

Customer Installation Agreement

Name: Riverside Public Works Department - Water Plant_NJPA
Account ("Customer")
Address: 5950 Acorn Street, Riverside, CA 92504
Contact: Ernie Marquez
Date: 8/21/2019

STANLEY Convergent Security Solutions, Inc. ("SCSS") hereby proposes to furnish labor and materials for the installation of an electronic security/integrated solution system in accordance with the specifications below:

Transaction & System Information

Name of Project: Riverside Public Works_WQCP Secondary Gate Access Control & Video_R1 - Q-90435
Transaction Type: Add/Upgrade
System Information: Integrated Solution
Access / Video
Address of Project:
5950 Acorn St.
Riverside, CA 92504

Expected approximate date of commencement of project: TBD
Expected approximate date of completion of project: TBD

Customer to Provide

120 vac Power Outlets, Lighting Conditions for CCTV, Network Connectivity, Payments for Permits & Fees, PC Hardware for Access Control System, Static IP address for equipment,

Equipment

Quantity	Part Number	Description
2.00	7200161	DIGIREADER DR4208
2.00	02A00311	AUTODIAL TELEPHONE ENTRY UNIT
2.00	H151206S10T03W03SB	15IN X12IN X6IN HOUSING FOR TRIGON
1.00	S3S41279/42B	DUAL HGHT STNCHN, STYLE 4, 12IN ARMS
1.00	PW6K1ICE	PWSERIES INTELLIGENT CONTROLLER
1.00	7200164	PWSERIES ENCLOSURE
1.00	451806SDB	18/6 SHLD DIRECT BURIAL 1000FT
1.00	451804WDB	18/4 STR FPL/CM/TC 500FT REEL BLACK
1.00	TBD ACCESSORIES	TBD ACCESSORIES
1.00	TBD JIC MATL	TBD VIDEO SYS MATL
1.00	Z4-01162001	Q1786-LE O/ DR 4MP FXD BLLT CAM
1.00	Z4-01190001	AXIS T94S01P CONDUIT BACK BOX
1.00	Z4-01164001	AXIS T91B47 100-410MM-POLE MNT
1.00	Z4-01048001	AXIS P3807-PVE FXD DME CAM-8MP
1.00	Z4-01505001	T94V02D MOUNTING BRACKET FOR NETWK CAM
1.00	Z4-01473001	T91B67 POLE MOUNT 65-165MM
2.00	710548EDB	24/4PR SOL CAT5E DIRECT BURIAL 1000FT BX
2.00	GSC-Om-E-1C	GSC OMNICAST ENT CONNECTION LICENSE

License Information (as of 01/23/2019): AK 1003300; 104891: AL 888, 1278, 1322; 1472, Complaints may be directed to Alabama Electronic Security Board of Licensure, 7956 Vaughn Rd., Montgomery, AL 36116 (334) 264-9388; 48682: AZ ROC204975: AR 032977; CMPY.00019111, Regulated by Arkansas Bd of Private Investigators and Private Security Agencies, #1 State Police Plaza Dr, Little Rock, AR 72209 (501) 618-8600: CA 848019 - C10; LCO5911; ACO6055, Alarm company operators are licensed and regulated by the Bureau of Security & Investigative Services, Dept. of Consumer Affairs, Sacramento, CA 95814; CT ELC.0184651-L5; DE 04-158; FAL-0001; FL EF0000772; GA 439701; HI 36390; IA AC-211; ID 015830; 022726-AA-4; IL 127001274; KY 338 (Louisville); LA F1162; F875; F1277; 61931; MA 12737A; MD 107-1828; 259; MI 5103306; 3601205772; MN TS001238; MS 19207-SC; 15024172; MT FPL-BEL-000132; NC 23471 SP-FA/LV; 1839-CSA, Alarm Systems Licensing Bd., 3101 Industrial Drive, Ste 104, Raleigh, NC 27609 (919)788-5320; NH 0424-C; NJ 1074485; 659423; Burglar Alarm Business Lic. # 34BX00022000; NM 374554; NV F400; F401; 0071024; 0084943; NY 12000293169, Licensed by NYS Dept. of State: OH 53-89-1512; OK 953; OR 181567; PA 032736; RI 9448A; TSC 4996; SC FAC3387; BAC5501; TN 1180; 1448; 1650; 1446; CE-D 65528; TX ACR2639; ECR1821; B02140; UT 5704068-6501; VA 2705-087235A, 11-5481; WA STANLCS925M2; WV 045298; WI 969322; WY LV-G-23879.

