

February 20, 2024

City of Clearwater
City of Clearwater Municipal Services Bldg.
100 S Myrtle Ave. Clearwater, Florida 33756
Attention: Sandy Lear

Quotation: GW02647354P
RFP#:
License/Cert

Reference: City of Clearwater Muni. Ser. Lenel upgrade

On behalf of Convergent's global network of colleagues, I would like to personally thank you for providing Convergent with the opportunity to present this proposal addressing your electronic security needs. We are confident that this proven solution is both comprehensive and customized to meet your needs today, and in the future.

Convergent's reputation for service excellence is backed by a foundational commitment to our core value of service, and we have been recognized as the #1 Systems Integrator by SDM Magazine. This recognition reflects the strong relationships Convergent has developed with the industry's top technology manufacturers, and our history of success with providing exceptional service to our customers.

Our guiding principle has always been to be our customers' best service provider. Our dedicated and certified team of professionals strives to uphold our customer-focused, service-based mission to make a daily difference for our customers. After achieving a successful on-time and on-budget project installation, Convergent will provide you with the industry's best ongoing service, including our 24/7 customer portal iCare, designed to track service work orders, project progress, and provide you with detailed metric reporting for continuous improvement.

The following security proposal is specifically designed to meet your needs. As your single point of contact, please feel free to contact me with any additional questions you may have. Thank you again for trusting Convergent as your partner.

Scope of Work

- Convergent to replace the existing Micro 16/42 and upgrade them to a supported Lenel On-Guard System. We will replace the 24 readers and wiring as well as the door controllers and door control boards. We will reprogram the new system and update the On-Guard Software.
- The project price is based off the system spreadsheet provided by Sandy. If for any reason we find more or less than the 24 doors on the system, we will make adjustment with a Change order.
- We are also under the assumption that all doors and door hardware are currently functioning. If any devices not being replaced under the BOM in the proposal is not functioning, we will provide a change order for those deficiencies.

Device Hardening (reduce cyber risk)

- Disable unused & non-essential device features
- Disable unused network comms (e.g., services, ports)
- Change default passwords
- Update firmware including patches

PLEASE REVIEW THIS DOCUMENT CAREFULLY. It relates to the safe and proper operation of the security devices being installed for your organization ("Customer").

Customer has been advised of Convergent's Device Hardening services. The Device Hardening services and procedures may vary depending on the specific devices involved, but typically include: disabling unused and non-essential device features and associated network communications capabilities (e.g., services, ports); changing default passwords to new passwords that meet complexity requirements; and updating firmware to latest available versions that incorporate available patches from the device manufacturer. **These are one-time services** - ongoing support is required. Please ask your Convergent point of contact for more details on the specific device hardening services available for your devices. **These services reduce the risk of cyber vulnerabilities for the devices being installed.**

Convergent cannot guarantee the security of the devices it installs or of Customer's IT environment, and no networked system can be completely secure. Convergent cannot guarantee that the systems or services will be error free or operate without interruption. However, these services reduce the risk of cyber vulnerabilities for the devices being installed. Please note that these services are intended to address specified potential cyber vulnerabilities of certain devices Convergent has installed - they do not address any other aspect of Customer's IT environment or practices, which remain Customer's responsibility.

