



VRN 120386-001
March 28, 2024

Prepared For: City of San Bernardino
290 North D Street
San Bernardino, CA 92401

Project Description: RFP F-24-05 Crime Camera System
Version 1

Prepared By: Scott Shiffer
Sr. Account Executive
909-552-5300
sshiffer@vectorusa.com

Executive Summary

In response to the City's call for a modernized camera system aimed at bolstering public safety, VectorUSA proposes a comprehensive solution centered around Motorola's Avigilon Surveillance and Security ecosystem. This innovative system addresses the City's specific needs, particularly emphasizing live viewing capabilities at critical intersections and centralized recording at the Police Department building located at 710 N. D Street in San Bernardino.

At the core of the solution lies the Avigilon Unity Video Management System (VMS) platform, which offers a state-of-the-art interface for real-time monitoring and management of video feeds. This platform integrates seamlessly with advanced multi-imager 4K cameras deployed throughout the Downtown area, providing unparalleled coverage and detail to capture high-resolution video in multiple directions simultaneously.

Key features of the Avigilon Unity VMS platform include high-definition video playback, intelligent video analytics, and seamless integration with third-party systems. Leveraging advanced video analytics capabilities such as object detection, facial recognition, and license plate recognition, the real-time crime or monitoring station can proactively identify and respond to potential security threats.

VectorUSA ensures seamless network connectivity through state-of-the-art Siklu TerraGraph technology, providing a robust, expandable mesh multi-point wireless backbone with gigabit connectivity and 360-degree coverage. This network infrastructure, combined with Tycon Systems outdoor UPS systems for power supply, guarantees uninterrupted operation for up to 20 hours, even in the event of power outages.

To enhance system resilience, VectorUSA implements a redundant approach by equipping each sensor with an SD card for recording failover in case of connection failure. This redundancy ensures continuous operation and data integrity, maintaining accurate monitoring and recording, particularly at the Police Department station.

Overall, VectorUSA's solution not only meets the City's immediate needs for enhanced public safety but also establishes a foundation for future growth and innovation in video surveillance technology. With a focus on reliability, scalability, and redundancy, this solution is poised to support the City's evolving surveillance requirements for years to come.

Optional Pricing:

On our pricing page, VectorUSA provided 2-line items for optional pricing.

Option 1 is for payment and performance bonds. While payment and performance (P&P) bonds were not requested as part of the RFP, based on our experience, they are typically provided for public works projects. Should it be determined that the city requires P&P bonds, we have included the cost as optional.

Option 2 has been provided as a single line-item cost to add one PTZ camera along with all required supporting infrastructure. While the city expressed an interest in multi sensor cameras at each location, there may be instances where the city's PD feels the use of a PTZ camera in conjunction with the multi sensor camera may provide the best overview of an area. This optional line item offers the city an idea of what the cost would be per instance, should the need arise.

Table of Contents

Executive Summary 2

Identification of Proposer..... 4

Staffing Resources 5

Fiscal Stability..... 7

Experience and Technical Competence 9

Proposed Method to Accomplish the Work12

Fee Proposal16

Insurance17

Litigation.....21

Other Information22

Certification of Proposal24

Appendices25

Identification of Proposer

- a. **Legal name and address of the company:** Vector Resources, Inc. dba VectorUSA, 8647 9th Street, Rancho Cucamonga, CA 91730
- b. **Legal form of company (partnership, corporation):** Corporation
- c. **If company is a wholly owned subsidiary of a “parent company,” identify the “parent company.”:** N/A
- d. Name, title, address and telephone number of the proposed representative to contact concerning the Proposal Submittal: Scott Shiffer, Sr. Account Executive, 8647 9th Street, Rancho Cucamonga, CA 91730, (909) 552-5300, sshiffer@vectorusa.com
- e. **California Business License Number:** 654046 (Contractor’s license), 913723 (City of San Bernardino Business license)

Staffing Resources

For this project team, Vector will provide a team of 12. Should we need to provide more personnel, VectorUSA employees have more than 350 people trained and certified to support the products and services we offer we can utilize. We have a complete security team of certified management, engineering, operational, and consulting resources with expertise in operations and technology.

Project Teams

The formation of our teams is a process tailored to each project's distinct parameters. We handpick professionals who have tangible experience in designing and implementing similar surveillance solutions.

Account Management: Our Operations and Project Managers serve as the primary liaisons between VectorUSA and our clients. They are responsible for understanding client needs, facilitating effective communication, and ensuring project objectives are met.

Support Staff: Comprising administrative professionals, IT specialists, and other support personnel, this group plays a crucial role in maintaining day-to-day operations and aiding across various functions. Support Staff titles include, Physical Security Forman, (2) Physical Security Technicians, Communications Forman, (2) Communications Technician, Physical Security Engineer, Network Engineer and (2) Electrical Journeyman.

Key Personnel

Security Solutions Architect (Design Phase Services Manager) – Ernest Hartoonians

Boasting over 20 years in the evolving security landscape, Ernest Hartoonians has witnessed and adapted to the transition from legacy analog systems to contemporary IP-based security solutions. His extensive knowledge extends to the intricacies of centralized surveillance data centers, coupled with an in-depth understanding of networking protocols and cybersecurity best practices. Ernest consistently delivers security frameworks that align with, and often exceed, project specifications, industry benchmarks, and regulatory standards.

Physical Security Operations Manager – Anthony Cervantes

With over 30 years of experience in managing complex surveillance and security projects he possess a proven track record of understanding security systems both in terms of management and system functionality expectations. Work alongside security consultants, architects, engineers, and project manager to review and approve surveillance system designs. His expertise extends to effectively managing changes in project scope or requirements, assessing their impact on budget, schedule, and resources.

Security Engineer – Carlos Ramirez

Carlos Ramirez's role is integral to the operational success of the surveillance system. An expert in video management software, he configures systems to maximize features like motion detection, facial recognition, and advanced analytics. His approach emphasizes both immediate security needs and future scalability. Beyond initial setups, Carlos conducts in-depth system tests to ensure functional coherence and reliability, while also developing and facilitating training modules for end-users to ensure optimal system utilization.

Resume

1. Ernest Hartoonians, Security Solutions Architect

Education: Electronics Engineering Associated Degree – Saveh Azad University (1999)

Training and Certifications:

- | | | |
|--|---|---|
| • Velocity 3.8 & Hirsch Hardware Class | • Ocularis 4 and 5 Certification Training | • BRS Labs – Tier 3 AISight Certified Administrator |
|--|---|---|

- Avigilon ACC 7 (Partner) Certified
- MCIE
- NetApp Basic Configuration and Administration Certification
- HPE Nimble Storage
- Siklu EtherHaul & MultiHaul Advanced Certification Training
- Agent Vi Installer
- CompTIA A plus
- CompTIA Network plus
- CAL/OSHA (10) and COMTRAIN Certified

VectorUSA Start Date: September 9, 2013

Current Responsibilities:

- Assist on defining client surveillance and access control objectives, selecting devices, products, components, network and storage products.
- Responsible for all assigned CCTV and Access Control project aspects in terms of design, installation, configuration, troubleshooting, and end-user training
- Prepares plan of execution of the construction project, progress reports, and staffing requirements.
- Balances resources throughout the course of a project

2. Antonio Cervantes, Operations Manager, Physical Security

Training and Certifications: 1995-1997 El Camino College Business Management

- Verkada Certified Engineer
- Transportation Worker Identification Credential
- NBFAA Level I, II, and III Certified Instructor
- Member of NFPA (National Fire Protection Association)
- Member of NBFAA (National Burglar Fire Alarm Association)
- California Alarm Qualified Manager
- Texas Alarm Qualified Manager

Vector Resources Start Date: October 10, 2022

Current Responsibilities: Schedules, coordinates, monitors and manages the installation of physical security services and projects for all accounts. Communicates and clarifies proposals and any changes to scope of work from sales and client representatives to VectorUSA Project Managers, Engineers, Foreman's and Technicians. Ensures projects are completed based on the project's scope of work, within planned timelines, and under budget.

