



Canutillo Independent School District

7965 Arcraft Rd.
El Paso, Texas 79932

Mailing Address: PO Box 100
Canutillo, Texas 79835

Ron Gatlin
Purchasing Agent

Voice (915) 877-7426
Fax (915) 877-7415
rgatlin@canutillo-isd.org

MEMORANDUM

TO: Members of the Board of Trustees

FROM: Ron Gatlin, Purchasing Agent

DATE: February 5, 2014

SUBJECT: Approval of Contract for Video Surveillance Project

As stated in Board Policy CH (Local), any purchase that costs or aggregates to a cost of \$10,000 or more shall require board approval before a transaction may take place. This request is to approve the contract for the video surveillance project with Plan B Networks for the district. The total cost of the entire project is not to exceed \$250,000.00. Please find attached quotations, backup information and funding source letter.

ADMINISTRATIVE RECOMMENDATION:

Administration recommends approval of the contract for the video surveillance project with Plan B Networks for the district. The total cost of the entire project is not to exceed \$250,000.00 as presented.

The Canutillo Independent School District does not discriminate on the basis of race, color, national origin, gender, age or disability in its employment practices, or in providing education services, activities and programs, including technical education programs. For more information regarding the Canutillo Independent School District's policy of non-discrimination contact: Executive Director for Human Resources, (915) 877-7423, 7965 Arcraft Rd., El Paso, TX 79932.

El Distrito Escolar Independiente de Canutillo no discrimina en cuanto a raza, color, origen, género, edad o discapacidad en lo que se refiere a sus prácticas de empleo, o al proveer servicios, actividades y programas educativos y vocacionales. Para mayor información respecto a la política de no discriminación del Distrito Escolar Independiente de Canutillo, favor de contactar a: Director Ejecutivo de Recursos Humanos, (915) 877-7423, 7965 Arcraft Rd., El Paso, TX 79932.



Request for Board Agenda Item

Purchasing Department

Date: 2/4/14

Campus/Department: School Resources Division-Technology Services

Vendor Name: Plan B Networks, Inc.

Total Cost: Total Cost Not To Exceed \$250,000.00

Item Description and Justification for Purchase:

CISD Video Surveillance Project-

Install a centralized surveillance system with management software for easy administration and expandability to:

1. Monitor all facilities throughout the district utilizing cost effective resources and providing better response times to security issues by centralizing all surveillance equipment.
2. Reduce the risk of placing the District in an unsafe environment for staff and students.
3. Add additional human capital to physically monitor each facility.

Participating Schools/Departments: District Wide

Funding Source: 691.81.6629.73.999.99
(Account number to charge)



02/05/2014
Date Signed

*** (Form must be received by the Purchasing Department by the last Wednesday of the month) ***

(To be completed by the Financial Services Division)

Purchasing Method: REGION 19 PURCHASING LOOP CONTRACT # 14-6993


2/5/14
Date Signed


2/5/14
Date Signed



Purchasing Approval Sheet

For Presentation to Board of Trustees

Purchasing Department

Financial Services (Verification of Funding Availability and Account Coding)

Approved Denied

Comment: _____
Signature: Martha Aguiar Date: 2/5/14

Federal Programs (For Compliance with Grant Requirements)

Not Required Approved Denied

Comment: _____
Signature: _____ Date: _____

Curriculum & Instruction (For all Curriculum Related Purchases)

Not Required Approved Denied

Comment: _____
Signature: _____ Date: _____

Technology (For all Computer/Software/Peripheral Purchases)

Not Required Approved Denied

Comment: _____
Signature: _____ Date: _____

Legal Review

Not Required Approved Denied

Comment: _____
Signature: _____ Date: _____

Purchasing

Approved Denied

Comment: _____
Signature: [Signature] Date: 2/5/14

BUSINESS CASE

Canutillo Independent School District Centralized Surveillance System

VERSION: 1.00

REVISION DATE: 1/29/2014

Approval of the Business Case indicates an understanding of the purpose and content described in this deliverable. Approval of the Business Case constitutes approval of the business case analysis results and hereby certifies the overall accuracy, viability, and defensibility of the content and estimates. By signing this deliverable, each individual agrees the proposed business solution has been analyzed effectively as described herein.

Institution Head		
Dr. Pedro Galaviz	pgalaviz@canutillo-isd.org	[915-877-7444]
Signature		Date

Executive Sponsor		
Martha Carrasco	mcarrasco@canutillo-isd.org	[915-877-7423]
Signature		Date

Project Manager		
Tony Flores	Tony.flores@canutillo-isd.org	[915-877-7474]
Signature		Date

Project Sponsor/Subject Matter Expert		
Mike Gonzales	mjgonzales@canutillo-isd.org	[915-877-7428]
Signature		Date

IT Team Lead		
Claudia Olivera	colivera@canutillo-isd.org	[915-877-7566]
Signature		Date

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Section 1. Executive Summary

1.1 Issue

⇒24/7 surveillance is not available to cover all facilities within Canutillo ISD in a centralized environment to provide a safe environment for students and staff.

1.2 Anticipated Outcomes

⇒To have 24/7 centralized district-wide surveillance utilizing less human resources and becoming a central monitoring station for all fire and intruder alarms.

1.3 Recommendation

⇒ The solution will be to install a centralized surveillance system with management software for easy administration and expandability.

- I. Conversion of existing analog surveillance cameras to digital
- II. Additional installation of IP cameras at critical locations at all facilities
- III. Construction of central monitoring room
- IV. Training for key system operators

1.4 Justification

⇒To monitor all facilities throughout the District utilizing cost effective resources and providing better response times to security issues by centralizing all surveillance equipment.

⇒ The dismissal of this project will place the District in an unsafe environment for staff and students, in addition to increasing the need for additional human capital to physically monitor each facility.

1.5 Assumptions

⇒Executive level support will exist

⇒Policies and procedures will be developed

⇒Resources will be available upon implementation

1.6 Limitations

⇒Lack of stakeholder buy in

⇒Funds availability

⇒Limited resources

Section 2. Governance and Business Case Analysis Team

2.1 Governance

⇒IT Governance processes and structures in development within CISD

2.2 Business Case Analysis Team Members

Role	Description	Name/Title
Project Manager	Infrastructure integration, Schedule, Scope and Budget Management	Tony Flores/Technology Director
Project Sponsor/Subject Matter Expert	Integration of solution with the district's safety program	Mike Gonzales/Risk Mgmt. Coordinator
IT Team Lead	Process Integration	Claudia Olivera/Information Systems Analyst
Executive Sponsor	Support and enforce project from initiation to closure	Martha Carrasco/Exec. Director Human Resources

Section 3. Problem Definition

3.1 Problem Statement

⇒Currently 24/7 surveillance is not available to cover all facilities within Canutillo ISD in a centralized environment to provide a safe environment for students and staff.

3.2 Institution and Constituent Environment

Stakeholders/Customers	Description
Exec. Director Financial Services	Budget Authority
Purchasing Agent	Monitor purchasing process
Exec. Director Human Resources	Executive support
District Employees and Students	Beneficiaries
Community	Beneficiaries

Processes/Services	Description of Modifications/Automation
All Facility Surveillance Equipment	Centralize all surveillance equipment to monitor at a centralized location via management software.

3.3 Current Technology Environment

3.3.1 Current Software

Software Items	Description

3.3.2 Current Hardware

Hardware Items	Description

Section 4. Project Overview

4.1 Project Description

Description of Project
<p>The solution will be to install a centralized surveillance system with management software for easy administration and expandability.</p> <ul style="list-style-type: none"> I. Conversion of existing analog surveillance cameras to digital II. Additional installation of IP cameras at critical locations at all facilities III. Construction of central monitoring room IV. Training for key system operators <p>ITD Project Sequence Number: 001</p>

4.2 Goals and Objectives

Business Goal/Objective	Description
District Goal 1/Object 1	Develop and implement a CISD Safety and Security Plan
Project Goal 1	Centralizing surveillance system will enhance our hazard and mitigation plan by allowing quicker identification of external threats.
District Goal 1/Objective 2	Increase and monitor safety and security prevention strategies to limit the number of bullying incidents.
Project Goal 2	Centralized surveillance will provide greater ability to visually identify bullying incidents.