2.00	GSC-0m-E-1FC	GSC OMNICAST ENT FAIL-OVER CONNECTION LICENSE
1.00	TBD CONDUIT	TBD CONDUIT
1.00	TBD JIC MATL	TBD CONCRETE MATL
1.00	TBD JIC MATL	TBD AUTOMATIC GATE MATL
1.00	TBD JIC MATL	TBD ELECTRONIC ACCESS CONTROL SYS MATL

Existing Equipment

Quantity	Asset Name	Asset Description

Equipment Notes

Theory of Operation

Stanley's Sourcewell/NJPA Contract #031517-SCS;
City of Riverside Sourcewell/NJPA Membership #2410;

Riverside Public Utilities - Acorn Street Water Plant Automatic Gate Project

STANLEY SCOPE OF WORK

Stanley Security to provide and install the following devices

- (1) Honeywell Model PW6K1ICE ProWatch Intelligent System Control Panel at Modular Office Bldg IDF Room
- (1) Honeywell Model PW5K1ENC3 Locking Wall-Mount Enclosure with 12VDC Power Supply
- (2) Honeywell Model DR4208K Combination Prox/PIN Readers (high/low access at secondary vehicle gate)
- (2) Trigon Model HF2 Hands-Free Telephone Entry Phones (high/low access at secondary vehicle gate)
- (1) Dual-Height High/Low Access System Pedestal with Two Hooded Backboxes; sized to accommodate the access reader and telephone entry phone)
- (1) Axis Model P3807-PVE 180 Degree Panoramic Dome Camera Installed to Existing Camera Pole (Stanley to remove existing analog camera)
- (1) Axis Model Q1786-LE Fixed Bullet-Style Camera Installed to Existing Light Pole; Positioned to Provide View of License Plates on Vehicles Entering the Facility

Stanley Gate Subcontractor to Provide / Install

- (2) 8' tall bi-parting slide gates for a 30' wide opening; new gates will be similar, but not identical in design to the existing fence line
- (*) Continuous concrete roll way across driveway and in storage area of slide gates / Installed plated ground track
- (*) Overhead guide roller assemblies complete with overhead guide rollers
- (*) Concrete operator mounting pads
- (2) LiftMaster CSL24UL slide gate operators complete with built in battery backups, radio receiver and monitored reversing devices
- (2) Vehicle reversing loops and detectors
- (1) Vehicle exit loop and detector
- (1) Knox 3502 Fire Department Key Switch
- (1) Tomar Fire Strobe and Detector
- (2) Low-Voltage Access System Wiring Connection to New Electric Gate Motor

Stanley Electrical Subcontractor to Provide / Install

- Above and below-grade conduit as required for new high and low voltage cabling; intercept existing conduit extending from the building to electrical pull box near flagpole

Note: open trench across the driveway will be blocked off from traffic using traffic cones. We will plan to open and close the trench on the same day so that it is not left open overnight. Steel cover plates are not included in Stanley's quote. If we run into an issue with completing in one day, RPU will need to provide steel plates as required for closing the trench overnight, or arrange to close the construction area to through traffic as necessary.

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- All required high-voltage cabling
- Pull Stanley-provided low-voltage cabling through existing and new conduit
- Power as required for two gate motors
- Traffic island with concrete curb and rock fill to match existing
- Concrete base for new Stanley-provided gate access stanchion
- Re-paint cross-walk lines
- Install (2) customer-provided directional street signs.

General Notes / Exclusions:

1. Stanley to provide required City of Riverside permits. Any associated City fees are excluded from Stanley's scope and will be paid for directly by the City.
2. Stanley Security to provide installation of new access and video system devices referenced above
3. Riverside Public Works Dept to provide an available phone line direct connection to the existing building phone system for interface by Stanley to the new Trigon telephone entry phones
4. 110-volt electrical (direct hardwired power connection) at the new control panel enclosure located in the building IDF room is excluded and should be provided by the RPU
5. Network switch and required static IP address for new access system control panel is excluded and should be provided by the City's IT Department
6. Network switches with PoE IP ports as required to support new IP cameras are to be provided by the City's IT Department.
7. Stand-alone exit PIN pad for emergency exiting (if required) to be provided and installed by others. The PIN pad should be wired directly to the gate motor and therefore would not interconnect or interface with the Stanley-provided gate access system.
8. Stanley to provide project submittals per project specification 2-5.
9. Stanley to interface new gate access system control panel with existing City ProWatch access system software via City network. Note: The existing Honeywell software database is licensed for up to 320 system-wide card readers. When the total system-wide card reader count reached 320, the license will need to be expanded to accommodate the installation of additional card readers and an additional charge would apply.
10. Stanley to pay Prevailing Wage labor rates
11. We understand that project bonds are not required for this project.

