System Proposal

Avigilon Integrated Video and Analytics Solution

Prepared specifically for:

Central Nine Career Center

Matthew D. Alexander
K-12 Account Executive
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"My radio is my lifeline. I can be anywhere in the school system, or even in the local hospital with an injured student and communicate back to the office. The radio upgrade has been phenomenal. "
— Eric Woodke
Dean of Students, Southport High School

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January 15, 2024

Central Nine Career Center

Mr. Robert Taylor

In accordance with your request, ERS Wireless is pleased to present this proposal for an Avigilon Video and Analytics Solution engineered to meet the specific needs of Central Nine Career Center. Included in this proposal is all equipment and labor needed to provide a turn-key system solution.

Our nation's schools are supposed to be safe for teaching and learning, free from crime and violence — a place where the next generation can grow and learn. Every child has the right to learn in a safe and supportive school environment. By bringing together the technologies and solutions you need to detect, analyze, communicate, and respond, we are helping you build a safe school. One where you can attract families to communities where students can thrive and where you can recruit the best teachers and faculty who can focus on educating the next generation

We look forward to working with Central Nine Career Center in the implementation of a best-in-class Video and Analytics Solution. Motorola and Avigilon provide industry leading quality and reliability with best-in-class audio and video that will provide you a long-term viable product that will be offered today and in the future.

If at any time during your evaluation process you have any questions or need further clarification, please do not hesitate to contact me.

Sincerely,

Matt Alexander

Matthew D. Alexander
K-12 Account Executive
ERS Wireless
812-592-0524
matt.alexander@erswireless.com

Motorola Safety Reimagined

At Motorola Solutions, we have created the mission-critical ecosystem you need to build a safer school environment. Combining voice, video, software and services, our ecosystem helps you not only respond and manage both the everyday and the critical emergencies, but also recognize patterns, anticipate actions, and help prevent situations as they develop.

Our breadth of solutions bridges the gap in areas of risk, which often thrive in the unknown and the unseen. They provide schools with the capabilities to detect, analyze, communicate, and respond to potential incidents. Through the power of the ecosystem, schools are better equipped to prevent security threats from becoming tragedies. By enabling modern incident management, they ensure that students are safer, and personnel can focus on the job at hand.

BECAUSE THE ONLY THING STUDENTS SHOULD WORRY ABOUT IS THEIR NEXT EXAM.

System Design and Capabilities

ERS Wireless is proposing a complete security surveillance system with video management software, HD cameras, an enterprise class 96 TB resilient server, and video analytics solution. This solution can integrate seamlessly with Avigilon access control, Motorola 2-Way radio systems for real time alerting to staff, as well as concealed weapons detection, vape detection systems, and Ally incident management software and more.

Avigilon's 96 TB network video recorder has Avigilon Control Center (ACC)™ preloaded and configured for maximum performance and reliability. They are easily integrated into any new or legacy Avigilon security system. This is a Dell custom built, and right sized storage server. Its engineered specifically for video processing and storage growth for Avigilon.

Avigilon "Enterprise" Control Center (ACC) 7 VMS Software

The ERS Wireless proposal includes the latest and most advanced version of our video management software, enhances the way security professionals manage and interact with high-definition video. enabling faster responses and reduced investigations times, ACC 7 software combines a powerful and intuitive interface with an advanced search technology called Avigilon Appearance Search™.

