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Wachter Proposal

for

City of Fullerton

Proposal # **70098 v4.1**
Multisite Upgrades

Proposal Issued:
9/28/2021
Proposal Valid until:
10/28/2021

Statement of Confidentiality

This proposal and supporting materials contain confidential and proprietary business information of Wachter, Inc.
These materials may be printed or photocopied for use in evaluating the proposed project but are not to be shared outside of your organization.

Introduction

Thanks

Thank you for the opportunity to provide the following proposal for the City of Fullerton project.

We appreciate your consideration of Wachter — our goal is to deliver a successful project and build a lasting partnership with your firm.

Wachter at a Glance

Founded: 1930

Corporate Structure: Privately Held

Total Employees: 1,400

Headquarters: Lenexa, KS

Regional Offices: 12

The Wachter Advantage

Wachter is a leading nationwide solutions integrator offering managed services, electrical systems, IT networks, industrial automation, and safety and security solutions.

Wachter designs, installs, and maintains these complex systems, providing clients with a competitive edge by increasing productivity, lowering operational costs, and streamlining internal processes.

Wachter is here to keep critical systems delivering a return on your investment.

Pricing

Multisite Upgrade Project Pricing		
Professional Services	\$	55,566.21
Material & Hardware	\$	817,626.57
Installation Labor	\$	530,106.45
Installation Materials	\$	196.12
Rental Tools/Equipment	\$	1,241.57
Estimated Ground Shipping	\$	11,551.72
TOTAL	\$	1,416,288.64
Panorama Trailhead Surveillance Pricing		
Professional Services	\$	1,523.05
Material & Hardware	\$	26,996.45
Installation Labor	\$	17,486.54
Installation Materials	\$	3,895.50
Shipping (Estimated)	\$	1,144.05
TOTAL	\$	51,045.59

Project Scope of Work

Executive Summary

Wachter, Inc. proposes to unify the City of Fullerton's existing video surveillance infrastructure into on centrally managed solution. Wachter will also update the City of Fullerton's access control infrastructure to the latest S2 platform across (12) city locations.

Overview

Based on information provided by City of Fullerton, Wachter, Inc. ("Wachter") proposes a multi-system upgrade for the City of Fullerton's (3) existing Milestone systems. The current systems are autonomous with 3 separate Milestone SLCs which are not integrated with logins or camera access. Based on this information, Wachter will perform the following services:

- Video Surveillance
 - Provide and install (3) new servers to host all video surveillance data
 - Include adequate storage to allow for (365) days of video retention
 - Provide and configure TigerTech Wasabi HOT cloud storage to provide video data redundancy on all cameras
 - Provide and configure Boring Labs health monitoring integration to monitor system and camera health
 - Provide, configure and install (243) new Axis IP surveillance cameras
 - Provide and configure new system license and adequate camera licensing to add all new cameras to the system with licensing overhead to allow integration of some existing cameras into the new, unified system.
- Physical Access Control
 - Provide new Physical Access Control System, S2
 - Provide, configure and install (12) independent system controllers in each of the (12) city sites
 - Provide, configure and install (175) door access control packages (locking hardware, REX, DPS, credential reader, etc.)
- Intercoms
 - Provide, configure and install (1) master station and (6) sub station intercoms for the jail
- Panorama Trailhead Surveillance solution
 - Provide, configure and install (3) solar-powered surveillance poles with (4) Axis cameras and (1) Axis network horn, integrated into the new, unified surveillance solution.