4.3 Performance Measures

Key Process/Services	Performance Measure

4.4 Assumptions

⇒Executive level support will exist

⇒Policies and procedures will be developed

⇒Resources will be available upon implementation

4.5 Constraints

⇒⇒Lack of stakeholder buy in

⇒Funds availability

⇒Limited resources

4.6 Proposed Technology Environment

4.6.1 Proposed Software

Software Item	Description

4.6.2 Proposed Hardware

Hardware Item	Description

4.7 Major Project Milestones

Milestones/Deliverables	Target Date
Finalized business case	
Stakeholder buy in	
Completion of phase 1 – Conversion of current equipment (central office)	
Completion of phase 2 – Installation of additional equipment	
Completion of phase 3 – Completion of centralized monitoring room	

Milestones/Deliverables	Target Date
Completion of phase 4 – Connecting existing equipment to central system (F&T, CHS, GES)	
Completion of phase 5 – Installation of new equipment at remaining facilities	

Section 5. Project Evaluation

5.1 Statutory Fulfillment

Mandates Related to Project	Statutory Citations	Penalties/Funding Losses

5.2 Strategic Alignment

Plan	Goals/Objectives	Relationship to Project

5.3 CISD Impact Analysis

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5.4 Financial Analysis

Methods: Project Cost Estimates	Estimate Factors/Underlying Assumptions
Methods: Institution and Constituent Quantitative Project Benefits	Estimate Factors/Underlying Assumptions

5.5 Initial Risk Consideration

Risk	Rating
Executive level support - Develop business case, identify district needs and develop a project management plan, divide project into incremental phases	High
Availability of funds - Maintain close control on project budget. Implement a cost control process and change management authorization process. Identify "must-have" and "nice-to-have" features.	High
Integration of technical solution with existing network infrastructure - Plan, design and integrate video surveillance solution to operate with existing technology.	High
Information Technology personnel working on multiple projects - Define project's task, milestones, assumptions, constrains and resources. Transfer the risk to the Technical integrators	Medium

5.6 Alternatives Analysis

No Project (Status Quo)	Reasons For Not Selecting Alternative
Alternative Option	Reasons For Not Selecting Alternative
Alternative Option	Reasons For Not Selecting Alternative

Section 6. Project Selection

6.1 Methodology

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6.2 Results

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Summary: All Project Evaluation Factors			
Line	Factor	Maximum Rating Possible	Rating*
SF	Statutory Fulfillment	35	
SA	Strategic Alignment	45	
IA	Institution Impact Analysis	35	
FA	Financial Analysis - Government/Constituent	60	
RC	Initial Risk Consideration	45	
AA	Alternatives Analysis	30	
	Total, All Project Factors	250	

* Ratings are detailed in the Business Case Workbook.

Financial Analysis: Institution/State							
Line	Measure	Year 1	Year 2	Year 3	Year 4	Year 5	Total
RA1	Institution Benefits (Cash Inflow)						
RA2	Project Costs (Cash Outflow)						
RA3	Benefit/Cost Variance (Net Cash Flow)						
RA4	Cumulative Net Benefits (Cumulative Net Cash Flow)						
RA7	Breakeven Point (Years 1 to 10)						

Financial Analysis: Constituents							
Line	Measure	Year 1	Year 2	Year 3	Year 4	Year 5	Total
VA1	Constituent Benefits						
VA2	Project Costs						
VA3	Benefit/Cost Variance						
VA4	Cumulative Net Benefits						

Section 7. Glossary

⇒

Section 8. Revision History

Version	Date	Name	Description

Section 9. Appendices

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CISD VIDEO SURVEILLANCE PROJECT

Canutillo Independent School District

Needs Analysis

Problem definition:

- 24/7 surveillance is not available to cover all facilities within Canutillo ISD in a centralized environment to provide a safe environment for students and staff.

Proposed solution:

- To install a centralized surveillance system with management software for easy administration and expandability.
 - i. Conversion of existing analog surveillance cameras to digital
 - ii. Additional installation of IP cameras at critical locations at all facilities
 - iii. Construction of central monitoring room
 - iv. Training for key system operators

Goals and Objectives

- ❑ To monitor all facilities throughout the District utilizing cost effective resources and providing better response times to security issues by centralizing all surveillance equipment
- ❑ Reduce the risk of placing the District in an unsafe environment for staff and students
- ❑ Add additional human capital to physically monitor each facility.

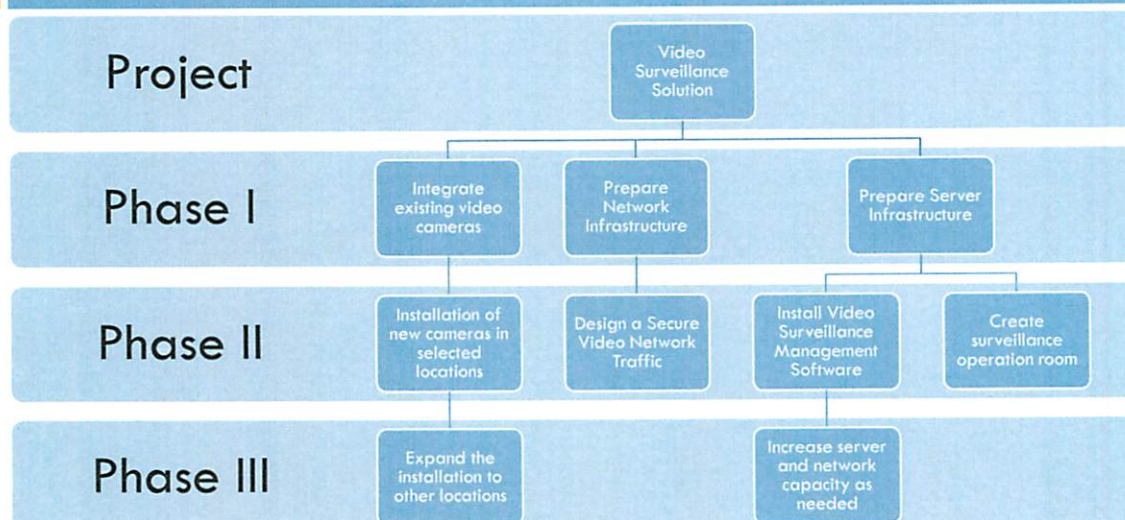
Implementation team

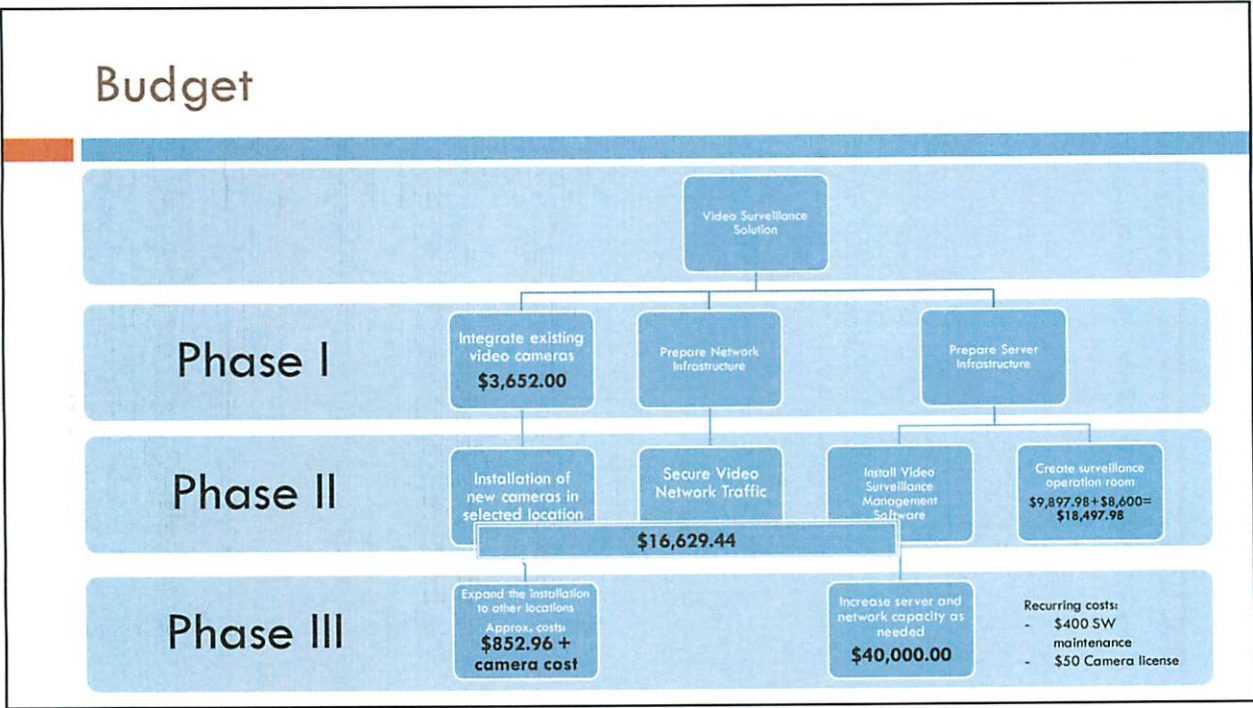
Core Team	Role	Responsibility
Mike J. Gonzales	Project Sponsor/Subject Matter Expert	Integration of solution with the district's safety program
Tony Flores	Project Manager	Infrastructure integration, Schedule, Scope and Budget Management
Claudia Olivera	IT Team Lead	Process Integration
Plan B	Technical Integrators	Design, plan and implement solution

