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City of Pensacola -PPD

Jefferson Parking Garage Camera Upgrade

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Submitted to:
City of Pensacola -PPD

Michael Ozburn

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1 INTRODUCTION

1.1 Iron Bow Technologies, LLC

Iron Bow has over 40 years of experience delivering professional services and technology solutions to both Federal Government and commercial clients. With annual revenues of over \$1.5 billion, Iron Bow has garnered extensive expertise and capability in critical areas of IT lifecycle management and has developed mature technical practices to support design, implementation, and management efforts for network infrastructure, collaboration, data center architecture, continuity of operations, data management, client and mobile utilization and optimization, and cyber security. Iron Bow is a unique organization in the market possessing the aforementioned skill sets coupled with holding the highest level of corporate certifications with many Original Equipment Manufacturers (OEMs). Our performance has provided us with extensive knowledge of the overall technology environment as well as the issues encountered in daily operations.



“Customer first and mutual respect for all members of our community.”

Not just our motto, but words we live by in our daily interactions. This phrase encapsulates our approach with our customers, employees, OEM partners, and subcontractors. Our key focus is ensuring our customers meet their goals.

To enable “Customer First,” Iron Bow first and foremost invests in its employees. We understand maintaining a base of employees who enjoy their environment and are excited to come to work each day results in a satisfied customer with results exceeding expectations. Our investment begins with multiple channels of consistent and transparent communications and includes clearly defined missions and objectives, celebration, and reward of individual or team success, charitable events, social gatherings, employee wellness, and many other programs designed for employee fulfillment. As an organization, we promote team unity and invest in processes, events, and trainings to enable the cohesion of teams. Finally, all employees participate in an annual review process to include periodic meetings throughout the year in support of the development and achievement of personal and professional goals. This investment has resulted in Iron Bow’s inclusion in the Washington Post “Top 150 Places to Work.” The 150 organizations in this list scored the highest based on employee surveys on a host of factors, including the quality of leadership, pay and benefit practices, and work-life balance. Iron Bow was ranked #14 on the list of all mid-sized firms in the Washington, D.C. region regardless of industry type.

Our greatest resource is our people. Their combined talents and dedication make Iron Bow one of the strongest, most versatile IT solutions providers in technical knowledge and innovation. The superior, specialized abilities of Iron Bow employees range from in-depth and customer-specific solutions development to advanced integration of complex, multi-discipline systems. Our employees work constantly to advance their skills through individual and manufacturer certifications in the latest developments in technologies.

2 TECHNICAL APPROACH

2.1 Overview

Iron Bow Technologies, in partnership with Security Engineering ("Team Iron Bow"), will perform a camera upgrade at the Jefferson Street Parking Garage in the City of Pensacola Florida. The next section will detail the scope of work to be performed.

2.2 Technical Solution

The Jefferson Street Parking Garage Video Upgrade project will include:

- Video Infrastructure
- Physical Infrastructure
- Multisensors
- Elevator Cameras
- Interior PTZ

Includes all parts and labor to replace the camera system at the Jefferson Street Parking Garage with an Avigilon Server and all software and licenses needed for the ability to be accessed by the Parking Department and Pensacola Police Department as part of the existing city-wide camera network. New cameras will be support by new conduit infrastructure to be installed in the parking garage. This system will replace the existing camera system and cabling in the existing complex.

The new Video Server shall allow a minimum of 30 days of recorded video. All existing cameras shall be used. New Wireless point to point link between Jefferson Parking Garage and Saenger Theater will be installed to extend the city camera network from the Saenger to the parking garage.

Notes

One Year Warranty on Labor, Warranty on Equipment to follow Manufacturers Warranty

This Quote is valid for 30 days from the date listed above. After 30 days, a revised quote will be necessary before approval and acceptance.

Title will not transfer until final payment is received.

All material is guaranteed to be as specified. All work to be completed in a workmanlike manner according to standard practices. Any alteration or deviation from the above specifications involving extra costs, will be executed only upon written orders, and will become an extra charge over and above the estimate. All agreements contingent upon strikes, accidents or delays beyond our control. Owner to carry fire, tornado and other necessary insurance. Our workers are fully covered by Workman's Compensation Insurance.

