

MEMORANDUM

TO: Board of Education

FROM: Taw Lindsey
Superintendent of Schools

RE: ACTION ITEM

Date: December 10, 2024

Status: Seeking Board approval to enter into a contract with Convergent Technologies to migrate the existing district video system to Gentec Video in the amount of \$45,000. The funding sources will be the 501 construction account.

- \$41,275: Migration to Gentec Video that includes hardware, firmware updates, five (5) year contract for support (\$4,130 per year), travel, & labor.
- \$1,500 for remote training
- \$2,225 for contingency

Option 1: The Board may choose to approve the above action item as listed.

Option 2: The Board may choose to *not* approve the above action item as listed.

Recommendation: The Superintendent recommends the Board to approve the above action item as listed.

Issue Summary:

The current Mototix security camera system is over 10 years old and needs to be updated. The software management system is out of date and very cumbersome to use. This creates delays in downloading footage and has resulted in missing footage. This project will update the firmware on all existing cameras, install a modern and robust video management system, access technical support for five (5) years, provide professional development, and integrate the new cameras that will be installed in the Facilities and CTE Buildings.

YOUR BUSINESS OBJECTIVES

After conversations and meetings with Kirk Deal, we understand that AISS is requiring a solution that will meet the following Business Objectives:

Business Objectives	Stakeholder/Title
Provide the scope in a structured manor to minimize the duration of any student / staff disruptions. Migrate the existing Video System to Genetec Video. Increase Annette Island School District's brand recognition as one of the safest school districts in Alaska.	Security, IT, Facilities Leadership, Visitors, Students, and Staff

SOLUTION OVERVIEW

We have developed a solution that aligns specifically to your Business Objectives as described above. Convergent Technologies to provide, program and commission a Genetec Migration for AISS. Options quoted, if approved, are to be executed concurrently with the main project.

AISS Genetec Migration: \$41,275.

Genetec Hosted Remote Training for 3-End Users: \$1,500.

This additional Genetec training, provided by Genetec, will supplement the training provided by Convergent. The virtual training will be offered to 3-employees.

ELECTRICAL CONTRACTOR (OWNER) TO PROVIDE:

- Scheduling Confirmation: For optimal project flow, we kindly request you to keep the Convergent project manager updated on any important project milestones as you become aware of them. This includes information like permit approvals, material deliveries, or subcontractor scheduling. Additionally, to facilitate a smooth site visit, please collaborate with Convergent to coordinate site readiness and access arrangements.
- Owner's IT contact information: Provide contact details for a designated IT representative to facilitate potential network configuration adjustments related to the project. This may include remote access on a per-request/per-approved basis (including a network escort if required) for project support and other IT support and network configuration information.
- Owner's IT infrastructure: Provide rack and rack space, workstations, monitors, POE switches, IP Addresses, NVR, network switches, ports, gateways, Networking, IP addresses.

REMARKS:

- Includes updated Video Riser Diagram and Camera Schedule.
- All cable, cabling, cameras, switches, networking, and video storage devices are existing to be reused.
- It is understood Mobotix records to the camera. This proposal excludes providing additional storage at this time.
- All Fields of View are existing.
- Includes (1) system training.
- User Training Completion: Owner's designated personnel have successfully completed training on system operation and management.
- Video System Project Acceptance Criteria: While the specific details of remote video retention, local on-board retention (if applicable), and network connectivity requirements will be determined collaboratively post-award, the project will be considered successfully completed upon achieving the Owner's confirmation of reliable network connectivity, video accessibility, and system familiarity (following Training) as outlined above. Convergent will work closely with the owner to define the optimal video retention periods and any local storage needs based on security requirements and storage capacity.
- Includes travel, lodging, room-board, 1-trip.
- Convergent can provide post project support and services with our Customer Support Program (CSP). This program provides service to keep software, firmware and licensing current, provide preventive maintenance and discounted labor, along with other Value-Added Services. Please contact your Account Executive for further information.

CONVERGENT ALASKA'S EXCLUSIONS (unless specifically included above, the following standard exclusions apply):

- Fire Alarm, Fire, fire/smoke or smoke dampers; elevator shaft exhaust vents; and sprinkler monitoring switches.
- Permits/review fees, bonds, taxes (unless itemized above with base bid), fire watch, security guard duty, system downtime management plan or services, demolition, asbestos abatement, providing high lift devices, cutting/patching/painting, phone line for modem, development of auto-cad floor plans (usually available from architect or consultant).
- Excludes escalation. Typically, industry costs escalate at 5+/-% year over year, each calendar year.
- Excludes additional licenses, license expansions, license renewals.
- Installation, Cable, Cabling, Electrical, Terminations (Convergent is providing Parts and Smarts only.)
- CAD, Floorplan Generation
- Work outside of normal business hours, Weather Delays, Standby Time
- Contractor/Owner Provided Items
- Material/Hardware not listed in the Bill of Materials (BOM).
- System Integration to other systems i.e. Hugs, Maglocks, Door Drops, Fire Alarm, Elevators, etc.

