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Proposal, ROAM™ Closed Circuit Television / Digital Video Recording System, Mariposa School

June 15, 2005

To: REDLANDS POLICE DEPARTMENT
30 Cajon St.
Redlands, CA 92373

Attn: Lt. Russ Dalzell

From: Charlie Boone
cboone@hamiltonpacific.com
Cell: 626/224-4227
Direct: 626/432-5808

Quote Number: N/A

Phone Number: 909/798-7612

Fax Number:

Project: Closed Circuit Television / Digital
Video Recording System, Mariposa
School

Overview, System Description, Scope of Work, Investment

Overview, System Description, Scope of Work

The HAMILTON PACIFIC Mariposa School ROAM™ Closed Circuit Television (CCTV) System as described in this proposal consists of four (4) elements:

- **Mariposa School:** Cameras, digital video recorder (DVR), servers, infrared beam detector, IR illuminators, servers
- **School District Building:** Servers, Radio Frequency (RF) transmitting and receiving equipment
- **Bank Building in Downtown Redlands:** RF repeater
- **Redlands Police Department:** Receiving / transmitting, monitoring, control, digital video recording equipment; DVD / CD burner

We will use **Panasonic** Pan / Tilt Zoom Cameras, Fixed Cameras, Digital Video Recorders, Controllers; **Pelco** Fixed Camera Housings, Housing Mounts; **WTI** Servers; **Trango** RF equipment; **Dell** LCD Color Displays.

Mariposa School

We will furnish and install four (4) cameras at Mariposa School.

Camera 1

One (1) Panasonic Day / Night (color / black & white) Pan / Tilt & Zoom (P/T&Z) Dome Camera Assembly near the main pedestrian entry into the school. It will pan 360 degrees, providing views of the parking area in front of the School; looking both directions along the walkway in front of the School; and down the walkways leading toward the playground, classrooms, and School Office. When either of two (2) infrared beam detectors we will furnish and install at the School is broken, the P/T&Z camera will *automatically* home in on a "preset" area.

We will furnish and install one (1) Infrared (IR) Illuminator to augment the lighting under the covered walkway that leads toward the playground.

Camera 2

One (1) Panasonic Day / Night (color / black & white) Fixed Camera Assembly with 5mm - 40mm Variable Focal Length Lens that will provide a view of the vehicle entry into School property and playground.

We will furnish and install one (1) Infrared (IR) Illuminator to augment the lighting at the vehicle entry.

Camera 3

One (1) Panasonic Day / Night (color / black & white) Pan / Tilt & Zoom (P/T&Z) Dome Camera Assembly on the end of the building that faces the playground. It will pan 180 degrees, providing good views of the playground and the north end of the building in which the School office is located. When either of two (2) infrared beam detectors we will furnish and install at the School is broken, the P/T&Z camera will *automatically* home in on a "preset" area.

Camera 4

One (1) Panasonic Day / Night (color / black & white) Fixed Camera Assembly with 5mm - 40mm Variable Focal Length Lens that will provide a view of the playground area directly west of the modular building on the north side of the School property. It will be wired to a Radio Frequency (RF) video transmitter that will transmit video images to an RF receiver we will locate on the Main Building.

Additional Infrared Illuminator

We will furnish and install one (1) additional infrared illuminator at a location that has not been determined. Please note that we have an allowance in our proposal for a reasonable amount of conduit from the Main Building to the yet to be determined I/R illuminator location. This allowance is based on us being able to run the conduit along a building...not across an open space such as the playground. Trenching asphalt or saw-cutting concrete is not included in this proposal.

Digital Video Recorder (DVR)

We will furnish and install a nine (9) input Panasonic DVR in an electrical room located in the Main Building near the School Office. It will record images in the highest resolution from the four (4) cameras, at thirty (30) frames per second, 24/7. We will size The DVR hard drive to store recorded activity for a minimum of fifteen (15) days before it overwrites the earliest recorded images.

