



# Safety & Security Solution Proposal

## City of Allen

305 Century Pkwy  
Allen, TX 75013-8042

October 30, 2019

Travis Cunniff

## City of Allen - Parks Security (Multiple Locations) Wireless MP

Proposal Submitted  
By



*There for you.*

Proposal No. 30094-3-0

3440 Sojourn Drive, Suite 240  
Carrollton, TX 75006

## **City of Allen - Parks Security (Multiple Locations) Wireless MP Statement of Work**

### **Place of Performance**

City of Allen  
305 Century Pkwy  
Allen, TX 75013-8042

### **Primary Point of Contact**

Travis Cunniff  
City of Allen  
(214)-509-4705  
tcunniff@cityofallen.org

## **Objective**

Allied Universal Technology Services shall propose the installation of the following:

- Video Management Solutions (VMS)
  - Edge Skate Park
    - Five (5) camera poles with solar power, cellular cradle, and two (2) cameras each pole.
  - Senior Recreation Center
    - Sixteen (16) cameras total and configure one (1) City of Allen video workstation.
  - Joe Farmer Recreation Center
    - Eleven (11) cameras total and two (2) microphones.
  - Watters Creek Golf Course
    - Four (4) cameras total.

The quantities of equipment and hardware was calculated using previous proposals and a site visit on 10-17-2019. Refer to the Allied Universal Technology Services engineering drawings and material schedule for proposed installation placement.

## **Scope**

### **City Hall**

AUTS shall provide server specifications for the cameras at the Edge Skate Park, Joe Farmer Recreation Center, and the Senior Recreation Center locations included in this proposal. The City of Allen shall provide, install, and set up the server on the City of Allen Network. AUTS shall load and configure the Milestone recording server software.

### **Edge Skate Park**

AUTS shall provide and install five (5) camera poles with two (2) cameras on each pole for the City of Allen to monitor the parking area for situational awareness using motion-based alarms. Each camera pole shall receive a solar kit to power the equipment installed on the pole based on the estimated sunlight average calculated for the location.

Each solar kit shall receive wireless communication hardware for connection. AUTS has included SD cards to provide edge recording if the connection is lost the camera shall record locally. Upon reconnection Milestone shall incorporate the missing video to the recording server. The camera recording shall be located in the recording server provided and install by The City of Allen in City Hall. The Edge recording is estimated to be 30-days of storage based on assumed activity of the parking area.

### **Senior Recreation Center**

AUTS shall provide and install a total of sixteen (16) cameras for the City of Allen to monitor the specified areas of interest and using motion-based alarms for recording. All cabling, certification, conduit, and pathways shall be provided by others. The City of Allen network connection, POE switches, patch paneling, patch panel terminations, patch cabling shall be provided and installed by the City of Allen. A workstation with monitors shall be provided and installed by the City of Allen. AUTS shall load the Milestone Smart Client software and configure a camera profile for the Senior Recreation Center to locally monitor the cameras. The camera recording shall be located in the recording server provided and install by The City of Allen in City Hall.

### **Joe Farmer Recreation Center**

AUTS shall provide and install a total of eleven (11) cameras for the City of Allen to monitor the specified areas of interest and using motion-based alarms for recording, and two microphones. All cabling, certification, conduit, and pathways shall be provided by others. The City of Allen network connection, POE switches, patch paneling, patch panel terminations, patch cabling shall be provided and installed by the City of Allen. The camera recording shall be located in the recording server provided and install by The City of Allen in City Hall.

### **Watters Creek Golf Course**

AUTS shall provide and install a total of four (4) cameras for the City of Allen to monitor the specified areas of interest and using motion-based alarms for recording. All cabling, certification, conduit, and pathways shall be provided by others. The City of Allen network connection, POE switches, patch paneling, patch panel terminations, patch cabling shall be provided and installed by the City of Allen. The camera recording shall be located in the existing local recording server for Watters Creek.

## **Tasks**

### **City Hall**

AUTS shall provide server specifications for the cameras included in this proposal for Edge Skate Park, Senior Recreation Center, and Joe Farmers Recreation Center.

AUTS shall provide labor to install the Milestone recording software and configure recording for the cameras included in this proposal for Edge Skate Park, Senior Recreation Center, and Joe Farmers Recreation Center.

