



**TULARE JT. UNION HIGH SCHOOL DISTRICT**

**Special Meeting  
of the  
Board of Trustees**

**Tuesday, March 28, 2023**

## TULARE JOINT UNION HIGH SCHOOL DISTRICT

**TO: MEMBERS OF THE BOARD OF TRUSTEES**

**RECEIVE:** Purchase Agreement for Avigilon Alta Cloud Security Camera System

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**Background:** The district has used video surveillance equipment from Giotto's Alarm tech for many years. This system is server-based and due to server restrictions video quality is not up to today's standards. Additionally, we are looking into a TCOE initiative that partners with law enforcement agencies on how to respond to an emergency on school campuses. Part of this initiative is the ability for law enforcement to access our security camera system in the event of an emergency on campus. Our current system cannot provide this connectivity easily to outside agencies and lacks scalability.

**Current Considerations:** We have been researching camera systems since October. During our research, it became apparent that a cloud-based solution would meet our needs better than a server-based system due to the number of cameras, ease of access, and flexibility a cloud-based system provides. The cloud-based systems we evaluated include 10-year warranties on cameras and access to the cloud service for 10 years in the price. These systems also provide at no additional cost analytics systems that categorize motion events as people, vehicles, or other. Searches can be performed based on color of clothing or vehicle colors as well as facial recognition and license plate reading. Avigilon Alta is the system that we like the most. It is also the lowest price system.

**Fiscal Implications:** The cost of the Avigilon Alta Platform installed is \$1,078,254.03. Additionally, the District will need to install several intermediate distribution frame (IDF) cabinets, with electrical and switch equipment to facilitate camera locations that currently do not have a sufficient IDF cabinet. The IDF cabinets will not exceed \$80,000 for a total not to exceed \$1,158,254.03. We are purchasing the system off a CMAS contract, so we do not need to go out to bid. The funding will come from the LCAP.

**Tulare Joint Union High School District Board Priorities:**

- **Maintain Safe Schools**
- **Manage Facilities and Student Growth**

**Tulare Joint Union High School District LCAP Goals:**

**Goal 3: TJUHSD will maintain a positive learning environment where all students and parents feel welcomed, valued, safe and engaged in the academic success of our students.**

SUBMITTED BY:  
Dr. Lucy Van Scyoc  
Superintendent

PREPARED BY: Mr. Donny Trimm, Director of Technology

**TULARE JOINT UNION SCHOOL DISTRICT  
INDEPENDENT CONTRACTOR SERVICES AGREEMENT**

This INDEPENDENT CONTRACTOR SERVICES AGREEMENT ("Agreement") is made and entered into effective April 21, 2023 (the "Effective Date"), by and between the Tulare Joint Union High School District ("District") and **A3 Communications Inc dba Blue Violet Networks** ("Contractor").

1. **Contractor Services.** Contractor agrees to provide the following services to District (collectively, the "Services"):

Blue Violet Networks will provide the following:

- New Avigilon Alta (Ava) cloud cameras to replace all existing cameras and filling in blind spots based off site visits. Installation including cable, conduit and mounting hardware. Installation of cameras includes aiming and focusing cameras based on TJUHSD stakeholder's input. See Exhibit A:
- Customer Training: To optimize usage and ensure a positive and productive Avigilon Alta and Blue Violet experience, it is essential to feel comfortable when using your new Camera system. Once your system has been completely installed and documentation is signed off, Blue Violet Networks and Avigilon will train users on how to use the system. Blue Violet Networks recommends training all staff in one session. Blue Violet Networks suggests a minimum of two (2) instructors per site selected by the customer to attend the training. There is a four (4) hour training block included in this proposal.

2. **Contractor Qualifications.** Contractor represents and warrants to District that Contractor, and all of Contractor's employees, agents or volunteers (the "Contractor Parties"), have in effect and shall maintain in full force throughout the Term of this Agreement all licenses, credentials, permits and any other qualifications required by law to perform the Services and to fully and faithfully satisfy all of the terms set forth in this Agreement. Contractor and any Contractor Parties performing services shall be competent to perform those services.

3. **Term.** This Agreement shall begin on April 21, 2023, and shall terminate upon completion of the Services, but no later than July 30, 2023 ("Term"), except as otherwise stated in **Paragraph 4** below. There shall be no extension of the Term of this Agreement without the express written consent of all parties. Written notice by the District Superintendent or designee shall be sufficient to stop further performance of the Services by Contractor or the Contractor Parties. In the event of early termination, Contractor shall be paid for satisfactory Services performed to the date of termination. Upon payment by District, District shall be under no further obligation to Contractor, monetarily or otherwise, and District may proceed with the work in any manner District deems proper.

4. **Termination.** Either party may terminate this Agreement at any time by giving thirty (30) days advance written notice to the other party, however the parties may agree in writing to a shorter notice period. Notwithstanding the foregoing, District may terminate this Agreement at any time by giving written notice to Contractor if Contractor materially breaches any of the terms of this Agreement, any act or omission of Contractor or the Contractor Parties exposes District to potential liability or may cause an increase in District's insurance premiums, Contractor is adjudged a bankrupt, Contractor makes a general assignment for the benefit of creditors or a receiver is appointed because of Contractor's insolvency. Such termination shall be effective immediately upon Contractor's receipt of the notice.

5. **Payment of Fees for Services.** District agrees to pay Contractor fees as set forth in Exhibit A. Contractor shall not increase the rate over the course of this Agreement. Total fees ("the Fee") paid by

District to Contractor shall not exceed \$1,078,254.03. Any work performed by Contractor in excess of the Fee shall not be compensated. District agrees to pay the Fee, up to the maximum amount provided herein, within sixty (60) days of receipt of a detailed invoice from Contractor, including any additional supporting documentation District reasonably requests.

6. **California Residency.** Contractor and the Contractor Parties shall be residents of the State of California.

7. **Indemnity.** Contractor shall defend, indemnify, and hold harmless District and its agents, representatives, officers, consultants, employees, Board of Trustees, members of the Board of Trustees (collectively, the "District Parties"), from and against any and all claims, demands, liabilities, damages, losses, suits and actions, and expenses (including, but not limited to attorney fees and costs including fees of consultants) of any kind, nature and description (collectively, the "Claims") directly or indirectly arising out of, connected with, or resulting from any act, error, omission, negligence, or willful misconduct of Contractor, the Contractor Parties or their respective agents, subcontractors, employees, material or equipment suppliers, invitees, or licensees in the performance of or failure to perform Contractor's obligations under this Agreement, including, but not limited to Contractor's or the Contractor Parties' use of the site, Contractor's or the Contractor Parties' performance of the Services, Contractor's or the Contractor Parties' breach of any of the representations or warranties contained in this Agreement, or for injury to or death of persons or damage to property or delay or damage to the District or the District Parties. Such obligation shall not be construed to negate, abridge, or reduce other rights or obligations of indemnity, which would otherwise exist as to a party, person, or entity described in this paragraph.

8. **Equipment and Materials.** Contractor at its sole cost and expense shall provide and furnish all tools, labor, materials, equipment, transportation services and any other items (collectively, "Equipment") which are required or necessary to perform the Services in a manner which is consistent with generally accepted standards of the profession for similar services. Notwithstanding the foregoing, District shall not be responsible for any damages to persons or property as a result of the use, misuse or failure of any Equipment used by Contractor or the Contractor Parties, even if such Equipment is furnished, rented or loaned to Contractor or the Contractor Parties by District. Furthermore, District may reject any Equipment or workmanship that does not conform to the requirements of this Agreement and Contractor must then promptly remedy or replace it at no additional cost to District and subject to District's reasonable satisfaction.

9. **Insurance.** Without in any way limiting Contractor's liability, or indemnification obligations set forth in Paragraph 6 above, Contractor shall secure and maintain throughout the Term of this Agreement the following insurance: (i) comprehensive general liability insurance with limits of not less than \$1,000,000 each occurrence and \$3,000,000 in the aggregate; (ii) commercial automobile liability insurance with limits not less than \$300,000 each occurrence and \$1,000,000 in the aggregate, if applicable; and (iii) worker's compensation insurance as required by Labor Code section 3200, *et seq.*, if applicable. Neither Contractor nor any of the Contractor Parties shall commence performing any portion of the Services until all required insurance has been obtained and certificates indicating the required coverages have been delivered to and approved by District. All insurance policies shall include an endorsement stating that District and District Parties are named additional insureds. All of the policies shall be amended to provide that the insurance shall not be suspended, voided, canceled, reduced in coverage or in limits except after thirty (30) days' prior written notice has been given to District. If such a notice is not given or even if District receives a notice, District may, at its sole option, terminate this Agreement. All insurance policies shall include an endorsement stating that it is primary to any insurance or self-insurance maintained by District and shall waive all rights of subrogation against District and/or the District Parties. A copy of the declarations page of

Contractor's insurance policies shall be attached to this Agreement as proof of insurance.

10. **Independent Contractor Status.** Contractor, in the performance of this Agreement, shall be and act as an independent contractor. Contractor understands and agrees that Contractor and the Contractor Parties shall not be considered officers, employees, agents, partners, or joint venturers of District, and are not entitled to benefits of any kind or nature normally provided to employees of District and/or to which District's employees are normally entitled.

11. **Taxes.** All payments made by District to Contractor pursuant to this Agreement shall be reported to the applicable federal and state taxing authorities as required. District will not withhold any money from fees payable to Contractor, including FICA (social security), state or federal unemployment insurance contributions, or state or federal income tax or disability insurance. Contractor shall assume full responsibility for payment of all federal, state and local taxes or contributions, including unemployment insurance, social security and income taxes with respect to Contractor and the Contractor Parties and otherwise in connection with this Agreement.