Risk Analysis

Risk	Impact	Trigger	Remediation plan
Executive level support	High	Late Project approval/Scope changes	Develop business case, identify district needs and develop a project management plan, divide project into incremental phases
Availability of funds	High	Budget changes/Pricing changes/Scope Changes	Maintain close control on project budget. Implement a cost control process and change management authorization process. Identify "must-have" and "nice-to-have" features.
Integration of technical solution with existing network infrastructure	High	Degradation of networking services	Plan, design and integrate video surveillance solution to operate with existing technology.
Information Technology personnel working on multiple projects	Medium	Project time and schedule negatively impacted	Define project's task, milestones, assumptions, constrains and resources. Transfer the risk to the Technical integrators

Project work breakdown structure





Total Budget including contingency costs

	Phase	Budgetary Cost	Risk	Probability	Contingency Cost
Conversion of existing cameras	1	\$3,652.00	Conversion issues with existing cameras = \$2,400.00	40%	\$4,612.00
Construction Room/Computer equipment	2	\$9,897.98 + \$8,600.00 = \$18,497.98	Increase construction costs, computer equipment pricing = \$1,500	30%	\$18,947.98
Installation of new cameras and management software	2	\$16,629.44	Plan changes based on facilities request and/or new needs = \$1,310.00	20%	\$16,891.44
Additional Cameras Total	3	\$55,310.00 + \$55,442.40 = \$110,752.40	Plan changes based on facilities request and/or new needs = \$45,200.00	50%	\$133,352.40
Network and Storage upgrade	3	\$40,000	Price increase, storage needs, document retention and archives needs, network upgrades = \$40,000	40%	\$56,000.00
Total		\$172,902.38			\$229,803.82

Schedule

ID	Task Name	Start	Finish	Duration	Q1 14		Q2 14			Q3 14			Q4 14			
					Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	
1	Video surveillance Solution	2/14/2014	12/26/2014	45w	[Gantt bar spanning from Feb to Dec]											
2	Phase I	2/14/2014	3/20/2014	5w	[Gantt bar from Feb to Mar]											
3	Integrate existing video cameras	2/14/2014	3/6/2014	3w	[Gantt bar from Feb to Mar]											
4	Prepare Network Infrastructure	2/14/2014	2/27/2014	2w	[Gantt bar from Feb to Mar]											
5	Prepare Server Infrastructure	2/28/2014	3/20/2014	3w	[Gantt bar from Mar to Apr]											
6	Phase II	2/28/2014	4/17/2014	7w	[Gantt bar from Mar to Apr]											
7	Installation of new cameras	3/21/2014	4/8/2014	2w	[Gantt bar from Apr to May]											
8	Secure Video Traffic	2/28/2014	3/6/2014	1w	[Gantt bar from Mar to Apr]											
9	Install Video Surveillance Management SW	4/4/2014	4/17/2014	2w	[Gantt bar from Apr to May]											
10	Phase III	2/14/2014	12/25/2014	45w	[Gantt bar spanning from Feb to Dec]											
11	Expand to other locations	4/18/2014	12/25/2014	36w	[Gantt bar from May to Dec]											
12	Create surveillance operations room	2/14/2014	7/8/2014	24w	[Gantt bar from Feb to Jul]											
13	Increase server and network capacity	4/18/2014	10/2/2014	24w	[Gantt bar from May to Oct]											
14	Close project	12/26/2014	12/26/2014	0w	[Gantt bar at the end of Dec]											

Thanks

CANUTILLO ISD SURVEILLANCE PROPOSAL



STATEMENT OF WORK

Plan B Networks, an El Paso local company is presenting a turnkey solution to fulfill the Surveillance needs for Canutillo ISD located at 7965 Artcraft Road in El Paso Texas. Plan B will create a Hybrid solution to augment the current surveillance system of analog cameras with new IP megapixel cameras being purposed. The surveillance solution will be centralize administration for easy management and expandability.

OnSSI Software will be purposed as the Video Management Software. OnSSI is installed and deployed in a server environment for footage archive. On-Net Surveillance Systems Inc. (OnSSI) offers a comprehensive IP video surveillance control and management software solution, and continues to develop the most advanced IP-based intelligent video surveillance solutions in the market. This software also takes advantage of a graphical user interface to provide ease of usage.



STATEMENT OF WORK

IP Megapixel cameras will be purposed for their field of view, digital zooming and clear clarity advantages. These cameras will be located in strategic areas coordinated by district personnel and their needs for added viewing to their building entrances, hallways and exterior of the facility.

Revolutionary 180 degree and 360 degree megapixel cameras are also available for their panoramic field of view. These cameras provide a wide range of the area to be viewed. PTZ (pan, tilt and zoom) cameras with optical zooming cameras are available to augment the zooming capabilities within the applicable areas. All cameras have the Day/Night feature. These cameras also provide the most advanced compression rate of H.264 providing 10x average bandwidth and storage reduction over MPEG and 50x over JPEG.

All equipment, software, cabling and installation labor and appointed staff training will be included to provide a true turnkey solution. Structured Cat6 and 18/2 cable will be used to connect IP cameras to existing network thus providing connectivity to management and video software.



IP VIDEO SURVEILLANCE Analog vs IP

IP

- Video Quality/Digital Zoom/Field of View
- Easier Deployment
- Cost Effective Expandability
- Hybrid Solution Advantage
- Centralized Management
- Advanced Analytics
- Software Based
- Redundancy/Fault Tolerance

Analog

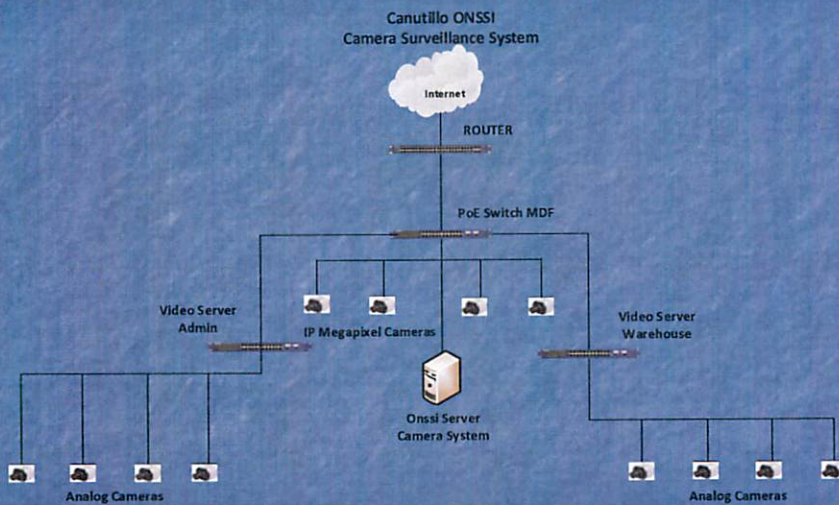
- Poor Quality/Poor Field of View
- Isolated Deployment
- Restricted Growth
- Individual Management
- Minimum if any Analytics
- Hardware Based (DVR/NVR)
- No redundancy



MEGAPIXEL vs ANALOG



CAMERA TOPOLOGY



CAMERA MAINTENANCE

All equipment will carry the manufacturer's warranty and labor installation will have a three month warranty from project completion date. Maintenance agreements are offered after warranty expiration date.



