

10. Sample Terms and Conditions

We understand the RFP requires the following:

We have attached a copy of our proposed contract terms and conditions for City of Hyattsville. Our organization has an existing Master Services Agreement (MSA) in place with Johnson Controls Fire Protection, LP, our sister company. We are in the process of amending this contract to refer to Johnson Controls, Inc. A copy of the amendment and the MSA are attached for your reference.

(1) SCOPE OF WORK. This proposal is based upon the use of straight time labor only. Plastering, patching and painting are excluded. "In-line" duct and piping devices, including, but not limited to, valves, dampers, humidifiers, wells, taps, flow meters, orifices, etc., if required hereunder to be furnished by Johnson Controls, Inc. (hereinafter referred to as JCI), shall be distributed and installed by others under JCI's supervision but at no additional cost to JCI. Purchaser agrees to provide JCI with required field utilities (electricity, toilets, drinking water, project hoist, elevator service, etc.) without charge. JCI agrees to keep the job site clean of debris arising out of its own operations. Purchaser shall not back charge JCI for any costs or expenses without JCI's written consent unless specifically noted in the statement of the scope of work or services undertaken by JCI under this agreement, JCI's obligations under this agreement expressly exclude any work or service of any nature associated or connected with the identification, abatement, clean up, control, removal, or disposal of environment Hazards or dangerous substances, to include but not be limited to asbestos or PCSs, discovered in or on the premises. Any language or provision of the agreement elsewhere contained which may authorize or empower the Purchaser to change, modify, or alter the scope of work or services to be performed by JCI shall not operate to compel JCI to perform any work relating to Hazards without JCI's express written consent.

(2) INVOICING & PAYMENTS. JCI may invoice Purchaser monthly for all materials delivered to the job site or to an off-site storage facility and for all work performed on-site and off-site. Purchaser shall pay ten percent (10%) of the contract price is for engineering, drafting and other mobilization costs incurred prior to installation. This 10% shall be included in JCI's initial invoice. All payments are due net thirty (30) days from the date of invoice. Invoices shall be paid by Purchaser via electronic delivery via EFT/ACH. Waivers of lien will be furnished upon request as the work progresses to the extent payments are received. Invoicing disputes must be identified in writing within 21 days of the date of invoice. Payments of any disputed amounts are due and payable upon resolution. All other undisputed amounts remain due within 30 days from the date of invoice. In the event of Purchaser's default, the balance of any outstanding amounts will be immediately due and payable. Payment is a condition precedent to JCI's obligation to perform under the agreement. Purchaser acknowledges and agrees that timely payments of the full amounts listed on invoices is an essential term of this Agreement and that failure to make payment in full when due is a material breach of this Agreement. Purchaser further acknowledges that if there is any amount outstanding on an invoice, it is material to JCI will give JCI, without prejudice to any other right or remedy, the right to, without notice: (i) suspend, discontinue or terminate performing any services and/or withhold further deliveries of equipment and other materials, terminate or suspend any unpaid software licenses, and/or suspend JCI's obligations under or terminate this Agreement; and (ii) charge Purchaser interest on the amounts unpaid at a rate equal to the lesser of one and one half (1.5) percent per month or the maximum rate permitted under applicable law, until payment is made in full. JCI's election to continue providing future services does not, in any way diminish JCI's right to terminate or suspend services or exercise any or all rights or remedies under this Agreement. JCI shall not be liable for any damages, claims, expenses, or liabilities arising from or relating to suspension of services for non-payment. In the event that there are exigent circumstances requiring services or the JCI otherwise performs services at the premises following suspension, those services shall be governed by the terms of this Agreement unless a separate contract is executed. If Purchaser disputes any late payment notice or JCI's efforts to collect payment. Purchaser shall immediately notify JCI in writing and explain the basis of the dispute.

JCI may increase prices upon notice to the Purchaser to reflect increases in material and labor costs. Prices for products covered by this proposal may be adjusted by JCI, upon notice to Purchaser at any time prior to shipment and regardless of Purchaser's acceptance of JCI's proposal or quotation, to reflect any increase in JCI's cost of raw materials (e.g., steel, aluminum) inability to secure Products, changes or increases in law, labor, taxes, duties, tariffs or quotas, acts of government, any similar charges, or to cover any extra, unforeseen and unusual cost elements.