### **Edge Skate Park**

AUTS shall provide and install, and configure the following:

- Five (5) camera poles with foundations.
- Five (5) pole mounted solar powered enclosure kits.
- One (1) pole mounted point to point wireless kit.
- Four (4) pole mounted wireless transmitters.
- One (1) wall mounted wireless transmitters.
- Two (2) wall mounted wireless receivers.
  - The conduit and cabling for the receiver located on the main building shall be provided and installed by others.
- Ten (10) pole mounted 2-MP cameras with pole mount accessories and 128-GB SD card each.
- Ten (10) Milestone Corporate camera licenses and 1-year Care Plus.

### **Senior Recreation Center**

AUTS shall provide and install, and configure the following:

- Five (5) surface mounted 1080P fixed dome cameras without mounting accessories.
- Five (5) surface mounted 1080P varifocal dome cameras without mounting accessories.
- Two (2) surface mounted 4x8-MP multi-sensor cameras without mounting accessories.
- Two (2) corner mounted 4x8-MP multi-sensor cameras with mounting accessories.
- Two (2) wall mounted 4x8-MP multi-sensor cameras with mounting accessories.
- Sixteen (16) Milestone Corporate camera licenses and 1-year Care Plus.

AUTS shall provide labor the following:

- Load the Milestone Smart Client software on one (1) City of Allen provided workstation.
- Configure one (1) video layout including the Senior Recreation cameras only.

### **Joe Farmer Recreation Center**

AUTS shall provide and install, and configure the following:

- Two (2) camera poles with foundations.
- Five (5) surface mounted 1080P varifocal dome cameras without mounting accessories.
- Three (3) surface mounted 4x8-MP multi-sensor cameras without mounting accessories and IR.
- Two (2) pole mounted 4x8-MP multi-sensor cameras with mounting accessories.
- One (1) wall mounted 4x8-MP multi-sensor cameras with mounting accessories.
- Three (3) outdoor rated inline POE extenders.
- Two (2) surface mounted inline POE microphones with POE pass through.
- Eleven (11) Milestone Corporate camera licenses and 1-year Care Plus.

### **Watters Creek Golf Course**

AUTS shall provide and install, and configure the following:

- Four (4) surface mounted 1080P varifocal dome cameras without mounting accessories.
- Four (4) Milestone Corporate camera licenses and 1-year Care Plus.

AUTS shall provide labor the following:

- Configure recording for the cameras to the existing local server.

### **Customer/Third Party Furnished Property and Services**

- The City of Allan shall provide the following:
  - CAD drawings of the facility in electronic format.
  - Internet and/or network connection.
  - An obstruction free line of site for all wireless hardware communications.
  - IP schema and addressing information for all network devices prior to scheduled installation of the proposed equipment.
  - Fiber, fiber equipment, and required accessories including fiber patch cables and SFPs.
  - Mounting space in the head-end locations for all equipment included.
  - Servers and workstations that meets the recommend specifications.
  - Racks, UPS, KVM hardware, and rack mounted monitors.
  - Patching, painting, and repair of finished surfaces.
  - Core Network switches.
  - POE Network switches.
  - Network Ports.
  - Network Connection.
  - Networking hardware and software for a functional system.
  - A scaled infrastructure topology map and diagram pertaining to the cameras shall be provided to Allied Universal Technology Services. This may assist in trouble shooting in the future and will help verify the cable distances meet low voltage standards.
- Others shall provide the following:
  - All conduit and accessories required.
    - On-site personnel will consult with Allied Universal Technology Services technicians for final and complete conduit and box installation/approval at each specific door.
    - Coordinate with local Allied Universal Technology Services Operations/Project Manager for specifics.
  - 110-VAC at all locations required.
  - All electrical work not specifically described in this SOW (Statement/Scope of Work) are by others.
  - All coring and drilling between floors.
  - Trenching if required.
  - All cabling and termination for requested cameras.
  - All wall penetrations at the camera mounting location required.
- This proposal will be installed to the existing system.
  - Access to the existing system shall be granted to complete the device programming and configuration, unless the programming and configuration shall be performed by others.
  - The existing system shall meet the current manufacture speciation's and requirements for the hardware, software and licensing.

