

**Sell To:**

City of Hyattsville - Police  
City of Hyattsville  
4310 Gallatin Street  
Hyattsville, MD 20781

**Ship To:**

City of Hyattsville - Police  
City of Hyattsville  
4310 Gallatin Street  
Hyattsville, MD 20781

**Quote**

**Date:** 9/26/2022  
**Expiration Date:** 10/26/2022  
**Quote NO:** QUO-02017-V5M2R1  
**Revision ID:** 0  
**Demand NO:** DMND0005723  
**Terms:** Net 30

Contract Number:	Salesperson:	Reference:	F.O.B:
CCPN CATS 49-F-1-18/19	Kendra Collier	Proposal 12755 City Hall Access Upgrade	Origin

**1. Statement of Work**

- A. Skyline Technology Solutions is pleased to provide City of Hyattsville with a quote for the Access Control System located at City Hall. Skyline Technology Solutions will complete the following Scope of Work based on Site Survey & Attached Floor Plan.
- B. Skyline's understanding is that we will install (20) door Access Control System

**2. Scope of Work**

- A. *Cabling*
  1. Provide, Install, Terminate, and Test (2) orange Cat6 cables.
  2. Provide, Install, Terminate, and Test (15) Access Control cables.
  3. Reuse existing rack.
  4. Use available space on the existing patch panel.
  5. Provide (1) 1' orange Cat6 patch cable for patch panel to switch.
- B. *Access Control System*
  1. Install Head-end in 1<sup>st</sup> Floor Mechanical Room per attached drawing
  2. Install wired access control on (10) single reader doors per attached drawing including (1) reader, (1) REX and (1) Door Contact at each door
  3. Install wired access control on (4) double reader doors per attached drawing including (2) readers, (1) Door Contact, and (1) Glass Break door release at each door
  4. Install wired access control on Garage Gate per attached drawing including (1) reader, (1) overhead door contact and tie into existing gate operator
  5. Install (5) WiFi locks per attached drawing
  6. Enroll doors into existing Genetec access control system
  7. Add (2) additional client licenses
  8. Price includes 12 Months of Genetec Advantage. Actual Advantage costs will be calculated at the time of order.
- C. *Public Bathroom WiFi lock option*
  1. Add \$15,600 to total cost of project to install WiFi locks on (6) public bathroom doors

**3. Assumptions**

- A. *General*
  1. All work will be performed during normal business hours of 7am - 5pm.
  2. Access to free and clear workspace will be granted by the customer.
- B. *Cabling By Skyline*
  1. All cable pathway is accessible.
  2. Patching of drywall and painting are excluded from quote except when stated in the Scope of Work.
  3. Core holes are excluded from quote except when stated in the Scope of Work.
  4. Low-voltage boxes, string, and conduit are excluded from quote except when stated in the Scope of Work.
  5. Exterior wire mold or surface mount raceway is excluded from quote except when stated in the Scope of Work.

**C. Access Control**

1. IF system is tied into a burglar alarm system, Skyline will leave and identify a Normally Closed circuit for Alarm contractor use.
2. All doors will be tested with customer at time of project completion.
3. Skyline will have remote access before, during, and after installation.
4. Price does not include badge holders and lanyards
5. Price does not include cardholder data entry and Badge design
6. Price assumes using Genetec access control Base license originally proposed for new DPW facility
7. Price assumes adequate WiFi coverage at each WiFi lock location
8. Price assumes all existing door hardware is in full working order including but not limited to door frames, doors, closers, electric strikes, exit devices and locks. All issues with the existing hardware will be addressed on T&M basis
9. Price does not include any conduit. Any conduit requirements will be addressed as a Change Order
10. Price assumes dual reader doors will not require free egress