12. **Fingerprinting/Criminal Background Investigation Certification.** Contractor and the Contractor Parties shall at all times comply with the fingerprinting and criminal background investigation requirements of the California Education Code ("Education Code") section 45125.1. Accordingly, by checking the applicable boxes below, Contractor hereby represents and warrants to District the following:

A.  Contractor and the Contractor Parties shall **only have limited or no contact** (as determined by District) with District students at all times during the Term of this Agreement.

B. The following Contractor and Contractor Parties have **more than limited contact** (as determined by District) with District students during the Term of this Agreement:

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_. [Attach and sign additional pages, as needed.]

C. (Required only if Box 11.B is checked.) All of the Contractor and Contractor Parties noted above, at no cost to District, have completed background checks and have been fingerprinted under procedures established by the California Department of Justice and the Federal Bureau of Investigation, and the results of those background checks and fingerprints reveal that none of these Contractor and Contractor Parties have been arrested or convicted of a serious or violent felony, as defined by the California Penal Code.

Contractor further agrees and acknowledges that if at any time during the Term of this Agreement Contractor learns or becomes aware of additional information which differs in any way from the representations set forth above, or Contractor or Contractor Parties add personnel, Contractor shall immediately notify District and prohibit any new personnel from having any contact with District students until the fingerprinting and background check requirements have been satisfied and District determines whether any contact is permissible.

13. **Tuberculosis Certification.** Contractor and the Contractor Parties shall at all times comply with the tuberculosis ("TB") certification requirements of Education Code section 49406. Accordingly, by checking the applicable boxes below, Contractor hereby represents and warrants to District the following:

A. Contractor and Contractor Parties shall **only have limited or no contact** (as determined by District) with District students at all times during the Term of this Agreement.

B. The following Contractor and Contractor Parties shall have **more than limited contact** (as determined by District) with District students during the Term of this Agreement and, at no cost to District, have received a TB test in full compliance with the requirements of Education Code section 49406:

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\_\_\_\_\_ . [Attach and sign additional pages, as needed.]

Contractor shall maintain on file the certificates showing that the Contractor and Contractor Parties were examined and found free from active TB. These forms shall be regularly maintained and updated by Contractor and shall be available to District upon request or audit.

Contractor further agrees and acknowledges that all new personnel hired after the Effective Date of this Agreement by Contractor and Contractor Parties are subject to the TB certification requirements and shall be prohibited from having any contact with District students until the TB certification requirements have been satisfied and District determines whether any contact is permissible.

14. **Confidential Information.** Contractor shall maintain the confidentiality of, and protect from unauthorized disclosure, any and all individual student information received from the District, including but not limited to student names and other identifying information. Contractor shall not use such student information for any purpose other than carrying out the obligations under this Agreement. Upon termination of this Agreement, Contractor shall turn over to District all educational records related to the services provided to any District student pursuant to this Agreement.

15. **Assignment/Successors and Assigns.** Contractor shall not assign or transfer by operation of law or otherwise any or all of its rights, burdens, duties or obligations under this Agreement without the prior written consent of District. Subject to the foregoing, this Agreement shall be binding on the heirs, executors, administrators, successors, and assigns of the respective parties.

16. **Severability.** If any provision of this Agreement shall be held invalid or unenforceable by a court of competent jurisdiction, such holding shall not invalidate or render unenforceable any other provision of this Agreement.

17. **Amendments.** The terms of this Agreement shall not be waived, altered, modified, supplemented or amended in any manner whatsoever except by written agreement signed by both parties.

18. **Governing Law.** This Agreement shall be governed by and construed in accordance with the laws of the State of California, excluding its choice of law rules. Any action or proceeding seeking any relief under or with respect to this Agreement shall be brought solely in the Superior Court of the State of California for the County of Tulare, subject to transfer of venue under applicable State law, provided that nothing in this Agreement shall constitute a waiver of immunity to suit by the District.

19. **Written Notice.** Written notice shall be deemed to have been duly served if delivered in person to Contractor at the address located next to the party signatures below, or if delivered at or sent by registered or certified or overnight mail to the last business address known to the person who sends the notice.

20. **Compliance with Law.** Each and every provision of law and clause required by law to be inserted into this Agreement shall be deemed to be inserted herein and this Agreement shall be read and enforced as though it were included therein. Contractor shall comply with all applicable federal, state, and local laws, rules, regulations and ordinances, including but not limited to fingerprinting under Education Code section 45125.1, confidentiality of records, Education Code section 49406 and others. Contractor agrees that it shall comply with all legal requirements for the performance of duties under this Agreement and that failure to do so shall constitute material breach.

21. **Non-Discrimination.** There shall be no unlawful discrimination in the contracting of persons under this Agreement because of race, color, national origin, age, ancestry, religion, sex, or sexual orientation of such persons.

22. **Attorney Fees.** If any legal action is taken to interpret or enforce the terms of this Agreement, the prevailing party shall be entitled to recover reasonable attorneys' fees and other reasonable costs and expenses incurred in connection with that legal action.

23. **Liability of District.** Notwithstanding anything stated herein to the contrary, District shall not be liable for any special, consequential, indirect or incidental damages, including but not limited to lost profits in connection with this Agreement.

24. **Time.** Time is of the essence to this Agreement.

25. **Waiver.** No delay or omission by District in exercising any right under this Agreement shall operate as a waiver of that or any other right and no single or partial exercise of any right shall preclude the District from any or further exercise of any right or remedy.

26. **Entire Agreement.** This Agreement is intended by the parties as the final expression of their agreement with respect to such terms as are included herein and as the complete and exclusive statement of its terms and may not be contradicted by evidence of any prior agreement or of a contemporaneous oral agreement, nor explained or supplemented by evidence of consistent additional terms.

27. **Ambiguity.** The parties to this Agreement, and each of them, hereby represent that the language contained herein is to be construed as jointly proposed and jointly accepted, and in the event of any subsequent determination of ambiguity, all parties shall be treated as equally responsible for such ambiguity.

28. **Execution of Other Documents.** The parties to this Agreement shall cooperate fully in the execution of any and all other documents and in the completion of any additional actions that may be necessary or appropriate to give full force and effect to the terms and intent of this Agreement.

29. **Execution in Counterparts.** This Agreement may be executed in counterparts such that the signatures may appear on separate signature pages. A copy, facsimile, or an original, with all signatures appended together, shall be deemed a fully executed agreement.

30. **Warranty of Authority.** The persons who have signed this Agreement warrant that they are legally authorized to do so on behalf of the respective parties, and by their signatures to bind the respective parties to this Agreement.

31. **Notices.** Except as may be otherwise required by law, any notice to be given will be written and will be either personally delivered, sent by facsimile transmission, or sent by first class mail, postage

prepaid and addressed as follows:

**Tulare Joint Union High School District:**

**Dr. Lucy Van Scyoc**  
Superintendent  
426 N Blackstone St  
Tulare CA 93274  
Phone: (559) 688-2021  
Fax: (559) 687-7317

**With A Copy To:**

**Vivian Hamilton**  
Chief Business Officer  
426 N Blackstone St  
Tulare CA 93274  
Phone: (559) 688-2021  
Fax: (559) 656-8001



**A3 Communications Inc.**  
**dba Blue Violet Networks**  
**Rob Clement**  
17815 Newhope St.  
Fountain Valley CA 92708  
Phone: (949) 540-5542

Notice personally delivered is effective when delivered. Notice sent by facsimile transmission is deemed to be received upon successful transmission. Notice sent by first class mail will be deemed received on the fifth day after the date of mailing. Either party may change the above address or phone or fax number by giving written notice under this paragraph.

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**DISTRICT:**

**TULARE JOINT UNION  
HIGH SCHOOL DISTRICT**

By: \_\_\_\_\_  
Dr. Lucy Van Scyoc  
Superintendent

**CONTRACTOR:**

**A3 COMMUNICATIONS INC dba BLUE  
VIOLET NETWORKS**

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

**EXHIBIT A**  
**Detailed Scope of Work and Fees Per Site**  
**Found on following pages**



*A DIVISION OF THE COOK & BOARDMAN GROUP, LLC*

# Confidential Proposal

## Tulare Joint Union High School District

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**Provided by:**  
Randy Toma  
rtoma@bluevioletnetworks.com  
1-714-754-4000

The human connection between you and your technology.

## SCOPE OF WORK

### PROJECT TITLE AND PRIMARY POINTS OF CONTACT

#### Tulare Joint Union High School District Avigilon Alta Camera Project

*Prepared for: Donny Trimm*

#### Tulare Joint Union High School District

426 N Blackstone Tulare, CA 93274

Blue Violet Networks	CLIENT
<b>Contact:</b> Randy Toma, Enterprise Technical Sales Exec.	<b>Contact:</b> Donnt Trimm, <i>Director of Technology</i>
<b>Direct:</b> (714) 708-9476	<b>Direct:</b> (559) 687-7321
<b>Mobile:</b> (714) 270-0847	<b>Mobile:</b> (559) 280-5584
<b>Email:</b> <a href="mailto:rtoma@blueviolet.net">rtoma@blueviolet.net</a>	<b>Email:</b> <a href="mailto:Donny.trimm@tjuhsd.org">Donny.trimm@tjuhsd.org</a>

### PROJECT SUMMARY AND LOCATION

Brief description of the project, including some of the following:

- Type of project ; VMS/Cameras
- Software manufacturers; Avigilon Alta (Ava)
- Hardware manufacturers; Avigilon Alta (Ava)
- Device count; 314 cameras
- See detailed quote (This will be the list of equipment)

This contract includes the following site(s):

1. Accelerated Charter High School / 4136 N. Mooney Blvd Tulare, CA 93274
2. Adult Welding / 1450 E Sunset Ave, Tulare, CA 93274
3. District Office / 426 N Blackstone, Tulare, CA 93274
4. Tulare Adult School / 575 W Maple Ave, Tulare, CA 93274
5. Mission Oak High School / 3442 E Bardsley Ave, Tulare, CA 93274
6. Pixley Adult School/ 1690 E Court Ave Pixley CA 93256
7. Tulare High School AG Farm / 591 W Bardsley Ave, Tulare, CA 93274
8. Sierra Vista Charter High School / 351 N K St, Tulare, CA 93274
9. Tulare Technical Preparatory High School / 737 W Bardsley Ave, Tulare, CA 93274
10. Tulare Union High School / 755 E Tulare Ave, Tulare, CA 93274
11. Tulare JUHSD Warehouse / 701 W Bardsley, Tulare, CA 93274
12. Tulare Western High School / 824 W Maple Ave, Tulare, CA 93274

## PROJECT EXPECTATIONS AND DELIVERABLES

Blue Violet Networks will provide the following:

- New Avigilon Alta (Ava) cloud cameras to replace all existing cameras and filling in blind spots based off site visits. Installation including cable, conduit and mounting hardware. Installation of cameras includes aiming and focusing cameras based on TJUHSD stakeholder's input. See Maps for camera locations that were approved by TJUHSD Stakeholders.