This Proposal Covers the following (12) City of Fullerton properties, as well as the Panorama Trailhead:

1. City Hall	7. Fire Department Headquarters
2. Library	8. Fire Department Station One
3. Commonwealth	9. Fire Department Station Two
4. Community Center	10. Fire Department Station Three
5. Municipal Airport	11. Fire Department Station Four
6. Public Works	12. City Jail

Preparations & Design

1. Solution Design
 - a. Obtain project/customer requirements and translate to technical specification.
 - b. Determine and engage the appropriate resources that are required to complete the scope of work.
 - c. Architect a solution that meets the predefined specifications.
 - d. Coordinate with equipment manufactures/distributors to determine cost and lead times for materials.
2. Staging & Configuration:
 - a. Receive equipment at Wachter's ISO 27001 staging and configuration facility in Mt. Laurel, NJ.
 - b. Upon receipt, inventory equipment and report any discrepancies that may affect the project.
 - c. Unbox, label, and record pertinent information for tracking of any serialized hardware.
 - d. Configure VSS server equipment, with the following:
 - i. Network Parameters
 - ii. Usernames / Passwords
 - iii. Naming Conventions
 - e. Configure PACS equipment, if applicable, with the following:
 - i. Network Parameters
 - ii. Usernames / Passwords
 - iii. Access Levels
 - iv. Naming Conventions
 - f. Configure Network equipment, if applicable, with the following:
 - i. Network Parameters
 - g. If applicable, upgrade endpoint devices' firmware/software to the latest supported version.
 - h. Re-package equipment, label boxes, and ship to City of Fullerton location for installation.

Materials - See [Appendix A](#) for a detailed list of materials.

Engineering and Installation Labor

1. Multisite upgrade project
 - a. Wachter will provide, configure, and install the following video surveillance equipment:
 - i. Headend, located in the MDF.
 1. (3) Seneca R424320T4L16S Server Cabinets with below features:
 - a. (3) NVRs supporting a total of 540TB Raid5 Storage.
 - b. One of the three servers shall serve as the management server for the Milestone system.
 - ii. (244) Axis IP surveillance cameras (models and quantities detailed in Appendix A)
 - i. Wachter Engineering shall perform the following services remotely:
 1. For each IP Camera Wachter shall verify IP Assignments and Network Connectivity while adding them into Milestone system with the following tasks:
 - a. Camera discovery, naming and Static IP Addressing
 - b. Video Stream parameters
 - c. Motion Detection parameters
 - d. Configuration of Video Storage and Retention
 2. Create (1) Recording Schedule
 3. Create (2) Camera Groups
 4. Create up to (2) user accounts defined by customer.
 - ii. Boring Labs VMS Health Monitoring Plug-in will be installed and configured.
 - iii. TigerTech/Wasabi HOT Cloud Storage will be installed and configured.
 1. Cloud Storage consists of (2) components.
 - a. Tiger Technologies Milestone XProtect Corporate Plug-in.
 - i. This enables a seamless conduit between the Milestone XProtect VMS and the Cloud Storage remote container. This feature provides instant failover and backup between the Cloud and the On-Site VMS Storage.
 - b. Wasabi Hot Cloud Remote Storage Container
 - i. This Storage is configured to provide Block Duplication of every facet of the VMS On-Site Storage.
 - ii. Sized to provide 365 days of retention, matched to the On-Site Storage.
 - c. The Cloud Service has a Three-Year subscription.
 - iv. Wachter Engineering shall perform the following services remotely:
 - a. Verification of IP Assignments and Network Connectivity
 - b. Configuration of Video Storage and Retention
 - c. Configuration of motion detection parameters based on scene activity.

