

# AGREEMENT FOR SERVICES

## Assure Agreement for Services

### PREAMBLE

THIS AGREEMENT is by and between TOWN OF LOS GATOS, a California municipal corporation, ("Town") and Assure MSP, Inc. ("Contractor"), a Corporation and whose address is 1048 Serpentine Lane, 304 Pleasanton, CA 94588. This Agreement is made with reference to the following facts.

#### I. RECITALS

CMAS Participant



- A. For the services described in this Agreement, Contractor was selected as a ~~Single Source supplier~~ for this purchase.
- B. Contractor represents and affirms that it is willing to perform the desired work pursuant to this Agreement.
- C. Town desires to engage Contractor to provide, install, configure, and commission new surveillance equipment manufactured by Verkada to support public safety operations.
- D. Contractor warrants it possesses the distinct professional skills, qualifications, experience, and resources necessary to timely perform the services described in this Agreement. Contractor acknowledges Town has relied upon these warranties to retain the Contractor.

#### II. AGREEMENT

- A. Scope of Services. Contractor shall provide services as described in the Scope of Services, which is hereby incorporated by reference and attached as Exhibit A.
- B. Term. The term of this Agreement shall be from upon execution to Saturday, June 30, 2036.
- C. Compliance with Laws. The Contractor shall comply with all applicable laws, codes, ordinances, and regulations of governing federal, state and local laws. Contractor represents and warrants to Town that it has all licenses, permits, qualifications and approvals of whatsoever nature which are legally required for the Contractor to practice its profession. Contractor shall maintain a Town of Los Gatos business license pursuant to Chapter 14 of the Code of the Town of Los Gatos.
- D. Sole Responsibility. Contractor shall be responsible for employing or engaging all persons necessary to perform the services under this Agreement.
- E. Information/Report Handling. All documents furnished to the Contractor by the Town and all reports and supportive data prepared by the Contractor under this Agreement are the Town's property and shall be delivered to the Town upon the completion of services or at the Town's written request. All reports, information, data, and exhibits prepared or assembled by the Contractor in connection with the performance of its services pursuant to this Agreement are confidential until released by the Town to the public, and the Contractor shall not make any of these documents or information available to any individual or organization not employed by the Contractor or the Town without the written consent of the Town before such release. The Town acknowledges that the reports to be prepared by the Contractor pursuant to this Agreement are for the purpose of evaluating a defined project, and Town's use of the information contained in the reports prepared by the Contractor in connection with other projects shall be solely at Town's risk, unless Contractor expressly

consents to such use in writing. Town further agrees that it will not appropriate any methodology or technique of Contractor which is and has been confirmed in writing by Contractor to be a trade secret of the Contractor.

- F. Compensation: Compensation for services at the rates set forth in Exhibit A and in the amount **not to exceed \$215,000.00**, inclusive of all costs subject to appropriation of funds, notwithstanding any other provision in this agreement. Payment shall be based upon Town approval of each task.
- G. Billing. Billing shall be monthly by invoice within thirty (30) days of the rendering of the service and shall be accompanied by a detailed explanation of the work performed by whom at what rate and on what date. Also, plans, specifications, documents or other pertinent materials shall be submitted for Town review, even if only in partial or draft form.  
Payment shall be net thirty (30) days. All invoices and statements to the Town shall be addressed as follows:  
Invoices: Town of Los Gatos  
Attn: Accounts Payable  
P.O. Box 655  
Los Gatos, CA 95031-0655  
Email (preferred): AP@losgatosca.gov
- H. Availability of Records. Contractor shall maintain the records supporting this billing for not less than three years following completion of the work under this Agreement. Contractor shall make these records available to authorized personnel of the Town at the Contractor offices during business hours upon written request of the Town.
- I. Assignability and Subcontracting. The services to be performed under this Agreement are unique and personal to the Contractor. No portion of these services shall be assigned or subcontracted without the written consent of the Town.
- J. Independent Contractor. It is understood that the Contractor, in the performance of the work and services agreed to be performed, shall act as and be an independent contractor and not an agent or employee of the Town. As an independent contractor he/she shall not obtain any rights to retirement benefits or other benefits which accrue to Town employee(s). With prior written consent, the Contractor may perform some obligations under this Agreement by subcontracting, but may not delegate ultimate responsibility for performance or assign or transfer interests under this Agreement. Contractor agrees to testify in any litigation brought regarding the subject of the work to be performed under this Agreement. Contractor shall be compensated for its costs and expenses in preparing for, traveling to, and testifying in such matters at its then current hourly rates of compensation, unless such litigation is brought by Contractor or is based on allegations of Contractor's negligent performance or wrongdoing.
- K. Conflict of Interest. Contractor understands that its professional responsibilities are solely to the Town. The Contractor has and shall not obtain any holding or interest within the Town of Los Gatos. Contractor has no business holdings or agreements with any individual member of the Staff or management of the Town or its representatives, nor shall it enter into any such holdings or agreements. In addition, the Contractor warrants that it does not presently and shall not acquire any direct or indirect interest adverse to those of the Town in the subject of this Agreement, and it shall immediately disassociate itself from such an interest, should it discover it has done so and shall, at the Town's sole discretion, divest itself of such interest. Contractor shall not knowingly and shall take reasonable steps to ensure that it does not employ a person having such an interest in this

performance of this Agreement. If after employment of a person Contractor discovers it has employed a person with a direct or indirect interest that would conflict with its performance of this Agreement, Contractor shall promptly notify Town of this employment relationship, and shall, at the Town's sole discretion, sever any such employment relationship.

