



Sourcewell Video Surveillance Proposal

York County Government Building

1 Layman Way, Alfred ME 04002

Video Surveillance System Upgrade

Prepared for: York County Government Building

Reference: 1-69KVBSM

System Type(s): VSS

Submitted by: Rick Strout

richard.james.strout@jci.com

+1 2073182420

Roscoe Grant

roscoe.grant@jci.com

+1 207 766 8289

Date: October 29, 2021

Dear York County Team,

Thank you for the opportunity. Sourcewell was utilized for the bidding process. We are pleased to submit this document for your evaluation and approval.

We have based this proposal on our understanding of your requirements. If any points need clarification, or if you would like to discuss the proposal further, please contact us for prompt attention.

Sincerely,

Roscoe Grant & Rick Strout



The technical specification(s), drawings(s), and related documentation (and the information contained herein) is proprietary, confidential and intellectual property of JCSS and/or its suppliers and is supplied upon the express conditions that: (1) The same shall be returned to JCSS upon request, (2) no reproduction of this documentation and supplied design drawing(s) or any part thereof shall be made without express written permission of JCSS (except for the purpose set forth in (3) below), and (3) no information contained herein may be used other than for the installation of systems by JCSS.

SCOPE OF WORK

SYSTEM OPERATION

Johnson Controls Security Solution (JCSS) will Install, Program, Focus & Test an add-to-existing Security System for YORK COUNTY GOVERNMENT BUILDING located at 1 LAYMAN WAY, ALFRED ME 04002. The Systems that we are proposing will be Exacq Video System with Axis Cameras. The system was designed as per the reference from customer provided Security Drawings and Documents.

Video Management System

Johnson Controls Security Solution (JCSS) to provide and install an Add-to-existing Exacq Vision Solution. This proposal has been designed to protect the following areas: Common Areas, Entry/Exit Areas, and High-Risk Areas of the Building. These areas have been identified by the Customer and now reference in JCSS Security Electronic Drawings

Head-End Equipment

JCSS will install all head-end security equipment as identified on the Security Electronic Drawings. The Head End Equipment will consist of the following:

- Network Video Recorders (NVRs)
 - JCSS will connect the NVRs to the network port and 110VAC power
- PoE Switch
 - JCSS will connect the Cameras to the POE Switch and 110VAC power
- Monitor Station
- Admin Monitor station
- Video station
- Video Encoder

Field Equipment

JCSS will provide, install & test new Field Devices necessary for the proper & customer expected operation of these security systems. Field Devices will consist of Axis IP Cameras, Camera Mount and Accessories as described in the BOM. Reference Security Electronic for device counts and placement.

- Cameras are mounted Indoor and Outdoor based on customer provided Security Electronic Drawings

Cabling Details

JCSS will install, terminate & test all new cabling from the head end equipment to new camera devices.

Notes:

- We will be using all existing wiring on the existing camera locations.
- We will be providing Analog to IP converter for all the existing-to-replace & existing-to-replace-and move cameras that we will be replacing.
- We will be providing Conduit across the roofline and a drop down to the camera all new Exterior cameras that will connect to the building.

- All interior cameras in CELL AREA that we replaced the cameras and location in that room will be provided conduit run from old location to new location with conduit drops
- We will be providing Junction boxes with all the cameras and (SECURITY SCREWS) for those boxes. So, the inmates will not be able to unscrew the covers.
- We will be providing new Monitor Stations, 1 separate Admin Monitor station, new Video station with mounts & accessories and connections for a complete installation.
- We will not be considering Racks for the Headend, as provided by the customer already.
- We will be considering cost for removal of old analog DVR and cameras.
- We will be considering lift rental.
- Total camera quantity on the drawing is 74. But we have considered Q6010-E With Q6074-E PTZ for 7 quantity so, total camera considered will be 81 for Cameras license & NVR storage calculations.
- The work and/or cost for the provision and installation of electrical conduits, junction boxes, wire ways, cable trays or raceways to be provided by the customer

Customers Responsibilities

The Customer is responsible for the following:

- Customer to provide all necessary 110v A/C power for Security Equipment
- The Customer is to provide ensure adequate rack space is available for the installation of all necessary security headend equipment
- Customer to provide dedicated IP network resources required for Video System. This includes associated ports, IP address ranges, network drops, and access to location specified in this SOW or Security Electronic Drawings
- Customer to provide Core Network Switch to place cameras on Customer Network
- The 110VAC power and active network port must be located within 6 feet of the NVR, monitor and POE switch

JCSS Exclusions for Video Management System

- Workstation PC(s) are not included in this proposal
- KVM for server(S) is included in this proposal
- UPS Power is included in this proposal
- A Computer Rack(s) is not included in this proposal
- Core Network Switches is not included in this proposal

SITE CONDITIONS

- Building Type: Jail
- Building/Floor Dimensions: 425' x 480'
- Ceiling Height: 10' – 20'
- Devices being mounted Indoor/Outdoor
- The installation worksite is accessible by hard surface to the material delivery site and at approximately the same elevation. The owner agrees to maintain clear access, free of obstructions or barriers, during the installation period.

