



Proposal #: 173028-1-0

August 13, 2019

Licensed By the N.Y.S. Department of State #12000040711

Town of Woodbury Police Department
Remote Network Cameras

Prepared For:

Kevin D Phillips

Town of Woodbury Police Department

(845) 659-2177

fuz225@yahoo.com

Prepared By:

Basil Morales

Security Professional

Stratagem Security

845-656-2289

basil@nycctv.us



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Kevin D Phillips
Town of Woodbury Police Department
386 Route 32
Central Valley, NY, 10917

RE: Proposal Number: 173028-1-0

Dear Kevin D Phillips,

Stratagem Security is pleased to present you with the following proposal for your location. Based on your input and our evaluation of your needs, we have prepared a scope of work which details the equipment recommended for you facility.

The solution proposed represents Stratagem Security's most versatile, flexible and reliable system solution. The proposed system comes recommended to you only after extensive analysis of your business and security needs and requirements. As such, we believe the proposed solution offers the most cost-effective method of satisfying your initial requirements while supplying a strong base which can be expanded to accommodate future needs.

Stratagem Security is pleased to have had the opportunity to present this proposal to you. We will remain at your service to provide any clarification, definition, or further description of any portions of this proposal as you may require. We are confident you will be pleased with the pricing options available to you.

This proposal pricing is based on **OGS Pricing Group 77201 Award 20191**. All labor rates are prevailing wage.

Again, we thank you for the opportunity to provide you with our recommendations and look forward to being favored with your order.

Sincerely,

Basil Morales

Security Professional



System Summary - Remote Network Cameras

Site: 386 Route 32, Central Valley, NY, 10917

| 1 - Central Valley Pool - "The Pond" | | | | \$6,598.66 |
|---|---|------------|------------|-------------------|
| QTY | Description | MSRP | Unit Price | Ext. Price |
| 1 | ILLUSTRA FLEX 2MP PTZ, 30X, OUTDOOR, VANDAL, WHITE, TDN W/IR, TWDR | \$1,949.00 | \$1,793.08 | \$1,793.08 |
| 1 | Dome mount, SDU (indr/outdr) / Optima (indr/outdr), wall, 11" (28.2 cm) | \$129.00 | \$118.68 | \$118.68 |
| 1 | Dome mount, pole adapter, use with RHOSW or RHOLW | \$88.00 | \$80.96 | \$80.96 |
| 1 | Illustra Flex PTZ outdoor 1 port PoE+ 60W Midspan | \$350.00 | \$322.00 | \$322.00 |
| 1 | Illustra Flex 3MP Compact Dome, 2.8mm, outdoor, vandal, clear, white, SDN, TWDR | \$450.00 | \$414.00 | \$414.00 |
| 1 | illustra 600/610 Dome pendant cap Outdoor,white, 3/4" NPT | \$55.00 | \$50.60 | \$50.60 |
| 1 | Discover, Mount, wall arm, for NV LookOut, no plate. | \$60.00 | \$55.20 | \$55.20 |
| 2 | SINGLE IP CAMERA LICENSE | \$187.98 | \$178.58 | \$357.16 |
| 1 | 48VDC @ 2 Amp power supply | \$217.00 | \$195.30 | \$195.30 |
| 1 | UNMANGED 8X 10/100/100 HARDEN | \$726.50 | \$653.80 | \$653.80 |
| 2 | GRAY ENCLOSURE CABINET | \$140.78 | \$94.32 | \$188.64 |

Labor Schedule for: 1 - Central Valley Pool - "The Pond"

| QTY | Description | Rate | Ext. Price |
|-------|---|----------|------------|
| 2.00 | Project Management | \$90.00 | \$180.00 |
| 16.00 | Prevailing Wage Install - Or/Rock/Sul/Uls | \$117.14 | \$1,874.24 |
| 2.00 | Programmer | \$157.50 | \$315.00 |

| 2 - Earl Reservoir - "The Rez" | | | | \$6,598.66 |
|---------------------------------------|---|------------|------------|-------------------|
| QTY | Description | MSRP | Unit Price | Ext. Price |
| 1 | ILLUSTRA FLEX 2MP PTZ, 30X, OUTDOOR, VANDAL, WHITE, TDN W/IR, TWDR | \$1,949.00 | \$1,793.08 | \$1,793.08 |
| 1 | Dome mount, SDU (indr/outdr) / Optima (indr/outdr), wall, 11" (28.2 cm) | \$129.00 | \$118.68 | \$118.68 |
| 1 | Dome mount, pole adapter, use with RHOSW or RHOLW | \$88.00 | \$80.96 | \$80.96 |
| 1 | Illustra Flex PTZ outdoor 1 port PoE+ 60W Midspan | \$350.00 | \$322.00 | \$322.00 |
| 1 | Illustra Flex 3MP Compact Dome, 2.8mm, outdoor, vandal, clear, white, SDN, TWDR | \$450.00 | \$414.00 | \$414.00 |
| 1 | illustra 600/610 Dome pendant cap Outdoor,white, 3/4" NPT | \$55.00 | \$50.60 | \$50.60 |
| 1 | Discover, Mount, wall arm, for NV LookOut, no plate. | \$60.00 | \$55.20 | \$55.20 |
| 1 | 48VDC @ 2 Amp power supply | \$217.00 | \$195.30 | \$195.30 |
| 1 | UNMANGED 8X 10/100/100 HARDEN | \$726.50 | \$653.80 | \$653.80 |
| 2 | GRAY ENCLOSURE CABINET | \$140.78 | \$94.32 | \$188.64 |
| 2 | SINGLE IP CAMERA LICENSE | \$187.98 | \$178.58 | \$357.16 |