Infrared Beam Detector

We will furnish and install one (1) Infrared (IR) Beam Detector at the end of the building that faces the playground.

When the IR beam is broken, the following actions will take place:

- An alarm light in the Redlands Police Department Dispatch Center will be illuminated and a sounder will generate an alarm sound
- A P/T&Z camera will *automatically* home in on the area in which the beam was broken
- The 17" color LCD screen at the Redlands Police Department Dispatch Center will *automatically* display a full-screen live image from the P/T&Z camera viewing the area in which the beam was broken

MPEG 4 / RS485 Servers (Compressors)

We will furnish and install two (2) WTI MPEG 4 / RS485 Servers (compressors) at the School. One will transmit a continuous multiplexed image of all four (4) cameras to the School District Building at approximately four (4) frames per second. The other will transmit full-screen live or recorded images from one (1) selected camera in the highest resolution at thirty (30) frames per second. Both servers will communicate with two (2) similar servers (decompressors) that we will furnish and install at the School District Building over a School District full-T1 (1.544Mbs) line.

School District Building

We will furnish and install the following at the School District Building:

- Two (2) MPEG 4 / RS485 Servers
- One (1) Radio Frequency (RF) 45Mb Ethernet Link
- One (1) Data Transceiver

MPEG 4 / RS485 Servers (Decompressors)

The two (2) WTI MPEG 4 / RS485 servers (decompressors) will be connected to the full T1 line from Mariposa School. One will receive a continuous live multiplexed image of all four (4) Mariposa School cameras. The other will receive live or recorded full-screen images from one (1) selected Mariposa School camera. We will connect the server outputs to an RF 45Mb Ethernet Transmitter.

Radio Frequency (RF) Ethernet Transmitter

The Trango RF 45Mb Ethernet transmitter will transmit live multiplexed video images from all four (4) Mariposa School cameras and a full-screen live or recorded image from one (1) selected Mariposa School camera to the Bank Building to an RF Ethernet repeater at the Bank Building in Downtown Redlands. We will furnish and install a Data Transceiver that will receive DVR and pan / tilt & zoom commands directly from the Redlands Police Department and pass them on to one of the servers that will be connected to the T1 line.

Bank Building, Downtown Redlands

We will furnish and install one (1) RF 45Mb Ethernet Receiver and one (1) RF 45Mb Ethernet Transmitter on the roof of the Bank Building in Downtown Redlands. They will act as a bridge, receiving signals from the School District Building and transmitting them to the Redlands Police Department. Please note that the data transceivers have longer range capability than the Ethernet transmitters and receivers and do not require line of sight for proper operation. Therefore we do not need to furnish and install data repeaters on the Bank Building.

Redlands Police Department

We will furnish and install the following at the Redlands Police Department:

- One (1) Trango RF 45Mb Ethernet Receiver (on the existing antenna tower)
- One (1) RF Data Transceiver (on the existing antenna tower)
- One (1) Dell 21" LCD Color Screen (in the Dispatch Center)
- One (1) Dell 17" LCD Color Screen (in the Dispatch Center)
- Two (2) Panasonic Control Keypads (one in the Dispatch Center, one in the basement)
- One (1) Panasonic Digital Video "Evidence" Recorder (in the basement)
- One (1) Panasonic DVD / CD Burner (in the basement)
- One (1) 17" Color Monitor (in the basement)

RF 45Mb Ethernet Receiver; RF Data Transceiver

We will mount the RF Ethernet receiver and the data transceiver on the existing antenna tower. They will receive video from the Bank Building and transmit DVR and pan /tilt & zoom control commands directly to the School District Building.

21" LCD Color Screen, 17" LCD Color Screen, Control Keypad: Dispatch Center

We will furnish and install one (1) Dell 21" color LCD screen, one (1) Dell 17" color LCD screen and one (1) Panasonic control keypad in the Redlands Police Department Dispatch Center.