TAXABLE AND TAX-EXEMPT CUSTOMERS:

- Price does not include applicable tax(es).
- Taxability: If the location where work is being performed is taxable, please confirm whether this project is tax-exempt.
- Tax-Exemptions: If this project sales tax-exempt, please send over a copy of your tax exemption or resale certificate. Include this certificate with your Purchase Order.
- Taxable Customers: If this project is taxable, please include the applicable tax itemized on your Purchase Order, separate from the contract value.
- Site Address: Please provide the physical site address where work is taking place on your Purchase Order.

CONVERGINT ALASKA'S GENERAL TERMS & CONDITIONS:

- Price valid for 30 days from date of quote.
- Price does not include applicable tax(es).
- Price does not include credit card fees, credit card convenience fees, or other credit card processing fees. (Currently estimated at approximately 3%)
- Standard warranty 1-year labor for programming and troubleshooting. The manufacturer's material warranty is separate and follows their terms. Service calls to support the manufacturer's warranty will be billed at our listed T and M rates. Warranty takes effect upon substantial completion defined as beneficial use of the system. Excludes acts of God, or damage or programming changes caused by others, etc.
- Convergent Technologies excludes all liability for the reuse of existing devices, cabling, materials, and labor that were not originally provided and installed by Convergent as part of the scope of work proposed in this document.
- Due to Covid-19, working consecutive hours/days may not be feasible. Convergent Technologies excludes any liability for project/schedule delays due in any part to Covid-19. Due to Covid-19, supply chains are experiencing delays. Convergent Technologies excludes any liability for project/schedule delays due in any part to shipping delays and material delivery delays outside of Convergent Technologies control.
- Convergent Technologies does not guarantee, warrant, or imply any liability for the re-use of existing devices or cabling and associated materials that have not been provided and installed by Convergent Technologies as part of the accepted scope.
- This proposal and any attachments to it are intended only for the identified recipients. It may contain proprietary or otherwise legally protected information of Convergent. Any unauthorized use or disclosure of this communication is strictly prohibited. If you have received this communication in error, please notify the sender and delete or otherwise destroy the e-mail and all attachments immediately.
- Quote includes Standard Shipping, FOB Convergent's Anchorage Alaska Warehouse.
- Payment Terms, Net 30. Convergent will invoice upon acceptance of this proposal at 25% of the sell price for contract execution, project setup and material.
- Material will be billed 50% upon material release and the remainder upon delivery. The remaining total will be progress billed through the end of the project.

Line	Qty	Part	Description	MSRP	Unit Price	Extended Price
1	1.00	GSC-5.12	Security Center Version 5.12.	\$ 0.00	\$ 0.00	\$ 0.00
2	1.00	GSC-EDU-BASE	Genetec Security Center (GSC) Base Enterprise Package, Education Edition for K12. Includes Synergis Enterprise Package, Omnicast Enterprise package, AutoVu Standard Package, Sipelia Package, and an Intrusion panel base package. Other features included: Threat Level module, Plan Manager Advanced for GIS Map servers with unlimited entities, Active Directory Integration, an authentication role, an Active Directory Federation services connection, Failover Directory Role and IoT support (BACnet, Modbus, OPC Client, HTTP Server, MQTT Client, SNMP, TCP Server). Site License for Genetec™ Security Desk client connections (incl. Web Client & Mobile) (Only available with Security Center Enterprise package). Also includes 1 Federated Security Center 5.x or higher Directory connection. Includes Genetec™ Advantage for 1 Federated Site connection for K12 5 years.	\$ 250.00	\$ 232.00	\$ 232.00
3	89.00	GSC-EDU-OM-1C	1 Omnicast Education camera connection for K12. Must purchase Security Center Education K12 Edition (GSC-EDU-BASE). Includes Genetec™ Advantage for 1 Omnicast Education camera connection for K12 5 years.	\$ 250.00	\$ 232.00	\$ 20,648.00

Equipment Total	\$ 20,880.00
Convergent Labor	\$ 12,776.00
Travel, Room / Board, Misc Costs	\$ 7,619.00
Sales Tax (Not included)	\$ NA
Total Project Price	\$ 41,275.00

For us to proceed, we require a project schedule, an electronic copy of auto-cad floor plans, and a copy of the signed proposal or a Purchase Order Number referencing the approved amount. Thank you for your consideration.

Proposal Submitted by: <u>JOlds</u>	Proposal accepted by (signature): _____
Name: Josh Olds	Name (print): _____
Title: Account Executive	Title: _____
Date: 11-26-2024	Date: _____