

12 July 2017
ES8144.00

Via Email (gbrennan@twpunionschools.com) and Mail

Mr. Gregory E. Brennan
School Business Administrator/Board Secretary
Township of Union Public Schools
2369 Morris Avenue
Union, NJ 07083

**Re: Security Camera Replacement at Union High School
Bid Award Report**

Dear Mr. Brennan:

Per our telephone conversation this afternoon regarding Security Camera Replacement at Union High schools and in an effort to proceed with construction and minimize the construction cost of the work specified for the Security Camera Replacement, EIA suggested that the district purchase the cameras and the Network Video Recorder (NVR). Installation of the system will be awarded to lowest bidder.

Township of Union Public Schools and EIA agreed to solicit Security Camera contractor bids to reduce the construction cost and streamline bidding. As a result of this process, the district is realizing significant cost savings.

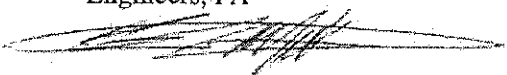
Bids were received for the above mentioned project, five contractors picked up plans and specifications and five contractors' submitted bids. The bids ranged from a low bid of \$39,642.00 to \$47,450.00 (copy of the Bids attached)

We have reviewed the bids received and the references of low bidder, we take no exception to the award of the contract for installation of the Security Camera Replacement at Union High School to the apparent lowest responsible bidder, Distinctive Voice & Data of little Falls NJ in the amount of \$39,642.00 .

We recommend you review the bidding documents with the Board Attorney for form and sufficiency.

If you have any questions, please feel free to contact me.

EI ASSOCIATES
Architects &
Engineers, PA


Ralph Nashed, AIAAssoc.
Sr. Project Manager
CC. Bids

DISTINCTIVE

voice & data

115 Cedar Grove Rd
Little Falls, NJ 07424

QUOTE

Date	Quote #
6/26/2017	775

Bill To
Union Public School District 2350 N 3rd St Union, NJ 07083

P.O. No.	Terms

QTY	Description	Rate	TOTAL
	Labor and cabling for Camera Project for the High School		
14	Honeywell NVR 16 Port 6TB	585.00	8,190.00T
28	Category 6 cable runs (includes cable, jacks, faceplates, punch downs and certified)	275.00	7,700.00T
1	Installation, Configuration and Training of Honeywell cameras that are supplied by the school district	23,752.00	23,752.00T

Acceptance of Quote

If quote is approved, please sign and return this document indicating that you authorize Distinctive Voice and Data, LLC to do the above specified work. 50% of total cost is due upon project approval and is required for work to begin.

Subtotal	\$39,642.00
Sales Tax (0.0%)	\$0.00
TOTAL	\$39,642.00

Authorized Signature _____

Date _____

Phone: 973.812.9131 Fax: 973.812.7101
Email: mh@distinctivevoiceanddata.com



Service Activation Form

Syntel Solutions
 Phone: 855-SYNTEL1
 URL: syntelsolutions.com
 Email: billing@syntelsolutions.com
 Fax: 973-651-3302

Proposal #: 116622
Date: 6/30/2017
Quote Valid Until: 7/30/2017
Order Type: New Proposal
Sales Representative: Dan Rosenrauch
Sales Rep. Email: danr@syntelsolutions.com
Payment Method: Credit Card
Summary:

Customer Name: Union Public School
Customer Since: N/A
Contract Start: TBD
Contract Maturity: TBD
Term of Commitment: 24 months from date of Service activation per the Terms of Service

Customer Information

	Billing Address	Shipping Address
Company:	Union Public School District	Union Public School District
Contact:		
Street 1:		
Street 2:		
City, State, ZIP Code:	Union, NJ	Union, NJ
Phone:		
Fax:		
Mobile:		
Email:		

Monthly Recurring Charges (MRC)

QTY	Item ID	Description	Monthly	Tax	Monthly Ext.
					MRC Subtotal
					\$0.00

Non-Recurring Charges (NRC)

QTY	Item ID	Description	Price	Tax	Price Ext.
1	100-Install/Training	Installation, Configuration and Training of Honeywell cameras that are supplied by the school district	\$25,000.00	Yes	\$25,000.00
28	450-CAT5eCABLERUN	Category 6 cable runs	\$295.00	Yes	\$8,260.00
14	150-MISCELLANEOUS	Honeywell NVR 16 Port 6TB	\$625.00	Yes	\$8,750.00
					NRC Subtotal
					\$42,010.00



Service Activation Form

Syntel Solutions
 Phone: 855-SYNTEL1
 URL: syntelsolutions.com
 Email: sales@syntelsolutions.com
 Fax: 973-651-3302