Labor Schedule for: 2 - Earl Reservoir - "The Rez"

| QTY | Description | Rate | Ext. Price |
|-------|---|----------|------------|
| 2.00 | Project Management | \$90.00 | \$180.00 |
| 16.00 | Prevailing Wage Install - Or/Rock/Sul/Uls | \$117.14 | \$1,874.24 |
| 2.00 | Programmer | \$157.50 | \$315.00 |

| 3 - Rec Center | | | | \$6,598.66 |
|-----------------------|---|------------|------------|-------------------|
| QTY | Description | MSRP | Unit Price | Ext. Price |
| 1 | ILLUSTRA FLEX 2MP PTZ, 30X, OUTDOOR, VANDAL, WHITE, TDN W/IR, TWDR | \$1,949.00 | \$1,793.08 | \$1,793.08 |
| 1 | Dome mount, SDU (indr/outdr) / Optima (indr/outdr), wall, 11" (28.2 cm) | \$129.00 | \$118.68 | \$118.68 |
| 1 | Dome mount, pole adapter, use with RHOSW or RHOLW | \$88.00 | \$80.96 | \$80.96 |



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| 3 - Rec Center | | | | \$6,598.66 |
|-----------------------|---|----------|------------|-------------------|
| QTY | Description | MSRP | Unit Price | Ext. Price |
| 1 | Illustra Flex PTZ outdoor 1 port PoE+ 60W Midspan | \$350.00 | \$322.00 | \$322.00 |
| 1 | Illustra Flex 3MP Compact Dome, 2.8mm, outdoor, vandal, clear, white, SDN, TWDR | \$450.00 | \$414.00 | \$414.00 |
| 1 | illustra 600/610 Dome pendant cap Outdoor,white, 3/4" NPT | \$55.00 | \$50.60 | \$50.60 |
| 1 | Discover, Mount, wall arm, for NV LookOut, no plate. | \$60.00 | \$55.20 | \$55.20 |
| 1 | 48VDC @ 2 Amp power supply | \$217.00 | \$195.30 | \$195.30 |
| 1 | UNMANGED 8X 10/100/100 HARDEN | \$726.50 | \$653.80 | \$653.80 |
| 2 | GRAY ENCLOSURE CABINET | \$140.78 | \$94.32 | \$188.64 |
| 2 | SINGLE IP CAMERA LICENSE | \$187.98 | \$178.58 | \$357.16 |

Labor Schedule for: 3 - Rec Center

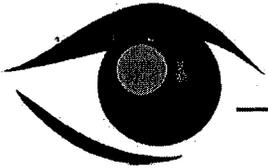
| QTY | Description | Rate | Ext. Price |
|-------|---|----------|------------|
| 2.00 | Project Management | \$90.00 | \$180.00 |
| 16.00 | Prevailing Wage Install - Or/Rock/Sul/Uls | \$117.14 | \$1,874.24 |
| 2.00 | Programmer | \$157.50 | \$315.00 |