REFERENCES

Gadsden Independent School District
4950 McNutt Road
Sunland Park, NM 88063
Calixto Arzaga
575-882-6275

Socorro Independent School District
201 Tanton Road
El Paso, TX 79927
Benjamin Ross
915-937-1032

Presbyterian Hospital
1010 Spruce Street
Española, NM 87532
Brenda Romero
505-753-7111



CERTIFICATIONS

Plan B Networks currently supports the following camera manufacturers:

- Arecont
- Axis
- Vivotek

Plan B Networks currently supports the following Video Management System:

- OnSSI (Certified Channel Partner)

Plan B Networks is licensed by the Texas Department of Public Safety as a Security Contractor License# B16043

Plan B Networks is registered under Education Service Center Region 19 Contract# 14-6993 Security Systems, Installations and Service

Plan B Networks is registered by the Texas Private Security Bureau.



Phase 1

Integration of existing Analog Cameras to a Digital Solution



Plan B Networks, Inc
 1120 Industrial Park Road
 Suite 100
 Espanola, New Mexico 87532
 United States
<http://www.planbnet.com>

Quotation

Date
 Dec 12, 2013 5:02 PM
 MST

Doc #
 11797 - rev 1 of 1

Description
 Canutillo Admin
 Camera Conversion

SalesRep
 @planbnet.com,
 Team
 (P) 915-774-0207
 (F) 505-212-0254

Customer Contact
 Flores, Tony
 (P) 915-877-7474
tony.flores@canutilloisd.org

Customer

Canutillo Independent School District (CI0097) / Juan Mares
 7965 Artcraft Road
 El Paso, Texas 79932
 (P) 915-877-7400

Bill To

Canutillo Independent School District
 Flores, Tony
 7965 Artcraft Road
 El Paso, Texas 79932
 (P) 915-877-7474

Ship To

Canutillo Independent School District
 Flores, Tony
 7965 Artcraft Road
 El Paso, Texas 79932
 (P) 915-877-7474

Customer PO: None	Terms: Undefined	Ship Via: UPS Ground
Special Instructions: None		Carrier Account #: None

Item Description	Part #	Qty	Tax	Unit Price	Total
IP Cameras					
1 Vivotek 8 channel video server	VS8801	2	No	\$910.00	\$1,820.00
2 Vivotek Video Server Mounting Bracket	AM6101	2	No	\$12.00	\$24.00
Cabling Materials					
3 General Cat6 Cable black	7131847	500	No	\$0.34	\$170.00
4 Enterprise Cat6 5ft black patch cord	QCRSRSKC-5F	2	No	\$5.48	\$10.96
5 Panduit Cat6 Jack Off White	CJ688TGIW	2	No	\$7.00	\$14.00
6 Connector F Compression	GI GF-UE-6	20	No	\$0.45	\$9.00
7 Misc. Materials (J-hooks, Velcro, Wraps, etc)	MISC	1	No	\$100.00	\$100.00
Labor					
8 Cable Tech Labor	PB-CTL	1	No	\$1,100.00	\$1,100.00
9 Network Engineering Labor	PB-NEL	1	No	\$340.00	\$340.00

SOW: Installation of (2) Video Servers to convert (14) analog cameras to IP solution. Installation of Cat6 cabling for network connectivity to video servers. Installation and configuration of cameras on OnSSI software. Canutillo ISD to provide switch port availability with POE capability and patch panel ports for termination. Troubleshoot (8) cameras for cable connection. Re-terminate connectors if needed. All work will be performed in a professional, workmanlike manner.

Subtotal: \$3,587.96
 Tax (0.000%): \$0.00
 Shipping: \$65.00
Total: \$3,652.00

Phase 2

New IP Camera Infrastructure on Central Office Only



Plan B Networks, Inc
 1120 Industrial Park Road
 Suite 100
 Espanola, New Mexico 87532
 United States
<http://www.planbnet.com>

Quotation	
Date	Dec 9, 2013 11:34 AM MST
Doc #	11776 - rev 1 of 1
Description	Admin Cameras Installation
SalesRep	@planbnet.com, Team (P) 915-774-0207 (F) 505-212-0254
Customer Contact	Flores, Tony (P) 915-877-7474 tony.flores@canutillo-isd.org

Customer

Canutillo Independent School District (CI0097) / Juan Mares
 7965 Artcraft Road
 El Paso, Texas 79932
 (P) 915-877-7400

Bill To

Canutillo Independent School District
 Flores, Tony
 7965 Artcraft Road
 El Paso, Texas 79932
 (P) 915-877-7474

Ship To

Canutillo Independent School District
 Flores, Tony
 7965 Artcraft Road
 El Paso, Texas 79932
 (P) 915-877-7474

Customer PO: None	Terms: Undefined	Ship Via: UPS Ground
Special Instructions: None		Carrier Account #: None

Item Description	Part #	Qty	Tax	Unit Price	Total
IP Cameras					
1 1MP Dome camera with WDR and IR	FD8135H	3	No	\$510.00	\$1,530.00
2 2MP bullet camera with IR housing	IP8362	1	No	\$800.00	\$800.00
Camera License and Software					
3 Onssi camera license required per camera	OC-CS-1C	18	No	\$250.00	\$4,500.00
4 1 year sup for camera license	SUP-OC-CS-1C-1Y	18	No	\$50.00	\$900.00
5 Onssi 1 year software upgrade for Ocularis CS Base	SUP-OC-CS-1Y	1	No	\$400.00	\$400.00
6 Onssi Ocularis CS software suite license Base ONE TIME FEE ONLY	OC-CS	1	No	\$2,125.00	\$2,125.00
Misc. Materials					
7 Cat6 plenum rated black cable	7131742	1200	No	\$0.34	\$408.00
8 Panduit Cat6 Jack Off White	CJ688TGIW	4	No	\$7.00	\$28.00
9 Ortronics Cat6 Patch Cord- 5' Black	OR-SPC605-00	8	No	\$5.48	\$43.84
10 Dual Gang Raintight Box	2IH3-2	4	No	\$8.40	\$33.60
11 Dual Gang Raintight Box Cover	2CCB	4	No	\$1.50	\$6.00
12 Misc. Materials (J-hooks, Velcro, Wraps, etc)	MISC	1	No	\$150.00	\$150.00
Labor					
13 Cable Tech Labor	PB-CTL	1	No	\$1,540.00	\$1,540.00
14 Network Engineering Labor	PB-NEL	1	No	\$4,100.00	\$4,100.00

SOW: Installation of (4) IP Megapixel cameras at Canutillo Admin. Installation of Cat6 cabling for network and power connectivity. Installation and configuration of cameras on OnSSI software. Canutillo ISD to provide server, and switch port availability with POE capability and patch panel ports for termination. All work will be performed in a professional, workmanlike manner.