Investment Type: Direct Sale

Pricing and Deposit Terms

Payment Terms: All invoices are due thirty (30) days after date of the invoice. No retainage is permitted.

Transaction Information: Add/Upgrade
Warranty Duration: 12 MONTHS
Customer agrees that SCSS retains a security interest in the equipment until the full purchase price is paid.

- * Prices do not include taxes
- * Price includes prevailing wage labor rates

Total Installation Price*:	\$174,998.37
Up-front Deposit*:	\$0.00
Progress Payments*:	Quarters - 25% / 25% / 25% / 25%
Balance Due Upon Completion*:	\$174,998.37

ACCEPTANCE OF PROPOSAL

The above prices, specifications and conditions attached hereto are satisfactory and are hereby accepted. The terms and conditions as set forth herein and on the attached page shall supersede any conflicting terms, or any additional terms furnished by SCSS. Purchase Orders may be issued for billing purposes only and any terms, conditions or changes included in such Purchase Orders shall have no force or effect. SCSS is authorized to do the work as specified. Payment will be made as outlined above.

STANLEY Convergent Security Solutions, Inc.

Customer: Riverside Public Works Department - Water Plant NJPA Account

David Vandegrift

Security Representative

Customer (Sign)

Executive Security Consultant

Security Representative Title

Customer (Print)

STANLEY Authorized Manager (Sign)

Title

STANLEY Authorized Manager (Print)

Not Binding on SCSS without either Authorized Management Approval Signature or SCSS Begins the Installation or Services.

APPROVED AS TO FORM:
 BY: 
CHIEF ASSISTANT CITY ATTORNEY

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STANLEY Convergent Security Solutions, Inc.

Customer: Riverside Public Works Department - Water Plant_NJPA Account

David Vandegrift

Security Representative

Executive Security Consultant

Security Representative Title

STANLEY Authorized Manager (Sign)

STANLEY Authorized Manager (Print)

Customer (Sign)

Customer (Print)

Title

Not Binding on SCSS without either Authorized Management Approval Signature or SCSS Begins the Installation or Services.

CERTIFIED AS TO FUNDS AVAILABILITY:

BY: 
Chief Financial Officer/ City Treasurer

Terms and Conditions**WARRANTY**

SCSS warrants that the equipment will be free from defects in material and workmanship for a period of 12 MONTHS from the date the system is placed into operation. If during this warranty period, any of the equipment or parts are defective or malfunction, they will be repaired or replaced free of charge. Warranty repair is done 8 am-4pm Monday through Friday, excluding holidays. This warranty will not apply if the damage or malfunction occurs because the system has been adjusted, added to, altered, abused, misused or tampered with by Customer.

DISCLAIMER OF ALL OTHER WARRANTIES: EXCEPT FOR THE FOREGOING LIMITED EQUIPMENT WARRANTY DESCRIBED ABOVE, SCSS MAKES NO OTHER WARRANTIES, EXPRESS OR IMPLIED, INCLUDING ANY WARRANTY OF MERCHANTABILITY OR FITNESS FOR A PARTICULAR PURPOSE. IT IS EXPRESSLY AGREED THAT UNDER NO CIRCUMSTANCES SHALL SCSS BE HELD LIABLE FOR ANY INCIDENTAL, SPECIAL OR CONSEQUENTIAL DAMAGES INCLUDING, BUT NOT LIMITED TO, LOSS OF PROFITS, WHETHER ARISING UNDER ALLEGED BREACH OF AGREEMENT, NEGLIGENCE, STRICT LIABILITY OR ANY OTHER LEGAL OR EQUITABLE THEORY, AND SCSS'S LIABILITY SHALL BE STRICTLY LIMITED AS STATED ABOVE.

ADDITIONAL CHARGES:

1. All prices quoted do not include sales tax unless specifically written on the face of the proposal.
2. Unless otherwise stated in the proposal, the price quoted is FOB shipping point. All shipments will be UPS ground, unless otherwise specified.
3. Applicable permitting fees will be billed on a pass-through basis.
4. The price quoted assumes installation will be performed during SCSS's normal working hours and using its own personnel. If Customer requests the installation or any part thereof to be performed outside ordinary business hours or, if the installation must be performed by outside contractors, or SCSS's wage rates do not apply as a result of prevailing wage requirements, or otherwise, then the installation charge will be adjusted accordingly.
5. Any changes to the system required by any government agency or Authority Having Jurisdiction will be billed to Customer, and are not the responsibility of SCSS.