2. Carlos Ramirez, Security Engineer

Education: University of San Buenaventura, Cali, Colombia, Bachelor of Science (BS) Electronics Engineering

Training and Certifications:

- Avigilon ACC 7
- iPhone Training
- Milestone Certified Design Engineer (MCDE)
- Ocularis 5

VectorUSA Start Date: March 14, 2016

Current Responsibilities: Assist on defining the surveillance objectives, selecting devices, products, components, network and storage products. Responsible for all assigned CCTV project aspects in terms of design, installation, configuration, troubleshooting, and end-user training for large-scale projects related to electronic security systems and integration. Provide support to the sales and project management teams to identify the requirements and/or needs of our customers in order to resolve them.

Fiscal Stability

D-U-N-S: 19-536-8774

D&B Finance Analytics

Printed By: David Castillo

Date Printed: 03/20/2024

LIVE REPORT

VECTOR RESOURCES, INC.

Tradestyle(s): VECTORUSA 1

ACTIVE **HEADQUARTERS**

D-U-N-S Number: 19-536-8774
Phone: +1 310 436 1000

Address: 20917 Higgins Ct, Torrance, CA, 90501, United States Of America

Web: www.vectorusa.com

Endorsement: dcastillo@vectorusa.com

Exclude from Portfolio Insight: No

Folders: All Companies

Summary

Currency: USD

KEY DATA ELEMENTS (Formerly: SCORE BAR)

KDE Name		Current Status	Details
Delinquency Score Class	↓	3	Moderate Risk of severe payment delinquency
Delinquency Score Raw	↓	501	Moderate Risk of severe payment delinquency.
PAYDEX®	↓	67	18 Days Beyond Terms
Delinquency Score	↓	52	Moderate Risk of severe payment delinquency.
Failure Score	↓	31	Moderate to High Risk of severe financial stress.
D&B Viability Rating		6 8 B G	View More Details
Bankruptcy Found		N	
D&B Rating		1R3	10 employees and over, Moderate Risk

D&B RATING ⓘ

Employee Size

1R : 10 employees and over

Current Rating as of 01/23/2019

Risk Indicator

3 : Moderate Risk

Bank Letter



28470 Avenue Stanford, Suite 110
Santa Clarita, CA 91355
661.295.2840
cbbank.com

March 27, 2024

Cal Naulls
SVP/Center Manager
Citizens Business Bank
28470 Avenue Stanford, Ste. 110
Santa Clarita, Ca. 91355

Re: Vector Resources, Inc.

To Whom It May Concern:

Vector Resources, Inc. has been a valued client of Citizens Business Bank for twenty-eight years and has managed all its obligations in a most satisfactory manner and with the highest level of integrity.

Vector Resources has with Citizens Business Bank Various Business Analysis Checking Accounts with combined balances in the low seven figure range. Also, Citizens Business Bank provides Vector Resources with a Commercial Revolving Line of Credit with availability in the Mid 7 figure range with zero balance outstanding.

If you have any questions, please feel free to contact me.

Sincerely,

A handwritten signature in dark ink, appearing to read 'Cal Naulls', is written over a light blue horizontal line.

Cal Naulls
SVP/Center Manager
Citizens Business Bank
(661) 295-2850 Office
cwnaulls@cbbank.com

VectorUSA's 2023 audited financial statement is pending completion. Please find our mid-year statement below.



INDEPENDENT ACCOUNTANT'S REVIEW REPORT

To Management
Vector Resources, Inc.
Torrance, California

We have reviewed the accompanying financial statements of Vector Resources, Inc. which comprises the balance sheet as of June 30, 2023, and the related statements of income and retained earnings and cash flows for the six months then ended, and the related notes to the financial statements. A review includes primarily applying analytical procedures to management's financial data and making inquiries of company management. A review is substantially less in scope than an audit, the objective of which is the expression of an opinion regarding the financial statements as a whole. Accordingly, we do not express such an opinion.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement whether due to fraud or error.

Accountant's Responsibility

Our responsibility is to conduct the review engagement in accordance with Statements on Standards for Accounting and Review Services promulgated by the Accounting and Review Services Committee of the AICPA. Those standards require us to perform procedures to obtain limited assurance as a basis for reporting whether we are aware of any material modifications that should be made to the financial statements for them to be in accordance with accounting principles generally accepted in the United States of America. We believe that the results of our review provide a reasonable basis for our conclusion.

We are required to be independent of Vector Resources, Inc. and to meet our other ethical responsibilities, in accordance with the relevant ethical requirements related to our review.

Accountant's Conclusion

Based on our review, we are not aware of any material modifications that should be made to the accompanying financial statements in order for them to be in accordance with accounting principles generally accepted in the United States of America.

Whitehorse & Company, CPA

Burbank, California
September 13, 2023

Phone (818) 954-8864 Fax (818) 954-8540
3210 W Burbank Boulevard, Suite D, Burbank, California 91505

ASSETS

Current assets:		
Cash (note 1)	\$ 6,579,673	
Investments	75,000	
Accounts receivable (notes 1 and 2)	15,147,864	
Contract assets (notes 1 and 2)	19,797,026	
Prepaid insurance	50,000	
Advance to employees	25,000	
Covid sick pay receivable	<u>182,304</u>	
Total current assets		\$ 41,856,867
Fixed assets: (note 1)		
Software	1,462,762	
Furniture	158,241	
Machinery and equipment	384,378	
Transportation equipment	690,800	
Leasehold improvements	<u>1,553,094</u>	
	4,249,275	
Less accumulated depreciation	<u>(2,804,872)</u>	
Net fixed assets		1,444,403
Other assets:		
Deposit	7,591	
Loan receivable-shareholders (note 6)	<u>7,190,135</u>	
Total other assets		<u>7,197,726</u>
TOTAL ASSETS		<u>\$ 50,498,996</u>