(3) DEPOSIT. Purchaser agrees to pay a deposit equal to 30% of the project sell price (pre-tax) prior to JCI providing any labor or materials on the project. JCI will generate an invoice for the 30% deposit within three business days after JCI's receipt of a written agreement or order from Purchaser. JCI will not commence work until receipt of the deposit.

(4) MATERIALS. If the materials or equipment included in this proposal become temporarily or permanently unavailable for reasons beyond the control and without the fault of JCI, then in the case of such temporary unavailability, the time for performance of the work shall be extended to the extent thereof, and in the case of permanent unavailability, JCI shall (a) be excused from furnishing said materials or equipment, and (b) be reimbursed for the difference between the cost of the materials or equipment permanently unavailable and the cost of a reasonably available substitute therefore.

(5) WARRANTY. JCI warrants that the equipment manufactured by it shall be free from defects in material and workmanship arising from normal usage for a period of ninety (90) days from delivery of said equipment, or if installed by JCI, for a period of ninety (90) days from installation. No warranty is provided for third-party products and equipment installed or furnished by JCI. Such products and equipment are provided with the third party manufacturer's warranty to the extent available, and JCI will transfer the benefits, together with all limitations, of that manufacturer's warranty to Custom. For equipment installed by JCI, if Purchaser provides written notice to JCI of any such defect within thirty (30) days after the appearance or discovery of such defect, JCI shall, at its option, repair or replace the defective equipment. For equipment not installed by JCI, if Purchaser

returns the defective equipment to JCI within thirty (30) days after appearance or discovery of such defect, JCI shall, at its option, repair or replace the defective equipment and return said equipment to Purchaser. All transportation charges incurred in connection with the warranty for equipment not installed by JCI shall be borne by Purchaser. These warranties do not extend to any equipment which has been repaired by others, abused, altered or misused, or which has not been properly and reasonably maintained. THESE WARRANTIES ARE IN LIEU OF ALL OTHER WARRANTIES, EXPRESS OR IMPLIED, INCLUDING, BUT NOT LIMITED TO, THOSE OF MERCHANTABILITY AND FITNESS FOR A SPECIFIC PURPOSE. JCI makes no and specifically disclaims all representations or warranties that the services, products, software or third party product or software will be secure from cyber threats, hacking or other similar malicious activity, or other similar malicious activity, or will detect the presence of, or eliminate, treat, or mitigate the spread transmission, or outbreak of any pathogen, disease, virus or other contagion, including but not limited to COVID 19.

(6) LIABILITY. To the maximum extent permitted by law, in no event shall JCI and its affiliates and their respective personnel, suppliers and vendors ("JCI Parties") be liable to Purchaser or any third party under any cause of action or theory of liability even if advised of the possibility of such damages, for any: (a) special, incidental, indirect, punitive or consequential damages; (b) loss of business, use, profits, revenues, customer opportunities, anticipated savings or goodwill; (c) business interruption; or (d) data loss or other losses arising from viruses, ransomware, cyber-attacks or failures or interruptions to network systems arising in any manner from the equipment or material furnished or the work performed pursuant to this agreement. In any case, the entire aggregate liability of the JCI Parties under this agreement for all damages, losses, causes of action, whether in contract, tort (including negligence), or otherwise, shall be limited to the amount actually received by JCI for the performance of its obligations hereunder.

(7) TAXES/TARIFFS. The price of this proposal does not include duties, sales, use, excise, or other similar taxes, unless required by federal, state or local law. In addition to the stated price, purchaser shall pay all taxes not legally required to be paid by JCI or, alternatively, shall provide JCI with acceptable tax exemption certificates. JCI shall provide Purchaser with any tax payment certificate upon request and after completion and acceptance of the work. Pricing for products and parts covered by this proposal does not include any amounts for changes in tariffs or other similar charges imposed and/or enacted by a government. At any time prior to shipment, JCI shall be entitled to an increase in time and money for any costs that it incurs directly or indirectly that arise out of or relate to changes in tariffs or similar charges due to such changes.