INSURANCE:

SCSS shall purchase and maintain without interruption from date of commencement of the work throughout the end of the contract period or completion of SCSS's work, whichever occurs later, insurance on its performance of the Work as set forth below:

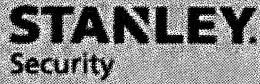
1. Worker's Compensation insurance meeting statutory requirements of the state in which the work is to be performed and containing Employers' Liability insurance with limits of \$1,000,000 for each accident/disease.
2. Comprehensive Auto Liability insurance on an occurrence basis covering all SCSS owned, non-owned, and hired vehicles with a combined single limit of \$1,000,000 for each occurrence for bodily injury, including death, to any one person and \$500,000 for each occurrence of property damage.
3. Comprehensive General Liability, including contractual liability, insurance providing coverage of \$1,000,000 for each occurrence and \$2,000,000 in the aggregate.
4. Umbrella/Excess Insurance with coverage of \$1,000,000. Coverage shall apply to all the same risks as the underlying insurance policies listed above.
5. SCSS will name Customer as additional insured to the extent of SCSS's negligence on its general liability and automobile policies.
6. SCSS shall provide certificates of insurance evidencing the foregoing insurance is in effect at the request of Customer.

INDEMNIFICATION:

SCSS will hold Customer, its officers, directors, agents and employees harmless from damage, liability and expense to the extent resulting from the negligent acts or omissions of SCSS, its agents or employees, during and within the scope of employment of such persons while they are on Customer's premises performing the installation work. Notwithstanding the foregoing, SCSS shall have no liability or obligation to indemnify for damage, liability or expense resulting from or due to occurrences and/or the consequences there from that the system is intended to detect, prevent or record, including any such loss or damage which may be occasioned or caused by the improper working or malfunctioning of the system. In no event will SCSS, its employees, agents or representatives be responsible for consequential, incidental or special damages or for the negligence of others.

PROPRIETARY PROTECTION.

Any computer application program and/or documentation, collectively referred to as "Software", that is provided by SCSS under this agreement, is owned by SCSS, its affiliates or one of its OEM's and is protected by United States and international copyright laws and international treaty provisions. Any breach of this agreement will automatically terminate the Customer's right to use this Software, and the Customer is obligated to immediately return such Software to SCSS. Customer may not copy the Software for any reason other than per the dictates of any end user software license agreement. Customer may not reverse-engineer, disassemble, decompile or attempt to discover the source code of any Software. Customer acknowledges that any breach of this section shall result in irreparable injury to SCSS for which the amount of damages would be unascertainable. Therefore, SCSS may, in addition to pursuing any and all remedies provided by law, obtain an injunction against Customer from any court having jurisdiction, restraining any violation of this section.



STANLEY Convergent Security Solutions, Inc.

Equipment & Labor Summary

Riverside Public Works Department - Water Plant_NJPA Account
5950 Acorn Street, Riverside, CA 92504

8/21/2019

Proposal Generated:

Q-90435

BILL OF MATERIALS AND LABOR BREAKDOWN	
EQUIPMENT	
Description	Price
STANLEY PROVIDED MATERIALS	\$19,706.18
GATE SUBCONTRACTOR - MATERIALS	\$37,756.92
ELECTRICAL SUBCONTRACTOR - MATERIALS	\$29,089.23
EQUIPMENT AND MATERIAL TOTAL (S&H, Tax included)	\$86,552.33
LABOR	
Description	Price
LOW VOLTATGE SYSTEMS INSTALL - LABOR	\$8,630.00
GATE SUBCONTRACTOR - LABOR	\$25,015.16
ELECTRICAL SUBCONTRACTOR - LABOR	\$32,503.88
STANLEY LABOR INSTALLATION / PROGRAMMING / SET-UP	\$10,460.00
STANLEY PROJECT MANAGEMENT / ADMIN SUPPORT	\$6,382.00
ENGINEERING / CAD OPERATOR / SUBMITTALS / DOCUMENTATION	\$5,455.00
LABOR AND ADDITIONAL TOTAL	\$88,446.04
GRAND TOTAL	\$174,998.37

Form C

EXCEPTIONS TO PROPOSAL TERMS, CONDITIONS,
AND SOLUTIONS REQUEST



Company Name: Stanley Convergent Security Solutions Inc.

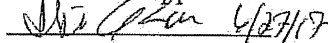
Any exceptions to the terms, conditions, specifications, or proposal forms contained in this RFP must be noted in writing and included with the Proposer's response. The Proposer acknowledges that the exceptions listed may or may not be accepted by NJPA or included in the final contract. NJPA will make reasonable efforts to accommodate the listed exceptions and may clarify the exceptions in the appropriate section below.