3 MANAGEMENT APPROACH

3.1 Project Administration

Iron Bow will assign a dedicated Project Administrator to serve as the primary point of contact for the Customer regarding the contractual and financial aspects of the project. The Project Administrator will be responsible for coordinating the Project Initiation Meeting (PIM) and follow-on Status Meetings with appropriate Customer project management and technical staff, ensuring that all reporting is properly conducted and provided as deliverables in accordance with project requirements. The Project Administrator will also define and schedule appropriate resources, and provide project status and other communication, and be responsible for scope management, including responding to requests for change in scope. The Iron Bow Project Administrator shall provide exclusive direction to the Iron Bow on-site engineers.

3.2 Project Initiation Meeting

Iron Bow will schedule the PIM prior to the start of any work at Customer sites to finalize the Project Plan, to include a finalized SOW, electronic bill of materials, and integration schedule with Customer project management as directed. The PIM is designed to answer any outstanding questions, addressing all aspects of the project and ensure all parties are in complete understanding of expectations. During the PIM, Iron Bow will confirm and document all reporting requirements and performance expectations.

3.3 Project Communication

3.3.1 Project Status Meetings

As described above, in addition to conducting the PIM, the Iron Bow Project Administrator will schedule and host Project Status Meetings (PSM) in order to effectively keep Customer project management apprised of progress. The PSMs will follow a mutually agreed upon frequency throughout the life of the project, and shall not exceed one hour total duration per week. PSMs may be held either at the Customer site or via teleconference.

PSMs document the work performed under this project and will be provided as required by Customer project management. PSMs will contain an accurate, up-to-date summary account of tasks completed, tasks ongoing, tasks to be worked, and any outstanding issues. These reports will follow the format provided by Customer project management.

During the execution of this engagement Iron Bow will develop and provide the Customer the following deliverable products:

- Weekly PSMs
- Monthly Status Reports

3.3.2 Change Management

Change management is a key process in the systematic application of project management best practices. This process focuses on controlling changes to the baseline plan to ensure project success. The process supports the ability to make conscious decisions regarding specific project trade-offs between scope, schedule, resources, and other program parameters while dealing with the reality of the need to make changes. It provides all parties a recorded trail of all changes made to the project baseline plan. Once a change is proposed, it is reviewed and its impact both within and across the project functional areas is assessed. Changes that originate within a project but have an impact on other projects or organizational functions must be escalated to the Customer's project sponsor for review and approval. The proposed change's alignment with project objectives is validated and it is either approved or rejected. Once that decision has been made it must be communicated to all affected organizations and team members. Adjustments reflecting the changes are made to the project planning documents and the change documents are placed in the project notebook.

3.3.3 Reporting

The Iron Bow Project Administrator will ensure accurate and timely reporting for all contractual requirements under this project. All reports will be submitted electronically in Microsoft Word format and delivered during PSMs. These reporting deliverables include:

- Minutes from PSMs and other technical meetings/reviews
- Project Close-out report and minutes from Project Close-out Meeting

3.4 Quality Assurance

Iron Bow's Quality Assurance Program (QAP) starts from the ground up and consists of more than just checking equipment for failures or verifying for correct configurations. Automated procedures, reporting mechanisms, and delivery reviews provide a means for measuring and controlling quality. Our management constantly identifies opportunities for process improvement and challenges team members to improve performance and service. In addition, we make extensive use of checklists, audit reports, and quality reviews to ensure that quality requirements are consistently achieved. Our certified QAP will also provide a systematic approach for ensuring that any programmatic corrective and preventive actions are properly addressed and implemented during the acquisition, integration, staging, and delivery of the project.

Monitoring and measuring customer feedback is necessary for continual improvement and critical to our ISO 9001:2015-certified quality system. We utilize a variety of tools and processes to pulse our customers, receive feedback, distribute the feedback to the respective delivery teams and then take necessary actions to address issues. Depending on the customer's operational environment different tools and processes are employed.

Iron Bow's QAP is highly standardized and monitored activity that resides at the center of every one of our managed programs. Along with our strict adherence to documented processes, we also understand that each program is unique and requires very specific inputs in order to ensure its success.