- L. Non-Discrimination. Contractor warrants that it is an equal opportunity employer and shall comply with applicable regulations governing equal employment opportunity. Neither the Contractor nor its subcontractors do and neither shall discriminate against persons employed or seeking employment with them on the basis of age, sex, color, race, marital status, sexual orientation, ancestry, physical or mental disability, national origin, religion, or medical condition, unless based upon a bona fide occupational qualification pursuant to the California Fair Employment & Housing Act.

### III. INSURANCE AND INDEMNIFICATION

A. Minimum Scope of Insurance:

1. Contractor agrees to have and maintain, for the duration of the contract, General Liability insurance policies insuring him/her and his/her firm to an amount not less than: two million dollars (\$2,000,000) combined single limit per occurrence for bodily injury, personal injury and property damage.
2. Contractor agrees to have and maintain for the duration of the contract, an Automobile Liability insurance policy ensuring him/her and his/her staff to an amount not less than one million dollars (\$1,000,000) combined single limit per accident for bodily injury and property damage.
3. Contractor shall provide to the Town all certificates of insurance, with original endorsements effecting coverage. Contractor agrees that all certificates and endorsements are to be received and approved by the Town before work commences.

B. General Liability:

1. The Town, its elected and appointed officials, employees, and agents are to be covered as insured as respects: liability arising out of activities performed by or on behalf of the Contractor; products and completed operations of the Contractor, premises owned or used by the Contractor.
2. The Contractor's insurance coverage shall be primary insurance as respects the Town, its elected and appointed officials, employees, and agents. Any insurance or self-insurances maintained by the Town, its officers, officials, employees or agents shall be excess of the Contractor's insurance and shall not contribute with it.
3. Any failure to comply with reporting provisions of the policies shall not affect coverage provided to the Town, its officers, officials, employees or agents.
4. The Contractor's insurance shall apply separately to each insured against whom a claim is made or suit is brought, except with respect to the limits of the insurer's liability.

- C. All Coverages. Each insurance policy required in this item shall be endorsed to state that coverage shall not be suspended, voided, cancelled, reduced in coverage or in limits except after thirty (30) days' prior written notice by certified mail, return receipt requested, has been given to the Town. Current certification of such insurance shall be kept on file at all times during the term of this agreement with the Town Clerk.

- D. Workers' Compensation. In addition to these policies, Contractor shall have and maintain Workers' Compensation insurance as required by California law and shall provide evidence of such policy to the Town before beginning services under this Agreement. Further, Contractor shall ensure that all subcontractors employed by Contractor provide the required Workers' Compensation insurance for their respective employees. As required by the State of California, with Statutory Limits, and Employer's Liability Insurance with limit of no less than one million dollars (\$1,000,000) per accident for bodily injury or disease.
- E. Indemnification. The Contractor shall indemnify the Town its elected and appointed officials, employees and agents from all damages, liabilities, penalties, costs, or expenses in law or equity that may at any time arise or be set up because of damages to property or personal injury received by reason of, or in the course of performing work which may be occasioned by any act or omissions of the Contractor, or any of the Contractor's officers, employees, or agents or any subcontractor. Contractor shall defend the Town against any such claims.

#### IV. GENERAL TERMS

- A. Waiver. No failure on the part of either party to exercise any right or remedy hereunder shall operate as a waiver of any other right or remedy that party may have hereunder, nor does waiver of a breach or default under this Agreement constitute a continuing waiver of a subsequent breach of the same or any other provision of this Agreement.
- B. Governing Law. This Agreement, regardless of where executed, shall be governed by and construed to the laws of the State of California. Venue for any action regarding this Agreement shall be in the Superior Court of the County of Santa Clara.
- C. Termination of Agreement. The Town and the Contractor shall have the right to terminate this agreement with or without cause by giving not less than fifteen days (15) written notice of termination. In the event of termination, the Contractor shall deliver to the Town all plans, files, documents, reports, performed to date by the Contractor. In the event of such termination, Town shall pay the contractor an amount that bears the same ratio to the maximum contract price as the work delivered to the Town bears to completed services contemplated under this Agreement, unless such termination is made for cause, in which event, compensation, if any, shall be adjusted in light of the particular facts and circumstances involved in such termination.
- D. Amendment. No modification, waiver, mutual termination, or amendment of this Agreement is effective unless made in writing and signed by the Town and the Contractor.
- E. Notices. Any notice required to be given shall be deemed to be duly and properly given if mailed postage prepaid, and addressed to:

Town of Los Gatos  
Attn: Town Clerk  
110 E. Main Street, Los Gatos, CA 95030


Assure MSP, Inc.  
1048 Serpentine Lane, 304 Pleasanton, CA 94588

or personally delivered to the Contractor to such address or such other address as the Contractor designates in

- F. Order of Precedence. In the event of any conflict, contradiction, or ambiguity between the terms and conditions of this Agreement in respect of the Products or Services and any attachments to this Agreement, then the terms and conditions of this Agreement shall prevail over attachments or other writings.
- G. Entire Agreement. This Agreement, including all Exhibits, constitutes the complete and exclusive statement of the Agreement between the Town and the Contractor. No terms, conditions, understandings or agreements purporting to modify or vary this Agreement, unless hereafter made in writing and signed by the party to be bound, shall be binding on either party.

IN WITNESS WHEREOF, the Town and the Contractor have executed this Agreement.

TOWN OF LOS GATOS:

Signed by:  
  
3EF03F232F1B428...  
**SIGNATURE**

Chris Constantin

**FULL NAME**


Town Manager

**TITLE**

1/28/2026

**DATE SIGNED**

CONTRACTOR: Assure MSP, Inc.

DocuSigned by:  
  
A58934C1A50F46B...  
**SIGNATURE**

Jim Graf

**VENDOR SIGNATORY'S FULL NAME**


CEO

**VENDOR SIGNATORY'S TITLE**

1/15/2026

**DATE SIGNED**

Approved as to form:

Signed by:  
  
EFD6738A5534428...  
**SIGNATURE**

Gabrielle Whelan

**FULL NAME**

Town Attorney

**TITLE**

1/28/2026

**DATE SIGNED**

The execution date is the date on which the last party has signed.



January 7, 2026

Customer: Los Gatos Police Department

Attention: Rebecca Albin

Proposal: LGPD SO# 1008949

Dear Captain Albin:

We are pleased to submit the following proposal for consideration based on specifications received to include the following:

**BASE BID SCOPE OF WORK**

Provide, install, configure, and commission the following new surveillance equipment manufactured by Verkada:

- (4) CY63-E Cameras
- (1) CD43-E Camera
- (1) CM42 Camera
- (2) CP63-E Cameras
- (8) CR63-E Cameras
- (2) CH63-E Cameras
- (1) CB62-E Camera
- (2) CD63-E Cameras
- (7) GC31-E Cellular Gateways
- (1) Verkada Intercom

All devices will be mounted in agreed-upon locations and integrated into a single cloud-managed system.

See attached “LGPD SO # 1008949” for pricing, components & specs.

*\*Proposed pricing is valid for 20 days.*

**Clarifications:**

-Price based upon normal working hours – Monday through Friday between the hours of 7:00AM until 5:00PM. Overtime is excluded.

**Exclusions:**

- Any and/or all work not listed in the above Scope of Work.
- Repairing existing low voltage code violations.
- Demo, relocation and/or re-supporting of existing low voltage not listed in SOW.
- New and/or upgrades to existing patch panels to accommodate new patch panels.
- HVAC feeders, control wiring and/or raceway.
- F/A, security wiring and/or raceway.
- Audio cabling or raceway.
- Paint and/or patching.
- Asbestos abatement and/or removal.
- Dumpster, off haul and/or recycling fees.
- Unforeseen site and/or subsurface conditions.
- Underground trenching, backfill, and/or patch.
- Concrete saw cut, coring and/or installation of floor boxes.
- Concrete x-ray services.
- Additional insurance requirements and/or costs above our current limits.
- Engineering and/or design drawings.
- Permit and/or Building Department Fees.
- Overtime, PM and or weekend work.
- Cable Certification.

**Los Gatos Police Department**

LGPD SO# 1008949

January 7, 2026

**STANDARD TERMS AND CONDITIONS**

**1. Engagement of Services**

Once work is authorized by the customer, Assure MSP is committed to certain “ramp up” expenses, both direct and indirect (i.e., specific training, travel, special tools, materials, project management, etc.) which are generally priced into the entire scope of the project. If the project is cancelled, delayed, terminated, or significantly changed through no fault of Assure MSP, these expenses will be due and payable to Assure MSP on a pro-rata basis. Any request for reimbursement of these expenses will be itemized and defined.

**2. Changes to Scope of Work**

Assure MSP will notify the customer if there is a material change to the Scope of Work that will require Assure MSP to spend more money than originally budgeted. The customer agrees to pay Assure MSP for such expenses plus reasonable profit and overhead if the customer desires to continue under the changed Scope of Work.

**3. Payment Terms**

Standard payment terms are due upon receipt unless stated differently on the front of this proposal.

**4. Warranty**

Customer satisfaction is a prime objective in the Assure MSP organization. In any instance where Assure MSP’s low voltage cable installation fails to perform to the customer’s satisfaction, it is Assure MSP’s policy to provide prompt and effective investigation of the situation. Assure MSP warrants that its low voltage installation will be in accordance with stated specifications and will be free from defects in workmanship and materials for a period of 1-Year.