**1. Provided by others:**

- A. (1) dedicated 110VAC Quad Receptacle will be provided at Access Control Headend for Equipment Power.
- B. 8'x 4' fire-rated plywood mounted at Access Control Headend
- C. (2) patch panel ports and (2) network ports in IT room
- D. (4) 110VAC outlets on Generator backup at Access Headend location
- E. (4) Normally Open Dry Contact Fire Alarm disconnects at Access Control Headend
- F. Custom fabricated reader mount for garage entrance
- G. Assistance with Garage Gate/door tie-in to Access Control System
- H. All necessary client workstations per Skyline requirements
- I. All necessary WiFi credentials and configuration for WiFi lock integration
- J. Written approval by Fire Marshall for dual reader doors not to have emergency exit devices for free egress
- K. All Necessary Servers and Workstations
- L. Skyline will provide a separate Customer Requirements Form (CRF) following quote acceptance, detailing items needed prior to equipment being ordered and/or work being scheduled. Specific items may include, but are not limited to, IP address information, power equipment, switch/patch panel ports, etc.

**2. Training**

- A. Price includes (6) hours of training during the installation

**3. Standard Practices**

- A. All Category Cable and/or Fiber will be tested with an approved testing device in compliance with Industry testing procedures.
- B. This design and installation will comply with all federal, state, county, and municipal codes and regulations, the National Electric Code (NEC), National Fire Protection Assn. (NFPA), ANSI/EIA/TIA - 568A & 569 for building telecommunication wiring and pathway.
- C. All cable, outlets, termination panels, and devices will be machine-printed labeled using a sequence to match the floor plan and/or customer-provided labeling scheme.
- D. All Skyline-provided equipment will be tested in our lab before being installed at the customer location to reduce RMAs.
- E. Video Surveillance will comply with standards set forth in the National Electric Code (NEC) Internet Connection Article 725, requirements for minimum wire sizes, adjustment factors, overcurrent protection, insulation requirements, wiring methods, and materials.

Access Control System will comply with standards set forth in the National Electric Code (NEC) Internet Connection Article 725, requirements for minimum wire sizes, adjustment factors, overcurrent protection, insulation requirements, wiring methods, and materials

PART NUMBER	DESCRIPTION	QTY	MSRP	DISC%	Unit Price	EXTENDED PRICE
SY-CLOUDLINK	Synergis Cloud Link with 2GB of RAM, 16GB Flash, image installed with Synergis access control firmwa	1.00	\$1,330.00	25.00	\$997.50	\$997.50
SY-LP1502	Mercury Intelligent Controller, LinuxBased, 8In/4Out/2Rd (SoftwareConnections included)	1.00	\$1,702.80	25.00	\$1,277.10	\$1,277.10
658AMJ 004500	500'	12.00	0.00	0.00	\$544.50	\$6,534.00
6504FE	22/6 Shielded Plenum	1.00	0.00	0.00	\$264.00	\$264.00
6302UE	18/4 Stranded CMP 1000'	2.00	0.00	0.00	\$275.00	\$550.00
12V 7AH	12 Volts, 7 RC @ 25 Amps	12.00	0.00	0.00	\$17.05	\$204.60
SKY-LB-CCPN CBL TECH	Cabling Technician-Facilities Specialist Level I	38.00	0.00	0.00	\$66.04	\$2,509.52
SKY-LB-CCPN SEC TECH	Security Technician-Facilities Specialist Level II	256.00	0.00	0.00	\$106.68	\$27,310.08
SKY-LB-CCPN PM	Project Manager-Facilities Specialist Level III	57.00	0.00	0.00	\$157.48	\$8,976.36
SKY-LB-CCPN SEC ENG	Security Engineer-Safety and Security Subject Matter Expert	46.00	0.00	0.00	\$152.40	\$7,010.40
DS160	BOSCH SECURITY SYSTEMS DS160 REQUEST TO EXIT PIR GREY	10.00	0.00	0.00	\$66.21	\$662.10
491	SDC "Break Glass" Emergency Door Release with Siren, 1-Gang, Blue, DPDT, 10 Amp	4.00	0.00	0.00	\$131.03	\$524.12
491-BB	SDC Surface Mount Box, Blue, for 491 Emergency Release	4.00	0.00	0.00	\$44.54	\$178.16
491-GL4	SDC Replacement Glass, 4 Ea., for 491 Emergency Release	2.00	0.00	0.00	\$19.24	\$38.48
ADV-RDR-E-1Y	Genetec™ Advantage for 1 Synergis Enterprise Reader – 1 year	100.00	\$16.00	25.00	\$12.00	\$1,200.00
Job Materials	Misc. Job Materials	1.00	0.00	0.00	\$1,976.70	\$1,976.70
GSC-1U	1 Genetec Security Desk client connection	2.00	\$300.00	25.00	\$225.00	\$450.00
2413 003A1000	Category 6 UTP CMP Orange 1000' box	1.00	0.00	0.00	\$322.30	\$322.30