(8) DELAYS. JCI shall not be liable for any delay in the performance of the work resulting from or attributed to acts or circumstances beyond JCI's control, including, but not limited to, acts of God, fire, riots, labor disputes, conditions of the premises, acts or omissions of the Purchaser, Owner or other Contractors or delays caused by suppliers or subcontractors of JCI, etc.

(9) COMPLIANCE WITH LAWS. JCI shall comply with all applicable federal, state and local laws and regulations and shall obtain all temporary licenses and permits required for the prosecution of the work. Licenses and permits of a permanent nature shall be procured and paid for by the Purchaser.

(10) DISPUTES. All disputes involving more than \$15,000 shall be resolved by arbitration in accordance with the rules of the American Arbitration Association. The prevailing party shall recover all legal costs and attorney's fees incurred as a result. Nothing here shall limit any rights under construction lien laws.

(11) INSURANCE. Insurance coverage in excess of JCI's standard limits will be furnished when requested and required. No credit will be given or premium paid by JCI for insurance afforded by others.

(12) INDEMNITY. The Parties hereto agree to indemnify each other from any and all liabilities, claims, expenses, losses or damages, including attorneys' fees, which may arise in connection with the execution of the work herein specified and which are caused, in whole or in part, by the negligent act or omission of the Indemnifying Party.

(13) OCCUPATIONAL SAFETY AND HEALTH. The Parties hereto agree to notify each other immediately upon becoming aware of an inspection under, or any alleged violation of, the Occupational Safety and Health Act relating in any way to the project or project site.

(14) LEGAL FEES. Purchaser agrees to pay and reimburse JCI for any and all reasonable legal fees which are incurred by JCI in the collection of amounts due and payable under this Agreement.

(15) ONE-YEAR CLAIMS LIMITATION. No claim or cause of action, whether known or unknown, shall be brought against JCI more than one year after the claim first arose. Except as provided for herein, JCI's claims must also be brought within one year. Claims not subject to the one-year limitation include claims for unpaid: (a) contract amounts, (b) change order amounts (approved or requested) and (c) delays and/or work inefficiencies.

(16) PURCHASER RESPONSIBILITIES: Purchaser is solely responsible for the establishment, operation, maintenance, access, security and other aspects of its computer network ("Network") and shall supply JCI secure Network access for providing its services. Products networked, connected to the internet, or otherwise connected to computers or other devices must be appropriately protected by Purchaser and/or end user against unauthorized access. Purchaser is responsible to take appropriate measures, including performing back-ups, to protect information, including without limit data, software, or files (collectively "Data") prior to receiving the service or products.

(17) FORCE MAJEURE: JCI shall not be liable, nor in breach or default of its obligations under this Agreement, for delays, interruption, failure to render services, or any other failure by JCI to perform an obligation under this Agreement, where such delay, interruption or failure is caused, in whole or in part, directly or indirectly, by a Force Majeure Event. A "Force Majeure Event" is a condition or event that is beyond the reasonable control of JCI, whether foreseeable or unforeseeable, including, without limitation, acts of God, severe weather (including but not limited to hurricanes, tornados, severe snowstorms or severe rainstorms), wildfires, floods, earthquakes, seismic disturbances, or other natural disasters, acts or omissions of any governmental authority (including change of any applicable law or regulation), epidemics, pandemics, disease, viruses, quarantines, or other public health risks and/or responses thereto, condemnation, strikes, lock-outs, labor disputes, an increase of 5% or more in tariffs or other excise taxes for materials to be used on the project, fires, explosions or other casualties, thefts, vandalism, civil disturbances, insurrection, mob violence, riots, war or other armed conflict (or the serious threat of same), acts of terrorism, electrical power outages, interruptions or degradations in telecommunications, computer, network, or electronic communications systems, data breach, cyber-attacks, ransomware, unavailability or shortage of parts, materials, supplies, or transportation, or any other cause or casualty beyond the reasonable control of JCI. If JCI's performance of the work is delayed, impacted, or prevented by a Force Majeure Event or its continued effects, JCI shall be excused from performance under the Agreement. Without limiting the generality of the foregoing, if JCI is delayed in achieving one or more of the scheduled milestones set forth in the Agreement due to a Force Majeure Event, JCI will be entitled to extend the relevant completion date by the amount of time that JCI was delayed as a result of the Force Majeure Event, plus such additional time as may be reasonably necessary to overcome the effect of the delay. To the extent that the Force Majeure Event directly or indirectly increases JCI's cost to perform the services, Customer is obligated to reimburse JCI for such increased costs, including, without limitation, costs incurred by JCI for additional labor, inventory storage, expedited shipping fees, trailer and equipment rental fees, subcontractor fees or other costs and expenses incurred by JCI in connection with the Force Majeure Event.

