

**Cobb County Board of Education  
Board Meeting Agenda  
Thursday, September 29, 2011**

- **4:30 p.m. Call to Order**
- **4:30 p.m. Student Discipline Appeal**
- **5:00 p.m. Legislative Priorities**
- **6:00 p.m. Executive Session**
- **Motion to Reconvene from Executive Session**
- **Board Recognitions**
  - Cobb Public Safety Week October 3-9
  - District Teacher of the Year winner Coy Dunn
  - ASCA RAMP Recognition:
    - Campbell HS
    - Hillgrove HS
    - Nickajack ES
    - Sope Creek ES
- **Public Comment**
- **Invocation and Pledge of Allegiance** – Mrs. Lynnda Eagle
- **Approval of Minutes**
  - Board Work Session, Wednesday, September 14, 2011
- **Approval of Agenda**
- **Superintendent**
  - a. **Items Requiring Action following Executive Session** (if any)
    1. Personnel Matters
    2. Land
    3. Legal
    4. Students
  - b. **Agenda Items**
    - CONSENT AGENDA ITEMS**
      - CONSENT AGENDA ITEM #1** -- Recommendation for Authorization to Dispose of School District Generated Surplus Furnishings and Equipment

**CONSENT AGENDA ITEM #2** -- Recommendation to Grant a Utility Easement to GreyStone Power Corporation at Clarkdale Elementary School

**CONSENT AGENDA ITEM #3** – Recommendation to grant a Utility Easement to GreyStone Power Corporation at Mableton Elementary School

**CONSENT AGENDA ITEM #4** – STEAM Academy of Cobb

**DISCUSSION AGENDA ITEMS**

**DISCUSSION AGENDA ITEM #1** – Turning Point Charter Leadership Academy School of Excellence

**DISCUSSION AGENDA ITEM #2** -- Imagine International Academy of Mableton (IIAM)

**DISCUSSION AGENDA ITEM #3** -- International Academy of Smyrna (IAS)

**DISCUSSION AGENDA ITEM #4** -- Purchase of Land for Construction of a Second Entry Drive at Bryant Elementary School

**DISCUSSION AGENDA ITEM #5** -- Recommendation for Authorization to Award Bid 12-09, Video Surveillance Cameras

**DISCUSSION AGENDA ITEM #6** -- Recommendation for Authorization to Award RFP 13-11, HRMS / Payroll Solution

- **Ownership Linkage** – Board Newsletter
- **Board Business**
  - Approve Board Training Work Plan – Needs Assessment
  - F & T Committee Annual Report (Mr. Larry Savage, Chairman)
  - Committee Meeting Report (Mr. Tim Stultz)
- **Board Member Comments**
- **Adjourn**

**PENDING BOARD APPROVAL**

**THESE MINUTES ARE NOT OFFICIAL  
UNTIL APPROVED BY THE BOARD OF  
EDUCATION AND SIGNED BY THE  
CHAIRMAN AND EXECUTIVE SECRETARY**

**BOARD WORK SESSION  
COBB COUNTY, GEORGIA  
WEDNESDAY, SEPTEMBER 14, 2011**

The Cobb County Board of Education met in a Board Work Session at 514 Glover Street on Wednesday, August 10, 2011, 8:30 a.m. with the following members present: Messrs. Banks, Morgan, Stultz, Sweeney, Mesdames Angelucci, Bartlett, Eagle and Dr. Hinojosa, Executive Secretary.

All official meetings of the Cobb County Board of Education conform to state law and are open to the public. The minutes of this meeting are available for public review anytime during the regular office hours or on our website: [www.cobb.k12.ga.us](http://www.cobb.k12.ga.us).

**PUBLIC COMMENT** – Two speakers addressed the Board.

**CALL TO ORDER** –Mrs. Bartlett called the meeting to order at 8:35 a.m. and led the group in the Pledge of Allegiance.

**APPROVAL OF MINUTES**

A motion was made by Mr. Morgan, seconded by Mr. Sweeney, and unanimously approved by the Board to approve the following meeting minutes:

- Board Meeting, Thursday, August 25, 2011

Motion carried 7-0.

**SUPERINTENDENT REPORT**

- Superintendent's Entry Plan
  - Dr. Hinojosa presented his entry plan results

**AGENDA ITEMS:** The Board discussed the following Agenda Items. These items will be brought forth for a vote at the Thursday, September 29, 2011 Board Meeting.

**CONSENT AGENDA ITEMS**

**AGENDA ITEM #1 -- Recommendation for Authorization to Dispose of School District Generated Surplus Furnishings and Equipment**

**Without objection this item will be placed on the Consent Agenda for the Thursday, September 29, 2011 Board meeting**

**AGENDA ITEM #2 -- Recommendation to Grant a Utility Easement to GreyStone Power Corporation at Clarkdale Elementary School**

**Without objection this item will be placed on the Consent Agenda for the Thursday, September 29, 2011 Board meeting**

**AGENDA ITEM #3 – Recommendation to Grant a Utility Easement to GreyStone Power Corporation at Mableton Elementary School**

**Without objection this item will be placed on the Consent Agenda for the Thursday, September 29, 2011 Board meeting**

**AGENDA ITEM #4 – Purchase of Land for Construction of a Second Entry Drive at Bryant Elementary School**

**Without objection this item will be placed on the Discussion Agenda for the Thursday, September 29, 2011 Board meeting**

**AGENDA ITEM #5 -- Recommendation for Authorization to Award Bid 12-09, Video Surveillance Cameras**

**Without objection this item will be placed on the Discussion Agenda for the Thursday, September 29, 2011 Board meeting**

**AGENDA ITEM #6 -- Recommendation for Authorization to Award RFP 13-11, HRMS / Payroll Solution**

**Without objection this item will be placed on the Discussion Agenda for the Thursday, September 29, 2011 Board meeting**

**AGENDA ITEM #7 – STEAM Academy of Cobb**

**Without objection this item will be placed on the Consent Agenda for the Thursday, September 29, 2011 Board meeting**

**AGENDA ITEM #8 – Turning Point Charter Leadership Academy School of Excellence**

**Without objection this item will be placed on the Discussion Agenda for the Thursday, September 29, 2011 Board meeting**

**AGENDA ITEM #9 – Imagine International Academy of Mableton (IIAM)**

**Without objection this item will be placed on the Discussion Agenda for the Thursday, September 29, 2011 Board meeting**

**AGENDA ITEM #10 – International Academy of Smyrna (IAS)**

**Without objection this item will be placed on the Discussion Agenda for the Thursday, September 29, 2011 Board meeting**

**EXECUTIVE SESSION** – A motion was made by Mr. Stultz, and seconded by Mr. Sweeney, to convene to Executive Session at 11:15 a.m. Motion carried 7-0.

**MR. STULTZ DID NOT RETURN TO THE OPEN MEETING.**

**RECONVENE FROM EXECUTIVE SESSION** – A motion was made by Mrs. Eagle, seconded by Mrs. Angelucci, and unanimously approved by the Board to reconvene from Executive Session at 1:30 p.m. Motion carried 6-0.

### **PERSONNEL**

**Reorganization:** Dr. Hinojosa presented his Reorganization Chart and reviewed the new positions and functions for the following personnel:

Alice Stouder	-	Deputy Superintendent for Leadership & Learning
Chris Ragsdale	-	Deputy Superintendent for Operations
Dr. Judi Jones	-	Chief Academic Officer
Mike Addison	-	Chief Financial Officer
Dr. Cheryl Hungerford	-	Chief of Staff
Robert Benson	-	Area Assistant Superintendent

A motion was made by Mrs. Eagle, seconded by Mr. Sweeney and unanimously approved by the Board to approve the Superintendent's recommendation as presented. Motion carried 6-0.

**Personnel Report:** Administration recommended approval of the Personnel Report as presented.

A motion was made by Mrs. Eagle, seconded by Mr. Morgan and unanimously approved by the Board to approve administration's recommendation as presented. Motion carried 6-0.

**Employee Termination Hearing:** A motion was made by Mrs. Eagle, seconded by Mr. Sweeney and unanimously approved by the Board to affirm the recommendation of the three Board Member panel.

**APPROVAL OF AGENDA** – A motion was made by Mr. Sweeney, seconded by Mr. Morgan, and unanimously approved by the Board to approve the agenda as presented. Motion carried 6-0.

### **BOARD BUSINESS**

#### **Mr. Banks**

- Classroom Usage of Technology Audit
  - Administration will prepare a draft proposal for review by the Board.

- Mr. Banks requested that this audit be completed by January 2012.

**Mrs. Eagle**

- School Lunch Program Update Presentation by Cynthia Downs, Executive Director for Food and Nutrition
- Success for All Students Presentation by Matt Yancey

**Mrs. Bartlett**

- Board Training Work Plan – Needs Assessment (Mr. Arasi)
- Board of Distinction Explanation (Mr. Arasi)
- Legislative Priorities – will be discussed at 5:00 p.m. prior to the Thursday, September 29, 2011 Board meeting

**ADMINISTRATIVE RULE MODIFICATIONS -- Previously Submitted to the Board for Review:**

<b>INDEX</b>	<b>ADMINISTRATIVE RULE TITLE</b>
GBEC	Drug Free Workplace
GCC	Sick Leave/Short-Term/Long-Term Leaves and Absences
JIH	Student Conduct: Interrogations, Interviews and Searches

**BOARD MEMBER REMARKS**

**ADJOURN** – Without objection, the Board adjourned the meeting at 3:35 p.m.

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**CHAIRMAN**

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**EXECUTIVE SECRETARY**

**COBB COUNTY BOARD OF EDUCATION  
AGENDA ITEM  
September 29, 2011**

**TOPIC:**

**CONSENT AGENDA ITEM #1** -- Recommendation for Authorization to Dispose of School District Generated Surplus Furnishings and Equipment

**BACKGROUND:**

Through normal operations, the district generates surplus furnishings and equipment due to damage and obsolescence on a regular basis. Items that are no longer needed by a school or department but are still in good condition and re-usable are made available to other schools and departments at no charge. Items that are no longer usable in the District are declared surplus. **State Law requires School Board approval for District Property to be designated as surplus under §20-2-520 of the Georgia Code of Laws.** The need to dispose of these items in an efficient, cost effective and expeditious manner is imperative to the district. Items are currently stored in the District warehouse that have been deemed surplus. A complete list of current surplus items is on file in the Superintendent's office or on the District's website under Meeting Agenda Items. All items listed are no longer of use by the District.

- Methods available to dispose of surplus items include:
- Public auction
- Sealed bid or private sale
- The State of Georgia Department of Administrative Services on-line and public auction services
- Sale to other public school districts at costs equal to previous auction results
- On line auctions
- Negotiated contracts

Upon Board approval of the attached lists, the Financial Services Division will dispose of this surplus in a manner that is the most cost effective and efficient for the district as outlined in Administrative Rule DN. Acceptable methods of disposal will be continually reviewed to maximize our return on investment

**Board Priority: Responsible Fiscal Stewardship to Include SPLOST Management – Goal 1**

**ALTERNATIVES:**

1. Approve the recommendation for authorization to dispose of school district generated surplus furnishings and equipment as detailed in the list on file in the Superintendent's office.
2. Do not approve the recommendation for authorization to dispose of school district generated surplus furnishings and equipment as detailed in the list on file in the Superintendent's office.

**SUPERINTENDENT'S RECOMMENDATION:**

Approve the recommendation for authorization to dispose of school district generated surplus furnishings and equipment as detailed in the lists on file in the Superintendent's office.

**COSTS:**

The District will receive revenue for the disposal of these items. The revenues received will assist in deferring labor costs for management of the disposal process.

**CONSENT AGENDA ITEM #1**

**RATIONALE:**

The disposing of surplus in a timely manner will reduce labor costs and maximize return on investment.

**DATA SOURCES:**

Mike Addison  
Alisa Morningstar  
Howard Siggelko

**COBB COUNTY BOARD OF EDUCATION  
AGENDA ITEM  
September 29, 2011**

**TOPIC:**

**CONSENT AGENDA ITEM #2** -- Recommendation to Grant a Utility Easement to GreyStone Power Corporation at Clarkdale Elementary School

**BACKGROUND:**

GreyStone Power Corporation is requesting a utility easement for the purpose of providing power to the new Clarkdale Elementary School and construction site. This utility easement will measure approximately 26,681 sq. ft.

**Board Priority: Safe, Healthy & Innovative Learning Environments**

**Goal I: Provide a safe, secure, and healthy environment for all students and staff**

**ALTERNATIVES:**

1. Approve the recommendation to grant a utility easement to GreyStone Power Corporation at Clarkdale Elementary School.
2. Do not approve the recommendation to grant a utility easement to GreyStone Power Corporation at Clarkdale Elementary School.

**SUPERINTENDENT'S RECOMMENDATION:**

Approve the recommendation to grant a utility easement to GreyStone Power Corporation at Clarkdale Elementary School.

**COST:**

No Cost

**RATIONALE:**

Granting of this utility easement will allow GreyStone Power Corporation to provide power to the new Clarkdale Elementary School currently under construction.

**DATA SOURCE:**

Doug Shepard  
Dennis Campbell  
Board Attorney





# Clarkdale ES Right-of-Way Easement



Map center: 33° 50' 30.2" N, 84° 38' 3.5" W

This map is a user generated static output from an Internet mapping site and is for general reference only. Data layers that appear on this map may or may not be accurate, current, or otherwise reliable. THIS MAP IS NOT TO BE USED FOR NAVIGATION.



Scale: 1:3,100

**COBB COUNTY BOARD OF EDUCATION  
AGENDA ITEM  
September 29, 2011**

**TOPIC:**

**CONSENT AGENDA ITEM #3** – Recommendation to grant a Utility Easement to GreyStone Power Corporation at Mableton Elementary School

**BACKGROUND:**

GreyStone Power Corporation is requesting a utility easement for the purpose of providing power to the new Mableton Elementary School and construction site. The utility easement will measure approximately 14,145.0 sq. ft.

**Board Priority: Safe, Healthy & Innovative Learning Environments**  
**Goal I: Provide a safe, secure, and healthy environment for all students and staff**

**ALTERNATIVES:**

1. Approve the recommendation to grant a utility easement to GreyStone Power Corporation at Mableton Elementary School.
2. Do not approve the recommendation to grant a utility easement to GreyStone Power Corporation at Mableton Elementary School.

**SUPERINTENDENT'S RECOMMENDATION:**

Approve the recommendation to grant a utility easement to GreyStone Power Corporation at Mableton Elementary School.

**COST:**

No Cost

**RATIONALE:**

Granting of this utility easement will allow GreyStone Power Corporation to provide power to the new Mableton Elementary School currently under construction.

**DATA SOURCE:**

Doug Shepard  
Dennis Campbell  
Board Attorney



# Mableton Elementary Revised Easement

V-97  
R-20  
OCT 2008

Dashed line indicates underground easement.  
Distance = 1414.5 feet, width = 10 feet.

New Construction Area

Unincorporated



Map center: 33° 49' 30.5" N, 84° 35' 1.2" W

This map is a user generated static output from an Internet mapping site and is for general reference only. Data layers that appear on this map may or may not be accurate, current, or otherwise reliable. THIS MAP IS NOT TO BE USED FOR NAVIGATION.



Scale: 1:2,400

**COBB COUNTY BOARD OF EDUCATION  
AGENDA ITEM  
September 29, 2011**

**TOPIC:**

**CONSENT AGENDA ITEM #4 – STEAM Academy of Cobb**

**BACKGROUND:**

STEAM Academy of Cobb re-submitted a petition on July 21, 2011 requesting a five (5) year charter in the Cobb County School District. STEAM Academy of Cobb has asked the Cobb County Board of Education to approve this charter. The petition has been reviewed by Financial Services, the Office of Accountability, Curriculum & Instruction, Special Student Services and Brock/Clay.

**Board Priority: Responsible fiscal stewardship to include SPLOST management – Goal 2**

**ALTERNATIVES:**

1. Approve STEAM Academy of Cobb charter petition
2. Do not approve STEAM Academy of Cobb charter petition

**SUPERINTENDENT’S RECOMMENDATION:**

Do not approve STEAM Academy of Cobb charter petition

**COST:**

**RATIONALE:**

Based on the review of the petition, several concerns exist including, but not limited to financial planning, and planned services for federally identified populations of students.

**DATA SOURCES:**

Alice Stouder  
Robert Benson  
Mike Addison  
Judith Jones  
Debby Jones  
U. S. Davidson, Jr.  
Board Attorney

**COBB COUNTY BOARD OF EDUCATION  
AGENDA ITEM  
September 29, 2011**

**TOPIC:**

**DISCUSSION AGENDA ITEM #1 – Turning Point Charter Leadership Academy School of Excellence**

**BACKGROUND:**

Turning Point Charter Leadership Academy School of Excellence re-submitted a petition on July 21, 2011 requesting a five (5) year charter in the Cobb County School District. Turning Point Charter Leadership Academy School of Excellence has asked the Cobb County Board of Education to approve this charter. The petition has been reviewed by Financial Services, the Office of Accountability, Curriculum & Instruction, Special Student Services and Brock/Clay.

**Board Priority: Responsible fiscal stewardship to include SPLOST management – Goal 2**

**ALTERNATIVES:**

1. Approve Turning Point Charter Leadership Academy School of Excellence charter petition
2. Do not approve Turning Point Charter Leadership Academy School of Excellence charter petition

**SUPERINTENDENT’S RECOMMENDATION:**

Do not approve Turning Point Charter Leadership Academy School of Excellence charter petition

**COST:**

N/A

**RATIONALE:**

Based on the review of the petition, several concerns exist including, but not limited to academic innovation, accountability, financial planning, and planned services for federally identified populations of students.

**DATA SOURCES:**

Alice Stouder  
Robert Benson  
Mike Addison  
Judith Jones  
Debby Jones  
U. S. Davidson, Jr.  
Board Attorney

**COBB COUNTY BOARD OF EDUCATION  
AGENDA ITEM  
September 29, 2011**

**TOPIC:**

**DISCUSSION AGENDA ITEM #2 -- Imagine International Academy of Mableton (IIAM)**

**BACKGROUND:**

Imagine International Academy of Mableton (IIAM) began when a group of concerned parents contacted Imagine Schools, Inc. about the possibility of opening a charter school in Mableton. On November 17, 2005 an informational meeting was held at Kennesaw Charter School and approximately 30 parents attended from the Mableton community. On February 23, 2006 a community meeting was held and over 400 families attended. It was decided that more than one school was needed to accommodate the overwhelming interest. Imagine Schools, Inc. announced that they would fund two schools, the Imagine International Academy of Mableton and the International Academy of Smyrna. The charter petitions were approved on August 24, 2006.

Imagine International Academy of Mableton (IIAM) re-submitted a petition on July 21, 2011 requesting a two (2) year charter in the Cobb County School District. Imagine International Academy of Mableton (IIAM) has asked the Cobb County Board of Education to approve this charter.

The petition has been reviewed by Financial Services, the Office of Accountability, Curriculum & Instruction, Special Student Services and Brock/Clay.

**Board Priority: Responsible fiscal stewardship to include SPLOST management – Goal 2**

**ALTERNATIVES:**

1. Approve Imagine International Academy of Mableton (IIAM) charter petition
2. Do not approve Imagine International Academy of Mableton (IIAM) charter petition

**SUPERINTENDENT'S RECOMMENDATION:**

Do not approve Imagine International Academy of Mableton (IIAM) charter petition

**COST:**

**RATIONALE:**

Based on the review of the petition, several concerns exist including, but not limited to financial planning, academic innovation, and planned services for federally identified populations of students

**DATA SOURCES:**

Alice Stouder  
Robert Benson  
Mike Addison  
Judith Jones  
Debby Jones  
U. S. Davidson, Jr.  
Board Attorney

**COBB COUNTY BOARD OF EDUCATION  
AGENDA ITEM  
September 29, 2011**

**TOPIC:**

**DISCUSSION AGENDA ITEM #3 -- International Academy of Smyrna (IAS)**

**BACKGROUND:**

Imagine International Academy of Smyrna (IIAS) began when a group of concerned parents contacted Imagine Schools, Inc. about the possibility of opening a charter school in Mableton. On November 17, 2005 an informational meeting was held at Kennesaw Charter School and approximately 30 parents attended from the Mableton community. On February 23, 2006 a community meeting was held and over 400 families attended. It was decided that more than one school was needed to accommodate the overwhelming interest. Imagine Schools, Inc. announced that they would fund two schools, the Imagine International Academy of Mableton and the International Academy of Smyrna. The charter petitions were approved on August 24, 2006.

International Academy of Smyrna (IAS) re-submitted a petition on July 21, 2011 requesting a five (5) year renewal charter in the Cobb County School District.

The petition has been reviewed by Financial Services, Office of Accountability, Curriculum & Instruction, Special Student Services, and Brock/Clay.

**Board Priority: Responsible fiscal stewardship to include SPLOST management – Goal 2**

**ALTERNATIVES:**

1. Approve International Academy of Smyrna (IAS) charter petition
2. Do not approve International Academy of Smyrna (IAS) charter petition

**SUPERINTENDENT'S RECOMMENDATION:**

Approve International Academy of Smyrna (IAS) charter petition

**COST:**

**RATIONALE:**

Based on the review of the petition, staff believes that the self-governing leadership associated with the International Academy of Smyrna has the capacity to sustain a financially viable and unique charter school in the Cobb County School District.

**DATA SOURCES:**

Alice Stouder  
Robert Benson  
Mike Addison  
Judith Jones  
Debby Jones  
U. S. Davidson, Jr.  
Board Attorney

**COBB COUNTY BOARD OF EDUCATION  
AGENDA ITEM  
September 29, 2011**

**TOPIC:**

**DISCUSSION AGENDA ITEM #4 -- Purchase of Land for Construction of a Second Entry Drive at Bryant Elementary School**

**BACKGROUND:**

The SPLOST III Referendum includes funding for construction of a second driveway at Bryant Elementary School and land acquisition.

The District staff and brokerage consultant have negotiated the purchase of a 2.1 acre single family residence from Ronald Weis and Eagle Lake Inc. for \$169,900.00. The property aligns with the signalized intersection of Blair Bridge Road and South Gordon Road. The Cobb County Department of Transportation has agreed to fund improvements at this intersection to provide a dedicated school bus entry and exit point.

In accordance with the transparency recommendations adopted by the Board on August 12, 2009, the purchase contract is attached to this agenda item for consideration. Approval vote shall occur no sooner than the next meeting of the Board scheduled for September 29, 2011.

**Board Priority: Safe, Healthy & Innovative Learning Environments**

**Goal I: Provide a safe, secure, and healthy environment for all students and staff**

**Board Priority: Responsible Fiscal Stewardship to Include SPLOST Management**

**Goal I: Manage financial resources effectively and efficiently**

**ALTERNATIVES:**

1. Approve the purchase of land for construction of a second entry drive at Bryant Elementary School.
2. Do not approve the purchase of land for construction of a second entry drive at Bryant Elementary School.

**SUPERINTENDENT'S RECOMMENDATION:**

Approve the purchase of land for construction of a second entry drive at Bryant Elementary School.

**COST:**

The cost to be: \$169,900.00

To be taken from account: 0308-201-4266-LAND-7102-0166

Budgeted: **Yes** -- SPLOST III Land

**RATIONALE:**

Approval will provide land needed for the construction of a second entry drive at Bryant Elementary School. The driveway is recommended to improve traffic flow by separating bus and auto traffic. The location will allow for signalized access at an optimal location approved by the Cobb County Department of Transportation.

**DISCUSSION AGENDA ITEM #4**



**DATA SOURCE:**

Doug Shepard  
Dennis Campbell  
Board Attorney

**AGREEMENT FOR PURCHASE AND SALE**

THIS AGREEMENT is made and entered into as of the 20<sup>th</sup> day of May, 2011, by and between **RONALD WEIS**, an individual resident of the State of Georgia and **EAGLES LAKE, INC.**, a Georgia corporation (hereinafter collectively referred to as "Seller"), **COBB COUNTY BOARD OF EDUCATION**, a political subdivision of the State of Georgia (hereinafter referred to as "Purchaser"), and **BROCK, CLAY, CALHOUN & ROGERS, LLC**, a Georgia limited liability company (hereinafter referred to as "Escrow Agent").

**WITNESSETH:**

**NOW AND THEREFORE**, in consideration of the mutual covenants herein contained and other good and valuable consideration, the receipt and sufficiency of which are hereby acknowledged, the parties hereby covenant and agree as follows:

**1.0 Agreement to Sell and to Purchase.** Seller agrees to sell and Purchaser agrees to purchase, upon the terms and conditions hereinafter set forth, all that tract or parcel of land lying and being in Land Lot 384 of the 18th District, 2<sup>nd</sup> Section of Cobb County, Georgia, consisting of approximately 2.10+/- acres in the aggregate, and being more particularly described in Exhibit "A" attached hereto and by this reference made a part hereof, together with all timber and improvements located thereon and all easements, appurtenances and hereditaments appertaining thereto and including all alleys, ways, easements and rights-of-way abutting or adjoining said real property (hereinafter collectively referred to as the "Property").

**2.0 Purchase Price.** The purchase price for the Property shall be ONE-HUNDRED SIXTY-NINE THOUSAND NINE-HUNDRED AND NO/100THS DOLLARS (\$ 169,900.00 the "Purchase Price"). At the Closing (hereinafter defined), Purchaser shall pay to Seller the

Purchase Price in cash via wire transfer, less a credit for Earnest Money and any other prorations as provided for herein.