## **Qualifications and Assumptions**

- This proposal shall be installed to a complete and functional existing system. It is assumed that the hardware and equipment outlined in the Tasks above are complete, and if any changes or additions are required a change order must be approved.
- The existing software and licensing meet the same recommended requirements for the requested additions to the systems.
  - It is assumed the existing server meets the current manufacturer requirements and server hardware, updates, or upgrades are required and not included in this proposal.
- The current personnel using the existing systems is proficient and trained, and no training is required and not included in this proposal.
- With the client providing the network, a scaled infrastructure topology map and diagram pertaining to the cameras shall be provided to Allied Universal Technology Services. This may assist in trouble shooting in the future and will help verify the cable distances meet low voltage standards.
- It is expected that the hardware and cabling provided and/or installed by others are functional and was installed as per manufacturer specifications.
  - No labor is included for fault isolation of hardware or cabling provided and/or installed by others.
  - If any discrepancies or faults are identified shall be recorded and reported in writing to the point of contact.
- No local power supplies are provided, and the power will be home ran to the closest head-end location.
- It is expected the cabling pathways will be direct and all cable distances from the camera's location to the switch is 300-feet or less.
  - All switches are provided by others and meet the required specifications of the requested camera equipment.
- An unobstructed line of site that meets the manufacturer specifications can be achieved.
- It is required the poles will be scheduled to be installed on the same day and there shall be no obstructions in the dig locations. If a return trip to install the camera poles are required or obstructions are identified additional charges may be required.
- The City of Allen's Ticket booth can be used for mounting all required hardware in this proposal. The local power can be used and shall be provided and terminated by others. The City of Allen shall provide and install a hardened POE switch that meet the manufacturer specifications.

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## **Exclusions**

### **The following is not included in this proposal:**

- Overtime, Weekend, or Holiday labor, all work performed will be done during normal business hours Monday through Friday, 0800 to 1700 local time and excludes holidays and weekends. Customer acceptance will be outlined during project kick-off meeting post award.
  - If any project slowdowns occur due to incorrect system design and/or incorrect installation of pieces/parts that were not procured by Allied Universal Technology Services, may result in a change order for the additional labor in which the slowdowns caused, outside of Allied Universal Technology Services control, that may have resulted in a man hour loss to the project.
- Changes in the proposed solutions' design and equipment included in this proposal.
- Bond.
- Travel expenses. No travel expenses are expected.
- Scheduled meetings.
- Internet service.
- Cellular services and hardware.
- Network connection.
- Racks, KVM hardware and software, rack mounted monitors.
- Servers.
- Workstations.
- Monitors.
- Network connectivity, Poe switches, POE extenders, network switches, and patch panels.



- All networking equipment and infrastructure shall be provided by owner.
- Training. The proposal is for an installed existing ACS system and the operators are experienced and proficient.
- Coring or drilling between floors.
- Specialized penetrations.
- Lifts.
- Conduit, boxes, connectors, fittings or supports.
  - All conduit pathways are provided by others.
- Any and all cabling, cabling shall be provided and installed by others.
- Any and all equipment provided and installed by others.
- The camera configuration is designed for video detection and recording of motion and is not configured for facial recognition or identification.
- Camera obstructions in the field of view.
- Local parking is available and not parking fees are included.
- Installation of software not included in this proposal.
- Additional POE extenders not included in this proposal.
  - If the distance exceeds 300-feet a weather proof enclosure must be provided and install by others to house the POE extender.
- Wireless line of site.
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### **Documentation**

A test result that clearly shows the customer has witnessed and approved the installation of the proposed hardware and functional operation.

- Any copies of hardware manuals delivered with the new installed equipment.
- A Letter of Warranty indicating the selected period of warranty and the items covered by the warranty.
- Drawings to be provided through CAD, or other means including (Customer to provide floor plan drawings in .DWG, or PDF formats for corresponding deliverable drawings):
  - As Built historical documentation
  - Floor plan device location
  - Device schedules
  - Termination nomenclature
  -

### **Project Performance Requirements**

- Allied Universal Technology Services standard safety procedures will be adhered to on this project. At this time, we are unaware of any specialized procedures that may be outlined.
- Owner shall provide clean, sanitized, and dry installation conditions for the work areas prior to and after scheduled work.

### **Hosted Managed Services**

Hosted Managed Services is not included, to this proposal. Allied Universal Technology Services welcomes the opportunity to discuss enhanced service offerings as we move forward to help maximize your investment.

### **Execution and Delivery**

Allied Universal Technology Services will work with the City of Allen to finalize the project timeline once the project is awarded. Allied Universal Technology Services will need to involve the following department personnel: IT, Security and Facility Managers. All work performed will be done during normal business hours Monday through Friday, 0800 to 1700 local time and excludes holidays and weekends. Customer acceptance will be outlined during project kick-off meeting post award.