**5. Incorporation by Reference**

Unless expressly agreed in writing, their Standard Terms and Conditions are a part of, and hereby incorporated by reference, all Proposals submitted by Assure MSP, Inc.

**6. Indemnity**

To the fullest extent permitted by law Owner shall defend, indemnify, and hold harmless Contractor from and against all claims, demands, damages, causes of action, liabilities, charges, penalties, fine costs, fees, losses, damages, expenses, suits, settlements, awards, and judgments (including reasonable attorney fees) and every kind and nature whatsoever arising from or in connection with or incidental to the performance of work under this agreement.

Thank you for giving Assure MSP the opportunity to provide services for you. If you have any questions or need assistance to expedite your project, please feel free to contact me at (415) 516-7475.

Sincerely,

Dylan Graf  
Assure MSP, Inc.  
(650) 477-7690

I am authorizing Assure MSP to perform the project per the scope of work above:

Authorized Signature: Signed by:  
*Chris Constantin*  
3EF03F232F1B428... 1/28/2026

Authorized Name (Printed): Chris Constantin

Purchase Order: \_\_\_\_\_

Assure MSP, Inc.  
1048 Serpentine Lane, 304  
Pleasanton, CA 94588  
LIC # 1107485



# Sales Order: 1008949

January 7, 2026

<b>Bill To:</b>	Los Gatos Police Department	<b>Ship To:</b>	Same
<b>Address</b>	110 E Main St	<b>Address</b>	
<b>City, State, Zip</b>	Los Gatos, CA 95030	<b>City, State, Zip</b>	

Salesperson	PO#	Delivery Method	Delivery Date	Job Site	Payment Terms
Dylan Graf		Truck		Los Gatos	50% MD / 50% UC

Qty	Item #	Description	Unit Price	Line Total
<b>City Hall Cameras</b>				
1	CY63-1TBE-HW	Verkada CY63-E Outdoor Two-Camera Multisensor Camera, 2x4K, Zoom Lens, 1TB of Storage, Maximum 30 Days of Retention	\$2,239.20	\$2,239.20
1	ACC-MNT-ARM-1	Verkada Arm Mount	\$79.20	\$79.20
1	ACC-MNT-YPEND-1	Verkada Two-Camera Multisensor Pendant Cap Mount	\$87.20	\$87.20
1	CD43-256E-HW	Verkada CD43-E Outdoor Dome Camera, 5MP, Fixed Lens, 256GB of Storage, Maximum 30 Days of Retention	\$959.20	\$959.20
1	CM42-256-HW	Verkada CM42 Indoor Mini Dome Camera, 5MP, Fixed Lens, 256GB of Storage, Maximum 30 Days of Retention	\$559.20	\$559.20
2	LIC-CAM-10Y-CAP	Verkada 10-Year Camera License, Capacity Increase	\$1,599.20	\$3,198.40
1	LIC-CAM-MLT2-10Y-CAP	Verkada 10-Year Two-Camera Multisensor License, Capacity Increase	\$2,799.20	\$2,799.20
3	PS-CAM-INST01	Camera Installation, configuration, alignment, network setup, and labeling - Level 1	\$850.00	\$2,550.00
3	AMI-CBLMNTMAT	Cat6 Ethernet cable, Mounts, & Materials	\$130.40	\$391.20
3	PS-CAM-CONFIG	Camera System Network Configuration & Training	\$160.00	\$480.00
<b>Subtotal: \$13,342.80</b>				
<b>City Hall Intercom</b>				
1	TD53-HW	Verkada TD53 Video Intercom Reader	\$1,439.20	\$1,439.20
1	LIC-TD-10Y-CAP	Verkada 10-Year Intercom License, Capacity Increase	\$2,799.20	\$2,799.20
1	PS-INT-INST01	Intercom cabling, installation, configuration, validation - Level 1	\$1,250.00	\$1,250.00
1	AMI-CBLMNTMAT	Cat6 Ethernet cable, Mounts, & Materials	\$130.40	\$130.40
1	PS-INT-DR-INST	Intercom and door reader wiring, configuration, and testing	\$1,200.00	\$1,200.00
1	PS-INT-CONFIG	Intercom network configuration and training	\$250.00	\$250.00
1	AMI-PS-125UL	Access control power supply, 12/24v	\$235.99	\$235.99
1	PS-AD-1POWER-INST	Single Door Power supply installation and testing	\$350.00	\$350.00
1	PS-AD-STRK-INST	Installation & Testing of Electrified Strike	\$1,750.00	\$1,750.00
<b>Subtotal: \$9,404.79</b>				
<b>Location 2</b>				