## SITE PREPARATION/CLIENT RESPONSIBILITIES

To ensure Blue Violet Networks' implementations teams are able to perform all project-related tasks, you are required to prepare the affected site(s) as follows:

- Designate one Project Manager who will:
  - Act as the first point-of contact for all communication.
  - Define overall installation date goals.
  - Verify satisfaction of prerequisites; and
  - Provide final acceptance approval.
- Designate individual site contacts who will:
  - Coordinate installations.
  - Promptly reply to all requests for information; and
  - Provide timely access to all video surveillance facilities for all authorized Blue Violet Networks personnel and contractors.
- Ensure strict conformance to all local building, electrical and fire codes prior to equipment installation.
- Verify correct network provisioning, including premise wiring and end-to-end testing, prior to the scheduled installation date.
- Provide and install any needed network switches with PoE power.
- Provide IP address and naming convention information to be used for this project.
- Provide all necessary security and user access passwords for existing and new equipment.

## CUSTOMER TRAINING

To optimize usage and ensure a positive and productive Avigilon Alta and Blue Violet experience, it is essential to feel comfortable when using your new Camera system. Once your system has been completely installed and documentation is signed off, Blue Violet Networks and Avigilon will train users on how to use the system. Blue Violet Networks recommends training all staff in one session. Blue Violet Networks suggests a minimum of two (2) instructors per site selected by the customer to attend the training. There is a four (4) hour training block included in this proposal.

## WARRANTIES AND SUPPORT

**Workmanship Warranty** / Workmanship furnished under this contract is fully guaranteed by Blue Violet Networks from any defects for a period of one (1) year. If a problem occurs, we will promptly correct or reprogram any nonconforming work immediately. We have service personnel who will respond within 24 hours to troubleshoot any defects or make any repairs. For emergency situations, we guarantee a four-hour response time.

**Support Plan** / Blue Violet Networks offers additional coverage for hardware and labor with guaranteed response times to cover any service ticket not supported under the workmanship warranty.

Include client's selected Support Plan information.

**Preventative Maintenance Plan** / Blue Violet Networks offers preventative maintenance agreements on monthly, quarterly, biannual and yearly plans. See attached plan.

### PROJECT SCOPE OF SERVICES

- Avigilon Alta cameras include 4K Domes, 4K Bullets, wide and telephotos, and 4K Multi Sensor. See maps for locations. Each camera is being sold with a 10 year subscription and comes with a 10 year manufacturer's warranty. All analytics are included with the subscription except License Plate Recognition.

### PROJECT EXCEPTIONS AND ASSUMPTIONS

The proposal and pricing for this project are based on the following assumptions:

- This project will be performed during Monday through Friday between the hours of 8:00am and 5:00pm, excluding holidays, unless otherwise agreed upon prior to the start of work.
- Blue Violet Networks will provide all labor, tools and supervision required to complete this installation.
- Adequate lighting and electrical power will be available on site.
- The existing system(s) cabling is working as expected.
- If any existing equipment designated for use in the new system is defective or near end-of-life, the Customer is responsible for the replacement of said equipment.
- Unimpeded access to buildings that BVN teammates are working in during this project.
- Blue Violet Networks will provide the initial configuration and programming of the Avigilon Alta system for this Scope of Work, including bringing cameras online, naming cameras in the system. Client is responsible for setting up analytic alerts and creating users.

The proposal and pricing do not include the following:

- Permits.
- Special API integration to HR database.
- PoE extenders; if any network cables are over the 100 meter distance, BVN will work with the Customer on a solution;
- Uninterruptible power supplies.
- Patching and painting
- Trenching
- Shipping costs.

Blue Violet Networks will not be held responsible for any omissions or oversight due to miscommunications, misrepresentation or lack of information in the formulation of this proposal. If the above occurs, Blue Violet Networks reserves the right to invoice for work accordingly or re-negotiate contract amount.

#### ***SPECIAL NOTE***

All changes affecting the design, quantity of material or additional labor shall be approved by the BVN Project Manager and Client prior to beginning work. Such changes may require the completion of a Change Order by the Client before any such change order work is performed.

#### ***PAYMENT TERMS (NET 30)***

Customer shall pay for the services and/or equipment furnished by Blue Violet Networks within thirty (30) days of the invoice date. Blue Violet Networks will invoice hardware/software upon delivery and invoice labor progressively based on percentage used.

## SCOPE OF WORK ACCEPTANCE

Authorized signatures below, by both A3 Communications Inc dba Blue Violet Networks and the client, indicate mutual acceptance of this Scope of Work and that this document accurately defines all work to be performed on this project.

<i>Agreed to on behalf of:</i> <b>SERVICE PROVIDER</b>	<i>Agreed to on behalf of:</i> <b>CLIENT</b>
<b>Organization Name:</b> A3 Communications Inc dba Blue Violet Networks	<b>Organization Name:</b> Organization Name
<b>Printed Name/Title</b>	<b>Printed Name</b>
<b>Signature:</b>	<b>Signature:</b>
<b>Date:</b> Date	<b>Date:</b> Date
<b>BVN Project:</b>	

Date: 3/22/2023

A DIVISION OF THE COOK & BOARDMAN GROUP, LLC

Expiration Date: 4/21/2023

To: Donny Trimm  
 Tulare Joint Union High School District  
 Director of Technology  
 (559) 687-7321

Salesperson	Job Location or Description	Delivery Date	Payment Terms
Randy Toma	Accelerated Charter High School	TBD	NET 30

Scope of Work

Qty	Manufacturer	Part Number	Description	MSRP	Unit Price	Qty Total
			<b>Licensing</b>			
	AVA	AWA-CLD-1Y	Subscription to Ava Aware Cloud, per camera. Real-time video-analytics. Including 30 days cloud storage.	\$ 179.00	\$ 96.66	\$ -
0.00	AVA	AWA-CLD-3Y	Subscription to Ava Aware Cloud, per camera. Real-time video-analytics. Including 30 days cloud storage.	\$ 499.00	\$ 269.46	\$ -
	AVA	AWA-CLD-5Y	Subscription to Ava Aware Cloud, per camera. Real-time video-analytics. Including 30 days cloud storage.	\$ 799.00	\$ 431.46	\$ -
24.00	AVA	AWA-CLD-10Y	Subscription to Ava Aware Cloud, per camera. Real-time video-analytics. Including 30 days cloud storage.	\$ 1,598.00	\$ 862.92	\$ 20,710.08
			<b>Outdoor Dome</b>			
4.00	AVA	Dome-W-4K-30	Ava Aware Cloud camera - Dome white. 8MP (4K) resolution. 30 days retention. AI-powered, IR and advanced microphone array, indoor and outdoor, up to 10 year warranty with an active Aware license.	\$ 1,399.00	\$ 755.46	\$ 3,021.84
2.00	AVA	ACC-MNT-ARM-W	Wall mount arm for Ava Dome and 360 cameras. White. Pendant cap (ACC-PEN-CAP-W) typically required for this part.	\$ 66.00	\$ 35.64	\$ 71.28
2.00	AVA	ACC-PEN-CAP-W	Pendant mounting cap for Ava Dome and 360 cameras. White.	\$ 44.00	\$ 23.76	\$ 47.52
			<b>Indoor Dome</b>			
10.00	AVA	Dome-W-4K-30	Ava Aware Cloud camera - Dome white. 8MP (4K) resolution. 30 days retention. AI-powered, IR and advanced microphone array, indoor and outdoor, up to 10 year warranty with an active Aware license.	\$ 1,399.00	\$ 755.46	\$ 7,554.60
			<b>Telescopic Bullet</b>			
1.00	AVA	BULLET-TE-W-4K-30	Ava Bullet White, tele lens, 30 days onboard retention. 8MP (4K), AI-powered camera, IR and advanced microphone array, indoor and outdoor, up to 10 year warranty with an active Aware license.	\$ 1,779.00	\$ 960.66	\$ 960.66
1.00	AVA	ACQ-POL-MNT	Quad Pole bracket	\$ 139.00	\$ 75.06	\$ 75.06
			<b>Multisensor Corner</b>			
7.00	AVA	QUAD-20MP-30	Ava Quad black with 30 days retention, multi-sensor camera with four varifocal 5MP camera modules (20 MP), IR and HDR capable, with advanced microphone array, indoor and outdoor with IP66 and IK10 rating.	\$ 3,099.00	\$ 1,673.46	\$ 11,714.22
7.00	AVA	ACQ-WAL-MNT	Quad Wall mount bracket	\$ 87.00	\$ 46.98	\$ 328.86
7.00	AVA	ACQ-CRN-MNT	Quad Corner bracket	\$ 139.00	\$ 75.06	\$ 525.42