The 21" LCD screen will continuously display a live multiplexed image of all four (4) Mariposa School cameras. The 17" LCD screen will display full-screen live or recorded images from selected Mariposa School cameras and will *automatically* display a full-screen image from a P/T&Z camera when either of the IR beams at the School is broken.

Redlands Police Department Staff will use the control keypad to:

- Select the camera to be viewed, live or recorded, full-screen on the 17" LCD screen
- Control the Mariposa School DVR playback functions
- Control the movements of the two (2) pan /tilt & zoom cameras

Digital Video Recorder, Control Keypad, 17" CCTV Color Monitor, DVD / CD Burner: Basement

We will furnish and install a nine (9) input Panasonic Digital Video Recorder (DVR), a second Panasonic control keypad, a 17" color CCTV monitor, and a Panasonic DVD / CD burner in a secured room in the Redlands Police Department basement.

The Police Department DVR will record whatever is being viewed (live, or recorded on the Mariposa School DVR) on the 17" LCD screen in the Dispatch Center.

Redlands Police Department Staff will use the second Panasonic control keypad, the 17" CCTV monitor, and the Panasonic DVD / CD burner in the secured basement room to burn DVDs or video CDs.

Conduits, Cable, Antenna Support Structures

This proposal includes conduits and conduit installation labor at Mariposa School, The School District Building, and the Bank Building. It also includes antenna support structures at the School District Building and the Bank Building.

This proposal includes cable and cable installation labor at the School, School District Building, and the Bank Building. We will furnish and install new cable to connect the antennas that we will install on the Police Department antenna tower to the Dispatch Center. We plan to use the existing cable path from the tower to the Dispatch Center. If the existing path does not provide sufficient capacity for our cables, finding or creating another path may result in additional cost.

T1 Line, Mariposa School to the School District Building

The Redlands School District will furnish and install a full 1.544 Mbs T1 line. We understand the CCTV system will have priority over all other applications that may be carried on the T1 line.

Although it is unlikely the CCTV system will ever prevent other applications from being carried on the T1 line, HAMILTON PACIFIC will not be responsible for degraded system performance related to bandwidth. The T1 line is to be provided by the Redlands School District and is not included in our proposal.

HAMILTON PACIFIC ROAM™ Warranty

The HAMILTON PACIFIC ROAM™ CCTV System described in this proposal will be covered, **parts and labor**, for a period of **three (3) years**.

Important General Information

Please see our letter dated May 26, 2005 for detailed information related to:

- Three (3) year ROAM™ (Parts and Labor) System warranty
- Service hours
- Response time
- Loaner equipment
- Warranty on added equipment
- Service after the end of the three (3) year warranty period
- Special equipment, HAMILTON PACIFIC Service Department, HAMILTON PACIFIC capabilities
- "After sale" support

Please see **Attachment A** for a complete Equipment Bill of Material including unit prices, extended prices, and total equipment price.

Investment

The total price for the ROAM™ Closed Circuit Television / Digital Video Recording System as described in this proposal is as follows:

<i>Mariposa School</i>	<i>\$20,705.29</i>
Equipment (See Attachment A for detailed breakdown)	\$1,604.66
Sales Tax	\$1,365.92
Freight & Miscellaneous	<u>\$9,351.80</u>
Installation Labor, Engineering, Project Management, Programming, On-Site User Training	\$33,027.67
<i>Subtotal: Mariposa School</i>	
<i>School District Building, Bank Building, Redlands Police Department</i>	<i>\$24,582.73</i>
Equipment (See Attachment A for detailed breakdown)	\$1,905.16
Sales Tax	\$2,027.68
Freight & Miscellaneous	<u>\$11,902.28</u>
Installation Labor, Engineering, Project Management, Programming, On-Site User Training	\$40,417.85
<i>Subtotal: School District Building, Bank Building, Redlands Police Department</i>	
Total System Price	\$73,445.52

Warranty, Bid Qualifications

We are pleased to provide this proposal for your consideration. All equipment and labor is **guaranteed for THREE (3) years, parts and labor**, unless otherwise specified, against all defects in material and workmanship. This quotation is firm for THIRTY (30) days and price is based upon delivery of equipment within SIXTY (60) days. Hamilton Pacific terms are net 30 based on monthly progress billings.