Locksmith	Locksmith-Facilities Lead install (6) new electric locks and install (5) WiFi Locks	50.00	0.00	0.00	\$121.92	\$6,096.00
TP160	Bosch Single Gang Backplate for DS150/DS160	10.00	0.00	0.00	\$1.33	\$13.30
SY-40NKS-00-000000	HID Signo 40 reader, Wall mount, 13.56mHz & 125kHz, OSDP/Wiegand, Pigtail, Mobile Ready, BLE	19.00	\$357.00	25.00	\$267.75	\$5,087.25
5006PGGMN	Genetec 5006PGGMN - COMPOSITE ICLASS SEOS CONTACTLESS SMART CARD 8 KB MEMORY, ER PROG., F-GLOSS, B-GLOSS, Matching iCLASS #, NO SLOT	200.00	\$0.00	0.00	\$3.90	\$780.00
180RS-12-B	3/4" Stubby Steel Door Recessed Switch Set, 12" #22AWG leads, closed loop, Brown	20.00	0.00	0.00	\$4.29	\$85.80
SY-DV8RD-E4M	LifeSafety Power	3.00	\$937.51	25.00	\$703.13	\$2,109.39
GRI 4532LC	GRI 4532LC overhead Door Contact	1.00	\$0.00	0.00	\$27.50	\$27.50
IN120-10G77-BIPS-B-L-L-26D-LH	Genetec IN120-10G77-BIPS-B-L-L-26D-LH WiFi Lock	2.00	\$0.00	0.00	\$1,565.25	\$3,130.50
IN120-10G77-BIPS-B-L-L-26D-RH	Genetec IN120-10G77-BIPS-B-L-L-26D-RH WiFi Lock	1.00	\$0.00	0.00	\$1,565.25	\$1,565.25
IN120-7978-BIPS-B-O-NJ-26D-RH	Genetec IN120-7978-BIPS-B-O-NJ-26D-RH WiFi Lock	1.00	\$0.00	0.00	\$1,582.50	\$1,582.50
IN120-7978-BIPS-B-O-NJ-26D-LHR	Genetec IN120-7978-BIPS-B-O-NJ-26D-LHR WiFi Lock	1.00	\$0.00	0.00	\$1,582.50	\$1,582.50
GSC-SY-E-1WR	Licence connection wireless/IP locks	5.00	\$90.00	25.00	\$67.50	\$337.50
ADV-RDR-E-1M	Genetec™ Advantage for 1 Synergis Enterprise Reader – 1 month	225.00	0.00	0.00	\$1.00	\$225.00
Locksmith Hardware	Locksmith hardware: (2) HES 9400 Electric Strikes with LBM(4) SDC LR100VD Latch Retractions	1.00	\$0.00	0.00	\$5,472.50	\$5,472.50
SY-MR52-S3-1	Mercury MR52 2-reader interface module Series 3 (8	9.00	\$836.00	25.00	\$627.00	\$5,643.00

inputs, 6 relays, PCB only,  
software connections

<b>Nontaxable Subtotal</b>	<b>\$94,723.41</b>
<b>Taxable Subtotal</b>	<b>\$0.00</b>
<b>Tax</b>	<b>\$0.00</b>