			Multisensor Pole		\$ -	
1.00	AVA	QUAD-20MP-30	Ava Quad black with 30 days retention, multi-sensor camera with four varifocal 5MP camera modules (20 MP), IR and HDR capable, with advanced microphone array, indoor and outdoor with IP66 and IK10 rating.	\$ 3,099.00	\$ 1,673.46	\$ 1,673.46
1.00	AVA	ACQ-WAL-MNT	Quad Wall mount bracket	\$ 87.00	\$ 46.98	\$ 46.98
1.00	AVA	ACQ-POL-MNT	Quad Pole bracket	\$ 139.00	\$ 75.06	\$ 75.06
			Multisensor Pendant			
1.00	AVA	QUAD-20MP-30	Ava Quad black with 30 days retention, multi-sensor camera with four varifocal 5MP camera modules (20 MP), IR and HDR capable, with advanced microphone array, indoor and outdoor with IP66 and IK10 rating.	\$ 3,099.00	\$ 1,673.46	\$ 1,673.46
1.00	AVA	ACQ-WAL-MNT	Quad Wall mount bracket	\$ 87.00	\$ 46.98	\$ 46.98
			Miscellaneous			
1.00	NSP	P05623A4-B1-4NS	CAT6 550MHz 23/4 PR SOL Plenum CMP Yel 1000'	\$ 662.50	\$ 344.50	\$ 344.50
1.00	MISC	MISC	Conduit, Wiremolding, Cabling Support, HDNVR Support	\$ 1,500.00	\$ 1,500.00	\$ 1,500.00
			Labor			
140.00	SIN 246-1000	Security Technician II	Functional Responsibility: Assists in the design and performs the installation of security systems. Develops or reviews designs by analyzing engineering data and schematics. Receives initial instructions, equipment requirements, and advice from supervisor or engineer as needed.	\$ 119.70	\$ 16,758.00	\$ 16,758.00
16.00	SIN 246-1000	Project Manager	Functional Responsibility; coordination and completion of projects. Oversees all aspects of projects. Sets deadlines, assigns responsibilities, and monitors and summarizes progress of project.	\$ 146.30	\$ 2,340.80	\$ 2,340.80
16.00	SIN 246-1000	Senior Engineer	Functional Responsibility: Performs a wide range of highly technical duties associated with the design, implementation and support of Local Area Network and Wide Area Network environments and related services. This includes, but is not limited to assisting with the integration of security systems hardware and software into the physical and logical architecture of the enterprise's existing information technology topography.	\$ 164.03	\$ 2,624.48	\$ 2,624.48
					Subtotal	\$ 50,369.98
					Sales Tax @ 8.25%	\$ 2,446.94
					Installation	\$ 21,723.28
					Shipping	\$ 503.70
						\$ -
					<b>Total</b>	<b>\$ 75,043.90</b>

Date: 3/22/2023

A DIVISION OF THE COOK & BOARDMAN GROUP, LLC

Expiration Date: 4/21/2023

To: Donny Trimm  
Tulare Joint Union High School District  
Director of Technology  
(559) 687-7321

Salesperson	Job Location or Description	Delivery Date	Payment Terms
Randy Torma	Adult Welding	TBD	NET 30

Scope of Work

Qty	Manufacturer	Part Number	Description	MSRP	Unit Price	Qty Total
<b>Licensing</b>						
	AVA	AWA-CLD-1Y	Subscription to Ava Aware Cloud, per camera. Real-time video-analytics. Including 30 days cloud storage.	\$ 179.00	\$ 96.66	\$ -
0.00	AVA	AWA-CLD-3Y	Subscription to Ava Aware Cloud, per camera. Real-time video-analytics. Including 30 days cloud storage.	\$ 499.00	\$ 269.46	\$ -
	AVA	AWA-CLD-5Y	Subscription to Ava Aware Cloud, per camera. Real-time video-analytics. Including 30 days cloud storage.	\$ 799.00	\$ 431.46	\$ -
5.00	AVA	AWA-CLD-10Y	Subscription to Ava Aware Cloud, per camera. Real-time video-analytics. Including 30 days cloud storage.	\$ 1,598.00	\$ 862.92	\$ 4,314.60
<b>Outdoor Dome</b>						
1.00	AVA	Dome-W-4K-30	Ava Aware Cloud camera - Dome white. 8MP (4K) resolution, 30 days retention, AI-powered, IR and advanced microphone array, indoor and outdoor, up to 10 year warranty with an active Aware license.	\$ 1,399.00	\$ 755.46	\$ 755.46
1.00	AVA	ACC-MNT-ARM-W	Wall mount arm for Ava Dome and 360 cameras. White. Pendant cap (ACC-PEN-CAP-W) typically required for this part.	\$ 66.00	\$ 35.64	\$ 35.64
1.00	AVA	ACC-PEN-CAP-W	Pendant mounting cap for Ava Dome and 360 cameras. White.	\$ 44.00	\$ 23.76	\$ 23.76
<b>Bullet</b>						
3.00	AVA	BULLET-WI-W-4K-30	Ava Bullet White, wide lens, 30 days onboard retention, 8MP (4K), AI-powered camera, IR and advanced microphone array, indoor and outdoor, up to 10 year warranty with an active Aware license.	\$ 1,689.00	\$ 912.06	\$ 2,736.18
<b>Multisensor Corner</b>						
1.00	AVA	QUAD-20MP-30	Ava Quad black with 30 days retention, multi-sensor camera with four varifocal 5MP camera modules (20 MP), IR and HDR capable, with advanced microphone array, indoor and outdoor with IP66 and IK10 rating.	\$ 3,099.00	\$ 1,673.46	\$ 1,673.46
1.00	AVA	ACQ-WAL-MNT	Quad Wall mount bracket	\$ 87.00	\$ 46.98	\$ 46.98
1.00	AVA	ACQ-CRN-MNT	Quad Corner bracket	\$ 139.00	\$ 75.06	\$ 75.06
<b>Miscellaneous</b>						
1.00	NSP	Lift	Lift -1 Day	\$ 706.02	\$ 706.02	\$ 706.02
1.00	NSP	P05623A4-B1-4NS	CAT6 550MHz 23/4 PR SOL Plenum CMP Yel 1000'	\$ 662.50	\$ 344.50	\$ 344.50
1.00	MISC	MISC	Conduit, Wiremolding, Cabling Support, HDNVR Support	\$ 800.00	\$ 800.00	\$ 800.00
<b>Labor</b>						
64.00	SIN 246-1000	Security Technician II	Functional Responsibility: Assists in the design and performs the installation of security systems. Develops or reviews designs by analyzing engineering data and schematics. Receives initial instructions, equipment requirements, and advice from supervisor or engineer as needed.	\$ 119.70	\$ 7,660.80	\$ 7,660.80
8.00	SIN 246-1000	Project Manager	Functional Responsibility: coordination and completion of projects. Oversees all aspects of projects. Sets deadlines, assigns responsibilities, and monitors and summarizes progress of project.	\$ 146.30	\$ 1,170.40	\$ 1,170.40
8.00	SIN 246-1000	Senior Engineer	Functional Responsibility: Performs a wide range of highly technical duties associated with the design, implementation and support of Local Area Network and Wide Area Network environments and related services. This includes, but is not limited to assisting with the integration of security systems hardware and software into the physical and logical architecture of the enterprise's existing information technology topography.	\$ 164.03	\$ 1,312.24	\$ 1,312.24
<b>Subtotal</b>						\$ 11,511.66
Sales Tax @ 8.25%						\$ 593.76
Installation						\$ 10,143.44
Shipping						\$ 115.12
Travel						\$ -
<b>Total</b>						\$ 22,363.97

Date: 3/22/2023

A DIVISION OF THE COOK & BOARDMAN GROUP, LLC

Expiration Date: 4/21/2023

To: Donny Trimm  
 Tulare Joint Union High School District  
 Director of Technology  
 (559) 687-7321

Salesperson	Job Location or Description	Delivery Date	Payment Terms
Randy Toma	District Office	TBD	NET 30

Scope of Work

Qty	Manufacturer	Part Number	Description	MSRP	Unit Price	Qty Total
			<b>Licensing</b>			
	AVA	AWA-CLD-1Y	Subscription to Ava Aware Cloud, per camera. Real-time video-analytics. Including 30 days cloud storage.	\$ 179.00	\$ 96.66	\$ -
	AVA	AWA-CLD-3Y	Subscription to Ava Aware Cloud, per camera. Real-time video-analytics. Including 30 days cloud storage.	\$ 499.00	\$ 269.46	\$ -
	AVA	AWA-CLD-5Y	Subscription to Ava Aware Cloud, per camera. Real-time video-analytics. Including 30 days cloud storage.	\$ 799.00	\$ 431.46	\$ -
12.00	AVA	AWA-CLD-10Y	Subscription to Ava Aware Cloud, per camera. Real-time video-analytics. Including 30 days cloud storage.	\$ 1,598.00	\$ 862.92	\$ 10,355.04
			<b>Outdoor Dome</b>			
4.00	AVA	Dome-W-4K-30	Ava Aware Cloud camera - Dome white. 8MP (4K) resolution. 30 days retention. AI-powered, IR and advanced microphone array, indoor and outdoor, up to 10 year warranty with an active Aware license.	\$ 1,399.00	\$ 755.46	\$ 3,021.84
2.00	AVA	ACC-MNT-ARM-W	Wall mount arm for Ava Dome and 360 cameras. White. Pendant cap (ACC-PEN-CAP-W) typically required for this part.	\$ 66.00	\$ 35.64	\$ 71.28
2.00	AVA	ACC-PEN-CAP-W	Pendant mounting cap for Ava Dome and 360 cameras. White.	\$ 44.00	\$ 23.76	\$ 47.52
			<b>Indoor Dome</b>			
1.00	AVA	Dome-W-4K-30	Ava Aware Cloud camera - Dome white. 8MP (4K) resolution. 30 days retention. AI-powered, IR and advanced microphone array, indoor and outdoor, up to 10 year warranty with an active Aware license.	\$ 1,399.00	\$ 755.46	\$ 755.46
			<b>Bullet</b>			
3.00	AVA	BULLET-WI-W-4K-30	Ava Bullet White, wide lens, 30 days onboard retention. 8MP (4K), AI-powered camera, IR and advanced microphone array, indoor and outdoor, up to 10 year warranty with an active Aware license.	\$ 1,689.00	\$ 912.06	\$ 2,736.18
			<b>Telescopic Bullet</b>			
1.00	AVA	BULLET-TE-W-4K-30	Ava Bullet White, tele lens, 30 days onboard retention. 8MP (4K), AI-powered camera, IR and advanced microphone array, indoor and outdoor, up to 10 year warranty with an active Aware license.	\$ 1,779.00	\$ 960.66	\$ 960.66

