

MacMichael, Mary

To: MacMichael, Mary
Subject: FW: Board Action for Video Surveillance Project
Attachments: SHI Quote-11189510.pdf; OP109413_Glassboro_Switching_videoproj_2-25-v2_3-10-16.pdf

From: Weeks, George J.
Sent: Friday, March 11, 2016 3:19 PM
To: MacMichael, Mary <mmacmichael@glassboroschools.us>
Subject: Board Action for Video Surveillance Project

Mary –

Need board approval for purchase of video surveillance system.

Seeking Board to approve purchase of equipment, software and licenses for Video Surveillance Project using Referendum Funds not to exceed \$730,000

Approve purchase of Genetec System upgrade to Omnicast Enterprise including all hardware, software, cameras, wiring, installation and maintenance from SHI and LTW at \$668,921.98

Approve Purchase of additional network switches from NWN at \$58,435.00

*Note: there is an additional discount that will be applied to SHI/LTW if approved in March.

Final numbers should be available by Wednesday committee meetings.


Work will be done between April and September.

George

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George J. Weeks  
Director of Technology

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GLASSBORO PUBLIC SCHOOLS

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560 Joseph Bowe Blvd  
Glassboro, NJ 08028  
T: 856-652-2700 x6605 (\*NEW\*)  
D: 856-652-2660  
F: 856-881-0884  
E: [gweeks@glassboroschools.us](mailto:gweeks@glassboroschools.us)  
W: [www.glassboroschools.us](http://www.glassboroschools.us)

 Go GREEN! Please think twice before printing this e-mail.



Pricing Proposal  
 Quotation #: 11189510  
 Created On: Mar-09-2016  
 Valid Until: Apr-30-2016

**Glassboro School District**

**Inside Sales Executive**

**George Weeks**

Phone: (856) 652-2700  
 Fax:  
 Email: Mike\_Zmachinski@shi.com

**Mike Zmachinski**

290 Davidson Avenue  
 Somerset N.J. 08873  
 Phone: 732-564-8558  
 Fax: 732-564-8224  
 Email: Mike\_Zmachinski@shi.com

All Prices are in US Dollar (USD)

| Product                                                                                                                                                | Qty | Your Price   | Total               |
|--------------------------------------------------------------------------------------------------------------------------------------------------------|-----|--------------|---------------------|
| 1 Genetec System upgrade to Omnicast enterprise<br>Lets Think Wireless - Part#:<br><b>Note:</b> See "Comments" Section Below for Equipment & Materials | 1   | \$427,130.29 | \$427,130.29        |
| 2 Services (Installation)<br>Lets Think Wireless - Part#:<br><b>Note:</b> See "Comments" Section below for Equipment & Materials                       | 1   | \$215,343.75 | \$215,343.75        |
| 3 Support (Maintenance/Warranty)<br>Lets Think Wireless - Part#:<br><b>Note:</b> See "Comments" Section below for Equipment & Materials                | 1   | \$26,447.94  | \$26,447.94         |
|                                                                                                                                                        |     | <b>Total</b> | <b>\$668,921.98</b> |

**Additional Comments**

NJ m-0003 State Software Contract, Participating Number 89851

**Equipment & Materials:**

- Mounts (Qty.154)
- Panasonic Series 3 Vandal Dome Security Camera (Qty.56)
- Panasonic 360-degree indoor Dome camera (Qty.19)
- Genetec Camera license (Qty.233)
- Genetec User Clients (Qty.15)
- Genetec Mobile Clients (Qty.3)
- Genetec Synergis EH400K door controller (Qty.6)
- Genetec Synergis Door reader R40 (Qty.6)
- Genetec Directory Server (HP) (Qty.1)
- Genetec Archiver Server (HP) (total cap. 201TB useable storage) (Qty.3)
- Genetec Mini i3 PC for monitors in offices (Qty.10)
- NEC 42 inch monitors with wall mount (Qty.10)
- Cables,Accessories and Misc.Installation Supplies

**Services (Installation):**

- Installation including all cabling, installation of all cameras
- Installation of New doors, monitors and mini i3 PC's

**Support(Maintenance/Warranty)**

**PROPOSAL QUOTE SHEET**

303 Fellowship Road  
Suite 110  
Mt. Laurel, New Jersey 08054

856-722-8000 Phone  
856-722-8061 Fax



Switches for Video project

|                                 |                            |                       |                       |
|---------------------------------|----------------------------|-----------------------|-----------------------|
| <b>Client:</b>                  | Glassboro Public Schools   | <b>Issue Date:</b>    | 2/23/2016 rev 3/11/16 |
| <b>Client Address 1:</b>        | 560 Joseph Bowe Blvd.      | <b>Opportunity #:</b> | OP109413              |
| <b>Client Address 2:</b>        |                            | <b>Account Exec:</b>  | Joe Guarracino        |
| <b>Client City, State, Zip:</b> | Glassboro, NJ 08028        |                       | jguarracino@nwnit.com |
| <b>Attn:</b>                    | George Weeks               |                       | 856-914-5604          |
| <b>Phone:</b>                   | 856-652-2700               | <b>Version:</b>       | 4.00                  |
| <b>email:</b>                   | gweeks@glassboroschools.us |                       |                       |

