

July 18, 2018

VA-DoD Joint Sleep Disorder Center
1250 E. Cliff Dr. Building B
El Paso, Texas 79902

RE: Integrated Solution System

Thank you for your time spent reviewing your security needs for your business. It has been a pleasure working with you to develop the solutions to meet your needs at your El Paso location. We understand there are choices when it comes to selecting a security provider and we trust we have demonstrated our ability and commitment to meet your business objectives.

With respect to your efforts regarding security for your facility, we've provided a comprehensive solution design that combines and provides the right level of security you seek while maintaining a cost-effective approach. Knowing business needs are truly unique and consistently changing, we have developed a solution that will evolve to meet your business needs.

STANLEY is committed to providing world-class security through over 75+ locations in North America. What does that mean for you? You should expect and receive the best service each and every time you work with STANLEY – that's the STANLEY STANDARD.

STANLEY's Recommendation Includes:

- ✓ Introduction to STANLEY
- ✓ System Objectives & Solutions
- ✓ Equipment Schedule of Protection
- ✓ Services Schedule of Protection
- ✓ STANLEY Investment Options
- ✓ Clarifications

Once again, thank you for the opportunity to be your security partner and look forward to exceeding your expectations.

Sincerely,

Tom Dymacek
STANLEY Convergent Security Solutions, Inc.
Senior National Account Manager
D | (304) 876-1735

Introduction to STANLEY

STANLEY Security, a division of Stanley Black & Decker (NYSE: SWK), is a global provider of integrated security solutions defining the future of the security industry. STANLEY delivers a comprehensive suite of security products, software and integrated systems with a strong emphasis on exceptional customer service. We protect what's important to you by designing, installing, servicing and monitoring an extensive array of products and solutions that span the entire security spectrum:

- Intrusion, Fire, Access Control and Video Surveillance Systems
- Systems Integration & Vertical Market Solutions
- UL & Bilingual ULC Monitoring Services
- Real-Time, Online eServices
- Innovative cloud-based data analytic solutions
- Personal safety & security response solutions

“All security companies are not created equal. They may indeed offer similar products, but it is in the customer service arena where one company outshines the others: Stanley.”

STANLEY: Your Single Source Security Partner

At STANLEY, we truly desire to not only be a choice for security, but the preferred provider of choice. Every

STANLEY team member is charged with this mission. With STANLEY, you will receive the very finest in security solutions. We protect what's important to you, 24 hours a day, every day of the year.

Today's business climate requires customers to streamline operations. Our customers do not have time to contact several different vendors and deal with several different personalities to accomplish your goals. STANLEY tries to make it simple, deal with one vendor to service all your needs

Award Winning National Provider

STANLEY continues to be an award-winning service provider with a pledge to your complete satisfaction and a guarantee of the highest quality. We are proud to be recognized as the national leader in the electronic security industry, with superb customer service performance.

- Empowerment Award, Wounded Warrior Project 2017
- Most Valuable Employer Award for Military from Civilianjobs.com, 2016
- New Product of the Year Award – STANLEY Guard, SIA 2016
- Integrated Installation of the Year Award – Lakeland Regional Hospital, SSI 2015
- STANLEY Black & Decker Ranked #4 on Fortune's World's Most Admired Companies, 2015
- Campus Safety BEST Award – Mercy Healthcare System, 2014
- Best Community Outreach Program, SSI 2014 & 2010
- New Product of the Year Award – Security Products 2013
- New Product of the Year Award – Pacom 8002 Pacom-Edge Cotroller, SIA 2013
- Integrated Installation of the Year Award – Bankers Life Fieldhouse, SSI 2010
- Installer of the Year Award, SSI 2009
- Dealer of the Year Award, SDM 2009 & 2005
- Integrated Installation of the Year Award – Silver Eagle Distributors, SSI 2007
- First Line of Defense Award, 2006



STANLEY STANDARD

At STANLEY, we set the standard for world-class security – quality, responsiveness, professionalism and reliability. Using our proprietary tools, accountability and continual improvement process you should expect and receive the best service each time you work with us.