			Multisensor Corner			
3.00	AVA	QUAD-20MP-30	Ava Quad block with 30 days retention, multi-sensor camera with four varifocal 5MP camera modules (20 MP), IR and HDR capable, with advanced microphone array, indoor and outdoor with IP66 and IK10 rating.	\$ 3,099.00	\$ 1,673.46	\$ 5,020.38
3.00	AVA	ACQ-WAL-MNT	Quad Wall mount bracket	\$ 87.00	\$ 46.98	\$ 140.94
3.00	AVA	ACQ-CRN-MNT	Quad Corner bracket	\$ 139.00	\$ 75.06	\$ 225.18
			Misculanouss			
1.00	NSP	P05623A4-B1-4NS	CAT6 550MHz 23/4 PR SOL Plenum CMP Yel 1000'	\$ 662.50	\$ 344.50	\$ 344.50
1.00	MISC	MISC	Conduit, Wiremolding, Cabling Support,HDNVR Support	\$ 1,000.00	\$ 1,000.00	\$ 1,000.00
			Labor			
64.00	SIN 246-1000	Security Technician II	Functional Responsibility: Assists in the design and performs the installation of security systems. Develops or reviews designs by analyzing engineering data and schematics. Receives initial instructions, equipment requirements, and advice from supervisor or engineer as needed.	\$119.70	\$ 7,660.80	\$ 7,660.80
8.00	SIN 246-1000	Project Manager	Functional Responsibility; coordination and completion of projects. Oversees all aspects of projects. Sets deadlines, assigns responsibilities, and monitors and summarizes progress of project.	\$146.30	\$ 1,170.40	\$ 1,170.40
8.00	SIN 246-1000	Senior Engineer	Functional Responsibility: Performs a wide range of highly technical duties associated with the design, implementation and support of Local Area Network and Wide Area Network environments and related services. This includes, but is not limited to assisting with the integration of security systems hardware and software into the physical and logical architecture of the enterprise's existing information technology topography.	\$164.03	\$ 1,312.24	\$ 1,312.24

Subtotal	\$ 24,678.98
Sales Tax @ 8.25%	\$ 1,181.73
Installation	\$ 10,143.44
Shipping	\$ 246.79
Travel	\$ -
<b>Total</b>	<b>\$ 36,250.93</b>

Date: 3/22/2023

A DIVISION OF THE COOK & BOARDMAN GROUP, LLC

Expiration Date: 4/21/2023

To: Donny Trimm  
 Tulare Joint Union High School District  
 Director of Technology  
 (559) 687-7321

Salesperson	Job Location or Description	Delivery Date	Payment Terms
Randy Toma	Maple	TBD	NET 30

Scope of Work

Qty	Manufacturer	Part Number	Description	MSRP	Unit Price	Qty Total
			<b>Licensing</b>			
	AVA	AWA-CLD-1Y	Subscription to Ava Aware Cloud, per camera. Real-time video-analytics. Including 30 days cloud storage.	\$ 179.00	\$ 96.66	\$ -
0.00	AVA	AWA-CLD-3Y	Subscription to Ava Aware Cloud, per camera. Real-time video-analytics. Including 30 days cloud storage.	\$ 499.00	\$ 269.46	\$ -
	AVA	AWA-CLD-5Y	Subscription to Ava Aware Cloud, per camera. Real-time video-analytics. Including 30 days cloud storage.	\$ 799.00	\$ 431.46	\$ -
7.00	AVA	AWA-CLD-10Y	Subscription to Ava Aware Cloud, per camera. Real-time video-analytics. Including 30 days cloud storage.	\$ 1,598.00	\$ 862.92	\$ 6,040.44
			<b>Indoor Dome</b>			
1.00	AVA	Dome-W-4K-30	Ava Aware Cloud camera - Dome white. 8MP (4K) resolution. 30 days retention. AI-powered, IR and advanced microphone array, indoor and outdoor, up to 10 year warranty with an active Aware license.	\$ 1,399.00	\$ 755.46	\$ 755.46
			<b>Multisensor Surface</b>			
3.00	AVA	QUAD-20MP-30	Ava Quad black with 30 days retention, multi-sensor camera with four varifocal 5MP camera modules (20 MP), IR and HDR capable, with advanced microphone array, indoor and outdoor with IP66 and IK10 rating.	\$ 3,099.00	\$ 1,673.46	\$ 5,020.38
			<b>Multisensor Corner</b>			
3.00	AVA	QUAD-20MP-30	Ava Quad black with 30 days retention, multi-sensor camera with four varifocal 5MP camera modules (20 MP), IR and HDR capable, with advanced microphone array, indoor and outdoor with IP66 and IK10 rating.	\$ 3,099.00	\$ 1,673.46	\$ 5,020.38
3.00	AVA	ACQ-WAL-MNT	Quad Wall mount bracket	\$ 87.00	\$ 46.98	\$ 140.94
3.00	AVA	ACQ-CRN-MNT	Quad Corner bracket	\$ 139.00	\$ 75.06	\$ 225.18
			<b>Miscellaneous</b>			
0.50	NSP	P05623A4-B1-4NS	CAT6 550MHz 23/4 PR SOL Plenum CMP Yel 1000'	\$ 662.50	\$ 344.50	\$ 172.25
1.00	MISC	MISC	Conduit, Wiremolding, Cabling Support,HDNVR Support	\$ 800.00	\$ 800.00	\$ 800.00
			<b>Travel</b>			
64.00	SIN 246-1000	Security Technician II	Functional Responsibility: Assists in the design and performs the installation of security systems. Develops or reviews designs by analyzing engineering data and schematics. Receives initial instructions, equipment requirements, and advice from supervisor or engineer as needed.	\$119.70	\$ 7,660.80	\$ 7,660.80
16.00	SIN 246-1000	Project Manager	Functional Responsibility: coordination and completion of projects. Oversees all aspects of projects. Sets deadlines, assigns responsibilities, and monitors and summarizes progress of project.	\$146.30	\$ 2,340.80	\$ 2,340.80
16.00	SIN 246-1000	Senior Engineer	Functional Responsibility: Performs a wide range of highly technical duties associated with the design, implementation and support of Local Area Network and Wide Area Network environments and related services. This includes, but is not limited to assisting with the integration of security systems hardware and software into the physical and logical architecture of the enterprise's existing information technology topography.	\$164.03	\$ 2,624.48	\$ 2,624.48

Subtotal	\$ 18,175.03
Sales Tax @ 8.25%	\$ 1,001.10
Installation	\$ 12,626.08
Shipping	\$ 181.75
Travel	\$ -
<b>Total</b>	<b>\$ 31,983.96</b>

Date: 3/22/2023

A DIVISION OF THE COOK & BOARDMAN GROUP, LLC

Expiration Date: 4/21/2023

To: Donny Trimm  
 Tulare Joint Union High School District  
 Director of Technology  
 (559) 687-7321

Salesperson	Job Location or Description	Delivery Date	Payment Terms
Randy Toma	Mission Oak High	TBD	NET 30

Scope of Work

Qty	Manufacturer	Part Number	Description	MSRP	Unit Price	Qty Total
			<b>Licensing</b>			
	AVA	AWA-CLD-1Y	Subscription to Ava Aware Cloud, per camera. Real-time video-analytics. Including 30 days cloud storage.	\$ 179.00	\$ 96.66	\$ -
0.00	AVA	AWA-CLD-3Y	Subscription to Ava Aware Cloud, per camera. Real-time video-analytics. Including 30 days cloud storage.	\$ 499.00	\$ 269.46	\$ -
	AVA	AWA-CLD-5Y	Subscription to Ava Aware Cloud, per camera. Real-time video-analytics. Including 30 days cloud storage.	\$ 799.00	\$ 431.46	\$ -
75.00	AVA	AWA-CLD-10Y	Subscription to Ava Aware Cloud, per camera. Real-time video-analytics. Including 30 days cloud storage.	\$ 1,598.00	\$ 862.92	\$ 64,719.00
			<b>Outdoor Dome</b>			
8.00	AVA	Dome-W-4K-30	Ava Aware Cloud camera - Dome white. 8MP (4K) resolution. 30 days retention. AI-powered, IR and advanced microphone array, indoor and outdoor, up to 10 year warranty with an active Aware license.	\$ 1,399.00	\$ 755.46	\$ 6,043.68
3.00	AVA	ACC-MNT-ARM-W	Wall mount arm for Ava Dome and 360 cameras. White. Pendant cap (ACC-PEN-CAP-W) typically required for this part.	\$ 66.00	\$ 35.64	\$ 106.92
3.00	AVA	ACC-PEN-CAP-W	Pendant mounting cap for Ava Dome and 360 cameras. White.	\$ 44.00	\$ 23.76	\$ 71.28
			<b>Fisheye</b>			
1.00	AVA	360-W-30	Ava Aware Cloud camera - 360 White. 9MP resolution. 30 days retention. AI-powered, IR and advanced microphone array, indoor and outdoor, up to 10 year warranty with an active Aware license.	\$ 1,399.00	\$ 755.46	\$ 755.46
			<b>Indoor Dome</b>			
30.00	AVA	Dome-W-4K-30	Ava Aware Cloud camera - Dome white. 8MP (4K) resolution. 30 days retention. AI-powered, IR and advanced microphone array, indoor and outdoor, up to 10 year warranty with an active Aware license.	\$ 1,399.00	\$ 755.46	\$ 22,663.80
			<b>Bullet</b>			
12.00	AVA	BULLET-WI-W-4K-30	Ava Bullet White, wide lens, 30 days onboard retention. 8MP (4K), AI-powered camera, IR and advanced microphone array, indoor and outdoor, up to 10 year warranty with an active Aware license.	\$ 1,689.00	\$ 912.06	\$ 10,944.72