# Sales Order: 1008949

January 7, 2026

1	CP63-1TBE-HW	Verkada CP63 Outdoor PTZ Camera, 4K, 1TB of Storage, Maximum 30 Days of Retention	\$3,759.20	\$3,759.20
1	LIC-CAM-10Y-CAP	Verkada 10-Year Camera License, Capacity Increase	\$1,599.20	\$1,599.20
1	GC31-E-HW	Verkada GC31 Cellular Gateway, Outdoor	\$1,039.20	\$1,039.20
1	LIC-GC-10Y-CAP	Verkada 10-Year Cellular Gateway License, Capacity Increase	\$2,159.20	\$2,159.20
1	ACC-MNT-XLARM-1	Verkada Large Arm Mount (PTZ)	\$127.20	\$127.20
1	ACC-MNT-PEND-1	Verkada Pendant Cap Mount	\$55.20	\$55.20
1	ACC-POLE-1	Verkada 12ft /3.7m Above Grade Pole for use with CR camera and accessories	\$799.20	\$799.20
1	ACC-MNT-POLE-1	Verkada Pole Mount	\$167.20	\$167.20
1	AMI-ELECBOX	Steel enclosure electrical box, IP66 waterproof & dustproof	\$126.38	\$126.38
1	PS-CAM-INST03-PW	Camera Installation, configuration, alignment, network setup, and labeling - Level 3	\$3,250.00	\$3,250.00
1	AMI-CBLMNTMAT	Cat6 Ethernet cable, Mounts, & Materials	\$130.40	\$130.40
1	PS-POLE-INST01	12fr /3.7m Pole Installation	\$2,750.00	\$2,750.00
<b>Subtotal: \$15,962.38</b>				
<b>Location 4</b>				
1	CR63-512E-HW	Verkada CR63-E Outdoor Remote Camera, 4K, Zoom Lens, 512GB of Storage, Maximum 30 Days of Retention	\$2,799.20	\$2,799.20
1	LIC-CAM-10Y-CAP	Verkada 10-Year Camera License, Capacity Increase	\$1,599.20	\$1,599.20
1	ACCX-TAP-DC100-E	FP AC/DC 7-Pin Power Tap, 100W PoE Output, Outdoor, Model Number: FP287A-180-BEN-A	\$319.20	\$319.20
1	PS-CAM-INST03-PW	Camera Installation, configuration, alignment, network setup, and labeling - Level 3	\$2,750.00	\$2,750.00
1	AMI-CBLMNTMAT	Cat6 Ethernet cable, Mounts, & Materials	\$130.40	\$130.40
<b>Subtotal: \$7,598.00</b>				
<b>Location 5</b>				
2	CR63-512E-HW	Verkada CR63-E Outdoor Remote Camera, 4K, Zoom Lens, 512GB of Storage, Maximum 30 Days of Retention	\$2,799.20	\$5,598.40
2	LIC-CAM-10Y-CAP	Verkada 10-Year Camera License, Capacity Increase	\$1,599.20	\$3,198.40
2	ACC-BAT-430WH-E-1	Verkada 430Wh Backup Battery for CR camera	\$1,119.20	\$2,238.40
2	ACC-SOLP-100W-1	Verkada 100 Watt Solar Panel	\$215.20	\$430.40
2	ACC-MNT-SOLP-1	Verkada Solar Panel Pole Mount for 100 Watt Solar Panel/ 65 Watt Solar Panel	\$399.20	\$798.40
2	PS-CAM-INST03-PW	Camera Installation, configuration, alignment, network setup, and labeling - Level 3	\$2,750.00	\$5,500.00
2	AMI-CBLMNTMAT	Cat6 Ethernet cable, Mounts, & Materials	\$130.40	\$260.80
<b>Subtotal: \$18,024.80</b>				