Section/page	Term, Condition, or Specification	Exception	NJPA ACCEPTS

Proposer's Signature: _____ Date: _____

NJPA's clarification on exceptions listed above:

Review and Approved:

 4/27/17

NJPA Legal Department

Contract Award

RFP #031517

FORM D

Formal Offering of Proposal

(To be completed only by the Proposer)

FACILITY SECURITY EQUIPMENT, SYSTEMS, AND SERVICES WITH RELATED EQUIPMENT AND SUPPLIES

In compliance with the Request for Proposal (RFP) for FACILITY SECURITY EQUIPMENT, SYSTEMS, AND SERVICES WITH RELATED EQUIPMENT AND SUPPLIES, the undersigned warrants that the Proposer has examined this RFP and, being familiar with all of the instructions, terms and conditions, general and technical specifications, sales and service expectations, and any special terms, agrees to furnish the defined products and related services in full compliance with all terms and conditions of this RFP, any applicable amendments of this RFP, and all Proposer's response documentation. The Proposer further understands that it accepts the full responsibility as the sole source of solutions proposed in this RFP response and that the Proposer accepts responsibility for any subcontractors used to fulfill this proposal.

Company Name: Stanley Convergent Security Solutions Inc. Date: 03/13/17

Company Address: 805 15th St. NW, Ste 710

City: Washington State: DC Zip: 20005

Contact Person: Tina Vehorn Title: Contracts Manager

Authorized Signature:

Tina Vehorn

(Name printed or typed) Tina Vehorn

FORM E
CONTRACT ACCEPTANCE AND AWARD



(Top portion of this form will be completed by NJPA if the vendor is awarded a contract. The vendor should complete the vendor authorized signatures as part of the RFP response.)

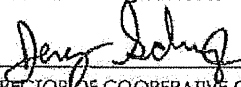
NJPA Contract #: 031517-SCS

Proposer's full legal name: Stanley Convergent Solutions Inc.

Based on NJPA's evaluation of your proposal, you have been awarded a contract. As an awarded vendor, you agree to provide the products and services contained in your proposal and to meet all of the terms and conditions set forth in this RFP, in any amendments to this RFP, and in any exceptions that are accepted by NJPA.

The effective date of the Contract will be June 30, 2017 and will expire on June 30, 2021 (no later than the later of four years from the expiration date of the currently awarded contract or four years from the date that the NJPA Chief Procurement Officer awards the Contract). This Contract may be extended for a fifth year at NJPA's discretion.

NJPA Authorized Signatures:



NJPA DIRECTOR OF COOPERATIVE CONTRACTS
AND PROCUREMENT/CPO SIGNATURE

Jeremy Schwartz
(NAME PRINTED OR TYPED)



NJPA EXECUTIVE DIRECTOR/CEO SIGNATURE

Chad Coauette
(NAME PRINTED OR TYPED)

Awarded on June 29, 2017

NJPA Contract # 031517-SCS

Vendor Authorized Signatures:

The Vendor hereby accepts this Contract award, including all accepted exceptions and amendments.

Vendor Name Stanley Convergent Security Solutions

Authorized Signatory's Title Director of Business Development - State & Local Government



VENDOR AUTHORIZED SIGNATURE

Scott Wulforst

(NAME PRINTED OR TYPED)

Executed on July 10th, 2017

NJPA Contract # 031517-SCS

PROPOSER ASSURANCE OF COMPLIANCE



Proposal Affidavit Signature Page


PROPOSER'S AFFIDAVIT

The undersigned, authorized representative of the entity submitting the foregoing proposal (the "Proposer"), swears that the following statements are true to the best of his or her knowledge.

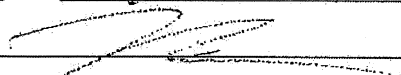
1. The Proposer is submitting its proposal under its true and correct name, the Proposer has been properly originated and legally exists in good standing in its state of residence, the Proposer possesses, or will possess before delivering any products and related services, all applicable licenses necessary for such delivery to NJPA members agencies. The undersigned affirms that he or she is authorized to act on behalf of, and to legally bind the Proposer to the terms in this Contract.
2. The Proposer, or any person representing the Proposer, has not directly or indirectly entered into any agreement or arrangement with any other vendor or supplier, any official or employee of NJPA, or any person, firm, or corporation under contract with NJPA, in an effort to influence the pricing, terms, or conditions relating to this RFP in any way that adversely affects the free and open competition for a Contract award under this RFP.
3. The Proposer has examined and understands the terms, conditions, scope, contract opportunity, specifications request, and other documents in this solicitation and affirms that any and all exceptions have been noted in writing and have been included with the Proposer's RFP response.
4. The Proposer will, if awarded a Contract, provide to NJPA Members the /products and services in accordance with the terms, conditions, and scope of this RFP, with the Proposer-offered specifications, and with the other documents in this solicitation.
5. The Proposer agrees to deliver products and services through valid contracts, purchase orders, or means that are acceptable to NJPA Members. Unless otherwise agreed to, the Proposer must provide only new and first-quality products and related services to NJPA Members under an awarded Contract.
6. The Proposer will comply with all applicable provisions of federal, state, and local laws, regulations, rules, and orders.
7. The Proposer understands that NJPA will reject RFP proposals that are marked "confidential" (or "nonpublic," etc.), either substantially or in their entirety. Under Minnesota Statute §13.591, Subd. 4, all proposals are considered nonpublic data until the evaluation is complete and a Contract is awarded. At that point, proposals generally become public data. Minnesota Statute §13.37 permits only certain narrowly defined data to be considered a "trade secret," and thus nonpublic data under Minnesota's Data Practices Act.
8. The Proposer understands that it is the Proposer's duty to protect information that it considers nonpublic, and it agrees to defend and indemnify NJPA for reasonable measures that NJPA takes to uphold such a data designation.