Proposal #: 116622
Date: 6/30/2017
Quote Valid Until: 7/30/2017
Order Type: New Proposal
Sales Representative: Dan Rosenrauch
Sales Rep. Email: danr@syntelsolutions.com
Payment Method: Credit Card
Summary:

Customer Name: Union Public School
Customer Since: N/A
Contract Start: TBD
Contract Maturity: TBD
Term of Commitment: 24 months from date of Service activation per the Terms of Service

Notes

Due at Signing	
Monthly Recurring	\$0.00
Non-Recurring	\$42,010.00
Sales Tax	\$2,888.19
USF Due	\$0.00
Total Due at Signing	\$44,898.19

Summary	
Monthly Recurring	\$0.00
Non-Recurring	\$42,010.00
Sales Tax	\$2,888.19
USF	\$0.00
Total	\$44,898.19

The undersigned acknowledges that they have received, read, accepted, and agreed to the Syntel Solutions Terms of Service, and ALL Syntel Solutions Terms and Conditions incorporated by this reference. Syntel Solutions Terms of Service can be found at www.syntelsolutions.com

Please charge my existing credit card on file: Yes No

Signature: _____

Title: _____

Print Name: _____

Date: _____

Confidential and Proprietary to Syntel Solutions. This proposal is provided to the Entity(s) and Individual(s) listed above only, and may not be disclosed or forwarded to any other party without the express, written consent of Syntel Solutions.

SWI *The
Integrated
Security
Professionals*
Service Works, Inc.

EI Associates

Union High School Security Camera Replacement

Proposal: 9085-1-0

Date: 7/11/2017

Prepared for:

Ralph Nashed

Senior Project Manager

EI Associates

(973) 775-7777 x196

ralph_nashed@eiassociates.com

Prepared by:

Kurt Heinicke

Director of Engineering

Service Works, Inc.

(732) 919-7900

kheinicke@serviceworksinc.com

Confidentiality Statement

This proposal contains information that is confidential to Service Works, Inc. and the company this proposal is prepared for. It shall neither be duplicated nor disclosed to any person or persons outside the respective companies without prior written consent. Such information shall be permitted to become known only to such employees of the bidder and purchaser and/or agent as shall be deemed necessary to make and evaluate the proposal and any agreement, which may result there of.

95 McGill Road, Farmingdale, NJ 07727 Tel: 1-888-SWI-CCTV, Fax 732-919-3950
70 West 40th Street, 8th Floor, New York, New York 10018 Tel: 212-661-3514 Fax: 212-768-0312
Licensed by the N.Y.S. Department of State, NJ Burglar Alarm Lic. # 34BX00010400
www.serviceworksinc.com

Ralph Nashed
Union High School
Union High School, 2530 North Third Street
Union, NJ 07083

Dear Mr. Nashed:

Thank you for providing SWI with the opportunity to bid on the Union High School camera replacement project.

If you have any questions, feel free to call.

Sincerely,

Kurt Heinicke
Director of Engineering
Service Works, Inc.
(732) 919-7900
kheinicke@serviceworksinc.com

Scope Of Work

Customer Details:

Site: Union High School, 2530 North Third Street Union, NJ 07083

Billing: 8 Ridgedale Ave. Cedar Knolls, NJ 07927

Contact: Ralph Nashed (973) 775-7777 x196 ralph_nashed@eiasociates.com (973) 775-77

CCTV/Low Voltage

- Install (28) twenty eight customer supplied new IP cameras.
- Provide and install CAT6 Plenum Cable with IP Cat6 Jacks at the camera ends for (28) twenty eight new cameras.
- Remove (73) seventy three existing CCTV camera and replace with (73) seventy three customer supplied new IP cameras.
- Provide and install (14) fourteen new IP POE 16 channel 6TB NVR's in (4) four strategic locations:
 - o Location "RS" to have (4) four new NVR's.
 - o Location "RS" to have (2) two new 24 port CAT6 patch panels.
 - o Location "IDF#1" to have (4) four new NVR's.
 - o Location "IDF#1" to have (2) two new 24 port CAT6 patch panels.
 - o Location "IDF#2" to have (3) three new NVR's.
 - o Location "IDF#2" to have (1) one new 24 port CAT6 patch panels.
 - o Location "IDF#3", 2nd floor to have (3) new NVR's.
 - o Location "IDF#3" to have (1) one new 24 port CAT6 patch panels.
- Provide and install all patch cables, connectors, etc.
- Program NVR's.
- Test and commission system.
- Provide training.