**3.0 Earnest Money.** The Purchaser, on or before five (5) business days after the Effective Date (as defined hereinbelow) of this Agreement, shall deliver to Escrow Agent the Purchaser's earnest money check in the amount of ONE THOUSAND AND 00/100ths DOLLARS, (\$1,000.00) (the "Earnest Money"). At the Closing, Escrow Agent shall pay by wire transfer the Earnest Money to Seller and the Earnest Money shall be applied and credited in reduction of the Purchase Price. If Purchaser shall exercise any right or option under this Agreement to rescind, cancel or terminate this Agreement, then Escrow Agent, after the passage of any required notice periods, shall immediately refund the Earnest Money to Purchaser, less the sum of ONE HUNDRED AND NO/100<sup>THS</sup> DOLLARS (\$100.00) which shall be paid to Seller in consideration for this Agreement, whereupon this Agreement shall terminate and the parties to this Agreement shall have no further rights, duties or obligations under this Agreement, except as otherwise specifically provided in this Agreement.

**4.0 Survey.** Prior to the expiration of the Inspection Period (defined below), Purchaser may have a survey (the "Survey") of the Property made at the expense of Purchaser. Seller shall deliver to Purchaser at Closing (hereinafter defined) a Limited Warranty Deed containing the legal description attached as Exhibit "A" and a Quitclaim Deed containing the legal description based on the Survey.

**5.0 Provision of Documents by Seller.** Within five (5) business days after Seller's execution of this Agreement, Seller will provide to Purchaser all of the following materials

which are in Seller's possession: a copy of any title information (including owner's title insurance policy and any loan policies); a copy of the most recent survey of the Property; a copy of any soil reports relative to the Property; a copy of environmental reports relative to the Property which have been obtained by Seller. Purchaser acknowledges that any materials provided pursuant to this Paragraph by Seller to Purchaser are made without any representations or warranties as to the accuracy or contents thereof, and Purchaser acknowledges and agrees that it shall not be entitled to rely upon any of such materials. Despite the provision of the materials provided in this Paragraph 5.0, Purchaser acknowledges that it shall be solely responsible for ordering its own title insurance commitment and title insurance policy, providing a current survey, obtaining an environmental audit or report relative to the Property, and any other inspections and reports desired by Purchaser, all at Purchaser's sole expense.

**6.0 Inspection and Approval Period.** For a period beginning on the Effective Date (defined below) and ending ninety (90) days after the Effective Date (hereinafter the "Inspection Period"), Purchaser, its agents or representatives, at Purchaser's expense and at reasonable times during normal business hours, shall have the right to enter upon the Property for the purpose of inspecting, examining (including soil boring and environmental audit), testing, surveying the Property and procuring all approvals needed by Purchaser. Should Purchaser discover during the Inspection Period that the Property is unsuitable for whatever reason, at Purchaser's sole discretion, then Purchaser may terminate this Agreement (in which case the sum of \$100.00 shall be disbursed to Seller out of the Earnest Money in consideration of the making of this Agreement by Seller), and the balance of the Earnest Money shall be returned to Purchaser and the parties shall have no other further obligations, rights or duties hereunder. Purchaser assumes all

responsibility for the acts of itself, its agents, or representatives in exercising its rights under this paragraph and agrees to hold Seller harmless of and from any damages resulting therefrom.

**7.0 Representations and Warranties.** As a material inducement to Purchaser entering into this Agreement, each Seller hereby jointly and severally represents, warrants and covenants that the following matters are true and correct. Seller hereby covenants that, and as a condition to Purchaser's obligations hereunder, such representations and warranties shall be materially accurate at Closing.

(a) Utilities. The Property is currently served by the following public utilities, power, gas, electricity, water and telephone; all of such utilities enter upon and are operated through valid public or private easements or rights of way.

(b) Access. The Property has direct access to a public right of way to serve the Property.

(c) Encroachments. The Property does not encroach onto adjacent property nor is the Property subject to any encroachments.

(d) Liabilities. Seller has not entered into any agreements, or incurred any liabilities or obligations to Cobb County, or any other municipal subdivision or department thereof relating to the Property which shall be the responsibility of Purchaser after Closing.

(e) Authority. Seller is the sole and legal owner of the Property. Seller has the full power and authority to sell, assign and transfer the Property to the Purchaser subject to the terms and provisions of this Agreement.

(f) Binding Agreement. This Agreement, when executed and delivered by Seller to Purchaser, shall constitute a valid and binding obligation of the Seller, and will be enforceable in accordance with its terms.

(g) Execution. The execution and delivery of all instruments and documents required hereunder to consummate the transactions provided for herein have been or will have been obtained and properly executed at the time of the Closing, and such instruments and documents will, when executed and delivered by Seller, constitute a valid and binding obligation of the party or parties executing and delivering the same in accordance with their terms.

(h) Title Exceptions. Seller owns the Property free and clear of all liens, special assessments, easements, reservations, restrictions, covenants and encumbrances other than the Permitted Title Exceptions, and that there are no other persons or entities who

have any rights to acquire the Property or have any rights or claims therein or thereto or for any portion thereof which will survive Closing.

(i) Litigation. There are no actions, suits, claims, demands or proceedings of any kind or nature whatsoever, legal or equitable, affecting the Property or any portion or portions thereof or relating to or arising out of the ownership of the Property, in any court or before any federal, state, county or municipal department, commission, board, bureau or agency or other governmental instrumentality.

(j) Liens. There are no outstanding State or Federal tax liens, claims or demands pending against the Seller which constitute or will constitute a lien against the Property.

(k) No Further Encumbrances. After the date of this Agreement, Seller shall not grant or otherwise create or consent to the creation of any easement, restriction, lien, assessment, encumbrance or other matter affecting title to the Property or any portion or portions thereof except as agreed to by Purchaser in writing.

(l) Environmental. Neither the Property nor any portion thereof is in violation of any federal, state or local law, ordinance or regulation relating to any Hazardous Substances and there exists no presence, use, treatment, storage, release or disposal of any Hazardous Substances at, on or beneath the Property which has created or is likely to create any liability (public or private) of owners or occupants of the Property under any current federal, state or local law or regulation or which would require reporting to a governmental agency. No Hazardous Substances are present at, on or beneath any parcel of property or property adjacent to the Property and no parcel or property adjacent to the Property is in violation of any laws, ordinances, rules or regulations with respect to Hazardous Substances. As used herein, the term "Hazardous Substances" means petroleum, petroleum products, asbestos, asbestos containing materials, polychlorinated bi-phenyls ("PCBs") any other hazardous, toxic or dangerous substance, material, or waste as defined for purposes of the Comprehensive Environmental Response, Compensation and Liability Act of 1980, 42 U.S.C. Section 9601 ("CERCLA"); Hazardous Materials Transportation Act, 49 U.S.C. Section 1802 ("HMTA"); the Resource Conservation and Recovery Act, 42 U.S.C. Section 6901 ("RCRA"), and all amendments to the foregoing, or any other federal, state or local law, ordinance, rule or regulation applicable to the Property, and establishing liability, standards or required action as to discharge, spillage, storage, uncontrolled loss, seepage, filtration, disposal, removal, use or existence of a hazardous, toxic or dangerous substance, material or waste. No asbestos, asbestos containing materials or PCBs are contained in or stored on or under the Property. There has never been a landfill containing decomposable material, petroleum wells, mineral-bearing mines, sewage treatment facilities, storage tanks, sink holes, radon or other toxic emissions in, on or under the Property; and the Property has never been used as a storage facility or dumping ground for oil, oil by-products, sludge, radioactive substances, construction debris or refuse or any other material which would be classified as a "hazardous substance" under federal, state or local laws or ordinances.

**8.0 Closing Prorations.** All State, County and Municipal ad valorem taxes for the year 2011 shall be pro-rated as of midnight of the day of Closing and shall increase or decrease the Purchase Price.

**9.0 Title.** At Closing, as an express condition to Purchaser's obligation to consummate the transaction contemplated by this Agreement, Purchaser shall be entitled to have conveyed to Purchaser by Seller insurable, good and marketable fee simple title to the Property, free and clear of all liens, rights to liens (including choate or inchoate federal estate taxes), deeds to secure debt, mortgages, encroachments, leases, matters of survey and other encumbrances whatsoever, except for those exceptions listed on Exhibit "B" attached hereto and made a part hereof (hereinafter referred to as "Permitted Title Exceptions"). "Marketable Title" as used herein shall be determined by Georgia law as supplemented by the title standards of the State Bar of Georgia. Such title shall be insurable by any licensed title insurance company chosen by Purchaser on its standard form of owner's policy ALTA Form-B (with all standard exceptions removed therefrom, provided Purchaser delivers to the title company an updated survey of the Property) at its standard rate with exception to only the Permitted Title Exceptions. Following the expiration of the Inspection Period, Purchaser shall have the right to check down the title and notify Seller of any new title items or matters which arise from the date of the last title inspection to the date of Closing, and Seller shall clear said items at or prior to Closing.

**10.0 Title Examination.** During the Inspection Period, Purchaser shall examine title to the Property. Should there exist any matters of title or survey other than the Permitted Title Exceptions, Purchaser shall notify Seller prior to the expiration of the Inspection Period, but in all events, not later than five (5) days prior to the expiration of the Inspection Period. No later than five (5) days prior to the expiration of the Inspection Period, Seller shall notify Purchaser in

writing of those objected to matters it will cure on or before Closing. Seller shall make a good faith effort to cure or correct any such defects or objectionable matters of survey raised by Purchaser pursuant hereto which Seller agrees to cure at its own expense prior to Closing. Any title matters of record or survey matters in existence as of the date of this Agreement not objected to by Purchaser shall be considered Permitted Exceptions. If Seller shall fail to correct any such defects prior to Closing, then Purchaser may:

- (a) Terminate this Agreement, in which event the Earnest Money will be returned to Purchaser and Purchaser and Seller shall be relieved of any further obligations or liabilities hereunder;
- (b) Accept the Property with such defects thereby waiving any right to later object to such defects.
- (c) Postpone Closing hereunder for a period specified by Purchaser, but no more than thirty (30) days, during which time said defects shall be corrected by Seller, and if not then corrected, Purchaser may elect either (a) or (b) above.

**11.0 Default.** If Purchaser breaches this Agreement and Seller has not breached this Agreement, then the Earnest Money shall be paid by Purchaser to Seller as complete liquidated damages, and Purchaser shall thereupon be relieved of all further obligations and liabilities arising out of this Agreement, it being agreed that the actual damages of Seller are impossible to ascertain and the amount of the Earnest Money represents the reasonable damages of Seller. If Seller breaches this Agreement or if any representation or warranty of Seller in this Agreement is materially false or inaccurate, then Purchaser shall be entitled, as its sole and absolute remedies, to either (i) pursue an action for specific performance against Seller, and (ii) pursue an action against Seller of Purchaser's damages.

**12.0 Closing and Possession.** The consummation of the transaction described herein (herein referred to as the "Closing") will be held at the offices of Brock, Clay, Calhoun & Rogers, LLC or at such other location mutually agreed to by the parties (herein called the



"Closing Date"). The Closing shall occur within thirty (30) days following the expiration of the Inspection Period, on such date and at such time as Purchaser shall determine. Purchaser shall provide Seller with five (5) days advance notice of the Closing Date and time. Purchaser shall be given possession of the Property at Closing.

**13.0 Seller's Closing Documents.** At Closing, Seller agrees to deliver to Purchaser, the following items fully executed by Seller:

- (a) Warranty Deed conveying fee simple title to the Property to Purchaser subject only to the Permitted Title Exceptions.
- (b) A standard Owner's Affidavit acceptable to Purchaser's title insurance company, executed and sworn to by Seller;
- (c) All other documents reasonably necessary or appropriate to complete a transaction of this type contemplated by this Agreement in the metropolitan Atlanta area.

**14.0 Costs.** Seller shall be exempted from paying transfer taxes on the sale. Purchaser shall pay the premium for Purchaser's title insurance policy, survey costs and all the other recording fees for any other documents. Each party shall pay its own attorney's fees.

**15.0 Damage or Condemnation.** Seller represents that there is no pending or threatened condemnation or eminent domain proceeding affecting the Property. Risk of loss resulting from any other proceeding which is commenced prior to Closing, and risk of loss to the Property due to any other cause, remains with Seller until Closing.

**16.0 Commission.** Seller has not employed a broker in this transaction. Purchaser has employed Moreland Altobelli Associates, Inc. ("Purchaser's Broker") as its broker in this matter. At Closing, Purchaser shall pay Purchaser's Broker all commissions due and payable to

Purchaser's Broker per Purchaser's written agreement with Purchaser's Broker, and Purchaser shall deliver to Closing Attorney a Broker's Lien Release duly executed by Purchaser's Broker releasing any and all lien and lien rights Purchaser's Broker may have in and to the Property. Except as disclosed herein, Purchaser and Seller hereby represent and warrant each to the other that neither party has dealt with any other real estate broker or real estate agent for the sale of this Property. Purchaser and Sellers, respectively, hereby agree to indemnify and hold the other harmless from any and all causes of actions, claims, demands or suits including attorney's fees, resulting from such claims, demand or suits by any such broker, agent or finder, licensed or otherwise, provided such claims by reason of the conduct, acts or contract of the indemnifying party.

**17.0 Assignment.** Purchaser shall have the right to assign this Agreement in whole or in part to another entity without Seller's prior written consent. If such an assignment is made, the sale made pursuant to this Agreement shall be consummated in the name of such assignee, who shall succeed to all of the rights, obligations and liabilities of Purchaser hereunder.

**18.0 Waiver.** The failure of any party to exercise any right hereunder, or to insist upon strict compliance with the terms and conditions of the Agreement shall not constitute a waiver hereunder.

**19.0 Entire Agreement.** This Agreement constitutes the entire agreement and understanding concerning the purchase and sale of the Property contemplated hereby. This Agreement may not be changed orally, but only by an agreement in writing signed by Purchaser and Seller.

**20.0 Notice.** All notices shall be in writing and shall be deemed to have been properly given when delivered in person or when deposited in the United States Mail, with adequate postage, and sent by registered or certified mail with return receipt requested, to the addresses set out below:

SELLERS' ADDRESS

Ronald Weis  
*P.O. Box 68075A*  
*Marietta, GA 30068*

Eagles Lake, Inc.  
*P.O. Box 682371*  
*Marietta, GA 30068*

PURCHASER'S ADDRESS

COBB COUNTY BOARD OF EDUCATION  
440 Glover Street  
Marietta, GA 30060  
Attn: Doug Shepard,  
Chief Administrative Officer, SPLOST

with a copy to (which copy shall not constitute notice to Purchaser):

Brock, Clay, Calhoun & Rogers, LLC  
49 Atlanta Street  
Marietta, GA 30060  
Attn: Cheryl V. Shaw, Esq.

The date of personal delivery, as evidenced by the courier's receipt, or three (3) calendar days after mailing shall be the effective date of said notice.

**21.0 Survival.** Except as otherwise provided herein, the provisions of this Agreement and all warranties, representations and covenants made herein, shall be merged into the documents executed by the parties at Closing.

**22.0 Governing Law.** This Agreement shall be governed by the laws of the State of Georgia.

**23.0 Binding Effect.** This Agreement shall be fully binding on and enforceable against all parties hereto and their respective heirs, administrators, successors and permitted assigns.

**24.0 Time is of Essence.** Time is of the essence of this Agreement.

**25.0 Date of Agreement.** The "date of this Agreement" or "Date Hereof" shall mean the date last handwritten by the Purchaser or the Seller below their signature on the last page hereof, irrespective of the date at the top of page one (1) of this Agreement.

**26.0 Counterparts.** This Agreement may be executed in two or more counterparts, each of which shall be deemed to be an original and all of which shall constitute one Agreement, and the signature of any party to any counterpart shall be deemed to be a signature to, and may be appended to any other counterpart.

**27.0 Escrow Agent.** All parties to this contract agree Escrow Agent shall deposit the Earnest Money in a non-interest bearing escrow/trust account and that no interest will be earned on this deposit. Purchaser and Seller understand and agree that Escrow Agent shall deposit the Earnest Money in Escrow Agent's escrow/trust account within three (3) banking days following Escrow Agent's receipt of the Earnest Money. The parties understand and acknowledge that disbursement of the Earnest Money held by Escrow Agent can occur only as follows: (a) at Closing; (b) upon written agreement signed by all parties having an interest in the funds; (c) upon court order; or (d) as otherwise set out herein. If any dispute arises between Purchaser and

Seller as to the final disposition of all or part of the Earnest Money, Escrow Agent may, but is not required to, notify Purchaser and Seller in writing that Escrow Agent is unable to resolve such dispute and may, but is not required to, interplead all or any disputed part of the Earnest Money into court.

To the extent permitted by Georgia law, Purchaser and Seller hereby agree to indemnify and hold Escrow Agent harmless from and against any and all claims, demands or losses, including reasonable attorney's fees and court costs.

**28.0 Confidentiality.** Seller will keep the terms of this Agreement confidential, and the fact that discussions or negotiations are taking place and Seller agrees not to issue or release any information about this transaction or to discuss same with any persons other than Seller's attorney and accountant, who shall also agree to keep said information confidential, unless required by law. Seller's confidentiality obligations under this paragraph shall automatically expire without further action on the earlier of the date: (i) this Agreement is posted on Purchaser's public agenda website or (ii) the date Purchaser publicly announces this Agreement.

The undersigned hereby irrevocably offers to sell the Property to Purchaser on the terms set forth hereinabove and grants Purchaser the irrevocable option to accept said offer for a period of forty-five (45) days following execution of this Agreement by the undersigned. Purchaser's execution of this Agreement shall be deemed as acceptance of this offer by Purchaser. If Purchaser fails to accept this offer within said 45 day period, then this offer shall automatically expire.

[signatures begin on next page]

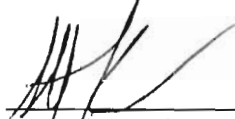
IN WITNESS WHEREOF, the parties have set their hands and seals and agree to be

bound hereby as of the day and year first above stated.

Signed, Sealed and Delivered  
in the presence of:



Unofficial Witness



Notary Public



SELLER:

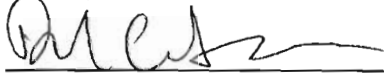


Ronald Weis

Date of Signature: \_\_\_\_\_

5/27/11

Signed, Sealed and Delivered  
in the presence of:



Unofficial Witness

SELLER:

EAGLE LAKE, INC.

By: \_\_\_\_\_

(signature)



Martin Weis

(print name)

Pres

(print title)

[corporate seal]

Date of Signature: \_\_\_\_\_

5-27-11



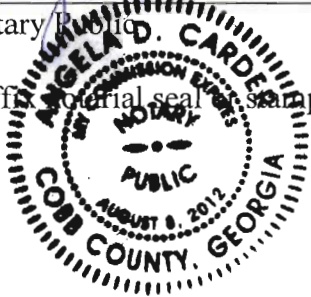


Signed, Sealed and Delivered  
in the presence of:

Cecil Green  
Unofficial Witness

Angela D. Carder  
Notary Public

[Affix official seal or stamp]



**PURCHASER:**

**COBB COUNTY BOARD OF EDUCATION,  
a political subdivision of the State of Georgia**

By: [Signature]  
Fred Sanderson, Superintendent

[Board Seal]

Date of signature: 5-10-11

Resolved, the foregoing proposed land purchase contract for the purchase of a 2.1 acre single family residence from Ronald Weiss and Eagle Lake, Inc. was, by vote of the Board on September 29, 2011:

\_\_\_\_\_ Approved

\_\_\_\_\_ Not Approved

COBB COUNTY BOARD OF EDUCATION

By: \_\_\_\_\_  
Alison Bartlett, Board Chairperson

Attest: \_\_\_\_\_  
Dr. Michael Hinojosa, Superintendent



Signed, Sealed and Delivered  
in the presence of:

**ESCROW AGENT:**

**BROCK, CLAY, CALHOUN & ROGERS, LLC**  
**a Georgia limited liability company**

\_\_\_\_\_  
Unofficial Witness

By: \_\_\_\_\_ (SEAL)  
Cheryl V. Shaw, Esq.

\_\_\_\_\_  
Notary Public

[Affix notarial seal or stamp]

Date of signature: \_\_\_\_\_

EXHIBIT "A"

LEGAL DESCRIPTION

Attached.

EXHIBIT "A"

ALL THAT TRACT OR PARCEL OF LAND LYING AND BEING IN LAND LOT 384 OF THE 18TH DISTRICT, 2ND SECTION, COBB COUNTY, GEORGIA AND BEING MORE PARTICULARLY DESCRIBED AS FOLLOWS:

TO FIND THE POINT OF BEGINNING, COMMENCE AT THE INTERSECTION OF THE EAST RIGHT-OF-WAY LINE OF FACTORY SHOALS ROAD (IF EXTENDED), AND THE NORTH RIGHT-OF-WAY LINE OF SOUTH GORDON ROAD (IF EXTENDED); THENCE RUNNING NORTHWESTERLY ALONG THE NORTH SIDE RIGHT OF WAY LINE OF SOUTH GORDON ROAD, A DISTANCE OF 613.33 FEET TO A POINT, SAID POINT BEING THE POINT OF BEGINNING; THENCE RUNNING ALONG THE NORTH SIDE RIGHT-OF-WAY LINE OF SOUTH GORDON ROAD HAVING A BEARING NORTH 80 DEGREES 59 MINUTES 30 SECONDS WEST A DISTANCE OF 187.31 FEET TO A POINT (SAID POINT BEING A 1/2 INCH REBAR SET); THENCE NORTH 01 DEGREES 40 MINUTES 02 SECONDS EAST A DISTANCE OF 505.68 FEET TO A POINT (SAID POINT BEING 1/2 INCH REBAR FOUND); THENCE SOUTH 83 DEGREES 10 MINUTES 37 SECONDS EAST A DISTANCE OF 183.68 FEET TO A POINT (SAID POINT BEING A 1/2 INCH REBAR SET); THENCE SOUTH 01 DEGREES 21 MINUTES 03 SECONDS WEST A DISTANCE OF 513.10 FEET TO THE POINT OF BEGINNING.

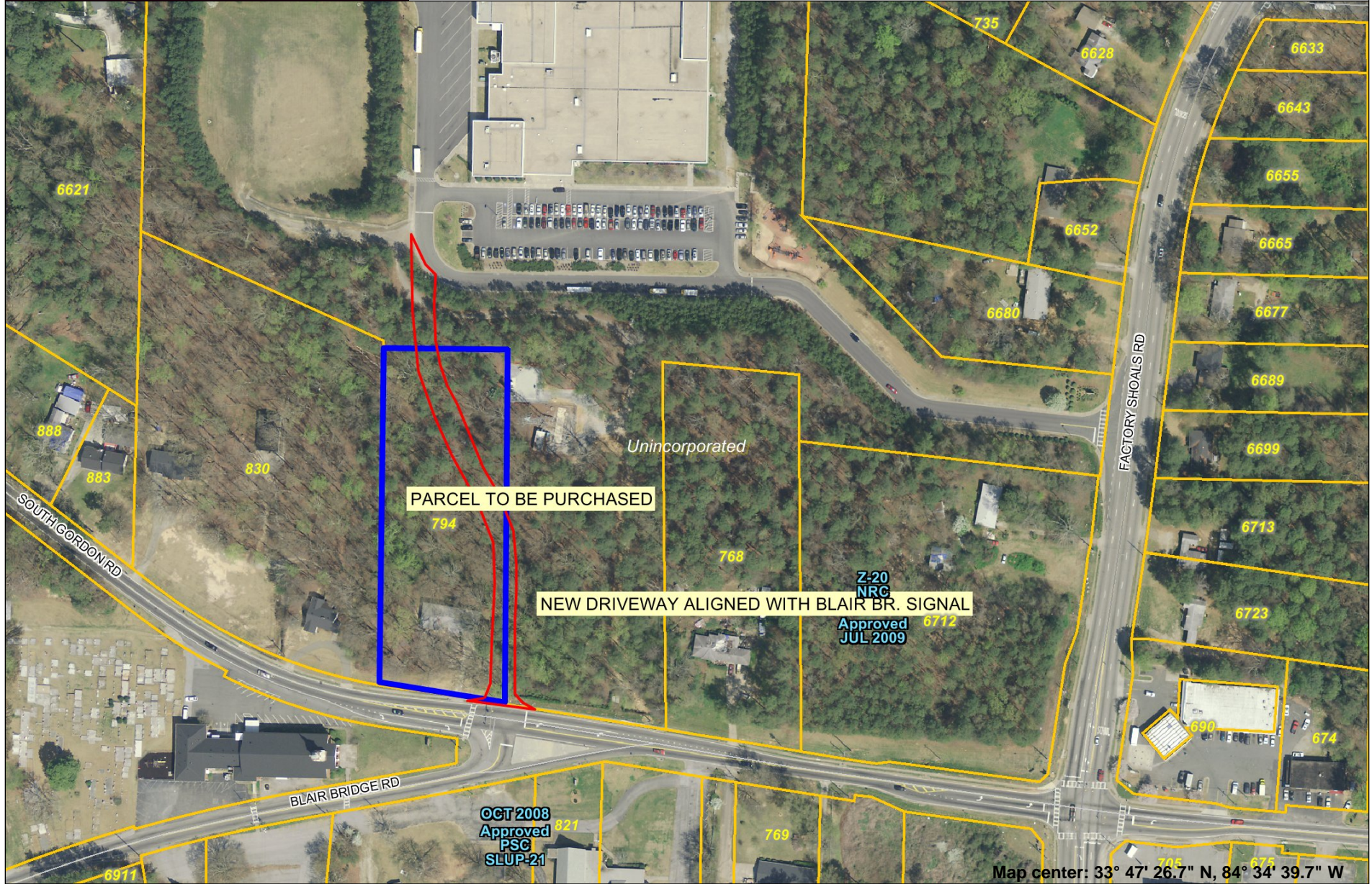
BEING THE SAME PROPERTY AS THAT PROPERTY DESCRIBED AS TRACT C, BOUNDARY SURVEY FOR COBB COUNTY PUBLIC SCHOOLS, RECORDED IN PLAT BOOK 132, PAGE 65, WHICH PLAT IS INCORPORATED HEREIN AND MADE A PART HEREOF BY REFERENCE.