3.5 Project Close-out

Once the solution has been delivered, the Iron Bow Project Administrator will schedule a final Project Close-out Meeting. All aspects of the project will be reviewed to ensure that Customer project management has no final requirements. As part of this meeting the following will be verified as complete:

- Providing of all documentation and deliverables identified in this SOW

Upon favorable completion of the above tasks and as part of closure to this meeting, the Customer will sign the project acceptance form, signifying completion of the project.

4 TERMS & CONDITIONS

This proposal submission is based on the following assumptions and conditions. Should any of these assumptions or conditions change, it may result in a change to the project pricing and/or schedule in order to satisfy the project objectives.

4.1 General Assumptions and Terms

4.1.1 Proprietary and Confidential

This proposal includes data that shall not be disclosed outside of the Customer organization and shall not be duplicated, used, or disclosed, in whole or in part, for any purpose other than to evaluate this proposal or quotation.

4.1.2 Scheduling

All work must be scheduled with the Iron Bow Project Administrator in writing at least ten business days prior to the desired project start date. Actual start dates may vary based on staff, equipment delivery, and other resource availability. Changes to the project start date or the schedule in general must be requested one week in advance of the previously agreed start date. Changes in schedule may result in additional airfare and lodging charges.

4.1.3 Period of Performance

The Period of Performance (PoP) for project services is provided in the associated price quote. If no PoP is provided, the PoP will be one year from signature or receipt of purchase order.

4.1.4 Place of Performance

This project will be performed at the following locations:

- Jefferson Parking Garage – City of Pensacola Florida

4.1.5 Working Hours

Working hours of 8:00am – 5:00pm, Monday – Friday, are assumed for this project, with all work to be performed so as to minimize interference with normal facility functions. Some tasks may require working outside regular working hours; however, normal working hours are assumed for the bulk of this project. Cut overs will be scheduled for afterhours.

4.2 Work Environment and Coordination

4.2.1 Single Point of Contact

The Customer shall provide a single point of contact (POC) to work with the Iron Bow Project Administrator for any pre-project preparation and for coordination during the life of the project. This individual will be responsible for any Customer requirements identified in this SOW, and will participate in the PIM, PSMs, and other meetings. Additionally, the Customer POC will work with Iron Bow on schedule coordination and approval, will participate in Project Acceptance Testing and Project Close-out. This individual will also be available on a regular, ad hoc basis to resolve any site logistical issues that may hinder progress. The Customer POC will be the only Customer representative authorized to approve change orders to this SOW on behalf of the Customer.

4.2.2 Work Area

The Customer will provide Iron Bow engineers with a suitable workspace that includes standard power, a phone with outside dial and long distance capability, and an Ethernet network connection that includes Internet connectivity. The Customer will provide building and work area access via key or keycard to all pertinent areas, or will provide a full-time escort to those areas. Delays due to access or workspace issues may result in additional charges.

4.2.3 System Access

Unless otherwise mutually agreed, Iron Bow will retain sole access to the new system components until Test and Acceptance has been completed. The Customer shall not access the

system or make configuration changes without the written approval of the Iron Bow Project Administrator.

4.2.4 Site Access and Security Requirements

The Customer shall provide written guidance regarding any security requirements for access to facilities, systems, and networks. The guidance should outline all of the security requirements associated with information, networks, or systems being accessed. Iron Bow will follow the security guidance provided and will coordinate all security requirements through our Corporate Security Office and Corporate Security Officer. The security requirements specified will be provided, and extend to, all subcontractors and will cover the entire period of performance including the full warranty support period for the solution provided.

4.2.5 Manufacturer Support Contracts

The Customer shall provide to Iron Bow engineers access to any applicable manufacturer technical support contracts for the duration of the project. This access will be used solely for the purpose of supporting Customer systems related to this project.

4.2.6 Service Interruptions

Planned outages may be required in order to fully implement the system identified in this SOW. Iron Bow will schedule any required outages for a mutually agreed time with the Customer. In some instances, unplanned outages may occur that may or may not be the fault of Iron Bow. The Customer will not hold Iron Bow accountable for damages related to such outages.