(18) COVID-19 VACCINATION: JCI expressly disclaims any requirement, understanding or agreement, express or implied, included directly or indirectly incorporated by reference, in any Customer purchase order, solicitation, notice or otherwise, that any of JCI's personnel be vaccinated against Covid-19 under any federal, state/provincial or local law, regulation or order applicable to government contracts or subcontracts, including, without limitation, Presidential Executive Order 14042 ("Ensuring Adequate COVID Safety Protocols for Federal Contractors") and Federal Acquisition Regulation (FAR) 52.223-99 ("Ensuring Adequate COVID Safety Protocols for Federal Contractors"). Any such requirement shall only apply to JCI's personnel if and only to the extent contained in a written agreement physically signed by an authorized officer of JCI.

(19) SOFTWARE AND DIGITAL SERVICES: Use, implementation, and deployment of the software and hosted software products ("Software") offered under these terms shall be subject to, and governed by, JCI's standard terms for such Software and Software related professional services in effect from time to time at <https://www.johnsoncontrols.com/techterms> (collectively, the "Software Terms"). Applicable Software Terms are incorporated herein by this reference. Other than the right to use the Software as set forth in the Software Terms, JCI and its licensors reserve all right, title, and interest (including all intellectual property rights) in and to the Software and improvements to the Software. The Software that is licensed hereunder is licensed subject to the Software Terms and not sold. If there is a conflict between the other terms herein and the Software Terms, the Software Terms shall take precedence and govern with respect to rights and responsibilities relating to the Software, its implementation and deployment and any improvements thereto.

(20) PRIVACY:

(a) JCI as Processor: Where JCI factually acts as Processor of Personal Data on behalf of Purchaser (as such terms are defined in the DPA) the terms at www.johnsoncontrols.com/dpa shall apply.

(b) JCI as Controller: JCI will collect, process and transfer certain personal data of Purchaser and its personnel related to the business relationship between it and Purchaser (for example names, email addresses, telephone numbers) as controller and in accordance with JCI's Privacy Notice at <https://www.johnsoncontrols.com/privacy>. Purchaser acknowledges JCI's Privacy Notice and strictly to the extent consent is mandatorily required under applicable law, Purchaser consents to such collection, processing and transfer. To the extent consent to such collection, processing and transfer by JCI is mandatorily required from Purchaser's personnel under applicable law, Purchaser warrants and represents that it has obtained such consent.

(21) ENTIRE AGREEMENT: This proposal, upon acceptance, shall constitute the entire agreement between the parties and supersedes any prior representations or understandings.

(19) CHANGES: No change or modification of any of the terms and conditions stated herein shall be binding upon Johnson unless accepted by Johnson in writing.

T&C Version: 11/21/2021

Standard Terms and Conditions – U.S.A. and Canada

Table of Contents

11. Proposal Pricing	2
11.1 Parts, Material Breakdown	2
11.2 Outside Cost not Included in Proposal.....	3
11.3 Turn-Key Solution Pricing	
11.4 Services Included in Project	
11.5 Services Not Included in Project	

11. Cost Proposal

We understand the RFP requires the following:

We have attached our proposed pricing to City of Hyattsville to provide a New Genetec VMS System, 50 New Cameras per the RFP requirements. We are offering City of Hyattsville two pricing options:

11.1 Parts, Material Breakdown

- A Genetec-Hanwha Equipment Solution
- An Genetec-Ipro America (Panasonic) Equipment Solution

Proposed Genetec- Ipro America Solution			Quantity Required
Manufacturer	Part #	Description	Qty
Software			
Genetec	GSC-OM-P-1C	1 camera connection	55
Genetec	ADV-CAM-P-1Y	Genetec™ Advantage for 1 Omnicast™ Pro Camera – 1 year	55
Genetec	GSC-Base-P	Genetec Security Center Base Professional Package	1
Genetec	Software Version	Software Version	
Head-End			
Genetec	SV-2020E-R6SD480-236	Streamvault™ 2020E Series - 1U 6-Bay Multi-Purpose Appliance 1x Xeon E-2236 16GB RAM 2x 480GB SSD 2x 1GbE RJ45 2x 350W PSU Windows Server 2019 Standard 5YR NBD KYHD Warranty - Genetec™ Security Center pre-installed. License sold separately.	1
Genetec	SV-4020EX-R14-192T-16-210	Streamvault™ 4020EX Series - 2U 14-Bay Appliance 192TB Raw RAID 6 2x Xeon Silver 4210 32GB RAM 2x 240GB M.2 SSD 12x 16TB NLSAS 4x 1GbE RJ45 2x 10GbE SFP+ 2x 1100W PSU Windows Server 2019 Standard 5YR NBD KYHD Warranty - Genetec™ Security Center pre-installed. License sold separately.	3
Genetec	SVW-504E-T5-D4000-275	Streamvault™ 504E Series - 5-Bay Tower Workstation 2x NVIDIA Quadro 4000 Series GPU 1x Xeon W-2275 32GB 1x 512GB M.2 SSD 1x 1TB SATA 1x 1GbE RJ45 1x 950W PSU Windows 10 Embedded 5YR NBD KYHD Warranty - Genetec™ Security Center pre-installed. License sold	3
Dell	DELLMON24	Dell 24 inch WS Monitor	6
Axis	5020-101	T8311 JOYSTICK FOR AXIS PAN/TILT/ZOOM AND DOMES INC. REQ. USB CABLE	3

TRANSITION NETWORKS	SM16TAT2SA-NA	Smart Managed PoE+ Switch With (16) 10/100/1000BASE-T Ports And (2) 100/1000 SFP Slots	1
TRIPP LITE	SMART2200RML2U	SmartPro 120V 2.2kVA 1.92kW Line-Interactive Sine Wave UPS, 2U, Extended Run, Network Card Options, LCD, USB, DB9, Energy Star	4
TRIPP LITE	B020-U08-19KTAA	NetDirector 8-Port 1U Rack-Mount Console KVM Switch with 19-in. LCD + 8 PS2/USB Combo Cables; TAA Compliant	1
Field Devices and Cameras			
I-PRO AMERICAS INC.	WV-S8543L	3X4MP (12MP) MULTI-SENSOR 2.9-7.3MM 2.5X MOTORIZED ZOOM LENS, IR LED, IP66, IP67, IK10, 5 YEAR WARRANTY	50
I-PRO AMERICAS INC.	WV-QWL501-W	WALL MOUNT BRACKET (SAME SHAPE AS WV-Q122A) WHITE	50
I-PRO AMERICAS INC.	WV-QSR503-W	SHROUD BRACKET (4 holes), COMPATIBLE WITH WV-S857X/S856X/S854X, AND WV-QWL501-W, WV-QCL501-W, WHITE	50
I-PRO AMERICAS INC.	WV-S8543L	3X4MP(12MP) MULTI-SENSOR 2.9-7.3MM 2.5X MOTORIZED ZOOM LENS, IR LED, IP66, IP67, IK10, 5 YEAR WARRANTY	2
I-PRO AMERICAS INC.	WV-QWL501-W	WALL MOUNT BRACKET (SAME SHAPE AS WV-Q122A) WHITE	2
I-PRO AMERICAS INC.	WV-QSR503-W	SHROUD BRACKET (4 holes), COMPATIBLE WITH WV-S857X/S856X/S854X, AND WV-QWL501-W, WV-QCL501-W, WHITE	2
I-PRO AMERICAS INC.	WV-S25700-V2LN	4K OUTDOOR VANDAL RESISTANT DOME CAMERA WITH AI ENGINE, H.265/H.264/MJPEG, 4.3-8.6MM 2.0X MOTORIZED ZOOM LENS	1
I-PRO AMERICAS INC.	PAPM4W	POLE MOUNT ADAPTOR WHITE	1
I-PRO AMERICAS INC.	PWM485W	PS485W AND PWM40W, WALL MOUNT AND SHROUD FOR OUTDOOR VANDAL CAMERA WHITE	1
DITEK	DTK-MRJPOE	Single Channel 10GbE PoE Protector- RJ45 Connection	50
Axis	5031-244	T8124-E Outdoor Midspan 60W	22
Mobile Camera Solution			
I-PRO AMERICAS INC.	WV-S8543L	3X4MP(12MP) MULTI-SENSOR 2.9-7.3MM 2.5X MOTORIZED ZOOM LENS, IR LED, IP66, IP67, IK10, 5 YEAR WARRANTY	5
I-PRO AMERICAS INC.	PAPM4W	POLE MOUNT ADAPTOR WHITE	5
I-PRO AMERICAS INC.	WV-QWL501-W	WALL MOUNT BRACKET (SAME SHAPE AS WV-Q122A) WHITE	5
I-PRO AMERICAS INC.	WV-QSR503-W	SHROUD BRACKET (4 holes), COMPATIBLE WITH WV-S857X/S856X/S854X, AND WV-QWL501-W, WV-QCL501-W, WHITE	5
DITEK	DTK-MRJPOE	Single Channel 10GbE PoE Protector- RJ45 Connection	5
ALTRONIX	WP3	ENCLOSURE - NEMA 4-4X/IP66-11 OUTDOOR RATED 13.31"H X 11.31"W X 5.59"D.	5