Best in class features your Avigilon system will deliver

LightCatcher Technology-

By increasing the amount of light and detail captured via the camera and decreasing the noise in the image, LightCatcher technology produces significantly more detail in color from a low-light scene than any other technology. This combination results in the ability to identify objects of interest more effectively.
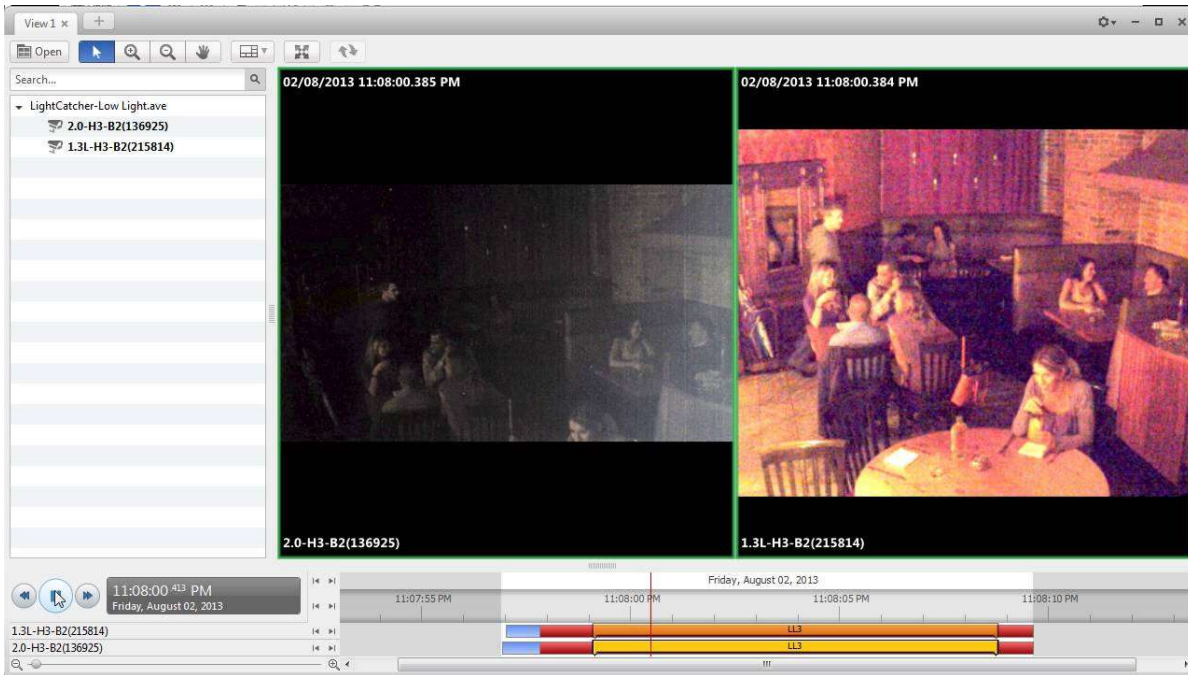
Avigilon Unusual Motion Detection (UMD) focused on recorded video-

Examines the scene and learns what motion is expected "usual" based on location, speed, and direction of motion for a given time of day or day of the week. Once it has a model, it compares with any motion detected. Motion that is sufficiently rare (unusual) generates meta-data. Video with unusual motion is a subset of video with motion. Video with unusual motion is tagged and can be filtered on the timeline and alerted. Investigators can quickly and easily review unusual video for relevancy.

Avigilon Appearance Search™ video analytics technology-

Avigilon Appearance Search™ video analytics technology is a sophisticated deep learning artificial intelligence (AI) search engine for video. It sorts through hours of video with ease. Appearance Search can improve incident response time and enhance forensic investigations by helping operators compile robust video evidence, create a powerful narrative of events, and reveal a vehicle or individual's route or last-known location.

Initiate Searches Based on Physical Descriptions. Operators can search for a person by selecting certain specific physical descriptions, including clothing color and gender.

Face Analytics Included in Search Incorporating the unique characteristics of a person's face enables the Appearance Search technology to understand that it is searching for the same person, even if items such as their clothing change over time.

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License plate recognition

Avigilon LPR analytics automatically reads license plate information from vehicles and constantly references a user-maintained database for prohibited vehicles. Once detected alerts can be sent out.

ERS Wireless proposed Avigilon HD Cameras

Create a safe environment by using the right camera for the right location. This proposal utilizes several different types of cameras; ceiling mounted, multi-sensors, corner mounts, etc.

VIDEO SECURITY
ENHANCE VISIBILITY, SAFETY, & SECURITY ACROSS THE CAMPUS

USE THE RIGHT CAMERA FOR THE RIGHT ENVIRONMENT
Create a safe and secure environment with cameras for every location - fisheye for classrooms, multisensor for hallways, high definition for parking lots.

VERIFY VISITOR IDENTITY AND AUTHORIZE ACCESS
Quickly and easily identify a visitor before remotely granting access with a video intercom system that allows clear viewing and two -way communication.

SEE MORE IN THE DARK
Capture critical details in low light environments with IR and LightCatcher ™ technologies to see clearly in any situation.

POWERFUL ALONE. GAME CHANGING TOGETHER.   MOTOROLA SOLUTIONS

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- Superior cameras with resolutions from 1 to 30 megapixels (MP), including the security industry's first single sensor 7K (30 MP) camera.
- Efficient bandwidth management technology.
- Embedded with self-learning video analytics for accurate people and vehicle detection.
- Easy to install, configure and use.