4.2.7 Design Assumptions

Before beginning any work, Iron Bow will inspect all areas to ascertain that the proposed work can be accomplished. If any areas have accessibility issues, it may be necessary to modify our suggested design. Iron Bow will provide notification if we discover any problems that will require work over and above that which is included in this proposal.

4.2.8 Hazardous Materials

Should hazardous materials be encountered during execution of this SOW the Customer will be immediately notified in a Project Issue Report. Iron Bow will work with the Customer on revising the schedule to allow time to address the issue and provide a suitable work environment. Iron Bow assumes no responsibility for the mitigation, abatement, or transportation of hazardous materials outside what is specifically addressed in this SOW.

4.2.9 Customer Furnished Equipment

The Customer will be responsible for maintaining the proper environment, including utilities and site requirements necessary for the system to function properly as specified by the OEM. The Customer will operate the system in accordance with the instruction manual provided by the OEM.

4.3 Site Readiness

4.3.1 Current Infrastructure

The Customer ensures that the current network environment is stable and that software revisions on any applicable network or systems components are sufficient to support the introduction of the components identified in this SOW. The Customer shall provide all necessary site configuration information, drawings, and passwords as identified in the Project Services section(s) above. The Customer will ensure that any existing equipment that may be involved in this project is properly backed up prior to project start.

4.3.2 Power and Environmental Requirements

The Customer shall ensure that electrical power with the appropriate interface and current rating is provided prior to the date of installation. The Customer will additionally ensure that all other environmental requirements are satisfied, including temperature control, safety, and security.

4.3.3 Equipment

The Customer shall receive, sign for, inventory, and store all equipment at the Customer-designated location prior to the start of the project. Any visible damage due to shipping shall be immediately reported to the shipper and to the Iron Bow Project Administrator. The Customer will dispose of all boxes at the conclusion of the project.

4.3.4 Circuits

Any new circuits required to implement this solution will be installed and ready for use prior to the start of this engagement.

4.3.5 Site Readiness

Failure to establish operational functionality because Customer responsibilities were not met or non-Iron Bow vendors have not met their responsibilities (unless under an Agency Agreement) may result in a change to the project pricing and/or schedule in order to satisfy the project objectives outlined in this SOW.

4.4 Maintenance Contract Terms

Iron Bow offers our maintenance contracts as annual subscription services, as is standard and customary in the industry. For contracts that are included with our implementation pricing, the service will commence upon the completion of the implementation project.

5 PRICING

This proposal, in its entirety and in all respects, supersedes any prior proposals or quotations issued, electronically, verbally, or in writing. This proposal is valid for a period of 30 days from the date of submission.

5.1 Fixed Price Services Quote

Iron Bow is pleased to offer the services described in the above SOW on a Firm Fixed Price (FFP) basis. Please refer to our associated price quote for detailed pricing.

5.2 Services Pricing Terms

Iron Bow is pleased to offer the services described in the above SOW and the pricing is subject to the terms and conditions noted within. Services pricing is subject to change in the event of a deviation from these terms and conditions.

5.3 Product Pricing Terms

All product items, related or unrelated to this SOW, will be invoiced Net 45 days, FOB destination, and shipping charges will be prepaid and added to the invoice. Payment of product invoice is not contingent on services work performance or services project schedule.

In the event of delayed or staggered delivery, customers contracting Iron Bow for staging and integration, or products sent to our warehouse, will be invoiced both inbound freight charges to Iron Bow from product distributors as well as for each secondary shipment from Iron Bow warehouse to final Customer destination.

5.4 Invoice Payment Terms

All Iron Bow invoices are subject to Net 45 payment terms unless otherwise governed by the procurement contract.

5.5 Credit Card Terms/Authorization

Customer agrees that signature of this document, issuance of a credit card order or authorizing a credit card to be charged (including verbal authorization), or incorporated reference via purchase order in response to this SOW, is binding and constitutes acceptance of the terms and conditions as specified in this document.