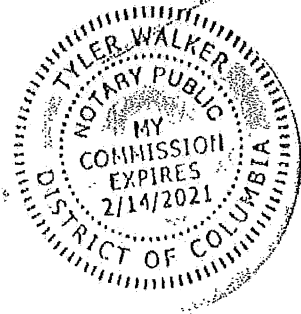
[The rest of this page has been left intentionally blank. Signature page below]

By signing below, Proposer is acknowledging that he or she has read, understands, and agrees to comply with the terms and conditions specified above.

Company Name: Stanley Convergent Security Solutions Inc.
Address: 805 15th St. NW. #710
City/State/Zip: Washington DC 20005
Telephone Number: 202-691-9125
E-mail Address: tina.vehorn@sbdinc.com
Authorized Signature: 
Authorized Name (printed): Tina VEHORN
Title: Contracts Manager
Date: 3-13-17

Notarized

Subscribed and sworn to before me this 13 day of March, 20 17
Notary Public in and for the County of N/A State of DC
My commission expires: 02/14/2021
Signature: 



Tyler Walker
Notary Public, District of Columbia
My Commission Expires 2/14/2021

Form P



PROPOSER QUESTIONNAIRE

Payment Terms, Warranty, Products and Services, Pricing and Delivery, and Industry-Specific Questions

Proposer Name: Stanley Convergent Security Solutions Inc.

Questionnaire completed by: Scott Wulforst, Director of Business Development – State & Local Government

Payment Terms and Financing Options

- 1) What are your payment terms (e.g., net 10, net 30)? NET 30
- 2) Do you provide leasing or financing options, especially those options that schools and governmental entities may need to use in order to make certain acquisitions?.

States, Political subdivision or educational entities that have the authority, may finance their purchases. If financing is through a lease agreement, that lease agreement term is separate from the master agreement set forth and shall be between Stanley CSS and the purchasing entity.

- 3) Briefly describe your proposed order process. Please include enough detail to support your ability to report quarterly sales to NJPA. For example, indicate whether your dealer network is included in your response and whether each dealer (or some other entity) will process the NJPA Members' purchase orders.

All purchase orders are processed through Stanley CSS' national accounts team. These orders are entered into Stanley CSS' estimating tool which is also linked to our CRM software. A work order is generated and tracked through this process. Stanley's NJPA administrator compiles the required information through these software's and creates the quarterly reports for NJPA.

- 4) Do you accept the P-card procurement and payment process? If so, is there any additional cost to NJPA Members for using this process?

Yes, Stanley CSS accepts P-cards and there is no additional cost for using a P-card for payment.

Warranty

- 5) Describe in detail your manufacturer warranty program, including conditions and requirements to qualify, claims procedure, and overall structure. You may include in your response a copy of your warranties, but at a minimum please also answer the following questions.

- Do your warranties cover all products, parts, and labor? Yes, when Stanley CSS completed a new installation. Stanley CSS' does not warrant box sales, the manufacturer warranty would be in effect.
- Do your warranties impose usage restrictions or other limitations that adversely affect coverage? Yes, when Stanley CSS has been requested to work on or service a customer's existing integrated security or fire alarm systems(s).
- Do your warranties cover the expense of technicians' travel time and mileage to perform warranty repairs? No.
- Are there any geographic regions of the United States for which you cannot provide a certified technician to perform warranty repairs? How will NJPA Members in these regions be provided service for warranty repair? No, currently when areas such as Alaska, Hawaii and U.S. Territories are concerned and where an installation has been completed, a warranty would be extended to the customer.