| Product Number              | Description                                                 | Qty | List Price  | Unit Price  | Extended Price |
|-----------------------------|-------------------------------------------------------------|-----|-------------|-------------|----------------|
| <b>Section 1 - Hardware</b> |                                                             |     |             |             |                |
| WS-C2960X-24PD-L            | Catalyst 2960-X 24 GigE PoE 370W, 2 x 10G SFP+, LAN Base    | 13  | 4,595.00 \$ | 2,389.40 \$ | 31,062.20      |
| EW-JX-50SW                  | Key for Cisco EnergyWise Mgmt (JouleX) 45-day trial License | 13  | 0.00 \$     | - \$        | -              |
| CAB-16AWG-AC                | AC Power cord, 16AWG                                        | 13  | 0.00 \$     | - \$        | -              |
| WS-C2960X-48FPD-L           | Catalyst 2960-X 48 GigE PoE 740W, 2 x 10G SFP+, LAN Base    | 2   | 7,995.00 \$ | 4,157.40 \$ | 8,314.80       |
| CAB-16AWG-AC                | AC Power cord, 16AWG                                        | 2   | 0.00 \$     | - \$        | -              |
| EW-JX-50SW                  | Key for Cisco EnergyWise Mgmt (JouleX) 45-day trial License | 2   | 0.00 \$     | - \$        | -              |
| SFP-10G-SR-S=               | 10GBASE-SR SFP Module, Enterprise-Class                     | 33  | 650.00 \$   | 338.00 \$   | 11,154.00      |
| SFP-10G-LR-S=               | 10GBASE-LR SFP Module, Enterprise-Class                     | 8   | 1,900.00 \$ | 988.00 \$   | 7,904.00       |

M7000: NVP AR233 (14-19) PA#87720

|                                                   |  |  |  |  |                     |
|---------------------------------------------------|--|--|--|--|---------------------|
| <b>Section 1 Hardware &amp; Software Subtotal</b> |  |  |  |  | <b>\$ 58,435.00</b> |
|---------------------------------------------------|--|--|--|--|---------------------|

|                                                     |  |  |    |   |    |
|-----------------------------------------------------|--|--|----|---|----|
| <b>Section 2 - Annual Manufacturing Maintenance</b> |  |  |    |   |    |
|                                                     |  |  | \$ | - | \$ |
|                                                     |  |  | \$ | - | \$ |
|                                                     |  |  | \$ | - | \$ |

|                                                         |  |  |  |  |             |
|---------------------------------------------------------|--|--|--|--|-------------|
| <b>Section 2 Annual Maintenance &amp; SaaS Subtotal</b> |  |  |  |  | <b>\$ -</b> |
|---------------------------------------------------------|--|--|--|--|-------------|

|                                                                                 |  |  |  |  |      |
|---------------------------------------------------------------------------------|--|--|--|--|------|
| <b>Section 3 - Professional Services</b>                                        |  |  |  |  |      |
| NWN Professional Services, as defined in the related Statement of Work Proposal |  |  |  |  | \$ - |

|                                                     |  |  |    |   |    |
|-----------------------------------------------------|--|--|----|---|----|
| <b>Section 4 - Optional Products &amp; Services</b> |  |  |    |   |    |
|                                                     |  |  | \$ | - | \$ |
|                                                     |  |  | \$ | - | \$ |

|                                  |  |  |    |   |    |
|----------------------------------|--|--|----|---|----|
| <b>Subtotal, Optional Items:</b> |  |  |    |   |    |
|                                  |  |  | \$ | - | \$ |

|                  |  |  |  |                                        |                     |
|------------------|--|--|--|----------------------------------------|---------------------|
| <b>Subtotals</b> |  |  |  |                                        |                     |
|                  |  |  |  | Hardware and Software Subtotal:        | \$ 58,435.00        |
|                  |  |  |  | Manufacturer's Maintenance Subtotal:   | \$ -                |
|                  |  |  |  | Professional Services Subtotal:        | \$ -                |
|                  |  |  |  | Optional Products & Services Subtotal: | \$ -                |
|                  |  |  |  | <b>Total Project Investment</b>        | <b>\$ 58,435.00</b> |

|  |  |  |  |                           |      |
|--|--|--|--|---------------------------|------|
|  |  |  |  | <b>Estimated Taxes</b>    | \$ - |
|  |  |  |  | <b>Estimated Shipping</b> | \$ - |

Signature: \_\_\_\_\_  
 Print Name: \_\_\_\_\_  
 Title: \_\_\_\_\_  
 Date: \_\_\_\_\_

|                                                                |  |  |  |  |                     |
|----------------------------------------------------------------|--|--|--|--|---------------------|
| <b>Total Project Investment including Taxes &amp; Shipping</b> |  |  |  |  | <b>\$ 58,435.00</b> |
|----------------------------------------------------------------|--|--|--|--|---------------------|

**Terms & Conditions**  
 This quote is valid for 30 days from date of issue. Applicable taxes & freight charges will be applied to the final invoice. All other Terms and Conditions are included in the Master Services Agreement or Proposal document. NWN will invoice customer for hardware, software and maintenance upon shipment from Original Equipment Manufacturer.