Iron Bow Technologies, Inc
2121 Cooperative Way, Suite 500
Herndon, VA 20171

Quote Number		Quoted To:	Michael Ozburn
Version	374736 / 1	Email:	
<i>Please reference the above quote number and version on your purchase order.</i>			
Date:	8/24/2023	Phone:	
Contract	OMNIA R210404	Customer:	City of Pensacola
Name/Number:	Technology		
Quote Name:	JEFFERSON STREET PARKING GARAGE CAMERA UPGRADE		

Inside Rep: Kressa Stewart **Ph#:** 423-368-5978 **Email:** kressa.stewart@ironbow.com
Acct Manager: Clifford Golden **Ph#:** 813-504-0303 **Email:** cliff.golden@ironbow.com

Comment:

Line	Price List	MPN	Manufacturer	Description	Qty	List Price	Unit Price	Ext Price	% off List	Minimum Omnia Discount
				VIDEO INFRASTRUCTURE						
1	OMNIA R210404	NVR5-STD-32TB-W10-NA	Aviglion Corp.	NVR5 STD 32TB 2U Rack Mnt; W10 NA	1	\$18,996.20	\$18,463.30	\$18,463.30	2.8%	Network Video/Audio - 2.8%
2	OMNIA R210404	ACC7-ENT	Aviglion Corp.	ACC 7 Enterprise Edition camera license	40	\$316.51	\$306.64	\$12,265.60	3.1%	Network Video/Audio - 2.8%
3	OMNIA R210404	SM24TAT2SA-NA	TRANSITION NETWORKS INC	24-Port Managed Gigabit PoE+	2	\$858.60	\$833.99	\$1,667.98	2.9%	Network Video/Audio - 2.8%
4	OMNIA R210404	556609	Windy City Wire Cable & Technology	Cat 6 Cable, Plenum Rated - Blue (100')	42	\$51.70	\$48.35	\$2,030.70	6.5%	Network Video/Audio - 2.8%
5	OMNIA R210404	P2PLINK		Wireless Point to Point	1	\$1,200.00	\$1,159.60	\$1,159.60	3.4%	Network Video/Audio - 2.8%
6	OMNIA R210404	CONDUIT	Security Engineering, Inc.	Misc. Conduit, Connectors and Junction Boxes	1	\$125.00	\$98.00	\$98.00	21.6%	Network Video/Audio - 2.8%
				PHYSICAL INFRASTRUCTURE						
7	OMNIA R210404	006K8F-31130-29	CORNING	Tight-buffered Cable, 6 Ct Fiber, 62.5 µm Multimode (OM1)	700	\$1.43	\$1.30	\$910.00	9.1%	Network Video/Audio - 2.8%
8	OMNIA R210404	WQ-80P	Polycase	Nema 24 x 20 x 10 Enclosure w/ Back panel	4	\$869.00	\$757.69	\$3,030.76	12.8%	Network Video/Audio - 2.8%
9	OMNIA R210404	ZH-161407	Polycase	Nema 17 x 15 x 8 Enclosure w/ Back panel and Pole Mount	1	\$444.00	\$388.28	\$388.28	12.5%	Network Video/Audio - 2.8%
10	OMNIA R210404	FAST-SC-MM62.5-6	AFL TELECOMMUNICATIONS	Connectors for Multimode 62.5/125 µm, OM1 - 6 Pack	7	\$95.00	\$88.91	\$622.37	6.4%	Network Video/Audio - 2.8%
11	OMNIA R210404	SPH-01P	CORNING	Corning Single Panel Fiber Enclosure	4	\$92.00	\$89.24	\$356.96	3.0%	Network Video/Audio - 2.8%
12	OMNIA R210404	CCH-CP06-91	CORNING	Closet Connector Housing (CCH) Panel, SC adapters, Duplex, 12 fiber, 62.5 µm multimode (OM1)	2	\$54.86	\$53.09	\$106.18	3.2%	Network Video/Audio - 2.8%