AS PER PLAT OF SURVEY MADE FOR ESTATE OF EARL BRYANT BY MARK A. BUCKNER, GEORGIA REGISTERED LAND SURVEYOR, NO 2422, DATED MARCH 20, 1998, CONTAINING A MORE COMPLETE DESCRIPTION OF THE PROPERTY.

*JR*



# Bryant ES - Bus Driveway Project Concept



This map is a user generated static output from an Internet mapping site and is for general reference only. Data layers that appear on this map may or may not be accurate, current, or otherwise reliable. THIS MAP IS NOT TO BE USED FOR NAVIGATION.

Map center: 33° 47' 26.7" N, 84° 34' 39.7" W



Scale: 1:2,429

**COBB COUNTY BOARD OF EDUCATION  
AGENDA ITEM  
September 29, 2011**

**TOPIC:**

**DISCUSSION AGENDA ITEM #5 -- Recommendation for Authorization to Award Bid 12-09, Video Surveillance Cameras**

**BACKGROUND:**

Bid 12-09 was developed for the purchase and installation of a new Internet Protocol Based Security Camera and Surveillance System.

- CCSD currently has security camera surveillance equipment installed at 52 sites which includes, but is not limited to a security camera DVR server with storage at each site and approximately 2,000 analog cameras collectively. CCSD will utilize its server, storage, networking hardware, and cabling infrastructure for the new IP based security camera system when applicable.
- The awarded solution will provide an effective, manageable, stable and advanced service platform to meet the long-term security camera and surveillance needs of the District.
- Additional equipment can be added as needed after initial installation.
- The first phase of implementing the new surveillance system will be for elementary schools using SPLOST III funds. Also included in phase I will be high school cafeterias using Food and Nutrition budgeted funds. The second phase will be to replace existing, out of warranty analog cameras in high schools.
- The cost of this bid does not include server hardware or networking component expenses. Contracts currently in place with other vendors will be used to purchase this equipment.
- Multiple camera options are included in the solicitation.
- Camera configurations will vary per site.

Bid# 12-09, Closing date and time: Thursday, August 17, 2011 @ 3:00 P.M.

Number of responders/bidders: Eight

Vendor with the lowest price meeting requirements: LMI Systems, Inc.

**Board Priority: Safe, Healthy and Innovative Learning Environments**

**Goal 1: Provide a safe, secure, and healthy environment for all students and staff**

**Board Priority: Responsible Fiscal Stewardship to Include SPLOST Management**

**Goal 1: Manage financial resources effectively and efficiently**

**ALTERNATIVES:**

1. Accept the recommendation for authorization to award Bid 12-09, Video Surveillance Cameras to LMI Systems, Inc. from October 1, 2011 through September 30, 2012.
2. Do not accept recommendation for authorization to award Bid 12-09, Video Surveillance Cameras to LMI Systems, Inc. from October 1, 2011 through September 30, 2012.

**SUPERINTENDENT'S RECOMMENDATION:**

Accept the recommendation for authorization to award Bid 12-09, Video Surveillance Cameras to LMI Systems from October 1, 2011 through September 30, 2012.

**COST:**

The estimated budget to be: \$4,000,000.00 Safety and Security  
\$ 272,000.00 Food and Nutrition Services

To be taken from account: 0308-243-4XXX-CMRA-XXXX-0XXX-8862 SPLOST III Surveillance  
Cameras - Public Safety  
0600- 223-3100-6652-6166-0601 equipment less than \$1,000 - FNS  
0600- 223-3100-6652-6165-0601 equipment \$1,000 - \$4,999 - FNS  
0600- 223-3100-6652-6121-0601 software - FNS

Budgeted: Yes

**RATIONALE:**

Approval of this award will allow the District to install surveillance cameras that enhances the safety and security of our students.

**DATA SOURCE:**

Chris Ragsdale  
Mike Addison  
Doug Shepard  
Alisa Morningstar  
James Arrowood  
Cynthia Downs  
Gail Marchant  
Herb Ague  
Hector Arocho  
Adam Hunt  
Jeffery Bolton  
Josh Martin  
Elaine Bynum  
Jeanette Gray  
Paul Osterholt  
Charles Sprayberry

BID 12-09, VIEDO SURVEILLANCE CAMERAS  
TABSHEET

			A3 Communications, Inc* Terms: Net 30 Days Lead Time: 10 Days					GC&E Systems Group Terms: 0% Net 30; 1.0% net 15 Lead Time: 3 Days									
#	Product Name	Part Number	Unit Cost	MAINTENANCE, SUPPORT AND WARRANTY				Unit Cost	Unit Cost w/1% discount	MAINTENANCE, SUPPORT AND WARRANTY							
				Cost - 3 Years	Cost Single Year 4	Cost Single Year 5	Cost - 5 Years			Cost - 3 Years w/1% discount	Cost Single Year 4	Cost Single Year 4 w/1% discount	Cost Single Year 5	Cost Single Year 5 w/1% discount	Cost - 5 Years	Cost - 5 Years w/1% discount	
Fixed Dome Network Cameras (NOTE: Unit pricing for cameras should NOT include installation charges.)																	
1	AXIS P3301	0290-004	\$448.65	\$67.30	\$22.43	\$22.43	\$112.16	\$514.02	\$508.880	\$94.77	\$93.822	\$47.01	\$46.540	\$47.01	\$46.540	\$188.79	\$186.903
2	AXIS P3301 10-Pack	0290-021	\$4,410.86	\$661.63	\$220.54	\$220.54	\$1,102.72	\$5,053.53	\$5,002.995	\$947.70	\$938.223	\$488.20	\$483.318	\$488.20	\$483.318	\$1,924.10	\$1,904.859
3	AXIS P3301-V	0292-004	\$478.61	\$71.79	\$23.93	\$23.93	\$119.65	\$548.35	\$542.867	\$94.77	\$93.822	\$48.00	\$47.560	\$49.90	\$49.401	\$192.71	\$190.783
4	AXIS P3301-V 10-Pack	0292-021	\$4,710.46	\$706.57	\$235.52	\$235.52	\$1,177.62	\$5,396.79	\$5,342.822	\$947.70	\$938.223	\$499.00	\$494.010	\$499.00	\$494.010	\$1,945.70	\$1,926.243
5	AXIS P3304	0352-004	\$523.55	\$78.53	\$26.18	\$26.18	\$130.89	\$599.83	\$593.832	\$94.77	\$93.822	\$51.53	\$51.015	\$51.53	\$51.015	\$197.83	\$195.852
6	AXIS P3304 10-pack	0352-021	\$5,129.90	\$769.49	\$256.50	\$256.50	\$1,282.48	\$5,877.34	\$5,818.567	\$947.70	\$938.223	\$515.30	\$510.147	\$515.30	\$510.147	\$1,978.30	\$1,958.517
7	AXIS P3304-V	0353-004	\$553.51	\$83.03	\$27.68	\$27.68	\$138.38	\$634.16	\$627.818	\$94.77	\$93.822	\$52.61	\$52.084	\$52.61	\$52.084	\$199.99	\$197.990
8	AXIS P3304-V 10-pack	0353-021	\$5,429.50	\$814.43	\$271.48	\$271.48	\$1,357.38	\$6,220.59	\$6,158.384	\$947.70	\$938.223	\$526.10	\$520.839	\$526.10	\$520.839	\$1,999.90	\$1,979.901
9	AXIS P3343 12mm	0307-031	\$598.45	\$89.77	\$29.92	\$29.92	\$149.61	\$685.65	\$678.794	\$94.77	\$93.822	\$54.74	\$54.193	\$54.74	\$54.193	\$204.25	\$202.208
10	AXIS P3343 12mm 10-pack/bulk CLEAR	0307-041	\$5,878.90	\$881.84	\$293.95	\$293.95	\$1,469.73	\$6,735.47	\$6,668.115	\$947.70	\$938.223	\$538.54	\$533.155	\$538.54	\$533.155	\$2,024.78	\$2,004.532
11	AXIS P3343 12mm 10-pack/bulk SMOKED	0307-051	\$5,878.90	\$881.84	\$293.95	\$293.95	\$1,469.73	\$6,735.47	\$6,668.115	\$947.70	\$938.223	\$538.54	\$533.155	\$538.54	\$533.155	\$2,024.78	\$2,004.532
12	AXIS P3343 6mm	0307-001	\$598.45	\$89.77	\$29.92	\$29.92	\$149.61	\$685.65	\$678.794	\$94.77	\$93.822	\$54.74	\$54.193	\$54.74	\$54.193	\$204.25	\$202.208
13	AXIS P3343 6mm 10-pack/bulk CLEAR	0307-021	\$5,875.90	\$881.84	\$293.95	\$293.95	\$1,469.73	\$6,735.47	\$6,668.115	\$947.70	\$938.223	\$547.40	\$541.926	\$547.40	\$541.926	\$2,042.50	\$2,022.075
14	AXIS P3343 6mm 10-pack/bulk SMOKED	0307-061	\$5,878.90	\$881.84	\$293.95	\$293.95	\$1,469.73	\$6,735.47	\$6,668.115	\$947.70	\$938.223	\$547.40	\$541.926	\$547.40	\$541.926	\$2,042.50	\$2,022.075
15	AXIS P3343-V 12mm	0308-031	\$628.41	\$94.26	\$31.42	\$31.42	\$157.10	\$719.97	\$712.770	\$94.77	\$93.822	\$56.18	\$55.618	\$56.18	\$55.618	\$207.13	\$205.059
16	AXIS P3343-V 12mm 10-pack/bulk CLEAR	0308-041	\$6,178.50	\$926.78	\$308.93	\$308.93	\$1,544.63	\$7,078.72	\$7,007.933	\$947.70	\$938.223	\$549.37	\$543.876	\$549.37	\$543.876	\$2,046.44	\$2,025.976
17	AXIS P3343-V 12mm 10-pack/bulk SMOKED	0308-051	\$6,178.50	\$926.78	\$308.93	\$308.93	\$1,544.63	\$7,078.72	\$7,007.933	\$947.70	\$938.223	\$549.37	\$543.876	\$549.37	\$543.876	\$2,046.44	\$2,025.976
18	AXIS P3343-V 6mm	0308-001	\$628.41	\$94.26	\$31.42	\$31.42	\$157.10	\$719.97	\$712.770	\$94.77	\$93.822	\$55.82	\$55.262	\$55.82	\$55.262	\$206.41	\$204.346
19	AXIS P3343-V 6mm 10-pack/bulk CLEAR	0308-021	\$6,178.50	\$926.78	\$308.93	\$308.93	\$1,544.63	\$7,078.72	\$7,007.933	\$947.70	\$938.223	\$558.20	\$552.618	\$558.20	\$552.618	\$2,064.10	\$2,043.459
20	AXIS P3343-V 6mm 10-pack/bulk SMOKED	0308-061	\$6,178.50	\$926.78	\$308.93	\$308.93	\$1,544.63	\$7,078.72	\$7,007.933	\$947.70	\$938.223	\$558.20	\$552.618	\$558.20	\$552.618	\$2,064.10	\$2,043.459
21	AXIS P3343-VE 12mm	0299-031	\$748.25	\$112.24	\$37.41	\$37.41	\$187.06	\$857.27	\$848.697	\$94.77	\$93.822	\$60.15	\$59.549	\$60.15	\$59.549	\$215.07	\$212.919
22	AXIS P3343-VE 12mm 4-pack/bulk CLEAR	0299-041	\$2,957.80	\$443.67	\$147.89	\$147.89	\$739.45	\$3,388.76	\$3,354.872	\$379.08	\$375.289	\$240.60	\$238.194	\$240.60	\$238.194	\$860.28	\$851.677
23	AXIS P3343-VE 12mm 4-pack/bulk SMOKED	0299-051	\$2,957.80	\$443.67	\$147.89	\$147.89	\$739.45	\$3,388.76	\$3,354.872	\$379.08	\$375.289	\$240.60	\$238.194	\$240.60	\$238.194	\$860.28	\$851.677
24	AXIS P3343-VE 6mm	0299-001	\$748.25	\$112.24	\$37.41	\$37.41	\$187.06	\$857.27	\$848.697	\$94.77	\$93.822	\$60.15	\$59.549	\$60.15	\$59.549	\$215.07	\$212.919
25	AXIS P3343-VE 6mm 4-pack/bulk CLEAR	0299-021	\$2,957.80	\$443.67	\$147.89	\$147.89	\$739.45	\$3,388.76	\$3,354.872	\$379.08	\$375.289	\$240.60	\$238.194	\$240.60	\$238.194	\$860.28	\$851.677
26	AXIS P3343-VE 6mm 4-pack/bulk SMOKED	0299-061	\$2,957.80	\$443.67	\$147.89	\$147.89	\$739.45	\$3,388.76	\$3,354.872	\$379.08	\$375.289	\$240.60	\$238.194	\$240.60	\$238.194	\$860.28	\$851.677
27	AXIS P3344 12mm	0326-041	\$673.35	\$101.00	\$33.67	\$33.67	\$168.34	\$771.46	\$763.745	\$94.77	\$93.822	\$57.44	\$56.866	\$57.44	\$56.866	\$209.65	\$207.554
28	AXIS P3344 12mm 10-pack/bulk CLEAR	0326-051	\$6,627.90	\$994.19	\$331.40	\$331.40	\$1,656.98	\$7,593.60	\$7,517.664	\$947.70	\$938.223	\$574.40	\$568.656	\$574.40	\$568.656	\$2,096.50	\$2,075.535
29	AXIS P3344 12mm 10-pack/bulk SMOKED	0326-061	\$6,627.90	\$994.19	\$331.40	\$331.40	\$1,656.98	\$7,593.60	\$7,517.664	\$947.70	\$938.223	\$574.40	\$568.656	\$574.40	\$568.656	\$2,096.50	\$2,075.535
30	AXIS P3344 6mm	0326-001	\$673.35	\$101.00	\$33.67	\$33.67	\$168.34	\$771.46	\$763.745	\$94.77	\$93.822	\$57.44	\$56.866	\$57.44	\$56.866	\$209.65	\$207.554
31	AXIS P3344 6mm 10-pack/bulk CLEAR	0326-021	\$6,627.90	\$994.19	\$331.40	\$331.40	\$1,656.98	\$7,593.60	\$7,517.664	\$947.70	\$938.223	\$574.40	\$568.656	\$574.40	\$568.656	\$2,096.50	\$2,075.535
32	AXIS P3344 6mm 10-pack/bulk SMOKED	0326-031	\$6,627.90	\$994.19	\$331.40	\$331.40	\$1,656.98	\$7,593.60	\$7,517.664	\$947.70	\$938.223	\$574.40	\$568.656	\$574.40	\$568.656	\$2,096.50	\$2,075.535
33	AXIS P3344-V 12mm	0327-041	\$703.31	\$105.50	\$35.17	\$35.17	\$175.83	\$805.79	\$797.732	\$94.77	\$93.822	\$58.53	\$57.945	\$58.53	\$57.945	\$211.83	\$209.712
34	AXIS P3344-V 12mm 10-pack/bulk CLEAR	0327-051	\$6,927.50	\$1,039.13	\$346.38	\$346.38	\$1,731.88	\$7,936.86	\$7,857.491	\$947.70	\$938.223	\$585.30	\$579.447	\$585.30	\$579.447	\$2,118.30	\$2,097.117
35	AXIS P3344-V 12mm 10-pack/bulk SMOKED	0327-061	\$6,927.50	\$1,039.13	\$346.38	\$346.38	\$1,731.88	\$7,936.86	\$7,857.491	\$947.70	\$938.223	\$585.30	\$579.447	\$585.30	\$579.447	\$2,118.30	\$2,097.117
36	AXIS P3344-V 6mm	0327-001	\$703.31	\$105.50	\$35.17	\$35.17	\$175.83	\$805.79	\$797.732	\$94.77	\$93.822	\$58.53	\$57.945	\$58.53	\$57.945	\$211.83	\$209.712
37	AXIS P3344-V 6mm 10-pack/bulk CLEAR	0327-021	\$6,927.50	\$1,039.13	\$346.38	\$346.38	\$1,731.88	\$7,936.86	\$7,857.491	\$947.70	\$938.223	\$585.30	\$579.447	\$585.30	\$579.447	\$2,118.30	\$2,097.117
38	AXIS P3344-V 6mm 10-pack/bulk SMOKED	0327-031	\$6,927.50	\$1,039.13	\$346.38	\$346.38	\$1,731.88	\$7,936.86	\$7,857.491	\$947.70	\$938.223	\$585.30	\$579.447	\$585.30	\$579.447	\$2,118.30	\$2,097.117
39	AXIS P3344-VE 12mm	0325-041	\$823.15	\$123.47	\$41.16	\$41.16	\$205.79	\$943.09	\$933.659	\$94.77	\$93.822	\$62.86	\$62.231	\$62.86	\$62.231	\$220.49	\$218.285
40	AXIS P3344-VE 12mm 4-pack/bulk CLEAR	0325-051	\$3,257.40	\$488.61	\$162.87	\$162.87	\$814.35	\$3,732.01	\$3,694.690	\$379.08	\$375.289	\$251.45	\$248.936	\$251.45	\$248.936	\$881.98	\$873.160
41	AXIS P3344-VE 12mm 4-pack/bulk SMOKED	0325-061	\$3,257.40	\$488.61	\$162.87	\$162.87	\$814.35	\$3,732.01	\$3,694.690	\$379.08	\$375.289	\$251.45	\$248.936	\$251.45	\$248.936	\$881.98	\$873.160
42	AXIS P3344-VE 6mm	0325-001	\$823.15	\$123.47	\$41.16	\$41.16	\$205.79	\$943.09	\$933.659	\$94.77	\$93.822	\$62.86	\$62.231	\$62.86	\$62.231	\$220.49	\$218.285
43	AXIS P3344-VE 6mm 4-pack/bulk CLEAR	0325-021	\$3,257.40	\$488.61	\$162.87	\$162.87	\$814.35	\$3,732.01	\$3,694.690	\$379.08	\$375.289	\$251.45	\$248.936	\$251.45	\$248.936	\$881.98	\$873.160
44	AXIS P3344-VE 6mm 4-pack/bulk SMOKED	0325-031	\$3,257.40	\$488.61	\$162.87	\$162.87	\$814.35	\$3,732.01	\$3,694.690	\$379.08	\$375.289	\$251.45	\$248.936	\$251.45	\$248.936	\$881.98	\$873.160
45	AXIS P3346	0369-001	\$785.70	\$117.86	\$39.29	\$39.29	\$196.43	\$900.18	\$891.178	\$94.77	\$93.822	\$61.51	\$60.895	\$61.51	\$60.895	\$217.79	\$215.612