Subtotal:	\$16,564.44
Tax (8.250%):	\$0.00
Shipping:	\$65.00
Total:	\$16,629.44

Phase 3

New IP Camera Infrastructure on all Campuses

Budgetary Figures



Plan B Networks, Inc
 1120 Industrial Park Road
 Suite 101
 Espanola, New Mexico 87532
 United States
<http://www.planbnet.com>

Quotation	
Date	Jan 27, 2014 3:43 PM MST
Doc #	11931 - rev 1 of 1
Description	Budgetary Figures
SalesRep	Mares, Juan (P) 915-774-0207 (F) 915-599-0232
Customer Contact	Guilfoil, Roberta rguilfoil@canutillo-isd.org

Customer

Canutillo Independent School District (CI0097) / Juan Mares
 7965 Artcraft Road
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 (P) 915-877-7400

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 El Paso, Texas 79932
 (P) 915-877-7474

Ship To

Canutillo Independent School District
 Flores, Tony
 7965 Artcraft Road
 El Paso, Texas 79932
 (P) 915-877-7474

Customer PO: None	Terms: Undefined	Ship Via: UPS Ground
Special Instructions: None		Carrier Account #: None

Item Description	Part #	Qty	Tax	Unit Price	Total
1 Panduit Cat6 Jack Off White	CJ688TGIW	1	No	\$7.00	\$7.00
2 Onssi camera license required per camera	OC-CS-1C	1	No	\$250.00	\$250.00
3 1 year sup for camera license	SUP-OC-CS-1C-1Y	1	No	\$50.00	\$50.00
4 Cat6 plenum rated black cable	7131742	250	No	\$0.34	\$85.00
5 Ortronics Cat6 Patch Cord- 5' Black	OR-SPC605-00	2	No	\$5.48	\$10.96
6 Misc. Materials (J-hooks, Velcro, Wraps, etc)	MISC	1	No	\$35.00	\$35.00
7 Cable Tech Labor	PB-CTL	1	No	\$330.00	\$330.00
8 Network Engineering Labor	PB-NEL	1	No	\$85.00	\$85.00
Optional Cameras					
9 1MP Dome camera with WDR and IR	FD8135H	0	No	\$510.00	\$0.00
10 2MP bullet camera with IR housing	IP8362	0	No	\$800.00	\$0.00
11 20 MP 180 degree camera	AV20185DN	0	No	\$1,750.00	\$0.00

SOW: Purchase and Installation of IP Megapixel cameras for Canutillo ISD. Cost will vary depending on camera selection. Installation of Cat6 cabling for network and power connectivity. Purchase, installation and configuration of camera license on OnSSI software. All work will be performed in a professional, workmanlike manner.

Subtotal: \$852.96
 Tax (8.250%): \$0.00
 Shipping: \$0.00
Total: \$852.96

Budgetary Figures

Camera Fee's, Renewals and Yearly Maintenance



Plan B Networks, Inc
 1120 Industrial Park Road
 Suite 101
 Espanola, New Mexico 87532
 United States
<http://www.planbnet.com>

Quotation	
Date	Jan 27, 2014 3:58 PM MST
Doc #	11932 - rev 1 of 1
Description	Camera Fee's, Renewals and Yearly Maintenance
SalesRep	Mares, Juan (P) 915-774-0207 (F) 915-599-0232
Customer Contact	Flores, Tony (P) 915-877-7474 tony.flores@canutillo-isd.org

Customer

Canutillo Independent School District (CI0097) / Juan Mares
 7965 Artcraft Road
 El Paso, Texas 79932
 (P) 915-877-7400

Bill To

Canutillo Independent School District
 Flores, Tony
 7965 Artcraft Road
 El Paso, Texas 79932
 (P) 915-877-7474

Ship To

Canutillo Independent School District
 Flores, Tony
 7965 Artcraft Road
 El Paso, Texas 79932
 (P) 915-877-7474

Customer PO: None	Terms: Unknown	Ship Via: UPS Ground
Special Instructions: None		Carrier Account #: None

Item Description	Part #	Qty	Tax	Unit Price	Total
One Time Fee ONLY					
1 Onssi Ocularis CS software suite license Base ONE TIME FEE ONLY	OC-CS	1	No	\$2,125.00	\$2,125.00
2 Onssi camera license required per camera	OC-CS-1C	1	No	\$250.00	\$250.00
Yearly Software Upgrade Support					
3 Onssi 1 year software upgrade for Ocularis CS Base Always will be Qty 1	SUP-OC-CS-1Y	1	No	\$400.00	\$400.00
4 1 year sup for camera license This license renewal is per camera	SUP-OC-CS-1C-1Y	1	No	\$50.00	\$50.00
Yearly Plan B Maintenance per Camera					
5 Cleaning Lenses, Upgrading software, etc	LABOR	1	No	\$90.00	\$90.00



**Education Service Center
Region 19**
El Paso & Hudspeth Counties

6611 Boeing Drive
El Paso, Texas 79925-1010
www.esc19.net

Office: (915) 780-5019
Fax: (915) 780-5061

PURCHASING DEPARTMENT

December 16, 2013

Plan B Networks, Inc.
11395 James Watt, Ste. A-6
El Paso, TX 79936
Attn.: Juan Mares

Board of Directors:

Kathy Becker
Chairman

Santiago L. Rodriguez
Vice Chairman

Dr. Raul L. Muñoz
Secretary

John C. Elder
Member

Charles Hart
Member

Marshall St. John
Member

Fred Sanchez
Charter Member

David Sublasky
Member

James R. Vasquez
Executive Director

RE: RFP No. 14-6993 Security Systems, Installations and Service

Dear Mr. Mares,

Education Service Center (ESC) - Region 19 Allied States Cooperative awarded the referenced RFP No. 14-6993 Security Systems, Installations and Service on December 13, 2013, to Plan B Networks, Inc. While the contract is in force we would appreciate being notified of any changes such as representatives and billing addresses. Award of this contract does not guarantee any volume of business. We recommend that Plan B Networks, Inc. promote this contract for possible business.

As stated in the RFP, page 40, **Insurance**, please provide the Certificate of Liability Insurance **within 14 business days of contract award and prior to the commencement of any work under this Contract**. The Education Service Center - Region 19 Allied States Cooperative as the Certificate Holder.

Please visit our website at www.alliedstatescooperative.com to view the award summary and an updated list of our cooperative's members. Also, if you have not already done so, please register your company online so that we can notify you of any new contract opportunities. ESC-Region 19 Allied States Cooperative is not responsible for purchases made without an approved purchase order. As per the Statement of Cooperative Purchasing Agreement, please submit all monthly sales as shown on the attached list. This contract has a **2% monthly administrative fee**. To alleviate any issues reporting the monthly administrative fees, the cooperative member must note the contract number on their purchase orders.

Thank you for your interest in RFP 14-6993 Security Systems, Installations and Service. We are looking forward to working with your company. If you have any questions please do not hesitate to contact our office at 915-780-5389.

Sincerely,

A handwritten signature in blue ink that reads "Mary Jane Lopez".

Mary Jane Lopez
Purchasing Analyst

Enclosure



Texas Department of Public Safety

Certificate of License

The Texas Private Security Bureau certifies that:

PLAN B NETWORKS, INC

B16043

Is Duly Licensed as

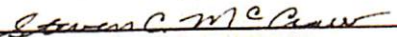
Security Contractor

Alarm Systems Company

Electronic Access Company

Under the provisions of Chapter 1702 Texas Occupations Code, as amended
This License

EXPIRES: 9/30/2014



Director, Tx Dept. of Public Safety



This diploma certifies that

Richard Vasquez

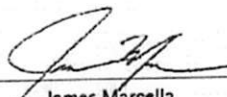
with

Plan B Networks

has completed the

**Axis Communications' Academy
2 day Fundamentals Course**

on this 8th day of December, 2011


James Marcella
Director of Technical Services
Axis Communications, USA



CHANNEL PARTNER
CERTIFICATION PROGRAM

THIS CERTIFIES THAT

Richard Vasquez
Plan B Networks, Inc.

has successfully completed the required course of study approved by Arecont Vision
GENERAL CERTIFICATION
Given this 1 day of October, 2013

16405
CERTIFICATE NUMBER

Mark Espenschied, Director of Marketing Communications



CHANNEL PARTNER CERTIFICATION PROGRAM

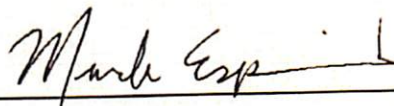
THIS CERTIFIES THAT

Joe Flores
Plan B Networks, Inc.

has successfully completed the required course of study approved by Arecont Vision