			Multisensor Corner			
16.00	AVA	QUAD-20MP-30	Ava Quad black with 30 days retention, multi-sensor camera with four varifocal 5MP camera modules (20 MP), IR and HDR capable, with advanced microphone array, indoor and outdoor with IP66 and IK10 rating.	\$ 3,099.00	\$ 1,673.46	\$ 26,775.36
16.00	AVA	ACQ-WAL-MNT	Quad Wall mount bracket	\$ 87.00	\$ 46.98	\$ 751.68
16.00	AVA	ACQ-CRN-MNT	Quad Corner bracket	\$ 139.00	\$ 75.06	\$ 1,200.96
			Multisensor Pendant			
8.00	AVA	QUAD-20MP-30	Ava Quad black with 30 days retention, multi-sensor camera with four varifocal 5MP camera modules (20 MP), IR and HDR capable, with advanced microphone array, indoor and outdoor with IP66 and IK10 rating.	\$ 3,099.00	\$ 1,673.46	\$ 13,387.68
8.00	AVA	ACQ-WAL-MNT	Quad Wall mount bracket	\$ 87.00	\$ 46.98	\$ 375.84
			Miscellaneous			
1.00	NSP	Lift	Lift - 2 Weeks	\$ 2,476.99	\$ 2,476.99	\$ 2,476.99
7.00	NSP	P05623A4-B1-4NS	CAT6 550MHz 23/4 PR SOL Plenum CMP Yel 1000'	\$ 662.50	\$ 344.50	\$ 2,411.50
1.00	MISC	MISC	Conduit, Wiremolding, Cabling Support,HDNVR Support	\$ 3,000.00	\$ 3,000.00	\$ 3,000.00
			Labor			
416.00	SIN 246-1000	Security Technician II	Functional Responsibility: Assists in the design and performs the installation of security systems. Develops or reviews designs by analyzing engineering data and schematics. Receives initial instructions, equipment requirements, and advice from supervisor or engineer as needed.	\$119.70	\$ 49,795.20	\$ 49,795.20
32.00	SIN 246-1000	Project Manager	Functional Responsibility; coordination and completion of projects. Oversees all aspects of projects. Sets deadlines, assigns responsibilities, and monitors and summarizes progress of project.	\$146.30	\$ 4,681.60	\$ 4,681.60
32.00	SIN 246-1000	Senior Engineer	Functional Responsibility: Performs a wide range of highly technical duties associated with the design, implementation and support of Local Area Network and Wide Area Network environments and related services. This includes, but is not limited to assisting with the integration of security systems hardware and software into the physical and logical architecture of the enterprise's existing information technology topography.	\$164.03	\$ 5,248.96	\$ 5,248.96

Subtotal	\$ 155,684.87
Sales Tax @ 8.25%	\$ 7,504.68
Installation	\$ 59,725.76
Shipping	\$ 1,556.85
Travel	\$ -
<b>Total</b>	<b>\$ 224,472.16</b>

Date: 3/22/2023

A DIVISION OF THE COOK & BOARDMAN GROUP, LLC

Expiration Date: 4/21/2023

To: Donny Trimm  
 Tulare Joint Union High School District  
 Director of Technology  
 (559) 687-7321

Salesperson	Job Location or Description	Delivery Date	Payment Terms
Randy Toma	Pixley	TBD	NET 30

Scope of Work

Qty	Manufacturer	Part Number	Description	MSRP	Unit Price	Qty Total
			Licensing			
	AVA	AWA-CLD-1Y	Subscription to Ava Aware Cloud, per camera. Real-time video-analytics. Including 30 days cloud storage.	\$ 179.00	\$ 96.66	\$ -
0.00	AVA	AWA-CLD-3Y	Subscription to Ava Aware Cloud, per camera. Real-time video-analytics. Including 30 days cloud storage.	\$ 499.00	\$ 269.46	\$ -
	AVA	AWA-CLD-5Y	Subscription to Ava Aware Cloud, per camera. Real-time video-analytics. Including 30 days cloud storage.	\$ 799.00	\$ 431.46	\$ -
2.00	AVA	AWA-CLD-10Y	Subscription to Ava Aware Cloud, per camera. Real-time video-analytics. Including 30 days cloud storage.	\$ 1,598.00	\$ 862.92	\$ 1,725.84
			Multisensor Corner			
2.00	AVA	QUAD-20MP-30	Ava Quad black with 30 days retention, multi-sensor camera with four varifocal 5MP camera modules (20 MP), IR and HDR capable, with advanced microphone array, indoor and outdoor with IP66 and IK10 rating.	\$ 3,099.00	\$ 1,673.46	\$ 3,346.92
2.00	AVA	ACQ-WAL-MNT	Quad Wall mount bracket	\$ 87.00	\$ 46.98	\$ 93.96
2.00	AVA	ACQ-CRN-MNT	Quad Corner bracket	\$ 139.00	\$ 75.06	\$ 150.12
			Miscellaneous			
1.00	NSP	P05623A4-B1-4NS	CAT6 550MHz 23/4 PR SOL Plenum CMP Yel 1000'	\$ 662.50	\$ 344.50	\$ 344.50
1.00	MISC	MISC	Conduit, Wiremolding, Cabling Support,HDNVR Support	\$ 500.00	\$ 500.00	\$ 500.00
			Travel			
48.00	SIN 246-1000	Security Technician II	Functional Responsibility: Assists in the design and performs the installation of security systems. Develops or reviews designs by analyzing engineering data and schematics. Receives initial instructions, equipment requirements, and advice from supervisor or engineer as needed.	\$119.70	\$ 5,745.60	\$ 5,745.60
4.00	SIN 246-1000	Project Manager	Functional Responsibility: coordination and completion of projects. Oversees all aspects of projects. Sets deadlines, assigns responsibilities, and monitors and summarizes progress of project.	\$146.30	\$ 585.20	\$ 585.20
4.00	SIN 246-1000	Senior Engineer	Functional Responsibility: Performs a wide range of highly technical duties associated with the design, implementation and support of Local Area Network and Wide Area Network environments and related services. This includes, but is not limited to assisting with the integration of security systems hardware and software into the physical and logical architecture of the enterprise's existing information technology topography.	\$164.03	\$ 656.12	\$ 656.12

Subtotal	\$ 6,161.34
Sales Tax @ 8.25%	\$ 365.93
Installation	\$ 6,986.92
Shipping	\$ 61.61
Travel	\$ -
<b>Total</b>	<b>\$ 13,575.80</b>



Date: 3/22/2023

A DIVISION OF THE COOK & BOARDMAN GROUP, LLC

Expiration Date: 4/21/2023

To: Donny Trimm  
 Tulare Joint Union High School District  
 Director of Technology  
 (559) 687-7321

Salesperson	Job Location or Description	Delivery Date	Payment Terms
Randy Toma	School Farm	TBD	NET 30

Scope of Work

Qty	Manufacturer	Part Number	Description	MSRP	Unit Price	Qty Total
			<b>Licensing</b>			
	AVA	AWA-CLD-1Y	Subscription to Ava Aware Cloud, per camera. Real-time video-analytics. Including 30 days cloud storage.	\$ 179.00	\$ 96.66	\$ -
0.00	AVA	AWA-CLD-3Y	Subscription to Ava Aware Cloud, per camera. Real-time video-analytics. Including 30 days cloud storage.	\$ 499.00	\$ 269.46	\$ -
	AVA	AWA-CLD-5Y	Subscription to Ava Aware Cloud, per camera. Real-time video-analytics. Including 30 days cloud storage.	\$ 799.00	\$ 431.46	\$ -
26.00	AVA	AWA-CLD-10Y	Subscription to Ava Aware Cloud, per camera. Real-time video-analytics. Including 30 days cloud storage.	\$ 1,598.00	\$ 862.92	\$ 22,435.92
			<b>Outdoor Dome</b>			
5.00	AVA	Dome-W-4K-30	Ava Aware Cloud camera - Dome white. 8MP (4K) resolution. 30 days retention. AI-powered, IR and advanced microphone array, indoor and outdoor, up to 10 year warranty with an active Aware license.	\$ 1,399.00	\$ 755.46	\$ 3,777.30
			<b>Indoor Dome</b>			
1.00	AVA	Dome-W-4K-30	Ava Aware Cloud camera - Dome white. 8MP (4K) resolution. 30 days retention. AI-powered, IR and advanced microphone array, indoor and outdoor, up to 10 year warranty with an active Aware license.	\$ 1,399.00	\$ 755.46	\$ 755.46
			<b>Bullet</b>			
3.00	AVA	BULLET-WI-W-4K-30	Ava Bullet White, wide lens, 30 days onboard retention. 8MP (4K), AI-powered camera, IR and advanced microphone array, indoor and outdoor, up to 10 year warranty with an active Aware license.	\$ 1,689.00	\$ 912.06	\$ 2,736.18
			<b>Telescopic Bullet</b>			
1.00	AVA	BULLET-TE-W-4K-30	Ava Bullet White, tele lens, 30 days onboard retention. 8MP (4K), AI-powered camera, IR and advanced microphone array, indoor and outdoor, up to 10 year warranty with an active Aware license.	\$ 1,779.00	\$ 960.66	\$ 960.66
			<b>Multisensor Corner</b>			
8.00	AVA	QUAD-20MP-30	Ava Quad black with 30 days retention, multi-sensor camera with four varifocal 5MP camera modules (20 MP), IR and HDR capable, with advanced microphone array, indoor and outdoor with IP66 and IK10 rating.	\$ 3,099.00	\$ 1,673.46	\$ 13,387.68
8.00	AVA	ACQ-WAL-MNT	Quad Wall mount bracket	\$ 87.00	\$ 46.98	\$ 375.84
8.00	AVA	ACQ-CRN-MNT	Quad Corner bracket	\$ 139.00	\$ 75.06	\$ 600.48

