


# Official Proposal

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License Numbers: B19447 | ACR-1930865 | SCR-G-2123149

Client	Project Location	Prepared By	
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### Proposal Details & Introductory Notes

Proposal Number DSCQ13131-05      Proposal Date Aug 11, 2022      Quote Expires 9/10/2022

Epic 6 The contract number is RFP# 4.22

Here's your Proposal for Upgrading the indoor and outdoor Cameras and Client Machines You have a total of 19 cameras on site. 18 of those cameras are brand-new Hanwha cameras that we installed last year. So we are going to replace 104 cameras. We are also going to replace all of the network switches that are tied to the system. In this quote also covers replacing the client computers that run the monitors. The servers that are installed are brand-new and I believe they will be fine. I'm also selling you the Hanwha wave VMS licenses. This is a one-time license fee per camera, no maintenance no referrals. We can do this in phases if you would like. Before we replace the client machines let's replace the cameras and the network switches. Once we get the Hanwha cameras installed we can switch everything to H.265 recording which should lower the band with and make everything run much smoother. Then if were still having issues with the clients we could swap those out.

Manufacturer Part #	Description	Qty	Unit Price	Ext. Price
	Proposal for Upgrading the Cameras and Client Machines Choice Partners Contract # 21/021MJ-14			
PNO-A9081R	4K Network AI IR Bullet Camera, Max. 4K resolution, 0.05Lux@F1.6 (Color), 0Lux (B/W, IR LED on), Day & Night(ICR), WDR(120dB), H.265, H.264, MJPEG codec, WiseStream?, Video Analytics based on AI, Object detection and classification(Person, Face, Vehicle, License Plate), Attribute, BestShot, Compatible with Wisenet Retail Insight v2.0 for Business Intelligence, Age/gender based People counting, Heatmap, Queue management!?, POE+	1.00	\$1,301.58	\$1,301.58
PNM-9031RV	Network vandal outdoor Multi-sensor dome camera, panoramic view with stitched image, (5MP X 4 sensors) 15MP @ 20fps, triple codec H.265/H.264/MJPEG with WiseStream II technology, WDR 120dB, IR viewable length 20m (65.5'), built in video analytics and sound classification, Heatmap, Bi-directional audio support, Micro SD 2 slots, IP66/IK10/NEMA4X, TPM 2.0 (FIPS 140-2 level 2), PoE+/12VDC	5.00	\$1,713.97	\$8,569.85
SBP-276HM	Cap adaptor for the PNM-9000VQ and PNM-9030V (Will fit the following accessories: SBP-300WM1, SBP-300WM, SBP-390WM1, SBP-300LM, SBP-300CM)	5.00	\$47.61	\$238.05

Manufacturer Part #	Description	Qty	Unit Price	Ext. Price
SBP-300WM1	Wall Mount Accessory, All caps except SBP-329HM and all outdoor PTZs Ivory	5.00	\$53.86	\$269.30
PNM-9000VD	Network vandal outdoor Multi-sensor Multi-Directional dome camera, (5MP X 2 sensors sold separately) 10MP @ 30fps, modular lenses from 3.7, 4.6 and 7.0mm lenses, triple codec H.265/H.264/MJPEG with WiseStream II technology, 120dB WDR, built in analytics, 2x SD card, hallway view, HLC, defog detection, DIS, PoE, IP66/IK10, -40°C ~ +55°C (-40°F ~ +131°F). Lens modules: SLA-5M3700D (3.7mm), SLA-5M4600D (4.6mm), SLA-5M7000D (7.0mm)	3.00	\$698.41	\$2,095.23
SBP-300WM1	Wall Mount Accessory, All caps except SBP-329HM and all outdoor PTZs Ivory	3.00	\$50.16	\$150.48
XNF-9010RV	Powered by WN7, 1/2.3" 12MP CMOS, Max resolution 3008x3008 @ 30FPS, 1.08mm fixed focal lents, Stereo graphic type lens, enhanced resolution for the peripheral regions, H.265, H.264, MJPEG codec supported, Fisheye, Single panorama, Double panorama, Quad view, On board dewarping, Digital PTZ, extreme WDR (120dB), WiseStream? support, Wise IR, IR viewable length 32.8' (10m), Virtual channel support, Plugin support, selectable I/O port, Video Analytics, Heatmap, People counting, Queue management, Hard coated dome cover, Handover, IP66/IK10/NEMA4X, PoE, 12VDC	3.00	\$761.90	\$2,285.70
SBP-167HMW	Hanging cap (white) for the indoor X Plus dome cameras	2.00	\$31.81	\$63.62
SBP-302CMS	Swivel adapter for pendant mount for SBP-302CM, SBP-302CM-12, SBP-302CM-36 and it also requires one mounting option either SBP-302CMA or SBP-302CMB	2.00	\$76.19	\$152.38
SBP-201HMW	Cap Adapter for the PNM-9000VD, PNM-7002VD Multi-sensor	3.00	\$31.12	\$93.36
QNV-8080R	Wisenet Q network outdoor vandal dome camera, 5MP @ 30fps, motorized vari-focal lens 3.1x (3.2 ~ 10.0mm) (100°~31°), triple codec H.265/H.264/MJPEG with Wisestream II, 120dB WDR, IR LEDs range 98', defocus detection, hallway View, SD card, video analytics, CVBS, open platform, IP66, IK10, PoE, white color	85.00	\$431.74	\$36,697.90
SBP-300KM	Corner Mount Adapter Accessory, use with SBP-300WM, Ivory	2.00	\$50.16	\$100.32
QNO-8080R	Wisenet Q network outdoor vandal bullet camera, 5MP @ 30fps, motorized vari-focal lens 3.1x (3.2 ~ 10.0mm) (100°~31°), triple codec H.265/H.264/MJPEG with Wisestream II, 120dB WDR, IR LEDs range 98', defocus detection, hallway View, SD card, video analytics, CVBS, open platform, IP66, IK10, PoE	4.00	\$430.43	\$1,721.72
SBO-126B	IR bullet camera back box. (XNO-L6080R)	4.00	\$31.12	\$124.48
PNM-9085RQZ	5MP x 4ch multi-directional camera, Motorized PTRZ support, Max. 30fps@5MP(H.265, H.264), 4.13~9.4mm(2.3x) motorized varifocal lens, IR viewable length : 30m, H.265, H.264, MJPEG codec, Multi streaming, Video analytics, WiseStream?,IP66, IK10, NEMA4X	3.00	\$2,412.65	\$7,237.95
SBP-300WMW	White Gooseneck mount	3.00	\$50.16	\$150.48
SBP-300KM	Corner Mount Adapter Accessory, use with SBP-300WM, Ivory	3.00	\$50.16	\$150.48
SBP-317HMW	Can be used with PNM-9084RQZ/9085RQZ. Mount screw size : PF 1 1/2", White	4.00	\$47.61	\$190.44
DGS-1210-28P	28-Port Gigabit Smart Managed PoE Switch	8.00	\$579.70	\$4,637.60