Materials

Line	Qty	Part	Description	Unit Price	Extended Price
1	Budgetary Proposal				
2	Sourcewell Contract No.: 030421-CTL				
3	Access Control Panel Equipment				
4	Micro 16 01/02 Src bld Replacement				
5	1.00	TROVE3M3	INCLUDES TROVE3 ENCLOSUREAND TM3 BACKPLANE	\$ 1,394.54	\$ 1,394.54
6	1.00	LNL-X2220	Intelligent Dual Reader Controller powered by 12 or 24 VDC @ 500mA (w/o Rdr Power),, size (6 (152mm) W x 8 (203mm) L x 1 (25mm)H); 6 MB standard cardholder flash memory, 50,000 of event memory, maximum of 32 devices, On-board Ethernet, Dual Path capability, on-board two door control, OSDP Secure Channel encryption with OnGuard 7.2, Wiegand or F2F; eight inputs, four outputs, cabinet tamper and power fault input monitors. Approvals: FCC Part 15, CE, RoHS, UL 294, UL 1076, CAN/ULC 60839-11-1:2016, CSA C22.2 No. 205-1983, cUL/ORD-C1076	\$ 2,329.92	\$ 2,329.92
7	7.00	LNL-1320-S3	Dual Reader Interface Module (Series 3 Supports OSDP Readers) 12/24 VDC, 2 Reader interface, W/M, 8 inputs, 6 (5A) form C relays , RoHS, CE, C-Tick and UL294 certified	\$ 843.73	\$ 5,906.11
8	16.00	LNL-R10320-05TB	BlueDiamond Mobile Ready: US Single Gang.	\$ 279.01	\$ 4,464.16
9	1.00	RSB1	SINGLE ROCKER SWITCH BRACKET	\$ 36.63	\$ 36.63
10	2.00	ACM8	POWER SUPPLY RELAY8 FUSED RELAY/8 TRIGGERSACCESS CONTROL	\$ 111.37	\$ 222.74
11	2.00	AX-AL600ULXB	AL600ULX BOARD ONLY 6AMPS	\$ 271.21	\$ 542.42
12	1.00	TMV2	BACKPLANE FOR TROVE ENCLOSURESACCOMMODATES MERCURY/VERTXBOARDS	\$ 179.25	\$ 179.25
13	1.00	ALT-PD16W	POWER DISTRIBUTION MODULE; SING.OUTPUT T	\$ 56.05	\$ 56.05
14	3.00	BT126	BATTERY 12VDC/7AH WIRE IN VERFOR USE W/POWER SUPPLY/CHARGERS RECHARGABLE	\$ 39.05	\$ 117.15
15	Micro 42 Svc Bld Peplacement				

Line	Qty	Part	Description	Unit Price	Extended Price
16	1.00	LNL-X2220	Intelligent Dual Reader Controller powered by 12 or 24 VDC @ 500mA (w/o Rdr Power),, size (6 (152mm) W x 8 (203mm) L x 1 (25mm)H); 6 MB standard cardholder flash memory, 50,000 of event memory, maximum of 32 devices, On-board Ethernet, Dual Path capability, on-board two door control, OSDP Secure Channel encryption with OnGuard 7.2, Wiegand or F2F; eight inputs, four outputs, cabinet tamper and power fault input monitors. Approvals: FCC Part 15, CE, RoHS, UL 294, UL 1076, CAN/ULC 60839-11-1:2016, CSA C22.2 No. 205-1983, cUL/ORD-C1076	\$ 2,329.92	\$ 2,329.92
17	3.00	LNL-1320-S3	Dual Reader Interface Module (Series 3 Supports OSDP Readers) 12/24 VDC, 2 Reader interface, W/M, 8 inputs, 6 (5A) form C relays , RoHS, CE, C-Tick and UL294 certified	\$ 843.73	\$ 2,531.19
18	8.00	LNL-R10320-05TB	BlueDiamond Mobile Ready: US Single Gang.	\$ 279.01	\$ 2,232.08
19	1.00	AX-TROVE2M2	TROVE2 W/MERCURY BACKPLANE	\$ 709.05	\$ 709.05
20	1.00	RSB1	SINGLE ROCKER SWITCH BRACKET	\$ 36.63	\$ 36.63
21	1.00	ACM8	POWER SUPPLY RELAY8 FUSED RELAY/8 TRIGGERSACCESS CONTROL	\$ 111.37	\$ 111.37
22	1.00	PD8UL	7 OUTPUT POWER DISTRIBUTIONMODULE	\$ 38.91	\$ 38.91
23	1.00	AX-AL600ULXB	AL600ULX BOARD ONLY 6AMPS	\$ 271.21	\$ 271.21
24	1.00	TMV2	BACKPLANE FOR TROVE ENCLOSURESACCOMMODATES MERCURY/VERTXBOARDS	\$ 179.25	\$ 179.25
25	2.00	BT126	BATTERY 12VDC/7AH WIRE IN VERFOR USE W/POWER SUPPLY/CHARGERS RECHARGABLE	\$ 39.05	\$ 78.10
26	Wire				
27	6.00	4461060	4 Element Composite Cable Plenum Grn Jkt	\$ 1,206.13	\$ 7,236.78
28	Misc. Construction mat.				
29	8.00	20-1107	Conduit Spacer-Clear, for 3/4 Rigid Pipe, includes STI-3004 Gasket	\$ 37.03	\$ 296.24
30	8.00	01243-001	T94C01M J-BOX/GANG BOX PLATE	\$ 37.83	\$ 302.64
31	Off Contract/ Open Market				
32	Labor was quoted IAW Sourcewell Contract No.: 0302421-CTL				
33	1 year labor warranty and Convergent to pass through Manufacturer warranty on parts per Sourcewell Contract No. 0302421-CTL				

