



Solution Proposal

OP45981 Cloud Based Surveillance Solution_122018

05/16/2019

Quote # 046570

Version 5

Prepared for:

El Camino Real Charter High School

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OP45981 Cloud Based Surveillance Solution_122018



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Prepared for:

El Camino Real Charter High School

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Quote Information:

Quote #: 046570

Version: 5
Quote Date: 05/16/2019
Expiration Date: 05/27/2019

▶ Statement of Work

SUMMARY

El Camino Real Charter High School (ECRCHS) has requested a quote for the procurement, installation and viewing angle configuration of surveillance 69 cameras throughout their campus.

Place of Performance

5440 Valley Circle Blvd.
Woodland Hills, CA 91367

RESULTS

GST proposes to install and configure 69 surveillance cameras in the locations and quantities noted below:

- 40 of these cameras will replace existing cameras. Existing cabling will be tested and reused if in proper working condition.
- 29 of these cameras will be new installations in new locations and will include new cable runs and conduit installation (as needed).

Camera Location	Field of View	D40	D50	D80	Mounting	Mounting
Building A						
Upper	hall and stairs			2	ceiling	
Main	hall and main entrance			2	wall / ceiling	
Lower	hall and stairs			1	ceiling	
Building B						
Upper	hall and stairs			2	ceiling	
Main	hall and stairs			2	ceiling	

Lower	hall and stairs			2	ceiling	
Building C						
Upper	hall and stairs			2	ceiling	
Main	hall and stairs			2	ceiling	
Lower	hall and stairs			2	ceiling	
Courtyard Between B & C						
On top of Building A	courtyard			1	wall	
Move/Replace existing	courtyard			1	wall	
Corner of Building C	football field			1	wall	
Above "SHOPS" sign	courtyard behind Building C			1	wall	
Building T						
Between bungalows	hall between bungalows		5		wall	
Building H						
Corner of building	stairs, football field, driveways			1	wall	pendant mount
Locker Rooms						
boys side of building	gate to blacktop		1		wall	
boys back corner	stairs to football field		1		wall	
middle of building	facing blacktop			1	wall	security dome
girls back corner	blacktop			1	wall	
front of girls locker room (move location)	walkway in front of building			1	wall	
Cafeteria						
16 locations, replace existing (all indoor)	same as existing	16			wall	
Vending Machine Area						
Above vending machines	open space in front of machines			1	wall	
Main Courtyard						
2 locations, replace existing	grass area			2	wall	
Building D (outdoor)						
Loading Area	hall and side stairs			1	wall	
Loading Dock	loading dock			1	wall	

Auditorium						
center of room	entire room			1	ceiling	pole mount - 3'
Building D (indoor)						
TBD				1	ceiling	
Faculty Parking						
Back of Building D			1		wall	
Back of Cafeteria			1		wall	
Football Field						
Above "Snack Shop" sign	bleachers		1		wall	
Side of building	stairs, football, baseball			1	wall	
Building Z						
Back of building	football field		1		wall	
Classroom Z8-13	between classrooms Z1 and Z2			1	wall	
Classroom Z5	between classrooms Z2 and Z3			1	wall	
Classroom Z6	between classrooms Z3 and Z4			1	wall	
Classroom Z7	basketball court and gate		1		wall	
Building S						
Covered overhang - replace existing	classroom hallway		1		ceiling	
Side of building	mural wall		1		wall	
Above stairs - bottom	stairs and hallway			1	ceiling	pole mount - 3'
Student Parking						
Back/side of Building B - replace existing (2)	student parking		2		wall	

EXCLUSIONS

GENERAL EXCLUSIONS

- Any item not specifically stated in the above RESULTS or TASKS section.

ASSUMPTIONS

GENERAL PROVISIONS

- GST reserves the right to charge, time and materials basis for any additional work over and above this service package pricing that may result from work required address service prerequisites or other requirements not met by the Customer.
- Should the customer not, within 30 days of having purchased the service, contact GST schedule its subsequent delivery, GST reserves the right re-evaluate the charges for this service.
- The ability of GST deliver this service is dependent upon the Customer's full and timely cooperation with GST, as well as the accuracy and completeness of any information and data the Customer may provide GST.
- The following items are excluded unless specified in the Scope of Services
 - o Electrical infrastructure (outlets, conduits, breaker boxes, panels, etc.)
 - o Concrete saw cutting and/or core drilling
 - o Fire wall, ceiling, roof and floor penetration
 - o Drywall replacement and/or repair
 - o Ceiling tile or T-bar modification, replacement and/or repair
 - o Millwork (moldings, trim, etc.)
 - o Painting and patching
 - o Permits (unless specifically provided for elsewhere in the contract)
 - o HVAC and plumbing relocation
 - o Cutting of Granite or Glass table tops
 - o Repositioning of existing lighting
 - o Moving or displacing existing equipment
 - o Disposal if existing equipment