**City of Allen - Parks Security (Multiple Locations) Wireless MP**
**Customer Number:** 1002000

**City of Allen**

 305 Century Pkwy  
 Allen, TX75013-8042

**Contact:** Travis Cuniff  
**Phone:** (214)-509-4705  
**Email:** tcuniff@cityofallen.org

**Proposal No.:** 30094-3-0  
**Date:** October 30, 2019  
**Your Reference:**  
**Valid To:** 11/29/2019  
**Payment Terms:** Net 30  
**Quoted By:** Michael Wilson  
**Phone:** 817-937-7819  
**Email:** Michael.Wilson@Securadyne.com

**Edge Skate**

QTY	Manufacture	Part #	Description	Unit Price	Ext.Price
10	Axis Communications	01161-001	National IPA R170501 AXI:Q1785-LE Outdoor Fixed Camera	\$1,199.00	\$11,990.00
10	Axis Communications	01190-001	National IPA R170501 AXI:T94S01P Conduit Back Box	\$119.00	\$1,190.00
10	Axis Communications	01165-001	National IPA R170501 AXI:T91B47 50-150MM Pole Mount	\$75.00	\$750.00
10	Milestone	XPCODL	National IPA R170501 MLS:XProtect Corporate Device License	\$329.00	\$3,290.00
10	Milestone	YXPCODL	National IPA R170501 MLS:Care Plus 1Y Corporate Device	\$60.00	\$600.00
10	Axis Communications	01491-001	National IPA R170501 AXI:Surveillance microSDXC Card, 128GB	\$109.00	\$1,090.00
2	SealTite	038UA-MR	Non-Contract YYY:3/8 UA UL Liquid Tight, 100FT	\$108.74	\$217.48
1	Fluidmesh Networks LLC	FM-PONTE-50	Non Contract FMN:Wireless Piont-To-Point Kit. PoE	\$1,230.80	\$1,230.80
7	Fluidmesh Networks LLC	FM1200V-HW	Non Contract FMN:1200 VOLO, single MIMO radio device	\$603.08	\$4,221.56
1	Superior Essex	04-001-54	Non-Contract SUE:Cat5E Shld OSP GEL FILLED 1000' BLK	\$583.43	\$583.43
3	Fluidmesh Networks LLC	FM1200V-60	Non Contract FMN:Enable 60Mbit/s ethernet throughput	\$1,443.08	\$4,329.24
4	Fluidmesh Networks LLC	FM1200V-10	Non Contract FMN:Enable 10Mbit/s ethernet throughput	\$796.92	\$3,187.68
1	Sun Surveillance	SS-1910281141	Non-Contract SunSurveillance Soltice Cam Solar Pole Kit	\$9,653.48	\$9,653.48
4	Sun Surveillance	SS-1910281607	Non-Contract SunSurveillance Soltice Cam Solar Pole Kit	\$9,653.48	\$38,613.92

**Labor:**

QTY	Description	Unit Sell	Ext.Price
2	CAD	\$105.00	\$210.00
112	Installation	\$98.00	\$10,976.00
8	Programming	\$135.00	\$1,080.00
24	PM Internal	\$143.44	\$3,442.56
6	Solution Engineering	\$143.44	\$860.64

**Senior Rec**

QTY	Manufacture	Part #	Description	Unit Price	Ext.Price
5	Axis Communications	0954-001	National IPA R170501 AXI: P3225-LV MKII Fixed Dome	\$579.00	\$2,895.00
5	Axis Communications	0804-001	National IPA R170501 AXI:M3045-V Fixed Dome Camera	\$269.00	\$1,345.00

6	Axis Communications	01504-001	National IPA R170501 AXI:P3717- PLE Network Camera	\$1,349.00	\$8,094.00
4	Axis Communications	01513-001	National IPA R170501 AXI:T94N01D Pendant Kit	\$89.00	\$356.00
4	Axis Communications	5504-821	National IPA R170501 AXI:T91D61 Wall Mount	\$84.00	\$336.00
2	Axis Communications	5017-641	National IPA R170501 AXI:T91A64 Corner Bracket	\$79.00	\$158.00
16	Milestone	XPCODL	National IPA R170501 MLS:XProtect Corporate Device License	\$329.00	\$5,264.00
16	Milestone	YXPCODL	National IPA R170501 MLS:Care Plus 1Y Corporate Device	\$60.00	\$960.00
1	SealTite	038UA-MR	Non-Contract YYY:3/8 UA UL Liquid Tight, 100FT	\$108.74	\$108.74