What sets STANLEY apart?

Our Tools

Having the right tools is just as important as having the right person for the job. Our technicians are equipped with the tools and standard processes to make sure they get the job done right the first time.



- **STANLEY STANDARD™ Playbook** – From installation to service, we have standards in place for each of our locations and technicians so you can expect the same high levels of quality, professionalism, and responsiveness nationwide.
- **Complete Visibility** – You'll have access to our cloud-based project management portal so you can see everything STANLEY sees, including completion dates, owners, percent completed, and more. You can also pull status, report and communicate directly with the installation team giving you completed access each step of the way.
- **Communication Checkpoint** – We have established a series of checkpoints that allow for clear and consistent communication before, during, and after an installation. These checkpoints also allow our technicians to quickly and efficiently address any issues that come up on-site.
- **Dynamic Dispatching** – With our dynamic dispatching technology we get the right technician to your location as quickly as possible.
- **Connectivity** – We approach your service or installation as a team. Our technicians are networked via an app allowing them to troubleshoot and receive input from other STANLEY technicians while on-site.

Certifications

- Honeywell® Pro-Watch® Gold Certified
- Lenel® Master OnGuard® Certified
- Software House® Certified
- Genetec® Certified
- Cisco® CCNA, CCDA, CSE Certified
- Microsoft® MCITP, MCAD, MCSE Certified
- NICET® Level 4 Certified
- Avigilon™ Certified
- Sonitrol® Certified

Our Accountability & Continual Improvement

At STANLEY, we are committed to delivering the highest level of service with each interaction.

- **Key Performance Indicators** – We track our performance and have key performance indicators (KPIs) in place to catch and fix issues before they arise. Control towers in each of our locations visually track and improve performance, while guaranteeing successful installation and service.
- **Site History** – We keep a comprehensive record of installations and service performed at your locations to give us the information we need to continually serve you better.
- **Customer Provided Recognition** – After a project is completed, you have the opportunity to recognize a job well done or let us know how the experience could have been improved. At the end of the day, your satisfaction is our top priority.

INNOVATIVE SOLUTIONS

Data Analytics with STANLEY Insights™

STANLEY is leading the way with innovative advances in big data and analytics, providing unparalleled visibility into your organization's activities and operations.

Based on vast industry knowledge – whether retail, healthcare, or another sector – we are utilizing customized data, tools, and methodology to leverage best practices across your business. Delivering actionable intelligence and analytics like never before, STANLEY Insights™ will provide value to businesses through our leading edge business Analytics Solutions and Professional Services.



- Transform data into visual information that you can use for meaningful results
- Analyze trends & ask questions of your data
- Provide context to drive better decision making
- Increase visibility & minimize loss
- Improve process efficiency & reduce cost
- Save time by reducing cumbersome, traditional reporting
- Realize operational improvements

STANLEY Guard™

STANLEY Guard is a cloud hosted personal safety solution comprised of a hosted Command Center portal that can send and receive information from a Personal Safety mobile app providing omni-present oversight, and a Security Response mobile app to dispatch emergency responders directly to the individual in need. This solution allows users (students, lone workers, employees or executives) to send duress alerts, including audio, video, GPS location, and user profile, directly to a security command center for immediate incident response.

How it Works

- User activates an alert with the STANLEY Guard Personal Safety application, either by shaking their phone, swiping the screen, or pressing a wearable panic button
- Security command center receives the alert, along with the device's GPS location, audio/video clips, and user's profile info and verifies the incident in process
- Following your business's response plan, the security command center can call the user, escalate to the closest emergency responder, dispatch a guard through the Security Response mobile app, and/or alert your internal assigned staff or security team



Additional solutions sold separately. Contact your security consultant for more details.

ProtectionNet™ Monitoring Centers



STANLEY's ProtectionNet Monitoring network is comprised of four strategically located monitoring facilities. These hi-tech centers are maximized to ensure consistent response to every one of our customers' location needs. We support over 300,000 customers with our 24 x 7 x 365 monitoring operation in the U.S., Canada, Puerto Rico and U.S. Virgin Islands. We process over 5 million alarm signals and handle over 200,000 inbound and outbound phone calls every week.

