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April 29, 2020

American Indian Model School
Marisol Magana
171 12th Street
Oakland, CA 94607

Re: BayGuard (video Verification System)

Dear Marisol,

I would like to thank you for the opportunity to submit this comprehensive systems/services proposal for your review and approval. Please allow me a brief moment to acquaint you with Bay Alarm Company and our business philosophy.

Bay Alarm Company is committed to providing the finest security and fire services available in California.

- Since 1946 we have been a family owned and operated business, currently the largest privately held Alarm Company in the nation with a customer base of over 103,000.
- We operate our own UL FM approved monitoring station in California.
- We have been a leader in technology; as example, we were the first private alarm company to utilize long range radio for redundant and backup communications in the event of telephone service interruption or disconnection.
- We have thirteen full-service branch locations throughout California, strategically located to provide the maximum in efficiency for service to all of our customers.
- We offer and provide 24-hour emergency service, 365 days a year.

Bay Alarm Company is a leader in our industry and we are proud to be affiliated with the following associations and agencies:

California Alarm Association National Fire Protection Association (NFPA)
Central Station Alarm Association Better Business Bureau
National Burglar and Fire Alarm Association Security Network of America
California Automatic Fire Alarm Association Underwriters' Laboratories Listed

When you choose Bay Alarm Company as your alarm provider you can be assured, we will provide 100% customer satisfaction that is unequaled in the security industry.

Should you have any questions concerning the installation and service of your account, please contact any one of the following individuals at the phone number listed below:

Sales Rep:	Hamid Ahrari	(510) 867-1699
Sales Manager:	Limor Margalit	(408) 426-6118
Operations Manager	Dan Ryan	(510) 867-6423

Proposal Overview:

In order to address the construction site Security concerns, we have prepared the following quote to install wireless **Video Alarm Verification Systems**. These systems are designed for use in outdoor areas that were previously challenging to protect with electronic security due to the many variables that exist outside the four walls of a building.

The systems are designed to protect you from repeat visits by unwanted people by providing the Bay Alarm Central Station with video clips of what is happening in the area immediately at the area of concerns in the yard anytime a motion detector is tripped. Upon receipt of the clip, our Operators will be able to review it and make a determination of the necessary action to protect your business from Vandalism, Theft, or any other Security Related issue.

System Summary:

The objective of the systems is to deter unauthorized entry into restricted areas and apprehend the perpetrators through the use of a wireless video verification reporting system. Upon an alarm activation a 10 second video clip will be sent to the Bay Alarm Grade A, UL listed central station. Our operator will review the video clip and determine the appropriate course of action, which will be established and agreed upon between your company and Bay Alarm.

Each system is composed of the following 3 types of battery operated devices:

1. Main control panel – Will be installed within the protected area. This device will receive the arming, disarming, and video alarm signals; and transmit these signals through a cellular network to the Bay Alarm Central Station. The main control panel has a siren which can be turned on or off during the initial programming. Optional strobe can be included such that a particular system can be used primarily for deterrence, as well as to aid in identifying which panel is being targeted.
2. Keypad – will be installed within the protected area. This device is only needed for programming and servicing the system. The end user will not need to access this device.
3. Motion Viewers– The motion viewers are the devices that detect movement and capture a 10 second black and white video clip. The motion detection range is approximately 40’ in good lighting conditions and 25’ in low light conditions. The motion viewers will be placed in strategic areas to protect the yard. The motion viewer locations are detailed on the included diagrams. These device locations can be easily modified to fit your needs and will not affect the price, as we don’t need to factor in challenging wiring issues.

This system is a completely wireless system which has eliminated the need for a hardwired communication source (phone line or internet connection), power source, and device wiring. This design enables it to be very flexible and customizable. The motion viewers can be easily moved within a location as conditions change. Additionally, the entire system can be moved from one facility to another. Bay Alarm will assist when relocating a system from one location to another and will not consider it as a breach of any contract term. The contract term will be associated with the system and not the location.

Bay Guard System Proposal:

Bay to provide the following services:

- Monitoring of the video verification system by Grade A central station
- 24 hour emergency service, 365 days a year
- A Full Service Warranty for normal wear and tear at no additional charge, not including batteries

Bay to install the following equipment:

- One (1) GPRS Stand Alone Main Control Panel Communicator
- One (1) Keypad
- Two (2) Outdoor Motion Viewers with integrated infrared illuminators
- Six (6) Indoor Motion Viewers with integrated infrared illuminators
- One (1) Siren with Strobe

Motion Viewers will be strategically placed with attention being paid to cover as much area as possible. Bay Alarm reserves the right to remove or relocate any camera/motion detector that becomes a source of false alarm signals due to the area in which it is installed.

	<u>Bay Retained Ownership</u>
Installation charge:	\$1,500.00
Monthly charge for monitoring and full service:	\$195.00
Contract Term = 60 Months	

**Each Addition Motion Viewer for class rooms (indoor only):
Installation \$80.00 and Monthly Service \$8.00**

Agent Response Service: \$40.00 per month

-Four responses per year and \$25.00 per response thereafter

Thank you,

**Hamid Ahrari
(510) 867-1699**