General Notes

- All work to be performed during normal business hours.
- All work performed is non-union.
- Sales tax excluded.
- Union High School to supply all static IP addresses.
- Union High School to provide access to WWW and Union High School WAN if required.
- Provide access throughout the building.
- Provide network connectivity between the IDF's and RS rooms by others.
- All new IP cables and existing IP cables (CAT6 cables) to be under 328' from camera to nearest IDF/RS rooms.
- Union High School to provide competent personnel for training.
- Disposal of existing CCTV cameras by others.
- All equipment racks by others.
- All 110vac power and UPS's by provided and installed by others.
- Access to "cloud" provided by others.

Schedule of Equipment

Customer Details:

Site: Union High School, 2530 North Third Street Union, NJ 07083

Billing: 8 Ridgedale Ave. Cedar Knolls, NJ 07927

Contact: Ralph Nashed (973) 775-7777 x196 ralph_nashed@eiassociates.com (973) 775-77

NVR CCTV

QTY	Manufacturer	Part #	Description
14	Honeywell	HEN16162	NVR 16CH H.264 1080P 6TB 16

Low Voltage

QTY	Manufacturer	Part #	Description
6	ICC (Int'L Conn & Cable Corp)	ICMPP02460	Cat6 P-Panel 24-Port 8P8C
101	ICC (Int'L Conn & Cable Corp)	ICPCSK03BL	3-Ft Cat6 Patch Cable Blue
8,000	Windy City Wire	5566050 S-500	Cat6 Unshielded Plenum 500'
28	Leviton	61110-R16	RJ45 Cat6 Jack Ivory
28	Belden Wire & Cable	AX105353-EW	Belden 2-Port Surface Box White

Financial Summary

Total Proposal Amount:	\$45,121.87
Deposit Due in Advance:	\$22,560.93
Balance Due Upon Completion:	\$22,560.94
Note: The above price does not include sales tax.	

Service Works Inc. Responsibilities

- Provide all equipment listed in the schedule of equipment.
- Install all equipment listed in the schedule of equipment.
- Provide and install all necessary cables.
- Provide OSHA approved lift equipment as required to facilitate the installation of system cables and mounting of equipment.
- The installation charges quoted in this agreement are based on Service Works Inc. performing the installation with its own personnel. If for any reason this installation must be performed by utilizing outside contractors or prevailing wage labor rate guidelines are enforced, the quoted charges shall be subject to revision.
- This quotation is based on the use of plenum cable.
- Warranty period is 90 days for parts and labor for all Service Works Inc. installed equipment from the date of completion of the installation or beneficial use of the system.
- Perform all client training.
- Prices quoted herein will be honored for a period of 30 days.
- Perform all programming, final connections and system tests.

EI Associates Responsibilities

- The Client will furnish and install unswitched 120 Volt AC power as specified by Service Works Inc.
- Client will be responsible for any paint, spackle, ceiling tile or sheetrock repair after the installation is complete.
- The Client is responsible for any permits, fees, or sealed architectural drawings that may be required by local municipalities.
- Provide all required TCP/IP Ethernet LAN connections, all network connections, and dial up phone lines required by SWI.

Proposal Investment Summary and Signature

El Associates System Investment:

Service Works, Inc will provide the proposed system as described in this proposal for the sum of: \$45,121.87.

The price above includes: material, equipment and/or labor as described within this proposal. Taxes are not included and will be charged additionally, if applicable.

Payment Terms:

Provide a mobilization fee in the amount of \$22,560.93 of the proposal sum upon formal approval to proceed with the project. Balance to be paid in progress payments as invoiced by Service Works, Inc. with payment in full due within 30 days of system completion and full client acceptance of all work performed.

Payment Net 30

Proposal Acceptance:

I have read the *Terms and Conditions* of the sale, understand them fully, and agree to abide by them. I have also read and understand the payment terms as set forth in the *Proposal Investment Summary* section of the agreement as well as the *Schedule of Equipment* as listed.

I hereby certify that I am authorized by my company to sign this agreement. SWI is hereby authorized to perform the work as specified.

Proposal Accepted By:

Name: _____

Signature: _____

Title: _____

Date: _____

Terms and Conditions

The following terms and conditions (the "General Conditions" of this agreement) apply to any sale of products (the "Products") by SERVICE WORKS, INC. or on behalf of the Manufacturer.