GENERAL CERTIFICATION
Given this 1 day of October, 2013

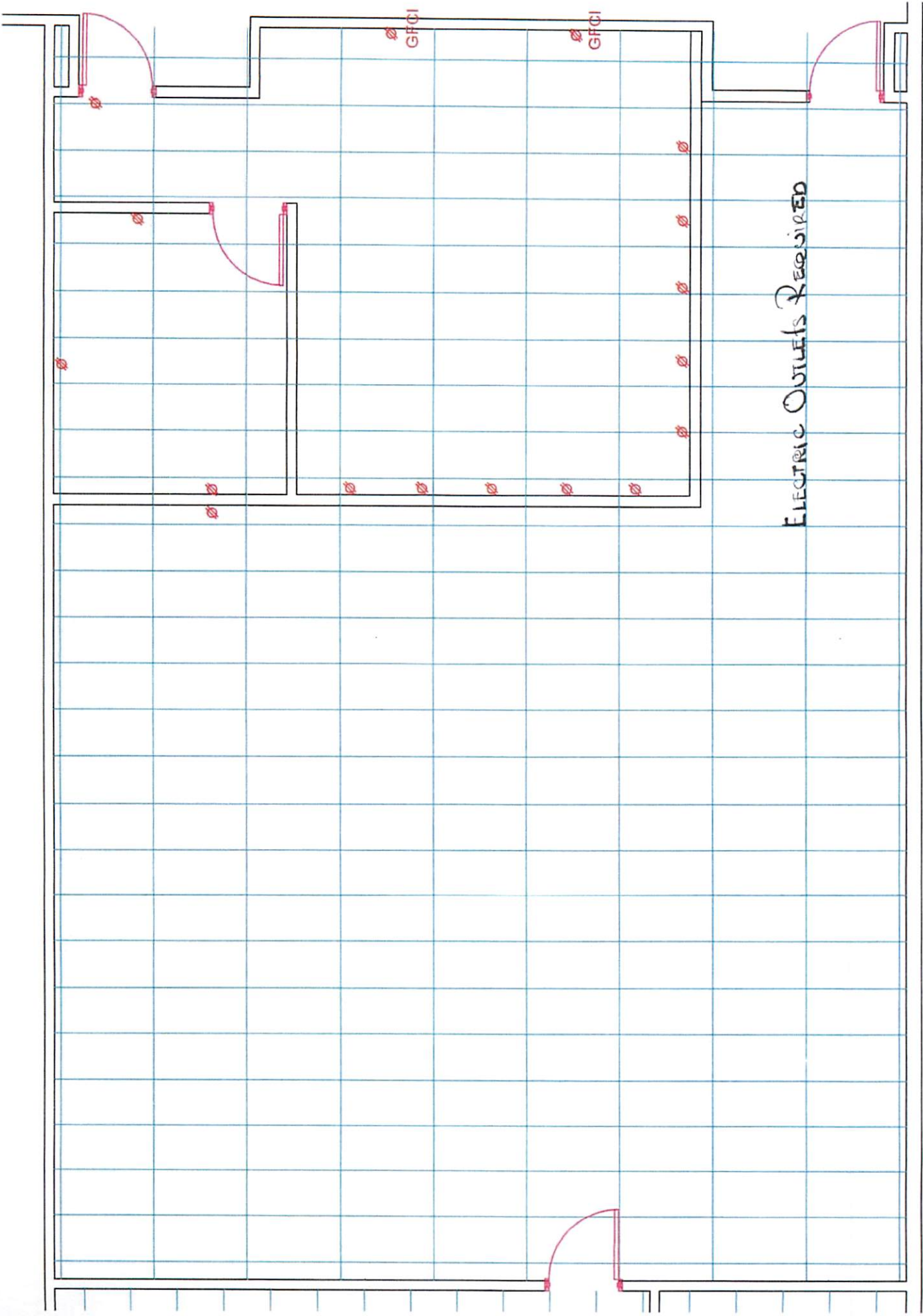
16406
CERTIFICATE NUMBER

A handwritten signature in black ink, appearing to read 'Mark Espenschied', written over a horizontal line.

Mark Espenschied, Director of Marketing Communications

Monitoring / Security Room
Estimated Construction
Cost.