- b. Wachter will provide, configure, and install the following access control equipment as detailed in the Materials List in Appendix A:
 - i. Headend, located in the MDF.
 - 1. Wall mount enclosures containing S2 PACS controller, as detailed in the Materials List in Appendix A.
 - 2. Wall mount enclosure containing power supply and backup batteries, as detailed in the Materials List in Appendix A.
 - ii. Access-Controlled Doors
 - 1. Mag Lock(s) or electric strike(s) as required
 - 2. Door Position Switch(es) ("DPS"), as required.
 - 3. Request-to-exit ("REX") motion detector(s), as required.
 - 4. Push-to-exit ("PTE") emergency button(s), as required.
 - 5. MultiClass SE proximity reader(s), as required.
 - iii. Wachter Engineering shall perform the following services remotely:
 - 1. Verification of IP Address and Network connectivity for Controller and Gateway/Nodes.
 - 2. Door Configurations and Settings:
 - a. Revise Naming Conventions as applicable.
 - b. Up to 2 Door schedules shall be configured per Building/Location.
 - c. Up to 2 Access rules shall be configured per Building/Location.
 - 3. Up to 2 User Profiles per Building/Location shall be configured.
 - 4. Up to 2 Credential Templates per Building/Location may be configured.
 - a. Credential Enrollment shall be sufficient to provide for testing, commissioning, and verification purposes. Additional credential enrollments will be the responsibility of the customer.
 - b. Wachter support for additional configurations, enrollments, and rules activity can be provided and may result in additional charges to be applied via the change order process.
- c. Wachter will provide, configure and install the following intercom equipment:
 - i. Aiphone 2-way IP Communications
 - 1. (1) Guard Station
 - 2. (6) Jail Cells
- 2. Panorama Trailhead - Wachter will provide, configure and install the following video surveillance equipment:
 - a. Solar power and pole mounts
 - i. (3) Gridless Sentry units
 - ii. All equipment will be mounted on (3) 10' Poles installed into the ground.
 - b. Data connectivity, from pole to pole:
 - i. (4) Siklu Etherhaul antennas

- ii. (1) Gridless Sentry LTE backhaul (with client's existing Verizon contract)
 - c. Exterior Cameras:
 - i. (2) Axis P1375-E cameras
 - ii. (2) Axis P1378-LE cameras
 - d. Milestone Camera Licensing
 - i. (4) Milestone XProtect Corporate Device Licenses
 - ii. (4) Milestone CarePlus Device License
- 3. Wachter Engineer will coordinate with onsite technician(s) to remotely commission and validate the operation of the installed system and its peripheral components.

Deliverables

1. All photos taken of completed work will be provided in electronic format, as part of acceptance; photos will be labeled and may include:
 - a. Photos of cable pathways, such as j-hooks, tray, penetrations, conduit, etc.
 - b. Photos of each ER/TR/TE, including close-ups of racks and cable terminations.
 - c. Photos of outlets both before and after securing to the wall or furniture.
 - d. Close-up and stepped back photos of all equipment items installed, such as WAP's, cameras, access control hardware, etc.
 - e. Any other photos requested.
2. As part of Wachter SOP, a sign-off form or work order will be required to be signed by City of Fullerton representative and by the Wachter lead technician; a scanned copy of this form will be provided.

Client Requirements

1. Wachter assumes that City of Fullerton acknowledges and agrees to facilitate the following:
 - a. Adequate space to receive and store the project material prior to installation.
 - b. Obstructions will be addressed and coordinated for temporary relocation prior to project installation.
 - c. All work areas are free from asbestos, hazardous waste, or other pollutants.
 - d. Any customer-provided equipment shall be onsite prior to the installation start date.
 - e. Appropriate network address schema for system configuration and staging.
 - f. Permanent power required for system components must be available in previously indicated locations.
 - i. If permanent power is not present, it must be installed prior to project start date.
 - g. Remote access shall be provided via VPN, Webex, or other remote client application.
2. Space will be available on the property for secure storage of materials; no container is included in this proposal.
3. City of Fullerton will have site internet connections online prior to start date.
 - a. City of Fullerton is responsible for all VPN tunneling or site-to-site interconnectivity.

4. City of Fullerton to supply route/switching hardware.
 - a. All customer provided equipment is sufficient in accommodating the devices supplied within the proposed solution.
5. City of Fullerton is required to sign off within five (5) business days from the project completion date to report any work not performed under the scope of work; any reporting after this period will be billed under a separate agreement.