1. **GENERAL.** THESE GENERAL CONDITIONS, TOGETHER WITH ANY NONCONFLICTING PROVISION IN SERVICE WORKS, INC.'S QUOTATION, ARE INTENDED BY THE PARTIES AS THE FINAL EXPRESSION, AND CONTAIN THE COMPLETE AND EXCLUSIVE STATEMENT, OF THE TERMS AND CONDITIONS OF THIS AGREEMENT SUPERSEDING ALL PREVIOUS OR SIMULTANEOUS COMMUNICATIONS EITHER ORAL OR WRITTEN. Any quotation by SERVICE WORKS, INC. is an offer, which may only be accepted in full by The Client. In the event the Client's purchase order or other form states terms additional to or different from those set forth in this document, this writing shall be deemed notification of objection to such additional or different terms. Accordingly, this Agreement is expressly made conditional on The Client's acceptance and assent to the conditions contained in this document. This agreement cannot be waived, varied, modified, or amended except in writing signed by authorized representative of SERVICE WORKS, INC., nor shall the Agreement be waived, varied, modified, or amended by any subsequent course of conduct between the parties.
2. **CONFIDENTIALITY.** The Client will not disclose or permit disclosure of information or data related to any of the Information, Products, Equipment, Design or Services outlined in the quotation, without the prior written consent of SWI or use or permit the use of such information or data to compete with SWI in any manner. It is therefore understood that all information regarding Design, Product Selection, Pricing and Services outlined are collectively the intellectual property and represent the methodologies, experience and capabilities of SERVICE WORKS, INC. If desired, SERVICE WORKS, INC. may be contacted to provide a consultant cost for the information contained and permit the information's use for creation of Specifications, RFP or Other purpose under a separate contract.
3. **ORDER COMMENCEMENT.** SERVICE WORKS, INC. will not, and is under no obligation to commence ordering of any Products hereunder until:
 - a). All complete contract plans, drawings and specifications have been accepted by the client and delivered to SERVICE WORKS, INC.
 - b). All detail drawings submitted by SERVICE WORKS, INC. have been finally approved by all authorities whose approval is required.
 - c). SERVICE WORKS, INC. has received all necessary information from other trades, which affect or are related to our work or Products to be installed.
 - d). SERVICE WORKS, INC. shall have received after completion of (a), (b) and (c), reasonable notice to commence ordering of such Products.
 - e). All credits or debits for changes in quantity or design of material furnished shall have been accepted in writing by The Client.
4. **EQUIPMENT.** The systems, other equipment and accessories specified in the SWI Proposal accompanying this agreement and listed in the Client's purchase orders which are accepted subsequently by SWI (including additions, replacements and replacement parts) are referred to collectively as the "Equipment".
5. **PRICING.** Unless otherwise stated, applicable prices for the products sold hereunder are net F.O.B. ("F.O.B."), with freight and insurance for The Client's account, and shall be those prices in effect at the time SERVICE WORKS, INC. accepts The Client's order except as provided below. Because SERVICE WORKS, INC.'s prices are based on costs and conditions existing on the date of acceptance, prices are subject to change as those conditions change. Accordingly, all orders are subject to an increase in price of materials and labor while completing the work hereunder if applicable.
6. **TRANSPORTATION / DELIVERY / CLAIMS.** Unless otherwise agreed in writing by the parties, shipment and delivery of the Products shall be made F.O.B. Accordingly, costs for shipment, insurance or similar charges shall be borne by the Client. Delivery of the Products to the first carrier shall constitute delivery to The Client. As of delivery to the first carrier, risk of loss is transferred to The Client, and all claims for loss or damage in transit or for non-delivery shall be made by The Client against the carrier. Notwithstanding the FOB destination, SERVICE WORKS, INC. reserves the right to select any mode of transportation. At SERVICE WORKS, INC.'s option, the Products may be shipped in advance of requested shipment date or in installments or partial lots. Any delivery information (including time for shipment) is approximate. SERVICE WORKS, INC.'s sole responsibility will be to use reasonable commercial efforts to meet specified shipment dates. The Client expressly acknowledges that SERVICE WORKS, INC. shall not be liable for any loss or damage resulting from a failure to deliver or delays in delivery caused by a labor dispute (including a strike, slowdown, or lockout), fire, flood, or governmental act or regulation, riot, inability to obtain supplies, materials or shipping space, plant breakdown, power failure, delay or interruption of carriers, accidents, governmental regulations, including without limitation, failure to obtain export licenses, acts of God or other causes beyond SERVICE WORKS, INC.'s control. NOTWITHSTANDING THE ABOVE, SERVICE WORKS, INC. SHALL NOT BE LIABLE FOR ANY DAMAGE OR PENALTIES WHATSOEVER, WHETHER INDIRECT, INCIDENTAL, SPECIAL OR CONSEQUENTIAL, RESULTING FROM SERVICE WORKS, INC.'S FAILURE TO DELIVER OR DELAY IN DELIVERY FOR ANY REASON.
7. **"BOX SALE" INSPECTION.** Within five business days of receipt of any Products, The Client shall inspect the Products to check for shortages or any other nonconformity. Unless The Client thereafter notifies SERVICE WORKS, INC. in writing of any nonconformity (other than that relating to loss or damage in transit, which claims shall be made directly to the carrier) within five business days of inspection, The Client shall be deemed to have accepted the Products without any qualifications and cannot, thereafter, reject the Products for any reason. In any event, Products accepted and used shall be deemed to have been accepted in good condition and in compliance with the specification and order therefore.
8. **TAXES AND FEES.** Client will pay when due all taxes, including sales, use, privilege, excise, personal property, value added and other taxes, but not federal or state income or franchise taxes imposed on SWI, and all other governmental charges, assessments, fees and any related interest or penalties imposed with respect to the Equipment or the transactions contemplated by this Agreement. Any exemption claim paid by SERVICE WORKS, INC. shall be for The Client's account. Any exemption claimed from the application of such duties, taxes, tariffs, or other charges should be plainly designated on the face of orders placed with SERVICE WORKS, INC. and accompanied by exemption certificates where required.
9. **PAYMENT.** Payment for product ordered and/or installed is due as specified on the client's Responsibilities Page of SERVICE WORKS, INC.'s proposal. SERVICE WORKS, INC. may require payment to be made through an irrevocable letter of credit in favor of and acceptable to SERVICE WORKS, INC. and established by The Client at its expense.
10. **OBLIGATIONS: LATE CHARGES.** In the event The Client fails to make any payment when due, in addition to all other sums payable hereunder, The Client shall pay to SERVICE WORKS, INC. the reasonable costs and expenses incurred by SERVICE WORKS, INC. in connection with all actions taken to enforce collection or to preserve and protect SERVICE WORKS, INC.'s rights hereunder, whether by legal proceedings or otherwise, including without limitation reasonable attorney's fees, court costs and other expenses. In addition, to the extent permitted by The Client's local law, interest on all amounts unpaid after thirty (30) days may be charged at the annual rate of 1.5% percent per month or the highest rate permitted by law, whichever is lower. If any invoice is not paid when due, SERVICE WORKS, INC. may suspend delivery or installation of Products or other performance with respect to The Client without liability or penalty.