- Will you cover warranty service for items made by other manufacturers that are part of your proposal, or are these warranties issues typically passed on to the original equipment manufacturer? Stanley CSS will only warranty parts and labor when Stanley CSS has performed the original installation. A separate service plan or extended warranty may be purchased separately.
 - What are your proposed exchange and return programs and policies? Stanley has a 30 day return policy. After 30 days and only when approval from the manufacture or original supplier has been given and Item maybe returned with a 25% restocking fee. Customer will also be responsible for shipping expenses if required. All products that are returned must be new, in original unmarked packaging, and have not been installed.
- 6) Describe any service contract options for the items included in your proposal. Stanley has many service contract options available to its customers. See the Excel pricing spreadsheet.

Pricing, Delivery, Audits, and Administrative Fee

- 7) Provide a general narrative description of the equipment/products and related services you are offering in your proposal.

Stanley CSS can provide a wide range of security products *and* value-added services that can protect state and local government, whether it be a single location or multiple locations. With offices across North America, we are the only true national security system integrator serving the U.S. and Canada, with global security capabilities.

STANLEY CSS offers a wide range of security systems. Our intrusion detection alarm systems can alert our monitoring centers to intrusions on your property, and with the addition of audio or video verification, they can lead to a priority police response and higher apprehension rate. With an access control system installed by our team, you can ensure authorized personnel have access to areas when needed, while preventing access by unauthorized personnel. STANLEY CSS' video surveillance solutions can monitor activity at your facility 24/7, recording to secure NVR,s and allowing you to remotely view feeds at any time or provide video documentation when needed. Our fire alarm systems provide information to both authorities and building occupants to help save lives in an emergency. When integrated, these systems can not only keep your facility secure, but also help give you peace of mind that your staff and assets are well protected.

Our professional technicians can integrate all types of security systems such as intrusion, access control, video surveillance, fire detection, and more into unified, integrated security solutions. Our team can develop effective solutions for facilities ranging from municipality buildings, and government facilities. In fact, we have degreed, certified, and highly skilled specialists, like those in our Software Solutions Group and our Convergence Center of Excellence, with 50+ years of combined experience developing complex integrated security systems for facilities such as airports, university campuses, and large complex facilities. Using tools like our innovative Commander Physical Security Information Management system (PSIM), STANLEY CSS can ensure that even the most expansive security systems can be easily managed by on-site teams. Our company also offers an industry-leading National Account Program with dedicated support personnel to suit the needs of businesses operating many facilities spread across North America. Our team is prepared to deliver an effective security solution for all NJPA eligible customer facility's, regardless of the complexity.

- 8) Describe your pricing model (e.g., line-item discounts or product-category discounts). Provide detailed pricing data (including standard or list pricing and the NJPA discounted price) on all of the items that you want NJPA to consider as part of your RFP response. Provide a SKU for each item in your proposal. (Keep in mind that reasonable price and product adjustments can be made during the term of an awarded Contract. See the body of the RFP and the Price and Product Change Request Form for more detail.)

Stanley CSS has provided line item pricing. See the Excel pricing spreadsheet.

- 9) Please quantify the discount range presented in this response. For example, indicate that the pricing in your response represents is a 50% percent discount from the MSRP or your published list. The List Prices represents approximately 5-25% discount from our commercial sales price.

10) The pricing offered in this proposal is

- a. the same as the Proposer typically offers to an individual municipality, university, or school district.
- b. the same as the Proposer typically offers to GPOs, cooperative procurement organizations, or state purchasing departments.
- c. better than the Proposer typically offers to GPOs, cooperative procurement organizations, or state purchasing departments.
- d. other than what the Proposer typically offers (please describe).

11) Describe any quantity or volume discounts or rebate programs that you offer.

Stanley will provide volume discounts at 35K and 100k orders.

- 35k - 1%
- 100k - 2%

12) Propose a method of facilitating "sourced" products or related services, which may be referred to as "open market" items or "nonstandard options". For example, you may supply such items "at cost" or "at cost plus a percentage," or you may supply a quote for each such request.

Stanley will provide quote/estimate for products that are "open market" and that are not include in proposed NJPA pricing.

13) Identify any total cost of acquisition costs that are **NOT** included in the pricing submitted with your response. This cost includes all additional charges that are not directly identified as freight or shipping charges. For example, list costs for items like installation, set up, mandatory training, or initial inspection. Identify any parties that impose such costs and their relationship to the Proposer.

None, all costs are in the proposed list price, with the exception of shipping.

14) If delivery or shipping is an additional cost to the NJPA Member, describe in detail the complete shipping and delivery program.

Customer will be charged shipping for "boxsale" items, this will be at current shipping rates. Installation estimates will include shipping.

15) Specifically describe those shipping and delivery programs for Alaska, Hawaii, Canada, or any offshore delivery.

