sensor Gateway Enterprise License - 5 Year	\$573.00	\$1146.00
19		Junction Box for R100 Camera	\$41.00	\$779.00
2		Ceiling Mount for R2 Camera	\$65.00	\$130.00
2		Pendant Cap for R3/R4 Series Cameras	\$41.00	\$82.00
6		Junction Box for R5 Series Cameras	\$82.00	\$492.00
3		40cm Extension Pipe for Ceiling Mount	\$41.00	\$123.00
1		Junction Box for R2 Camera	\$41.00	\$41.00
33		CAT6 Cable (Max 300')	\$189.00	\$6237.00
23		Indoor Cameras Install	\$234.00	\$5382.00
10		Outdoor Cameras Install	\$265.00	\$2650.00
33		Cable Run	\$252.00	\$8316.00
34		Removal of existing equipment	\$126.00	\$4284.00
1		Library IT Room Organization	\$252.00	\$252.00

Taxes and Shipping not included.

**Invoice Total: \$69,797.00**

Financed (EST)    **12**    **24**    **36**    **48**    **60**

Client Acceptance

By signing below, you certify that you have reviewed and do agree to all terms and conditions of this Agreement on this page and the following pages attached hereto.

Full Legal Name of Client (as referenced above)

Signature

Date

Federal Tax ID Number

Print Name

Title

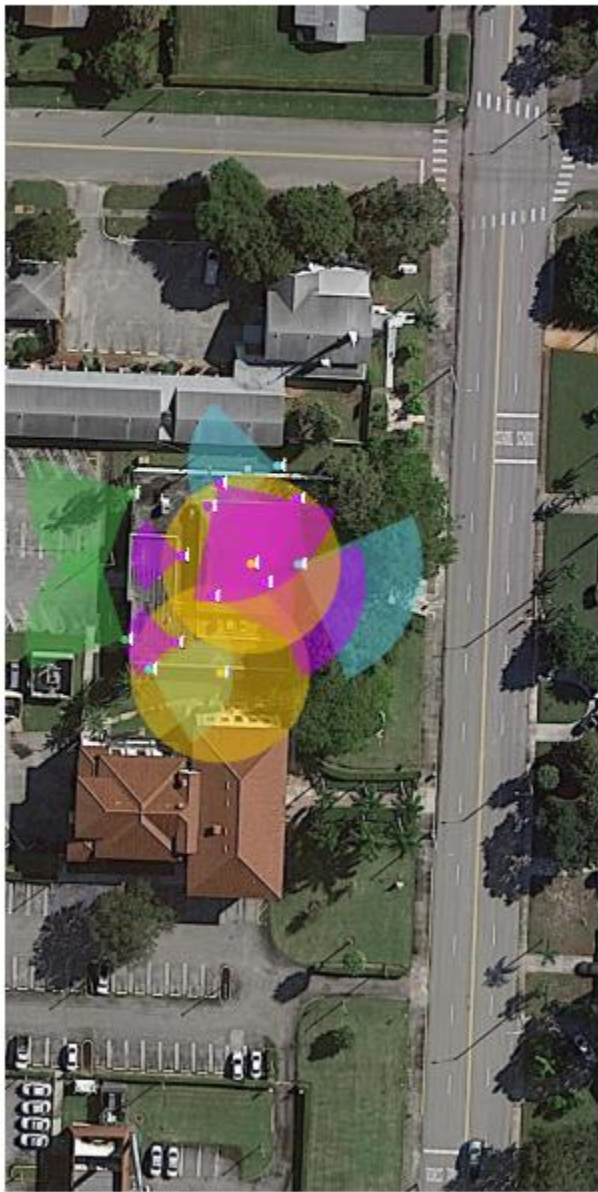
Company Acceptance



Client Acceptance

Owner	Signature	Title	Date
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Town of Lake Park -Survey-1 - August 28th, 2023





## Town of Lake Park -Survey-1 - August 28th, 2023