- 11. CANCELLATION.** This Agreement cannot be canceled or postponed by the Client except with SERVICE WORKS, INC.'s consent and upon terms that will indemnify SERVICE WORKS, INC. against loss. Accordingly, The Client shall pay SERVICE WORKS, INC. the greater of (i) a charge equal to 10% of its total price or (ii) reasonable cancellation charges, SERVICE WORKS, INC.'s anticipated profit, and expenses already incurred by SERVICE WORKS, INC. in performing or preparing to perform the work required by The Client's order, as invoiced by SERVICE WORKS, INC.
- 12. WARRANTY; WARRANTY LIMITATIONS.** Subject to the warranty limitation set forth in Section 14 below, SERVICE WORKS, INC. warrants that the Products sold and/or installed hereunder will substantially conform to the applicable specifications and will be warranted as stipulated in the Responsibilities section of the SWI quotation, under normal and proper use and service. Shop drawings prepared by SERVICE WORKS, INC. and approved by The Client shall be deemed the correct interpretation of the work to be performed even when not consistent with the plans and specifications.
- The warranty and remedies for breach of warranty provided for in these Terms and Conditions extend only to the original installation and do not cover, and SERVICE WORKS, INC. shall not be liable for, (i) abnormal wear and tear or damage caused by improper installation of equipment installed by those other than SWI employees, maintenance or use contrary to the instructions provided by SERVICE WORKS, INC., (ii) storage of products in other than acceptable storage conditions, (iii) any cause beyond the control of SERVICE WORKS, INC., including without limitation conditions caused by movement, settlement or structural defects of the building in which the Products are installed; fire, wind, hail, flood, lightning or other acts of God, international acts, accidents, negligence or exposure to harmful chemical pollutants or other foreign matter or energy, (iv) repair or damage caused by anyone except personnel authorized by SERVICE WORKS, INC., or (v) any scratches, abrasions or other damage to the finish of painted items after they leave SERVICE WORKS, INC.'s facility. Items repaired or replaced and designs corrected under warranty are warranted only for the remainder of the original warranty period. Any general Product literature is for illustrative purposes only and does not constitute a warranty of any kind. Unless otherwise stated, the standard warranty period is Ninety (90) days on labor and all Service Works, Inc. installed equipment.
- 13. THE WARRANTY SET FORTH IN SECTION 12 IS STRICTLY LIMITED TO ITS TERMS AND IS IN LIEU OF ALL OTHER WARRANTIES AND GUARANTEES, EXPRESSED OR IMPLIED, ARISING BY OPERATION OF LAW, COURSE OF DEALING, USAGE OF TRADE OR OTHERWISE, INCLUDING BUT NOT LIMITED TO, ANY IMPLIED WARRANTIES OF MERCHANTABILITY OR FITNESS FOR A PARTICULAR PURPOSE.**
- 14. INFRINGEMENT OF WARRANTY.** If a claim is made that any Product sold hereunder infringes any product rights of another, SERVICE WORKS, INC. will be responsible only for claims based on a valid U.S. Patent or copyright. SERVICE WORKS, INC. will defend the claim and hold The Client harmless from any final award of damages in such a patent or copyright infringement claim, provided that The Client gives SERVICE WORKS, INC. prompt notice of the claim and information, reasonable assistance and authority to defend and settle the claim. In the defense or settlement of the claim SERVICE WORKS, INC. may: (i) obtain for The Client the right to continue using the Product; (ii) replace or modify the Product to be non-infringing; or (iii) recall the Product and refund the purchase price. The warranty shall not apply to claims based solely on any third-party parts incorporated in the Products, or to Products manufactured to The Client's designs, specifications or instructions, or to claims of infringement based on claimed rights other than patent or copyright, except that as to such other claims, SERVICE WORKS, INC. at its option may elect to defend against such claims without warranty as to award of damages. INFRINGEMENT WARRANTIES OR OBLIGATIONS NOT SPECIFICALLY STATED IN THIS SECTION ARE SPECIFICALLY DISCLAIMED.
