

SECURITY GROUP, INC.
www.normentsecurity.com

January 16, 2014

Jeannie Sgroi, Contracts Support Specialist
Gila County Finance
Guerrero Building
1400 E. Ash Street
Globe, AZ 85501

Re: **Replace CCTV Control System at the Gila County Juvenile Detention Facility**
REVISED 1/16/2014

Dear Ms. Sgroi:

Norment Security Group, Inc. is pleased to provide the following proposal to replace the existing Closed Circuit Television (CCTV) control system at the Juvenile Facility.

A. Scope of Work:

1. The existing control and recording system will be removed and replaced with a Bosch based system as described below:
 - a. Cameras:
 1. The two (2) Pan-Tilt-Zoom (PTZ) cameras in the Vehicle Sallyport will be replaced with Bosch Outdoor PTZ Dome Cameras.
 2. The two (2) Pan-Tilt-Zoom (PTZ) cameras in A and B Pods will be replaced with Bosch Indoor PTZ Dome Cameras.
 3. The existing fixed cameras will be re-used and connected to the new system.
 4. Two (2) new outdoor PTZ cameras will be installed in the exercise areas to view the Northwest and Southeast areas. The new cameras will be connected to the new system.
 5. Seven (7) new indoor PTZ cameras will be installed, and connected to the new system, to provide views of the following locations:
 - a. Corridor 115 over the Visitation door
 - b. Corridor 115 over the Sallyport door
 - c. Intake area above holding door 117
 - d. Staging area to view "A" Pod entry

- e. Staging area to view "B" Pod entry
- f. Dayroom A mezzanine
- e. Dayroom B mezzanine

b. Digital Video Recording:

1. The existing and new PTZ cameras will be connected to an encoder and sent to a Bosch IP Video Management Appliance for recording. The recorder contains 8TB hard drive space in a RAID 5 configuration. The hard drive space will allow for a minimum of 30 days storage of the camera video with the recording set at CIF quality and 30 FPS. A longer duration of storage can be achieved by adjusting certain recording parameters, these adjustments can be implemented as the system is operating and on an as needed basis.
2. The recording appliance, encoders, UPS and ancillary equipment will be housed in a floor mounted cabinet located in the equipment; as the existing cabinet is not of sufficient size to accommodate the new equipment.

c. Video Monitoring and Control:

1. Two (2) viewing stations will be installed in the Control Room to allow operating monitoring and camera control. These viewing stations are connected to the recording appliance via dedicated LAN and run the Bosch Video Management System software package (BVMS). Each viewing station will contain two (2) wide screen monitors that allow a "video wall" to be set-up where a variety of camera display options can be established. The BVMS allows complete control of the camera system and recorders and can be password protected to restrict operator privileges.

Manufacturer's data sheets are included as a separate attachment to this proposal and provide a more detailed description of the major components offered.

B. System Pricing:

1. Materials:	\$ 53,626.75
Tax:	\$ 4,611.90
Labor:	<u>\$ 28,000.00</u>
Total:	\$ 86,238.65

(EIGHTY TWO THOUSAND ONE HUNDRED TWENTY NINE AND 77/100 DOLLARS)

C. Terms and Conditions:

1. Terms and Conditions of Maricopa County Contract No. 13024-S apply.

I appreciate the opportunity to provide you with this proposal and look forward to working with Gila County on this project. Kindly contact me should you need additional information or clarifications.

Sincerely,


NORMENT SECURITY GROUP, INC.

Howard J. Pearsall
Southwest Regional Manager

**GILA COUNTY JUVENILE DETENTION FACILITY
CCTV SYSTEM UPGRADE**

Date: 1/16/2014

Item	Code	Qty.	Manufacturer	Part Number	Description	Unit Cost	Extended Cost	Unit Price	Extended Price
1	L	160	Norment		Installation			\$100.00	\$16,000.00
2	L	40	Norment		Programming			\$100.00	\$4,000.00
3	L	60	Norment		Engineering			\$100.00	\$6,000.00
4	L	20	Norment		Commissioning/Training			\$100.00	\$2,000.00
5	M	1	Atlas	RX21-30SFD	Cabinet	\$787.50	\$787.50	\$984.50	\$984.50
6	M	1	Bosch	BRS-RAC2-8100A	Recording Station Appliance	\$5,950.00	\$5,950.00	\$7,437.50	\$7,437.50
7	M	1	Bosch	LTC 8786/60	RS232 to Bi-Phase Converter	\$189.26	\$189.26	\$236.75	\$236.75
8	M	4	ASUS	PA248Q	24" Widescreen Monitor	\$335.00	\$1,340.00	\$418.75	\$1,675.00
9	M	4	Bosch	UMM-LW-30B	Monitor Wall Mount	\$89.25	\$357.00	\$111.75	\$447.00
10	M	9	Bosch	VG4-A-9543	Pipe Mount	\$54.44	\$489.96	\$68.25	\$614.25
11	M	4	Bosch	VG4-PA0	Wall Arm	\$102.85	\$411.40	\$128.75	\$515.00
12	M	4	Bosch	VG5-623-ECS	28X Outdoor PTZ Dome	\$1,368.42	\$5,473.68	\$1,710.75	\$6,843.00
13	M	9	Bosch	VG5-623-PCS	28X Indoor PTZ Dome	\$1,461.12	\$13,150.08	\$1,826.50	\$16,438.50
14	M	2	Bosch	VIP-X1600-B	Encoder Chassis	\$550.60	\$1,101.20	\$688.25	\$1,376.50
15	M	2	Bosch	VIP-X1600-PS	Encoder Power Supply	\$113.00	\$226.00	\$141.25	\$282.50
16	M	4	Bosch	VIP-X1600-XFM4A	4 Channel Encoder Module	\$1,015.00	\$4,060.00	\$1,268.75	\$5,075.00
17	M	3	Bosch	VIP-X1600-XFM4B	4 Channel Encoder Module / Bilinks	\$1,115.00	\$3,345.00	\$1,393.75	\$4,181.25
18	M	1	Connect Air	W244P-274BL	CAT 6 CMP Cable	\$279.00	\$279.00	\$348.75	\$348.75
19	M	4	Connect Air	WRG59-2701	RG59/U Plenum Coax	\$292.00	\$1,168.00	\$365.00	\$1,460.00
20	M	4	Connect Air	W181P-2051	2 Cond #18 Plenum Cable	\$121.00	\$484.00	\$151.25	\$605.00
21	M	3	Connect Air	W221P-2044	1 Pr #22 Shielded Plenum Cable	\$201.00	\$603.00	\$251.25	\$753.75
22	M	2	Dell	3010	Work Station Computer	\$1,090.00	\$2,180.00	\$1,362.50	\$2,725.00
23	M	1	Dlink	DGS-1016D	Ethernet Switch	\$149.00	\$149.00	\$186.25	\$186.25
24	M	1	Powerware	PW9130L1500R-XL2U	1500 VA Rackmount UPS	\$1,153.00	\$1,153.00	\$1,441.25	\$1,441.25
									\$81,626.75

Total Materials: \$53,626.75
Sales Tax: \$4,611.90
Labor: \$28,000.00
Sell Price: \$86,238.65

PROPRIETARY
NORMENT SECURITY GROUP, INC.
JANUARY 16, 2014