

<b>To:</b>	Lt. Tarnesia Pringle
<b>Organization:</b>	Livingston County Jail
<b>Address:</b>	150 S. Highlander Way Howell, MI 48843
<b>Phone:</b>	517-540-7626
<b>Fax or Email:</b>	<a href="mailto:tpingle@livgov.com">tpingle@livgov.com</a>

<p><b>QUOTATION</b> <b>#220364-2</b></p>	<p><b>Livingston County Jail, MI – Upgrade</b> <b>Intercom System From Analog,</b> <b>Dukane To Digital, Harding</b> <b>Instruments</b></p>
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January 30, 2023

Dear Lt. Pringle:

Per your request, we have attached pricing in order to upgrade your Intercom System. The existing intercom system was provided by STANLEY and has been functioning **since 2014**. We look forward to providing these upgrades so that we can circumvent system outages by replacing aging systems and increasing the system’s reliability and functionality by modernizing your equipment and providing uninterrupted support to your facility for years to come.

**Digital Intercom System Upgrades:**

As we discussed, your existing Analog, Dukane Intercom System has been listed as *End of Life* by the manufacturer and puts your facility at risk. Therefore, it needs to be replaced because servicing and maintaining it will become increasingly difficult. Depending on the failure, your Intercom System could be down for days or even weeks. To keep this from occurring, the obsolete Analog, Dukane Intercom System will be upgraded to a new Harding Digital Intercom system.

This upgrade happens primarily in the headend equipment racks and will only slightly change how your staff uses the intercom system on a day to day basis. At the six (6) Touchscreen Control Station locations, we will supply a new Intercom Master Station with flush mount mic. This is the only significant change in the field. The new Digital Intercom System will reuse the existing intercoms and paging speakers, so your field devices and cabling does not need to change (We have provided an option to replace your intercom stations to provide the best audio experience).

At the headend, the existing analog, Dukane relay cards, talkback amplifiers, and threshold rack/cards will be removed and replaced with the Harding Digital Controllers, Expansion Units, and Page Zone Expanders. The existing intercom stations and paging speakers will be rewired to the new equipment by STANLEY. The existing paging amplifiers will be also be reused. The Harding Instruments equipment has been quoted with the “Enhanced Processor” in order to retain the threshold monitoring (scream alarm) functionality in SEC2. Per your request, the intercom functionality to the one (1) Graphic Sub-Master will be abandoned as this is no longer in use. For the audio recording, we will utilize the existing audio recording server.

According to Matt Eckman with American Video Transfer Inc., the following spare network ports are available to use as part of this upgrade. Therefore, we have not included any new headend network switches in this proposal. Should additional network switches be required, additional costs shall be incurred.

**Security Equipment Room #1**

- 3 ..... Open on the Old Network Switch
- 15 .... Open on the New Network Switch

**Security Equipment Room #2**

- 20 .... Open on the New Network Switch

**Security Equipment Room #3**

- 1 ..... Open on the Network Switch 301
- 1 ..... Open on the Network Switch 303
- 12 .... Open on the New Network Switch

To make the upgrade go smoothly, we plan to mockup your new system at our shop, validate the system, then ship the system to site. Once on site, our technicians will work with your staff and alert them when we plan to take the system offline. They will also give periodic updates concerning the progress of the upgrade.

The price includes the equipment listed below plus labor for engineering documentation updates, PLC program modifications, Touch screen design changes, Security Management Server updates, Harding Instruments configuration, assembly labor, on-site installation, on-site validation and owner training.

**Headend Locations and Device Counts:**

Security Equipment Room #1

- 2 ..... Touchscreen Master Station (VoIP) – Flush Mount Microphone
- 142 .. Existing Intercom Stations without Audio Level Alarm
- 4 ..... New Intercom Stations without Audio Level Alarm
- 21 .... 1-Speaker Page Zone (One-Way) without Audio Level Alarm (1 Speaker @ 1W)