CUSTOMER REQUIREMENTS

GENERAL RESPONSIBILITIES

- Coordinate the preparation of any hardware and/or software that is not included for this project. Ensure that existing hardware is fully functional and software/firmware is updated.
- Assure that the environment is 100% ready. If the environment is not 100% ready the scheduling of the implementation will not be finalized until it is.
- Customer is responsible for providing 24 hours or greater advanced notice for the rescheduling or cancellation of GST's onsite engineering services. If less than 24 hours is given the customer will be charged a half day of GST's engineers time at \$175/hr.
- Coordinate service deployment on third-party maintained hardware/software (if applicable).
- Assign a designated person from the Customer's staff who, on behalf of the Customer will grant all approvals, provide information, and otherwise be available to assist GST to facilitate the delivery of this service.
- Ensure that all hardware, firmware, and software that the GST engineer will need in order to deliver this service are available.
- Allow GST full and unrestricted access to all locations where the service is to be delivered.
- Provide a suitable work area for delivery of the service, including access to an outside telephone line, power, any network connections, etc. that is required.
- Be responsible for all data backup and restore operations
- Provide one point-of-contact that will finalize decisions during the project.
- Provide necessary documentations, paperwork, schematics, line drawings, and information for GST to complete the project. Any delays in providing the necessary project documentation will delay the project.

DELIVERABLES

- Close Out Book

- Equipment Owner's Manuals
- Equipment Warranty Information
- Final Walk Through
- Training

SERVICES TERMS AND CONDITIONS

NON-COMPETE CLAUSE

GST assigns service professionals with qualifications commensurate with tasks listed in this scope of work. If the customer, directly or indirectly, contracts with or hires any GST employee engaged in providing services to the customer under this agreement or any other agreement, written or oral, GST will have the option of negotiating a change in the cost and/or time to deliver or charge the customer the equivalent of 30% of the employees' annual salary as a finder's fee. This clause is applicable for a period of up to ninety days from the last date of services rendered by a GST employee to the customer.

TIME RECORDS

Each employee, either directly employed by GST or a subcontractor (hereinafter called "GST employee") will present a time record to the customer setting forth the hours worked. An authorized representative of the customer must countersign the record and will thereby certify that such time is correct and that the work was performed in a satisfactory manner.

NORMAL BUSINESS HOURS

GST service hours are 8:00 am to 5:00 pm Monday through Friday. Overtime (over 8 hours in one day), scheduled after hours and weekends are charged at time and one-half of contracted service rate. Emergency after hours, weekends and holidays are charged at two times contracted service rate. Customer is responsible for providing 24 hours or greater advanced notice for the re-scheduling or cancellation of GST onsite engineering services. If less than 24 hours is given the customer will be charged a half day of GST engineering time at \$175/hr.

TERMINATION TERMS

Client may terminate work under this Statement of Work, in whole or in part, at any time by 30 day written notice. Such notice shall state the extent and effective date of such termination. Upon receipt thereof, GST shall, to the extent directed by the Client or its designees, stop work under this agreement. If the agreement is so terminated for convenience, GST shall be paid in accordance with the terms of the order for only those materials or supplies delivered and accepted.

COMMENCEMENT OF WORK

Work shall not commence under the Contract until a fully executed agreement has been received by GST and GST has been given approval to proceed by customer.

DATA LOSS

GST make no guarantee against data loss during services engagements. It is the customers responsibility to ensure data is properly protected (backed up) before the engagement begins.

PRODUCT RETURNS

Standard stock items purchased from GST may be returned for any reason within (14) fourteen days. Custom orders are non-returnable and non-refundable. All original packaging, accessories and documentation must accompany the item and be in unmarked condition. Items must be shipped via at least 2nd day freight with insurance for the full value of the item. Returned items are subject to a 25% restocking fee. Though rare, a customer may need to return a defective product. Defective product returns are not subject to the 25% restocking fee and will be exchanged in accordance with the manufacturer's policy within 30 days of purchase.

PROJECT DELAYS

Delays due to client configuration specifications, hardware delivery, carrier availability, and facility access, physical or environmental delays are subject to change orders as billable delays. These delays can also impact project timeline and deadlines.