- 15. REMEDY.** The Client's sole and exclusive remedy, and SERVICE WORKS, INC.'s only obligation for breach of warranty for Products furnished hereunder, shall be, at SERVICE WORKS, INC.'s option, to repair or replace the defective item or part that fails within the Ninety (90) day warranty period of Section 12, free of charge, provided that The Client promptly gives notice to SERVICE WORKS, INC. of such failure, returns such item or part to SERVICE WORKS, INC., freight prepaid, and upon examination SERVICE WORKS, INC. finds such to have been defective. The Client must pay for related costs of making the repair or replacement, including the costs of removal, installation or reinstallation of the Products. In the event The Client claims that the Products are defective, it must allow SERVICE WORKS, INC. personnel access and permission to inspect the Products at the site of installation or use.
- 16. DISCLAIMER: LIMITATION OF LIABILITY, TIME FOR CLAIMS.** The Client understands and agrees that SERVICE WORKS, INC. shall not be liable for INCIDENTAL, SPECIAL, INDIRECT OR CONSEQUENTIAL OR OTHER SIMILAR DAMAGES including but not limited to loss of profit or revenues, damage for loss of the use of the Products, damage to property, claims of third parties, including personal injury or death suffered as a result of use of Products or failure of SERVICE WORKS, INC. to warn, or to adequately warn, against the dangers of the Products or to instruct, or to adequately instruct, about the safe and proper use of the Products whether or not SERVICE WORKS, INC. has been advised of the potential for such damages. The total liability of SERVICE WORKS, INC. to The Client from any cause whatsoever, whether arising under contract, warranty, tort, (including negligence), strict liability, products liability or any other theory of liability, will be limited to the lesser of The Client's actual damages or the purchase price paid to SERVICE WORKS, INC. for the Products that are the subject of The Client's claim. However, this limitation of liability does not apply to damages resulting from personal injury caused by SERVICE WORKS, INC.'s negligence. All claims against SERVICE WORKS, INC. must be brought within one year after the cause of action arises, and The Client expressly waives any statute of limitations which might apply by operation of law or otherwise.
- 17. CLIENT SPECIFICATION.** SERVICE WORKS, INC. assumes no liability for any errors or omissions in any specification provided by The Client, including any errors or omissions made by SERVICE WORKS, INC. in the interpretation of any such specifications. Any items included in any specifications provided by The Client and not listed and priced on SERVICE WORKS, INC.'s proposal or invoice are not part of this Agreement. The Client hereby agrees, at its own expense, to defend, indemnify and hold harmless SERVICE WORKS, INC. against any and all losses, costs, damages, claims, liabilities or expenses of any kind, including without limitation reasonable attorney's fees, arising out of or resulting from, directly or indirectly, any injury or death to persons or damage to property caused by the designs, or specifications or instructions provided by or required for The Client which are incorporated by SERVICE WORKS, INC. in the Products.
- 18. SEPARABILITY / INVALIDITY.** If any portion of this Agreement shall for any reason be held by a court of competent jurisdiction to be invalid and unenforceable provisions will continue to be given effect and bind the parties hereto.
- 19. GOVERNING LAW.** This instrument shall be deemed an agreement made under the laws of the State of New Jersey, and for all purposes shall be construed and enforced in accordance with and governed by the laws of the State of New Jersey without regard to its conflict of laws provisions and excluding the United Nations Convention for the International Sale of Goods. All actions arising hereunder shall be instituted in the State of New Jersey.



