



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.

## **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: \_\_\_\_\_

Authorized Name (Printed): \_\_\_\_\_

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

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