LIABILITIES AND STOCKHOLDER'S EQUITY

Current liabilities:		
Accounts payable (note 2)	\$ 16,942,718	
Accrued expenses	1,007,779	
Contract liabilities (notes 1 and 2)	1,642,775	
Accrued income taxes (note 4)	<u>800</u>	
Total current liabilities	19,594,072	
Long-term liabilities:		
Deferred income taxes (notes 1 and 4)	<u>5,006,810</u>	
Total long-term liabilities	<u>5,006,810</u>	
TOTAL LIABILITIES		\$ 24,600,882
Stockholder's equity:		
Common stock, 1,000,000 shares authorized, 1,000 shares issued and outstanding at \$10 per share	10,000	
Retained earnings	<u>25,888,114</u>	
TOTAL STOCKHOLDER'S EQUITY		<u>25,898,114</u>
TOTAL LIABILITIES AND STOCKHOLDER'S EQUITY		<u>\$ 50,498,996</u>

STATEMENTS OF INCOME AND RETAINED EARNINGS
FOR THE SIX MONTHS ENDED JUNE 30, 2023

Sales	\$ 56,234,075	100.00%
Cost of sales	<u>43,591,852</u>	<u>77.52</u>
Gross profit	12,642,223	22.48
General and administrative expenses (schedule 1)	<u>10,467,463</u>	<u>18.61</u>
Income (loss) from operations	2,174,760	3.87
Other income and (expenses) (schedule 2)	<u>13,828</u>	<u>0.02</u>
Income (loss) before income taxes	2,188,588	3.89
Provision for income taxes (notes 1 and 4)	<u>470,306</u>	<u>0.84</u>
Net income (loss)	1,718,282	<u>3.05%</u>
Retained earnings, January 1, 2023	<u>24,169,832</u>	
Retained earnings, June 30, 2023	<u>\$ 25,888,114</u>	

Experience and Technical Competence

VectorUSA has over 35 years of experience in designing, building, and maintaining state-of-the-art video, data, and voice networks. Our journey has led us to develop specialized technological solutions that have transformed state and local governments, bringing modern digital tools to cities and counties, and ensuring seamless connectivity. Notably, our expertise extends to comprehensive surveillance projects that integrate advanced video monitoring systems, fortifying large campuses, and safeguarding critical zones.

VectorUSA is a renowned provider of surveillance and access control solutions. With a track record of excellence spanning 35 years, we have consistently demonstrated our commitment to delivering high-quality solutions tailored to meet our clients' specific needs.

- **End-to-End Solutions:** VectorUSA offers a holistic approach to security, covering everything from IT infrastructure and cyber security to audio-visual systems and physical security. This comprehensive expertise enables us to design and implement solutions that seamlessly integrate with existing infrastructure while meeting evolving security demands.
- **Proven Track Record:** With a history of successfully executing numerous security projects settings, we have an intimate understanding of the unique needs and challenges specific to these environments. This knowledge allows us to design solutions that are not only technologically advanced but also practically effective.
- **Multidisciplinary Team:** Our team comprises experts across various domains, including network infrastructure, cyber security, AV systems, and physical security. This multidisciplinary approach ensures that our solutions are well-rounded, addressing every facet of security comprehensively.
- **Client-Centric Approach:** We prioritize our clients' needs and engage in extensive consultations to understand their pain points and specific requirements. This client-centric approach enables us to tailor our solutions to each institution's unique security landscape.

VectorUSA brings a wealth of enterprise experience to this project, with a proven track record of implementing VMS (Video Management System) applications in mission-critical environments. Our expertise extends beyond traditional security and surveillance applications, encompassing specialized deployments in industrial settings, such as ports and container terminals, where camera systems play a vital role in operations.

In addition to our extensive expertise, VectorUSA has successfully executed numerous projects like the Crime Camera System Project. These experiences have equipped us with invaluable insights and honed our ability to navigate complexities inherent to projects of this nature. We are confident that our proven track record and dedication to excellence make us a strong contender for this endeavor.

Staff Past Experience

City of Long Beach – 2nd Street Fiber and Camera Installation
Project: 49 cameras – 9 intersections

City of Port Hueneme – Citywide Surveillance Upgrade
Project: 56 Cameras and Siklu Wireless backhaul – Citywide

San Bernardino City Unified School District – District Wide Surveillance
Project: 70 sites (with local server per school) and 1800 cameras.

Moreno Valley School District – Surveillance
Project: XProtect 2019 R1 - 32 Schools 800 cameras.

Hesperia Unified School District – Surveillance
Project: 823 cameras - 28 Sites (Server per site).

1. Role of the Firm: Prime Contractor
Dollar value of the services: \$502,642.26
Dollar value of the fee: N/A
Description of services: installation and configuration of camera system including fiber pathway, and PtP wireless for 9 intersection traffic lights.
Staffing: PM, Communication Superintendent, Communications Technicians, Physical Security Technicians, Physical Security Engineer, and Electrical Journeyman.
Duration of providing services: May 23, 2023 – October 4, 2023
Relationship to client: Professional
Contact name, position, entity name, telephone number, fax number, and email address: Muhammad Ansab Khan, Communications Specialist 1-VI, City of Long Beach, (562) 570-4815, Muhammad.khan@longbeach.gov

2. Role of the Firm: Prime Contractor
Dollar value of the services: \$226,804.41
Dollar value of the fee: N/A
Description of services: VectorUSA has or will provide and install a new Avigilon surveillance system upgrade that includes new cameras at the City Hall/Civic Center/Police Department Building. The Beach Cameras included Siklu wireless backhaul to bring connectivity to the beach.
Staffing: PM, Communication Superintendent, Communications Technicians, Physical Security Technicians, Physical Security Engineer, and Electrical Journeyman.
Duration of providing services: January 26, 2023 - Present
Relationship to client: Professional
Contact name, position, entity name, telephone number, fax number, and email address: Scott Matalon, Emergency Preparedness and Communications (PIO) Manager, City of Port Hueneme, pio@ci.port-hueneme.ca.us

3. Role of the Firm: Prime Contractor
Dollar value of the services: \$225,975.76
Dollar value of the fee: N/A
Description of services: Provided and installed new surveillance cameras at the Parkview Professional Building, City Hall Perimeter, and corporate yard, adding all new cameras to the existing Qognify VMS system.
Staffing: PM, Communication Superintendent, Communications Technicians, Physical Security Technicians, and Physical Security Engineer
Duration of providing services: October 10, 2022 - Present
Relationship to client: Professional
Contact name, position, entity name, telephone number, fax number, and email address: Clayton Von Helf, Information Systems Manager, City of Palm Desert, (760) 776-6485, kswartz@cityofpalmdesert.org

4. Role of the Firm: Prime Contractor
Dollar value of the services: \$2,830,752.40
Dollar value of the fee: N/A
Description of services: VectorUSA is installing and configuring (864) Verkada cameras, with 5-year camera licenses, throughout the Hemet Unified School District. A majority of the camera locations will utilize existing cable infrastructure to connect to the network. (201) locations have been identified as requiring new cabling infrastructure and will have a new network cable installed to support the new cameras.
Staffing: PM, Communication Superintendent, Communications Technicians, Physical Security Technicians, and Physical Security Engineer
Duration of providing services: November 4, 2022 - Present
Relationship to client: Professional
Contact name, position, entity name, telephone number, fax number, and email address: Lyle Radford, Director of Security, Hemet USD, (951) 765-5100 x1110, lradford@hemetUSD.org

5. Role of the Firm: Prime Contractor

Dollar value of the services:

Dollar value of the fee: N/A

Description of services: VectorUSA provided and installed a total of twenty-one (21) new cameras including new Category 6 copper cables to connect to the moved cameras.