BID 12-09, VIEDO SURVEILLANCE CAMERAS  
TABSHEET

				A3 Communications, Inc* Terms: Net 30 Days Lead Time: 10 Days						GC&E Systems Group Terms: 0% Net 30; 1.0% net 15 Lead Time: 3 Days							
#	Product Name	Part Number	Unit Cost	MAINTENANCE, SUPPORT AND WARRANTY				Unit Cost	Unit Cost w/1% discount	MAINTENANCE, SUPPORT AND WARRANTY							
				Cost - 3 Years	Cost Single Year 4	Cost Single Year 5	Cost - 5 Years			Cost - 3 Years	Cost - 3 Years w/1% discount	Cost Single Year 4	Cost Single Year 4 w/1% discount	Cost Single Year 5	Cost Single Year 5 w/1% discount	Cost - 5 Years	Cost - 5 Years w/1% discount
46	AXIS P3346-V	0370-001	\$815.66	\$122.35	\$40.78	\$40.78	\$203.92	\$934.50	\$925.155	\$94.77	\$93.822	\$62.59	\$61.964	\$62.59	\$61.964	\$219.95	\$217.751
47	AXIS P3346-VE	0371-001	\$935.50	\$140.33	\$46.78	\$46.78	\$233.88	\$1,071.81	\$1,061.092	\$94.77	\$93.822	\$66.93	\$66.261	\$66.93	\$66.261	\$228.63	\$226.344
Pan/Tilt/Zoom Dome Network Cameras (NOTE: Unit pricing for cameras should NOT include installation charges.)																	
1	AXIS P5522	0420-004	\$1,122.75	\$168.41	\$56.14	\$56.14	\$280.69	\$1,286.34	\$1,273.477	\$94.77	\$93.822	\$73.70	\$72.963	\$73.70	\$72.963	\$242.17	\$239.748
2	AXIS P5522-E	0422-004	\$1,422.35	\$213.35	\$71.12	\$71.12	\$355.59	\$1,629.59	\$1,613.294	\$94.77	\$93.822	\$84.54	\$83.695	\$84.54	\$83.695	\$263.85	\$261.212
3	AXIS P5512	0409-001	\$823.15	\$123.47	\$41.16	\$41.16	\$205.79	\$943.09	\$933.659	\$94.77	\$93.822	\$62.86	\$62.231	\$62.86	\$62.231	\$220.49	\$218.285
4	AXIS P5512-E	0411-001	\$1,122.75	\$168.41	\$56.14	\$56.14	\$280.69	\$1,286.34	\$1,273.477	\$94.77	\$93.822	\$73.70	\$72.963	\$73.70	\$72.963	\$242.17	\$239.748
5	AXIS Q6032-E PTZ Dome Network Camera	0318-004	\$2,396.05	\$359.41	\$119.80	\$119.80	\$599.01	\$2,745.16	\$2,717.708	\$94.77	\$93.822	\$119.75	\$118.553	\$119.75	\$118.553	\$334.27	\$330.927
6	AXIS Q6032-E 60 Hz Wall	0318-014	\$2,463.46	\$369.52	\$123.17	\$123.17	\$615.87	\$2,822.39	\$2,794.166	\$94.77	\$93.822	\$122.19	\$120.968	\$122.19	\$120.968	\$339.15	\$335.759
7	AXIS Q6034	0363-004	\$2,246.25	\$336.94	\$112.31	\$112.31	\$561.56	\$2,573.54	\$2,547.805	\$94.77	\$93.822	\$114.33	\$113.187	\$114.33	\$113.187	\$323.43	\$320.196
8	AXIS Q6034-E 60HZ	0362-004	\$2,695.65	\$404.35	\$134.78	\$134.78	\$673.91	\$3,088.41	\$3,057.526	\$94.77	\$93.822	\$130.59	\$129.284	\$130.59	\$129.284	\$355.95	\$352.391
1-port Video Encoders																	
1	AXIS M7001	0298-001	\$223.95	\$33.59	\$11.20	\$11.20	\$55.99	\$273.26	\$270.527	\$40.19	\$39.788	\$40.19	\$39.788	\$40.19	\$39.788	\$120.57	\$119.364
2	AXIS M7001 10-pack	0298-021	\$2,171.35	\$325.70	\$108.57	\$108.57	\$542.84	\$2,654.49	\$2,627.945	\$400.19	\$396.188	\$400.19	\$396.188	\$400.19	\$396.188	\$1,200.57	\$1,188.564
3	AXIS Q7401	0288-004	\$448.65	\$67.30	\$22.43	\$22.43	\$112.16	\$530.70	\$525.393	\$48.32	\$47.837	\$48.32	\$47.837	\$48.32	\$47.837	\$144.96	\$143.510
PTZ Housing and Mounts																	
1	Gooseneck Wall Mount	25736	\$74.15	\$11.12	\$3.71	\$3.71	\$18.54	\$118.31	\$117.127	\$4.50	\$4.452	\$4.50	\$4.452	\$4.50	\$4.452	\$13.49	\$13.356
2	Parapet Mount	25738	\$298.85	\$44.83	\$14.94	\$14.94	\$74.71	\$375.75	\$371.993	\$12.22	\$12.098	\$12.22	\$12.098	\$12.22	\$12.098	\$36.66	\$36.294
3	Pole Mount Adapter	21896	\$44.19	\$6.63	\$2.21	\$2.21	\$11.05	\$67.31	\$66.637	\$2.97	\$2.937	\$2.97	\$2.937	\$2.97	\$2.937	\$8.90	\$8.812
4	Corner Mount Adapter	22059	\$66.66	\$10.00	\$3.33	\$3.33	\$16.67	\$109.73	\$108.633	\$4.24	\$4.197	\$4.24	\$4.197	\$4.24	\$4.197	\$12.72	\$12.592
5	Ceiling Mount 12" Extension	26349	\$111.60	\$16.74	\$5.58	\$5.58	\$27.90	\$161.21	\$159.598	\$5.78	\$5.726	\$5.78	\$5.726	\$5.78	\$5.726	\$17.35	\$17.178
6	Ceiling Mount 24" Extension	26350	\$126.58	\$18.99	\$6.33	\$6.33	\$31.65	\$178.38	\$176.596	\$6.30	\$6.236	\$6.30	\$6.236	\$6.30	\$6.236	\$18.90	\$18.708
7	AXIS T95A00 Dome Housing	5010-001	\$486.10	\$72.92	\$24.31	\$24.31	\$121.53	\$590.28	\$584.377	\$18.66	\$18.470	\$18.66	\$18.470	\$18.66	\$18.470	\$55.97	\$55.409
8	AXIS T95A10 Dome Housing	5010-101	\$448.65	\$67.30	\$22.43	\$22.43	\$112.16	\$547.37	\$541.896	\$17.37	\$17.195	\$17.37	\$17.195	\$17.37	\$17.195	\$52.11	\$51.585
9	AXIS T95A61 Wall Bracket	5010-611	\$74.15	\$11.12	\$3.71	\$3.71	\$18.54	\$101.63	\$100.614	\$4.00	\$3.957	\$4.00	\$3.957	\$4.00	\$3.957	\$11.99	\$11.870
10	AXIS T95A62 Ceiling Bracket	5010-621	\$149.05	\$22.36	\$7.45	\$7.45	\$37.26	\$187.44	\$185.566	\$6.57	\$6.505	\$6.57	\$6.505	\$6.57	\$6.505	\$19.71	\$19.516
11	AXIS T95A63 Extension Bracket	5010-631	\$104.11	\$15.62	\$5.21	\$5.21	\$26.03	\$152.63	\$151.104	\$5.53	\$5.471	\$5.53	\$5.471	\$5.53	\$5.471	\$16.58	\$16.414
12	AXIS T95A64 Corner Bracket	5010-641	\$66.66	\$10.00	\$3.33	\$3.33	\$16.67	\$93.05	\$92.120	\$3.74	\$3.702	\$3.74	\$3.702	\$3.74	\$3.702	\$11.22	\$11.105
13	AXIS T95A66 Rotation Bracket	5010-661	\$66.66	\$10.00	\$3.33	\$3.33	\$16.67	\$93.05	\$92.120	\$3.74	\$3.702	\$3.74	\$3.702	\$3.74	\$3.702	\$11.22	\$11.105
14	AXIS T95A67 Pole Bracket	5010-671	\$96.62	\$14.49	\$4.83	\$4.83	\$24.16	\$127.38	\$126.106	\$4.77	\$4.721	\$4.77	\$4.721	\$4.77	\$4.721	\$14.31	\$14.164
15	AXIS T91A61 Wall Bracket	5017-611	\$74.15	\$11.12	\$3.71	\$3.71	\$18.54	\$101.63	\$100.614	\$4.00	\$3.957	\$4.00	\$3.957	\$4.00	\$3.957	\$11.99	\$11.870
16	AXIS T91A62 Bracket Parapet	5017-621	\$141.56	\$21.23	\$7.08	\$7.08	\$35.39	\$178.86	\$177.071	\$6.31	\$6.250	\$6.31	\$6.250	\$6.31	\$6.250	\$18.94	\$18.751
17	AXIS T91A63 Ceiling Bracket	5017-631	\$89.13	\$13.37	\$4.46	\$4.46	\$22.28	\$118.79	\$117.602	\$4.51	\$4.466	\$4.51	\$4.466	\$4.51	\$4.466	\$13.53	\$13.399
18	AXIS T91A67 Pole Bracket	5017-671	\$74.15	\$11.12	\$3.71	\$3.71	\$18.54	\$101.63	\$100.614	\$4.00	\$3.957	\$4.00	\$3.957	\$4.00	\$3.957	\$11.99	\$11.870
19	AXIS T91A64 Corner Bracket	5017-641	\$59.17	\$8.88	\$2.96	\$2.96	\$14.79	\$84.47	\$83.625	\$3.48	\$3.447	\$3.48	\$3.447	\$3.48	\$3.447	\$10.45	\$10.341
20	AXIS T91A06 pipe adapter 3/4-1.5"	5503-091	\$8.99	\$1.35	\$0.45	\$0.45	\$2.25	\$26.97	\$26.700	\$0.00	\$0.000	\$0.00	\$0.000	\$0.00	\$0.000	\$0.00	\$0.000
21	AXIS Q6032-E Pendant Kit	5502-431	\$36.70	\$5.51	\$1.84	\$1.84	\$9.18	\$108.75	\$107.663	\$4.28	\$4.237	\$4.28	\$4.237	\$4.28	\$4.237	\$12.84	\$12.712
Mounts and Accessories																	
1	Weathershield Kit P3343/44-VE	5800-011	\$14.98	\$2.25	\$0.75	\$0.75	\$3.75	\$33.84	\$33.502	\$1.96	\$1.943	\$1.99	\$1.970	\$1.99	\$1.970	\$5.94	\$5.883
2	Mounting Bracket AXIS P33XX-VE	5700-691	\$21.72	\$3.26	\$1.09	\$1.09	\$5.43	\$41.56	\$41.144	\$2.19	\$2.173	\$2.23	\$2.208	\$2.23	\$2.208	\$6.65	\$6.588
3	AXIS Q603X-E Clear Dome	5503-001	\$29.21	\$4.38	\$1.46	\$1.46	\$7.30	\$37.51	\$37.135	\$2.07	\$2.052	\$2.12	\$2.099	\$2.12	\$2.099	\$6.31	\$6.250
4	AXIS T97A10 Enclosure	5021-101	\$62.92	\$9.44	\$3.15	\$3.15	\$15.73	\$88.76	\$87.872	\$3.61	\$3.574	\$3.72	\$3.683	\$3.72	\$3.683	\$11.05	\$10.940
5	Steel Strap AXIS T91A67 1 Pair	5700-981	\$10.49	\$1.57	\$0.52	\$0.52	\$2.62	\$15.35	\$15.197	\$0.00	\$0.000	\$0.00	\$0.000	\$0.00	\$0.000	\$0.00	\$0.000
6	Camera Mount Adapter Plate	30337	\$74.15	\$11.12	\$3.71	\$3.71	\$18.54	\$88.29	\$87.407	\$0.00	\$0.000	\$0.00	\$0.000	\$0.00	\$0.000	\$0.00	\$0.000
7	Drop ceiling mount for AXIS 216FD/216MFD/P3301, clear	5005-031	\$44.19	\$6.63	\$2.21	\$2.21	\$11.05	\$67.31	\$66.637	\$3.05	\$3.020	\$3.05	\$3.020	\$3.05	\$3.020	\$9.15	\$9.059
8	Drop ceiling mount for AXIS 216FD/216MFD/P3301, smoked	5005-041	\$44.19	\$6.63	\$2.21	\$2.21	\$11.05	\$67.31	\$66.637	\$3.05	\$3.020	\$3.05	\$3.020	\$3.05	\$3.020	\$9.15	\$9.059
9	Vandal-resistant casing for AXIS 216FD-V/216MFD-V/P3301-V, clear	5005-051	\$81.64	\$12.25	\$4.08	\$4.08	\$20.41	\$126.89	\$125.621	\$4.90	\$4.851	\$4.90	\$4.851	\$4.90	\$4.851	\$14.70	\$14.553



BID 12-09, VIEDO SURVEILLANCE CAMERAS

TABSHEET

		A3 Communications, Inc* Terms: Net 30 Days Lead Time: 10 Days							GC&E Systems Group Terms: 0% Net 30; 1.0% net 15 Lead Time: 3 Days								
#	Product Name	Part Number	Unit Cost	MAINTENANCE, SUPPORT AND WARRANTY				Unit Cost	Unit Cost w/1% discount	MAINTENANCE, SUPPORT AND WARRANTY							
				Cost - 3 Years	Cost Single Year 4	Cost Single Year 5	Cost - 5 Years			Cost - 3 Years	Cost - 3 Years w/1% discount	Cost Single Year 4	Cost Single Year 4 w/1% discount	Cost Single Year 5	Cost Single Year 5 w/1% discount	Cost - 5 Years	Cost - 5 Years w/1% discount
10	Vandal-resistant casing for AXIS 216FD-V/216MFD-V, P3301-V smoked	5005-061	\$81.64	\$12.25	\$4.08	\$4.08	\$20.41	\$126.89	\$125.621	\$4.90	\$4.851	\$4.90	\$4.851	\$4.90	\$4.851	\$14.70	\$14.553
11	Screw kit for AXIS 216FD/216MFD-V/ 216MFD/216MFD-V/P3301/P3301-V	5005-021	\$4.49	\$0.67	\$0.22	\$0.22	\$1.12	\$21.83	\$21.612	\$0.00	\$0.000	\$0.00	\$0.000	\$0.00	\$0.000	\$0.00	\$0.000
12	Casing for AXIS 216FD/216MFD/P3301/M32, clear	5005-011	\$21.72	\$3.26	\$1.09	\$1.09	\$5.43	\$41.56	\$41.144	\$2.23	\$2.208	\$2.23	\$2.208	\$2.23	\$2.208	\$6.69	\$6.623
13	Casing for AXIS 216FD/216MFD/P3301/M32, smoked	5005-001	\$21.72	\$3.26	\$1.09	\$1.09	\$5.43	\$41.56	\$41.144	\$2.23	\$2.208	\$2.23	\$2.208	\$2.23	\$2.208	\$6.69	\$6.623
14	Casing for AXIS 216FD/216MFD/P3301 black, clear	5500-821	\$21.72	\$3.26	\$1.09	\$1.09	\$5.43	\$41.56	\$41.144	\$2.23	\$2.208	\$2.23	\$2.208	\$2.23	\$2.208	\$6.69	\$6.623
15	Casing for AXIS 216FD/216MFD/P3301 black, clear 10-pack	5500-771	\$208.97	\$31.35	\$10.45	\$10.45	\$52.24	\$406.18	\$402.118	\$13.51	\$13.375	\$13.51	\$13.375	\$13.51	\$13.375	\$40.53	\$40.125
16	VT Wall bracket Ball joint WBJA	0217-021	\$17.98	\$2.70	\$0.90	\$0.90	\$4.49	\$53.95	\$53.411	\$2.57	\$2.541	\$2.60	\$2.574	\$2.60	\$2.574	\$7.77	\$7.689
17	VT Wall bracket Internal Cable WBOVA1	0217-031	\$29.21	\$4.38	\$1.46	\$1.46	\$7.30	\$66.82	\$66.152	\$2.95	\$2.923	\$3.00	\$2.970	\$3.00	\$2.970	\$8.95	\$8.863
18	VT Ceiling Bracket Ball Joint WCM3A	0217-041	\$59.17	\$8.88	\$2.96	\$2.96	\$14.79	\$101.15	\$100.139	\$3.98	\$3.942	\$4.09	\$4.049	\$4.09	\$4.049	\$12.16	\$12.041
19	VT Ceiling Bracket Internal Cable WCM4A	0217-051	\$81.64	\$12.25	\$4.08	\$4.08	\$20.41	\$126.89	\$125.621	\$4.75	\$4.707	\$4.90	\$4.851	\$4.90	\$4.851	\$14.55	\$14.409
20	VT Ceiling Bracket Ball Joint WCM5A	0217-061	\$89.13	\$13.37	\$4.46	\$4.46	\$22.28	\$135.47	\$134.115	\$5.01	\$4.962	\$5.17	\$5.118	\$5.17	\$5.118	\$15.35	\$15.198
21	VT Column Mount Ball Joint WFWCA	0217-071	\$74.15	\$11.12	\$3.71	\$3.71	\$18.54	\$118.31	\$117.127	\$4.50	\$4.452	\$4.63	\$4.584	\$4.63	\$4.584	\$13.76	\$13.619
22	VT Pole Mount Adapter WSFPA	0217-081	\$51.68	\$7.75	\$2.58	\$2.58	\$12.92	\$92.56	\$91.634	\$3.72	\$3.687	\$3.82	\$3.782	\$3.82	\$3.782	\$11.36	\$11.251
23	Vt Wall Bracket Adapter Plate WCPA	0217-091	\$29.21	\$4.38	\$1.46	\$1.46	\$7.30	\$66.82	\$66.152	\$0.00	\$0.000	\$0.00	\$0.000	\$0.00	\$0.000	\$0.00	\$0.000
24	VT Corner Mount WCWA	0217-101	\$44.19	\$6.63	\$2.21	\$2.21	\$11.05	\$83.98	\$83.140	\$3.47	\$3.432	\$3.55	\$3.515	\$3.55	\$3.515	\$10.57	\$10.461
25	AXIS P33 Series Pendant Kit	5502-351	\$29.21	\$4.38	\$1.46	\$1.46	\$7.30	\$66.82	\$66.152	\$2.95	\$2.923	\$3.00	\$2.970	\$3.00	\$2.970	\$8.95	\$8.863
26	AXIS P33-VE Series Pendant Kit	5502-321	\$36.70	\$5.51	\$1.84	\$1.84	\$9.18	\$75.40	\$74.646	\$3.21	\$3.178	\$3.28	\$3.247	\$3.28	\$3.247	\$9.77	\$9.672
27	Drop Ceiling Mount for AXIS P33 Series Clear	5502-361	\$51.68	\$7.75	\$2.58	\$2.58	\$12.92	\$92.56	\$91.634	\$3.72	\$3.687	\$3.82	\$3.782	\$3.82	\$3.782	\$11.36	\$11.251
28	Drop Ceiling Mount for AXIS P33 Series Smoked	5502-371	\$51.68	\$7.75	\$2.58	\$2.58	\$12.92	\$92.56	\$91.634	\$3.72	\$3.687	\$3.82	\$3.782	\$3.82	\$3.782	\$11.36	\$11.251
29	Drop Ceiling Kit for AXIS P3346, Clear	5502-781	\$51.68	\$7.75	\$2.58	\$2.58	\$12.92	\$92.56	\$91.634	\$3.72	\$3.687	\$3.82	\$3.782	\$3.82	\$3.782	\$11.36	\$11.251
30	Drop Ceiling Kit for AXIS P3346, Smoked	5502-791	\$51.68	\$7.75	\$2.58	\$2.58	\$12.92	\$92.56	\$91.634	\$3.72	\$3.687	\$3.82	\$3.782	\$3.82	\$3.782	\$11.36	\$11.251
31	Mounting Plate for AXIS P33 Series	5502-401	\$21.72	\$3.26	\$1.09	\$1.09	\$5.43	\$33.22	\$32.888	\$0.00	\$0.000	\$0.00	\$0.000	\$0.00	\$0.000	\$0.00	\$0.000
32	AXIS 216FD/216MFD/P3301 (-V) Pendant Kit, black	5500-881	\$36.70	\$5.51	\$1.84	\$1.84	\$9.18	\$75.40	\$74.646	\$3.21	\$3.178	\$3.28	\$3.247	\$3.28	\$3.247	\$9.77	\$9.672
33	AXIS 216FD/216MFD/P3301 (-V) Pendant Kit black 1,5"NPT	5502-011	\$29.21	\$4.38	\$1.46	\$1.46	\$7.30	\$66.82	\$66.152	\$2.95	\$2.923	\$3.00	\$2.970	\$3.00	\$2.970	\$8.95	\$8.863
34	AXIS 216FD/216MFD/P3301 (-V) Pendant Kit, white	5500-891	\$36.70	\$5.51	\$1.84	\$1.84	\$9.18	\$75.40	\$74.646	\$3.21	\$3.178	\$3.28	\$3.247	\$3.28	\$3.247	\$9.77	\$9.672
35	AXIS 216FD/216MFD/P3301 (-V) Pendant Kit white 1,5"NPT	5502-021	\$29.21	\$4.38	\$1.46	\$1.46	\$7.30	\$66.82	\$66.152	\$2.95	\$2.923	\$3.00	\$2.970	\$3.00	\$2.970	\$8.95	\$8.863
36	Cable RJ45 outdoor 5M	5502-731	\$59.17	\$8.88	\$2.96	\$2.96	\$14.79	\$76.13	\$75.369	\$3.23	\$3.199	\$3.34	\$3.307	\$3.34	\$3.307	\$9.91	\$9.812
37	Cable I/O Audio 5M P553X	5502-491	\$81.64	\$12.25	\$4.08	\$4.08	\$20.41	\$101.87	\$100.851	\$4.00	\$3.964	\$4.15	\$4.109	\$4.15	\$4.109	\$12.30	\$12.181
38	ACC Screw kit for AXIS 215 PTZ	5500-691	\$7.49	\$1.12	\$0.37	\$0.37	\$1.87	\$8.58	\$8.494	\$0.00	\$0.000	\$0.00	\$0.000	\$0.00	\$0.000	\$0.00	\$0.000
39	MOUNTING TOOL	21776	\$108.61	\$16.29	\$5.43	\$5.43	\$27.15	\$124.43	\$123.186	\$0.00	\$0.000	\$0.00	\$0.000	\$0.00	\$0.000	\$0.00	\$0.000
40	Dome Kit for AXIS Q6032-E	5700-491	\$66.66	\$10.00	\$3.33	\$3.33	\$16.67	\$93.05	\$92.120	\$3.74	\$3.702	\$3.86	\$3.821	\$3.86	\$3.821	\$11.46	\$11.345
41	Dome Kit for AXIS P33-V Series	5700-311	\$51.68	\$7.75	\$2.58	\$2.58	\$12.92	\$75.89	\$75.131	\$3.22	\$3.192	\$3.32	\$3.287	\$3.32	\$3.287	\$9.86	\$9.766
42	Dome Kit for AXIS P33 Series	5700-321	\$21.72	\$3.26	\$1.09	\$1.09	\$5.43	\$41.56	\$41.144	\$2.19	\$2.173	\$2.23	\$2.208	\$2.23	\$2.208	\$6.65	\$6.588
43	Dome Kit for AXIS P33-VE Series	5700-341	\$51.68	\$7.75	\$2.58	\$2.58	\$12.92	\$75.89	\$75.131	\$3.22	\$3.192	\$3.32	\$3.287	\$3.32	\$3.287	\$9.86	\$9.766
44	AXIS P553X dome kit	5700-631	\$44.19	\$6.63	\$2.21	\$2.21	\$11.05	\$67.31	\$66.637	\$2.97	\$2.937	\$3.05	\$3.020	\$3.05	\$3.020	\$9.07	\$8.976
45	AXIS Q603X-E HD Dome Kit	5700-801	\$74.15	\$11.12	\$3.71	\$3.71	\$18.54	\$101.63	\$100.614	\$4.00	\$3.957	\$4.13	\$4.089	\$4.13	\$4.089	\$12.26	\$12.134
46	AXIS Q603X HD Dome Kit	5700-811	\$66.66	\$10.00	\$3.33	\$3.33	\$16.67	\$93.05	\$92.120	\$3.74	\$3.702	\$3.86	\$3.821	\$3.86	\$3.821	\$11.46	\$11.345
47	Spare bracket kit for AXIS Q60XX/P553X	5700-851	\$17.98	\$2.70	\$0.90	\$0.90	\$4.49	\$28.93	\$28.641	\$0.00	\$0.000	\$0.00	\$0.000	\$0.00	\$0.000	\$0.00	\$0.000
48	Sunshield Kit for AXIS P553X-E	5700-961	\$21.72	\$3.26	\$1.09	\$1.09	\$5.43	\$41.56	\$41.144	\$2.19	\$2.173	\$2.23	\$2.208	\$2.23	\$2.208	\$6.65	\$6.588
49	Sunshield for AXIS Q603X-E	5700-951	\$21.72	\$3.26	\$1.09	\$1.09	\$5.43	\$41.56	\$41.144	\$2.19	\$2.173	\$2.23	\$2.208	\$2.23	\$2.208	\$6.65	\$6.588
<b>POWER SUPPLIES AND CABLES</b>																	
1	Power supply PS-T	5500-921	\$29.21	\$4.38	\$1.46	\$1.46	\$7.30	\$66.82	\$66.152	\$2.95	\$2.923	\$3.00	\$2.970	\$3.00	\$2.970	\$8.95	\$8.863
2	Power supply PS-T 10-pack	5500-931	\$223.95	\$33.59	\$11.20	\$11.20	\$55.99	\$590.11	\$584.209	\$18.65	\$18.464	\$19.05	\$18.860	\$19.05	\$18.860	\$56.75	\$56.183
3	Spare Conn Push Plug IDC-8 IP67	5700-371	\$36.70	\$5.51	\$1.84	\$1.84	\$9.18	\$42.05	\$41.630	\$2.21	\$2.187	\$2.28	\$2.257	\$2.28	\$2.257	\$6.77	\$6.702
4	Screw Kit for AXIS P33 Series	5700-301	\$3.00	\$0.45	\$0.15	\$0.15	\$0.75	\$3.43	\$3.396	\$0.00	\$0.000	\$0.00	\$0.000	\$0.00	\$0.000	\$0.00	\$0.000
5	Screw Kit for AXIS P33-VE Series	5700-351	\$3.75	\$0.56	\$0.19	\$0.19	\$0.94	\$4.29	\$4.247	\$0.00	\$0.000	\$0.00	\$0.000	\$0.00	\$0.000	\$0.00	\$0.000

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				<b>A3 Communications, Inc*</b> Terms: <b>Net 30 Days</b> Lead Time: <b>10 Days</b>				<b>GC&amp;E Systems Group</b> Terms: <b>0% Net 30; 1.0% net 15</b> Lead Time: <b>3 Days</b>									
#	Product Name	Part Number	Unit Cost	MAINTENANCE, SUPPORT AND WARRANTY				Unit Cost	Unit Cost w/1% discount	MAINTENANCE, SUPPORT AND WARRANTY							
				Cost - 3 Years	Cost Single Year 4	Cost Single Year 5	Cost - 5 Years			Cost - 3 Years	Cost - 3 Years w/1% discount	Cost Single Year 4	Cost Single Year 4 w/1% discount	Cost Single Year 5	Cost Single Year 5 w/1% discount	Cost - 5 Years	Cost - 5 Years w/1% discount
6	Audio I/O Cable for AXIS P33 Series 5m	5502-331	\$29.21	\$4.38	\$1.46	\$1.46	\$7.30	\$36.80	\$36.432	\$2.05	\$2.031	\$2.10	\$2.079	\$2.10	\$2.079	\$6.25	\$6.189
7	BNC to RCA adaptor	5500-441	\$14.23	\$2.13	\$0.71	\$0.71	\$3.56	\$19.64	\$19.444	\$0.00	\$0.000	\$0.00	\$0.000	\$0.00	\$0.000	\$0.00	\$0.000
<b>VIDEO MANAGEMENT SYSTEM (VMS)</b>																	
1	OnSSI Ocularis CS Base License	OC-CS	\$2,036.70*					\$2,543.82	\$2,518.382	\$0.00	\$0.000	\$0.00	\$0.000	\$0.00	\$0.000	\$0.00	\$0.000
2	OnSSI Ocularis CS Camera License	OC-CS-1C	\$243.69*					\$289.11	\$286.219	\$0.00	\$0.000	\$0.00	\$0.000	\$0.00	\$0.000	\$0.00	\$0.000
3	OnSSI Ocularis CS SUP	SUP-OC-CS	\$406.69*					\$454.68	\$450.133	\$189.54	\$187.645	\$63.18	\$62.548	\$63.18	\$62.548	\$315.90	\$312.741
4	OnSSI Ocularis CS Camera SUP	SUP-OC-CS-1C	\$48.09*					\$53.75	\$53.213	\$379.08	\$375.289	\$126.36	\$125.096	\$126.36	\$125.096	\$631.80	\$625.482
<b>TRAINING</b>																	
	OnSSI Ocularis CS Training		\$1,600.00					\$800.47	\$792.465	\$758.13	\$750.549	\$252.72	\$250.193	\$252.72	\$250.193	\$1,263.57	\$1,250.934
<b>ADDITIONAL REQUIREMENT</b>																	
	Per ST&C 11.0 - Provide guaranteed pricing/discount structure. Explain what percentage discount is related to catalog, MSRP, etc).	% discount		25.1% off MSRP for all Axis products 23.0% off MSRP for OnSSI product. * Special pricing offer is available to the customer on OnSSI product contingent upon payment before 9/30/11. (OC-CS: \$1225.76, OC-CS-1C: \$146.66, SUP-OC-CS: \$244.76, SUP-OC-CS-1C: \$28.94)						14.19% discount off MSRP for Axis 8.88% discount off MSRP for ONSSI							
<b>ADDITIONAL COSTS</b>																	
	Description	Price	Notes	Price	Price w/1% discount	Notes											
1	<b>Program Management Fees:</b>																
	Phase 1	\$50,000.00		\$13,760.00	\$13,622.400												
	Phase 2	\$25,000.00		\$6,000.00	\$5,940.000												
	Phase 3	\$25,000.00		\$5,120.00	\$5,068.800												
2	Miscellaneous Equipment Needed (lifts, permits, supplies, etc.)	\$18,000.00		\$57,260.46	\$56,687.855										\$515.86 per school		
3	Deinstallation of Existing Equipment (pricing per camera)	\$45.00		\$33.35	\$33.017												
4	Site Assessments (Preinstall photographs, blueprints, Auto-Cad drawings, walk-throughs, etc.)	\$0.00	These items are included within the Program Management Fees	\$14,808.51	\$14,660.425										\$133.41 per school		
5	Installation of new cameras (pricing per camera).	\$155.00	Includes mounting, focusing, OnSSI installation and configuration of Customer server.	\$41.69	\$41.273												
6	Other:																
7	Other:																
8	Other:																