Equipment List

10	8MP H5A Fisheye Dome Camera
17	4MP H5A In-Ceiling IR Dome Camera with 3.3-9mm Lens
7	2x 3MP H5A Dual Head Outdoor Camera
2	H5A Multisensor 20MP Camera Module 3.3-5.7mm
2	H5A Multisensor 15MP Camera Module 3.3-5.7mm
1	4MP H6A Outdoor IR Dome Camera with 10.9-29mm Lens
1	NVR5-PRM-96TB-S19-NA
40	Unity Enterprise camera channel
1	In-ceiling adapter
1	Dome bubble and cover, for in-ceiling mount, clear.
3	Outdoor pendant mount adapter
3	Pendant wall arm adapter
2	Aluminum corner mounting bracket
1	Aluminum pole mounting bracket
3	Dome bubble and cover, for in-ceiling mount, clear.
1	IR Illuminator Ring for H5 Multisensor
2	POE++ Injector, 60W, NA
1	Altronix NETWAY1DWP Midspan Injector
1	Conduit/Misc Costs
4	Genesis 63611110 CAT6 Plenum Cable
1	Installation, Optimization, Freight

System Pricing

Base System Price: $100,000.00

System pricing includes 1-year ERS onsite system support.

1.0   ERS Wireless Scope of Work

1.1   ERS Wireless

1.1.1   ERS Wireless will assemble, test, and deliver the parts listed in the equipment list above.

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    1.1.2   ERS will install 39 new cameras according to the camera layout.

    1.1.3   ERS will run new Cat6A ethernet cable from nearest MDF/IDF to all camera locations inside and on the buildings.

    1.1.4   ERS will configure, aim and setup the camera analytics.

    1.1.5   ERS will install the new NVR in the MDF.

    1.1.6   ERS will configure, update the software, and upload the camera licenses onto the server.

1.1   Electrical

A.C. Power as required

2.0   Central Nine Career Center Responsibilities

2.1   Central Nine Career Center

Central Nine Career Center will supply the building, utilities, and all support systems.

    2.1.1   The existing Building steel system will be used for grounding.

    2.1.2   Provide IP addresses for Cameras and NVR.

    2.1.3   Provide use of existing point to point antennas to bring three parking lot pole camera feeds into the network.

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Why ERS Wireless

ERS Wireless is the largest Platinum Premier Partner with Motorola in the Midwest with 14 locations through-out Indiana, Michigan, Illinois, and Kentucky, with nearly 200 employees.

Experience You Can Count On!

Indiana University – Statewide
Perry Township Schools
Avon Community School Corporation
Mooresville Schools
Center Grove Community School Corporation
Richland-Bean Blossom Community School Corporation
Monroe County Community School Corporation
North Lawrence Community Schools
MSD of Lawrence Township
Clark-Pleasant Community School Corporation
MSD of Warren Township
Jennings County School Corporation
Northwestern School Corporation
Maconaquah School Corporation
Kokomo School Corporation
Bartholomew County School Corporation
Greater Clark County Schools
Sunman-Dearborn Community Schools
Southern Hancock Community School Corporation
Southwestern Jefferson County Consolidated Schools
Mitchell School Corporation
Madison Consolidated Schools
Western School Corporation

ERS Wireless currently has offices in the following locations:

-Bloomington Indiana   - Columbus Indiana
-Elkhart Indiana   - Evansville Indiana
-Fort Wayne Indiana   - Indianapolis Indiana
-Kokomo Indiana   - Ligonier Indiana
-Marion Indiana   - Muncie Indiana
-Lexington Kentucky   - Louisville Kentucky

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Proposal Acceptance

Signature below constitutes acceptance of the quotation, and hereby authorizes ERS Wireless to proceed with ordering all components.

Proposed By:
ERS Wireless

Acknowledged By:
Central Nine Career Center

Printed Name: _____

Printed Name: _____

Signature: _____

Signature: _____

Title: _____

Title: _____

Date: _____

Date: _____

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Emergency Radio Service, LLC dba ERS Wireless TERMS & CONDITIONS (Negotiable)

Terms. Terms of payment are subject to the approval of Emergency Radio Service, LLC dba ERS Wireless hereinafter called ERS Wireless, credit department. Payment options: Cash with Order, Cash on Delivery or Net 30. Forms of payment include Cash, Check, MasterCard, Visa or American Express. Proposals over $40,000 payment terms are 50% on order placement, 25% on equipment arrival at ERS Wireless facility, and 25% upon final customer installation and system acceptance unless otherwise noted.

Damage or Claim Loss. ERS Wireless responsibility for damage or loss in transit of goods purchased ceases upon delivery of the goods in good condition to the carrier and the buyer assumes all risk of damage and loss in transit. Claims for errors, deficiencies or imperfections shall not be considered unless made within ten (10) days after receipt of the goods against which claim is made. All claims must be made in writing and must expressly refer to the appropriate bill of lading and factory order numbers.