Axis	5031-244	T8124-E Outdoor Midspan 60W	5
Solar Panel and Battery Solution			
KBC	KBC-AL5-600W	600-WATT ADVANCED REMOTE POWER KIT - LITHIUM COMPATIBLE	28
KBC	KBC-VE-DC/DC-2448-HP	POE+ INJECTOR TO POWER YOUR CAMERA	28
KBC	KBC-B12250	12VDC 250AH SEALED LEAD ACID BATTERY. TO BE USED WITH AL5 OR UAL5 SERIES	56
Axis	5031-244	T8124-E Outdoor Midspan 60W	5
5G Verizon Modem			
StepCG	Cradlepoint MB03-19005GB-GA	3-yr NetCloud Mobile Performance Essentials Plan and R1900 router with WiFi (5G modem, 4FF SIM optional but not included), no AC power supply or antennas, Global	55
StepCG	Cradlepoint 170869-000	Power Supply, 12V, Small 2x2 (C7 line cord not include), -30C to 70C; Used with R1900, IBR1700, IBR900, R500-PLTE	55
StepCG	Cradlepoint 170623-001	Line Cord, 125V C7 1.8M (North America Type A); Used with 170869-000	55
StepCG	Taoglas MA1508.AK.001	Synergy 8-in-1 GNSS SMA(M):4*5G/4G SMA(M):3*Wi-Fi RP-SMA(M) and braided cable assembly 5m TGC-200	55

Proposed Genetec-Hanwha Solution			Quantity Required
Software			
Genetec	GSC-OM-P-1C	1 camera connection	55
Genetec	ADV-CAM-P-1Y	Genetec™ Advantage for 1 Omnicast™ Pro Camera – 1 year	55
Genetec	GSC-Base-P	Genetec Security Center Base Professional Package	1
Genetec	Software Version	Software Version	
Head-End			
Genetec	SV-2020E-R6SD480-236	Streamvault™ 2020E Series - 1U 6-Bay Multi-Purpose Appliance 1x Xeon E-2236 16GB RAM 2x 480GB SSD 2x 1GbE RJ45 2x 350W PSU Windows Server 2019 Standard 5YR NBD KYHD Warranty - Genetec™ Security Center pre-installed. License sold separately.	1