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		A3 Communications, Inc* Terms: Net 30 Days Lead Time: 10 Days				GC&E Systems Group Terms: 0% Net 30; 1.0% net 15 Lead Time: 3 Days													
#	Product Name	Part Number	Unit Cost	MAINTENANCE, SUPPORT AND WARRANTY				Unit Cost	Unit Cost w/1% discount	MAINTENANCE, SUPPORT AND WARRANTY									
				Cost - 3 Years	Cost Single Year 4	Cost Single Year 5	Cost - 5 Years			Cost - 3 Years	Cost - 3 Years w/1% discount	Cost Single Year 4	Cost Single Year 4 w/1% discount	Cost Single Year 5	Cost Single Year 5 w/1% discount	Cost - 5 Years	Cost - 5 Years w/1% discount		
9	Other:																		
10	Other:																		
Totals:																			
Equipment						\$182,396.38													\$209,181.28
Equipment Support 5 years						\$45,600.02													\$56,134.35
Software & Training						\$4,335.17													\$4,100.41
Software & Training Support 5 years						\$0.00													\$2,189.16
Additional Costs						\$118,200.00													\$96,053.77
<b>GRAND TOTAL</b>						<b>\$350,531.57</b>													<b>\$367,658.97</b>
<b>NOTES:</b>			* Vendor is not a certified authorized reseller				Additional Cost, Item #2: 515.86*111 schools Additional Cost, Item #4: 133.41*111 schools												

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#	Product Name	Part Number	GTI* Terms: Net 30 Lead Time: 15 business days				Gibson Technical Services, Inc.* Terms: Net 30 Lead Time: Dependant on specific product, no longer than 30 days				Ingersoll Rand Security Tech. Terms: Net 30 Days Lead Time: 3 weeks						
			Unit Cost	MAINTENANCE, SUPPORT AND WARRANTY				Unit Cost	MAINTENANCE, SUPPORT AND WARRANTY				Unit Cost	MAINTENANCE, SUPPORT AND WARRANTY			
				Cost - 3 Years	Cost Single Year 4	Cost Single Year 5	Cost - 5 Years		Cost - 3 Years	Cost Single Year 4	Cost Single Year 5	Cost - 5 Years		Cost - 3 Years	Cost Single Year 4	Cost Single Year 5	Cost - 5 Years
Fixed Dome Network Cameras (NOTE: Unit pricing for cameras should NOT include installation charges.)																	
1	AXIS P3301	0290-004	\$563.06	\$1,119,000.00	\$391,650.00	\$411,232.50	\$1,921,882.50	\$477.70	\$350.00	\$167.77	\$167.77	\$595.54	\$513.88	\$190.19	\$99.44	\$103.61	\$382.89
2	AXIS P3301 10-Pack	0290-021	\$5,535.66					\$4,696.48	\$3,500.00	\$1,669.65	\$1,669.65	\$5,939.30	\$5,052.14	\$1,901.90	\$748.99	\$766.15	\$3,340.43
3	AXIS P3301-V	0292-004	\$600.66					\$509.60	\$350.00	\$170.96	\$170.96	\$601.92	\$548.19	\$190.19	\$99.44	\$103.61	\$382.89
4	AXIS P3301-V 10-Pack	0292-021	\$5,911.66					\$5,015.48	\$3,500.00	\$1,701.55	\$1,701.55	\$6,003.10	\$5,395.30	\$1,901.90	\$748.99	\$766.15	\$3,340.43
5	AXIS P3304	0352-004	\$657.06					\$557.45	\$350.00	\$175.75	\$175.75	\$611.49	\$599.67	\$190.19	\$99.44	\$103.61	\$382.89
6	AXIS P3304 10-pack	0352-021	\$6,438.06					\$5,462.08	\$3,500.00	\$1,746.21	\$1,746.21	\$6,092.42	\$5,875.72	\$1,901.90	\$748.99	\$766.15	\$3,340.43
7	AXIS P3304-V	0353-004						\$589.35	\$350.00	\$178.94	\$178.94	\$617.87	\$633.98	\$190.19	\$99.44	\$103.61	\$382.89
8	AXIS P3304-V 10-pack	0353-021	\$694.66					\$5,781.08	\$3,500.00	\$1,778.11	\$1,778.11	\$6,156.22	\$6,218.88	\$1,901.90	\$748.99	\$766.15	\$3,340.43
9	AXIS P3343 12mm	0307-031	\$751.06					\$637.20	\$350.00	\$183.72	\$183.72	\$627.44	\$685.46	\$190.19	\$99.44	\$103.61	\$382.89
10	AXIS P3343 12mm 10-pack/bulk CLEAR	0307-041	\$7,378.06					\$6,259.58	\$3,500.00	\$1,825.96	\$1,825.96	\$6,251.92	\$6,733.62	\$1,901.90	\$748.99	\$766.15	\$3,340.43
11	AXIS P3343 12mm 10-pack/bulk SMOKED	0307-051	\$7,378.06					\$6,259.58	\$3,500.00	\$1,825.96	\$1,825.96	\$6,251.92	\$6,733.62	\$1,901.90	\$748.99	\$766.15	\$3,340.43
12	AXIS P3343 6mm	0307-001	\$751.06					\$637.20	\$350.00	\$183.72	\$183.72	\$627.44	\$685.46	\$190.19	\$99.44	\$103.61	\$382.89
13	AXIS P3343 6mm 10-pack/bulk CLEAR	0307-021	\$7,378.06					\$6,259.58	\$3,500.00	\$1,825.96	\$1,825.96	\$6,251.92	\$6,733.62	\$1,901.90	\$748.99	\$766.15	\$3,340.43
14	AXIS P3343 6mm 10-pack/bulk SMOKED	0307-061	\$7,378.06					\$6,259.58	\$3,500.00	\$1,825.96	\$1,825.96	\$6,251.92	\$6,733.62	\$1,901.90	\$748.99	\$766.15	\$3,340.43
15	AXIS P3343-V 12mm	0308-031	\$788.66					\$669.10	\$350.00	\$186.91	\$186.91	\$633.82	\$719.77	\$190.19	\$99.44	\$103.61	\$382.89
16	AXIS P3343-V 12mm 10-pack/bulk CLEAR	0308-041	\$7,754.06					\$6,578.58	\$3,500.00	\$1,857.86	\$1,857.86	\$6,315.72	\$7,076.77	\$1,901.90	\$748.99	\$766.15	\$3,340.43
17	AXIS P3343-V 12mm 10-pack/bulk SMOKED	0308-051	\$7,754.06					\$6,578.58	\$3,500.00	\$1,857.86	\$1,857.86	\$6,315.72	\$7,076.77	\$1,901.90	\$748.99	\$766.15	\$3,340.43
18	AXIS P3343-V 6mm	0308-001	\$788.66	\$1,119,000.00	\$1,197,330.00	\$1,281,143.10	\$3,597,473.10	\$669.10	\$350.00	\$186.91	\$186.91	\$633.82	\$719.77	\$190.19	\$99.44	\$103.61	\$382.89
19	AXIS P3343-V 6mm 10-pack/bulk CLEAR	0308-021	\$7,754.06					\$6,578.58	\$3,500.00	\$1,857.86	\$1,857.86	\$6,315.72	\$7,076.77	\$1,901.90	\$748.99	\$766.15	\$3,340.43
20	AXIS P3343-V 6mm 10-pack/bulk SMOKED	0308-061	\$7,754.06					\$6,578.58	\$3,500.00	\$1,857.86	\$1,857.86	\$6,315.72	\$7,076.77	\$1,901.90	\$748.99	\$766.15	\$3,340.43
21	AXIS P3343-VE 12mm	0299-031	\$939.06					\$796.70	\$350.00	\$199.67	\$199.67	\$659.34	\$857.04	\$190.19	\$99.44	\$103.61	\$382.89
22	AXIS P3343-VE 12mm 4-pack/bulk CLEAR	0299-041	\$3,712.06					\$3,149.33	\$1,400.00	\$794.93	\$794.93	\$2,629.87	\$3,387.83	\$760.76	\$315.96	\$324.46	\$1,368.74
23	AXIS P3343-VE 12mm 4-pack/bulk SMOKED	0299-051	\$3,712.06					\$3,149.33	\$1,400.00	\$794.93	\$794.93	\$2,629.87	\$3,387.83	\$760.76	\$315.96	\$324.46	\$1,368.74
24	AXIS P3343-VE 6mm	0299-001	\$939.06					\$796.70	\$350.00	\$199.67	\$199.67	\$659.34	\$857.04	\$190.19	\$99.44	\$103.61	\$382.89
25	AXIS P3343-VE 6mm 4-pack/bulk CLEAR	0299-021	\$3,712.06					\$3,149.33	\$1,400.00	\$794.93	\$794.93	\$2,629.87	\$3,387.83	\$760.76	\$315.96	\$324.46	\$1,368.74
26	AXIS P3343-VE 6mm 4-pack/bulk SMOKED	0299-061	\$3,712.06					\$3,149.33	\$1,400.00	\$794.93	\$794.93	\$2,629.87	\$3,387.83	\$760.76	\$315.96	\$324.46	\$1,368.74
27	AXIS P3344 12mm	0326-041	\$845.06					\$716.95	\$350.00	\$191.70	\$191.70	\$643.39	\$771.25	\$190.19	\$99.44	\$103.61	\$382.89
28	AXIS P3344 12mm 10-pack/bulk CLEAR	0326-051	\$8,318.06					\$7,057.08	\$3,500.00	\$1,905.71	\$1,905.71	\$6,411.42	\$7,591.51	\$1,901.90	\$748.99	\$766.15	\$3,340.43
29	AXIS P3344 12mm 10-pack/bulk SMOKED	0326-061	\$8,318.06					\$7,057.08	\$3,500.00	\$1,905.71	\$1,905.71	\$6,411.42	\$7,591.51	\$1,901.90	\$748.99	\$766.15	\$3,340.43
30	AXIS P3344 6mm	0326-001	\$845.06					\$716.95	\$350.00	\$191.70	\$191.70	\$643.39	\$771.25	\$190.19	\$99.44	\$103.61	\$382.89
31	AXIS P3344 6mm 10-pack/bulk CLEAR	0326-021	\$8,318.06					\$7,057.08	\$3,500.00	\$1,905.71	\$1,905.71	\$6,411.42	\$7,591.51	\$1,901.90	\$748.99	\$766.15	\$3,340.43
32	AXIS P3344 6mm 10-pack/bulk SMOKED	0326-031	\$8,318.06					\$7,057.08	\$3,500.00	\$1,905.71	\$1,905.71	\$6,411.42	\$7,591.51	\$1,901.90	\$748.99	\$766.15	\$3,340.43
33	AXIS P3344-V 12mm	0327-041	\$882.66					\$748.85	\$350.00	\$194.89	\$194.89	\$649.77	\$805.56	\$190.19	\$99.44	\$103.61	\$382.89
34	AXIS P3344-V 12mm 10-pack/bulk CLEAR	0327-051	\$8,694.06	\$1,119,000.00	\$1,197,330.00	\$1,281,143.10	\$3,597,473.10	\$7,367.08	\$3,500.00	\$1,936.71	\$1,936.71	\$6,473.42	\$7,934.67	\$1,901.90	\$748.99	\$766.15	\$3,340.43
35	AXIS P3344-V 12mm 10-pack/bulk SMOKED	0327-061	\$8,694.06					\$7,367.08	\$3,500.00	\$1,936.71	\$1,936.71	\$6,473.42	\$7,934.67	\$1,901.90	\$748.99	\$766.15	\$3,340.43
36	AXIS P3344-V 6mm	0327-001	\$882.66					\$748.85	\$350.00	\$194.89	\$194.89	\$649.77	\$805.56	\$190.19	\$99.44	\$103.61	\$382.89
37	AXIS P3344-V 6mm 10-pack/bulk CLEAR	0327-021	\$8,694.06					\$7,376.08	\$3,500.00	\$1,937.61	\$1,937.61	\$6,475.22	\$7,934.67	\$1,901.90	\$748.99	\$766.15	\$3,340.43
38	AXIS P3344-V 6mm 10-pack/bulk SMOKED	0327-031	\$8,694.06					\$7,376.08	\$3,500.00	\$1,937.61	\$1,937.61	\$6,475.22	\$7,934.67	\$1,901.90	\$748.99	\$766.15	\$3,340.43
39	AXIS P3344-VE 12mm	0325-041	\$1,033.06					\$876.45	\$350.00	\$207.65	\$207.65	\$675.29	\$942.83	\$190.19	\$99.44	\$103.61	\$382.89
40	AXIS P3344-VE 12mm 4-pack/bulk CLEAR	0325-051	\$4,088.06					\$3,468.33	\$1,400.00	\$826.83	\$826.83	\$2,693.67	\$3,730.98	\$760.76	\$315.96	\$324.46	\$1,368.74
41	AXIS P3344-VE 12mm 4-pack/bulk SMOKED	0325-061	\$4,088.06					\$3,468.33	\$1,400.00	\$826.83	\$826.83	\$2,693.67	\$3,730.98	\$760.76	\$315.96	\$324.46	\$1,368.74
42	AXIS P3344-VE 6mm	0325-001	\$1,033.06					\$876.45	\$350.00	\$207.65	\$207.65	\$675.29	\$942.83	\$190.19	\$99.44	\$103.61	\$382.89
43	AXIS P3344-VE 6mm 4-pack/bulk CLEAR	0325-021	\$4,088.06					\$3,468.33	\$1,400.00	\$826.83	\$826.83	\$2,693.67	\$3,730.98	\$760.76	\$315.96	\$324.46	\$1,368.74
44	AXIS P3344-VE 6mm 4-pack/bulk SMOKED	0325-031	\$4,088.06					\$3,468.33	\$1,400.00	\$826.83	\$826.83	\$2,693.67	\$3,730.98	\$760.76	\$315.96	\$324.46	\$1,368.74
45	AXIS P3346	0369-001	\$986.06					\$836.58	\$350.00	\$203.66	\$203.66	\$667.32	\$899.93	\$190.19	\$99.44	\$103.61	\$382.89

BID 12-09, VIEDO SURVEILLANCE CAMERAS  
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			GTI* Terms: Net 30 Lead Time: 15 business days				Gibson Technical Services, Inc.* Terms: Net 30 Lead Time: Dependant on specific product, no longer than 30 days				Ingersoll Rand Security Tech. Terms: Net 30 Days Lead Time: 3 weeks						
#	Product Name	Part Number	Unit Cost	MAINTENANCE, SUPPORT AND WARRANTY				Unit Cost	MAINTENANCE, SUPPORT AND WARRANTY				Unit Cost	MAINTENANCE, SUPPORT AND WARRANTY			
				Cost - 3 Years	Cost Single Year 4	Cost Single Year 5	Cost - 5 Years		Cost - 3 Years	Cost Single Year 4	Cost Single Year 5	Cost - 5 Years		Cost - 3 Years	Cost Single Year 4	Cost Single Year 5	Cost - 5 Years
46	AXIS P3346-V	0370-001	\$1,023.66					\$868.48	\$350.00	\$206.85	\$206.85	\$673.70	\$934.25	\$190.19	\$99.44	\$103.61	\$382.89
47	AXIS P3346-VE	0371-001	\$1,174.06					\$996.08	\$350.00	\$219.61	\$219.61	\$699.22	\$1,071.51	\$190.19	\$99.44	\$103.61	\$382.89
Pan/Tilt/Zoom Dome Network Cameras (NOTE: Unit pricing for cameras should NOT include installation charge)																	
1	AXIS P5522	0420-004	\$1,409.06	\$1,119,000.00	\$1,197,330.00	\$1,281,143.10	\$3,597,473.10	\$1,195.45	\$350.00	\$239.55	\$239.55	\$739.09	\$1,285.98	\$190.19	\$99.44	\$103.61	\$382.89
2	AXIS P5522-E	0422-004	\$1,785.06					\$1,514.45	\$350.00	\$271.45	\$271.45	\$802.89	\$1,629.14	\$190.19	\$99.44	\$103.61	\$382.89
3	AXIS P5512	0409-001	\$1,033.06					\$876.45	\$350.00	\$207.65	\$207.65	\$675.29	\$942.83	\$190.19	\$99.44	\$103.61	\$382.89
4	AXIS P5512-E	0411-001	\$1,409.06					\$1,195.45	\$350.00	\$239.55	\$239.55	\$739.09	\$1,285.98	\$190.19	\$99.44	\$103.61	\$382.89
5	AXIS Q6032-E PTZ Dome Network Camera	0318-004	\$3,007.06					\$2,551.20	\$350.00	\$375.12	\$375.12	\$1,010.24	\$2,744.41	\$190.19	\$99.44	\$103.61	\$382.89
6	AXIS Q6032-E 60 Hz Wall	0318-014	\$3,091.66					\$2,622.98	\$350.00	\$382.30	\$382.30	\$1,024.60	\$2,821.62	\$190.19	\$99.44	\$103.61	\$382.89
7	AXIS Q6034	0363-004	\$2,819.06					\$2,391.70	\$350.00	\$359.17	\$359.17	\$978.34	\$2,572.83	\$190.19	\$99.44	\$103.61	\$382.89
8	AXIS Q6034-E 60HZ	0362-004	\$3,383.06					\$2,870.20	\$350.00	\$407.02	\$407.02	\$1,074.04	\$3,087.56	\$190.19	\$99.44	\$103.61	\$382.89
1-port Video Encoders																	
1	AXIS M7001	0298-001	\$281.06					\$238.45	Included	Included	Included	Included	\$256.51	\$0.00	\$0.00	\$0.00	\$0.00
2	AXIS M7001 10-pack	0298-021	\$2,725.06					\$2,311.95	Included	Included	Included	Included	\$2,487.04	\$0.00	\$0.00	\$0.00	\$0.00
3	AXIS Q7401	0288-004	\$563.06					\$477.70	Included	Included	Included	Included	\$513.88	\$0.00	\$0.00	\$0.00	\$0.00
PTZ Housing and Mounts																	
1	Gooseneck Wall Mount	25736	\$93.06					\$78.95	Included	Included	Included	Included	\$84.93	\$0.00	\$0.00	\$0.00	\$0.00
2	Parapet Mount	25738	\$375.06					\$318.20	Included	Included	Included	Included	\$342.30	\$0.00	\$0.00	\$0.00	\$0.00
3	Pole Mount Adapter	21896	\$55.46					\$47.05	Included	Included	Included	Included	\$50.62	\$0.00	\$0.00	\$0.00	\$0.00
4	Corner Mount Adapter	22059	\$83.66					\$70.98	Included	Included	Included	Included	\$76.35	\$0.00	\$0.00	\$0.00	\$0.00
5	Ceiling Mount 12" Extension	26349	\$140.06					\$118.83	Included	Included	Included	Included	\$127.83	\$0.00	\$0.00	\$0.00	\$0.00
6	Ceiling Mount 24" Extension	26350	\$158.86	\$1,119,000.00	\$1,197,330.00	\$1,281,143.10	\$3,597,473.10	\$134.78	Included	Included	Included	Included	\$144.98	\$0.00	\$0.00	\$0.00	\$0.00
7	AXIS T95A00 Dome Housing	5010-001	\$610.06					\$517.58	Included	Included	Included	Included	\$556.77	\$0.00	\$0.00	\$0.00	\$0.00
8	AXIS T95A10 Dome Housing	5010-101	\$563.06					\$477.70	Included	Included	Included	Included	\$513.88	\$0.00	\$0.00	\$0.00	\$0.00
9	AXIS T95A61 Wall Bracket	5010-611	\$93.06					\$78.95	Included	Included	Included	Included	\$84.93	\$0.00	\$0.00	\$0.00	\$0.00
10	AXIS T95A62 Ceiling Bracket	5010-621	\$187.06					\$158.70	Included	Included	Included	Included	\$170.72	\$0.00	\$0.00	\$0.00	\$0.00
11	AXIS T95A63 Extension Bracket	5010-631	\$130.66					\$110.85	Included	Included	Included	Included	\$119.25	\$0.00	\$0.00	\$0.00	\$0.00
12	AXIS T95A64 Corner Bracket	5010-641	\$83.66					\$70.98	Included	Included	Included	Included	\$76.35	\$0.00	\$0.00	\$0.00	\$0.00
13	AXIS T95A66 Rotation Bracket	5010-661	\$83.66					\$70.80	Included	Included	Included	Included	\$76.35	\$0.00	\$0.00	\$0.00	\$0.00
14	AXIS T95A67 Pole Bracket	5010-671	\$121.26					\$102.88	Included	Included	Included	Included	\$110.67	\$0.00	\$0.00	\$0.00	\$0.00
15	AXIS T91A61 Wall Bracket	5017-611	\$93.06					\$78.95	Included	Included	Included	Included	\$84.93	\$0.00	\$0.00	\$0.00	\$0.00
16	AXIS T91A62 Bracket Parapet	5017-621	\$177.66					\$150.73	Included	Included	Included	Included	\$162.14	\$0.00	\$0.00	\$0.00	\$0.00
17	AXIS T91A63 Ceiling Bracket	5017-631	\$111.86					\$94.90	Included	Included	Included	Included	\$102.09	\$0.00	\$0.00	\$0.00	\$0.00
18	AXIS T91A67 Pole Bracket	5017-671	\$93.06					\$78.95	Included	Included	Included	Included	\$84.93	\$0.00	\$0.00	\$0.00	\$0.00
19	AXIS T91A64 Corner Bracket	5017-641	\$74.26					\$63.00	Included	Included	Included	Included	\$67.77	\$0.00	\$0.00	\$0.00	\$0.00
20	AXIS T91A06 pipe adapter 3/4-1.5"	5503-091	\$11.28					\$9.57	Included	Included	Included	Included	\$10.29	\$0.00	\$0.00	\$0.00	\$0.00
21	AXIS Q6032-E Pendant Kit	5502-431	\$46.06					\$39.08	Included	Included	Included	Included	\$42.04	\$0.00	\$0.00	\$0.00	\$0.00
Mounts and Accessories																	
1	Weathershield Kit P3343/44-VE	5800-011	\$18.80					\$15.95	Included	Included	Included	Included	\$17.16	\$0.00	\$0.00	\$0.00	\$0.00
2	Mounting Bracket AXIS P33XX-VE	5700-691	\$27.26					\$23.13	Included	Included	Included	Included	\$24.88	\$0.00	\$0.00	\$0.00	\$0.00
3	AXIS Q603X-E Clear Dome	5503-001	\$36.66					\$31.10	Included	Included	Included	Included	\$33.46	\$0.00	\$0.00	\$0.00	\$0.00
4	AXIS T97A10 Enclosure	5021-101	\$78.96					\$66.99	Included	Included	Included	Included	\$72.06	\$0.00	\$0.00	\$0.00	\$0.00
5	Steel Strap AXIS T91A67 1 Pair	5700-981	\$13.16					\$11.17	Included	Included	Included	Included	\$12.01	\$0.00	\$0.00	\$0.00	\$0.00
6	Camera Mount Adapter Plate	30337	\$93.06					\$78.95	Included	Included	Included	Included	\$84.93	\$0.00	\$0.00	\$0.00	\$0.00
7	Drop ceiling mount for AXIS 216FD/216MFD/P3301, clear	5005-031	\$55.46					\$47.05	Included	Included	Included	Included	\$50.62	\$0.00	\$0.00	\$0.00	\$0.00
8	Drop ceiling mount for AXIS 216FD/216MFD/P3301, smoked	5005-041	\$55.46					\$47.05	Included	Included	Included	Included	\$50.62	\$0.00	\$0.00	\$0.00	\$0.00
9	Vandal-resistant casing for AXIS 216FD-V/216MFD-V/P3301-V, clear	5005-051	\$102.46					\$86.93	Included	Included	Included	Included	\$93.51	\$0.00	\$0.00	\$0.00	\$0.00