Notes & Assumptions

1. On-site labor hours were calculated using Orange County Prevailing wage rates .
2. Should a permit be required, permit fees are not included in purchase price.
3. A scissor and/or boom type lift is required for this scope of work and is included in this pricing.
4. Wachter assumes that all customer provided equipment will be in good working order. Replacement, repair, or delays due to equipment failures may result in additional charges to be applied via the change order process.
5. Any elements not specifically identified within this scope of work will be considered out of scope and be subject to a pricing change via the change order process.
6. Camera licensing outside of the already defined quantities and types in this proposal is not included in this scope of work. Should additional camera licenses be required, charges will be applied via the change order process.
7. Wachter assumes that the existing VSS cameras are fully functional. The replacement or repair of existing cameras not already defined in scope may incur additional charges via the change order process.
8. VMS Storage has been estimated for a One-Year (365 days) Retention for full frame rate with record on motion (40%) of 2MP resolution for each. VMS Storage may vary according to actual scene activity, recording parameters, retention adjustments, frame rate and resolutions different from the assumed 2MP provisioned. If the estimated Storage requirements do not match the actual scene activity, determined upon an on-site review to be completed prior to project start, storage specifications can be adjusted via the change order process.
9. If motion is greater or activity is increased from the requirements as stated by the Customer, Wachter is not responsible for changes in retention and camera settings can be adjusted to achieve the required retention.
10. Panorama Trailhead Surveillance pricing has been updated since the original proposal to include cloud storage device licenses to incorporate remote surveillance as per Multisite Upgrade project standards.
11. Pricing in this proposal is budgetary and best effort has been made to capture accurate quantity and models of needed components. Upon project acceptance and prior to work commencement, an initial in-depth walk will be performed at each site to ensure that the proposed solution meets the client's expectations. At that point, Wachter will compile the site survey data and submit any revisions necessary as a change order to the base contract.
12. All engineering services shall be conducted remotely. If on-site engineering is required, additional charges will be applied via the change order process.

Schedule

This proposal is based upon the information provided and the following schedule information or assumptions:

- a. Start Date: TBD
- b. End Date: TBD
- c. Blackout Dates/Holidays:
 - i. January 1 New Year's Day
 - ii. May 27 Memorial Day
 - iii. July 4 Independence Day
 - iv. September 2 Labor Day
 - v. November 28 Thanksgiving Day
 - vi. December 25 Christmas Day
 - vii. TBD
- d. Project Milestones:
 - i. TBD
- e. Work will take place during the hours of 8am – 5pm, and the days of Monday - Friday.
- f. Installation team will be comprised of 1 crew(s) of technician(s), working day shift(s).

Project Management

Your project management team is composed of experienced project managers and project coordinators. Your project manager will run your project and serve as your Single Point of Contact (SPOC) for the project lifecycle. Wachter uses Trust, our web-based project management application, to provide secure, on-demand, real-time access to your project data and status.

Communications

The Wachter project manager will communicate and provide reporting to the City of Fullerton project team, per agreed-upon requirements. All reporting and task management will include summaries of any milestone status during daily communications with the field crew if applicable. If any issues are identified they will be escalated, handled in an expeditious manner, and recorded in Trust.

On-site Service and Maintenance

Service and Maintenance is not included in this contract; however, Wachter encourages adherence to the manufacturer's recommended maintenance and routine care to ensure performance and extend the life of your system.

Wachter can provide a separate **Nationwide Service & Maintenance Agreement** built-to-suit if desired; otherwise, additional onsite needs or technical support will be billed as Time and Materials upon request.

Contact ServiceAndMaintenance@wachter.com for more information.

Warranty

Wachter, Inc. is committed to providing defect-free goods and services to its customers. Training, inspection, testing, documentation, and other processes are followed to ensure all applicable standards are met.

Wachter, Inc. warrants all labor to be free of workmanship defects for a period of 12 months from the date the work is performed. During this 12-month period, Wachter will promptly repair, at no cost to City of Fullerton, any defects that are a direct result of labor workmanship. All materials are warranted according to the manufacturer's provided warranty.

Should you have any quality questions or concerns, please contact your project manager, or feel free to contact our quality department at QualityAssurance@wachter.com.

