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Proposal, ROAM™ Closed Circuit Television / Digital Video Recording System, Redlands Bowl

June 14, 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, Redlands
Bowl

Overview, System Description, Scope of Work, Investment

Overview, System Description, Scope of Work

The HAMILTON PACIFIC Redlands Bowl ROAM™ Closed Circuit Television (CCTV) System as described in this proposal consists of:

- One (1) Pan / Tilt & Zoom Day / Night Color CCTV Dome Camera Assembly
- Two (2) Fixed Day / Night Color CCTV Camera Assemblies
- Two (2) Infrared (I/R) Illuminators
- One (1) On-Site Digital Video Recorder (DVR)
- One (1) Radio Frequency (RF) Wireless Video Link from the pan / tilt & zoom camera to the DVR
- Two (2) Radio Frequency (RF) Wireless Video Links connecting the Redlands Police Station to the Redlands Bowl
- One (1) Radio Frequency (RF) Wireless Data (Pan / Tilt & Zoom; DVR Control) Receiver connecting the Redlands Bowl to the Police Station

We will use a **Panasonic** Pan / Tilt Zoom Camera, Fixed Cameras, Digital Video Recorder; **Pelco** Fixed Camera Housings, Housing Mounts; **Trango** RF equipment.

Redlands Bowl

We will furnish and install three (3) cameras at the Redlands Bowl.

Camera 1

One (1) Panasonic Day / Night (color / black & white) Pan / Tilt & Zoom (P/T&Z) Dome Camera Assembly mounted on a pole behind the audience seating area. It will pan 360 degrees, providing views of the stage and areas adjacent to the stage; audience seating area; and the sidewalk and street behind the audience seating area.

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 area to the left of the stage.

We will furnish and install one (1) Infrared (IR) Illuminator to augment the lighting in this area.

Camera 3

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 area to the right of the stage.

We will furnish and install one (1) Infrared (IR) Illuminator to augment the lighting in this area.

Digital Video Recorder (DVR)

We will furnish and install a nine (9) input Panasonic DVR in the Bowl Office located behind the stage. It will record images in the highest resolution from the three (3) cameras, at thirty (30) frames per second, 24/7. We will size The DVR hard drive to store recorded activity for a minimum of ten (10) days before it overwrites the earliest recorded images.

RF Video Links

We will furnish and install one (1) pole-mounted RF video link to transmit video from the pole-mounted pan / tilt & zoom camera located behind the audience seating area to the DVR located in the Bowl Office behind the stage.

We will furnish and install two (2) Wireless Video Links that will connect the Police Station to the Redlands Bowl. One (1) video link will transmit a *multiplexed* image of all three (3) Redlands Bowl cameras that will be viewed on a 21" LCD screen at the Police Station. The second link will transmit a *single* camera image that will be viewed *full-screen* on a 17" LCD screen at the Police Station.

Please note that each RF video link consists of:

- One (1) RF Video Transmitter at the Redlands Bowl
- One (1) RF Antenna at the Redlands Bowl
- One (1) Power Supply at the Redlands Bowl
- One (1) RF Video Receiver at the Police Station
- One (1) RF Antenna at the Police Station
- One (1) Power Supply at the Police Station

Redlands Police Department Staff will use a control keypad at the Station to select the individual camera that he or she wishes to view full-screen on the 17" LCD screen.

RF Data Receiver

We will furnish and install one (1) Wireless RF Data Receiver that will receive pan / tilt & zoom and DVR control commands from the Redlands Police Station via an RF data transmitter (located at the Police Station) that is included in the Mariposa School project. Redlands Police Department Staff will use a control keypad at the Station to control the pan / tilt & zoom camera movements and to control the Redlands Bowl DVR.

The Redlands Bowl RF data receiver consists of the following equipment:

- One (1) RF Data Receiver at the Redlands Bowl
- One (1) RF Antenna at the Redlands Bowl
- One (1) Power Supply at the Redlands Bowl

Redlands Police Department

We will furnish and install one (1) Trango RF Video Receiver on the existing Redlands Police Department antenna tower.

Using Equipment at the Redlands Police Department that is being installed as part of the Mariposa School ROAM™ Project

The 21" color LCD screen may be used to display a live multiplexed image of all three (3) Redlands Bowl cameras.

The 17" color LCD screen may be used to display full-screen live or recorded images from selected Redlands Bowl cameras.

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 Redlands Bowl DVR playback functions
- Control the movements of the pan /tilt & zoom camera

The Police Department RF data transmitter will transmit commands from the control keypad to the Redlands pan / tilt & zoom camera and the Redlands DVR via the Redlands Bowl RF data receiver.

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

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

Conduits, Cable

This proposal includes conduits and conduit installation labor at the Redlands Bowl; and cable and cable installation labor at the Redlands Bowl. We will furnish and install new cable to connect the RF video receivers and 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 cable, finding or creating another path may result in additional cost.

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 Redlands Bowl ROAM™ Closed Circuit Television / Digital Video Recording System as described in this proposal is as follows:

Equipment (See Attachment A for detailed breakdown)	\$24,052.93
Sales Tax	\$1,864.10
Freight & Miscellaneous	\$2,103.56
Installation Labor, Engineering, Project Management, Programming, On-Site User Training	<u>\$7,709.79</u>
Total System Price	\$35,730.38

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 pole on which we will mount the pan / tilt & zoom camera

Electrical Notes / Performance Matrix

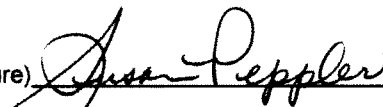
Yes	No	Performance Item
☒		1. Applicable taxes
	☒	2. System drawings
☒		3. Equipment Manufacturers' Operation Manuals
	☒	4. Permit and plan review fees (none required)
	☒	5. Provision of special backboxes (none required)
	☒	6. Installation of special backboxes (none required)
☒		7. Mounting of all devices 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

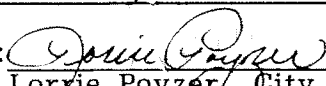
Proposal Approved By (Signature)



Proposal Approved By (Printed) Susan Peppler, Mayor

~~xxx~~ Redlands, California Date June 21, 2005

Attest:


 Lorrie Poyzer, City Clerk
 Redlands, California

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.

Workers' Compensation	Statutory Limits
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.