BID 12-09, VIEDO SURVEILLANCE CAMERAS

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			GTI* Terms: Net 30 Lead Time: 15 business days				Gibson Technical Services, Inc.* Terms: Net 30 Lead Time: Dependant on specific product, no longer than 30 days				Ingersoll Rand Security Tech. Terms: Net 30 Days Lead Time: 3 weeks						
#	Product Name	Part Number	Unit Cost	MAINTENANCE, SUPPORT AND WARRANTY				Unit Cost	MAINTENANCE, SUPPORT AND WARRANTY				Unit Cost	MAINTENANCE, SUPPORT AND WARRANTY			
				Cost - 3 Years	Cost Single Year 4	Cost Single Year 5	Cost - 5 Years		Cost - 3 Years	Cost Single Year 4	Cost Single Year 5	Cost - 5 Years		Cost - 3 Years	Cost Single Year 4	Cost Single Year 5	Cost - 5 Years
10	Vandal-resistant casing for AXIS 216FD-V/216MFD-V, P3301-V smoked	5005-061	\$102.46					\$86.93	Included	Included	Included	Included	\$93.51	\$0.00	\$0.00	\$0.00	\$0.00
11	Screw kit for AXIS 216FD/216FD-V/ 216MFD/216MFD-V/P3301/P3301-V	5005-021	\$6.38					\$4.79	Included	Included	Included	Included	\$5.15	\$0.00	\$0.00	\$0.00	\$0.00
12	Casing for AXIS 216FD/216MFD/P3301/M32, clear	5005-011	\$27.26	\$1,119,000.00	\$1,197,330.00	\$1,281,143.10	\$3,597,473.10	\$23.13	Included	Included	Included	Included	\$24.88	\$0.00	\$0.00	\$0.00	\$0.00
13	Casing for AXIS 216FD/216MFD/P3301/M32, smoked	5005-001	\$27.26					\$23.13	Included	Included	Included	Included	\$24.88	\$0.00	\$0.00	\$0.00	\$0.00
14	Casing for AXIS 216FD/216MFD/P3301 black, clear	5500-821	\$27.26					\$23.13	Included	Included	Included	Included	\$24.88	\$0.00	\$0.00	\$0.00	\$0.00
15	Casing for AXIS 216FD/216MFD/P3301 black, clear 10-pack	5500-771	\$262.26					\$222.50	Included	Included	Included	Included	\$239.35	\$0.00	\$0.00	\$0.00	\$0.00
16	VT Wall bracket Ball joint WBJA	0217-021	\$22.56					\$19.14	Included	Included	Included	Included	\$20.59	\$0.00	\$0.00	\$0.00	\$0.00
17	VT Wall bracket Internal Cable WBOVA1	0217-031	\$36.66					\$31.10	Included	Included	Included	Included	\$33.46	\$0.00	\$0.00	\$0.00	\$0.00
18	VT Ceiling Bracket Ball Joint WCM3A	0217-041	\$74.26					\$63.00	Included	Included	Included	Included	\$67.77	\$0.00	\$0.00	\$0.00	\$0.00
19	VT Ceiling Bracket Internal Cable WCM4A	0217-051	\$102.46					\$86.93	Included	Included	Included	Included	\$93.51	\$0.00	\$0.00	\$0.00	\$0.00
20	VT Ceiling Bracket Ball Joint WCM5A	0217-061	\$111.86					\$94.90	Included	Included	Included	Included	\$102.09	\$0.00	\$0.00	\$0.00	\$0.00
21	VT Column Mount Ball Joint WFWCA	0217-071	\$93.06					\$78.95	Included	Included	Included	Included	\$84.93	\$0.00	\$0.00	\$0.00	\$0.00
22	VT Pole Mount Adapter WSFPA	0217-081	\$64.86					\$55.03	Included	Included	Included	Included	\$59.19	\$0.00	\$0.00	\$0.00	\$0.00
23	Vt Wall Bracket Adapter Plate WCPA	0217-091	\$36.66					\$31.10	Included	Included	Included	Included	\$33.46	\$0.00	\$0.00	\$0.00	\$0.00
24	VT Corner Mount WCWA	0217-101	\$55.46					\$47.05	Included	Included	Included	Included	\$50.62	\$0.00	\$0.00	\$0.00	\$0.00
25	AXIS P33 Series Pendant Kit	5502-351	\$36.66					\$31.10	Included	Included	Included	Included	\$33.46	\$0.00	\$0.00	\$0.00	\$0.00
26	AXIS P33-VE Series Pendant Kit	5502-321	\$46.06					\$39.08	Included	Included	Included	Included	\$42.04	\$0.00	\$0.00	\$0.00	\$0.00
27	Drop Ceiling Mount for AXIS P33 Series Clear	5502-361	\$64.86					\$55.03	Included	Included	Included	Included	\$59.19	\$0.00	\$0.00	\$0.00	\$0.00
28	Drop Ceiling Mount for AXIS P33 Series Smoked	5502-371	\$64.86					\$55.03	Included	Included	Included	Included	\$59.19	\$0.00	\$0.00	\$0.00	\$0.00
29	Drop Ceiling Kit for AXIS P3346, Clear	5502-781	\$64.86					\$55.03	Included	Included	Included	Included	\$59.19	\$0.00	\$0.00	\$0.00	\$0.00
30	Drop Ceiling Kit for AXIS P3346, Smoked	5502-791	\$64.86					\$55.03	Included	Included	Included	Included	\$59.19	\$0.00	\$0.00	\$0.00	\$0.00
31	Mounting Plate for AXIS P33 Series	5502-401	\$27.26					\$23.13	Included	Included	Included	Included	\$24.88	\$0.00	\$0.00	\$0.00	\$0.00
32	AXIS 216FD/216MFD/P3301 (-V) Pendant Kit, black	5500-881	\$46.06					\$39.08	Included	Included	Included	Included	\$42.04	\$0.00	\$0.00	\$0.00	\$0.00
33	AXIS 216FD/216MFD/P3301 (-V) Pendant Kit black 1,5"NPT	5502-011	\$36.66					\$31.10	Included	Included	Included	Included	\$33.46	\$0.00	\$0.00	\$0.00	\$0.00
34	AXIS 216FD/216MFD/P3301 (-V) Pendant Kit, white	5500-891	\$46.06					\$39.08	Included	Included	Included	Included	\$42.04	\$0.00	\$0.00	\$0.00	\$0.00
35	AXIS 216FD/216MFD/P3301 (-V) Pendant Kit white 1,5"NPT	5502-021	\$36.66					\$31.10	Included	Included	Included	Included	\$33.46	\$0.00	\$0.00	\$0.00	\$0.00
36	Cable RJ45 outdoor 5M	5502-731	\$74.26					\$63.00	Included	Included	Included	Included	\$67.77	\$0.00	\$0.00	\$0.00	\$0.00
37	Cable I/O Audio 5M P553X	5502-491	\$102.46					\$86.93	Included	Included	Included	Included	\$93.51	\$0.00	\$0.00	\$0.00	\$0.00
38	ACC Screw kit for AXIS 215 PTZ	5500-691	\$9.40					\$7.98	Included	Included	Included	Included	\$8.58	\$0.00	\$0.00	\$0.00	\$0.00
39	MOUNTING TOOL	21776	\$136.30					\$115.64	Included	Included	Included	Included	\$124.39	\$0.00	\$0.00	\$0.00	\$0.00
40	Dome Kit for AXIS Q6032-E	5700-491	\$83.66					\$70.98	Included	Included	Included	Included	\$76.35	\$0.00	\$0.00	\$0.00	\$0.00
41	Dome Kit for AXIS P33-V Series	5700-311	\$64.86	\$1,119,000.00	\$1,197,330.00	\$1,281,143.10	\$3,597,473.10	\$55.03	Included	Included	Included	Included	\$59.19	\$0.00	\$0.00	\$0.00	\$0.00
42	Dome Kit for AXIS P33 Series	5700-321	\$27.26					\$23.13	Included	Included	Included	Included	\$24.88	\$0.00	\$0.00	\$0.00	\$0.00
43	Dome Kit for AXIS P33-VE Series	5700-341	\$64.86					\$55.03	Included	Included	Included	Included	\$59.19	\$0.00	\$0.00	\$0.00	\$0.00
44	AXIS P553X dome kit	5700-631	\$55.46					\$47.05	Included	Included	Included	Included	\$50.62	\$0.00	\$0.00	\$0.00	\$0.00
45	AXIS Q603X-E HD Dome Kit	5700-801	\$93.06					\$78.95	Included	Included	Included	Included	\$84.93	\$0.00	\$0.00	\$0.00	\$0.00
46	AXIS Q603X HD Dome Kit	5700-811	\$83.66					\$70.98	Included	Included	Included	Included	\$76.35	\$0.00	\$0.00	\$0.00	\$0.00
47	Spare bracket kit for AXIS Q60XX/P55XX	5700-851	\$22.56					\$19.14	Included	Included	Included	Included	\$20.59	\$0.00	\$0.00	\$0.00	\$0.00
48	Sunshield Kit for AXIS P553X-E	5700-961	\$27.26					\$23.13	Included	Included	Included	Included	\$24.88	\$0.00	\$0.00	\$0.00	\$0.00
49	Sunshield for AXIS Q603X-E	5700-951	\$27.26					\$23.13	Included	Included	Included	Included	\$24.88	\$0.00	\$0.00	\$0.00	\$0.00
POWER SUPPLIES AND CABLES																	
1	Power supply PS-T	5500-921	\$36.66					\$31.10	Included	Included	Included	Included	\$33.46	\$13.87	\$4.62	\$5.09	\$23.07
2	Power supply PS-T 10-pack	5500-931	\$281.06					\$238.45	Included	Included	Included	Included	\$256.51	\$106.34	\$35.45	\$38.99	\$176.87
3	Spare Conn Push Pull Plug IDC-8 IP67	5700-371	\$46.06					\$39.08	Included	Included	Included	Included	\$42.04	\$0.00	\$0.00	\$0.00	\$0.00
4	Screw Kit for AXIS P33 Series	5700-301	\$3.76					\$3.19	Included	Included	Included	Included	\$3.43	\$0.00	\$0.00	\$0.00	\$0.00
5	Screw Kit for AXIS P33-VE Series	5700-351	\$4.70					\$3.99	Included	Included	Included	Included	\$4.29	\$0.00	\$0.00	\$0.00	\$0.00

BID 12-09, VIEDO SURVEILLANCE CAMERAS  
TABSHEET

#	Product Name	Part Number	GTI* Terms: Net 30 Lead Time: 15 business days				Gibson Technical Services, Inc.* Terms: Net 30 Lead Time: Dependant on specific product, no longer than 30 days				Ingersoll Rand Security Tech. Terms: Net 30 Days Lead Time: 3 weeks							
			Unit Cost	MAINTENANCE, SUPPORT AND WARRANTY				Unit Cost	MAINTENANCE, SUPPORT AND WARRANTY				Unit Cost	MAINTENANCE, SUPPORT AND WARRANTY				
				Cost - 3 Years	Cost Single Year 4	Cost Single Year 5	Cost - 5 Years		Cost - 3 Years	Cost Single Year 4	Cost Single Year 5	Cost - 5 Years		Cost - 3 Years	Cost Single Year 4	Cost Single Year 5	Cost - 5 Years	
6	Audio I/O Cable for AXIS P33 Series 5m	5502-331	\$36.66					\$31.10	Included	Included	Included	Included	\$33.46	\$0.00	\$0.00	\$0.00	\$0.00	
7	BNC to RCA adaptor	5500-441	\$17.86					\$15.15	Included	Included	Included	Included	\$16.30	\$0.00	\$0.00	\$0.00	\$0.00	
<b>VIDEO MANAGEMENT SYSTEM (VMS)</b>																		
1	OnSSI Ocularis CS Base License	OC-CS	\$1,949.38					\$2,074.52	N/A	N/A	N/A	N/A	\$1,593.12*	NA	NA	NA	NA	
2	OnSSI Ocularis CS Camera License	OC-CS-1C	\$290.00					\$248.21	N/A	N/A	N/A	N/A	\$211.80*	\$211.80*	\$211.80*	\$211.80*	\$211.80*	
3	OnSSI Ocularis CS SUP	SUP-OC-CS	\$390.81					\$414.24	N/A	N/A	N/A	N/A	NA	\$743.04*	\$353.47*	\$353.47*	\$1,168.04*	
4	OnSSI Ocularis CS Camera SUP	SUP-OC-CS-1C	\$57.30					\$48.97	N/A	N/A	N/A	N/A	NA	\$88.54*	\$41.80*	\$41.80*	\$139.54*	
<b>TRAINING</b>																		
	OnSSI Ocularis CS Training		\$1,250.00					\$8,500.00	N/A	N/A	N/A	N/A	\$555.00	0	0	0	0	
<b>ADDITIONAL REQUIREMENT</b>																		
	Per ST&C 11.0 - Provide guaranteed pricing/discount structure. Explain what percentage discount is related to catalog, MSRP, etc).	% discount				6%											20% discount from MSRP	
<b>ADDITIONAL COSTS</b>																		
	Description		Price	Notes		Price	Notes		Price	Notes		Price	Notes		Price	Notes		
1	<b>Program Management Fees:</b>																	
	Phase 1		\$173,000.00			\$83,600.00	\$55.00/camera installation		\$22,323.79									
	Phase 2		\$104,000.00			\$49,500.00	\$55.00/camera installation		\$6,489.47									
	Phase 3		\$78,000.00			\$56,320.00	\$55.00/camera installation		\$4,153.26									
2	Miscellaneous Equipment Needed (lifts, permits, supplies, etc.)		\$166,500.00			\$154,980.00	\$45.00/camera installation		\$19,050.00									Phase 1 - \$12,900; Phase 2 - \$3,750; Phase 3 - \$2,400
3	Deinstallation of Existing Equipment (pricing per camera)		\$55.00			\$45.00			\$60.00									
4	Site Assessments (Preinstall photographs, blueprints, Auto-Cad drawings, walk-throughs, etc.)		\$175,000.00			\$95.00			\$65,933.06									Phase 1 - \$44647.58; Phase 2 - \$12,978.95; Phase 3 - \$8,306.53
5	Installation of new cameras (pricing per camera).		\$155.25			\$195.00	\$195.00/camera installation		\$104.41									
6	Other:																	
7	Other:																	
8	Other:																	

BID 12-09, VIEDO SURVEILLANCE CAMERAS  
TABSHEET

#	Product Name	Part Number	GTI*				Gibson Technical Services, Inc.*				Ingersoll Rand Security Tech.						
			Terms: Net 30 Lead Time: 15 business days				Terms: Net 30 Lead Time: Dependant on specific product, no longer than 30 days				Terms: Net 30 Days Lead Time: 3 weeks						
			Unit Cost	MAINTENANCE, SUPPORT AND WARRANTY				Unit Cost	MAINTENANCE, SUPPORT AND WARRANTY				Unit Cost	MAINTENANCE, SUPPORT AND WARRANTY			
Cost - 3 Years	Cost Single Year 4	Cost Single Year 5		Cost - 5 Years	Cost - 3 Years	Cost Single Year 4	Cost Single Year 5		Cost - 5 Years	Cost - 3 Years	Cost Single Year 4	Cost Single Year 5		Cost - 5 Years			
9	Other:																
10	Other:																
Totals:																	
Equipment				\$222,099.24				\$194,192.25						\$208,917.96			
Equipment Support 5 years				\$23,506,721.10				\$166,587.33						\$88,296.49			
Software & Training				\$3,937.49				\$11,285.94						\$2,359.92			
Software & Training Support 5 years				\$0.00				\$0.00						\$1,519.38			
Additional Costs				\$696,710.25				\$344,735.00						\$118,113.99			
<b>GRAND TOTAL</b>				<b>\$24,429,468.08</b>				<b>\$716,800.52</b>						<b>\$419,207.74</b>			
<b>NOTES:</b>			* Vendor is not a certified authorized reseller				Additional Cost, Item #1-Phase 1: 55*1520 cameras Additional Cost, Item #1-Phase 2: 55*900 cameras Additional Cost, Item #1-Phase 3: 55*1024 cameras Additional Cost, Item #2: 45*3444 cameras * Vendor is not a certified authorized reseller				* Education discount pricing is good through September 30, 2011. Discount Pricing as follows: OC-CS \$1,124.55 OC-CS-1C \$149.50 SUP-OC-CS Yr 3 \$524.50, Yr 4 \$249.50, Yr 5 \$249.50, 5 Yrs \$824.50 SUP-OC-CS-1C Yr 3 \$62.50, Yr 4 \$29.50, Yr 5 \$29.50, 5 Yrs \$98.50						



BID 12-09, VIEDO SURVEILLANCE CAMERAS

TABSHEET

#	Product Name	Part Number	LMI Systems Inc. Terms: Net 30 Lead Time: 10 Days				Micro Technology Consultants, Inc Terms: Net 30 Lead Time: 15 to 20 days for product - MTC 5 to 10 days				Netplanner Terms: Net 30 Lead Time: 5 business days						
			Unit Cost	MAINTENANCE, SUPPORT AND WARRANTY				Unit Cost	MAINTENANCE, SUPPORT AND WARRANTY				Unit Cost	MAINTENANCE, SUPPORT AND WARRANTY			
				Cost - 3 Years	Cost Single Year 4	Cost Single Year 5	Cost - 5 Years		Cost - 3 Years	Cost Single Year 4	Cost Single Year 5	Cost - 5 Years		Cost - 3 Years	Cost Single Year 4	Cost Single Year 5	Cost - 5 Years
Fixed Dome Network Cameras (NOTE: Unit pricing for cameras should NOT include installation charges.)																	
1	AXIS P3301	0290-004	\$488.00	\$103.00	\$49.00	\$59.00	\$195.00	\$441.36	\$202.20	\$77.50	\$77.50	\$357.50	\$449.25	\$270.00	\$134.93	\$157.39	\$562.30
2	AXIS P3301 10-Pack	0290-021	\$4,795.00	\$1,007.00	\$480.00	\$575.00	\$1,918.00	\$4,339.26	\$2,025.00	\$775.00	\$775.00	\$3,575.00	\$4,416.75				
3	AXIS P3301-V	0292-004	\$520.00	\$109.00	\$52.00	\$62.00	\$208.00	\$470.84	\$202.50	\$77.50	\$77.50	\$357.50	\$479.25	\$270.00	\$137.93	\$161.89	\$569.80
4	AXIS P3301-V 10-Pack	0292-021	\$5,121.00	\$1,075.00	\$512.00	\$615.00	\$2,048.00	\$4,634.00	\$2,025.00	\$775.00	\$775.00	\$3,575.00	\$4,716.75				
5	AXIS P3304	0352-004	\$569.00	\$119.00	\$57.00	\$68.00	\$228.00	\$515.05	\$202.50	\$77.50	\$77.50	\$357.50	\$524.25	\$270.00	\$142.43	\$168.64	\$581.05
6	AXIS P3304 10-pack	0352-021	\$5,121.00	\$1,075.00	\$512.00	\$615.00	\$2,049.00	\$5,046.63	\$2,025.00	\$775.00	\$775.00	\$3,575.00	\$5,136.75				
7	AXIS P3304-V	0353-004	\$602.00	\$126.00	\$60.00	\$72.00	\$241.00	\$544.52	\$202.50	\$77.50	\$77.50	\$357.50	\$554.25	\$270.00	\$145.43	\$173.14	\$588.55
8	AXIS P3304-V 10-pack	0353-021	\$5,902.00	\$1,239.00	\$590.00	\$708.00	\$2,361.00	\$5,341.36	\$2,025.00	\$775.00	\$775.00	\$3,575.00	\$5,436.75				
9	AXIS P3343 12mm	0307-031	\$651.00	\$137.00	\$65.00	\$78.00	\$260.00	\$588.73	\$202.50	\$77.50	\$77.50	\$357.50	\$599.25	\$270.00	\$149.93	\$179.89	\$599.80
10	AXIS P3343 12mm 10-pack/bulk CLEAR	0307-041	\$6,391.00	\$1,342.00	\$639.00	\$767.00	\$2,556.00	\$5,783.47	\$2,025.00	\$775.00	\$775.00	\$3,575.00	\$5,886.75				
11	AXIS P3343 12mm 10-pack/bulk SMOKED	0307-051	\$6,391.00	\$1,342.00	\$639.00	\$767.00	\$2,556.00	\$5,783.47	\$2,025.00	\$775.00	\$775.00	\$3,575.00	\$5,886.75				
12	AXIS P3343 6mm	0307-001	\$651.00	\$137.00	\$65.00	\$78.00	\$260.00	\$588.73	\$202.50	\$77.50	\$77.50	\$357.50	\$599.25	\$270.00	\$149.93	\$179.89	\$599.80
13	AXIS P3343 6mm 10-pack/bulk CLEAR	0307-021	\$6,391.00	\$1,342.00	\$639.00	\$767.00	\$2,556.00	\$5,783.47	\$2,025.00	\$775.00	\$775.00	\$3,575.00	\$5,886.75				
14	AXIS P3343 6mm 10-pack/bulk SMOKED	0307-061	\$6,391.00	\$1,342.00	\$639.00	\$767.00	\$2,556.00	\$5,783.47	\$2,025.00	\$775.00	\$775.00	\$3,575.00	\$5,886.75				
15	AXIS P3343-V 12mm	0308-031	\$683.00	\$143.00	\$68.00	\$82.00	\$273.00	\$618.21	\$202.50	\$77.50	\$77.50	\$357.50	\$629.25	\$270.00	\$152.93	\$184.39	\$607.30
16	AXIS P3343-V 12mm 10-pack/bulk CLEAR	0308-041	\$6,716.00	\$1,410.00	\$672.00	\$806.00	\$2,686.00	\$6,078.21	\$2,025.00	\$775.00	\$775.00	\$3,575.00	\$6,186.75				
17	AXIS P3343-V 12mm 10-pack/bulk SMOKED	0308-051	\$6,716.00	\$1,410.00	\$672.00	\$806.00	\$2,686.00	\$6,078.21	\$2,025.00	\$775.00	\$775.00	\$3,575.00	\$6,186.75				
18	AXIS P3343-V 6mm	0308-001	\$683.00	\$143.00	\$68.00	\$82.00	\$273.00	\$618.21	\$202.50	\$77.50	\$77.50	\$357.50	\$629.25	\$270.00	\$152.93	\$184.39	\$607.30
19	AXIS P3343-V 6mm 10-pack/bulk CLEAR	0308-021	\$6,716.00	\$1,410.00	\$672.00	\$806.00	\$2,686.00	\$6,078.21	\$2,025.00	\$775.00	\$775.00	\$3,575.00	\$6,186.75				
20	AXIS P3343-V 6mm 10-pack/bulk SMOKED	0308-061	\$6,716.00	\$1,410.00	\$672.00	\$806.00	\$2,686.00	\$6,078.21	\$2,025.00	\$775.00	\$775.00	\$3,575.00	\$6,186.75				
21	AXIS P3343-VE 12mm	0299-031	\$813.00	\$171.00	\$81.00	\$98.00	\$325.00	\$736.10	\$202.50	\$77.50	\$77.50	\$357.50	\$749.25	\$270.00	\$164.93	\$202.39	\$637.30
22	AXIS P3343-VE 12mm 4-pack/bulk CLEAR	0299-041	\$3,215.00	\$675.00	\$322.00	\$386.00	\$1,286.00	\$2,909.78	\$810.00	\$310.00	\$310.00	\$1,430.00	\$2,961.75				
23	AXIS P3343-VE 12mm 4-pack/bulk SMOKED	0299-051	\$3,215.00	\$675.00	\$322.00	\$386.00	\$1,286.00	\$2,909.78	\$810.00	\$310.00	\$310.00	\$1,430.00	\$2,961.75				
24	AXIS P3343-VE 6mm	0299-001	\$813.00	\$171.00	\$81.00	\$98.00	\$325.00	\$736.10	\$202.50	\$77.50	\$77.50	\$357.50	\$749.25	\$270.00	\$164.93	\$202.39	\$637.30
25	AXIS P3343-VE 6mm 4-pack/bulk CLEAR	0299-021	\$3,215.00	\$675.00	\$322.00	\$386.00	\$1,286.00	\$2,909.78	\$810.00	\$310.00	\$310.00	\$1,430.00	\$2,961.75				
26	AXIS P3343-VE 6mm 4-pack/bulk SMOKED	0299-061	\$3,215.00	\$675.00	\$322.00	\$386.00	\$1,286.00	\$2,909.78	\$810.00	\$310.00	\$310.00	\$1,430.00	\$2,961.75				
27	AXIS P3344 12mm	0326-041	\$732.00	\$154.00	\$73.00	\$88.00	\$293.00	\$662.42	\$202.50	\$77.50	\$77.50	\$357.50	\$674.25	\$270.00	\$157.43	\$191.14	\$618.55
28	AXIS P3344 12mm 10-pack/bulk CLEAR	0326-051	\$7,205.00	\$1,513.00	\$721.00	\$865.00	\$2,882.00	\$6,520.31	\$2,025.00	\$775.00	\$775.00	\$3,575.00	\$6,636.75				
29	AXIS P3344 12mm 10-pack/bulk SMOKED	0326-061	\$7,205.00	\$1,513.00	\$721.00	\$865.00	\$2,882.00	\$6,520.31	\$2,025.00	\$775.00	\$775.00	\$3,575.00	\$6,636.75				
30	AXIS P3344 6mm	0326-001	\$732.00	\$154.00	\$73.00	\$88.00	\$293.00	\$662.42	\$202.50	\$77.50	\$77.50	\$357.50	\$674.25	\$270.00	\$157.43	\$191.14	\$618.55
31	AXIS P3344 6mm 10-pack/bulk CLEAR	0326-021	\$7,205.00	\$1,513.00	\$721.00	\$865.00	\$2,882.00	\$6,520.31	\$2,025.00	\$775.00	\$775.00	\$3,575.00	\$6,636.75				
32	AXIS P3344 6mm 10-pack/bulk SMOKED	0326-031	\$7,205.00	\$1,513.00	\$721.00	\$865.00	\$2,882.00	\$6,520.31	\$2,025.00	\$775.00	\$775.00	\$3,575.00	\$6,636.75				
33	AXIS P3344-V 12mm	0327-041	\$765.00	\$161.00	\$77.00	\$92.00	\$306.00	\$691.89	\$202.50	\$77.50	\$77.50	\$357.50	\$704.25	\$270.00	\$160.43	\$195.64	\$626.05
34	AXIS P3344-V 12mm 10-pack/bulk CLEAR	0327-051	\$7,531.00	\$1,582.00	\$753.00	\$904.00	\$3,012.00	\$6,815.05	\$2,025.00	\$775.00	\$775.00	\$3,575.00	\$6,936.75				
35	AXIS P3344-V 12mm 10-pack/bulk SMOKED	0327-061	\$7,531.00	\$1,582.00	\$753.00	\$904.00	\$3,012.00	\$6,815.05	\$2,025.00	\$775.00	\$775.00	\$3,575.00	\$6,936.75				
36	AXIS P3344-V 6mm	0327-001	\$765.00	\$161.00	\$77.00	\$92.00	\$306.00	\$691.89	\$202.50	\$77.50	\$77.50	\$357.50	\$704.25	\$270.00	\$160.43	\$195.64	\$626.05
37	AXIS P3344-V 6mm 10-pack/bulk CLEAR	0327-021	\$7,531.00	\$1,582.00	\$753.00	\$904.00	\$3,012.00	\$6,815.05	\$2,025.00	\$775.00	\$775.00	\$3,575.00	\$6,936.75				
38	AXIS P3344-V 6mm 10-pack/bulk SMOKED	0327-031	\$7,531.00	\$1,582.00	\$753.00	\$904.00	\$3,012.00	\$6,815.05	\$2,025.00	\$775.00	\$775.00	\$3,575.00	\$6,936.75				
39	AXIS P3344-VE 12mm	0325-041	\$895.00	\$188.00	\$90.00	\$107.00	\$358.00	\$809.78	\$202.50	\$77.50	\$77.50	\$357.50	\$824.25	\$270.00	\$172.43	\$213.64	\$656.05
40	AXIS P3344-VE 12mm 4-pack/bulk CLEAR	0325-051	\$3,541.00	\$744.00	\$354.00	\$425.00	\$1,416.00	\$3,204.52	\$810.00	\$310.00	\$310.00	\$1,430.00	\$3,261.75				
41	AXIS P3344-VE 12mm 4-pack/bulk SMOKED	0325-061	\$3,541.00	\$744.00	\$354.00	\$425.00	\$1,416.00	\$3,204.52	\$810.00	\$310.00	\$310.00	\$1,430.00	\$3,261.75				
42	AXIS P3344-VE 6mm	0325-001	\$895.00	\$188.00	\$90.00	\$107.00	\$358.00	\$809.78	\$202.50	\$77.50	\$77.50	\$357.50	\$824.25	\$270.00	\$172.43	\$213.64	\$656.05
43	AXIS P3344-VE 6mm 4-pack/bulk CLEAR	0325-021	\$3,541.00	\$744.00	\$354.00	\$425.00	\$1,416.00	\$3,204.52	\$810.00	\$310.00	\$310.00	\$1,430.00	\$3,261.75				
44	AXIS P3344-VE 6mm 4-pack/bulk SMOKED	0325-031	\$3,541.00	\$744.00	\$354.00	\$425.00	\$1,416.00	\$3,204.52	\$810.00	\$310.00	\$310.00	\$1,430.00	\$3,261.75				
45	AXIS P3346	0369-001	\$854.00	\$179.00	\$85.00	\$102.00	\$342.00	\$662.42	\$202.50	\$77.50	\$77.50	\$357.50	\$786.75	\$270.00	\$168.68	\$208.01	\$646.65