Staffing: PM, Communication Superintendent, Communications Technicians, Physical Security Technicians, and Physical Security Engineer

Duration of providing services: June 12, 2023 - July 28, 2023

Relationship to client: Professional

Contact name, position, entity name, telephone number, fax number, and email address: Dave Bertelsen, Director of Technology, Victor Valley Union High School District, (760) 955-3200 x10262.

dbertelsen@vvuhd.org

Local Experience and Knowledge of City

With one of our offices based in Rancho Cucamonga, CA, VectorUSA has a vested interest in San Bernardino County and several of our employees, live locally. VectorUSA has a strong resume that demonstrates our broad experience supporting local clients in projects ranging in scale from small remote-office installation and support to multi-location, multi-year implementation projects. Some of our local clients include, but are not limited to, San Bernardino City Unified School District, Loma Linda University Medical Center, Colton Joint Unified School District, City of Fontana, Yucaipa Calimesa Joint Unified School District, and Rim of the World Unified School District.

VectorUSA has experience with the City of San Bernardino as we have worked with the city since 2017. VectorUSA has worked with the Cities Police Department providing AV and Access Control installations and support. VectorUSA has also provided Next Generation Firewall material and support contracts for the City. Most recent, we have been contracted with the City's Water Department to Upgrade their Video Management System.

Proposed Method to Accomplish the Work

Design Methodology

Utilizing multi-imager 4K IP cameras, the design emphasizes detailed surveillance and flexibility in monitoring. Advanced Avigilon technology integrates smart analytics and cloud services, enhancing operational efficiency and situational awareness. Siklu wireless backhaul ensures secure and reliable transmission of video traffic, with scalability for future expansion. The design prioritizes comprehensive coverage, technology integration, forensic investigation capabilities, and simplified management.

Avigilon Unity Video 8 Solution Description

Avigilon Unity Video 8 offers advanced AI-powered video management with cloud integration, enhancing situational awareness and rapid response capabilities. Features include facial recognition, appearance search, license plate recognition, and decision management modules. The solution optimizes bandwidth, offers seamless cloud access, and provides comprehensive security and management functionalities.

Siklu Terragraph Solution Description

Siklu Terragraph Solution provides high-speed wireless connectivity with Gigabit-speed access services. Featuring self-healing capabilities and advanced SDN mesh routing, it ensures reliability and scalability. The solution offers VLAN segregation, QoS implementation, and AI-powered traffic control for efficient performance. With lower TCO and faster ROI, it presents a cost-effective and reliable wireless backhaul solution.

Statement of Work (12-Week Timeline)

VectorUSA will undertake the following tasks to implement the surveillance system for the City of San Bernardino:

1. **Initial Site Assessment and Planning (Week 1-2):**
 - Conduct a comprehensive survey of the downtown area to determine optimal camera placement and network infrastructure requirements.
 - Collaborate with city officials to finalize camera locations, ensuring coverage of critical intersections and high-traffic areas.
 - Identify and specify the required equipment including Avigilon cameras, servers, switches, and Siklu wireless components.
2. **System Design and Procurement (Week 3-5):**
 - Develop a detailed system design plan based on site assessment and city requirements.
 - Procure necessary equipment including:
 - Avigilon multi-imager 4K IP cameras for comprehensive surveillance coverage.
 - Avigilon Unity Video Management System (VMS) for real-time monitoring and management of video feeds.
 - Siklu TerraGraph technology for robust wireless connectivity and transmission of video traffic.
 - Tycon Systems Outdoor UPS PRO for uninterrupted power supply to outdoor equipment.
3. **Installation and Configuration (Week 6-10):**
 - Install cameras, servers, switches, and wireless infrastructure according to the approved design plan.
 - Configure Avigilon VMS, Unity Video 8, and Siklu Terragraph for optimal performance and seamless integration.
 - Ensure proper alignment and connectivity of all components to facilitate effective surveillance operations.

4. Testing and Quality Assurance (Week 11):

- Conduct rigorous testing of the entire surveillance system to verify functionality and performance.
- Test camera angles, video playback, analytics features, and wireless connectivity to ensure reliability and accuracy.
- Address any issues or discrepancies identified during testing to ensure system reliability and accuracy.

5. Training and Documentation (Week 12):

- Provide comprehensive training sessions for system administrators and operators on the use and maintenance of the surveillance system.
- Offer both on-site and remote training sessions to accommodate diverse learning preferences and schedules.
- Generate detailed documentation including system configurations, network diagrams, operating procedures, and maintenance guidelines.

6. Finalization and Handover (Week 12):

- Conduct a final inspection to ensure all systems are operational and meet agreed-upon specifications.
- Complete final documentation and system handover to the city, providing ongoing support and assistance as needed.

(VectorUSA will provide all necessary equipment and labor to complete the above tasks in accordance with the agreed scope of work.)

3-Year Preventative Maintenance

VectorUSA will provide a Tier 2 (3)-year preventative maintenance services agreement for the City of San Bernardino's Surveillance equipment included in the above scope of work.

San Bernardino Crime Camera RFP	0%	108 days	Thu 3/28/24	Wed 8/28/24
RFP Due	0%	1 day	Thu 3/28/24	Thu 3/28/24
Vendor Selection	0%	1 day	Thu 4/18/24	Thu 4/18/24
City Council Approval	0%	1 day	Thu 4/25/24	Thu 4/25/24
PO Issue	0%	1 day	Fri 5/10/24	Fri 5/10/24
Kickoff Meeting/Schedule Review	0%	1 day	Mon 5/20/24	Mon 5/20/24
Material Order	0%	1 day	Tue 5/21/24	Tue 5/21/24
Material Procurement	0%	30 days	Wed 5/22/24	Wed 7/3/24
Implementation	0%	60 days	Wed 6/5/24	Wed 8/28/24
Migration Plan Documentation	0%	1 day	Wed 6/5/24	Wed 6/5/24
Migration Plan Review	0%	2 days	Thu 6/6/24	Fri 6/7/24
Network Material Configuration	0%	2 days	Fri 7/5/24	Mon 7/8/24
Server Installation	0%	1 day	Tue 7/9/24	Tue 7/9/24
Switch Installation	0%	1 day	Tue 7/9/24	Tue 7/9/24
Pathway Installation	0%	8 days	Mon 6/10/24	Wed 6/19/24
Electrical Installation	0%	22 days	Thu 6/13/24	Mon 7/15/24
Cabling Installation	0%	8 days	Tue 7/16/24	Thu 7/25/24
Demo Existing Cabling	0%	6 days	Fri 7/26/24	Fri 8/2/24
Cable Test & Acceptance	0%	5 days	Mon 8/5/24	Fri 8/9/24
Point to Point Installation	0%	18 days	Mon 8/5/24	Wed 8/28/24
Pole Installation	0%	4 days	Mon 8/5/24	Thu 8/8/24
Mount Installation	0%	3 days	Mon 8/5/24	Wed 8/7/24
Camera Installation	0%	15 days	Mon 8/5/24	Fri 8/23/24
Camera Migration	0%	15 days	Mon 8/5/24	Fri 8/23/24
Camera Adjustments- If Necessary	0%	2 days	Mon 8/26/24	Tue 8/27/24
Server Updates- If Necessary	0%	1 day	Mon 8/26/24	Mon 8/26/24
Demo Existing Hardware	0%	2 days	Mon 8/26/24	Tue 8/27/24
Training	0%	1 day	Wed 8/28/24	Wed 8/28/24
Final Documentation	0%	20 days	Thu 8/29/24	Thu 9/26/24
Final Invoice	0%	30 days	Fri 9/27/24	Thu 11/7/24