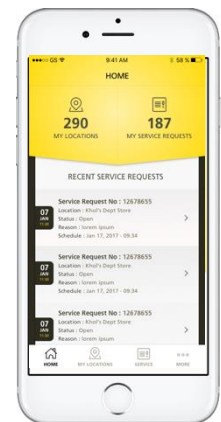
We understand that any security threat needs to be dealt with quickly. Our state-of-the-art ProtectionNet Monitoring Centers employ some of the most sophisticated technology available today, optimizing police and fire response. We're geared to be there for you—always.

- **Experienced Staff:** A professional staff of trained security professionals monitors your business 24 hours a day, 365 days a year.
- **Sophisticated Tools:** Predictive modeling of calls/alarms, state of the art call routing and prioritization, automated optimized schedules, and computer assisted productivity reporting assures quick, accurate identification of alarms so that no time is wasted in an emergency situation.
- **Back-up Systems:** Secure monitoring centers with standby power facilities and back up automation servers, telecommunications network generators and alarm receivers provide uninterrupted service, even under the most adverse situations.
- **Advance Certifications:** Our monitoring center adheres to strict specifications to be certified by Underwriters Laboratories (UL & ULC), Department of Defense, NYC Fire, Factory Mutual (FM Global) and SSAE-16 SOC2.
- **Industry & Law Enforcement Partnerships:** STANLEY holds leadership positions with PPVAR and TMA associations to partner in the battle against property crime.

eServices™ - Online Account Management & Intelligence

eServices™ provides visibility on all your security systems – intrusion, video surveillance, access control and fire detection – aggregated onto a single online interface. eServices™ is also the fastest way to manage your locations with self-service features such as creating service requests, paying your bills, updating your call lists and more.

- **Intrusion** – Complete access to your intrusion system – from managing passcards to open and close reports to pin-pointing high alarm activity
- **Video** – Keep an eye on all your video activity from one or all of your locations, viewing open/close activity, video alarm verification and more
- **Fire** – When safety and compliance are key, monitor your fire test activity, fire inspection history and more
- **Access Control** – Stay on top of your access control activity for full visibility and management of who's coming and going



Your Security Team

In addition to their knowledge and experience, each of our sales consultants brings you the power of our overall team in the background. While you may see one person, an entire STANLEY team of project managers, technicians, network and software support, engineers, technical support, monitoring specialists, account specialists, and many others are in the background dedicated to providing you ultimate security satisfaction.

- **Technicians** – Each STANLEY technician has the training, tools and experience to meet your unique security challenge
- **Project Manager** – Our project managers ensure each and every installation is a success and serve as the connective tissue between each step of your project.
- **Customer Service Team** – Our customer service team is here to truly understand your concerns. They strive to address all of your needs in a single phone call or directly connect you with someone who can.
- **Security Consultants** – Our security consultants are up-to-date on the latest technology and solutions to help you select the right system or improve upon your existing system.
- **Monitoring Team** – 24 hours a day, 365 days a year we have a team dedicated to your monitoring your security systems and providing you with the peace of mind that your employees, customers, and assets are safe.



Your local branch can assist you with any questions or concerns you may have.

Local Branch Account Management

District Sales Manager	Steve Gonzales
Area Operations Manager	Brian Collignon
Branch Install Manager	Charles Wilson
Senior National Account Manager	Tom Dymacek

Important Information:

Telephone (505) 881-0888
Fax
Website www.stanleycss.com

Local Servicing Branch:

Stanley Convergent Security Solutions, Inc.
2432 Menaul NE
Albuquerque, NM 87107

Quote Name: VA-DoD Joint Sleep Disorder Center - GSA**Customer Theory of Operation:****Scope of Work:**

This project is to add a new Electronic Security System comprising of an Access Control, a Video System, a Nurse Call system and an intrusion system for the VA-DoD Joint Sleep Disorder Center Building.