			Multisensor Pole			
2.00	AVA	QUAD-20MP-30	Ava Quad black with 30 days retention, multi-sensor camera with four varifocal 5MP camera modules (20 MP), IR and HDR capable, with advanced microphone array, indoor and outdoor with IP66 and IK10 rating.	\$ 3,099.00	\$ 1,673.46	\$ 3,346.92
2.00	AVA	ACQ-WAL-MNT	Quad Wall mount bracket	\$ 87.00	\$ 46.98	\$ 93.96
2.00	AVA	ACQ-POL-MNT	Quad Pole bracket	\$ 139.00	\$ 75.06	\$ 150.12
			Multisensor Pendant			
2.00	AVA	QUAD-20MP-30	Ava Quad black with 30 days retention, multi-sensor camera with four varifocal 5MP camera modules (20 MP), IR and HDR capable, with advanced microphone array, indoor and outdoor with IP66 and IK10 rating.	\$ 3,099.00	\$ 1,673.46	\$ 3,346.92
2.00	AVA	ACQ-WAL-MNT	Quad Wall mount bracket	\$ 87.00	\$ 46.98	\$ 93.96
			Multisensor NPTA			
4.00	AVA	QUAD-20MP-30	Ava Quad black with 30 days retention, multi-sensor camera with four varifocal 5MP camera modules (20 MP), IR and HDR capable, with advanced microphone array, indoor and outdoor with IP66 and IK10 rating.	\$ 3,099.00	\$ 1,673.46	\$ 6,693.84
4.00	AVA	ACQ-MNT-ADA	Quad Mounting adapter	\$ 139.00	\$ 75.06	\$ 300.24
			Miscellaneous			
1.00	NSP	Lift	Lift - 2 Days	\$ 1,047.53	\$ 1,047.53	\$ 1,047.53
2.00	NSP	P05623A4-B1-4NS	CAT6 550MHz 23/4 PR SOL Plenum CMP Yel 1000'	\$ 662.50	\$ 344.50	\$ 689.00
1.00	MISC	MISC	Conduit, Wiremolding, Cabling Support,HDNVR Support	\$ 1,800.00	\$ 1,800.00	\$ 1,800.00
			Labor			
128.00	SIN 246-1000	Security Technician II	Functional Responsibility: Assists in the design and performs the installation of security systems. Develops or reviews designs by analyzing engineering data and schematics. Receives initial instructions, equipment requirements, and advice from supervisor or engineer as needed.	\$119.70	\$ 15,321.60	\$ 15,321.60
16.00	SIN 246-1000	Project Manager	Functional Responsibility; coordination and completion of projects. Oversees all aspects of projects. Sets deadlines, assigns responsibilities, and monitors and summarizes progress of project.	\$146.30	\$ 2,340.80	\$ 2,340.80
16.00	SIN 246-1000	Senior Engineer	Functional Responsibility: Performs a wide range of highly technical duties associated with the design, implementation and support of Local Area Network and Wide Area Network environments and related services. This includes, but is not limited to assisting with the integration of security systems hardware and software into the physical and logical architecture of the enterprise's existing information technology topography.	\$164.03	\$ 2,624.48	\$ 2,624.48

Subtotal	\$ 62,592.01
Sales Tax @ 8.25%	\$ 3,312.88
Installation	\$ 20,286.88
Shipping	\$ 625.92
Travel	\$ -
<b>Total</b>	<b>\$ 86,817.69</b>

Date: 3/22/2023

A DIVISION OF THE COOK & BOARDMAN GROUP, LLC

Expiration Date: 4/21/2023

To: Donny Trimm  
Tulare Joint Union High School District  
Director of Technology  
(559) 687-7321

Salesperson	Job Location or Description	Delivery Date	Payment Terms
Randy Torna	Sierra Vista	TBD	NET 30

Scope of Work

Qty	Manufacturer	Part Number	Description	MSRP	Unit Price	Qty Total
<b>Licensing</b>						
	AVA	AWA-CLD-1Y	Subscription to Ava Aware Cloud, per camera. Real-time video-analytics. Including 30 days cloud storage.	\$ 179.00	\$ 96.66	\$ -
0.00	AVA	AWA-CLD-3Y	Subscription to Ava Aware Cloud, per camera. Real-time video-analytics. Including 30 days cloud storage.	\$ 499.00	\$ 269.46	\$ -
	AVA	AWA-CLD-5Y	Subscription to Ava Aware Cloud, per camera. Real-time video-analytics. Including 30 days cloud storage.	\$ 799.00	\$ 431.46	\$ -
19.00	AVA	AWA-CLD-10Y	Subscription to Ava Aware Cloud, per camera. Real-time video-analytics. Including 30 days cloud storage.	\$ 1,598.00	\$ 862.92	\$ 16,395.48
<b>Outdoor Dome</b>						
6.00	AVA	Dome-W-4K-30	Ava Aware Cloud camera - Dome white. 8MP (4K) resolution. 30 days retention. AI-powered, IR and advanced microphone array. Indoor and outdoor. up to 10 year warranty with an active Aware license.	\$ 1,399.00	\$ 755.46	\$ 4,532.76
3.00	AVA	ACC-MNT-ARM-W	Wall mount arm for Ava Dome and 360 cameras. White. Pendant cap (ACC-PEN-CAP-W) typically required for this part.	\$ 66.00	\$ 35.64	\$ 106.92
3.00	AVA	ACC-PEN-CAP-W	Pendant mounting cap for Ava Dome and 360 cameras. White.	\$ 44.00	\$ 23.76	\$ 71.28
<b>Indoor Dome</b>						
8.00	AVA	Dome-W-4K-30	Ava Aware Cloud camera - Dome white. 8MP (4K) resolution. 30 days retention. AI-powered, IR and advanced microphone array. Indoor and outdoor. up to 10 year warranty with an active Aware license.	\$ 1,399.00	\$ 755.46	\$ 6,043.68
<b>Bullet</b>						
1.00	AVA	BULLET-WI-W-4K-30	Ava Bullet White, wide lens, 30 days onboard retention. 8MP (4K). AI-powered camera, IR and advanced microphone array. Indoor and outdoor. up to 10 year warranty with an active Aware license.	\$ 1,689.00	\$ 912.06	\$ 912.06
<b>Multisensor Corner</b>						
4.00	AVA	QUAD-20MP-30	Ava Quad black with 30 days retention, multi-sensor camera with four varifocal SMP camera modules (20 MP), IR and HDR capable, with advanced microphone array. Indoor and outdoor with IP66 and IK10 rating.	\$ 3,099.00	\$ 1,673.46	\$ 6,693.84
4.00	AVA	ACQ-WAL-MNT	Quad Wall mount bracket	\$ 87.00	\$ 46.98	\$ 187.92
4.00	AVA	ACQ-CRN-MNT	Quad Corner bracket	\$ 139.00	\$ 75.06	\$ 300.24
<b>Miscellaneous</b>						
1.00	NSP	Lift	Lift - 1 Day	\$ 706.02	\$ 706.02	\$ 706.02
1.00	NSP	P05623A4-81-4NS	CAT6 550MHz 23/4 PR SOL Plenum CMP Yel 1000'	\$ 662.50	\$ 344.50	\$ 344.50
1.00	MISC	MISC	Conduit, Wiremolding, Cabling Support, HDNVR Support	\$ 1,000.00	\$ 1,000.00	\$ 1,000.00
<b>Labor</b>						
96.00	SIN 246-1000	Security Technician II	Functional Responsibility: Assists in the design and performs the installation of security systems. Develops or reviews designs by analyzing engineering data and schematics. Receives initial instructions, equipment requirements, and advice from supervisor or engineer as needed.	\$119.70	\$ 11,491.20	\$ 11,491.20
8.00	SIN 246-1000	Project Manager	Functional Responsibility: coordination and completion of projects. Oversees all aspects of projects. Sets deadlines, assigns responsibilities, and monitors and summarizes progress of project.	\$146.30	\$ 1,170.40	\$ 1,170.40
8.00	SIN 246-1000	Senior Engineer	Functional Responsibility: Performs a wide range of highly technical duties associated with the design, implementation and support of Local Area Network and Wide Area Network environments and related services. This includes, but is not limited to assisting with the integration of security systems hardware and software into the physical and logical architecture of the enterprise's existing information technology topography.	\$164.03	\$ 1,312.24	\$ 1,312.24

Subtotal	\$ 37,294.70
Sales Tax @ 8.25%	\$ 1,724.19
Installation	\$ 13,973.84
Shipping	\$ 372.95
Travel	\$ -
<b>Total</b>	<b>\$ 53,365.67</b>

Date: 3/22/2023

A DIVISION OF THE COOK & BOARDMAN GROUP, LLC

Expiration Date: 4/21/2023

To: Donny Trimm  
 Tulare Joint Union High School District  
 Director of Technology  
 (559) 687-7321

Salesperson	Job Location or Description	Delivery Date	Payment Terms
Randy Toma	Tech Prep	TBD	NET 30