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<b>Total Quote:</b>	<b>\$94,723.41</b>
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Authorized Signature

Print Name and Title

Date

SKYLINE TECHNOLOGY SOLUTIONS, LLC ("Skyline") Standard Terms & Conditions (Ver. 03/21/2022):

1. **EXCLUSIONS:** Unless specifically included in the written Statement of Work, Purchase Order or Proposal between Skyline and Customer (hereinafter referred to as a "SOW"), the responsibility for providing and the fees and expenses for providing the following are excluded from the SOW: Permits (electrical or other), telephone lines, network connections & service, wireless service, electrical power, conduit, raceway, monitoring, lighting and any equipment or service not specifically provided for in the SOW.
2. **WARRANTY:** All Skyline equipment installed as part of a new installation is warranted for parts and labor for one calendar year from the first day of beneficial use unless otherwise noted. All warranty work shall be performed during normal business hours of 8AM to 5PM EST Monday through Friday except State & Federal Holidays. It is our policy to exclude from coverage and/or support, any equipment that has been provided & installed by Skyline if that equipment has been serviced, altered, changed, upgraded or added on to, by any person or entity other than an authorized Skyline employee. Repairs made necessary by violation of this policy will be billable at prevailing rates. No additional warranties are provided for existing equipment utilized unless specifically included herein.
3. **SERVICE LEVEL AGREEMENT:** Skyline agrees to use commercially reasonable best efforts to satisfy the requirements of Skyline's standard Service Level Agreement then in effect unless stated otherwise in the SOW.
4. **COMMENCEMENT:** Work will be coordinated with the Skyline Project Manager upon receipt of a purchase order and a complete Customer Request Form. All work will be performed during normal business hours of 8AM to 5PM EST Monday through Friday except State & Federal Holidays.
5. **EXPIRATION:** Pricing quoted herein valid for 30 calendar days.
6. **DEPOSIT** 50% of the contract value will be due upon acceptance of the proposal for commercial accounts. Milestone billing may be required if a project exceeds one month in duration.
7. **SALES AND USE TAX:** If the price quoted in the SOW does not specifically indicate that it includes any applicable sales or use taxes, such taxes will be billed to and payable by Customer with the final invoice unless Customer provides evidence of any applicable tax exemption to Skyline prior to commencing work under the SOW.
8. **WAGE SCALE:** Wage Scales (Federal, State, and City, Local or other) that are required but not provided in advance and in writing to SKYLINE will result in additional labor charges being assessed based on the requirement of the scale.
9. **EXISTING EQUIPMENT:** The SOW assumes all existing devices & cabling are fully functional and ready to use. Existing equipment & cable found inoperative, broken, or otherwise unusable will be replaced at the Customer's expense in accordance with Skyline's then-prevailing rates as an additional cost in excess of the contract price stated in the SOW.
10. **INDEMNITY:** Customer does not seek indemnity by this Agreement from Skyline and Customer specifically waives any all rights and claims for indemnity from Skyline on account of any damages or losses caused by hazards to Customer's customers, invitees, guests, or property on account of any act or omission of Skyline or Skyline's employees or agents. Customer hereby agrees to indemnify, defend and hold harmless Skyline and its employees and agents from and against any and all damages, claims, lawsuits and expenses, including actual attorney fees and court costs on account of or relating to any failure of Customer's equipment or services in any respect, alleged to be caused by the improper operation of the system, whether due to malfunctioning or non-functioning of the system, or by the acts or omissions of Skyline or its employees or agents.
11. **DISCLAIMER:** Skyline makes no warranty, express or implied, that the systems it installs or the service it furnishes will avert or prevent occurrences, or the consequences therefrom, which the systems and services are designed to monitor or secure. Customer agrees that Skyline shall not be liable for any of Customer's losses or damages, irrespective of origin, to person or property, whether directly or indirectly caused by performance or non-performance of obligations imposed by this agreement or by negligent acts or omissions of Skyline, its agents', or employees.
12. **LIABILITY LIMITATION:** If Skyline should become liable for any losses or damages attributable to a failure of systems or services in any respect, its total liability to Customer shall be limited to \$250.00, which the Customer agrees is reasonable. The payment of this amount shall be Skyline's sole and exclusive liability regardless of the amount of loss or damage incurred by the Customer. No suit or action shall be brought against Skyline more than one (1) year after the accrual of the cause of action.
13. **DELAYS:** Skyline assumes no liability for delays in installations of the equipment or for the consequence caused, or for interruptions of service for the consequences therefrom due to a declared state of emergency, strikes, riots, floods, terrorism, pandemic, acts of God or any cause beyond the control of Skyline. Skyline will not be required to provide service to the customer while interruption of service due to any such cause shall continue and for a reasonable period thereafter. DELAYS caused by the customer not providing access to the site are billable at prevailing rates.
14. **COMMUNICATIONS:** Problems, interruptions, inoperability and interference of a communication device; whether it be wireless, direct connect, telephone, Cable Modem, internet, fiber optic, coaxial cable or a combination thereof or similar are not provided for unless specifically included in writing herein.
15. **SEVERABILITY:** If any of the provisions of this Agreement shall be determined to be invalid or unenforceable, the remaining provisions shall remain in full force and effect.
16. **MODIFICATIONS -** Modifications to this agreement must be in writing, dated and signed by a Skyline executive.
17. **DEFAULT:** Failure to pay any amount when due shall give Skyline, in addition to any other remedies, the right to terminate any and all SOWs and other agreements with Customer, and to charge Customer interest at the legal rate of eighteen percent (18%) per