IT Room: Stanley will provide and install (1) EDGECORE 8 PORT 10/100/1000 POE+ Switch, (1) Tek-CARE160 Central Equipment Module and (1) Vicon recording server; for Valerus VMS system preloaded with software and Storage Server to store 180 days of video . VA-DoD Joint Sleep Disorder Center will need to provide Network drops, a Data rack, dedicated power and backup power in IT Room.

Fire Riser Room: Stanley will provide and install (1) Bosch B9512G Commercial burglary alarm control panel with enclosure, (1) B520 SDI2 auxiliary Power supply (1) Altronix AX-MAX75FE lock power supply, (1) ISTAR ULTRA, 8 Readers with enclosure access control panel. VA-DoD Joint Sleep Disorder Center will need to provide Network drops, dedicated wall space, dedicated power and backup power in Fire Riser Room.

Receptions Desk: Stanley will provide and install (1) BCDVIDEO - TOWER 8 HARD DRIVE BAY SERVER with CCURE 9000 Software installed, (1) 24" Monitor, and (1) Master Station with LCD touchscreen display, VA-DoD Joint Sleep Disorder Center will need to provide Network drops, dedicated power and backup power at the Receptions Desk.

Access Control:

Stanley will provide and install access control devices for, (7) new card reader doors. Refer to drawings for exact locations of devices. A typical door will consist of (1) card reader, (1) DPDT door contact, (1) request to exit and electrified door hardware (provided by others).

CCTV:

Stanley will provide and install (6) Vicon IP Cameras and mounts in designated locations, cameras will be live streamed and monitored at the Receptions Desk with Storage Server to store 180 days of video . Refer to drawings for exact locations of devices

Nurse Call:

Stanley will provide and install a Tek-Care Nurse call system in designated locations. Refer to drawings for exact locations of devices

- (12) IR160 - Audio Station for Tek-CARE 160
- (12) SF123 - Two-button Pull-Cord Switch
- (12) IH122K - Dual-Gang Mounting Kit—bezel & plate
- (6) T9-L1122 - Station Module with Dome Light

Intrusion:

Stanley will provide and install Bosch intrusion equipment in designated locations. Refer to drawings for exact locations of devices.

- (1) B930 - ATM Style-alpha numeric keypad (SD12)
- (4) ZX935Z- Wall Mount Motion Detector

Clarifications:

Stanley has excluded electrified door hardware from this quote due to no door hardware schedule was provided at the time of quote request.

Assumptions:

System design was completed based on the information provided by VA-DoD Joint Sleep Disorder Center at the time of the request. It is up to the vendor to capture changes needed to complete the installation project as needed and meet VA-DoD Joint Sleep Disorder Center requirements as well as local code and/or building requirements.

Some items that are recommended for verification are:

- Head end exact location/wall space considerations
- Customer provided data rack location for security equipment.
- Wiring paths
- Abnormal conditions

Confidential Recommendation

- Work excluded/work by others
- Permits
- All work will be performed during normal business hours
- All wire runs in tile ceilings for office areas.

Head end panel wire duct, raceway, conduit and any new cable for the ESS Security system will be provided and installed by Stanley. All new cable included as part of the scope is required to be installed per code and meet or exceed manufacturer specifications. New cabling will be required at new security devices locations only as indicated on the drawings as having new hardware.

Security Contractor will provide:

- Verification to confirm design and installation details including difficult installation conditions and any additional costs that may have not been captured during the bidding process.
- Equipment per equipment list (as noted on parts list).
- Cable estimates for footages to be provided by Stanley.
- Installation and testing labor for all equipment.
- Project Management.
- Updated bill of materials.
- Taxes.
- Freight.
- Travel costs (if applicable).
- Training for security systems (4 hours).
- Stanley has supplied licensing for the provided security equipment.
- Network equipment, cabling and connections to be provided by VA-DoD Joint Sleep Disorder Center. Upon award of project Stanley to verify port requirements, location and project schedule for port activation.
- Valerus VMS, C●CURE 9000 and Tek Tone workstation configurations (VA-DoD Joint Sleep Disorder Center will supply equipment and connection to the VA-DoD Joint Sleep Disorder Center network in line with recommended Valerus VMS, C●CURE 9000 and Tek Tone).
- Stanley will provide power for locks utilizing 24VDC and Current Holding of .3 amperes