# Sales Order: 1008949

January 7, 2026

Location 6				
1	CR63-512E-HW	Verkada CR63-E Outdoor Remote Camera, 4K, Zoom Lens, 512GB of Storage, Maximum 30 Days of Retention	\$2,799.20	\$2,799.20
1	LIC-CAM-10Y-CAP	Verkada 10-Year Camera License, Capacity Increase	\$1,599.20	\$1,599.20
1	ACCX-TAP-DC100-E	FP AC/DC 7-Pin Power Tap, 100W PoE Output, Outdoor, Model Number: FP287A-180-BEN-A	\$319.20	\$319.20
1	PS-CAM-INST03-PW	Camera Installation, configuration, alignment, network setup, and labeling - Level 3	\$2,750.00	\$2,750.00
1	AMI-CBLMNTMAT	Cat6 Ethernet cable, Mounts, & Materials	\$130.40	\$130.40
<b>Subtotal: \$7,598.00</b>				
Location 7				
1	CH63-2TBE-HW	Verkada CH63-E Outdoor Four-Camera Multisensor Camera, 4x4K, Zoom Lens, 2TB of Storage, Maximum 30 Days of Retention	\$3,359.20	\$3,359.20
1	LIC-CAM-MLT4-10Y-CAP	Verkada 10-Year Four-Camera Multisensor License, Capacity Increase	\$4,799.20	\$4,799.20
1	GC31-E-HW	Verkada GC31 Cellular Gateway, Outdoor	\$1,039.20	\$1,039.20
1	LIC-GC-10Y-CAP	Verkada 10-Year Cellular Gateway License, Capacity Increase	\$2,159.20	\$2,159.20
1	ACCX-TAP-DC100-E	FP AC/DC 7-Pin Power Tap, 100W PoE Output, Outdoor, Model Number: FP287A-180-BEN-A	\$319.20	\$319.20
1	ACC-MNT-POLE-1	Verkada Pole Mount	\$167.20	\$167.20
1	ACC-MNT-ARM-1	Verkada Arm Mount	\$79.20	\$79.20
1	ACC-MNT-HPEND-1	Verkada Four-Camera Multisensor Pendant Cap Mount	\$111.20	\$111.20
1	AMI-ELECBOX	Steel enclosure electrical box, IP66 waterproof & dustproof	\$126.38	\$126.38
1	PS-CAM-INST03-PW	Camera Installation, configuration, alignment, network setup, and labeling - Level 3	\$3,250.00	\$3,250.00
1	AMI-CBLMNTMAT	Cat6 Ethernet cable, Mounts, & Materials	\$130.40	\$130.40
<b>Subtotal: \$15,540.38</b>				
Location 8				
1	CR63-512E-HW	Verkada CR63-E Outdoor Remote Camera, 4K, Zoom Lens, 512GB of Storage, Maximum 30 Days of Retention	\$2,799.20	\$2,799.20
1	LIC-CAM-10Y-CAP	Verkada 10-Year Camera License, Capacity Increase	\$1,599.20	\$1,599.20
1	ACCX-TAP-DC100-E	FP AC/DC 7-Pin Power Tap, 100W PoE Output, Outdoor, Model Number: FP287A-180-BEN-A	\$319.20	\$319.20
1	PS-CAM-INST03-PW	Camera Installation, configuration, alignment, network setup, and labeling - Level 3	\$2,750.00	\$2,750.00
1	AMI-CBLMNTMAT	Cat6 Ethernet cable, Mounts, & Materials	\$130.40	\$130.40
<b>Subtotal: \$7,598.00</b>				
Location 14				
1	CH63-2TBE-HW	Verkada CH63-E Outdoor Four-Camera Multisensor Camera, 4x4K, Zoom Lens, 2TB of Storage, Maximum 30 Days of Retention	\$3,359.20	\$3,359.20



# Sales Order: 1008949

January 7, 2026

1	LIC-CAM-MLT4-10Y-CAP	Verkada 10-Year Four-Camera Multisensor License, Capacity Increase	\$4,799.20	\$4,799.20
1	GC31-E-HW	Verkada GC31 Cellular Gateway, Outdoor	\$1,039.20	\$1,039.20
1	LIC-GC-10Y-CAP	Verkada 10-Year Cellular Gateway License, Capacity Increase	\$2,159.20	\$2,159.20
1	ACCX-TAP-DC100-E	FP AC/DC 7-Pin Power Tap, 100W PoE Output, Outdoor, Model Number: FP287A-180-BEN-A	\$319.20	\$319.20
1	ACC-MNT-POLE-1	Verkada Pole Mount	\$167.20	\$167.20
1	ACC-MNT-ARM-1	Verkada Arm Mount	\$79.20	\$79.20
1	ACC-MNT-HPEND-1	Verkada Four-Camera Multisensor Pendant Cap Mount	\$111.20	\$111.20
1	AMI-ELECBOX	Steel enclosure electrical box, IP66 waterproof & dustproof	\$126.38	\$126.38
1	PS-CAM-INST03-PW	Camera Installation, configuration, alignment, network setup, and labeling - Level 3	\$3,250.00	\$3,250.00
1	AMI-CBLMNTMAT	Cat6 Ethernet cable, Mounts, & Materials	\$130.40	\$130.40
<b>Subtotal: \$15,540.38</b>				
<b>Location 15</b>				
1	CR63-512E-HW	Verkada CR63-E Outdoor Remote Camera, 4K, Zoom Lens, 512GB of Storage, Maximum 30 Days of Retention	\$2,799.20	\$2,799.20
1	LIC-CAM-10Y-CAP	Verkada 10-Year Camera License, Capacity Increase	\$1,599.20	\$1,599.20
1	ACCX-TAP-DC100-E	FP AC/DC 7-Pin Power Tap, 100W PoE Output, Outdoor, Model Number: FP287A-180-BEN-A	\$319.20	\$319.20
1	PS-CAM-INST03	Camera Installation, configuration, alignment, network setup, and labeling - Level 3	\$2,750.00	\$2,750.00
1	AMI-CBLMNTMAT	Cat6 Ethernet cable, Mounts, & Materials	\$130.40	\$130.40
<b>Subtotal: \$7,598.00</b>				
<b>Location 16</b>				
2	CR63-512E-HW	Verkada CR63-E Outdoor Remote Camera, 4K, Zoom Lens, 512GB of Storage, Maximum 30 Days of Retention	\$2,799.20	\$5,598.40
2	LIC-CAM-10Y-CAP	Verkada 10-Year Camera License, Capacity Increase	\$1,599.20	\$3,198.40
2	ACCX-TAP-DC100-E	FP AC/DC 7-Pin Power Tap, 100W PoE Output, Outdoor, Model Number: FP287A-180-BEN-A	\$319.20	\$638.40
2	PS-CAM-INST03-PW	Camera Installation, configuration, alignment, network setup, and labeling - Level 3	\$2,750.00	\$5,500.00
2	AMI-CBLMNTMAT	Cat6 Ethernet cable, Mounts, & Materials	\$130.40	\$260.80
<b>Subtotal: \$15,196.00</b>				
<b>Location 17</b>				
1	CY63-1TBE-HW	Verkada CY63-E Outdoor Two-Camera Multisensor Camera, 2x4K, Zoom Lens, 1TB of Storage, Maximum 30 Days of Retention	\$2,239.20	\$2,239.20
1	CB62-512E-HW	Verkada CB62-E Outdoor Bullet Camera, 4K, Zoom Lens, 512GB of Storage, Maximum 30 Days of Retention	\$1,599.20	\$1,599.20
1	LIC-CAM-MLT2-10Y-CAP	Verkada 10-Year Two-Camera Multisensor License, Capacity Increase	\$2,799.20	\$2,799.20



