



Sonitrol of the Triangle

April 30, 2018

To: Chris Blacker
The Exploris School
From: Matt Leonard
Sales Representative
Sonitrol Security Systems of the Triangle
Re: Exploris Middle School

Similar Projects Include;

- | | | |
|--|-------------------------------------|------------------------------|
| Whole Foods | American Tire Distributors | Iron Mountain |
| State of Beer | Chapel Hill Public Schools | Magellan Charter School |
| Fresh Market(s) | Raleigh Neurology | American Drywall |
| American Red Cross | Horizon Forest Products | Raleigh Charter School |
| Wake Med North | Briar Chapel Community | Quality Equipment John Deere |
| Southern Wine and Spirits Distributors | David Allen Co. | Mark Jacobson Toyota |
| Trane | Airgas | Office Suites Plus |
| ECPI | The Little School | G&W Equipment Rental |
| Salix Pharmaceuticals | J.D. Byrider | Expedition Charter School |
| Raytheon | Gregory Poole Caterpillar | Performance Auto Mall |
| Kraft Family YMCA | Cary YMCA | A.E. Finley YMCA |
| NC United Methodist Conference Ctr | Patterson Pope | Pet Supplies Plus |
| Campbell University RTP | Raleigh Christian Academy | Empire Distributors |
| Ted's Montana Grill(s) | Chapel Hill Public Schools | CarQuest |
| Raleigh Radiology | Fullsteam Brewery | Salvation Army |
| Whole Foods | Bland Landscaping | Kimley-Horn & Associates |
| Hasentree | NC State Athletics (all facilities) | Spectrum Properties |
| Heritage Country Club | Scientific Properties | Humana Inc. |
| Dilweg Properties | NC Board of Nursing | NC Board of Dental Examiners |
| Exhibit Resources | Gizmo Brewing | Duke Primary Care(s) |
| Compare Foods | CLT Air Freight | Clay's Power Equipment |
| NC Bar Association | Johnson Lexus | NC Medical Board |
| Lowe's Foods | Syracuse Plastics | Sensus Metering Systems |

We are pleased to submit our proposal to install, monitor, and maintain a Sonitrol Intrusion Detection, Access Control, and Video Surveillance system.

Sonitrol is a leader in the Triangle, as well as nationally, in providing electronic security services and equipment to commercial and institutional customers. Over 19+ years we have developed a proven

track record of quality to over 1,500 current customers. Our high degree of customer loyalty is a reflection of superior technology, installation, monitoring, service and customer service. These services extend from our unique **Smart Audio** intrusion system to fire detection, access control, video surveillance and various technical monitoring functions.

Access Control; Front Entrance

Following is a quote for one door of electronic access control on the Sonitrol platform. Database management will be administered via our Raleigh office. Client may also access the database for programming via MySonitrol.net. Reports can also be generated and sent via email upon request or through the Sonitrol smart phone app.

Schedule of equipment:

- (1) Sonitrol FlexIP Panel (*network or dedicated analog phone line required*)
- (1) HID Card Reader
- (1) Pedestrian Door Contact
- (1) Egress Motion Sensor
- (1) Interface w/ existing electronic lock
- (1) Interface w/ existing panic button
- (1) Grounding/surge protection/battery backup
- (1) Wire/misc parts

Total for equipment and installation;
\$2,716.16 (plus tax)

- Lifetime parts & labor warranty on all installed and existing equipment
- Same day service response for any emergency requests to include weekends or holidays
- Access to account management via MySonitrol.net if requested
- Complete customer service via our Raleigh office
- Complete database management for access control to include adds, deletes, changes, reports etc.
- Diagnostic service calls for access control related door problems
- Monitoring by Sonitrol Central Station

\$61 per month full service and maintenance, database management, monitoring, warranty, and
Commitment to Service

Intrusion Detection;

Following is a quote for a Sonitrol (Verified-Audio) Intrusion Detection system providing wall to wall, floor to ceiling coverage, qualifying for the \$10,000 Performance Guarantee. This system builds upon the Access Control portion above.

Schedule of equipment:

- (8) Smart Audio Sensors
- (1) Exterior Siren/Strobe (*activates only on communication failure*)
- (1) Grounding/surge protection/battery backup
- (1) Wire/misc parts

Total for equipment and installation;
 \$1,941.00 (plus tax)

- Lifetime parts & labor warranty on all installed equipment
- Same day service response for any emergency requests to include weekends or holidays
- Access to account management via MySonitrol.net if requested
- Complete customer service via our Raleigh office
- Complete database management to include adds, deletes, changes, reports etc.
- Monitoring by Sonitrol of Charlotte Central Station

\$19 per month full service and maintenance, database management, monitoring, warranty, and **Commitment to Service**

Video Surveillance

Following is a quote for eight IP Megapixel camera recording to an 8 channel 2TB NVR. Recorded or live footage can be viewed locally or remotely via your network, as well as Smart Phone. This systems overall health will be monitored by our Raleigh office and immediately updated if any part of the system fails. Also the system is fully integrated with either Sonitrol Access or Intrusion systems.

Schedule of equipment:

- (1) 3xLogic 8ch NVR
- (4) 3xLogic HD IP Dome Cameras (2MP, indoor/outdoor, night/day IR)
- (4) 3xLogic HD IP Bullet Cameras (2MP, indoor/ outdoor, night/ day IR)
- (1) Wire/misc parts

Total for equipment and installation;
 \$2,995.00 (plus tax)

The monthly maintenance agreement includes warranty administration for the NVR (5 year), loaner in case of failure, and Sonitrol-installed camera replacement for five years. Labor is covered for the lifetime of the agreement. All prices include installation.