BID 12-09, VIEDO SURVEILLANCE CAMERAS

TABSHEET

			LMI Systems Inc. Terms: Net 30 Lead Time: 10 Days					Micro Technology Consultants, Inc Terms: Net 30 Lead Time: 15 to 20 days for product - MTC 5 to 10 days					Netplanner Terms: Net 30 Lead Time: 5 business days				
#	Product Name	Part Number	Unit Cost	MAINTENANCE, SUPPORT AND WARRANTY				Unit Cost	MAINTENANCE, SUPPORT AND WARRANTY				Unit Cost	MAINTENANCE, SUPPORT AND WARRANTY			
				Cost - 3 Years	Cost Single Year 4	Cost Single Year 5	Cost - 5 Years		Cost - 3 Years	Cost Single Year 4	Cost Single Year 5	Cost - 5 Years		Cost - 3 Years	Cost Single Year 4	Cost Single Year 5	Cost - 5 Years
46	AXIS P3346-V	0370-001	\$887.00	\$186.00	\$89.00	\$106.00	\$355.00	\$802.42	\$202.50	\$77.50	\$77.50	\$357.50	\$816.75	\$270.00	\$171.68	\$212.51	\$654.20
47	AXIS P3346-VE	0371-001	\$1,017.00	\$214.00	\$102.00	\$122.00	\$407.00	\$920.31	\$202.50	\$77.50	\$77.50	\$357.50	\$936.75	\$270.00	\$183.68	\$230.51	\$684.20
Pan/Tilt/Zoom Dome Network Cameras (NOTE: Unit pricing for cameras should NOT include installation charge)																	
1	AXIS P5522	0420-004	\$1,220.00	\$256.00	\$122.00	\$146.00	\$488.00	\$1,104.52	\$202.50	\$77.50	\$77.50	\$357.50	\$1,124.25	\$270.00	\$202.43	\$258.64	\$731.05
2	AXIS P5522-E	0422-004	\$1,546.00	\$325.00	\$155.00	\$186.00	\$618.00	\$1,399.26	\$202.50	\$77.50	\$77.50	\$357.50	\$1,424.25	\$270.00	\$232.43	\$303.64	\$806.05
3	AXIS P5512	0409-001	\$895.00	\$188.00	\$90.00	\$107.00	\$358.00	\$809.78	\$202.50	\$77.50	\$77.50	\$357.50	\$824.25	\$270.00	\$172.43	\$213.64	\$656.05
4	AXIS P5512-E	0411-001	\$1,220.00	\$256.00	\$122.00	\$146.00	\$488.00	\$1,104.52	\$202.50	\$77.50	\$77.50	\$357.50	\$1,124.25	\$270.00	\$202.43	\$258.64	\$731.05
5	AXIS Q6032-E PTZ Dome Network Camera	0318-004	\$2,605.00	\$547.00	\$261.00	\$313.00	\$1,042.00	\$2,357.15	\$202.50	\$77.50	\$77.50	\$357.50	\$2,399.25	\$270.00	\$329.93	\$449.89	\$1,049.80
6	AXIS Q6032-E 60 Hz Wall	0318-014	\$2,678.00	\$562.00	\$268.00	\$321.00	\$1,071.00	\$2,423.47	\$202.50	\$77.50	\$77.50	\$357.50	\$2,466.75	\$270.00	\$336.68	\$460.01	\$1,066.65
7	AXIS Q6034	0363-004	\$2,442.00	\$513.00	\$244.00	\$293.00	\$977.00	\$2,209.78	\$202.50	\$77.50	\$77.50	\$357.50	\$2,249.25	\$270.00	\$314.93	\$427.39	\$1,012.30
8	AXIS Q6034-E 60HZ	0362-004	\$2,930.00	\$615.00	\$293.00	\$352.00	\$1,172.00	\$2,651.89	\$202.50	\$77.50	\$77.50	\$357.50	\$2,699.25	\$270.00	\$359.93	\$494.89	\$1,124.80
1-port Video Encoders																	
1	AXIS M7001	0298-001	\$243.00	\$51.00	\$24.00	\$29.00	\$97.00	\$220.31	\$202.50	\$77.50	\$77.50	\$357.50	\$224.25	\$33.63	\$22.43	\$33.64	\$78.50
2	AXIS M7001 10-pack	0298-021	\$2,360.00	\$496.00	\$236.00	\$283.00	\$944.00	\$2,136.10	\$2,025.00	\$775.00	\$775.00	\$3,575.00	\$2,174.25				
3	AXIS Q7401	0288-004	\$488.00	\$102.00	\$49.00	\$59.00	\$195.00	\$441.36	\$202.50	\$77.50	\$77.50	\$357.50	\$449.25	\$270.00	\$134.93	\$157.39	\$562.30
PTZ Housing and Mounts																	
1	Gooseneck Wall Mount	25736	\$81.00	\$17.00	\$8.00	\$10.00	\$32.00	\$72.94	No-Charge	No-Charge	No-Charge	No-Charge	\$74.25				
2	Parapet Mount	25738	\$325.00	\$68.00	\$33.00	\$39.00	\$130.00	\$294.00	No-Charge	No-Charge	No-Charge	No-Charge	\$299.25				
3	Pole Mount Adapter	21896	\$48.00	\$10.00	\$5.00	\$6.00	\$19.00	\$43.47	No-Charge	No-Charge	No-Charge	No-Charge	\$44.25				
4	Corner Mount Adapter	22059	\$72.00	\$15.00	\$7.00	\$9.00	\$29.00	\$65.57	No-Charge	No-Charge	No-Charge	No-Charge	\$66.75				
5	Ceiling Mount 12" Extension	26349	\$121.00	\$25.00	\$12.00	\$15.00	\$48.00	\$109.78	No-Charge	No-Charge	No-Charge	No-Charge	\$111.75				
6	Ceiling Mount 24" Extension	26350	\$138.00	\$29.00	\$14.00	\$17.00	\$55.00	\$124.52	No-Charge	No-Charge	No-Charge	No-Charge	\$126.75				
7	AXIS T95A00 Dome Housing	5010-001	\$528.00	\$111.00	\$53.00	\$63.00	\$211.00	\$478.21	\$202.50	\$77.50	\$77.50	\$357.59	\$486.75				
8	AXIS T95A10 Dome Housing	5010-101	\$488.00	\$102.00	\$49.00	\$59.00	\$195.00	\$441.36	\$202.50	\$77.50	\$77.50	\$357.50	\$449.25				
9	AXIS T95A61 Wall Bracket	5010-611	\$81.00	\$17.00	\$8.00	\$10.00	\$32.00	\$72.94	No-Charge	No-Charge	No-Charge	No-Charge	\$74.25				
10	AXIS T95A62 Ceiling Bracket	5010-621	\$162.00	\$34.00	\$16.00	\$19.00	\$65.00	\$146.63	No-Charge	No-Charge	No-Charge	No-Charge	\$149.25				
11	AXIS T95A63 Extension Bracket	5010-631	\$113.00	\$24.00	\$11.00	\$14.00	\$45.00	\$102.42	No-Charge	No-Charge	No-Charge	No-Charge	\$104.25				
12	AXIS T95A64 Corner Bracket	5010-641	\$72.00	\$15.00	\$7.00	\$9.00	\$29.00	\$65.57	No-Charge	No-Charge	No-Charge	No-Charge	\$66.75				
13	AXIS T95A66 Rotation Bracket	5010-661	\$72.00	\$15.00	\$7.00	\$9.00	\$29.00	\$65.57	No-Charge	No-Charge	No-Charge	No-Charge	\$66.75				
14	AXIS T95A67 Pole Bracket	5010-671	\$105.00	\$22.00	\$11.00	\$13.00	\$42.00	\$95.05	No-Charge	No-Charge	No-Charge	No-Charge	\$96.75				
15	AXIS T91A61 Wall Bracket	5017-611	\$81.00	\$17.00	\$8.00	\$10.00	\$32.00	\$72.94	No-Charge	No-Charge	No-Charge	No-Charge	\$74.25				
16	AXIS T91A62 Bracket Parapet	5017-621	\$154.00	\$32.00	\$15.00	\$18.00	\$62.00	\$139.15	No-Charge	No-Charge	No-Charge	No-Charge	\$141.75				
17	AXIS T91A63 Ceiling Bracket	5017-631	\$97.00	\$20.00	\$10.00	\$12.00	\$39.00	\$87.68	No-Charge	No-Charge	No-Charge	No-Charge	\$89.25				
18	AXIS T91A67 Pole Bracket	5017-671	\$81.00	\$17.00	\$8.00	\$10.00	\$32.00	\$72.94	No-Charge	No-Charge	No-Charge	No-Charge	\$74.25				
19	AXIS T91A64 Corner Bracket	5017-641	\$64.00	\$13.00	\$6.00	\$8.00	\$26.00	\$58.21	No-Charge	No-Charge	No-Charge	No-Charge	\$59.25				
20	AXIS T91A06 pipe adapter 3/4-1.5"	5503-091	\$10.00	\$2.00	\$1.00	\$1.00	\$4.00	\$8.84	No-Charge	No-Charge	No-Charge	No-Charge	\$9.00				
21	AXIS Q6032-E Pendant Kit	5502-431	\$40.00	\$8.00	\$4.00	\$5.00	\$16.00	\$36.00	No-Charge	No-Charge	No-Charge	No-Charge	\$36.75				
Mounts and Accessories																	
1	Weathershield Kit P3343/44-VE	5800-011	\$16.00	\$3.00	\$2.00	\$2.00	\$6.00	\$14.73	No-Charge	No-Charge	No-Charge	No-Charge	\$15.00				
2	Mounting Bracket AXIS P33XX-VE	5700-691	\$24.00	\$5.00	\$2.00	\$3.00	\$10.00	\$21.36	No-Charge	No-Charge	No-Charge	No-Charge	\$21.75				
3	AXIS Q603X-E Clear Dome	5503-001	\$32.00	\$7.00	\$3.00	\$4.00	\$13.00	\$28.73	No-Charge	No-Charge	No-Charge	No-Charge	\$29.25				
4	AXIS T97A10 Enclosure	5021-101	\$68.00	\$14.00	\$7.00	\$8.00	\$27.00	\$61.89	No-Charge	No-Charge	No-Charge	No-Charge	\$63.00				
5	Steel Strap AXIS T91A67 1 Pair	5700-981	\$11.00	\$2.00	\$1.00	\$1.00	\$4.00	\$10.31	No-Charge	No-Charge	No-Charge	No-Charge	\$10.50				
6	Camera Mount Adapter Plate	30337	\$81.00	\$17.00	\$8.00	\$10.00	\$32.00	\$72.94	No-Charge	No-Charge	No-Charge	No-Charge	\$74.25				
7	Drop ceiling mount for AXIS 216FD/216MFD/P3301, clear	5005-031	\$48.00	\$10.00	\$5.00	\$6.00	\$19.00	\$43.47	No-Charge	No-Charge	No-Charge	No-Charge	\$44.25				
8	Drop ceiling mount for AXIS 216FD/216MFD/P3301, smoked	5005-041	\$48.00	\$10.00	\$5.00	\$6.00	\$19.00	\$43.47	No-Charge	No-Charge	No-Charge	No-Charge	\$44.25				
9	Vandal-resistant casing for AXIS 216FD-V/216MFD-V/P3301-V, clear	5005-051	\$89.00	\$19.00	\$9.00	\$11.00	\$36.00	\$80.31	No-Charge	No-Charge	No-Charge	No-Charge	\$81.75				

BID 12-09, VIEDO SURVEILLANCE CAMERAS

TABSHEET

			LMI Systems Inc. Terms: Net 30 Lead Time: 10 Days					Micro Technology Consultants, Inc Terms: Net 30 Lead Time: 15 to 20 days for product - MTC 5 to 10 days					Netplanner Terms: Net 30 Lead Time: 5 business days				
#	Product Name	Part Number	Unit Cost	MAINTENANCE, SUPPORT AND WARRANTY				Unit Cost	MAINTENANCE, SUPPORT AND WARRANTY				Unit Cost	MAINTENANCE, SUPPORT AND WARRANTY			
				Cost - 3 Years	Cost Single Year 4	Cost Single Year 5	Cost - 5 Years		Cost - 3 Years	Cost Single Year 4	Cost Single Year 5	Cost - 5 Years		Cost - 3 Years	Cost Single Year 4	Cost Single Year 5	Cost - 5 Years
10	Vandal-resistant casing for AXIS 216FD-V/216MFD-V, P3301-V smoked	5005-061	\$89.00	\$19.00	\$9.00	\$11.00	\$36.00	\$80.31	No-Charge	No-Charge	No-Charge	No-Charge	\$81.75				
11	Screw kit for AXIS 216FD/216FD-V/ 216MFD/216MFD-V/P3301/P3301-V	5005-021	\$5.00	\$1.00	\$1.00	\$1.00	\$2.00	\$4.42	No-Charge	No-Charge	No-Charge	No-Charge	\$4.50				
12	Casing for AXIS 216FD/216MFD/P3301/M32, clear	5005-011	\$24.00	\$5.00	\$2.00	\$3.00	\$10.00	\$21.36	No-Charge	No-Charge	No-Charge	No-Charge	\$21.75				
13	Casing for AXIS 216FD/216MFD/P3301/M32, smoked	5005-001	\$24.00	\$5.00	\$2.00	\$3.00	\$10.00	\$21.36	No-Charge	No-Charge	No-Charge	No-Charge	\$21.75				
14	Casing for AXIS 216FD/216MFD/P3301 black, clear	5500-821	\$24.00	\$5.00	\$2.00	\$3.00	\$10.00	\$21.36	No-Charge	No-Charge	No-Charge	No-Charge	\$21.75				
15	Casing for AXIS 216FD/216MFD/P3301 black, clear 10-pack	5500-771	\$227.00	\$48.00	\$23.00	\$27.00	\$91.00	\$205.57	No-Charge	No-Charge	No-Charge	No-Charge	\$209.25				
16	VT Wall bracket Ball joint WBJA	0217-021	\$20.00	\$4.00	\$2.00	\$2.00	\$8.00	\$17.68	No-Charge	No-Charge	No-Charge	No-Charge	\$18.00				
17	VT Wall bracket Internal Cable WBOVA1	0217-031	\$32.00	\$7.00	\$3.00	\$4.00	\$13.00	\$28.73	No-Charge	No-Charge	No-Charge	No-Charge	\$29.25				
18	VT Ceiling Bracket Ball Joint WCM3A	0217-041	\$64.00	\$13.00	\$6.00	\$8.00	\$26.00	\$58.21	No-Charge	No-Charge	No-Charge	No-Charge	\$59.25				
19	VT Ceiling Bracket Internal Cable WCM4A	0217-051	\$89.00	\$19.00	\$9.00	\$11.00	\$36.00	\$80.31	No-Charge	No-Charge	No-Charge	No-Charge	\$81.75				
20	VT Ceiling Bracket Ball Joint WCM5A	0217-061	\$97.00	\$20.00	\$10.00	\$12.00	\$39.00	\$87.68	No-Charge	No-Charge	No-Charge	No-Charge	\$89.25				
21	VT Column Mount Ball Joint WFWCA	0217-071	\$81.00	\$17.00	\$8.00	\$10.00	\$32.00	\$72.94	No-Charge	No-Charge	No-Charge	No-Charge	\$74.25				
22	VT Pole Mount Adapter WSFPA	0217-081	\$56.00	\$12.00	\$6.00	\$7.00	\$22.00	\$50.84	No-Charge	No-Charge	No-Charge	No-Charge	\$51.75				
23	Vt Wall Bracket Adapter Plate WCPA	0217-091	\$32.00	\$7.00	\$3.00	\$4.00	\$13.00	\$28.73	No-Charge	No-Charge	No-Charge	No-Charge	\$29.25				
24	VT Corner Mount WCWA	0217-101	\$48.00	\$10.00	\$5.00	\$6.00	\$19.00	\$43.47	No-Charge	No-Charge	No-Charge	No-Charge	\$44.25				
25	AXIS P33 Series Pendant Kit	5502-351	\$32.00	\$7.00	\$3.00	\$4.00	\$13.00	\$28.73	No-Charge	No-Charge	No-Charge	No-Charge	\$29.25				
26	AXIS P33-VE Series Pendant Kit	5502-321	\$40.00	\$8.00	\$4.00	\$5.00	\$16.00	\$36.10	No-Charge	No-Charge	No-Charge	No-Charge	\$36.75				
27	Drop Ceiling Mount for AXIS P33 Series Clear	5502-361	\$56.00	\$12.00	\$6.00	\$7.00	\$22.00	\$50.84	No-Charge	No-Charge	No-Charge	No-Charge	\$51.75				
28	Drop Ceiling Mount for AXIS P33 Series Smoked	5502-371	\$56.00	\$12.00	\$6.00	\$7.00	\$22.00	\$50.84	No-Charge	No-Charge	No-Charge	No-Charge	\$51.75				
29	Drop Ceiling Kit for AXIS P3346, Clear	5502-781	\$56.00	\$12.00	\$6.00	\$7.00	\$22.00	\$50.84	No-Charge	No-Charge	No-Charge	No-Charge	\$51.75				
30	Drop Ceiling Kit for AXIS P3346, Smoked	5502-791	\$24.00	\$5.00	\$2.00	\$3.00	\$10.00	\$50.84	No-Charge	No-Charge	No-Charge	No-Charge	\$51.75				
31	Mounting Plate for AXIS P33 Series	5502-401	\$40.00	\$8.00	\$4.00	\$5.00	\$16.00	\$21.36	No-Charge	No-Charge	No-Charge	No-Charge	\$21.75				
32	AXIS 216FD/216MFD/P3301 (-V) Pendant Kit, black	5500-881	\$32.00	\$7.00	\$3.00	\$4.00	\$13.00	\$36.10	No-Charge	No-Charge	No-Charge	No-Charge	\$36.75				
33	AXIS 216FD/216MFD/P3301 (-V) Pendant Kit black 1,5"NPT	5502-011	\$40.00	\$8.00	\$4.00	\$5.00	\$16.00	\$28.73	No-Charge	No-Charge	No-Charge	No-Charge	\$29.25				
34	AXIS 216FD/216MFD/P3301 (-V) Pendant Kit, white	5500-891	\$32.00	\$7.00	\$3.00	\$4.00	\$13.00	\$36.10	No-Charge	No-Charge	No-Charge	No-Charge	\$36.75				
35	AXIS 216FD/216MFD/P3301 (-V) Pendant Kit white 1,5"NPT	5502-021	\$64.00	\$13.00	\$6.00	\$8.00	\$26.00	\$28.73	No-Charge	No-Charge	No-Charge	No-Charge	\$29.25				
36	Cable RJ45 outdoor 5M	5502-731	\$64.00	\$13.00	\$6.00	\$8.00	\$26.00	\$58.21	No-Charge	No-Charge	No-Charge	No-Charge	\$59.25				
37	Cable I/O Audio 5M P553X	5502-491	\$89.00	\$19.00	\$9.00	\$11.00	\$36.00	\$80.31	No-Charge	No-Charge	No-Charge	No-Charge	\$81.75				
38	ACC Screw kit for AXIS 215 PTZ	5500-691	\$8.00	\$2.00	\$1.00	\$1.00	\$3.00	\$7.36	No-Charge	No-Charge	No-Charge	No-Charge	\$7.50				
39	MOUNTING TOOL	21776	\$118.00	\$25.00	\$12.00	\$14.00	\$47.00	\$106.84	No-Charge	No-Charge	No-Charge	No-Charge	\$108.75				
40	Dome Kit for AXIS Q6032-E	5700-491	\$105.00	\$22.00	\$11.00	\$13.00	\$42.00	\$65.57	No-Charge	No-Charge	No-Charge	No-Charge	\$66.75				
41	Dome Kit for AXIS P33-V Series	5700-311	\$56.00	\$12.00	\$6.00	\$7.00	\$22.00	\$50.84	No-Charge	No-Charge	No-Charge	No-Charge	\$51.75				
42	Dome Kit for AXIS P33 Series	5700-321	\$24.00	\$5.00	\$2.00	\$3.00	\$10.00	\$21.36	No-Charge	No-Charge	No-Charge	No-Charge	\$21.75				
43	Dome Kit for AXIS P33-VE Series	5700-341	\$56.00	\$12.00	\$6.00	\$7.00	\$22.00	\$50.84	No-Charge	No-Charge	No-Charge	No-Charge	\$51.75				
44	AXIS P553X dome kit	5700-631	\$48.00	\$10.00	\$5.00	\$6.00	\$19.00	\$43.47	No-Charge	No-Charge	No-Charge	No-Charge	\$44.25				
45	AXIS Q603X-E HD Dome Kit	5700-801	\$81.00	\$17.00	\$8.00	\$10.00	\$32.00	\$72.94	No-Charge	No-Charge	No-Charge	No-Charge	\$74.25				
46	AXIS Q603X HD Dome Kit	5700-811	\$72.00	\$15.00	\$7.00	\$9.00	\$29.00	\$65.57	No-Charge	No-Charge	No-Charge	No-Charge	\$66.75				
47	Spare bracket kit for AXIS Q60XX/P55XX	5700-851	\$20.00	\$4.00	\$2.00	\$2.00	\$8.00	\$17.68	No-Charge	No-Charge	No-Charge	No-Charge	\$18.00				
48	Sunshield Kit for AXIS P553X-E	5700-961	\$24.00	\$5.00	\$2.00	\$3.00	\$10.00	\$21.36	No-Charge	No-Charge	No-Charge	No-Charge	\$21.75				
49	Sunshield for AXIS Q603X-E	5700-951	\$24.00	\$5.00	\$2.00	\$3.00	\$10.00	\$21.36	No-Charge	No-Charge	No-Charge	No-Charge	\$21.75				
POWER SUPPLIES AND CABLES																	
1	Power supply PS-T	5500-921	\$32.00	\$7.00	\$3.00	\$4.00	\$13.00	\$28.73	No-Charge	5.00	5.00	10.00	\$29.25	\$4.38	\$2.93	\$4.39	\$10.25
2	Power supply PS-T 10-pack	5500-931	\$243.00	\$51.00	\$24.00	\$29.00	\$97.00	\$220.31	No-Charge	50.00	50.00	100.00	\$224.25				
3	Spare Conn Push Pull Plug IDC-8 IP67	5700-371	\$40.00	\$8.00	\$4.00	\$5.00	\$16.00	\$36.10	No-Charge	No-Charge	No-Charge	No-Charge	\$36.75				
4	Screw Kit for AXIS P33 Series	5700-301	\$3.00	\$1.00	\$1.00	\$1.00	\$1.00	\$2.94	No-Charge	No-Charge	No-Charge	No-Charge	\$3.00				
5	Screw Kit for AXIS P33-VE Series	5700-351	\$4.00	\$1.00	\$1.00	\$1.00	\$2.00	\$3.68	No-Charge	No-Charge	No-Charge	No-Charge	\$3.75				