Line	Price List	MPN	Manufacturer	Description	Qty	List Price	Unit Price	Ext Price	% off List	Minimum Omnia Discount
13	OMNIA R210404	CCH-CP12-91	CORNING	Closet Connector Housing (CCH) Panel, SC adapters, Duplex, 12 fiber, 62.5 µm multimode (OM1)	2	\$90.96	\$88.01	\$176.02	3.2%	Network Video/Audio - 2.8%
14	OMNIA R210404	SM24TAT4XB	TRANSITION NETWORKS INC	24-port POE+ IP Camera Network Switch	1	\$1,605.90	\$1,548.01	\$1,548.01	3.6%	Network Video/Audio - 2.8%
15	OMNIA R210404	DTK-120SRD	DITEK	Ditek 120V Surge Suppression with Dry Contact Outp	4	\$199.90	\$193.02	\$772.08	3.4%	Network Video/Audio - 2.8%
16	OMNIA R210404	SISPM1040-384-LRT-C	TRANSITION NETWORKS INC	Industrial 48 Volts DC 8-port PoE+ Network Switch	3	\$1,478.70	\$1,434.33	\$4,302.99	3.0%	Network Video/Audio - 2.8%
17	OMNIA R210404	TSP-BCMU360	TRACO Power	Battery Controller Module, Din Rail Mount, 48VDC	3	\$375.00	\$366.93	\$1,100.79	2.2%	Network Video/Audio - 2.8%
18	OMNIA R210404	MCBDIN-BREAKER	DIN Rail	DIN RAIL - Miniature Circuit Breaker	3	\$49.00	\$30.44	\$91.32	37.9%	Network Video/Audio - 2.8%
19	OMNIA R210404	1GBMMSFP	Security Engineering, Inc.	SFP-Port Fast 2 Fiber Mini GBIC Module MM 1310nm - 2km	6	\$120.00	\$97.20	\$583.20	19.0%	Network Video/Audio - 2.8%
20	OMNIA R210404	SCSCPATCH	Security Engineering, Inc.	Multimode SC to LC Fiber Optic Patch Cables	6	\$49.89	\$32.40	\$194.40	35.1%	Network Video/Audio - 2.8%
21	OMNIA R210404	SCLCPATCH	Security Engineering, Inc.	Multimode SC to SC Fiber Optic Patch Cables	2	\$49.89	\$32.40	\$64.80	35.1%	Network Video/Audio - 2.8%
22	OMNIA R210404	CONDUIT	Security Engineering, Inc.	Conduit Infrastructure	1	\$12,000.00	\$10,530.00	\$10,530.00	12.3%	Network Video/Audio - 2.8%
23	OMNIA R210404	SCISSORRENTAL	Security Engineering, Inc.	Scissor Lift (Per Week)	3	\$2,300.00	\$1,250.00	\$3,750.00	45.7%	Network Video/Audio - 2.8%
24	OMNIA R210404	LIFTRENTAL	Security Engineering, Inc.	35' Towable Boom (Per Day)	4	\$350.00	\$240.00	\$960.00	31.4%	Network Video/Audio - 2.8%
				MULTISENSORS						
25	OMNIA R210404	20C-H5A-4MH	Aviglion Corp.	H5A Multisensor 20MP Camera Module 3.3-5.7mm	15	\$2,757.00	\$2,615.70	\$39,235.50	5.1%	Network Video/Audio - 2.8%
26	OMNIA R210404	H5AMH-AD-PEND1	Aviglion Corp.	Outdoor pendant mount adapter	15	\$199.28	\$193.70	\$2,905.50	2.8%	Network Video/Audio - 2.8%
27	OMNIA R210404	H5AMH-DO-COVR1	Aviglion Corp.	Dome bubble and cover; for outdoor surface mount or pendant mount; clear	15	\$199.28	\$193.70	\$2,905.50	2.8%	Network Video/Audio - 2.8%
28	OMNIA R210404	WLMT-1001	Aviglion Corp.	Wall Mount for large pendant camera	15	\$121.32	\$117.76	\$1,766.40	2.9%	Network Video/Audio - 2.8%
29	OMNIA R210404	H4AMH-AD-IRIL1	Aviglion Corp.	IR Illuminator Ring for H4 Multisensor	15	\$389.40	\$378.49	\$5,677.35	2.8%	Network Video/Audio - 2.8%
30	OMNIA R210404	4.0C-H5A-DP1-IR	Aviglion Corp.	Avigilon 4MP Outdoor Dome, Pendant Mount	13	\$1,277.20	\$1,238.88	\$16,105.44	3.0%	Network Video/Audio - 2.8%
31	OMNIA R210404	H4A-MT-WALL1	Aviglion Corp.	Pendant Wall Mount for Avigilon Camera	13	\$88.16	\$85.51	\$1,111.63	3.0%	Network Video/Audio - 2.8%
32	OMNIA R210404	4.0C-H5A-DO1-IR	Aviglion Corp.	Avigilon 4MP Outdoor Dome	2	\$1,347.77	\$1,278.69	\$2,557.38	5.1%	Network Video/Audio - 2.8%