Manufacturer Part #	Description	Qty	Unit Price	Ext. Price
WAVE-PRO-48	WAVE Professional License. Enables forty-eight (48) IP stream recording, includes life-time SW upgrade. No annual & maintenance cost required.	2.00	\$5,028.48	\$10,056.96
WAVE-PRO-24	WAVE Professional License. Enables twenty-four (24) IP stream recording, includes life-time SW upgrade. No annual & maintenance cost required.	1.00	\$2,514.25	\$2,514.25
Labor Installation	Installation Labor		\$120.00	\$28,800.00
WWT-P-7401W	Small form factor Wisenet WAVE Client Workstation for 4 monitor output, Wisenet WAVE pre-installed, (10th Gen) Intel Core i7, 16GB RAM, 256 SSD OS Drive, Windows 10 IoT Enterprise, Nvidia Quadro P620 GPU w/ (4) Mini DisplayPort output, Single GbE NIC, (4) MiniDisplayPort to HDMI adapters included, Keyboard and mouse included	4.00	\$3,379.53	\$13,518.12
Labor Installation	Installation Labor		\$120.00	\$1,920.00
			<b>SubTotal</b>	<b>\$123,040.25</b>
			<b>Tax</b>	<b>\$0.00</b>
			<b>Shipping</b>	<b>\$0.00</b>
			<b>Total</b>	<b>\$123,040.25</b>

*Project is based upon acceptance of a mutually agreed upon contract Terms & Conditions. DSC considers this proposal an integral as part of any contract and/or purchase order offer. A written acceptance of this proposal, Letter of Intent, Signed Contract or Purchase Order will be required for DSC to begin any work on this project. Depending on the size and scope please allow 2-6 weeks for engineering submittals.*

*Most systems that are installed by DSC require connection to a network or Internet. It is the customer's responsibility to make sure that this connection is available. If DSC has to spend additional time troubleshooting network connections or port forwarding issues there will be an additional charge for the labor. Any Patch and Paint is by others.*

*Electrical work and conduit is excluded from this bid unless explicitly stated as a line item in this bid or proposal. Electrical Contractor is responsible for providing and installing all conduit/raceway, cable tray system, underground conduit, penetrations, sleeves with plastic bushings and fireproofing thereof, stub-ups, device boxes, standard electrical boxes, all special boxes furnished by DSC, mechanical areas and other areas as required, caddy bars and boxes, fittings and supports required for all field devices and control panels. J-box paint and label if required, A.C. power and connections to control panels, power supplies and devices such as actuators, dampers, DDC controllers, AHU'S fans, VFD'S, elevator recall etc. and as required by project drawings and DSC requirements.*

*Unless stated otherwise in the scope above, all materials and/or labor provided by DSC shall be under warranty against defects in material and workmanship under normal use and service, for a period of one year from date of acceptance or beneficial use, whichever occurs first.*

*If this quote contains lease payment options, the lease options are provided as an estimate only. Final lease payment amount is subject to credit verification and applicable taxes as required by law.*

*For clarification or further information on these exclusions and limitations, please contact us.*