Genetec	SV-4020EX-R14-192T-16-210	Streamvault™ 4020EX Series - 2U 14-Bay Appliance 192TB Raw RAID 6 2x Xeon Silver 4210 32GB RAM 2x 240GB M.2 SSD 12x 16TB NLSAS 4x 1GbE RJ45 2x 10GbE SFP+ 2x 1100W PSU Windows Server 2019 Standard 5YR NBD KYHD Warranty - Genetec™ Security Center pre-installed. License sold separately	3
Genetec	SVW-504E-T5-D4000-275	Streamvault™ 504E Series - 5-Bay Tower Workstation 2x NVIDIA Quadro 4000 Series GPU 1x Xeon W-2275 32GB 1x 512GB M.2 SSD 1x 1TB SATA 1x 1GbE RJ45 1x 950W PSU Windows 10 Embedded 5YR NBD KYHD Warranty - Genetec™ Security Center pre-installed. License sold	3
Dell	DELLMON24	Dell 24 inch WS Monitor	6
Axis	5020-101	T8311 JOYSTICK FOR AXIS PAN/TILT/ZOOM AND DOMES INC. REQ. USB CABLE	3
TRANSITION NETWORKS	SM16TAT2SA-NA	Smart Managed PoE+ Switch With (16) 10/100/1000BASE-T Ports And (2) 100/1000 SFP Slots	1
TRIPP LITE	SMART2200RML2U	SmartPro 120V 2.2kVA 1.92kW Line-Interactive Sine Wave UPS, 2U, Extended Run, Network Card Options, LCD, USB, DB9, Energy Star	4
Field Devices and Cameras			
TRIPP LITE	B020-U08-19KTAA	NetDirector 8-Port 1U Rack-Mount Console KVM Switch with 19-in. LCD + 8 PS2/USB Combo Cables; TAA Compliant	1
HANWHA	PNM-9084RQZ1	Wisenet P Series Network Vandal Outdoor Multi-Sensor Multi-Directional Dome Camera	50
HANWHA	SBP-300PMW1	Pole Mount Base	50
HANWHA	SBP-300BW	Mount Base	50
HANWHA	SBP-390WMW2	Wall Mount Arm (White)	50
HANWHA	SBP-317HMW	Cap Adapter, Mount Screw Size: PF 1 1/2", White	50
HANWHA	02365-001	AXIS Surveillance Card 512 GB Is A High Endurance microSDXC Card Optimized For Video Surveillance	50
HANWHA	PNM-9084RQZ1	Wisenet P Series Network Vandal Outdoor Multi-Sensor Multi-Directional Dome Camera	2
HANWHA	SBP-300BW	Mount Base	2
HANWHA	SBP-390WMW2	Wall Mount Arm (White)	2
HANWHA	02365-001	AXIS Surveillance Card 512 GB Is A High Endurance microSDXC Card Optimized For Video Surveillance	2
HANWHA	XNV-9082R	Wisenet 7 X-plus Series Network IR Vandal Outdoor Camera, 4K (8MP Max) @ 30fps	1
HANWHA	SBP-300PMW1	Pole Mount Base	1
HANWHA	SBP-300BW	Mount Base	1