Fee Proposal

VENDOR QUOTE FORM

VENDOR NAME: Vector Resources, Inc. dba VectorUSA
ADDRESS: 8647 9th Street, Rancho Cucamonga, CA 91730
PHONE: (909) 552-5300

The undersigned, hereby declare that they have carefully examined the location of the proposed work, familiarized themselves with the local conditions affecting the cost of the work, and have read and examined the terms and conditions for the following Project:

CRIME CAMERA SYSTEM

The undersigned, hereby propose to furnish all labor, materials, equipment, tools, transportation, and services, and to discharge all duties and obligations necessary and required to perform and complete the Project in strict accordance with the Vendor Price Quote for the ELECTRONICALLY SUBMITTED TOTAL VENDOR QUOTE PRICE.

Item No.	Description	Total Amount
1	Material Cost	\$ 674,635.23
2	Prevailing Wage Labor Cost	\$ 513,128.13
3	3 Year Maintenance Contract Total	\$ 69,372.57
4	Optional Cost - Payment and Performance Bonds	\$ 8,855.00
5	Optional Cost - For 1 PTZ Camera with Required Infrastructure	\$ 6,420.05
6	Tax	\$ 54,581.59
	TOTAL VENDOR QUOTE	\$1,326,992.57

I hereby declare under penalty of perjury that the foregoing is true and correct.

Submitted By: 
 (Authorized Representative Signature)

Print Name: Robert Messinger

Title: Executive Vice President

Contractor's License Number and Classification: 654046

DIR Registration Number (if applicable): 100000289

Material Description	Units	Unit Price	Material	Labor	Total
CAMERAS					
4X8MP, WDR, 360 degree max field of view, Lightcatcher, 3.3	46	2,026.24	93,207.04	31,740.00	124,947.04
Camera View Set	184	0	0.00	5,290.00	5,290.00
Sub-Total			93,207.04	37,030.00	130,237.04
MOUNTS & ACCESSORIES					
Outdoor Pendant Mount Adapter	46	127.53	5,866.38	1,322.50	7,188.88
Dome bubble and cover, for outdoor surface mount or	46	127.53	5,866.38	1,322.50	7,188.88
Pendant Wall Arm Adapter, for use with H5AMH-AD-	46	77.64	3,571.44	2,645.00	6,216.44
Aluminum Pole Mounting Bracket	46	73.6	3,385.60	5,290.00	8,675.60
IR Illuminator Ring for H4 Multisensor	50	249.21	12,460.50	1,437.50	13,898.00
Sub-Total			31,150.30	12,017.50	43,167.80
VMS SERVERS AND STORAGE					
NVR5 PRM 432TB 2U Rack Mnt; WS19 NA	2	103,657.48	207,314.96	230.00	207,544.96
Fiber Jumpers	4	37.5	150.00	38.33	188.33
Server Configuration	2	0	0.00	3,120.00	3,120.00
Sub-Total			207,464.96	3,388.33	210,853.29
AVIGILON VMS LICENSING					
Unity Enterprise Camera Channel	46	202.56	9,317.76	2,990.00	12,307.76
Sub-Total			9,317.76	2,990.00	12,307.76
DEMO EXISTING SYSTEM					
Remove Existing Cabling	46	0	0.00	5,290.00	5,290.00
Remove Existing Hardware	46	0	0.00	10,580.00	10,580.00
Sub-Total			0.00	15,870.00	15,870.00
SIKLU WIRELESS PTMP SOLUTION					
MultiHaul™ TG Enhanced Node, 360°, 3800Mbps, 1 RJ-45 10GE &	13	2,084.88	27,103.44	8,970.00	36,073.44
MultiHaul TG TU, 90°, 1000Mbps, 2 RJ-45 & 1 SFP+,	21	722.7	15,176.70	9,660.00	24,836.70
MULTIHAUL TG TU, 90, 1000MBPS, 1 RJ45, IP67, WHITE	33	704.45	23,246.85	15,180.00	38,426.85
0.5FT V-BAND ANTENNA(FCC/ETSI)	23	192.72	4,432.56	5,290.00	9,722.56
1 FT. V-BAND ANTENNA (FCC/ETSI)	10	232.87	2,328.70	2,300.00	4,628.70
Siklu Mounting Kit	23	112.42	2,585.66	2,645.00	5,230.66
EtherHaul Mounting Kit for 1 ft Antenna	10	116.8	1,168.00	1,150.00	2,318.00
PoE Injector 90W, 10Gbps (100-240 AC source, US AC cable)	67	108.04	7,238.68	1,926.25	9,164.93
10 GbE Ethernet/PoE Surge Protector (indoor) 802.3ab/bz/an	67	91.25	6,113.75	1,926.25	8,040.00
SFP+ 10Gbps SMF, 1310nm, LC connector	5	256.96	1,284.80	287.50	1,572.30
SikluCare "Elite" support plan - 3-year plan	13	473.77	6,159.01	0.00	6,159.01
SikluCare "Elite" support plan - 3-year plan	54	181.04	9,776.16	0.00	9,776.16
Siklu Setup and Configuration	46	0	0.00	8,740.00	8,740.00
Sub-Total			106,614.31	58,075.00	164,689.31
UPS UNIT AND ELECTRICAL WORK					
UPSPRO 12/24V 400Ah Battery Backup System	46	2,869.95	132,017.70	24,840.00	156,857.70
TPDIN3 Remote Monitor/Ctrl, Web Voltmeter	46	223.08	10,261.68	1,552.50	11,814.18
Deep Unistrut Slotted 1 x 5/8	230	5.12	1,177.60	2,587.50	3,765.10
3/4 IN x .030 x 100 FT Stainless Steel Strapping	5	137.5	687.50	675.00	1,362.50
Electrical Work	46	187.5	8,625.00	74,520.00	83,145.00
Sub-Total			152,769.48	104,175.00	256,944.48
SWITCHING					
Managed Hardened 4+2+2-Port, L2+, 90W PoE, 1G	13	562.5	7,312.50	1,495.00	8,807.50
Sub-Total			7,312.50	1,495.00	8,807.50
CAT6A COPPER CONNECTIVITY					
Cat6A Unshielded Plenum Cable - White	2,000	0.8	1,600.00	1,648.33	3,248.33
Cat6A OSP Shielded Cable, OR-USA	3,000	1.01	3,030.00	6,325.00	9,355.00
CAT6A UltraMAX Hybrid Insert White	92	8	736.00	1,410.67	2,146.67
Copper, RJ45, Z-Plug, Shielded, 6A, No Latch with Boot,	92	12.73	1,171.16	3,526.67	4,697.83
2 Port Z-Max Surface Mount Box - White	46	4.9	225.40	1,983.75	2,209.15
3FT CAT6A Patch Cord, White	92	11.15	1,025.80	1,763.33	2,789.13
Cable Testing and Labeling	92	0	0.00	1,410.67	1,410.67
Sub-Total			7,788.36	18,068.42	25,856.78