This proposal is based upon the information provided to Hamilton Pacific. Please carefully review this "Bid Qualification" section and verify that you have included any additional services and/or equipment required to furnish a complete and operating system.

Documentation Available to Hamilton Pacific

Specifications: Design/Build
Drawings: n/a
RFP Bid Form: n/a

Section: n/a
Sheets: n/a
Addenda: n/a

General Services Provided

- Final Head End Terminations, System Programming and Initialization / Power Up
- Field Technical Services for New System Check Out, Testing, and Commissioning.
- On-Site Operational Instruction to System Users.
- All work shall be performed during normal business hours (M-F, 8am-5pm).
- Equipment Manufacturers' Operation & Instruction Manuals

Specific Exclusions

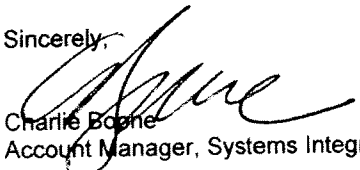
- 120VAC power at the equipment locations or rooftops

Electrical Notes / Performance Matrix

Yes	No	Performance Item
☒		1. Applicable taxes
	☒	2. System drawings
☒		3. Equipment Manufacturers' Operation Manuals
	☒	4. Permit and plan review fees (none required)
	☒	5. Provision of special backboxes (none required)
	☒	6. Installation of special backboxes (none required)
☒		7. Mounting of all devices listed on proposal
☒		8. Installation of conduit, boxes and fittings
☒		9. Termination of control equipment
☒		10. Termination of field devices listed on proposal
☒		11. Testing of all devices listed on proposal
	☒	12. Correction of wiring faults existing or caused by others
☒		13. Warranty on all new parts for three years
☒		14. Warranty on Hamilton Pacific labor for three years
☒		15. On-Site System Operating Instructions for the Redlands Police Department
☒		16. Terminal boxes
	☒	17. 120VAC power and fused disconnect switch
☒		18. Prepaid shipping costs
☒		19. All on-site service performed within 6 am-5 pm Monday-Friday

Thank you for considering our proposal. If you have any questions or would like additional information, please contact me at 626/224-4227 (cell) or 626/432-5808 (direct). If you wish us to proceed with the scope of work as indicated in this proposal and the attached terms and conditions, please sign below and fax this proposal in its entirety to my attention at (626) 356-3009.

Sincerely,


Charlie Boone
Account Manager, Systems Integration

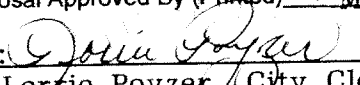
Proposal Approved By (Signature)


Susan Pepler

Proposal Approved By (Printed)

Mayor

Attest:


Lorrie Poyzer, City Clerk

Date June 21, 2005

Terms and Conditions

SECTION 1. THE WORK

The Seller agrees to perform the Work provided in this Proposal and all exhibits and attachments in a good and workmanlike manner in compliance with the terms of this Proposal and, if applicable, in compliance with the Prime Contract Documents (collectively "Contract Documents"). Seller shall provide and pay for all labor, materials, equipment, tools, supervision, permits, programming, testing, startup and documentation required to perform the Work.

SECTION 2. PAYMENT

Payment schedule as defined by proposed Payment Terms in pricing section of proposal. If alternative payment terms are required by owner, additional costs may be incurred.

SECTION 3. PERFORMANCE OF THE WORK

The Seller shall promptly submit Shop Drawings, Product Data, Samples and similar submittals if required for performance of the Work and Buyer shall promptly approve such submittals.