Security Equipment Room #2

- 2 ..... Touchscreen Master Station (VoIP) – Flush Mount Microphone
- ~~1 ..... Graphic Panel Master Station (Analog)~~
- 99 .... Existing Intercom Stations without Audio Level Alarm
- 4 ..... Existing Intercom Stations with Audio Level Alarm
- 1 ..... New IP Intercom Station to replace existing station at bollard location (New CAT6 cable is required by OTHERS)
- 13 .... 1-Speaker Page Zone (One-Way) without Audio Level Alarm (1 Speaker @ 1W)

Security Equipment Room #3

- 2 ..... Touchscreen Master Station (VoIP) – Flush Mount Microphone
- 152 .. Existing Intercom Stations without Audio Level Alarm
- 19 .... 1-Speaker Page Zone (One-Way) without Audio Level Alarm (1 Speaker @ 1W)
- 1 ..... 2-Speaker Page Zone (One-Way) without Audio Level Alarm (2 Speakers @ 1W each)
- 1 ..... 3-Speaker Page Zone (One-Way) without Audio Level Alarm (3 Speakers @ 1W each)

Equipment and services included:

- (6) .....Harding Intercom Masters w/flush mount mic
- (4) .....Harding Intercom Stations (4-Wire, 2-Gang, Interior/Exterior)
- (1) .....Harding Intercom Station (IP, 2-Gang, Exterior)
- (3) .....Harding Intercom Controllers
- (10) .....Harding Intercom Expanders
- (1) .....Harding Intercom Expanders with Enhanced Processor
- (3) .....Harding Page Zone Expanders
- (3) .....Harding Station Port Adapter
- (27) .....Harding Interface Cable sets and Terminal Boards (Intercoms)
- (1) .....Harding DXL Administrator Software
- (1 lot) .....Labor, Engineering Documentation updates
- (1 lot) .....Labor, PLC program modifications
- (1 lot) .....Labor, Touch screen design changes
- (1 lot) .....Labor, Security Management Server updates
- (1 lot) .....Labor, Harding Instruments Configuration
- (1 lot) .....Labor, Audio Recording Configuration
- (1 lot) .....Labor, Assembly
- (1 lot) .....Labor, On-Site Installation
- (1 lot) .....Labor, On-Site Validation
- (1 lot) .....Labor, Owner training
- (1 lot) .....Travel & Living Expenses
- (1 lot) .....Freight
- (1 lot) .....Warranty

Price ..... **\$ 218,435.<sup>00</sup>**  
Taxes NOT included

**Option #1: Replacement Intercom Stations**

Over the last 8 years the intercom stations in your facility will have experienced audio quality degradation issues as the system has aged. The new Digital Audio System performs at its best when paired with newer intercom stations. Therefore, we will provide three hundred ninety-seven (397) new Harding 2-Gang, 4-wire Intercom stations with call pushbutton to replace your aging field units. We will remove the existing stations, re-terminate the wiring, install the new stations, and test.

Please note that we have NOT done a site survey to identify if you have intercoms which are not a 2-gang format. In addition, Electrical Contractor rough-ins of the original back boxes can vary. The new intercom stations dimensions are 4.5" H x 4.5" W. If any of the existing openings are larger, you will need to decide whether to fill the opening with security caulk or have STANLEY make a custom mounting plate. Lastly, we have not provided new security screws, therefore, if the existing security screws are unusable, then additional costs will be incurred for additional hardware.

During the installation, you will need to move offenders from the area as we work on replacing these intercom stations.

**Equipment and services included:**

- (397) .....Harding, Intercom Station, with Call PB, 2-gang, 4-wire
- (1 lot) .....Labor, Documentation updates
- (1 lot) .....Labor, On-site Removal/Installation
- (1 lot) .....Labor, On-site Validation
- (1 lot) .....Travel & Living Expenses
- (1 lot) .....Freight
- (1 lot) .....Warranty

**Option #1** ..... **ADD \$ 112,020.00**  
Taxes NOT included

We are pleased to provide this quotation, and we hope it meets with your approval. We will wait to proceed with this change until we receive a Purchase Order/Change Order/Signed Sales Agreement. If you have any questions, please feel free to call. Terms and Conditions are attached below.