Liability

Neither party will be liable to the other party by reason of any failure in performance of this Agreement if the failure arises out of acts of God, acts of the other party, acts of governmental authority, fires, strikes riots or war, Coronavirus (COVID-19) or any cause beyond the reasonable control of that party. If any such event delays performance, the time allowed for such performance will be appropriately extended; provided however, that nothing contained in this Section shall preclude either party from exercising its rights of termination herein.

Terms & Conditions

Please visit the following webpage for Wachter's Terms & Conditions: <https://wachter.com/terms-conditions/>

Use of Customer Information

Wachter frequently uses our projects to develop case studies or modify best practices. Case studies are shared internally and externally as part of ongoing sales and marketing. Members of our staff or marketing firm may contact key customer personnel to gather insights on the project's outcome.

Authorization / Signature

By signing and returning this page, City of Fullerton authorizes Wachter, Inc. to order, schedule, and commit the materials, labor, and management resources necessary to perform the Statement of Work for Multisite Upgrades as stated in this proposal, Number 70098 v4.1, dated 9/28/2021.

City of Fullerton

Signature

Date

Printed Name

Title

Wachter, Inc.

Signature

Date

Printed Name

Title

Selected / Approved Options:

Selection	Options:	Description			Initial to Confirm Selections
	Base System	Base Project Pricing	\$	1,416,288.64	
<input type="checkbox"/>	Panorama	Panorama Trailhead Surveillance	\$	51,045.59	

Appendix A — Bill of Materials

Multisite Upgrade — Bill of Materials			
Mfg.	Part #	Description	Qty.
Aiphone	IX-MV	IP AUDIO Master Station	1
Aiphone	IX-NVP	IP AUDIO Substation	6
Axis	01026-001	AXIS FA3105-L EYEBALL SENSOR UNIT	4
Axis	01048-004	AXIS P3807-PVE	4
Axis	01473-001	AXIS T91B67 POLE MOUNT 65-165MM	13
Axis	01500-001	AXIS P3719-PLE	4
Axis	01505-001	AXIS T94V02D PENDANT KIT	4
Axis	01513-001	AXIS T94N01D PENDANT KIT	4
Axis	01553-001	AXIS P9106-V BRUSHED STEEL	30
Axis	01594-001	AXIS P3245-VE	133
Axis	01729-001	AXIS FA4090-E 4MM 8.3 FPS	1
Axis	01752-004	AXIS Q6075-E 60HZ	17
Axis	01782-001	AXIS Q1700-LE	2
Axis	01981-001	AXIS Q6010-E 60HZ	4
Axis	01997-001	AXIS P1455-LE	13
Axis	02047-001	AXIS P3245-LVE 22 MM	26
Axis	0664-001	AXIS Q3709-PVE	3
Axis	0878-004	AXIS FA54 MAIN UNIT	3
Axis	5502-431	AXIS T94A01D PENDANT KIT	13
Axis	5507-271	AXIS T91D62 TELESCOPIC PARAPET MNT	4
Boring Labs	TBT-C-3	Corporate Boring Toolbox Base License 3 year of	1
Boring Labs	TBT-C-CUP10-3	Corporate 10 Camera Upgrade Pack, 3 year of	17
BUDGET	48POE	48-Port PoE Switch with SFP's	4
BUDGET	8POE	8-Port PoE Switch	2
BUDGET	DOOR	Electronic Door Hardware (Reader, ML or ES,	141
BUDGET	NODE	Power Supply, Batteries	20
Milestone	UXPCOBT	Trade-in XProtect Corporate BL w/ C-Plus	-1
Milestone	UXPCODL	Trade-in XProtect Corporate DL w/ C-Plus	-111
Milestone	XPCOBT	XProtect Corporate Base License (BL)	1
Milestone	Y3OIXPCOBT	3 Y Opt-in Care Plus for XProtect Corporate BL	1
Milestone	Y3OIXPCODL	3 Y Opt-In Care Plus for XProtect Corporate DL	61
Milestone	Y3XPCOBT	3 Years Care Plus for XProtect Corporate BL	1
Milestone	Y3XPCOBT	3 Years Care Plus for XProtect Corporate BL	-1

