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April 14, 2023

City of Norman
Norman Investigations Center
West Lindsey Norman, Oklahoma 73070
Attention: Judson LeRoi

Quotation: TJ02554385P
RFP#:
License/Cert OK Lic- 1750
OK Lic-A2265
Nicet
Certification-
98968

Reference: Norman Investigations Replacement of
Cameras

**This proposal and pricing is being provided under SW1048C State Contract
Terms and Conditions per SW1048C State Contract**

On behalf of Convergent's global network of colleagues, I would like to personally thank you for providing Convergent with the opportunity to present this proposal addressing your electronic security needs. We are confident that this proven solution is both comprehensive and customized to meet your needs today, and in the future.

Convergent's reputation for service excellence is backed by a foundational commitment to our core value of service, and we have been recognized as the #1 Systems Integrator by SDM Magazine. This recognition reflects the strong relationships Convergent has developed with the industry's top technology manufacturers, and our history of success with providing exceptional service to our customers.

Our guiding principle has always been to be our customers' best service provider. Our dedicated and certified team of professionals strives to uphold our customer-focused, service-based mission to make a daily difference for our customers. After achieving a successful on-time and on-budget project installation, Convergent will provide you with the industry's best ongoing service, including our 24/7 customer portal iCare, designed to track service work orders, project progress, and provide you with detailed metric reporting for continuous improvement.

The following security proposal is specifically designed to meet your needs. As your single point of contact, please feel free to contact me with any additional questions you may have. Thank you again for trusting Convergent as your partner.

Scope of Work

- This proposal is to replace the existing Axis cameras with New Hanwha (Samsung) cameras.
- These cameras are approved by the Norman IT department for use on the Genetec VMS system.
- Your existing cameras are all (1) megapixel cameras with the exception of (3) which are 3mp cameras.
- These new cameras can be set up to (5) megapixels each which will give you extremely good resolution where ever you may need it.
- The outdoor PTZ cameras are being replaced with new multisensor cameras which will give you a 360degree view at all times around each camera, this will eliminate a PTZ not pointing at the right place should something occur.
- These new cameras are all equipped with IR illumination for night time recording, the cameras will turn to black and white when it gets really dark, but you will have very good situational awareness even at night or in the dark should the need arise, these cameras with IR option is NOT an increase in price.
- This proposal is based on re-use of your cabling, network video recorders, Genetec licenses, poe switches and ports.
- Convergent will recess the indoor cameras where possible for a clean esthetic look.
- Convergent will get sign offs on all views from Derrick Hopkins or designated other authority.
- Convergent will program the IP addresses into the cameras that would need to be provided by Judson LeRoi with programming being provided by Judson LeRoi.
- Convergent can program these cameras for the City at an additional cost if needed.

Materials

Line	Qty	Part	Description	Unit Price	Extended Price
1	29.00	QNV-8080R	OUT VANDAL DOME IP CAM 5MP30FPS MOTORIZED VARI-FOCALLENS 3.1X 3.2	\$ 419.18	\$ 12,156.22
2	29.00	SHD-1408FPW	PLENUM RATED FLUSH MOUNT, WHITE COLOR. COMPATIBLE WITH HCD-6080R/7070RA,	\$ 77.05	\$ 2,234.45
3	2.00	XNP-6040H	2MP 4.3X OUT IP PTZ DOME HD1080P@60FPS, 2.8-12MM, WISENET350DEG PAN, 90DEGTILT	\$ 739.73	\$ 1,479.46
4	2.00	SHD-3000F3	In-ceiling flush mount accessory for vandal dome (Beyond, WN Lite) SNV-L6083R/L5083R, SCV-5082/5083/5083R/5085, SCV-6083R/6023R, QNV-7080R, QNV-6070R, HCV-6070R/6080R, XNP-6040H, LNV-6071R	\$ 48.68	\$ 97.36
5	8.00	HAN-PNM9085RQZ	5MP X 4 outdoor Dome, PTRZ w/IR	\$ 2,342.47	\$ 18,739.76
6	8.00	SBP-317HWMW	CAP ADAPTER, PF 1 1/2, WHITE FOR PNM-9084RQZ/9085RQZ	\$ 46.23	\$ 369.84
7	8.00	SBP-300KMW	Corner Mount Adapter Accessory, use with SBP-300WMW1, White	\$ 48.68	\$ 389.44

Line	Qty	Part	Description	Unit Price	Extended Price
8	8.00	SBP-300WMW	WALL MOUNT FOR QNX-80X0RWISENET SWAN GOOSE NECK	\$ 48.68	\$ 389.44
9	1.00	MISC PARTS	Mis. Parts	\$ 205.47	\$ 205.47
Equipment Total				\$	36,061.44
Total Labor				\$	10,015.98
Other Costs				\$	0.00
Freight/Warranty				\$	2,460.28
Tax if applicable				\$	0.00
Total Project Price				\$	48,537.70