- The owner or his representative is responsible for the structural integrity of all surfaces that will bear the load of equipment covered by this proposal including installation equipment, and installation personnel

PROGRAMMING

System Types

- Exacq Video Solution

Video System

- Program NVR and Cameras with static IP Address
- Program cameras to record on Motion Detection with standard frames per second
- Johnson Control Security will confirm with the customer the cameras field of views and final placement before installing.
- Johnson Control Security will review the NVR and camera programming with the customer to ensure it meets their expectations.
- Network Video Recorder Configuration
 - Proposed NVR was configured with the following specifications
 - Retention Storage – 60 Days Storage
 - Frames Per Second – 15 fps
 - Camera Quality – 74 (for storage calculations 81) (Q6010-E With Q6074-E PTZ)
 - Camera License – 81 (Qty considering Q6074-E PTZ also)

EXISTING EQUIPMENT

Existing System

The work and/or cost of replacing any damaged, and or non-compatible equipment and/or cable which is to be reused will be the responsibility of the customer. Upon the discovery of any such situation a change order will be presented to the owner's representatives with a schedule of costs. Upon acceptance of the change order, the paperwork will be processed through JCSS. This will be followed by ordering parts as necessary then the work will be completed. The additional charges will be added to the total charge to the customer. Note: Work will not start nor will part be ordered or supplied without a signed acceptance of the change order. Subsequent changes to system parameters are not within the scope of work

Video System

Existing Cabling

We will be using existing wiring on the existing camera locations.

Field Devices

- Existing cameras removed or replaced with new cameras.
- Existing DVR removed.

GENERAL INFORMATION

- All work to be performed during normal working hours, Monday-Friday between 8:00 am to 5:00 pm excluding local and national holidays. If it is required that work be done at any other time except normal working hours, a change order will be presented to the owner's

- representatives with a schedule of costs. Upon acceptance of the change order, the work will be done and the additional charges will be added to the total charge to the customer
- The installation will occur between the hours of 8:00 am and 5:00 pm, 5 days a week (Monday-Friday), unless otherwise requested at an additional charge
 - All work performed estimated utilizing standard JCSS Integrated Security Labor Rates. Should Prevailing Wage, or A-Rate Labor apply, the customer required to pay variance
 - The owner agrees to maintain clear access, free of obstructions or barriers, during the installation period
 - The location of all proposed equipment is assumed to be installed outside of any Hazardous Areas. It will be the responsibility of the Customer to advise prior to installing if any area hazards exist
 - The owner or his representative is responsible for the structural integrity of all surfaces that will bear the load of equipment covered by this proposal including installation equipment, and installation personnel
 - Pricing included in this quotation is valid for 90 days from the date of this proposal
 - Any re-engineering of the original scope of work that can compromise the functionality of the system (ex. device relocation that may be further than original design)
 - JCSS will coordinate an estimated project schedule with the client prior to the start of the project. Any subsequent scheduling changes, additions or deletions must be mutually agreed upon prior to the change. Any changes may result in additional charges
 - This job include a lift rental.
 - Johnson Control Security will review the installation schedule during meeting with customer to ensure that there are no obstructions to cause delays
 - This proposal is based upon the information provided to JCSS by the Customer during our discussions.
 - It is understood and agreed by JCSS and the Customer that the location and description of the protection equipment selected for the project have been taken from a survey conducted by Johnson Controls Security. Should the system, when completed consist of more or less protection equipment than specified, the materials costs, installation charges, and/or annual service fees shall be increased or decreased in accordance with the prevailing charges for the protection added or deleted.
 - JCSS is responsible for mounting the cameras and focusing per the CUSTOMER'S request. Any changes after the CUSTOMER signed off on the view will be a change order to the original job.