The Seller shall secure and pay for permits and governmental fees, licenses and inspections necessary for proper execution and completion of the Work. Seller shall have the right to hire subcontractors and material suppliers to perform part of the Work but Seller remains responsible for the completion of the Work in a good and workmanlike manner.

SECTION 4. WARRANTY

The Seller warrants to the Owner, Prime Party and Buyer that Work performed under this Proposal will be of good quality, that all equipment will be new unless otherwise required or permitted by the Contract Documents, that the Work will be free from defects not inherent in the quality required or permitted, and that the Work will conform to the requirements of the Contract Documents, and the Seller shall remove, replace and/or repair at its own expense any defective or improper Work, discovered within one (1) year from the earlier of substantial completion or first beneficial use, provided Seller is notified in writing of any defect within such one (1) year period. All products and equipment not manufactured by Seller carries only such warranty as is given by the manufacturer thereof, which Seller hereby assigns to Buyer without recourse to Seller. Upon request of Buyer, Seller will use all reasonable efforts to assist Buyer in enforcing any such third party warranties. The Seller's warranty excludes remedy for damage or defect caused by abuse, modifications not executed by the Seller, improper or insufficient maintenance, improper operation, or normal wear and tear under normal usage. NO FURTHER WARRANTIES OR GUARANTIES, EXPRESS OR IMPLIED, ARE MADE WITH RESPECT TO ANY GOODS OR SERVICES PROVIDED UNDER THIS AGREEMENT, AND ANY IMPLIED WARRANTIES OF MERCHANTABILITY OR FITNESS FOR A PARTICULAR PURPOSE ARE EXPRESSLY DISCLAIMED.

SECTION 5. CHANGES

Without invalidating this Proposal or any bond given hereunder, Buyer or Seller may request changes in the Work. Any changes to the Work and any adjustment to the Proposal Price or the time for completion of the Work shall be in writing signed by both Buyer and Seller. If Buyer orders any additional work or causes any material interference with Seller's performance of the Work, Seller shall be entitled to an equitable adjustment in the time for performance and the Proposal Price, including a reasonable allowance for overhead and profit.

Seller shall not be liable for delays, loss or damage caused by acts of God, war, riots, acts of government, fire, floods, theft, strikes or other labor problems, material shortages or other circumstances beyond Seller's control.

SECTION 6. INSURANCE

Seller shall have at a minimum, the following insurance coverage during the duration of the Work. Seller shall provide insurance certificates to Buyer prior to beginning any Work.

	Statutory Limits
Workers' Compensation	
Employer's Liability	\$1,000,000 per accident/aggregate
Commercial General Liability	\$1,000,000 per occurrence/aggregate
Automobile Liability	\$1,000,000 per occurrence/aggregate

Employer's Liability, Commercial General Liability and Automobile Liability insurance may be arranged under single policies for full minimum limits required, or by a combination of underlying policies with the balance provided by an Umbrella policy.

SECTION 7. INDEMNIFICATION

Seller shall indemnify and hold harmless the Buyer from and against claims, damages, losses and expenses, including but not limited to attorney's fees, arising out of or resulting from performance of the Seller's Work under this Proposal, provided that any such claim, damage, loss or expense is attributable to bodily injury, sickness, disease or death, or to injury to or destruction of tangible property (other than the Work itself), but only to the extent caused by the negligent acts or omissions of the Seller or the Seller's subcontractors. IN NO EVENT SHALL SELLER BE LIABLE FOR SPECIAL, INDIRECT, INCIDENTAL OR CONSEQUENTIAL DAMAGES, INCLUDING COMMERCIAL LOSS, LOSS OF USE, OR LOST PROFITS EVEN IF SELLER HAS BEEN ADVISED OF THE POSSIBILITY OF SUCH DAMAGES.