# Sales Order: 1008949

January 7, 2026

1	LIC-CAM-10Y-CAP	Verkada 10-Year Camera License, Capacity Increase	\$1,599.20	\$1,599.20
1	GC31-E-HW	Verkada GC31 Cellular Gateway, Outdoor	\$1,039.20	\$1,039.20
1	LIC-GC-10Y-CAP	Verkada 10-Year Cellular Gateway License, Capacity Increase	\$2,159.20	\$2,159.20
1	AMI-ELECBOX	Steel enclosure electrical box, IP66 waterproof & dustproof	\$126.38	\$126.38
2	PS-CAM-INST02	Camera Installation, configuration, alignment, network setup, and labeling - Level 2	\$1,250.00	\$2,500.00
2	AMI-CBLMNTMAT	Cat6 Ethernet cable, Mounts, & Materials	\$130.40	\$260.80
<b>Subtotal: \$14,322.38</b>				
<b>Location 18</b>				
1	CP63-1TBE-HW	Verkada CP63 Outdoor PTZ Camera, 4K, 1TB of Storage, Maximum 30 Days of Retention	\$3,759.20	\$3,759.20
1	LIC-CAM-10Y-CAP	Verkada 10-Year Camera License, Capacity Increase	\$1,599.20	\$1,599.20
1	GC31-E-HW	Verkada GC31 Cellular Gateway, Outdoor	\$1,039.20	\$1,039.20
1	LIC-GC-10Y-CAP	Verkada 10-Year Cellular Gateway License, Capacity Increase	\$2,159.20	\$2,159.20
1	ACCX-TAP-DC100-E	FP AC/DC 7-Pin Power Tap, 100W PoE Output, Outdoor, Model Number: FP287A-180-BEN-A	\$319.20	\$319.20
1	ACC-MNT-POLE-1	Verkada Pole Mount	\$167.20	\$167.20
1	ACC-MNT-XLARM-1	Verkada Large Arm Mount (PTZ)	\$127.20	\$127.20
1	ACC-MNT-PEND-1	Verkada Pendant Cap Mount	\$55.20	\$55.20
1	AMI-ELECBOX	Steel enclosure electrical box, IP66 waterproof & dustproof	\$126.38	\$126.38
1	PS-CAM-INST03-PW	Camera Installation, configuration, alignment, network setup, and labeling - Level 3	\$3,250.00	\$3,250.00
1	AMI-CBLMNTMAT	Cat6 Ethernet cable, Mounts, & Materials	\$130.40	\$130.40
<b>Subtotal: \$12,732.38</b>				
<b>Location 20</b>				
2	CD63-512E-HW	Verkada CD63-E Outdoor Dome Camera, 4K, Zoom Lens, 512GB of Storage, Maximum 30 Days of Retention	\$1,519.20	\$3,038.40
2	LIC-CAM-10Y-CAP	Verkada 10-Year Camera License, Capacity Increase	\$1,599.20	\$3,198.40
2	PS-CAM-INST02	Camera Installation, configuration, alignment, network setup, and labeling - Level 2	\$1,250.00	\$2,500.00
2	AMI-CBLMNTMAT	Cat6 Ethernet cable, Mounts, & Materials	\$130.40	\$260.80
2	PS-CAM-CONFIG	Camera System Network Configuration & Training	\$160.00	\$320.00
<b>Subtotal: \$9,317.60</b>				
<b>Location 21</b>				
1	CY63-1TBE-HW	Verkada CY63-E Outdoor Two-Camera Multisensor Camera, 2x4K, Zoom Lens, 1TB of Storage, Maximum 30 Days of Retention	\$2,239.20	\$2,239.20