Line	Price List	MPN	Manufacturer	Description	Qty	List Price	Unit Price	Ext Price	% off List	Minimum Omnia Discount
33	OMNIA R210404	ACC7-LPR	Aviglion Corp.	ACC 7 LPR lane	2	\$3,492.48	\$3,313.48	\$6,626.96	5.1%	Network Video/Audio - 2.8%
34	OMNIA R210404	5.0C-H6M-D1-IR	Aviglion Corp.	5MP H6M Indoor Mini Dome IR Camera with 2.9mm Lens	2	\$583.00	\$553.12	\$1,106.24	5.1%	Network Video/Audio - 2.8%
35	OMNIA R210404	2.0C-H5A-IRPTZ-DP40-WP	Aviglion Corp.	CAM; H5A IR PTZ; Pendant 2MP 40X 300m	2	\$4,198.00	\$3,982.85	\$7,965.70	5.1%	Network Video/Audio - 2.8%
36	OMNIA R210404	IRPTZ-MNT-WALL1	Aviglion Corp.	Pedant wall mount adapter	2	\$112.11	\$108.07	\$216.14	3.6%	Network Video/Audio - 2.8%
37	OMNIA R210404	2.0C-H5A-PTZ-DP36	Aviglion Corp.	H5A, 2MP 36x Pendant PTZ Dome	2	\$3,139.78	\$2,978.86	\$5,957.72	5.1%	Network Video/Audio - 2.8%
38	OMNIA R210404	IRPTZ-MNT-WALL1	Aviglion Corp.	Pendant wall mount adapter	2	\$112.11	\$108.07	\$216.14	3.6%	Network Video/Audio - 2.8%
				Labor - Installation and Programming - Head End, Camera and Cabling Installation, Conduit Installation, Fiber Termination						
39	OMNIA R210404	PROF-SVCS	Iron Bow Technologies	Iron Bow Professional Services. Please see attached notes for details.	1		\$38,838.62	\$38,838.62		

Subtotal: \$198,365.56

(Applicable Sales Tax will be added to invoice, and Purchaser will be responsible for such tax, unless a valid exemption or resale certificate is on file and current.) \$0.00

Total: \$198,365.56

Terms/Quote Details:		
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CONTRACT: OMNIA R210404 - Technology Solutions
EXPIRES: 31-MAY-2024
TERMS: NET 30, FOB Destination

Tax ID: 26-1615129
DUNS+4: 82-7714507-0000
Cage Code: 55RC1

For EFT: Iron Bow Technologies, LLC
c/o PNC Bank, N.A.
ABA: 031207607
Account: 8026304877

For Checks: Iron Bow Technologies, LLC
PO Box 826474
Philadelphia, PA 19182-6474

EFT/Check info reflects Iron Bow’s change to PNC Bank.
Email arproduct@ironbow.com if additional info is needed. Our prior bank account will remain open during the transition.

Line	Price List	MPN	Manufacturer	Description	Qty	List Price	Unit Price	Ext Price	% off List	Minimum Omnia Discount
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* Items quoted herein requiring international shipment or shipment to a foreign entity within the U.S. may be export controlled. Buyer agrees to incorporate this quote number into any order. Iron Bow is not the responsible party for exporting items and will not be the U.S. Principal Party in Interest in any order resulting from this quote.

* All returns of both commercial and customized products or product configuration are subject to the supplier and/or original equipment manufacturers Return Materials Authorization (RMA) policy.

* This quote is valid for 30 days from the date issued.

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