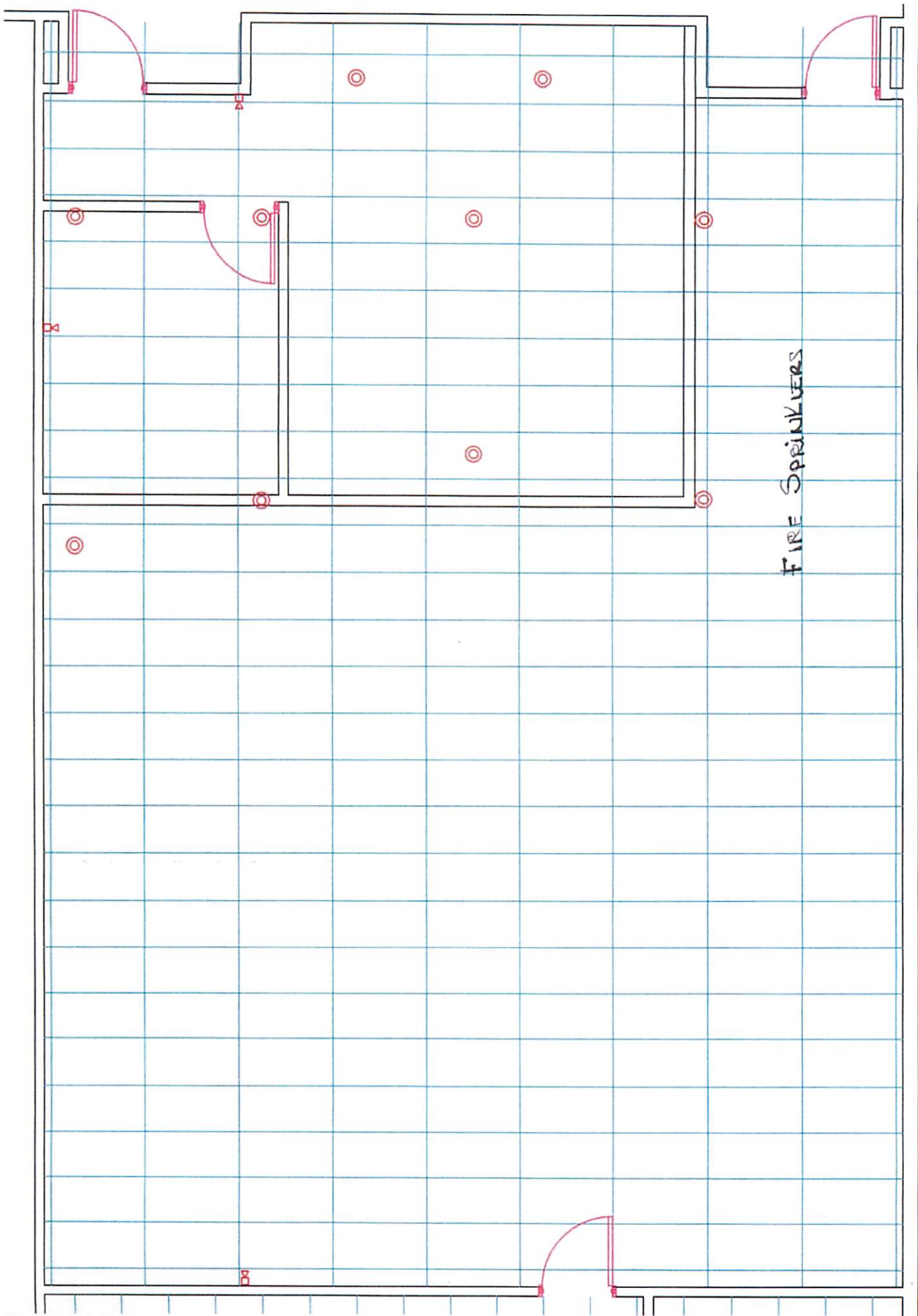
Tasks Description	Qty	Units	MATERIAL COST		LABOR COST		Total Cost
			Unit	Total	Unit	Total	
Professional Fees							
County Permit	1.00	LS	\$ -	\$ -	\$ 200.00	\$ 200.00	\$ 200.00
TAS Review	1.00	LS	\$ -	\$ -	\$ -	\$ -	\$ -
Division 1 - General Conditions							
Survey and layout	1.00	EA	\$ -	\$ -	\$ -	\$ -	\$ -
Insurance and Bonds	1.00	EA	\$ -	\$ -	\$ -	\$ -	\$ -
Division 2 - Site work							
Remove existing light switches	2.00	EA	\$ -	\$ -	\$ -	\$ -	\$ -
Remove projector as screen	1.00	EA	\$ -	\$ -	\$ -	\$ -	\$ -
Remove fire sprinklers	3.00	EA	\$ -	\$ -	\$ 120.00	\$ 360.00	\$ 360.00
Remove 2' X 4' ceiling tiles and 2', and 4' T	12.00	EA	\$ -	\$ -	\$ -	\$ -	\$ -
Remove A/C thermostat	1.00	EA	\$ -	\$ -	\$ -	\$ -	\$ -
Remove and cancelled air supply branch	2.00	EA	\$ 20.00	\$ 40.00	\$ -	\$ -	\$ 40.00
Remove and cancelled air return branch	1.00	EA	\$ 20.00	\$ 20.00	\$ -	\$ -	\$ 20.00
Division 3 - Concrete							
Cut floor to accommodate monitors control feeding. And finish with ceramic tile and grout	8.00	SF	\$ 7.00	\$ 56.00	\$ -	\$ -	\$ 56.00
Division 5 - Structural							
	1.00	SF	\$ -	\$ -	\$ -	\$ -	\$ -
Division 6 - Carpentry							
5/8" Fire Guard Drywall Partitions, with 3 5/8" X 14' 16 Ga metal studs	672.00	SF	\$ 4.00	\$ 2,688.00		\$ -	\$ 2,688.00
2" X8" wood reinforced for hanging monitors	96.00	LF	\$ 1.85	\$ 177.60		\$ -	\$ 177.60
Division 8 - Doors and Windows							
Interior 3'X7' Wood Door, Hollow metal Frame, and Hardware	1.00	EA	\$ 620.00	\$ 620.00		\$ -	\$ 620.00
Division 9 - Finishes							
Finishing with texture and paint equal as existing	672.00	SF	\$ 0.35	\$ 235.20		\$ -	\$ 235.20
Rubber Base	140.00	LF	\$ 2.20	\$ 308.00		\$ -	\$ 308.00
Ceiling adjustments	1.00	LOT	\$ 250.00	\$ 250.00		\$ -	\$ 250.00
Division 10,11 and 12 - Specialties							
Relocate Fire sprinklers	3.00	EA	\$ 30.00	\$ 90.00		\$ -	\$ 90.00
Red Fire Alarm Remote Strobe	1.00	EA	\$ 30.00	\$ 30.00	\$ 350.00	\$ 350.00	\$ 380.00
Hardwire Combination Carbon Monoxide and Smoke Alarm with Battery Backup and Voice Warning, Interconnect able	1.00	EA	\$ 50.00	\$ 50.00	\$ 350.00	\$ 350.00	\$ 400.00
Division 15 - Mechanical & Plumbing							
Supply 12" encapsulated flexible pipe. R=4.2, 25LF	50.00	LF	\$ 3.60	\$ 180.00		\$ -	\$ 180.00
Return 12" encapsulated flexible pipe R=4.2, 25 LF	25.00	LF	\$ 3.60	\$ 90.00		\$ -	\$ 90.00
Division 16 - Electrical							
Relocate A/C thermostat	1.00	EA	\$ -	\$ -		\$ -	\$ -
Install electric switches.	4.00	EA	\$ 25.00	\$ 100.00		\$ -	\$ 100.00
Install electric outlets	13.00	EA	\$ 35.00	\$ 455.00		\$ -	\$ 455.00
Data and telephone outlet	4.00	EA	\$ 40.00	\$ 160.00	\$ 85.00	\$ 340.00	\$ 500.00
Under ground wire ways	2.00	EA	\$ 300.00	\$ 600.00	\$ 85.00	\$ 170.00	\$ 770.00
3/4" EMT, Data, Telephone, Electric outlets and switches	40.00	EA	\$ 20.00	\$ 800.00		\$ -	\$ 800.00
Feeder for 10 Electric outlets. 12 AWG wire	1,000.00	LF	\$ 0.25	\$ 250.00		\$ -	\$ 250.00
Split and reconnect lighting switches controls 12 AWG	300.00	LF	\$ 0.25	\$ 75.00		\$ -	\$ 75.00
Exit Sign 2 Emergency Lights	1.00	LF	\$ 120.00	\$ 120.00		\$ -	\$ 120.00
Sub Total							\$ 9,164.80
Add 8% For Contingencies						3%	\$ 274.94
Overhead						5%	\$ 458.24
Profit						0%	\$ -
Total Estimated Construction Cost							\$ 9,897.98