HANWHA	SBP-300WMW1	Wall Mount (White)	1
HANWHA	SBP-187HMW	Hanging Cap (White) For The Outdoor X Plus Dome Cameras	1
HANWHA	02365-001	AXIS Surveillance Card 512 GB Is A High Endurance microSDXC Card Optimized For Video Surveillance	1
DITEK	DTK-MRJPOE	Single Channel 10GbE PoE Protector- RJ45 Connection	50
Axis	5031-244	T8124-E Outdoor Midspan 60W	22
Mobile Camera Solution			
HANWHA	PNM-9084RQZ1	Wisenet P Series Network Vandal Outdoor Multi-Sensor Multi-Directional Dome Camera	5
HANWHA	SBP-300PMW1	Pole Mount Base	5
HANWHA	SBP-300BW	Mount Base	5
HANWHA	SBP-390WMW2	Wall Mount Arm (White)	5
HANWHA	SBP-317HMW	Cap Adapter, Mount Screw Size: PF 1 1/2", White	5
HANWHA	02365-001	AXIS Surveillance Card 512 GB Is A High Endurance microSDXC Card Optimized For Video Surveillance	5
DITEK	DTK-MRJPOE	Single Channel 10GbE PoE Protector- RJ45 Connection	5
ALTRONIX	WP3	ENCLOSURE - NEMA 4-4X/IP66-11 OUTDOOR RATED 13.31"H X 11.31"W X 5.59"D.	5
Solar Panel Solution			
KBC	KBC-AL5-600W	600-WATT ADVANCED REMOTE POWER KIT - LITHIUM COMPATIBLE	28
KBC	KBC-VE-DC/DC-2448-HP	POE+ INJECTOR TO POWER YOUR CAMERA	28
KBC	KBC-B12250	12VDC 250AH SEALED LEAD ACID BATTERY. TO BE USED WITH AL5 OR UAL5 SERIES	56
Verizon 5g Modem Solution			
StepCG	Cradlepoint MB03-19005GB-GA	3-yr NetCloud Mobile Performance Essentials Plan and R1900 router with WiFi (5G modem, 4FF SIM optional but not included), no AC power supply or antennas, Global	55
StepCG	Cradlepoint 170869-000	Power Supply, 12V, Small 2x2 (C7 line cord not include), -30C to 70C; Used with R1900, IBR1700, IBR900, R500-PLTE	55
StepCG	Cradlepoint 170623-001	Line Cord, 125V C7 1.8M (North America Type A); Used with 170869-000	55
StepCG	Taoglas MA1508.AK.001	Synergy 8-in-1 GNSS SMA(M):4*5G/4G SMA(M):3*Wi-Fi RP-SMA(M) and braided cable assembly 5m TGC-200	55

11.2 Oustide Cost not Included in Proposal
40' Camera Polls (As Needed)

\$8,500.00 per

11.3 Turn-Key Solution Pricing

Johnson Controls proposed flat rate fee for this project is as follows:

Option	Total Cost
Genetec – Ipro America Solution	\$906,359.00
Genetec-Hanwha Solution	\$888,757.00

This fee structure assumes the following:

- All work performed Monday - Friday 08:00 to 4:30
- All devices will communicate on Genetec network
- Painting and patching will be performed by others
- City of Hyattsville to provide all passwords and software to existing equipment
- Our warranty is limited to new, installed equipment only
- All new equipment will be covered under warranty for one year from beneficial use
- This is not considered to be a phased project.
- The VMS is calculated at 90 days storage, 30FPS at 50% motion on all cameras.

Johnson Controls is offering a flat fee structure for this project.

11.4 What Services are Included in the Proposal

Our proposal includes the following:

- System installation
- Equipment provision
- Drawing and submittal development
- Field technical labor
- System programming
- Training
- Permit fees
- Parts
- System design
- Lift rentals
- Project management
- CAD/Design

11.5 What Services are Not Included in the Proposal

Our proposal excludes:

- Costs associated with obtaining CAD Files
- Delegated design criteria without purchase of our design services
- Central station monitoring
- Spare parts
- Preventative maintenance agreements
- Extended warranties
- Replacement of any non-functioning and/or non-compatible existing equipment or wiring
- Does not include software/firmware upgrade to existing equipment that is being interfaced to
- Additional testing of existing devices
- Additional permits and inspections beyond those required for the scope of work
- Work in areas with Asbestos

Delays, Costs and Extensions of Time

JCI's time for performance of the Work shall be extended for such reasonable time as JCI is delayed due to causes reasonably beyond JCI's control, whether such causes are foreseeable or unforeseeable, including pandemics such as coronavirus (provisionally named SARS-CoV-2, with its disease being named COVID-19) including, without limitation, labor, parts or equipment shortages. To the extent JCI or its subcontractors expend additional time or costs related to conditions or events set forth in this provision, including without limitation, expedited shipping, hazard pay associated with site conditions, additional PPE requirements, additional time associated with complying with social distancing or hygiene requirements, or additional access restrictions, the Contract Sum shall be equitably adjusted.