SECTION 8. COMPLIANCE WITH LAW, EEO & SAFETY

Seller agrees to comply with all laws and regulations relating to or governing the Work. Seller agrees to comply with all reporting requirements imposed by law or the Contract Documents. Seller shall comply with all safety related laws and regulations and with the safety program of the Buyer and any program required by the Contract Documents.

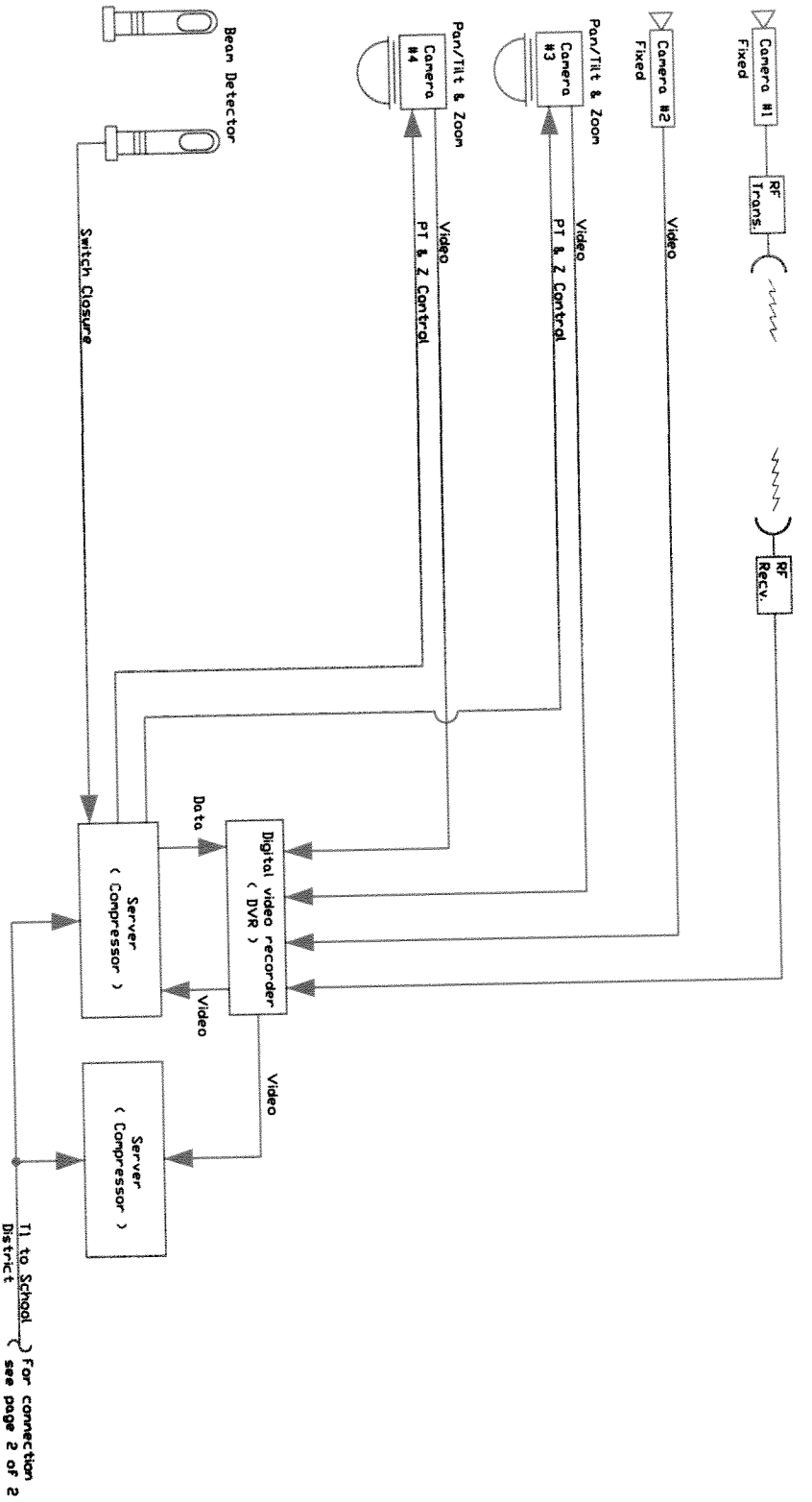
Seller shall not be required to work in areas where asbestos or other hazardous materials are located. If suspected hazardous materials are found, Seller may stop work in that area until Buyer removes the hazardous material or provides Seller with evidence that the area is safe.