Customer Equipment Notes:**Additional Assumptions:**

- All equipment, cable and applicable devices to be installed in accordance to code.
- All door hardware will be provided and installed by others.
- Poles for security equipment mounting will be provided by others.
- Existing conduit paths between floors, warehouse devices, accessible finished walls or access panels to hard-lid ceiling have been deemed to be sufficient for the installation of devices under this project.
- Interconnection of panel enclosures at the controller locations via conduit, raceway or channel provided by Stanley.
- Security Conduit will be provided by VA-DoD Joint Sleep Disorder Center supplied electrician in raw areas or as required by AHJ.
- Electrical circuit and connection to security equipment provided by VA-DoD Joint Sleep Disorder Center supplied electrician. Upon award of project Stanley to verify circuit requirements and locations per the provided drawings. Where applicable coordination of enclosure installation with electrical tie in may be necessary.
- UPS system shall be Furnished/Installed by Owner
- Stanley is unaware of any fire penetration and no labor cost has been applied to this quote for sealing fire penetrations. If Stanley is required to seal fire penetrations a change order will be required.
- VA-DoD Joint Sleep Disorder Center to be responsible for all patch/paint and ceiling tile repairs.
- VA-DoD Joint Sleep Disorder Center fire vendor to connect/test fire system as necessary.
- All work to be performed during normal business hours.

Solution: Integrated Solution

Quote: VA-DoD Joint Sleep Disorder Center - GSA

Equipment		
Quantity	Part Number	Description
1.00	USTAR008	ISTAR ULTRA, 8 READERS WITH ENCLOSURE; NO POWER SUPPLY
1.00	AX-MAX75FE	EXPANDABLE POWER SYSTEM. SINGLE EFLOW102 AND SINGLE EFLOW104. 12VDC AND 24VDC
4.00	IM-12120	12 VOLT 12 AMP HOUR BATTERY
8.00	1076D-N	1 RECESSED STEEL DOOR/DPDT
7.00	DS-DS161	PIR REQUEST TO EXIT SENSOR WITH SOUNDER BACK
1.00	923193	21.5IN 16:9 Aspect Widescreen LED Monitor, 1920x1080 Max Resolution - 1080p, 2xHDMI, VGA, BNC Inputs, IR Remote
1.00	BCDT08-NRA-170-6T-2	BCDVIDEO - TOWER 8 HARD DRIVE BAY SERVER 6TB E3-1270V6 16GB (2)200GB SSD (3) 2TB VIDEO DRIVE WIN 10 PRO 5YR NBD WTY
1.00	CC9000-KIT	CCURE 9000 SOFTWARE DVD, QUICK START GUIDE AND BOX INCLUDES MICROSOFT 2008 SQL EXPRESS (CCURE 9000 LICENSE SOLD SEPARATELY)
1.00	CC9000-SL	CCURE 9000 SERIES L SYSTEM LICENSE ONLY, SUPPORTS 16 READERS, 7,000 CARDHOLDERS (CCURE 9000 SOFTWARE SOLD SEPARATELY)
7.00	920NHPNEK0032 Q	RDR, R40-H, PIVCLASS, SE E, LF OFF, HF STD/SIO/SEOS/FIPS/CAK, 485HDX, PIG, BLK, STD-1, LED RED, FLISH GRN, BZR ON, OPT TAMP, OPEN COLL, FIPS 200-BIT, IPM OFF, UART OFF, WIEG ON
1.00	QW2858	CISCO CATALYST WS-C3850-24P-L ETHERNET SWITCH - MANAGEABLE - TWISTED PAIR - 2 LAYER SUPPORTED - 1U HIGH - RACK-MOUNTABLE - 90 DAY LIMITED WARRANTY BASE
1.00	RB1260	CISCO SMARTNET EXTENDED SERVICE - SERVICE - 8 X 5 NEXT BUSINESS DAY - EXCHANGE - PHYSICAL SERVICE CAT3850 24PORT POE LAN BASE
1.00	VLR-8TBV1-RK	RECORDING SERVER; FOR VALERUS VMS SYSTEM. PRELOADED WITH SOFTWARE; 8 TB INTERNAL HDD STORAGE; RACK-MOUNT. VICON CERTIFIED HARDWARE. REQUIRES SEPARATE DEVICE CONNECTION LICENSE
6.00	VLR-VCORE-LIC	VALERUS CORE LICENSE; SINGLE EDGE DEVICE NEW LICENSE FOR USE WITH VICON CAMERAS/ENCODERS
6.00	V942D-W312MIR	OUTDOOR FIXED NETWORK CAMERA DOME; 2 MP; H.264/H.265; VANDALRESISTANT; INCLUDES 1/3-IN. HIGH-RESOLUTION DAY/NIGHT CAMERA AND 2.7-12 MM MOTORIZED VARIFOCAL LENS; IR ILLUMINATORS; TRUE 120DB WDR
6.00	V940D-ICD	IN-CEILING MOUNTING KIT; FOR USE WITH V940D DOME SERIES, FOR DROP CEILING INSTALLATIONS
1.00	E77654	APC SMART-UPS RT 1500VA (120V) - 1500VA/1050W - 8.6 MINUTE FULL LOAD - 6 X NEMA 5-15R - BATTERY/SURGE-PROTECTED
1.00	NC160	CNTRL EQUIP, 6 MSTR, 64 STN, AUD
12.00	T9-SF123	CUSTOM 2-BUTTON PULL-CORD STATION, TC120
6.00	T9-LI122	DUAL-GANG MOUNTING KIT -ROOM CONTROLLER,RED+WHITE DOME LIGHTS,TC12