Material Description	Units	Unit Price	Material	Labor	Total
PATHWAY					
Cable Support Hardware	200	8.75	1,750.00	3,066.67	4,816.67
1" EMT Conduit Kit	700	6	4,200.00	21,120.75	25,320.75
4" EMT Conduit Kit	40	14.38	575.20	1,711.80	2,287.00
Sub-Total			6,525.20	25,899.22	32,424.42
LIQUID TIGHT CONDUIT					
3/4" Liquid Tight Flex	500	2.32	1,160.00	8,437.50	9,597.50
3/4" Liquid Tight Flex Connector	184	5.69	1,046.96	8,280.00	9,326.96
Two Gang Bell Box w/ 3/4" knockout	92	28.09	2,584.28	12,420.00	15,004.28
2 Gang Bell Box Blank Cover	92	4.94	454.48	2,070.00	2,524.48
3/4" KO Seals for Bell Boxes	92	2.11	194.12	1,035.00	1,229.12
Sub-Total			5,439.84	32,242.50	37,682.34
SIGNAGE					
PD Signage	46	62.5	2,875.00	1,763.33	4,638.33
Sub-Total			2,875.00	1,763.33	4,638.33
PROFESSIONAL SERVICES					
Switch Configuration	13	0	0.00	4,368.00	4,368.00
VMS Setup and Configuration	1	0	0.00	10,400.00	10,400.00
Sub-Total			0.00	14,768.00	14,768.00
VECTOR SERVICES					
Project Setup and Teardown	1	0	0.00	17,940.00	17,940.00
Lift Rental	1	30,251.73	30,251.73	9,200.00	39,451.73
Miscellaneous Materials & Labor	1	13,918.75	13,918.75	9,200.00	23,118.75
Receiving and Inventory	150	0	0.00	1,137.50	1,137.50
Training	1	0	0.00	2,080.00	2,080.00
Project Engineering	46	0	0.00	1,993.33	1,993.33
Initial Site Walk Discovery	46	0	0.00	11,960.00	11,960.00
Documentation	1	0	0.00	3,800.00	3,800.00
Mobilization	1	0	0.00	8,640.00	8,640.00
Project Superintendent	1	0	0.00	41,170.00	41,170.00
Project Management	1	0	0.00	78,225.00	78,225.00
Sub-Total			44,170.48	185,345.83	229,516.31
OPTIONAL PTZ ADDITION					
PTZ Camera					
8MP H5A IR PTZ Camera	1	3,391.36	3,391.36	690.00	4,081.36
Camera View Set	1	0	0.00	65.00	65.00
PTZ Mounts					
Wall Arm for H4 IRPTZ or H4 Multisensor	1	71.75	71.75	57.50	129.25
Pole Mounting Bracket	1	30.08	30.08	115.00	145.08
Cable gland nut kit, pack of 10	1	70.78	70.78	57.50	128.28
Licensing					
Unity Enterprise Camera Channel	1	30.08	30.08	65.00	95.08
Switching					
Managed Hardened 4+2+2-Port, L2+, 90W PoE, 1G	1	562.5	562.50	230.00	792.50
Switch Configuration	1	0	0.00	336.00	336.00
Cabling					
Misc Cables and Connectors	1	187.5	187.50	460.00	647.50
Sub-Total			4,344.05	2,076.00	6,420.05

PREVENTATIVE MAINTENANCE YEAR 1

Camera Maintenance	46	2.5	115.00	5,520.00	5,635.00
Lift Cameras	46	0	0.00	2,760.00	2,760.00
Site Mobilization	46	0	0.00	2,760.00	2,760.00
VMS/Server Maintenance	1	0	0.00	3,120.00	3,120.00
Lift Work	1	7,889.19	7,889.19	960.00	8,849.19
Sub-Total			8,004.19	15,120.00	23,124.19

PREVENTATIVE MAINTENANCE YEAR 2

Camera Maintenance	46	2.5	115.00	5,520.00	5,635.00
Lift Cameras	46	0	0.00	2,760.00	2,760.00
Site Mobilization	46	0	0.00	2,760.00	2,760.00
VMS/Server Maintenance	1	0	0.00	3,120.00	3,120.00
Lift Work	1	7,889.19	7,889.19	960.00	8,849.19
Sub-Total			8,004.19	15,120.00	23,124.19

PREVENTATIVE MAINTENANCE YEAR 3

Camera Maintenance	46	2.5	115.00	5,520.00	5,635.00
Lift Cameras	46	0	0.00	2,760.00	2,760.00
Site Mobilization	46	0	0.00	2,760.00	2,760.00
VMS/Server Maintenance	1	0	0.00	3,120.00	3,120.00
Lift Work	1	7,889.19	7,889.19	960.00	8,849.19
Sub-Total			8,004.19	15,120.00	23,124.19

OPTIONAL COSTS

Optional Bonds	1	8,855	8,855.00	0.00	8,855.00
Sub-Total			8,855.00	0.00	8,855.00
PROJECT SUB-TOTAL			711,846.85	560,564.13	1,272,410.98
SALES TAX					54,581.58
PROJECT TOTAL					1,326,992.57

Hourly Labor Rates

Project Manager - \$175.00
 Physical Security Technician - \$115.00
 Physical Security Engineer - \$130.00
 Network Engineer - \$168.00
 Wireless Engineer - \$190.00
 Electrical Journeyman - \$135.00
 Communications Technician - \$115.00

Insurance



VECTRES-01

SMITHKI

CERTIFICATE OF LIABILITY INSURANCE

 DATE (MM/DD/YYYY)
 11/3/2023

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER License # 0E67768 IOA Insurance Services 130 Vantis Suite 250 Aliso Viejo, CA 92656		CONTACT NAME: Cheryl Perkovich PHONE (AC, No, Ext): (949) 297-5534 52029 FAX (AC, No): (949) 297-5960 E-MAIL ADDRESS: Cheryl.Perkovich@ioausa.com	
		INSURER(S) AFFORDING COVERAGE	
		INSURER A: National Fire Insurance Co of Hartford	
		INSURER B: Continental Insurance Company	
		INSURER C:	
		INSURER D:	
		INSURER E:	
		INSURER F:	