Any goods claimed defective shall be subject to inspection by ERS Wireless. Goods will not be taken back and repaired or replaced except by permission of ERS Wireless.

Cancellations. Orders placed with ERS Wireless may not be cancelled without the express written consent of ERS Wireless. Approved cancellations will be subject to; reimbursement of all ERS Wireless costs and associated with the order, including shipping and restocking charges.

Product Changes. In the interest of continuous product improvement ERS Wireless or any Manufacturers represented by ERS Wireless may fill orders with goods having improvements or changes that are not shown in ERS Wireless' price catalogs or printed matter.

Warranty. New equipment sold by ERS Wireless carries the Warranty of the manufacturer unless otherwise stated in the contract. These products must be properly installed, cared for, and operated under normal conditions, with competent supervision, and in accordance with the manufacturer's installation, operating and maintenance instructions.

ERS Wireless will not be responsible for performance deficiencies of the System caused by ancillary equipment, not furnished by ERS Wireless, attached to or used with the System provided hereunder. Additionally, ERS Wireless will not be responsible for System performance where the functionality is reduced for reasons beyond ERS Wireless' control including but not limited to i) the construction of a building that adversely affects the microwave path reliability or RF coverage; ii) the addition of additional frequencies at System sites that cause RF interference or intermodulation; iii) Customer changes to load usage and/or configuration outside the parameters originally specified; iv) any other act of parties who are beyond ERS Wireless' control, including Customer or its employees, contractors, consultants, or agents.

Replacement parts purchased from ERS Wireless are warranted for a period of 90 days from date of invoice against defects in material and workmanship. Parts furnished by ERS Wireless on a warranty basis are warranted only to the expiration date of the warranty of the product they are a part of.

This warranty supersedes and is in lieu of all other warranties express or implied, and no person, agent, or Representative is authorized to give any additional warranty on behalf of ERS Wireless or assume for ERS Wireless any other liability in connection with any supplied product.

No warranty is given in connection with used products and equipment, or products or equipment altered or rebuilt, without ERS Wireless' or the manufacturer's written approval, unless otherwise specified.

General Indemnity. ERS Wireless agrees to indemnify and hold Customer harmless from all liabilities which may accrue against Customer on account of direct physical damage to tangible property or personal injury to the extent the damage or injury is caused by ERS Wireless' negligence, the actions or negligent inactions of ERS Wireless, or that of its employees, subcontractors, or agents while on the Customer's premises during the delivery, installation, or testing of the Communications System pursuant to this Agreement. ERS Wireless indemnification of Customer under this section will be the full extent of ERS Wireless' Indemnification of Customer from liabilities that are in any way related to ERS Wireless' performance under this Agreement.

ERS Liability. ERS Wireless will use its best efforts to fill all orders given and accepted but it shall not be responsible or liable for delays or defaults occasioned by strikes, fires, floods, differences with workmen, accidents, the exercise of governmental authority, inability to obtain, or shortage of, materials, fuel, labor or transportation, for any reason, and all causes unavoidable or beyond ERS Wireless' control. ERS Wireless will not be responsible for any consequential damages arising from the installation or lack of performance of the equipment supplied on the face of this order.

Assignability. This Agreement may not be assigned by either party without the prior consent of the other party except that ERS Wireless may assign the Agreement to any of its affiliates or its right to receive payment without the prior consent of Customer. No assignment will release the assigning party from its obligations hereunder.

Title. Title of goods shipped by ERS Wireless will remain its property until full payment is received. ERS Wireless reserves the right to repossess all goods and remove without legal process, and that any payments which may have been made on account of same shall be retained by ERS Wireless as liquidated damages without prejudice to its right of recovery of further damage it may suffer from any cause.

Waiver. ERS Wireless' failure to object to provisions contained in the customer's order or any other communications shall not be deemed a waiver of the terms or conditions hereof nor acceptance of such provisions. No representations or guarantees other than those contained herein shall be binding upon ERS Wireless unless in writing and signed by an authorized officer of ERS Wireless.

Taxes. Any taxes that may be imposed upon the sale of the goods covered by this agreement, whether by Federal, State or Local Government shall be paid by the buyer in addition to the specified purchase price.

Proprietary Rights. All plans, specifications, drawings, and engineering data devised or designed by ERS Wireless shall remain the exclusive property of ERS Wireless and shall not be reproduced or altered excepting upon the written consent of authorized representatives of ERS Wireless.

Governing Law. This agreement shall be construed in accordance with the laws of and shall be deemed to have been executed in Ligonier, Indiana, Noble County.

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