June 8, 2005

**ATTACHMENT A: MARIPOSA SCHOOL ROAM™ CCTV SYSTEM
Equipment Bill of Material**

<i>Qty</i>	<i>Mfr</i>	<i>Model</i>	<i>Description</i>	<i>Unit Price</i>	<i>Ext Price</i>
<i>Cameras</i>					
2	Panasonic	WJCS954	P/T&Z Dome Camera Ass'y	\$1,981.89	\$3,963.96
1	Panasonic	WVQ118	Wall Mount	\$213.07	\$213.07
1	Panasonic	WVQ116	Ceiling Mount	\$211.64	\$211.64
2	Panasonic	WVCP484	Fixed Camera	\$486.20	\$972.40
2	Panasonic	WVLZ62/8S	5mm-40mm Auto-Iris Lens	\$214.50	\$429.00
2	Pelco	EH3512	Environmental Housing	\$79.28	\$158.56
2	Pelco	EM3512	Housing Mount	\$71.57	\$143.14
2	Pelco	SS3512	Housing Sun Shield	\$26.43	\$52.86
1	Altronix	ALTV248	Eight-Camera Power Supply	\$112.97	\$112.97
3	Extreme	24VAC/LED	LED I/R Illuminator	\$1,573.00	\$4,719.00
1	Pulnix	I/R Detector	I/R Beam Detector	\$286.00	\$286.00
<i>Signal Transmission</i>					
2	Trango	ATLAS45Mbs	Ethernet Link	\$4,139.85	\$8,279.70
2	Ham Pac	Data	Data Radio (Control)	\$715.00	\$1,430.00
2	WTI	MPEG 4/485	Server	\$1,763.19	\$3,526.38
3	Ham Pac	Pwr Sply	Radio Power Supply	\$214.50	\$643.50
<i>Digital Video Recorders</i>					
1	Panasonic	WJHD316A	1,400GB 16-Input DVR	\$8,687.25	\$8,687.25
1	Panasonic	WJHD309A	500GB 9-Input DVR	\$5,419.70	\$5,419.70
<i>Headend Equipment, Redlands Police Department (Dispatch Center and Basement)</i>					
2	Panasonic	WVCU-650	Control Keypad	\$1,142.57	\$2,285.14
1	Panasonic	EX-DVD	CD-R / DVD-R Burner	\$429.00	\$429.00
2	Dell	LCD	17" Color LCD Screen	\$357.50	\$715.00
1	Dell	LCD	21" Color LCD Screen	\$858.00	\$858.00
1	Ham Pac	Alarm	Red Alarm Light / Sounder	\$35.75	\$35.75
<i>Conduit & Conduit Hardware</i>					
500'	Ham Pac	¾" EMT	¾" Conduit	\$715.00	\$715.00
Lot	Ham Pac	Hardware	Conduit Hardware, Fittings	\$357.50	\$357.50
<i>Cable</i>					
2,000'	Ham Pac	Video & RF	RG-59/U & RF Cable	\$429.00	\$429.00
1,500'	Ham Pac	Power	#18AWG 2/C Power Cable	\$214.50	<u>\$214.50</u>
Total Equipment Price					\$45,288.02