Sincerely,



**Stanley CSS - Senior Sales Engineer**  
**Direct:** 317-572-2120, **Cell:** 317-919-3509  
**Fax:** 833-810-8194  
**Email:** [dustin.hackleman@sbdinc.com](mailto:dustin.hackleman@sbdinc.com)

**Terms and Conditions**

**GENERAL**

Terms are due upon receipt. STANLEY works under the terms of a purchase order only. We will wait to proceed with this change until we receive a Purchase Order or Signed Sales Agreement. STANLEY is not responsible for any work associated with hazardous materials (i.e. asbestos, lead paint, etc) that is associated with the work. This work will be the responsibility of the Owner or General Contractor.

All paperwork to be addressed to: **Stanley Convergent Security Solutions, Inc.** Please scan and email the Purchase Order or Signed Sales Agreement, W-9, and a Tax Exempt Certificate.

**WARRANTY**

Unless otherwise specified, STANLEY warrants that the engineering and equipment will be free from defects in material and workmanship for a period of twelve (12) months from the date the system is placed into operation. If during this warranty period, any of the equipment or parts are defective or malfunction, they will be repaired or replaced free of charge. Warranty repair and/or service shall be provided in accordance with the terms and conditions set forth in the Agreement between STANLEY and Owner. This warranty does not include acts of God or abuse by the owner.

**DISCLAIMER OF ALL OTHER WARRANTIES:** EXCEPT FOR THE FOREGOING LIMITED EQUIPMENT WARRANTY DESCRIBED ABOVE, STANLEY MAKES NO OTHER WARRANTIES, EXPRESS OR IMPLIED, INCLUDING ANY WARRANTY OF MERCHANTABILITY OR FITNESS FOR A PARTICULAR PURPOSE. IT IS EXPRESSLY AGREED THAT UNDER NO CIRCUMSTANCES SHALL STANLEY BE HELD LIABLE FOR ANY INCIDENTAL, SPECIAL OR CONSEQUENTIAL DAMAGES INCLUDING, BUT NOT LIMITED TO, LOSS OF PROFITS, WHETHER ARISING UNDER ALLEGED BREACH OF AGREEMENT, NEGLIGENCE, STRICT LIABILITY OR ANY OTHER LEGAL OR EQUITABLE THEORY, AND STANLEY'S LIABILITY SHALL BE STRICTLY LIMITED AS STATED ABOVE.

**ADDITIONAL CHARGES:**

1. All prices quoted do not include sales tax, prevailing wage, or bonds unless specifically written on the face of the proposal.
2. Unless otherwise stated in the proposal, the price quoted is FOB shipping point. All shipments will be UPS ground.
3. Applicable permitting fees will be billed on a pass-through basis.
4. The price quoted assumes installation will be performed during STANLEY's normal working hours and using its own personnel. If Customer requests the installation or any part thereof to be performed outside ordinary business hours or, if the installation must be performed by outside contractors, or STANLEY's wage rates do not apply as a result of prevailing wage requirements, or otherwise, then the installation charge will be adjusted accordingly.
5. Any changes to the system required by any government agency or Authority Having Jurisdiction will be billed to Customer, and are not the responsibility of STANLEY.

**INSURANCE:**

STANLEY will carry Liability Insurance and Workers Comp. Insurance and will provide Certificates of Insurance to Contractor, with Contractor named as Certificate Holder, prior to the execution of any work. In the event STANLEY is required to indemnify Contractor, Owner or a third party, the indemnification shall be limited to the installation amount.

**ACCEPTANCE OF PROPOSAL**

The above prices, specifications and conditions attached hereto are satisfactory and are hereby accepted. STANLEY is authorized to do the work as specified. Payment will be made as outlined above.

**Stanley Convergent Security Solutions, Inc.**

Written By: Dustin Hackleman

Title: Senior Sales Engineer

Approved and Accepted by Stanley CSS

By: \_\_\_\_\_

Title: \_\_\_\_\_

Date: \_\_\_\_\_

**Customer**

Approved By: \_\_\_\_\_

Title: \_\_\_\_\_

Date: \_\_\_\_\_

PO#: \_\_\_\_\_

(if applicable)

**This proposal may be withdrawn by us if not accepted within thirty (30) days.**