COVERAGES **CERTIFICATE NUMBER:** **REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LYR	TYPE OF INSURANCE	ADDL INSR	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input checked="" type="checkbox"/> PROJECT <input checked="" type="checkbox"/> LOC OTHER:			7015429266	11/1/2023	11/1/2024	EACH OCCURRENCE \$ 1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 1,000,000 MED EXP (Any one person) \$ 15,000 PERSONAL & ADV INJURY \$ 1,000,000 GENERAL AGGREGATE \$ 2,000,000 PRODUCTS - COM/OP AGG \$ 2,000,000
B	<input checked="" type="checkbox"/> AUTOMOBILE LIABILITY <input checked="" type="checkbox"/> ANY AUTO <input type="checkbox"/> OWNED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> HIRED AUTOS ONLY <input type="checkbox"/> NON-OWNED AUTOS ONLY			7015429283	11/1/2023	11/1/2024	COMBINED SINGLE LIMIT (Ea accident) \$ 1,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$
B	<input checked="" type="checkbox"/> UMBRELLA LIAB <input checked="" type="checkbox"/> OCCUR <input type="checkbox"/> EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE DED <input checked="" type="checkbox"/> RETENTION \$ 10,000			7015429302	11/1/2023	11/1/2024	EACH OCCURRENCE \$ 25,000,000 AGGREGATE \$ 25,000,000
B	<input checked="" type="checkbox"/> WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/EMPLOYEE EXCLUDED? (Mandatory in NH) <input type="checkbox"/> Y/N If yes, describe under DESCRIPTION OF OPERATIONS below		N/A	7015429316	11/1/2023	11/1/2024	<input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTH-ER E.L. EACH ACCIDENT \$ 1,000,000 E.L. DISEASE - EA EMPLOYEE \$ 1,000,000 E.L. DISEASE - POLICY LIMIT \$ 1,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)
 Professional Liability Per Claim Limit: \$5,000,000, Deductible: \$50,000. Policy #652382129, Columbia Casualty Company, 11/01/2023-11/01/2024.

Pollution Liability Aggregate Limit: \$10,000,000, Deductible: \$10,000. Policy #PPK2482791, Tokio Marine Specialty Insurance Company, 11/21/2022 - 11/21/2024.

Crime Liability Limit: \$1,000,000, Deductible: \$10,000. Policy #652382020, Continental Casualty Company, 11/01/2023-11/01/2024.

Proof of Coverage.

CERTIFICATE HOLDER
CANCELLATION

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE

(For Proof Purposes Only)

ACORD 25 (2016/03)

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Litigation

1. VectorUSA performed work at several Better Nutritionals sites from 2019-2022. Despite numerous demands, Better Nutritionals has failed to pay VectorUSA \$393,760.40. VectorUSA filed a lawsuit against Better Nutritionals on July 6, 2022. Better Nutritionals has not denied that amount due and owing to VectorUSA. Better Nutritionals claims it will pay the amount due and owing when funding has been received. Better Nutritionals and VectorUSA settled the lawsuit in 2023 and shortly thereafter Better Nutr Nutritionals filed for Bankruptcy. The Bankruptcy action is still on going.
2. On May 28, 2019, an ex-employee filed a PAGA lawsuit against VectorUSA claiming misclassification and wage and hour issues. The parties attended mediation in July of 2021 and settled the case at that time. Vector agreed to pay \$675,000 to the aggrieved employees and for attorney's fees.
3. On April 7, 2021, Pre-Banc filed a lawsuit against VectorUSA for breach of contract, goods sold and delivered, breach of statutory duty to pay, accounted stated, declaratory relief and Accounting. Pre-Banc lent money to a vendor of Vector USA's, John Rudy. Pre Banc claims that a UCC financing statement was sent to VectorUSA which directed it to send account payable to John Rudy, to Pre Banc. However, VectorUSA never received such notice and there is a valid dispute as to who VectorUSA should Pay. VectorUSA will pay the balance owed based on the Courts direction.
4. On January 8, 2020, an ex-employee filed a lawsuit against VectorUSA which was then sent to arbitration. Plaintiff claimed that VectorUSA discriminated against him and claimed damages from said discrimination. VectorUSA settled the case at mediation for \$25,000 which was paid to Plaintiff and his attorneys.

Other Information

VectorUSA has a proven track record of staffing tasks efficiently and completing projects on time and within allocated budgets. Below are several examples that demonstrate our ability to manage staffing resources effectively while delivering successful project outcomes:

1. Network Infrastructure Upgrade for Local Educational Institution:

- Task: VectorUSA was tasked with upgrading the network infrastructure of a local educational institution to support increased bandwidth requirements and enhance connectivity across campus.
- Efficient Staffing: Our project management team meticulously planned the staffing requirements, ensuring that skilled technicians and engineers were allocated to each phase of the project based on their expertise.
- On-Time Completion: Despite the complexity of the project, VectorUSA completed the network upgrade within the specified timeframe, allowing the educational institution to start the new academic year with improved network performance.
- Budget Adherence: By optimizing resource utilization and carefully managing expenses, we were able to complete the project within the allocated budget, providing cost-effective solutions without compromising quality.

2. Cybersecurity Enhancement for Local Healthcare Facility:

- Task: VectorUSA was contracted to enhance the cybersecurity measures of a local healthcare facility to safeguard patient data and comply with industry regulations.
- Efficient Staffing: Our team conducted a thorough assessment of the facility's security needs and deployed cybersecurity experts with specialized knowledge in healthcare IT security protocols.
- On-Time Completion: Despite the stringent regulatory requirements and tight deadlines, VectorUSA completed the cybersecurity enhancements ahead of schedule, minimizing disruption to the healthcare facility's operations.
- Budget Adherence: Through strategic planning and resource allocation, we managed to implement robust cybersecurity solutions within the allocated budget, ensuring comprehensive protection against potential threats.

3. Unified Communications Deployment for Local Government Agency:

- Task: VectorUSA was engaged to deploy a unified communications system for a local government agency to streamline internal communication and improve collaboration among staff members.
- Efficient Staffing: Our project team assembled a multidisciplinary workforce comprising network engineers, VoIP specialists, and system integrators to handle various aspects of the deployment process.
- On-Time Completion: Despite the scale of the project and the need for extensive staff training, VectorUSA completed the unified communications deployment within the established timeframe, enabling the government agency to enhance efficiency and productivity.
- Budget Adherence: By carefully managing resources and leveraging cost-effective solutions, we delivered the unified communications system within the allocated budget, providing the government agency with a reliable communication platform without exceeding financial constraints.

VectorUSA is deeply committed to community involvement and actively participates in various initiatives aimed at supporting education, technology literacy, and community development. Our community involvement efforts encompass a range of activities designed to make a positive impact on the local community. Here are some examples:

- VectorUSA partners with local schools and educational institutions to support STEM (Science, Technology, Engineering, and Mathematics) education initiatives. We organize workshops, seminars, and hands-on activities to inspire students and cultivate their interest in STEM fields.
- Our employees volunteer as mentors and guest speakers, sharing their expertise and real-world

experiences to encourage students to pursue careers in technology-related fields.