PREVAILING WAGE CLAUSE

GST holds the right to charge the customer additional services fees if the project is deemed to have prevailing rates of wages requirements prior, during, or after project completion. GST adheres and complies with the provisions of the California Labor Code. All workers employed on public works projects must be paid the prevailing wage determined by the Director of the Department of Industrial Relations, according to the type of work and location of the project. The prevailing wage rate is the basic hourly rate paid on public works projects to a majority of workers engaged in a particular craft, classification or type of work within the locality and in the nearest labor market area (if a majority of such workers are paid at a single rate). If there is no single rate paid to a majority, then the single or modal rate being paid to the greater number of workers is prevailing.

GST SERVICES WARRANTY

QUALITY OF SERVICES

GST warrants that its Services will be of professional quality (performed in a good and workmanlike manner) and will conform to generally accepted industry standards for such Services and to the requirements specified in this SOW. GST's personnel shall be competent and qualified to perform the tasks to which they are assigned. In the event of any breach of this warranty, GST, at its sole expense and without delay, shall re-perform the non-conforming Services to the applicable standard.

WORKMANSHIP WARRANTY

GST certifies that all equipment and materials furnished shall carry a ninety (90) day warranty on parts. GST guarantees to furnish any qualified personnel (during normal business hours, Monday to Friday, 8:00 am to 5:00 pm) to the installation site for the period of one (1) year from the date of installation to repair or replace defective items installed or provided by GST exclusively. If the item is determined to not be defective, GST will charge the customer for all time spent on the incident at a rate of \$175/hour. Determination if item is defective or was changed, damaged, reconfigured, or altered by non GST personnel is under sole authority of GST. Any change, alteration, damage, or reconfiguration by non GST personnel voids one (1) year warranty. No response timeframe SLA guaranteed for warranty work. Further, all equipment purchased from GST in our installed system is subject to a manufactures warranty. Further, all equipment purchased from GST in our installed system is subject to a manufacture warranty. GST will not honor any other warranty, implied or otherwise. In no event shall GST be liable, or in any way responsible for damages, or defect in the system, which were caused by neglect, vandalism, misuse, environmental damage or by repairs or attempted repairs performed by anyone other than a GST service technician. Nor shall GST be liable or in any way responsible for any incidental or consequential economic or property damage.

CHANGE MANAGEMENT

GST establishes change management procedures to document changes that are made to the baseline project identified in the Statement of Work. These procedures are in place to reduce the potential for cost and schedule variances.

Customer is responsible for providing 24 hours or greater advanced notice for the re-scheduling or cancellation of GST engineering services. If less than 24 hours is given the customer will be charged a half day of GST engineering time at \$175/hr.

If a change needs to be made to the project, which is not included in the SOW or differs from the SOW, GST or the client must complete the Change Management Request form. GST will review the completed form and provide an estimate to

complete the request. Client must approve the additional hours/costs in order to complete the request.

In the event a change requested by the customer reduces the amount of work and the project is a firm fixed priced project, the full amount of the project will be invoiced.

A change occurs when GST encounters any of the following situations during project delivery:

1. Either party identifies new requirements not included in the original project's scope
2. Either party makes suggestions that would improve the proposed system but are not necessarily required to address the project requirements; such suggestions are incorporated into a subsequent project phase
3. Either party changes the direction and intent of this project, which requires GST to rework the solution design or services

Changes in the scope of work defined in this Statement of Work are only effective if both the customer and GST agree to them in a written document setting forth the modifications and any changes to the delivery schedule and payment terms.

AV Firm Fixed Price Services

Line	Item	Description	Price	Qty	Ext. Price	Taxable
1	GST-SVC-FFP-EXP	GST Firm Fixed Priced Service - Materials and Expenses	\$2,991.00	1	\$2,991.00	☒
2	GST-SVC-FFP	GST Firm Fixed Priced Service	\$19,600.70	1	\$19,600.70	☐

Subtotal: **\$22,591.70**

Hardware - 30 day storage

Line	Item	Description	Price	Qty	Ext. Price	Taxable
1	D40-HW	D40 Mini Dome Camera - 30 day storage	\$538.65	16	\$8,618.40	☒
2	D50-HW	D50 Outdoor Dome Camera - 30 day storage	\$673.48	16	\$10,775.68	☒
3	D80-HW	D80 Fisheye Camera - 30 day storage	\$1,279.78	37	\$47,351.86	☒
4	ACC-MNT-1	Pendant Cap Mounting Adapter Kit	\$39.78	2	\$79.56	☒
5	ACC-MNT-2	Mounting Arm Kit	\$60.00	1	\$60.00	☒