Multisite Upgrade — Bill of Materials (continued)

Milestone	Y3XPCODL	3 Years Care Plus for XProtect Corporate DL	-61
Milestone	Y3XPCODL	3 Years Care Plus for XProtect Corporate DL	264
S2	S2-ACM	Access control application extension blade with	65
S2	S2-EXT-32-RM	Rack mount enclosure with 32 portal license.	4
S2	S2-EXT-64-RM	Rack mount enclosure with 64 portal license.	1
S2	S2-NB4-E2R-	Includes 4 portal license and 1 ACM blade in wall	7
S2	S2-NN-E2R-WM	Wall mount enclosure with (1) S2 ACM blade and	13
Seneca	R424320T4L16S	SI04V3 KIT Powerededge R740xd	3
Tiger Tech	SBX-CAM-3YR	Storage Bridge - 3YR Annual License per	276
Tiger Tech	SBX-MSL-3YR	Storage Bridge – 3YR Annual License for	1
Wasabi Cloud	WTB-3YR	1TB Cloud Storage HOT With Premium Support -	800

Panorama Trailhead Surveillance— Bill of Materials

Mfg.	Qty.	Part #	Description
			Pole 1
Axis	1	01811-001	AXIS P1378-LE
Axis	1	01533-001	AXIS P1375-E
Axis	2	01164-001	AXIS T91B47 100-410MM
Siklu	2	EH-614TX-ODU-PoE	ETHERHAUL-614TX POE
Siklu	2	EH-MK-SM	EtherHaul Mounting Kit
Siklu	2	EH-OPT-AES	EtherHaul AES 128 and 256 Encryption
Gridless	1	GS2-600-4	Gridless Sentry 2: Pole 1
Gridless	2	Solar Panel Kit	Solar Panel Kit
Gridless	1	Pole Mount Kit	Pole Mount Kit
Axis	1	5801-961	AXIS SURVEILLANCE CARD 64 GB 10P
			Pole 2
Axis	1	01533-001	AXIS P1375-E
Axis	2	01164-001	AXIS T91B47 100-410MM
Axis	1	01796-001	AXIS C1310-E NETWORK HORN SPEAKER
Siklu	1	EH-614TX-ODU-PoE	ETHERHAUL-614TX POE
Siklu	1	EH-MK-SM	EtherHaul Mounting Kit
Siklu	1	EH-OPT-AES	EtherHaul AES 128 and 256 Encryption
Sentry	1	GS2-000-3	Gridless Sentry 2: Pole 2
Gridless	1	Solar Panel Kit	Solar Panel Kit
Gridless	1	Pole Mount Kit	Pole Mount Kit
Axis	1	5801-961	AXIS SURVEILLANCE CARD 64 GB 10P
			Pole 3
Axis	1	01811-001	AXIS P1378-LE
Axis	1	01164-001	AXIS T91B47 100-410MM
Siklu	1	EH-614TX-ODU-PoE	ETHERHAUL-614TX POE
Siklu	1	EH-MK-SM	EtherHaul Mounting Kit
Siklu	1	EH-OPT-AES	EtherHaul AES 128 and 256 Encryption
Sentry	1	GS1-000-2	Gridless Sentry 1: Pole 3
Sentry	1	Solar Panel Kit	Solar Panel Kit
Axis	1	5801-961	AXIS SURVEILLANCE CARD 64 GB 10P
			Licensing
Milesto	4	XPCODL	XProtect Corporate Device License (DL)
Milesto	4	Y3XPCODL	3 Year Care Plus for XProtect Corporate DL
Tiger	4	SBX-CAM-3YR	Storage Bridge - 3YR Annual License per Camera, includes