Clarifications and Exclusion

1. All work proposed herein, shall be performed during normal business hours Monday through Friday 8:00 am - 5:00 pm.
2. See scope of work for additional inclusions and exclusions.
3. Convergent will re-use the existing CAT Cabling in place.
4. Provision or installation of conduit, wire, boxes, fittings or other electrical installation materials unless specifically listed under Inclusions or Bill of Materials.
5. Permits or associated fees are not included.
6. Customer to provide static IP addresses.
7. Customer to provide a secured staging & storage area for project related materials.
8. Pricing assumes that electronic Auto CAD files are available from customer for our use in creating submittal drawings.
9. Proposal does not include sales tax unless otherwise noted.
10. Anything in the Contract Documents notwithstanding, in no event shall either Contractor or Subcontractor be liable for special, indirect, incidental or consequential damages, including commercial loss, loss of use, or lost profits, even if either party has been advised of the possibility of such damages.
11. Convergent reserves the right to negotiate mutually acceptable contract terms and conditions with customer by making mutually agreeable changes to the formal contract included in the Bid Documents.
12. Customer acknowledges that supply-chain and shipping difficulties may result in unavoidable delays in deliveries of materials despite timely placement of orders and efforts by Convergent and its suppliers to avoid such delays. Customer agrees to provide Convergent with reasonable extensions of time to the extent of any such delays and Convergent agrees to make reasonable efforts to avoid or minimize such delays. Customer further acknowledges that the above-referenced supply-chain and shipping difficulties may result in unanticipated increases to Convergent's proposal pricing on products covered by this quote or any resulting agreement and that such increases may occur between the time this quote is provided, or any resulting contract is executed and the time when Convergent actually purchases the products covered by this quote or a resulting agreement. Customer agrees that it will pay any such increase in Convergent's initial pricing of obtaining the products above the proposal pricing upon which the quote or agreement was based, by change order or otherwise, and Convergent agrees that it shall make commercially reasonable efforts to minimize any such increase.

Performance Items

Items Included	
Installation of CCTV Cameras	Installation of Conduit, Boxes and Fittings
Material (listed in the BOM)	Mounting/Termination of Proposed Devices
One-Year Warranty on Labor	One-Year Warranty on Parts
Owner to Provide Static IP Addresses	Project Management
Servers by Others	Testing of all Proposed Devices
Workstations by Others	
Items Excluded	
120 VAC Power and Fused Disconnect Switch	120 VAC Power Receptacles
Additional Lighting Requirements for Cameras	Applicable Taxes
Attend General Contractor Project Meetings	Attend Owner Project Meetings
Authority having Jurisdiction permit drawing (requires customer CAD)	Cable
Ceiling Tiles and Ceiling Grid Repairs	Connection to Building Fire Alarm Panel
Correction of Wiring Faults Caused by Others	Door wiring typical connections
Electrical Installation Permit	Electrified Door Locking Hardware
Engineering and Drawings	Equipment rack layout drawing
FA Permit and Plan Review Fees	Fire Stopping (Excludes Existing Penetrations)
Fire Watch	Floor Coverings for Lifts
Floor plan with device placement and numbering (requires customer CAD)	Freight (prepaid)
Horizontal Core Drilling	Installation of Bridle Rings
Installation of Control Equipment Enclosures	Installation of Control Panels
Installation of Intercom Systems	Installation of Intrusion Panels
Installation of Low Voltage Wire	Installation of Network Cabling to Card Readers
Installation of Network Cabling to IP Cameras	Installation of Network Cabling to IP Intercoms
Installation of Specialty Backboxes	Installation of Terminal Cabinets
Installation of Video Recorders (DVR/NVR)	Installation of Wire and Cable
Installation of Wire Hangars	Lifts
Loading Software on Customer Provided Computer	Low Voltage Permits
On-Site Lockable Storage Facility	Operations & Maintenance Manuals
Owner to Provide DHCP Lease Reservations for Network Connected Devices	Owner Training
Panel Wall Elevation drawing (may require customer CAD)	Panel wiring with point to point connections
Patch and Paint	Payment & Performance Bonds
Record Documentation (As-Built)	Riser drawing with home run wiring
Servers by Convergint	Specialty Backboxes
Submittal Drawings	System Engineering
System is Design-Build	System Meets Plans/Drawings
System Programming	Terminal Cabinets
Termination of Control Equipment Enclosures	Vertical Core Drilling
Wire	Workstations by Convergint

Total Project Investment:**\$ 48,537.70**

Thank you for considering Convergint for your Security needs. If you have any questions or would like additional information, please don't hesitate to contact me immediately. If you would like to proceed with the scope of work as outlined in this proposal, please sign below and return to my attention.

Sincerely,

Tad Johnson, AET

Convergint

Tad Johnson, AET

By signing below, I accept this proposal

Customer Name (Printed)

Authorized Signature

April 14, 2023

Date

Title