- year on all delinquent amounts. Customer further agrees to pay all costs, expenses and fees incurred by Skyline for collecting any amounts due from Customer to Skyline, including collection expenses, attorney's fees, court costs and administrative fees.
18. **GOVERNING LAW, JURISDICTION AND VENUE:** The SOW and these Terms and Conditions are governed by the laws of the State of Maryland. The sole jurisdiction and venue for any litigation regarding the SOW or these terms and conditions shall be the Circuit Court for Anne Arundel County, Maryland.
  19. **CANCELLATION:** Cancelled orders are subject to a 25% restocking charge. No order may be cancelled after 3 business days. Equipment must be returned sealed in the original packaging. Custom orders cannot be cancelled.
  20. **NETWORKING:** All networking requirements will be provided for by the customer unless specifically included within the scope of work herein. This includes but is not limited to programming of computers, routers, hubs, firewalls, modems, IP addresses, network masks, gateways, port forwarding, adding/deleting/changing users, etc. Cost associated with Skyline equipment inoperability that was caused by the customer's network is billable.
  21. **CONTRACTS:** Maintenance and Support contracts have a term of one year and are billed annually in advance and may be subject to annual rate increase(s).
  22. **SOFTWARE APPLICATIONS:** Smart Phones, Tablets, iPhones, Androids, Windows or similar portable and wireless devices and their associated software applications are not covered by Skyline under the SOW, these terms and conditions or any other warranty or contract from Skyline. Costs or issues associated with the installation, operation, or performance of these devices and or associated applications are not included in the SOW, and any such costs shall be at the Customer's expense.
  23. **TERMINATION:** Skyline reserves the right to cancel any SOW or other contract at any time on account of Customer's failure to pay when due of any amounts due to Skyline under the SOW or otherwise. Skyline also reserves the right to terminate any SOW with or without cause and without penalty at any time.
  24. **VERSION:** The terms & conditions specified herein supersede all previous versions as referenced by the version date on the top of this document.

Return POs by email to your Salesperson or email to:  
[contracts@skylinenet.net](mailto:contracts@skylinenet.net)

**Please include the following on your PO:**

- Ship To Address and Site Contact Name
- Invoicing Name and Address or Email
- PO Number and Master Contract Number
- Quantities and Part Numbers
- Order Date
- Chassis Serial #(s) - Maintenance Requests

FOB = Origin