Coskey'ssm

Since 1956

EI Associates
8 Ridgedale Avenue
Cedar Knolls, New Jersey
07927

July 12, 2017

Attn: Mr. Ralph Nashed

Re.: Installation of District Owned CCTV Cameras at Union High School

Hello Ralph,

Following are two proposals for the installation of ninety nine (99) district owned CCTV cameras at the Union High School. The cameras under both proposals will be installed as located on drawings E-01 and E-02 as supplied to us. Outdoor cameras will be installed with camera supplied hardware and mounts only. CES will supply caddy t-grid supports and boxes for drop ceiling mounted dome cameras. All installed cables will be self-certified by CES and turned over with a working video signal to the NVR.

Rack shelves and adequate power outlets shall be supplied by the district in each IDF/MDF location as need. Both proposals also assume that the districts IT personnel will assist us in supplying IP schemes for the various NVR units along with router porting and rules creation for the off-site viewing apps the district is requesting.

Value Engineer Installation

CES technicians will install all ninety nine district supplied cameras as located on the above two referenced drawings. They will also install Category 5 plenum cable from each camera location to the closest NVR unit. All cables will be terminated and connected to the NVR for camera viewing and system programming.

This value engineered proposal includes seven (7) HEN 16142 sixteen (16) channel NVR units with two (2 TB) of storage. This gives the district one hundred and twelve (112) available camera ports.

Cost for this solution would be.....\$46,000.00

Coskey Electronic Systems, Inc., 656 Georges Road, North Brunswick, NJ 08902
Phone: 732-247-7098 Fax: 732-247-4742 www.coskeys.com
A/V • Telephony • Security/Access/CCTV • Paging/Intercom/Clocks • Life Safety
Design • Sales • Installation • Service

As Specified Solution

CES technicians will install all ninety nine district supplied cameras as located on the above two referenced drawings. They will also install Category 6 plenum cable from each camera location to the closest NVR unit. All cables will be terminated and connected to the NVR for camera viewing and system programming.

At same time as the cable installation we will supply and install fourteen (14) HEN 16162 sixteen (16) channel NVR units with six (6 TB) of storage. This gives the district one hundred and twelve (224) available camera ports.

Cost for this solution would be.....\$52,700.00

I have included a bill of materials for both proposals below for your review.

If you have any other questions, would like detailed specification sheets on any of the proposed products or just think I could be of further assistance you with any of your intercom, sound, security needs please do not hesitate to call.

Best Regards,

Carmine Pellosie

Carmine Pellosie
Coskey Electronic Systems

Notes:

1. Price does not include any applicable taxes.
2. Price firm for sixty (60) Days.

Payment Terms: NET 30 Days with official purchase order.

Equipment Listing:

As Specified System

DESCRIPTION	QUANTITY
Honeywell 16 Channel PoE with 6TB NVR	14
Plenum Cat6 Plenum Cable	25
100 Pack RJ 45 Connectors	2
Support Bar For Back Box (Box of 100)	1
Single Gang Round Back Box	100
Initializing and Network Programming of IP Camera	99
Integration of NVR's Into Control Software	6

Coskey Electronic Systems, Inc., 656 Georges Road, North Brunswick, NJ 08902
 Phone: 732-247-7098 Fax: 732-247-4742 www.coskeys.com
 A/V • Telephony • Security/Access/CCTV • Paging/Intercom/Clocks • Life Safety
 Design • Sales • Installation • Service

Value Engineered System

DESCRIPTION	QUANTITY
Honeywell 16 Channel PoE with 2TB NVR	7
Plenum Cat 5 Plenum Cable	25
100 Pack RJ 45 Connectors	2
Support Bar For Back Box (Box of 100)	1
Single Gang Round Back Box	100
Initializing and Network Programming of IP Camera	99
Integration of NVR's Into Control Software	6

Coskey Electronic Systems, Inc., 656 Georges Road, North Brunswick, NJ 08902
Phone: 732-247-7098 Fax: 732-247-4742 www.coskeys.com
A/V • Telephony • Security/Access/CCTV • Paging/Intercom/Clocks • Life Safety
Design • Sales • Installation • Service



EI Associates
8 Ridgedale Avenue
Cedar Knolls, New Jersey
07927

July 12, 2017

Attn: Mr. Ralph Nashed

Re.: Installation of District Owned CCTV Cameras at Union High School

Hello Ralph,

Following are two proposals for the installation of ninety nine (99) district owned CCTV cameras at the Union High School. The cameras under both proposals will be installed as located on drawings E-01 and E-02 as supplied to us. Outdoor cameras will be installed with camera supplied hardware and mounts only. CES will supply caddy t-grid supports and boxes for drop ceiling mounted dome cameras. All installed cables will be self-certified by CES and turned over with a working video signal to the NVR.