Confidential Recommendation

Quantity	Part Number	Description
12.00	T9-IH122K	DUAL-GANG MOUNTING KIT
12.00	T9-IR160	IR160 AUDIO STATION (RIGHT) SHOWN WITH SF123 2-BUTTON CUSTOMIZABLE PULL-CORD STATION (LEFT)
1.00	T9-LS415AUD	AUDIO LICENSE FOR THE NC451A MASTER
1.00	T9-NC415A	TEK-CARE160 NURSE CALL SYSTEM MASTER STATION; COLOR LCD DISPLAY WITH TOUCH SCREEN
1.00	T9-TA415	AUDIO HANDSET FOR NC415A MASTER STATION
1.00	DS-B9512G	INTRUSION/FIRE/ACCESS CONTROL PANEL 599 POINTS 32 DOORS
1.00	B8103	COMMERCIAL ENCLOSURE (WHITE)- STEEL ENCLOSURE MEASURING 41 CM X 41 CM X 9 CM (16 IN. X 16 IN. X 3.5 IN.).
1.00	DS-D1640	PLUG-IN TRANSFORMER, 16VAC 40VA
1.00	DS-B520B	B520 POWER SUPPLY WITH TR1850 TRANSFORMER AND B10 ENCLOSURE
1.00	B208	8 INPUT MODULE FOR SDI2 BUS
1.00	DS-B930	ATM STYLE-ALPHA NUMERIC KEYPAD (SD12)
4.00	DS-ZX935Z	PIR MOTION SENSOR 35FT POPIT
2.00	929740	CAT6 - 4 PAIR 23 AWG 250 MHZ PLENUM WHITE 1000FT BOX (COMP TO HW 63612101)
2.00	923434	AC 18/4 STR +22/6 + 22/2 STR + 22/4 STR CMR YELLOW JACKET 500FT REEL (COMP TO HW 21965002)
2.00	WG-31151112	18/4 STR CMP 1000FT BOX NAT
2.00	710636PR	23/4PR CAT6+CMP/FT6 1000FT RBOX PURPLE (COMP TO HW 51022110)

Existing Equipment

Labor

Quantity	Description
40.00	GOVERNMENT INSTALLATION TECHNICIAN IV
140.00	GOVERNMENT INSTALLATION TECHNICIAN II
1.00	12 Months National Account
32.00	GOVERNMENT PROJECT MANAGER II
8.00	GOVERNMENT PROJECT MANAGER I
16.00	GOVERNMENT SENIOR FIELD ENGINEER