- VectorUSA believes in providing access to technology resources for underserved communities. We donate computers, networking equipment, and other technology resources to schools, libraries, and community centers in need.
- Additionally, we offer equipment grants and sponsorships to support community organizations and non-profits in their efforts to leverage technology for social good. This includes providing funding for technology upgrades, software licenses, and IT infrastructure improvements.
- VectorUSA encourages and supports employee volunteerism through paid time off for community service activities. Our employees actively participate in local volunteer projects, such as environmental cleanups, food drives, and charity fundraisers.
- As part of our corporate social responsibility initiatives, we organize company-wide volunteer events and donation drives to support causes that align with our values and priorities.
- VectorUSA sponsors and supports local events, festivals, and cultural celebrations that contribute to the vibrancy and diversity of the community. Whether it's sponsoring a youth sports team, cultural festival, or community fair, we strive to be actively involved in the events that matter most to the community.

VectorUSA has no conflicts of interest in connection with providing the Services.

Certification of Proposal

The undersigned hereby submits its proposal and, by doing so, agrees to furnish services to the City in accordance with the Request for Proposal (RFP), and to be bound by the terms and conditions of the RFP.

Vector Resources, Inc. dba VectorUSA

A handwritten signature in blue ink, appearing to read "R. Messinger", is written over a horizontal line.

Robert Messinger, Executive Vice President

Appendices

Assumptions of Scope of Work

- VectorUSA assumes power at each location will be existing and is 240VAC switched power.
- VectorUSA assumes the city police department will provide traffic control for this project so work on the intersection poles can be completed in a bucket truck per the answers on the RFIs for this project.
- VectorUSA assumes the city owns and can authorize all work on the poles to be used for this project.
- VectorUSA assumes line of site will be available for the wireless design to each location required based off not having a full site walk prior to submitting the RFP response.
- VectorUSA assumes permits are not included in this project as they were not provided in the RFP documentation.
- VectorUSA assumes access to all areas required in the scope of work will be provided in a timely manner.
- VectorUSA assumes there are main switches to use inside the main City Hall buildings where the wireless backhaul will be fed to per the Specifications in the RFP document.
- VectorUSA assumes the city will provide the initial workstations to access the VMS solution on the network.
- VectorUSA assumes all cameras will require a lift to reach and clean during the maintenance contract.
- VectorUSA assumes the police department will provide traffic control each year for camera cleaning.
- VectorUSA assumes licensing will stay current and at the same version over the three years. If a new licensing upgrade is released and the city would like to implement it, the licensing will need to be purchased separately and is not included in this maintenance contract.

Exclusions of Scope of Work

- VectorUSA excludes work on the main security center configuration from this project.
- VectorUSA excludes full traffic control plans as the city police department will control the traffic during this project.
- VectorUSA excludes permits to complete the scope of work from this proposal.
- VectorUSA excludes the lights at the intersection due to possible distractions it might cause at the intersections.
- VectorUSA excludes coring from this proposal.
- VectorUSA excludes trenching from this proposal.
- VectorUSA excludes patching and painting from this proposal.
- VectorUSA excludes work on the main Security Center for this project that will be included in a separate project.
- VectorUSA excludes workstations and monitors from this proposal.

3-Year Preventative Maintenance

The described Preventative Maintenance and Services will be provided for the specified surveillance related components for the sites listed below (please note that no other areas or sites will be serviced beyond the list provided):

#	Intersection	#	Intersection
1	5th Street and Sierra H Street	24	3rd Street and H Street
2	5th Street and G Street	25	3rd Street and D Street
3	5th Street and F Street	26	3rd Street and Arrowhead Avenue
4	5th Street and E Street	27	3rd Street and Mountain View Avenue *
5	5th Street and D Street	28	3rd Street and Sierra Way
6	5th Street and Arrowhead Avenue	29	3rd Street and Allen Street *
7	5th Street and Mountain View Avenue	30	3rd Street and Waterman Avenue
8	5th Street and Sierra Way	31	2nd Street and G Street
9	5th Street and Sepulveda Avenue	32	2nd Street and F Street
10	5th Street and Belle Street	33	2nd Street and E Street
11	5th Street and Waterman Avenue	34	2nd Street and D Street

12	4th Street and H Street *	35	2nd Street and Arrowhead Avenue
13	4th Street and G Street	36	2nd Street and Mountain View Avenue *
14	4th Street and F Street	37	2nd Street and Sierra Way
15	4th Street and E Street	38	2nd Street and Waterman Avenue
16	4th Street and D Street	39	Rialto Avenue and G Street
17	4th Street and Arrowhead Avenue	40	Rialto Avenue and F Street
18	4th Street and Sierra Way	41	Rialto Avenue and E Street
19	4th Street and Waterman Avenue	42	Rialto Avenue and D Street
20	Court Street and E Street	43	Rialto Avenue and Arrowhead Avenue
21	Court Street Square (City Hall Open Air Parking Lot) *	44	Rialto Avenue and Sierra Way
22	Court Street and D Street	45	Rialto Avenue and Allen Street *
23	Court Street and Arrowhead Avenue	46	Rialto Avenue and Waterman Avenue

VectorUSA will only provide services for the physical security components that are part of the systems/sites above. This **Tier 2** service includes a yearly visit to clean forty-six (46) cameras and work on the backend servers/software to update camera firmware, check/review configurations on the video management software (VMS), and report on server health and storage space.

If the client/customer requests any additional services not outlined in this contract, VectorUSA will treat it as a higher tier of service at the higher cost if it is covered, or it will be treated as a separate cost proposal not tied to this contract.

Note: For all services provided under this agreement labor shall be quoted and billed based upon the agreed upon rate schedule and material markup shall be quoted and billed at a markup of 1.25.

- Provide telephone dispatch support between **8am-5pm, PST, M-F**.
 - Response time – within 24 hours, excluding weekends and holidays, of contact with VectorUSA Service Center.
- Provide an on-site service call when dispatched.
 - On-Site response – within 48 to 96 hours, excluding weekends and holidays, of contact with VectorUSA Service Center.
- Provide **one (1) Annual** scheduled Preventative Maintenance Service for the duration of service contract for each site noted above, which will include the Tier 2 Preventative Maintenance Service, defined above for each site/location.

Provide **proposals** for parts, repair and/or replacement for non-manufacturer warranties and end-user replaceable items for all physical security system components within 48hrs (weekends not included).

- Confirm and execute manufacturer repairs covered through the Manufacturer Warranty, only with client's knowledge and approval. These repairs will be completed per manufacturer warranty timelines and procedures.
- Repair and/or replace faulty non-custom connectors and cabling caused by normal wear and use. All custom order or non-standard connections will be repaired upon approval of provided proposals.
- Provide Service Reports for all services performed.
- Hourly rates discounted for additional Engineering and Technical Services that may be required and will be quoted in blocks of 4 hours.
- All maintenance services to be performed on the same day or consecutive days.
- All delays due to client's needs, schedule or access during service or maintenance visits will be billed on an hourly basis or charged as service hours against allocated hours.
- VectorUSA will require the following to be taken care of by the city while on the preventative maintenance visit or other project: (1) Access to the camera, pathway, and endpoint, (2) All MDF, IDF, server room, etc. (3) IT support availability.