Equipment Total	\$ 31,602.34
Project Management 24 hrs	\$ 3,528.00
Specialist-Programming 32 hrs	\$ 3,712.00
Installation 128 hrs	\$ 12,800.00
Freight/Warranty	\$ 4,258.46
Total Project Price	\$ 55,900.80



Clarifications and Exclusion

1. All work proposed herein, shall be performed during normal business hours Monday through Friday 8:00 am - 5:00 pm.
2. Low voltage wiring shall be installed via open air code approved methods.
3. Provision or installation of conduit, wire, boxes, fittings or other electrical installation materials unless specifically listed under Inclusions or Bill of Materials.
4. Permits or associated fees are not included.
5. Customer to provide static IP addresses and network connections at panel locations.
6. Customer to provide a secured staging & storage area for project related materials.
7. Pricing assumes that electronic Auto CAD files are available from customer for our use in creating submittal drawings.
8. Fifty percent (50%) of the proposed sell price shall be payable to Convergent for project mobilization. Mobilization shall be invoiced and due upon customer acceptance of this proposal.
9. Proposal does not include sales tax unless otherwise noted.
10. Anything in the Contract Documents notwithstanding, in no event shall either Contractor or Subcontractor be liable for special, indirect, incidental or consequential damages, including commercial loss, loss of use, or lost profits, even if either party has been advised of the possibility of such damages.
11. Convergent reserves the right to negotiate mutually acceptable contract terms and conditions with customer by making mutually agreeable changes to the formal contract included in the Bid Documents.
12. Customer acknowledges that supply-chain and shipping difficulties may result in unavoidable delays in deliveries of materials despite timely placement of orders and efforts by Convergent and its suppliers to avoid such delays. Customer agrees to provide Convergent with reasonable extensions of time to the extent of any such delays and Convergent agrees to make reasonable efforts to avoid or minimize such delays. Customer further acknowledges that the above-referenced supply-chain and shipping difficulties may result in unanticipated increases to Convergent's proposal pricing on products covered by this quote or any resulting agreement and that such increases may occur between the time this quote is provided, or any resulting contract is executed and the time when Convergent actually purchases the products covered by this quote or a resulting agreement. Customer agrees that it will pay any such increase in Convergent's initial pricing of obtaining the products above the proposal pricing upon which the quote or agreement was based, by change order or otherwise, and Convergent agrees that it shall make commercially reasonable efforts to minimize any such increase.

REVIEW IMPORTANT PRODUCT SAFETY AND SERVICE INFORMATION PRIOR TO USING A CONVERGENT-INSTALLED SOLUTION: See the "IMPORTANT PRODUCT SAFETY AND SERVICE INFORMATION" documentation, available at convergent.com/terms.



Total Project Investment:

\$ 55,900.80

Thank you for considering Convergint for your Security needs. If you have any questions or would like additional information, please don't hesitate to contact me immediately. If you would like to proceed with the scope of work as outlined in this proposal, please sign below and return to my attention.

Sincerely,

Greg Waters

Convergint
Greg Waters

By signing below, I accept this proposal and agree to the Terms and Conditions contained herein

Customer Name (Printed)

Date

Authorized Signature

Title