RESPONSIBILITIES OF OTHERS

Site Requirements

- This proposal does not include permits or fees for the installation of the systems
- Any subsequent changes to the parameters of this scope of work will require a change order
- The work and/or cost for the provision of electrical and power wire is by others.
- All 110VAC Power as Required for System Operation is by others
- If needed Patching and painting are not included in our proposal.
- Any plywood backboards and painting required are to be supplied and installed by other
- If needed the work and/or cost for ditching, trenching, excavations, openings, penetrations, backfilling, tunneling, roof penetrations, shoring or dewatering by others

- JCSS will coordinate an estimated project schedule with the client prior to the start of the project. Any subsequent scheduling changes, additions or deletions must be mutually agreed upon prior to the change. Any changes may result in additional charges
- Customer to supply all data communication network connections that shall be dedicated exclusively for the bi-direct transfer of data between host/server and workstations at designated panel locations
- The Customer is responsible for all asbestos testing, removal & drilling

Video System

- JCSS is not responsible for the performance of the customer's network. Subsequent changes to system parameters are not within the scope of work
- The Customer must provide network bandwidth sufficient to carry video data streams required by the system

CUSTOMER EXPECTATIONS

General

- JCSS will contact the customer prior to the scheduled installation date to ensure free & clear access is provided
- JCSS technician will check in with customer's designated contact at the start & finish of each workday
- JCSS will coordinate all internal resources so that all teams are available to complete the installation
- JCSS will schedule in advance the installation on a date that is acceptable to the customer
- JCSS technician(s) will check in with the customer at the start & finish of each day
- The customer expects JCSS technician to arrive with the tools, parts, scope of work, layout, and other supporting documents required to complete a successful installation in a positive, professional manner
- The customer expects to receive a call from the installation coordinator within five business days from the date that the job is booked by the sales representative. JCSS Installation Department shall coordinate according to the timeline that is provided by the customer in a positive, professional manner.
- Plan all site preparation and accommodations that need to be made at arrival with SITE manager or operations manager, which shall include but not be limited to: facility operating hours, parking, equipment staging, lift-rental use and storage, reasonable access to areas where work is to be performed,
- Clean all workspace prior to departure to remove any packaging, debris or other items that may have resulted from installation work.
- Communicate with SITE manager or operations manager prior to departure, which shall include but not be limited to the following: summary of work that has been performed, any hindrances that result in an inability to continue work, a summary of work that still needs to be completed, anticipated return date.

Video System

- JCSS will verify camera views & names for each of the new cameras prior to customer sign off

TRAINING EXPECTATIONS

Prior to completion of the job. Coordinate with designated contact with employees that will need to be trained on the provided system. The training will consist of and not limited to:
Certified Technician to perform the following

Video System Software

- 1.) Typical User End navigation (General Overview)
- 2.) Viewing Live and Recorded Video
- 3.) Searching and Export Video

BILL OF MATERIALS

QTY	PRODUCT CODE	DESCRIPTION	LOCATION
1	60	Closed Circuit Television PROVIDED	
1	90	Expert Maintenance PROVIDED / Inspections NOT PROVIDED	
898	Regular Labor	Regular Labor	0.02
1	Centralized Design Domestic	Centralized Design Domestic	0.03
1	COE Software	***** SOFTWARE *****	1.00
49	EVIP-01	EXACQ Vision Camera License	1.01
1	COE Head End	***** HEAD END *****	2.00
4	IP08-240T-R4Z	NVR 4U RACK RECORDER, 8 IP CAM WINDOWS 10 (WIN10) 240TB SSD, HDMI	2.01
4	5000-20070	26" RACKMOUNT SLIDING RAIL KIT FOR EXACQVISION Z-SERCHASSIS & EL-1U	2.02
48	NSI_479243/Other_ANIXT ER	T8640 POE+ OVER COAX ADAPTERS PAIR OF ETHERNET	2.03
5	C-01T-32S	WIN CLIENT 32 HD STREAMS 1TB	2.04
5	EN-SW18M-001	Eagle Eye Switch SW18m (16 Port Managed POE, with 2xGig Uplink)	2.05
8	C-00T-32S	Video Call Up License	2.06
3	NSI_10190674/Other_	QM43R-A 43" COMMERCIAL 4K UHD LED LCD DISPLAY, 400 NIT	2.07
2	NSI_10190671/Other_	QM32R-A 32" COMMERCIAL 4K UHD LED LCD DISPLAY, 400 NIT	2.08
4	ADWA1200B	200MM Vesa Single Arm Wall Mount Black	2.09
2	NSI_HT05B- 002/Other_ANIXTER	DUAL MONITOR STAND - VERTICAL STACK SCREEN	2.10