BID 12-09, VIEDO SURVEILLANCE CAMERAS  
TABSHEET

#	Product Name	Part Number	LMI Systems Inc. Terms: Net 30 Lead Time: 10 Days				Micro Technology Consultants, Inc Terms: Net 30 Lead Time: 15 to 20 days for product - MTC 5 to 10 days				Netplanner Terms: Net 30 Lead Time: 5 business days						
			Unit Cost	MAINTENANCE, SUPPORT AND WARRANTY				Unit Cost	MAINTENANCE, SUPPORT AND WARRANTY				Unit Cost	MAINTENANCE, SUPPORT AND WARRANTY			
				Cost - 3 Years	Cost Single Year 4	Cost Single Year 5	Cost - 5 Years		Cost - 3 Years	Cost Single Year 4	Cost Single Year 5	Cost - 5 Years		Cost - 3 Years	Cost Single Year 4	Cost Single Year 5	Cost - 5 Years
6	Audio I/O Cable for AXIS P33 Series 5m	5502-331	\$32.00	\$7.00	\$3.00	\$4.00	\$13.00	\$28.73	No-Charge	No-Charge	No-Charge	No-Charge	\$29.25				
7	BNC to RCA adaptor	5500-441	\$15.00	\$3.00	\$2.00	\$2.00	\$6.00	\$14.00	No-Charge	No-Charge	No-Charge	No-Charge	\$14.25				
<b>VIDEO MANAGEMENT SYSTEM (VMS)</b>																	
1	OnSSI Ocularis CS Base License	OC-CS	\$1,327.00	N/A	N/A	N/A	N/A	\$1,972.89*	see item 3	See item 3	See Item 3		\$1,999.20				
2	OnSSI Ocularis CS Camera License	OC-CS-1C	\$200.00	N/A	N/A	N/A	N/A	\$236.05*	see item 3	See item 3	See Item 3		\$239.20				
3	OnSSI Ocularis CS SUP	SUP-OC-CS	\$265.00	\$792.00	\$265.00	\$265.00	\$1,283.00	\$828.15*	3 year subscrip.	\$393.94	\$393.94	\$1,616.03	\$399.20	\$1,197.60	\$399.20	\$399.20	\$1,996.00
4	OnSSI Ocularis CS Camera SUP	SUP-OC-CS-1C	\$40.00	\$106.00	\$45.00	\$45.00	\$149.00	\$98.68*	3 year subscrip.	\$46.57	\$46.57	\$191.82	\$47.20	\$141.60	\$47.20	\$47.20	\$236.00
<b>TRAINING</b>																	
	OnSSI Ocularis CS Training		\$1,500.00	\$315.00	\$150.00	\$180.00	\$600.00	\$1,500.00	1 Day Training	Training on CCSD Site Office			\$750.00				
<b>ADDITIONAL REQUIREMENT</b>																	
	Per ST&C 11.0 - Provide guaranteed pricing/discount structure. Explain what percentage discount is related to catalog, MSRP, etc.)	% discount	19% discount off MSRP - This discount is included in the unit pricing listed on this bid form.				25% discount for Axis products and 22% for OnSSI products.				NetPlanner Systems, Inc will provide a 25% discount off of list price for Axis equipment.						
<b>ADDITIONAL COSTS</b>																	
Description		Price	Notes		Price	Notes		Price	Notes								
1	<b>Program Management Fees:</b>																
	Phase 1	Included			\$267,202.00	\$3,107.00 each school site		\$28,125.00									
	Phase 2	Included			\$77,675.00	\$3,107.00 each school site		\$28,125.00									
	Phase 3	Included			\$49,712.00	\$3,107.00 each school site		\$18,562.50									
2	Miscellaneous Equipment Needed (lifts, permits, supplies, etc.)	\$83,250.00	\$750.00 per school		Included			\$78,175.00									
3	Deinstallation of Existing Equipment (pricing per camera)	\$40.00			\$50.00	each camera		\$90.00	each								
4	Site Assessments (Preinstall photographs, blueprints, Auto-Cad drawings, walk-throughs, etc.)	Included			\$22,200.00	\$200.00 each school site		\$97,240.00									
5	Installation of new cameras (pricing per camera).	\$80.00			\$60.00	each camera		\$122.50	each								
6	<b>Other:</b>	\$86.00	TVSS for Exterior Fixed Camera - Nitek CAMIP1		\$132.00 each	Other: CAT-5E Plenum UTP Cable Drop To Include: Hideout outlet, Screw-on Faceplate Kit White, Surface Mounted Box White, Enhanced Category 5e UTP T568A Jack White, CAT-5E UTP 4PR CMP up to 210', T15 Security Schrew for Faceplate, 2 CAT-5E Patch Cables at required necessary lengths. Choices of Site Base Vendor Specific Cable Hardware Choices: Ortronics, Hubbel, AMP, Panduit, Systimax, Siemon. Berk-TeK, Mohawk or Comscope Cable.											
7	<b>Other:</b>	\$117.00	TVSS for Exterior PTZ Camera - Nitek IPPWR1		\$170.00 each	Other: CAT-6 Plenum UTP Cable Drop To Include: Hideout outlet, Screw-on Faceplate Kit White, Surface Mounted Box White, Enhanced Category 6 UTP T568A Jack Orange, CAT-6 UTP 4PR CMP up to 210', T15 Security Schrew for Faceplate, 2 CAT-5E Patch Cables at required necessary lengths. Choices of Site Base Vendor Specific Cable Hardware Choices: Ortronics, Hubbel, AMP, Panduit, Systimax, Siemon. Berk-TeK, Mohawk or Comscope Cable											
8	<b>Other:</b>				\$450.00	500' Fiber Optic Cable Run with 2 fibers terminated on each end. (no electronics)											

BID 12-09, VIEDO SURVEILLANCE CAMERAS  
TABSHEET

			LMI Systems Inc. Terms: Net 30 Lead Time: 10 Days				Micro Technology Consultants, Inc Terms: Net 30 Lead Time: 15 to 20 days for product - MTC 5 to 10 days				Netplanner Terms: Net 30 Lead Time: 5 business days						
#	Product Name	Part Number	Unit Cost	MAINTENANCE, SUPPORT AND WARRANTY				Unit Cost	MAINTENANCE, SUPPORT AND WARRANTY				Unit Cost	MAINTENANCE, SUPPORT AND WARRANTY			
				Cost - 3 Years	Cost Single Year 4	Cost Single Year 5	Cost - 5 Years		Cost - 3 Years	Cost Single Year 4	Cost Single Year 5	Cost - 5 Years		Cost - 3 Years	Cost Single Year 4	Cost Single Year 5	Cost - 5 Years
9	Other:							\$300.00	1000' Fiber Optic Cable Run with 2 fibers terminated one each end. (no electronics)								
10	Other:							\$65.00 per hour	OnSSI software re-installation or up-grade due to server hardware or operating software issues.								
Totals:																	
Equipment						\$197,869.00					\$179,327.31						\$182,643.00
Equipment Support 5 years						\$79,142.00					\$97,207.59						\$19,605.65
Software & Training						\$3,332.00					\$4,635.77						\$3,434.80
Software & Training Support 5 years						\$2,032.00					\$1,807.85						\$2,232.00
Additional Costs						\$83,370.00					\$416,899.00						\$250,440.00
<b>GRAND TOTAL</b>						<b>\$365,745.00</b>					<b>\$699,877.52</b>						<b>\$458,355.45</b>
<b>NOTES:</b>			Additional Cost, Item #2: 750.00*111 schools				OnSSI pricing: Special Educational Offer must be purchased by the CCSD by 9/30/2011 payment due net-30. Pricing as follows: OC-CS \$1,183.73; OC-CS-1C \$141.63; SUP-OC-CS-3Y \$496.89; SUP-OC-CS-1C-3Y \$59.21 Additional Cost, Item #1-Phase 1: 3107.00*86 schools Additional Cost, Item #1-Phase 2: 3107.00*25 schools Additional Cost, Item #1-Phase 3: 3107.00*16 schools Additional Cost, Item #4: 200.00*111 schools										

**COBB COUNTY BOARD OF EDUCATION  
AGENDA ITEM  
September 29, 2011**

**TOPIC:**

**DISCUSSION AGENDA ITEM #6 -- Recommendation for Authorization to Award RFP 13-11, HRMS / Payroll Solution**

**BACKGROUND:**

RFP 13-11 was developed to seek a solution to replace the core legacy Payroll and Human Resource Management System (HRMS) in order to maximize the use of current technology and functionality in these areas.

- The proposed solution will be utilized by multiple departments and employees of the Cobb County School District (CCSD) with varying security access.
- The solution is also intended to be utilized for “self-service” functions related to time management, payroll and benefits.
- The solution will also increase efficiencies in the areas of maintaining personnel records.
- A committee comprised of representatives from Technology Services, Human Resources, Payroll and an external subject matter expert evaluated vendor responses for compliance with all Terms and Conditions, Specifications and Requirements and content related to the evaluation criteria identified in the RFP.
- Responding vendors scoring 70% or better on non-cost elements of the RFP were invited to provide oral presentations to the evaluation committee and submit Best and Final Offers.
- The recommended vendor will provide software licenses, maintenance, support and warranty, as well as implementation and training services for the replacement system.

Twenty-one (21) vendors were invited to respond. The solicitation was posted on the CCSD Current Solicitations website and advertised on local public television stations, channels 23 and 24.

RFP# 13-11, Closing date and time: Thursday, June 20, 2011 @ 3:00 P.M.

Number of responders/bidders: Six

Vendor with highest evaluation score: Tyler Technologies

**Board Priority: Responsible Fiscal Stewardship to Include SPLOST Management**  
**Goal 1: Manage financial resources effectively and efficiently**

**ALTERNATIVES:**

1. Accept the recommendation for authorization to award RFP 13-11, HRMS/Payroll Solution to Tyler Technologies.
2. Do not accept the recommendation for authorization to award RFP 13-11, HRMS/Payroll Solution to Tyler Technologies.

**SUPERINTENDENT'S RECOMMENDATION:**

Accept the recommendation for authorization to award RFP 13-11, HRMS/Payroll Solution to Tyler Technologies.

**COST:**

Total estimated cost:	\$3,043,341.00	
	\$2,423,341.00	Total of software, maintenance & support, associated travel and services
	\$ 620,000.00	Estimated optional costs which may be incurred for additional services provided from the vendor should CCSD need or desire.
To be taken from accounts:	SPLOST II code: 0303-251-4804-HUMR-XXXX-0804 Project #0117 SPLOST III code: 0308-251-4804-HRPR-XXXX-0804 Project #8868	

Budgeted: Yes

**RATIONALE:**

Approval of this award will allow the District to replace obsolete software and hardware currently in use specific to Human Resources and Payroll.

**DATA SOURCE:**

Chris Ragsdale  
Mike Addison  
Donald Dunnigan  
Tim Baker  
Laura Bauer  
Mary Finlayson  
Jan Holley  
Alisa Morningstar  
Richard Strickland  
Lisa Carter  
Julie Pike  
Jill Vestal  
Board Attorney

RFP 13-11, HRMS/PAYROLL SYSTEM - BAFO COST PROPOSAL

#	Description	Dell				Empower			
		Proposed Item/Description	# units	Unit Price	Total Cost	Proposed Item/Description	# units	Unit Price	Total Cost
1	HRMS/Payroll Software Cost	Not available to purchase		\$0.00	\$0.00	Includes: PeopleSoft Enterprise HRMS, Payroll, Benefits Administration, Time & Labor, Absence Management, eCompensation, eCompensation Manager, eProfile, eProfile Manager, ePay, eBenefits, eDevelopment, MicroFocus Cobol - 2 licenses, UPK - 1 Developer License, UPK - 100 Users, OBIEE - 50 Named Users, Informatica - 2 processors, HR Analytics - 100 Application users			\$751,140.77
2	Perpetual HRMS/Payroll Software Licensing Cost <sup>(1)</sup> <b>(Note: If license cost is included in line #1, above, please state such.)</b>	Required Modules (Human Resources, Benefits Admin, Payroll, Absence Mgmt, Time & Labor, Compensation Mgmt, Self Service, Portal)	18,100 employees		\$546,889.00	N/A License cost above is perpetual			
3	Turnkey Professional Services Cost <b>(Note: This should include all required turnkey professional services with the exception of travel costs which are requested below on line #5.)</b>	See Attachment 3 for Professional Services Cost Detail			\$3,911,005.00	Fixed Price Implementation Services for all required modules mentioned in item #1 above (includes development of Reports, Interfaces, Conversion and Enhancements).		\$3,890,880.00	\$3,890,880.00
4	HRMS/Payroll Software Maintenance/Support Cost <sup>(2)</sup>	Year 1			\$120,316.00	Year 1			\$165,250.97
		Year 2			\$120,316.00	Year 2			\$168,555.99
		Year 3			\$120,316.00	Year 3			\$171,927.11
		Year 4			\$120,316.00	Year 4			\$175,365.65
		Year 5			\$120,316.00	Year 5			\$178,872.96



**RFP 13-11, HRMS/PAYROLL SYSTEM - BAFO COST PROPOSAL**

#	Description	Dell				Empower			
		Proposed Item/Description	# units	Unit Price	Total Cost	Proposed Item/Description	# units	Unit Price	Total Cost
5	Provide a maximum, not-to-exceed figure for <b>travel costs only</b>				\$433,840.00	Travel and related expenses			\$590,688.00
6	Additional <u>Required</u> Costs to implement proposed HRMS/Payroll solution. Add rows if necessary. All required costs must be identified.	PS Team Training/Travel	20	\$5,000.00	\$100,000.00				
		User Productivity Kit/Content			\$100,738.00				
		UPK (5 Year Maint. Total)			\$111,870.00				
<b>TOTAL OF REQUIRED COSTS:</b> Please note - this should be the total of lines 1-6, above.					\$5,805,922.00				\$6,092,681.45
<b>TOTAL OF REQUIRED COSTS INCLUDING 5 YR MAINTENANCE/SUPPORT:</b> If same as above figure, please re-state on this line. Do not leave blank.					\$5,805,922.00				\$6,092,681.45

**RFP 13-11, HRMS/PAYROLL SYSTEM - BAFO COST PROPOSAL**

#	Description	Dell				Empower				
		Proposed Item/Description	# units	Unit Price	Total Cost	Proposed Item/Description	# units	Unit Price	Total Cost	
7	Additional <u>Optional</u> Costs	Value Added Modules (Expenses, Learning Management, HRMS Portal Pack, Recruiting, ePerformance)	18,100 employees		\$499,441.00	OBIEE and HR Analytics Implementation Professional Services **See Details in Appendix at the end of BAFO document	1	\$169,000.00	\$169,000.00	
		Value Added priced Modules (5 year Maint, Total)			\$549,386.00	Hardware allowance			\$300,000.00	
		Optional Additional Modules for CCSD (Hyperion Planning and Public Sector Planning and Budgeting, Oracle Business Intelligence Enterprise Edition, Informatica, Oracle Essbase, HR Analytics)	Budget/ Essbase 25 users  OBIEE 18,100 users		\$292,268.00					
		Optional Add Modules for CCSD (5 year Maint total)			\$321,495.00					
		Dell Dev/Test/Prod Hardware for PeopleSoft			\$99,847.00					
8	Should out of scope or add-on features/modules be needed in the future, CCSD reserves the right to purchase from the awarded vendor. Provide pricing structure (% below MSRP or Cost +/-) for additional/ future components not noted within the RFP. Base or list pricing must be comparable to industry standards. In the event such future purchases are made, vendor must provide proof that stated discount/fee structure was granted at the time.					Our current quote for the required modules represents a 70-75% discount from MSRP. This discount percentage is guaranteed for up to 2 years. The same discount can be obtained for other products pending approval from Oracle.				
9	Pricing for Post-Implementation or out of scope support may be requested from the awarded vendor when a need is identified beyond the support agreement. Provide general job title and maximum hourly cost for <u>each</u> role. CCSD reserves the right to expand the General Job Title	US Remote Functional	per hour	\$85.00	No expenses	Project Manager	per hour	\$135.00		
		US Remote Technical	per hour	\$105.00	No expenses	Principal Consultant	per hour	\$135.00		
		US Remote Proj Mgt	per hour	\$125.00	No expenses	Senior Consultant	per hour	\$125.00		

**RFP 13-11, HRMS/PAYROLL SYSTEM - BAFO COST PROPOSAL**

#	Description	Dell				Empower			
		Proposed Item/Description	# units	Unit Price	Total Cost	Proposed Item/Description	# units	Unit Price	Total Cost
	list to include roles not identified to date. For these scenarios, pricing must be comparable to industry standards. Travel expenses reimbursement must follow CCSD regulations. Any exceptions must be pre-approved in writing by CCSD.	Onsite Functional	per hour	\$95.00	Plus expenses	Technical Lead Consultant	per hour	\$125.00	
		Onsite Technical	per hour	\$110.00	Plus expenses	Technical Consultant	per hour	\$105.00	
		Onsite Proj Mgt	per hour	\$135.00	Plus expenses	Note: All proposed hourly rates are exclusive of expenses. We will follow CCSD regulations for Travel expense reimbursement.			
10	Provide discount structures and unit of measure for Service Level Agreement performance guarantees included for engagement.	Not applicable		N/A		SW Maintenance Service Level Agreements are defined by Oracle & available online. The Oracle Corp. does not allow partners to make SLA statement son their behalf. Our proposal includes 24/7 Premier Support from oracle. Details can be found in the following URL: <a href="http://www.oracle.com/us/support/premier/index.html">http://www.oracle.com/us/support/premier/index.html</a>			
Notes / Additional Information		<p>Note 1 - Software license pricing - For all enterprise products, population increases must be purchased in license increments of 10%, (i.e. for a population of 18,100), the expansion increment will be 1,810 employees. The fees per increment will be 20% of original net license fees + the standard 22% support rate.</p> <p>Note 2 - Value Added and Optional Software Pricing - Pricing is Valid for a period of 24 months from Date of Award. Customer must purchase a minimum of \$30,000 in net license fees per order.</p>				See response for more information on OIBEE.			

**RFP 13-11, HRMS/PAYROLL SYSTEM - BAFO COST PROPOSAL**

#	Description	Tyler Technologies			
		Proposed Item/Description	# units	Unit Price	Total Cost
<b>1</b>	HRMS/Payroll Software Cost	Munis G/L (required for interface to AMS), HR Management, Munis Office (MicroSoft Office Integration), Payroll w/ Employee Self Service, Professional Development, Role Tailored Dashboard, Tyler Content Management (TCM-SE) Tyler Forms Processing, Tyler GoDocs, Tyler Reporting Services, WinOcular Interface. Software costs represent a 15% discount in software licenses.		\$478,550.00	\$478,550.00
<b>2</b>	Perpetual HRMS/Payroll Software Licensing Cost <sup>(1)</sup>  <b>(Note: If license cost is included in line #1, above, please state such.)</b>	Munis licenses are a site license		Included	Included
<b>3</b>	Turnkey Professional Services Cost <b>(Note: This should include all required turnkey professional services with the exception of travel costs which are requested below on line #5.)</b>	Implementation, Consulting, Project Planning, Software Installation, Project Planning		\$383,225.00	\$383,225.00
<b>4</b>	HRMS/Payroll Software Maintenance/Support Cost <sup>(2)</sup>	Year 1 (included in warranty)		Included	Included
		Year 2		\$123,910.00	\$123,910.00
		Year 3 (5% increase)		\$130,105.00	\$130,105.00
		Year 4 (5% increase)		\$136,610.00	\$136,610.00
		Year 5 (5% increase)		\$143,441.00	\$143,441.00

**RFP 13-11, HRMS/PAYROLL SYSTEM - BAFO COST PROPOSAL**

#	Description	Tyler Technologies			
		Proposed Item/Description	# units	Unit Price	Total Cost
5	Provide a maximum, not-to-exceed figure for <b>travel costs only</b>	Travel costs are based on proposed scope. If scope changes, travel costs may change as well.			\$387,200.00
6	Additional <u>Required</u> Costs to implement proposed HRMS/Payroll solution. Add rows if necessary. All required costs must be identified.	Data Conversion	1	\$70,400.00	\$70,400.00
		Project Manager	24 Mos.	\$20,833.00	\$500,000.00
		Tyler Secure Signature System	1	\$1,650.00	\$1,650.00
		Tyler CAL's	1	\$68,250.00	\$68,250.00
<b>TOTAL OF REQUIRED COSTS:</b> Please note - this should be the total of lines 1-6, above.					<b>\$2,423,341.00</b>
<b>TOTAL OF REQUIRED COSTS INCLUDING 5 YR MAINTENANCE/SUPPORT:</b> If same as above figure, please re-state on this line. Do not leave blank.					<b>\$2,423,341.00</b>

**RFP 13-11, HRMS/PAYROLL SYSTEM - BAFO COST PROPOSAL**

#	Description	Tyler Technologies			
		Proposed Item/Description	# units	Unit Price	Total Cost
7	Additional <u>Optional</u> Costs	Tyler Consulting Services	47 days	\$2,000/day	\$94,000.00
		PR Positive Pay Export Format	1	\$3,000.00	\$3,000.00
		Tyler Forms Payroll / HR Library	1	\$4,000.00	\$4,000.00
		PR Check Recon Import	1	\$1,000.00	\$1,000.00
		Change Management	50	\$2,000.00	\$100,000.00
8	Should out of scope or add-on features/modules be needed in the future, CCSD reserves the right to purchase from the awarded vendor. Provide pricing structure (% below MSRP or Cost +/-) for additional/ future components not noted within the RFP. Base or list pricing must be comparable to industry standards. In the event such future purchases are made, vendor must provide proof that stated discount/fee structure was granted at the time.	Tyler is very interested in expanding the scope of the project by adding additional components. Tyler would be willing to provide a 25% discount off of the list prices for additional Munis / Tyler modules.			
9	Pricing for Post-Implementation or out of scope support may be requested from the awarded vendor when a need is identified beyond the support agreement. Provide general job title and maximum hourly cost for <u>each</u> role. CCSD reserves the right to expand the General Job Title	Project Management	per hour	\$135.00	
		Consultant	per hour	\$159.00	
		Implementation Training	per hour	\$137.50	

**RFP 13-11, HRMS/PAYROLL SYSTEM - BAFO COST PROPOSAL**

#	Description	Tyler Technologies			
		Proposed Item/Description	# units	Unit Price	Total Cost
	list to include roles not identified to date. For these scenarios, pricing must be comparable to industry standards. Travel expenses reimbursement must follow CCSD regulations. Any exceptions must be pre-approved in writing by CCSD.	Programming	per hour	\$137.50	
		Tyler Consulting Services	per hour	\$250.00	
		Change Management Consulting	per hour	\$250.00	
<b>10</b>	Provide discount structures and unit of measure for Service Level Agreement performance guarantees included for engagement.	To be discussed/negotiated during contract negotiations if selected.			
	Notes / Additional Information				



**Dr. John D. Barge, State School Superintendent**  
*"Making Education Work for All Georgians"*

**Local Board Training Plan for individual board member training and whole board training resulting from an assessment identifying areas of board governance improvement.**

**Cobb County Board of Education**  
**(System)**

**Date of approval: September 29, 2011**

<b>Board Member/ Whole Board Training</b>	<b>Approved Training Course(s)* and Planning Date of Completion</b>
<b>1. Lynnda Eagle</b>	<b>GSBA Workshop (Achievement or Law) December 1, 2011 (6 hrs.)</b>
<b>2. Tim Stultz</b>	<b>GSBA Workshop (Achievement or Law) December 1, 2011 (6 hrs.)</b>
<b>3. David Morgan</b>	<b>GSBA Workshop (Achievement or Law) December 1, 2011 (6 hrs.)</b>
<b>4. Kathleen Angelucci</b>	<b>GSBA Workshop (Achievement or Law) December 1, 2011 (6 hrs.)</b>
<b>5. David Banks</b>	<b>GSBA Workshop (Achievement or Law) December 1, 2011 (6 hrs.)</b>
<b>6. Scott Sweeney</b>	<b>GSBA Workshop (Achievement or Law) December 1, 2011 (6 hrs.)</b>
<b>7. Alison Bartlett</b>	<b>GSBA Workshop (Achievement or Law) December 1, 2011 (6 hrs.)</b>
<b>Whole Board Training</b>	<b>August 6, 2011 (2 hrs.)</b>
<b>Whole Board Training</b>	<b>September 29, 2011 (1 hr.)</b>
<b>Local Orientation for new member(s)</b>	<b>N/A</b>

\*Required annual training: new board member = total 15 hours and veteran board members = total 9 hours; whole board governance team training of 3 hours included in total hours above. To receive required training credit hours, all training sessions must be conducted by a State Board of Education approved "training provider."