\$55.00 per month monitoring, full service and maintenance, warranty, and **Commitment to Service**

Video Intercom

Following is a quote for one video intercom located at the front door and a master station located at reception.

Schedule of equipment:

- (1) Comelit Video Intercom Master Station
- (1) Comelit Door Station w/ Camera
- (1) Wire/misc parts

Total for equipment and install;
\$795.42 (plus tax)

- Lifetime parts & labor warranty on all equipment
- Same day service response for any emergency requests to include weekends or holidays
- Complete customer service via our Raleigh office
- Diagnostic service calls for access control related door problems

\$10 per month full service and maintenance, warranty, and **Commitment to Service**

Cloud-Hosted Sonitrol Access Control System

Sonitrol pioneered, decades ago, the development of Central Station programmed access control and it has become one the most popular valued services we provide. It is an easy, cost effective alternative to purchasing a software product learning the program and tasking an employee with managing the database. The many benefits include:

- Secure 24/7 management of your database via our Sonitrol Central Station (UL) in Charlotte or during office hours by our Sonitrol office in Raleigh.
- No computer hardware or software to purchase and maintain
- No employee hours dedicated to software training/programming
- No re-training due to employee turnover, changes in job status etc.
- No need to be on-site to make needed changes
- Changes easily requested via email, phone or fax
- Emergency card deletions or changes at any time
- Activity reports generated upon request and emailed or faxed
- Remote troubleshooting of problems encountered with the operation of the access control system
- A third-party audit trail of all changes, adds, deletes, reports, etc

Sonitrol *Smart Audio* Intrusion System

The Sonitrol Security System utilizes highly sensitive audio sensors that will be strategically located throughout the building to provide total and overlapping space protection. In addition, we will install closed circuit contact switches on all perimeter doors. During the time the system is fully armed, any sound level greater than the normal ambient level for each audio sensor will also cause an "activation". Also, the opening of a perimeter door, regardless of sound level, will generate an "activation". When any "activation" occurs, the sound of the facility will be transmitted over your existing telephone lines to our U.L. central monitoring station, located in Charlotte, NC for analysis by trained Sonitrol operators. False alarms are greatly reduced due to our ability to verify the cause of each "activation".

In the event that the sounds of vandalism or an intrusion begin, our central station personnel will immediately contact the Raleigh Police Department and keep them abreast of the incident as it unfolds. This unique audio detection system available only from Sonitrol is responsible for some ten thousand apprehensions each year.

In an industry where loss prevention is the fundamental goal and ultimate measure of customer satisfaction, Sonitrol stands alone in actually meeting this expectation. Because of its localized monitoring and unique verification ability, Sonitrol is able to boast the fastest documented police response time, the highest apprehension rate, and the lowest false alarm rate in the industry.

The net results for our customers include:

- *Guarantees against missed break-ins and the resulting loss and damage of property
- *Guarantees against false alarms and the resulting fines, time expended and inconvenience
- *Reduced insurance rates
- *Prompt, courteous and personalized service for our local central station and technical personnel

Supervised Openings and Closings

A computerized log of employee openings and closings provides a high degree of internal security, acts as a strong deterrent for employees who enter the premises during normally closed hours, and will give management a record of all such entries, as well as the times of daily openings and closings. Each person will be assigned an individual access number, which is verified by our central station computer and will be recorded in your accounts database.

Occupied Security Level

An “occupied” security level is provided for the protection of your personnel and property while the building is occupied. This is accomplished by allowing all perimeter doors to be armed while leaving the audio detection system off. Should a door be violated or should the system detect glass breaking, a siren will go off locally at the site and the audio system will kick on allowing Sonitrol operators to hear any activity. Many small businesses utilize this feature after normal business hours.

Pinpoint Annunciation

The Sonitrol control panel is a multi-zone communicator, both locally at the touchpad and to the central station. This may provide separate annunciation for perimeter entrances and supervisory devices. In addition, the audio detection system enunciates interior zones as well. This type of pinpoint annunciation greatly assists the police in making an apprehension and saves your personnel time and effort in locating open zones when arming the system.

Chime

A “chime” feature, which may be turned on and off from the touchpad, will alert you to the opening of particular doors by causing each audio sensor throughout the building to emit a brief audible tone.

Emergency

The emergency portion of the system is on 24 hours a day and is not affected by arming and disarming the system. Should it be activated, an emergency signal will be transmitted to our central station and the appropriate authorities will be dispatched.

Duress Code

The last employee to leave a place of business is often vulnerable to attack. The system, having been just armed, may be disarmed with a special code, which makes it appear to have been turned off. Sonitrol will receive a duress signal and dispatch the appropriate authorities. The duress code will also activate the audio system allowing the Sonitrol operators to monitor the live audio from the facility and keep the police abreast of unfolding events as they respond.

911 Feature

The touchpad will function as a fixed emergency station. The 911 code, when entered, will send an emergency signal to Sonitrol and activate the audio system. The appropriate authorities will then be dispatched and operators will monitor the live sounds of the building. This technology guarantees our customer’s employees will get high priority in the event of a true emergency situation.

In addition to providing your facility with:

- Complete perimeter supervision
- Duress and emergency codes with audio listen back
- The Sonitrol no false alarm fine guarantee
- Code-in/Code-out Management report

This proposal meets and exceeds all requirements of your business, as we understand them. Sonitrol offers your business the **reliability, technology** and **stability** of doing business with an international loss prevention company, while at the same time providing the **accountability, cost competitiveness,** and **service of a locally** owned and operated office. If you have questions regarding any material in the proposal, please call us at our local office (919) 848-3611 and we will be happy to provide an answer. We appreciate the opportunity to serve you in your facility and look forward to working with you more in the future.

Regards,

Matt Leonard
Sales Representative
Sonitrol of the Triangle
585-474-0077