QTY	PRODUCT CODE	DESCRIPTION	LOCATION
		FREESTANDING	
1	NSI_812259/Other_TRIPP LITE	B021-000-19-HD RACKMOUNT CONSOLE W/ 19" LCD, DVI OR VGA ADAPTER	2.11
1	NSI_401715/Other_APC	SURTD5000RMXLP3U SMART-UPS RT 5000VA 208V TO 208/120V	2.12
1	NSI_428494/Other_APC	SURT192RMXLBP3U SMART-UPS RT 192V RM BATTERY PACK	2.13
6	SM8TAT2SA-NA	Monitor POE Switch	2.14
8	ADLCD22GBHD	22 inch Monitor	2.15
1	COE Field Devices	***** FIELD DEVICES *****	3.00
17	01970-001	P3715-PLVE	3.01
14	01592-001	P3245LV	3.02
25	01190-001	T94S01P CONDUIT BACK BOX IK10+) BACK BOX WITH SEALED CO COMPARTMENT IP66/67	3.03
11	01767-001	Q9216-SLV	3.04
1	02114-001	P1280-E	3.05
1	5506-211	BULLET-STYLE CAMERA ACCESSORY FOR F1005-E. 113 H-FOV. C-CLAMP AND A STAND.	3.06
7	01981-001	Q6010-E	3.07
7	01974-004	Q6074-E (2nd PART FOR THE Q6010-E)	3.08
3	5506-951	T91G61 WALL MOUNT	3.09
3	01470-001	T91B57 POLE MOUNT 100-410MM ALUMINUM, FOR POLE DIA 4"-16"	3.10
7	5900-334	T8134 MIDSPAN 60W	3.11
6	01620-001	P9106V	3.12
3	01500-001	P3719-PLE	3.13
3	01513-001	T94N01D PENDANT KIT FOR P3717-PLE IP CAM, 1.5" NPS THREAD, WALL MOUNT	3.14
3	01473-001	AXIS T91B67 POLE MOUNT 65-165M	3.15
1	01595-001	P3247-LV	3.16
2	NSI_10200314/Other_AXIS	02218-001 P3727-PLE, IP, 8MP, PTZ, LIGHTFIND, WDR	3.17
3	01021-001	Q3517-LVE	3.18
11	01048-004	P3807-PVE	3.19
2	01164-001	AXIS T91B47 100-410MM POLE MOUNT FOR INDOOR AND OUTDOOR INSTALLATION	3.20
4	01162-001	Q1786-LE	3.21
2	01164-001	AXIS T91B47 100-410MM	3.22

QTY	PRODUCT CODE	DESCRIPTION	LOCATION
		POLE MOUNT FOR INDOOR AND OUTDOOR INSTALLATION	
2	NSI_10107799/Other_AXIS	02025-001 TP3603 INDOOR CONDUIT BACK BOX A COMPLEMENT TO	3.23
9	5025-281	T8129 Power Over Ethernet Extender, Repeats Data Signal and forward PoE to Camera, PoE+ Compliant	3.24
3	NSI_10114113/Other_AXIS	02172-004 MIDSPAN, POE, SINGLE PORT, IEEE 802.3AT, TYPE 2 CLASS 4	3.25
7	5900-334	T8134 MIDSPAN 60W	3.26
11	DTK-MRJPOE	POWER OVER ETHERNET SURGE PROTECTION-RJ45 CONNECTION, CAT5E	3.27
48	NSI_437666/Other_ANIXTER	ASE6X6X4NK PULL BOX SCREW COVER 6.00X6.00X4.00 STEEL GRAY	3.29
1	COE Cable	***** CABLE *****	4.00
8511	710636BL	CAT 6 23/4pr, SOL, Unshielded, CMP, Plenum, Blue, 1000' Box	4.01
1	COE Misc	***** MISCELLANEOUS *****	5.00
1	Lift Rental (Production Only)	SCISSOR LIFT 25-27' IC 4WD (Monthly Basis)	5.02
2320	Conduit	Conduit	5.04
1	COE Services	***** SERVICES *****	6.00
1	Programming	Programming	6.01
1	Labor Adjustments	Testing and Commisioning	6.02
1	Labor Adjustments	Customer Training	6.03
1	Labor Adjustments	Existing camera removal	6.04
1	Lift Rental (Production Only)	Lift Rental	
1	One year warranty as required by state	One year warranty as per State Contract	
3	01499-001	WETHER SHEILD COVER	3.30

INVESTMENT OPTIONS

Please see attached Sourcewell Agreement for Pricing.

Please call, text, or email any time if you need additional information,
Thank you for the opportunity.

Sincerely,
Roscoe & Rick

Roscoe Grant
Johnson Controls Security Solutions
Mobile Phone #: 207-766-8289
Email: roscoe.grant@jci.com

Rick Strout
Johnson Controls Security Solutions
Mobile Phone #: 207-318-2420
Email: richard.james.strout@jci.com