Sales Order: 1008949

January 7, 2026

1	LIC-CAM-MLT2-10Y-CAP	Verkada 10-Year Two-Camera Multisensor License, Capacity Increase	\$2,799.20	\$2,799.20
1	GC31-E-HW	Verkada GC31 Cellular Gateway, Outdoor	\$1,039.20	\$1,039.20
1	LIC-GC-10Y-CAP	Verkada 10-Year Cellular Gateway License, Capacity Increase	\$2,159.20	\$2,159.20
1	ACCX-TAP-DC100-E	FP AC/DC 7-Pin Power Tap, 100W PoE Output, Outdoor, Model Number: FP287A-180-BEN-A	\$319.20	\$319.20
1	ACC-MNT-POLE-1	Verkada Pole Mount	\$167.20	\$167.20
1	ACC-MNT-ARM-1	Verkada Arm Mount	\$79.20	\$79.20
1	ACC-MNT-YPEND-1	Verkada Two-Camera Multisensor Pendant Cap Mount	\$87.20	\$87.20
1	AMI-ELECBOX	Steel enclosure electrical box, IP66 waterproof & dustproof	\$126.38	\$126.38
1	PS-CAM-INST03-PW	Camera Installation, configuration, alignment, network setup, and labeling - Level 3	\$3,250.00	\$3,250.00
1	AMI-CBLMNTMAT	Cat6 Ethernet cable, Mounts, & Materials	\$130.40	\$130.40
<b>Subtotal: \$12,396.38</b>				
<b>Location 22</b>				
1	CY63-1TBE-HW	Verkada CY63-E Outdoor Two-Camera Multisensor Camera, 2x4K, Zoom Lens, 1TB of Storage, Maximum 30 Days of Retention	\$2,239.20	\$2,239.20
1	LIC-CAM-MLT2-10Y-CAP	Verkada 10-Year Two-Camera Multisensor License, Capacity Increase	\$2,799.20	\$2,799.20
1	GC31-E-HW	Verkada GC31 Cellular Gateway, Outdoor	\$1,039.20	\$1,039.20
1	LIC-GC-10Y-CAP	Verkada 10-Year Cellular Gateway License, Capacity Increase	\$2,159.20	\$2,159.20
1	ACCX-TAP-DC100-E	FP AC/DC 7-Pin Power Tap, 100W PoE Output, Outdoor, Model Number: FP287A-180-BEN-A	\$319.20	\$319.20
1	ACC-MNT-POLE-1	Verkada Pole Mount	\$167.20	\$167.20
1	ACC-MNT-ARM-1	Verkada Arm Mount	\$79.20	\$79.20
1	ACC-MNT-YPEND-1	Verkada Two-Camera Multisensor Pendant Cap Mount	\$87.20	\$87.20
1	AMI-ELECBOX	Steel enclosure electrical box, IP66 waterproof & dustproof	\$126.38	\$126.38
1	PS-CAM-INST03-PW	Camera Installation, configuration, alignment, network setup, and labeling - Level 3	\$3,250.00	\$3,250.00
1	AMI-CBLMNTMAT	Cat6 Ethernet cable, Mounts, & Materials	\$130.40	\$130.40
<b>Subtotal: \$12,396.38</b>				
			<b>Subtotal</b>	<b>\$194,568.68</b>



Sales Order: 1008949

January 7, 2026

No.	Type	Description	Unit Price	Line Total
1	Note	Please note that the proposed system requires a high speed internet connection. This provides remote monitoring, system updates and accurate timestamping. Verkada's technology removes the need for a local DVR/Machine that draws power and requires maintenance and updates.		
1.1	Note	Pricing in this Sales Order is based on the proposed quantity and scope of work documented herein. If the proposed quantities change, the proposed pricing will be adjusted to reflect the revised quantities and scope of work.		
1.2	Exclusion	Assure MSP, Inc. is not providing high speed internet or managed services unless otherwise noted in this quote.		
1.3	Note	Each MDF/IDF location will need access to 1 power outlet to provide power to a PoE switch which will provide power to the cameras.		
1.4	Exclusion	Customer will provide 1 DHCP Enabled, PoE capable switch port for each camera proposed herein for power and network connectivity unless switches are explicitly detailed herein.		
2	Shipping	UPS Ground		
3	Managed	Optional Managed Service Contract priced at \$20 per Camera / mo. Includes quarterly performance review & testing to maintain optimal performance.		
<b>Subtotal</b>				\$0.00
<b>Total</b>				\$194,568.68
<b>Promotion</b>				(\$6,632.00)
<b>Sales Tax</b>				\$12,255.62
<b>Shipping</b>				\$92.00
<b>Total</b>				<b>\$200,284.30</b>

Payment Schedule	
<b>Mobilization Deposit - Billed Upon Accepted Sales Order: 50%</b>	<b>\$ 100,142.15</b>
<b>Balance Due - Billed Upon Completion of Project: 50%</b>	<b>\$ 100,142.16</b>

Acknowledge and Acceptance	
Authorized Signature: <u>Chris Constantin</u> <small>3EF03F232F1B426...</small>	Company Name: <u>Town of Los Gatos</u>
Print Name: <u>Chris Constantin</u>	Date: <u>1/28/2026</u>
Title: <u>Town Manager</u>	PO#:

Make all checks payable to Assure MSP, Inc.

Thank you for your business!

This Sales Order is subject to our Terms and Conditions which can be found at:



<https://www.assuremsp.com/Agreements>