| 4 - Pole Camera at 105 and Route 32 | | | | \$7,827.34 |
|--|---|------------|------------|-------------------|
| QTY | Description | MSRP | Unit Price | Ext. Price |
| 1 | ILLUSTRATE FLEX 2MP PTZ, 30X, OUTDOOR, VANDAL, WHITE, TDN W/IR, TWDR | \$1,949.00 | \$1,793.08 | \$1,793.08 |
| 1 | Dome mount, SDU (indr/outdr) / Optima (indr/outdr), wall, 11" (28.2 cm) | \$129.00 | \$118.68 | \$118.68 |
| 1 | Dome mount, pole adapter, use with RHOSW or RHOLW | \$88.00 | \$80.96 | \$80.96 |
| 1 | Illustra Flex PTZ outdoor 1 port PoE+ 60W Midspan | \$350.00 | \$322.00 | \$322.00 |
| 1 | Illustra Flex 3MP Compact Dome, 2.8mm, outdoor, vandal, clear, white, SDN, TWDR | \$450.00 | \$414.00 | \$414.00 |
| 1 | illustra 600/610 Dome pendant cap Outdoor,white, 3/4" NPT | \$55.00 | \$50.60 | \$50.60 |
| 1 | Discover, Mount, wall arm, for NV LookOut, no plate. | \$60.00 | \$55.20 | \$55.20 |
| 1 | 48VDC @ 2 Amp power supply | \$217.00 | \$195.30 | \$195.30 |
| 1 | UNMANGED 8X 10/100/100 HARDEN | \$726.50 | \$653.80 | \$653.80 |
| 1 | GRAY ENCLOSURE CABINET | \$140.78 | \$94.32 | \$94.32 |
| 1 | Hardened Point-to-Point Wireless Ethernet Kit, Contains Client and Remote Units, power injection module, power supply and mounting assembly, Integrated 19dBi 17° beam width Antenna, For use in North America Market only(Excluding Canada). | \$1,470.00 | \$1,323.00 | \$1,323.00 |
| 2 | SINGLE IP CAMERA LICENSE | \$187.98 | \$178.58 | \$357.16 |

Labor Schedule for: 4 - Pole Camera at 105 and Route 32

| QTY | Description | Rate | Ext. Price |
|-------|---|----------|------------|
| 2.00 | Project Management | \$90.00 | \$180.00 |
| 16.00 | Prevailing Wage Install - Or/Rock/Sul/Uls | \$117.14 | \$1,874.24 |
| 2.00 | Programmer | \$157.50 | \$315.00 |

| 5 - Exterior Cable and Mounting Hardware | | | | \$3,406.02 |
|---|---|----------|------------|-------------------|
| QTY | Description | MSRP | Unit Price | Ext. Price |
| 1 | 23/4PR CAT6 CMP/FT6 1M BX BLU | \$527.08 | \$474.37 | \$474.37 |
| 1 | 18/4 OUTDOOR STRND FPL 5C BLK | \$243.58 | \$219.22 | \$219.22 |
| 1 | CAT6 +4PR U/UTP,CMR RB,BLK,1M' | \$571.98 | \$343.19 | \$343.19 |
| 1 | Cable Guide Wire, Hardware, Fittings and Connectors | \$0.00 | \$0.00 | \$0.00 |



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Labor Schedule for: 5 - Exterior Cable and Mounting Hardware

| QTY | Description | Rate | Ext. Price |
|-------|---|----------|------------|
| 2.00 | Project Management | \$90.00 | \$180.00 |
| 16.00 | Prevailing Wage Install - Or/Rock/Sul/Uls | \$117.14 | \$1,874.24 |
| 2.00 | Programmer | \$157.50 | \$315.00 |

Financial Summary

Total System Investment: \$31,029.34

Deposit Due in Advance: \$15,514.67

Balance Due Upon Completion: \$15,514.67

*This proposal does not include sales tax.



Stratagem Security will Provide the Following:

Central Valley Pool - "The Pond"

- One PTZ Camera with Mounting Arm and Associated Hardware - Pole off Pump Shed.
- One Splice Box - Pole .
- One Enclosure - Inside Pump Shed.
- Outdoor Cat6 with Guide Wire.
- Outdoor 18/4 Cable.
- Cable Hanging Hardware.
- One Hardened 8 Port PoE Switch and Power Supply mounted in Enclosure - On pole for expansion.
- Install customer supplied Router in Vented Enclosure .
- One 3MP Fixed Lens Camera to watch Enclosure - Pump Shed, incase of disconnect.
- One Mid-Span POE Injector.
- Two Camera Licenses.

Notes:

- * Customer to provide router and internet to location (exact spot TBD before installation) for remote connection and access.
- * Cameras to transmit video and record to PD Server.
- * Price includes all related labor, parts, hardware and programming needed to complete installation.
- * Customer will need to provide power where required.(exact spot TBD before installation).
- * Wireless Access Points or Hardwired Cabling can be added to expand network for additional cameras.

Earl Reservoir - "The Rez"

- One PTZ Camera with Mounting Arm and Associated Hardware - Pole in lot area.
- One Splice Box - Pole .
- One Enclosure - Maintenance Shed .
- Outdoor Cat6 with Guide Wire.
- Outdoor 18/4 Cable.
- Cable Hanging Hardware.
- One Hardened 8 Port PoE Switch and Power Supply mounted in Enclosure - On Pole for Expansion.
- Install customer supplied Router in Vented Enclosure - Maintenance Shed.
- One 3MP Fixed Lens Camera to watch Enclosure - Maintenance Shed, in case of disconnect.
- Two Camera Licenses.