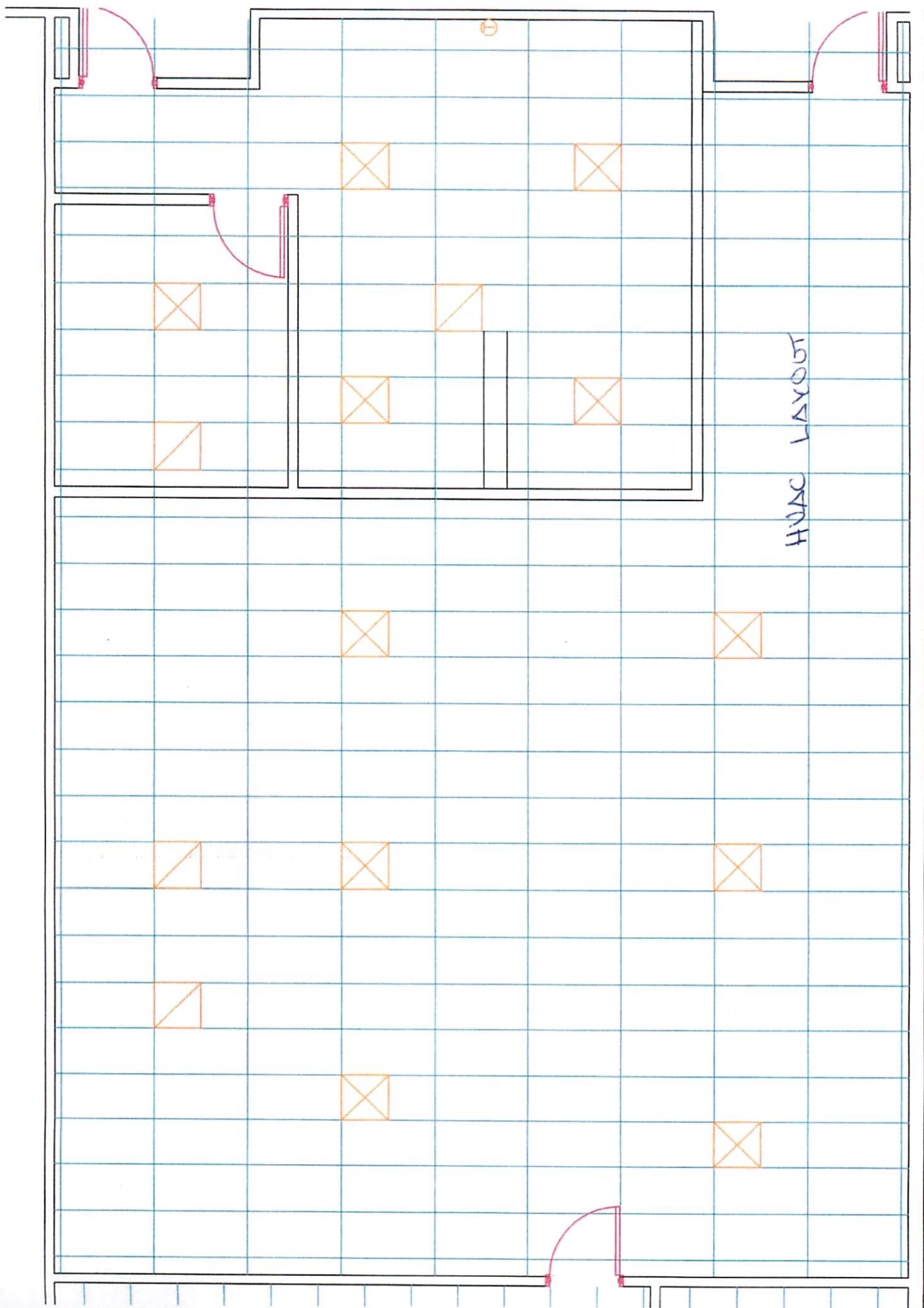


ELECTRIC OUTLETS REQUIRED

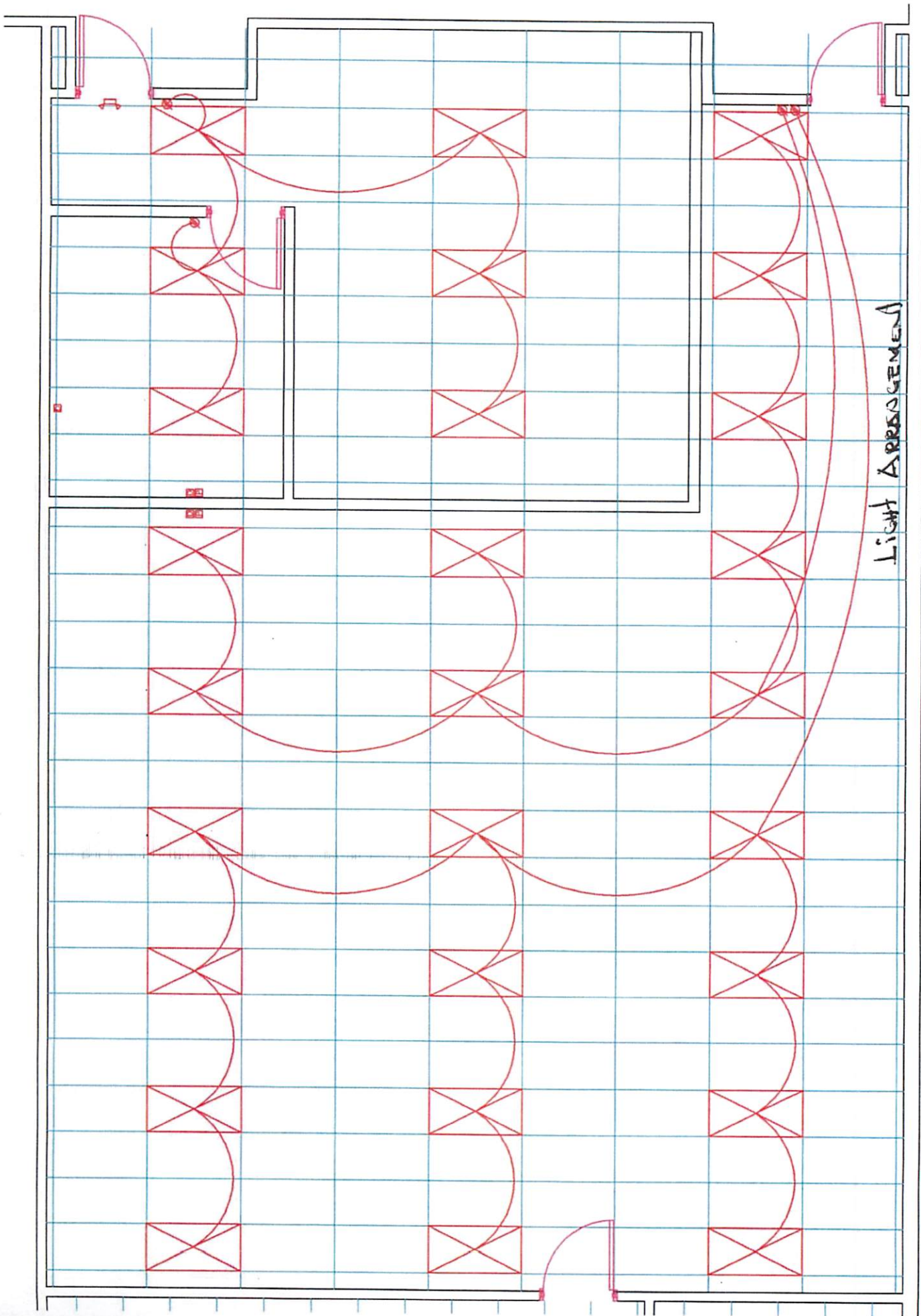
Ø GFCI

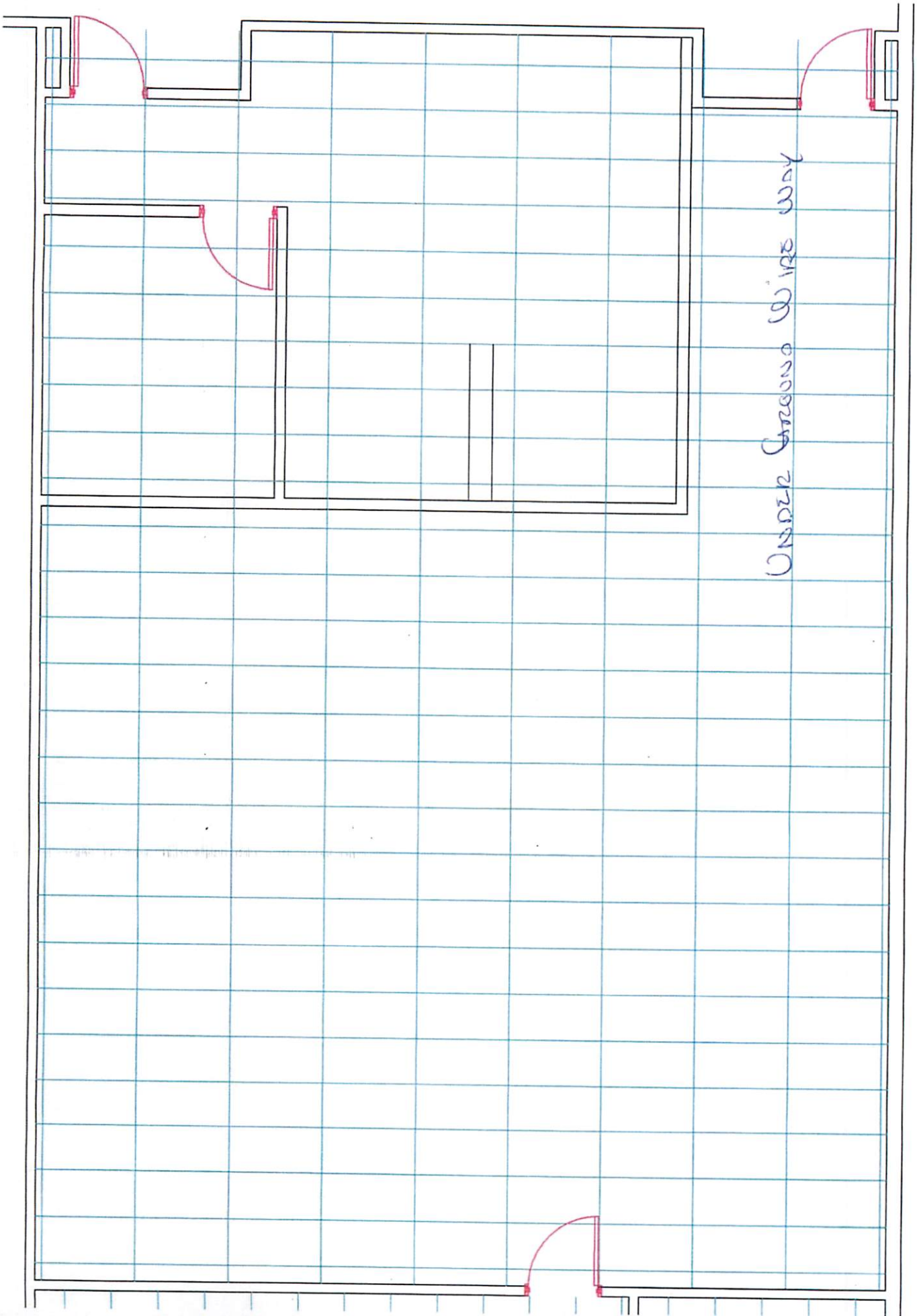
Ø GFCI





HVAC LAYOUT





UNDER GROUND WIRE WAY