#### Labor:

QTY	Description	Unit Sell	Ext.Price
2	CAD	\$105.00	\$210.00
54	Installation	\$98.00	\$5,292.00
18	Programming	\$135.00	\$2,430.00
12	PM Internal	\$143.44	\$1,721.28
8	Solution Engineering	\$143.44	\$1,147.52
2	Training	\$135.00	\$270.00

#### JF Rec

QTY	Manufacture	Part #	Description	Unit Price	Ext.Price
5	Axis Communications	01044-001	National IPA R170501 AXI:Q3515- LV 22MM Fixed Dome Camera	\$899.00	\$4,495.00
6	Axis Communications	01504-001	National IPA R170501 AXI:P3717- PLE Network Camera	\$1,349.00	\$8,094.00
3	Axis Communications	01513-001	National IPA R170501 National IPA R170501 AXI:T94N01D Pendant Kit	\$89.00	\$267.00
1	Axis Communications	5504-821	National IPA R170501 AXI:T91D61 Wall Mount	\$84.00	\$84.00
2	AXIS	T6112	National IPA R170501 EXT WAR AXIS T6112 AUDIO AND I/O IF	\$149.00	\$298.00
11	Milestone	XPCODL	National IPA R170501 MLS:XProtect Corporate Device License	\$329.00	\$3,619.00
11	Milestone	YXPCODL	National IPA R170501 MLS:Care Plus 1Y Corporate Device	\$60.00	\$660.00
3	Axis Communications	5025-281	National IPA R170501 AXI:T8129 PoE Extender	\$199.00	\$597.00
1	SealTite	038UA-MR	Non-Contract YYY:3/8 UA UL Liquid Tight, 100FT	\$108.74	\$108.74
2	Axis Communications	01473-001	National IPA R170501 AXI:T91B67 Pole Mount	\$95.00	\$190.00
2	Sun Surveillance	SS-ASM-20DBP-6-AL-R-NT	Non-Contract Sun Surveillance 20ftx6inch Aluminum Sectionalized Pole	\$1,398.97	\$2,797.94



**Labor:**

QTY	Description	Unit Sell	Ext.Price
2	CAD	\$105.00	\$210.00
50	Installation	\$98.00	\$4,900.00
12	Programming	\$135.00	\$1,620.00
8	PM Internal	\$143.44	\$1,147.52
8	Solution Engineering	\$143.44	\$1,147.52

**WC Golf**

QTY	Manufacture	Part #	Description	Unit Price	Ext.Price
4	Axis Communications	0954-001	National IPA R170501 AXI: P3225-LV MKII Fixed Dome	\$579.00	\$2,316.00
4	Milestone	XPCODL	National IPA R170501 MLS:XProtect Corporate Device License	\$329.00	\$1,316.00
4	Milestone	YXPCODL	National IPA R170501 MLS:Care Plus 1Y Corporate Device	\$60.00	\$240.00

**Labor:**

QTY	Description	Unit Sell	Ext.Price
2	CAD	\$105.00	\$210.00
8	Installation	\$98.00	\$784.00
2	Programming	\$135.00	\$270.00
2	PM Internal	\$143.44	\$286.88
1	Solution Engineering	\$143.44	\$143.44

**Shared Items**

**Labor:**

QTY	Description	Unit Sell	Ext.Price
2	Programming	\$135.00	\$270.00
10	PM Internal	\$143.44	\$1,434.40

**Investment Summary**

<b>Total Equipment</b>	<b>\$125,547.01</b>
<b>Total Labor</b>	<b>\$40,063.76</b>
<b>Total Miscellaneous Items</b>	<b>\$16,889.23</b>
<b>Total Proposal Amount</b>	<b>\$182,500.00</b>

*Sales Tax will be included on the invoice at the time of billing if applicable.*

*This project requires **0% Mobilization** (plus applicable taxes) prior to project start and **Monthly Project Invoicing**.*

By: \_\_\_\_\_ By: \_\_\_\_\_  
Sales Representative Signature Client Signature

By: \_\_\_\_\_ By: \_\_\_\_\_  
Sales Representative Printed Name Client Printed Name

Date: \_\_\_\_\_ Date: \_\_\_\_\_

Approved: \_\_\_\_\_ Approved: \_\_\_\_\_  
Authorized Representative Signature Authorized Representative Signature  
Allied Universal® Technology Services City of Allen

**Billing Information**

Street Address	
City	
State	
Zip Code	
Contact Name	
Contact Phone	
Contact Email	
Invoice Delivery Method (email, portal, mail, other)	
PO #	