Subtotal: **\$66,885.50**

Software 3 year

Line	Item	Description	Price	Qty	Ext. Price	Taxable
1	LIC-3Y	Command 3 year license	\$332.67	69	\$22,954.23	☐

Subtotal: **\$22,954.23**

Hardware - 60 day storage Option

*Optional

Line	Item	Description	Price	Qty	Ext. Price	Taxable
1	D40-60DAY-HW	D40 Mini Dome Camera - 60 day storag	\$786.74	16	\$12,587.84	☒
2	D50-60DAY-HW	D50 Outdoor Dome Camera - 60 day storage	\$856.51	16	\$13,704.16	☒
3	D80-60DAY-HW	D80 Fisheye Camera - 60 day storage	\$1,763.49	37	\$65,249.13	☒
4	ACC-MNT-1	Pendant Cap Mounting Adapter Kit	\$41.16	2	\$82.32	☒
5	ACC-MNT-2	Mounting Arm Kit	\$62.09	1	\$62.09	☒

Hardware - 60 day storage Option

*Optional

Line	Item	Description	Price	Qty	Ext. Price	Taxable
6	NEW		\$0.00	1	\$0.00	☒

*Optional Amount: **\$91,685.54**

Software Option - 5 year

*Optional

Line	Item	Description	Price	Qty	Ext. Price	Taxable
1	LIC-5Y	Command 5 year license	\$530.99	69	\$36,638.31	☐

*Optional Amount: **\$36,638.31**

Software Option - 10 year Option

*Optional

Line	Item	Description	Price	Qty	Ext. Price	Taxable
1	LIC-10Y	Command 10 year license	\$1,042.62	69	\$71,940.78	☐

*Optional Amount: **\$71,940.78**

Shipping

Line	Item	Description	Price	Qty	Ext. Price	Taxable
1	GST-SHIPPING	GST-SHIPPING	\$0.00	1	\$0.00	☐

Quote Summary

Description	Amount
AV Firm Fixed Price Services	\$22,591.70
Hardware - 30 day storage	\$66,885.50
Software 3 year	\$22,954.23

Subtotal: **\$112,431.43**

Tax: **\$6,638.26**

Total: **\$119,069.69**

*Optional Expenses

Description	Amount
Hardware - 60 day storage Option	\$91,685.54
Software Option - 5 year	\$36,638.31
Software Option - 10 year Option	\$71,940.78

Optional Subtotal: \$200,264.63

TERMS AND CONDITIONS

All prices and descriptions are subject to change without notice.

THIS PRICE LIST IS A QUOTATION ONLY AND IS NOT AN ORDER OR OFFER TO SELL. No contract for sale will exist unless and until a purchase order has been issued by you and accepted by Golden Star Technology Inc. ("GST"). Acceptance by GST of any offer is expressly conditioned upon your assent to the Terms and Conditions of Sale set forth in GST's invoices.

The prices contained in this list may not be relied upon as the price at which GST will accept an offer to purchase products unless expressly agreed to by GST in writing. Products quoted were selected by GST based on specifications available at the time of the quotation, and are not guaranteed to meet bid specifications. Product specifications may be changed by the manufacturer without notice. It is your responsibility to verify product conformance to specifications of any subsequent contract. All products are subject to availability from the manufacturer. The freight costs listed are estimates. Shipping costs may vary based on time of purchase, quantity ordered, shipment carrier and warehouse sourced. Actual shipping costs will be calculated during shipment and will be reflected on your invoice. For hardware product(s), manufacturer warranty will begin upon physical delivery of the hardware products(by) by the customer or GST warehouse. For software product(s), the manufacturer warranty will begin upon electronic or physical receipt of the software product(s) by you or GST.

GST is not responsible for compliance with regulations, requirements or obligations associated with any contract resulting from this quotation unless said regulations, requirements or obligations have been passed to GST and approved in writing by an authorized representative of GST.

Statement of Work Authorization

I agree with the tasks described in the aforementioned statement of work for the project. I understand that if there are any changes to the Statement of Work that GST will provide a revised statement of work and a quote for any additional charges. By signing below, each party agrees to the terms of this Agreement and GST will begin in executing this statement of work.

Client Acceptance:

Authorized Signature

Printed Name

Title

Date

GST Acceptance:

Authorized Signature

Printed Name

Title

Date

Customer Signature

Date