Notes:

- * Customer to provide router and internet to location (exact spot TBD before installation) for remote connection and access.
- * Cameras to transmit video and record to PD Server.
- * Price includes all related labor, parts, hardware and programming needed to complete installation.
- * Customer will need to provide power where required.(exact spot TBD before installation).
- * Wireless Access Points or Hardwired Cabling can be added to expand network for additional cameras.



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Stratagem Security will Provide the Following:

Recreation Center -

- One PTZ Camera with Mounting Arm and Associated Hardware - On Building.
- One Enclosure - Inside I.T.Closet.
- One 8 Port PoE Switch and Power Supply Mounted in Enclosure.
- Cat6 Cable
- Install Customer Supplied Router in Enclosure.
- One 3MP Fixed Lens Camera to Watch Driveway.
- Two Camera Licenses.

Notes:

- * Customer to provide router and internet to location (exact spot TBD before installation) for remote connection and access.
- * Customer will need to add Switch for Entertainment Center and Computers.
- * Cameras to transmit video and record to PD Server.
- * Price includes all related labor, parts, hardware and programming needed to complete installation.
- * Customer will need to provide power where required.(exact spot TBD before installation).
- * Wireless Access Points or Hardwired Cabling can be added to expand network for additional cameras.

Pole Camera at 105 and Route 32 -

- One PTZ Camera with Mounting Arm and Associated Hardware - Pole.
- One Splice Box - Pole.
- One 8 Port PoE Switch and Power Supply mounted in Splice Box.
- Outdoor Cat6 with Guide Wire.
- Outdoor 18/4 Cable.
- On 3MP Fixed Lens Camera to Watch Intersection
- Two Camera Licenses.
- Point to Point Wireless Hardware Kit

Notes:

- * Customer to provide router port and internet to location (exact spot TBD before installation) for remote connection and access.
- * Cameras to transmit video and record to PD Server.
- * Price includes all related labor, parts, hardware and programming needed to complete installation.
- * Customer will need to provide power where required.(exact spot TBD before installation).
- * Wireless Access Points or Hardwired Cabling can be added to expand network for additional cameras.



Stratagem Security, Inc. Notes/Qualifications

EXCLUDED:

- Any Material or labor not specifically listed as part of this proposal .
- Drawings.
- After normal hours, weekends, or holidays.
- Patching and painting.
- Pricing established using fixed rate contract basis.
- If using existing wiring, Wire is assumed to be usable. If wire needs to be replaced an additional proposal will be forwarded for wire replacement.
- All work to be performed on straight time - overtime will be provided at additional cost
- Stratagem Security, Inc. is not responsible for problems caused by existing wire and does not warranty existing wires, equipment or 3rd party wire installation.
- Stratagem Security, Inc. hourly service rate is \$175.00 + travel time.
- Permit fees, Engineered Plans & Design not included unless listed.
- No core drilling or penetrations are included unless noted in the scope of work described above. Available chases, conduits and wire runs will be used. Additional core drilling will be provided at additional cost.
- No conduit or molding included unless noted in the scope of work described above.
- Customer is responsible for providing 110V electrical power required at required locations to be installed throughout property.
- Customer is responsible for all charges due to access related delays.
- Any additional materials or labor requested by customer that is not specified in this proposal will result in a Change Order that must be reviewed by Stratagem Security, Inc. account executive and signed for by customer prior to start date of installation.
- If remote access configuration is required, customer must provide complete IP configuration information to Stratagem Security, Inc. prior to start of installation. If complete IP information is not received by completion of installation, return visits will be provided at additional cost.
- If remote access is required, customer must provide a network connection within 25 feet of equipment. Any network wiring will be subject to additional charges based on time & materials.
- Stratagem Security, Inc. is not responsible for remote access issues caused by network or firewall issues. Any network connectivity support beyond setting up the system for remote access will be subject to additional charges
- Customer must provide power and data connections for security equipment as required.
- Customer contact must be present at end of installation to approve job completion. Any error in service or a new installation of the system must be called to the attention of Stratagem Security, Inc. in writing within five (5) days after completion of the installation or the installation shall be deemed totally satisfactory to and accepted by the customer.
- will be subject to additional charges
- Customer must provide power and data connections for security equipment as required.
- Customer contact must be present at end of installation to approve job completion. Any error in service or a new installation of the system must be called to the attention of Stratagem Security, Inc. in writing within five (5) days after completion of the installation or the installation shall be deemed totally satisfactory to and accepted by the customer.



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Proposal Acceptance

For the amount of \$31,029.34 for installation.

This proposal is valid until 11/11/2019

Town of Woodbury Police Departme

Strategem Security

Authorized Customer Signature

Strategem Security Signature

Date

Printed Name

Basil Morales

Printed Name

Title

Security Professional

Title

Customer PO Number: _____

Bill To Information

Town of Woodbury Police Department

386 Route 32, Central Valley, NY 10917

Company Name

Street Address/PO Box

Suite Number/Additional Address

Suite Number/Additional Address