Stanley CSS utilizes domestic shipping companies when delivery of products are necessary to ship to Alaska, Hawaii, Canada, or any offshore location serviced by our branches.

16) Describe any unique distribution and/or delivery methods or options offered in your proposal.

Stanley uses it network of national branches as hubs and when available customers will have the ability to pick up products or when flexible and when available, Stanley service technicians or local support can deliver products directly.

17) Please specifically describe any self-audit process or program that you plan to employ to verify compliance with your proposed Contract with NJPA. This process includes ensuring that NJPA Members obtain the proper pricing, that the Vendor reports all sales under the Contract each quarter, and that the Vendor remits the proper administrative fee to NJPA.

Commented [WS1]: Tina, do we have language used for GSA?

18) Identify a proposed administrative fee that you will pay to NJPA for facilitating, managing, and promoting the NJPA Contract in the event that you are awarded a Contract. This fee is typically calculated as a percentage of Vendor's sales under the Contract or as a per-unit fee; it is not a line-item addition to the Member's cost of goods. (See RFP Section 6.29 and following for details.) Stanley CSS proposes a 1% administrative fee

Industry-Specific Questions

NOTE: You may have addressed some of the following questions elsewhere in your response. If so, please also answer these industry questions completely. Do not leave them blank.

19) Describe any background checks that you require of employees and prospective employees. How do you vet those personnel that might have access to sensitive NJPA member information?

Hiring Human Resources makes employment offer that is conditional on passing Background Check and Drug Screen Process

- Asset Protection receives completed employment application, FCRA and MVR background check acknowledgements signed by candidate from hiring Human Resources
- Manager after conditional offer is extended to candidate. Asset Protection runs (1) SSN/EVerification, right to work INS-SSA check, and (3) Criminal Record check for every county of residence and work address on application.
- Nationwide Wanted Person check performed. Asset Protection also runs MVR check if position requires company/fleet vehicle.
- All candidates are E-Verified as required by U.S. Government.
- Asset Protection also runs MVR check if driving is an essential function of the position sought
- STANLEY Security HR Coordinator conducts employment verification (always), 10 panel drug screen, and education verification (if required for job) utilizing our vendor OpenOnline.

20) Articulate your process for screening and hiring contractor candidates.

All external hires are to apply to Job Postings that link to our Applicant Tracking System (ATS), BrassRing

- Candidates are reviewed by the HR Team based off of Basic Qualifications and Desired Qualifications
- Those fit the minimum qualifications are phone screened by the HR team.
- Those that are deemed the best fit passed along to hiring manager
- Those that are not are dispositioned in our ATS regarding why they are not a fit
- Manager interviews candidates based on recommendations
- HR Sends employment application for completion
- If the manager is interested in pursuing candidate, a salary is determined in conjunction with HR based on what is in budget, predetermined salary range, and market data
- Candidate is offered job verbally via HR and sent electronically via email.

21) What term better describes your company: national or regional? Please explain.

Stanley CSS is a Global Security Provider, and have had a well established National Account Program for over 80 years.

22) Describe the methods that you use to monitor and conform to prevailing wage rate requirements throughout the U.S.

A centralized team tracks prevailing wage requirements through weekly reports provided by our legal and local branch operations for all states where this is standard.

23) What reporting methods will you use to provide NJPA details on the service provided to our member agencies?

Services with real time 24/7 accessibility will be available to NJPA. We can grant access to only NJPA or any member agencies of you're choosing. We also have the ability through report automation to keep NJPA in the know regarding our service delivery and specific details and documentations of all work performed. Weekly or bi-weekly meetings would be recommended to preserve transparency regarding our performance on your account and provide any necessary conflict resolutions.

24) What is your average response time for both routine and urgent agency requests?

75% are completed within one business day. Most within 48 hours. Urgent priority issues are treated accordingly and are typically handled with same day response. Depending on the time of day the issues is documented, a emergency grade response may be required and resolutions delivered after standard business hours. 24/7 technical assistance through our centralized team will also be available to all NJPA members.

25) How do you remain ahead of current trends regarding products and technology?

As part of SWK, Stanley Black and Decker, we are a innovation leader where it is part of our daily culture. We are challenged to develop a "breakthrough innovation culture" to identify and bring to market disruptive products and business models. Although we have a track record of excellent core innovation, opportunities exist to be even more radically innovative. Our focus is on coming up with the next major breakthrough in the industries we operate in,

26) Clearly describe your rate structure, and demonstrate how NJPA members can effectively determine their cost for your proposed solutions.

Please see attached price sheets.

27) How do you ensure that your prices are competitive?

We have full Procurement Teams and Product Development teams who assess the market and manage strategic relationships with all product partners.

Tina Vekorn

Signature: _____ Date: 03-13-17