Services Schedule of Protection

After reviewing your requirements, STANLEY CSS recommends furnish the following services:

Quote: VA-DoD Joint Sleep Disorder Center - GSA

Services		
Quantity	Service Name	Service Description
1.00	SSG Software Support Advanced	INCLUDES TECHNICAL SUPPORT AND REMOTE ASSISTANCE PROVIDED BY STANLEY S SOFTWARE SOLUTIONS GROUP (SSG). THE COVERED SYSTEM SHOULD BE A SINGLE SERVER NON-ENTERPRISE SYSTEM. THIS PLAN INCLUDES QUARTERLY SYSTEM HEALTH CHECKS. LABOR TO REMOTELY APPLY AVAILABLE UPGRADES AND PATCHES TO THE SERVER ON AN ANNUAL BASIS IS INCLUDED. SUPPORT REQUESTS CAN INCLUDE TROUBLESHOOTING TECHNICAL PROBLEMS, ANSWERING PROGRAMMING QUESTIONS, CHANGES TO EXISTING SSG CUSTOM SCRIPTS AND INTERFACES, OR PROVIDING ASSISTANCE WITH CONFIGURATION CHANGES. SUPPORT REQUESTS MAY BE GENERATED DIRECTLY TO SSG VIA E-MAIL OR TELEPHONE. (MANUFACTURER'S SOFTWARE SUPPORT AGREEMENT MUST BE PURCHASED SEPARATELY)

Summary - Investment Information

STANLEY Security Direct

Pricing and Deposit Terms

Total Installation Price*:	\$74,944.14
Up-front Deposit*:	\$0.00
Total Monthly Fee*:	\$339.15
Payment Frequency:	Monthly
Progress Payments:	
*Prices do not include taxes	

STANLEY to Also Provide:

- ✓ Equipment and installation using low voltage wire
- ✓ System setup, test and inspection
- ✓ Customer training
- ✓ Owner's manuals
- ✓ Completed drawing showing device locations

Customer to Provide:

- 120 vac Power Outlets,
- Access to Device Locations
- All Conduit w/ Pull Strings
- All Patching & Painting,
- Any Add'l Devices Req'd by Local AHJ,
- Aux'ry relays for Fire / sup'ory Devices,
- Lighting Conditions for CCTV, Local Printer(s),
- Network Connectivity, Network rack space,
- Payments for Permits & Fees, Payments for Plan Submittals,
- RJ31x Phone Jacks or dedicated lines
- Static IP address for equipment, UPS
- Electronic Hardware and its instalaltion.
- Door Hardware

Delays in Installation

Abnormal idle time that is incurred by STANLEY Convergent Security Solutions, Inc. employees due to escorts, clearances, inability to enter workspace, and other factors beyond our control, will be invoiced at our current labor rates. All work will be scheduled for normal working hours, Monday through Friday.

Next Steps

In conclusion, we thank you for the opportunity to present our security solutions to address your business needs. We believe these solutions will meet and exceed your business requirements and look forward to working together to implement our solution. Again, we feel the strength of our organization is in our ability to deliver locally in every market. We are eager to be your trusted business partner that will continue to grow with your business. Should you need additional references, we are always ready to demonstrate our past success.

Price Protection:

All prices quoted are valid for ninety (90) days from the date of this recommendation.

NOTE: Equal quality part from a different manufacturer may be substituted to overcome delivery problems or replacement of discontinued items. Substituted item will be of equal or greater value and will meet or exceed original parts specifications.

Confidential Recommendation

All products and services provided by STANLEY CSS are subject to STANLEY CSS's standard terms and conditions which can be found at <http://www.stanleycss.com/legal.html>. Any additional or different terms set forth by Customer, whether in Customer's purchase order or another communication, are expressly objected to and will not be binding on STANLEY CSS unless agreed to in writing by an authorized representative of STANLEY CSS.