Rack shelves and adequate power outlets shall be supplied by the district in each IDF/MDF location as need. Both proposals also assume that the districts IT personnel will assist us in supplying IP schemes for the various NVR units along with router porting and rules creation for the off-site viewing apps the district is requesting.

Value Engineer Installation

CES technicians will install all ninety nine district supplied cameras as located on the above two referenced drawings. They will also install Category 5 plenum cable from each camera location to the closest NVR unit. All cables will be terminated and connected to the NVR for camera viewing and system programming.

This value engineered proposal includes seven (7) HEN 16142 sixteen (16) channel NVR units with two (2 TB) of storage. This gives the district one hundred and twelve (112) available camera ports.

Cost for this solution would be.....\$46,000.00

As Specified Solution

CES technicians will install all ninety nine district supplied cameras as located on the above two referenced drawings. They will also install Category 6 plenum cable from each camera location to the closest NVR unit. All cables will be terminated and connected to the NVR for camera viewing and system programming.

At same time as the cable installation we will supply and install fourteen (14) HEN 16162 sixteen (16) channel NVR units with six (6 TB) of storage. This gives the district one hundred and twelve (224) available camera ports.

Cost for this solution would be.....\$52,700.00

I have included a bill of materials for both proposals below for your review.

If you have any other questions, would like detailed specification sheets on any of the proposed products or just think I could be of further assistance you with any of your intercom, sound, security needs please do not hesitate to call.

Best Regards,

Carmine Pellosie

Carmine Pellosie
Coskey Electronic Systems

Notes:

- 1. Price does not include any applicable taxes.
- 2. Price firm for sixty (60) Days.

Payment Terms: NET 30 Days with official purchase order.

Equipment Listing:

As Specified System

DESCRIPTION	QUANTITY
Honeywell 16 Channel PoE with 6TB NVR	14
Plenum Cat6 Plenum Cable	25
100 Pack RJ 45 Connectors	2
Support Bar For Back Box (Box of 100)	1
Single Gang Round Back Box	100
Initializing and Network Programming of IP Camera	99
Integration of NVR's Into Control Software	6

Coskey Electronic Systems, Inc., 656 Georges Road, North Brunswick, NJ 08902
 Phone: 732-247-7098 Fax: 732-247-4742 www.coskeys.com
 A/V • Telephony • Security/Access/CCTV • Paging/Intercom/Clocks • Life Safety
 Design • Sales • Installation • Service

Value Engineered System

DESCRIPTION	QUANTITY
Honeywell 16 Channel PoE with 2TB NVR	7
Plenum Cat 5 Plenum Cable	25
100 Pack RJ 45 Connectors	2
Support Bar For Back Box (Box of 100)	1
Single Gang Round Back Box	100
Initializing and Network Programming of IP Camera	99
Integration of NVR's Into Control Software	6

Coskey Electronic Systems, Inc., 656 Georges Road, North Brunswick, NJ 08902
Phone: 732-247-7098 Fax: 732-247-4742 www.coskeys.com
A/V • Telephony • Security/Access/CCTV • Paging/Intercom/Clocks • Life Safety
Design • Sales • Installation • Service

Raleon TechnoLogic, LLC
 67 Runnymede Drive
 Wayne, NJ 07470
 (973) 706-8825
 duncanwheatley@raleon.net

Quote



ADDRESS
 Union Public School District
 2350 North 3rd Street
 Union, NJ 07083

SHIP TO
 Union Public School District
 2350 North 3rd Street
 Union, NJ 07083

QUOTE #	DATE	EXPIRATION DATE
1193	06/29/2017	07/27/2017

ITEM DESCRIPTION	QUANTITY	UNIT PRICE	TOTAL PRICE
NVR 16/6 Honeywell 16 channel NVR w/6TB hard drive SATA	14	725.00	10,150.00
CAT-6:NON-STD Category 6 plenum-rated wire run, 4-pair UTP NON-STANDARD, terminated & tested	28	350.00	9,800.00
Professional Services Installation, configuration & training for customer-provided Honeywell cameras.	1	27,500.00	27,500.00

Quote does not include shipping/handling charges or sales tax, which will be added to the final invoice as applicable.

TOTAL **\$47,450.00**

Change orders will only be executed if quoted & approved in writing.

Terms:
 50% due at signing of Quote and Terms & Conditions.
 25% due at equipment delivery.
 Balance +shipping +tax (as applicable) due at project completion.

Accepted By

Accepted Date

Thank you for your business!