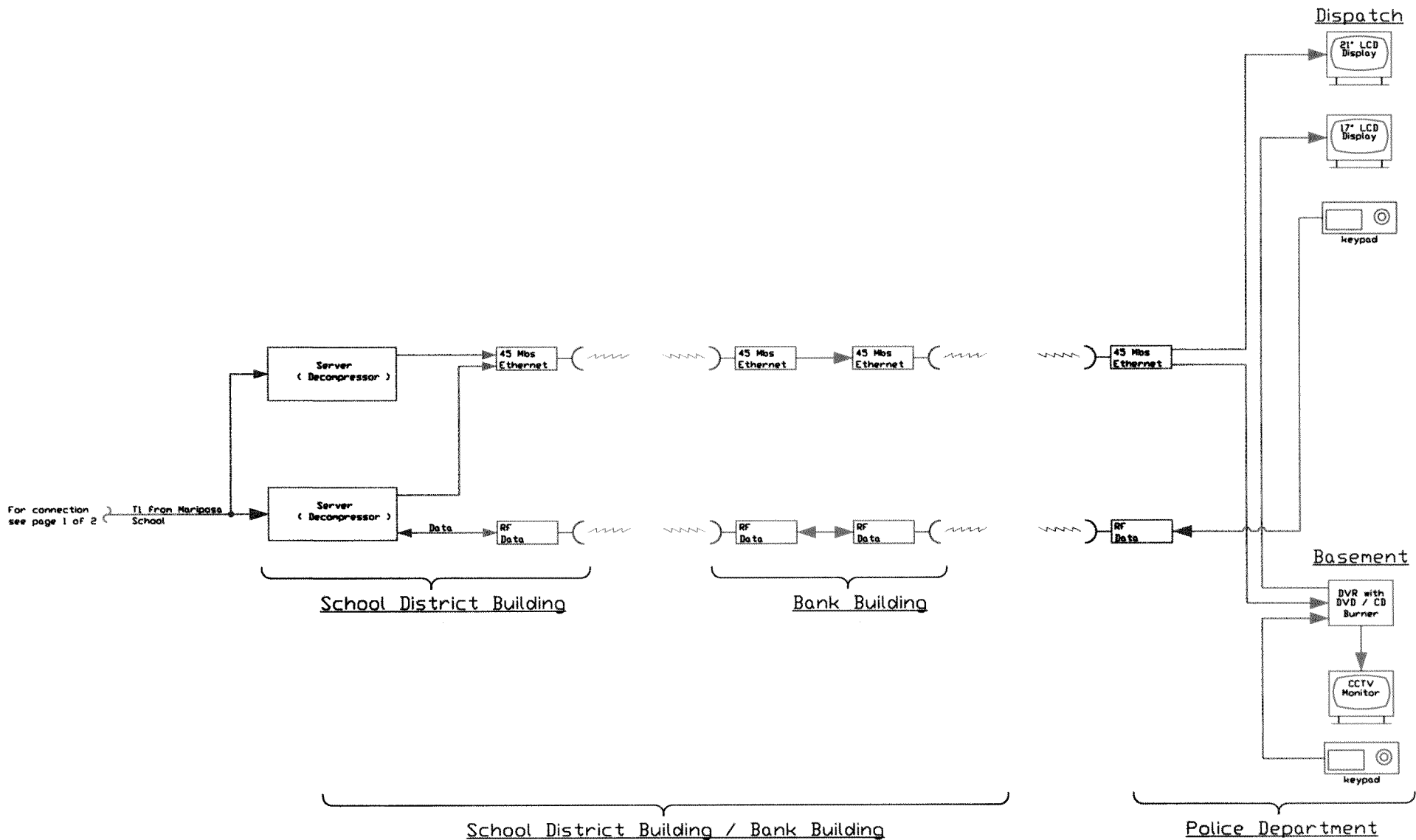


Mariposa School

Page 1 of 2

**Hamilton
Pacific**

ROADSM CCTV System



For connection
see page 1 of 2

TI From Mariposa
School

School District Building

Bank Building

School District Building / Bank Building

Page 2 of 2



RDRAM[™] CCTV System

Dispatch



Basement



Police Department