Scope of Work

Qty	Manufacturer	Part Number	Description	MSRP	Unit Price	Qty Total
			Licensing			
	AVA	AWA-CLD-1Y	Subscription to Ava Aware Cloud, per camera. Real-time video-analytics. Including 30 days cloud storage.	\$ 179.00	\$ 96.66	\$ -
0.00	AVA	AWA-CLD-3Y	Subscription to Ava Aware Cloud, per camera. Real-time video-analytics. Including 30 days cloud storage.	\$ 499.00	\$ 269.46	\$ -
	AVA	AWA-CLD-5Y	Subscription to Ava Aware Cloud, per camera. Real-time video-analytics. Including 30 days cloud storage.	\$ 799.00	\$ 431.46	\$ -
13.00	AVA	AWA-CLD-10Y	Subscription to Ava Aware Cloud, per camera. Real-time video-analytics. Including 30 days cloud storage.	\$ 1,598.00	\$ 862.92	\$ 11,217.96
			Outdoor Dome			
3.00	AVA	Dome-W-4K-30	Ava Aware Cloud camera - Dome white. 8MP (4K) resolution. 30 days retention. AI-powered, IR and advanced microphone array, indoor and outdoor, up to 10 year warranty with an active Aware license.	\$ 1,399.00	\$ 755.46	\$ 2,266.38
2.00	AVA	ACC-MNT-ARM-W	Wall mount arm for Ava Dome and 360 cameras. White. Pendant cap (ACC-PEN-CAP-W) typically required for this part.	\$ 66.00	\$ 35.64	\$ 71.28
2.00	AVA	ACC-PEN-CAP-W	Pendant mounting cap for Ava Dome and 360 cameras. White.	\$ 44.00	\$ 23.76	\$ 47.52
			Bullet			
1.00	AVA	BULLET-WI-W-4K-30	Ava Bullet White, wide lens, 30 days onboard retention. 8MP (4K), AI-powered camera, IR and advanced microphone array, indoor and outdoor, up to 10 year warranty with an active Aware license.	\$ 1,689.00	\$ 912.06	\$ 912.06

				Multisensor Corner		
6.00	AVA	QUAD-20MP-30	Ava Quad black with 30 days retention, multi-sensor camera with four varifocal 5MP camera modules (20 MP), IR and HDR capable, with advanced microphone array, indoor and outdoor with IP66 and IK10 rating.	\$ 3,099.00	\$ 1,673.46	\$ 10,040.76
6.00	AVA	ACQ-WAL-MNT	Quad Wall mount bracket	\$ 87.00	\$ 46.98	\$ 281.88
6.00	AVA	ACQ-CRN-MNT	Quad Corner bracket	\$ 139.00	\$ 75.06	\$ 450.36
				Multisensor Pole		
1.00	AVA	QUAD-20MP-30	Ava Quad black with 30 days retention, multi-sensor camera with four varifocal 5MP camera modules (20 MP), IR and HDR capable, with advanced microphone array, indoor and outdoor with IP66 and IK10 rating.	\$ 3,099.00	\$ 1,673.46	\$ 1,673.46
1.00	AVA	ACQ-WAL-MNT	Quad Wall mount bracket	\$ 87.00	\$ 46.98	\$ 46.98
1.00	AVA	ACQ-POL-MNT	Quad Pole bracket	\$ 139.00	\$ 75.06	\$ 75.06
				Multisensor Pendant		
2.00	AVA	QUAD-20MP-30	Ava Quad black with 30 days retention, multi-sensor camera with four varifocal 5MP camera modules (20 MP), IR and HDR capable, with advanced microphone array, indoor and outdoor with IP66 and IK10 rating.	\$ 3,099.00	\$ 1,673.46	\$ 3,346.92
2.00	AVA	ACQ-WAL-MNT	Quad Wall mount bracket	\$ 87.00	\$ 46.98	\$ 93.96
				Miscellaneous		
0.50	NSP	P05623A4-B1-4NS	CAT6 550MHz 23/4 PR SOL Plenum CMP Yel 1000'	\$ 662.50	\$ 344.50	\$ 172.25
1.00	MISC	MISC	Conduit, Wiremolding, Cabling Support, HDNVR Support	\$ 1,500.00	\$ 1,500.00	\$ 1,500.00
				Labor		
80.00	SIN 246-1000	Security Technician II	Functional Responsibility: Assists in the design and performs the installation of security systems. Develops or reviews designs by analyzing engineering data and schematics. Receives initial instructions, equipment requirements, and advice from supervisor or engineer as needed.	\$ 119.70	\$ 9,576.00	\$ 9,576.00
8.00	SIN 246-1000	Project Manager	Functional Responsibility: coordination and completion of projects. Oversees all aspects of projects. Sets deadlines, assigns responsibilities, and monitors and summarizes progress of project.	\$ 146.30	\$ 1,170.40	\$ 1,170.40
8.00	SIN 246-1000	Senior Engineer	Functional Responsibility: Performs a wide range of highly technical duties associated with the design, implementation and support of Local Area Network and Wide Area Network environments and related services. This includes, but is not limited to assisting with the integration of security systems hardware and software into the physical and logical architecture of the enterprise's existing information technology topography.	\$ 164.03	\$ 1,312.24	\$ 1,312.24

Subtotal	\$ 32,196.83
Sales Tax @ 8.25%	\$ 1,730.76
Installation	\$ 12,058.64
Shipping	\$ 321.97
Travel	\$ -
<b>Total</b>	<b>\$ 46,308.20</b>

Date: 3/22/2023

A DIVISION OF THE COOK & BOARDMAN GROUP, LLC

Expiration Date: 4/21/2023

To: Donny Trimm  
 Tulare Joint Union High School District  
 Director of Technology  
 (559) 687-7321

Salesperson	Job Location or Description	Delivery Date	Payment Terms
Randy Toma	Union High School	TBD	NET 30

Scope of Work

Qty	Manufacturer	Part Number	Description	MSRP	Unit Price	Qty Total
			<b>Licensing</b>			
	AVA	AWA-CLD-1Y	Subscription to Ava Aware Cloud, per camera. Real-time video-analytics. Including 30 days cloud storage.	\$ 179.00	\$ 96.66	\$ -
0.00	AVA	AWA-CLD-3Y	Subscription to Ava Aware Cloud, per camera. Real-time video-analytics. Including 30 days cloud storage.	\$ 499.00	\$ 269.46	\$ -
	AVA	AWA-CLD-5Y	Subscription to Ava Aware Cloud, per camera. Real-time video-analytics. Including 30 days cloud storage.	\$ 799.00	\$ 431.46	\$ -
88.00	AVA	AWA-CLD-10Y	Subscription to Ava Aware Cloud, per camera. Real-time video-analytics. Including 30 days cloud storage.	\$ 1,598.00	\$ 862.92	\$ 75,936.96
			<b>Outdoor Dome</b>			
28.00	AVA	Dome-W-4K-30	Ava Aware Cloud camera - Dome white. 8MP (4K) resolution. 30 days retention. AI-powered, IR and advanced microphone array, indoor and outdoor, up to 10 year warranty with an active Aware license.	\$ 1,399.00	\$ 755.46	\$ 21,152.88
4.00	AVA	ACC-MNT-ARM-W	Wall mount arm for Ava Dome and 360 cameras. White. Pendant cap (ACC-PEN-CAP-W) typically required for this part.	\$ 66.00	\$ 35.64	\$ 142.56
4.00	AVA	ACC-PEN-CAP-W	Pendant mounting cap for Ava Dome and 360 cameras. White.	\$ 44.00	\$ 23.76	\$ 95.04
			<b>Indoor Dome</b>			
22.00	AVA	Dome-W-4K-30	Ava Aware Cloud camera - Dome white. 8MP (4K) resolution. 30 days retention. AI-powered, IR and advanced microphone array, indoor and outdoor, up to 10 year warranty with an active Aware license.	\$ 1,399.00	\$ 755.46	\$ 16,620.12
			<b>Bullet</b>			
2.00	AVA	BULLET-WI-W-4K-30	Ava Bullet White, wide lens, 30 days onboard retention. 8MP (4K), AI-powered camera, IR and advanced microphone array, indoor and outdoor, up to 10 year warranty with an active Aware license.	\$ 1,689.00	\$ 912.06	\$ 1,824.12
			<b>Telescopic Bullet</b>			
2.00	AVA	BULLET-TE-W-4K-30	Ava Bullet White, tele lens, 30 days onboard retention. 8MP (4K), AI-powered camera, IR and advanced microphone array, indoor and outdoor, up to 10 year warranty with an active Aware license.	\$ 1,779.00	\$ 960.66	\$ 1,921.32
2.00	AVA	ACQ-POL-MNT	Quad Pole bracket	\$ 139.00	\$ 75.06	\$ 150.12
			<b>Multisensor Corner</b>			
28.00	AVA	QUAD-20MP-30	Ava Quad black with 30 days retention, multi-sensor camera with four varifocal 5MP camera modules (20 MP), IR and HDR capable, with advanced microphone array, indoor and outdoor with IP66 and IK10 rating.	\$ 3,099.00	\$ 1,673.46	\$ 46,856.88
28.00	AVA	ACQ-WAL-MNT	Quad Wall mount bracket	\$ 87.00	\$ 46.98	\$ 1,315.44
28.00	AVA	ACQ-CRN-MNT	Quad Corner bracket	\$ 139.00	\$ 75.06	\$ 2,101.68

				Multisensor Pole		
2.00	AVA	QUAD-20MP-30	Ava Quad black with 30 days retention, multi-sensor camera with four varifocal 5MP camera modules (20 MP), IR and HDR capable, with advanced microphone array, indoor and outdoor with IP66 and IK10 rating.	\$ 3,099.00	\$ 1,673.46	\$ 3,346.92
2.00	AVA	ACQ-WAL-MNT	Quad Wall mount bracket	\$ 87.00	\$ 46.98	\$ 93.96
2.00	AVA	ACQ-POL-MNT	Quad Pole bracket	\$ 139.00	\$ 75.06	\$ 150.12
				Multisensor Pendant		
4.00	AVA	QUAD-20MP-30	Ava Quad black with 30 days retention, multi-sensor camera with four varifocal 5MP camera modules (20 MP), IR and HDR capable, with advanced microphone array, indoor and outdoor with IP66 and IK10 rating.	\$ 3,099.00	\$ 1,673.46	\$ 6,693.84
4.00	AVA	ACQ-WAL-MNT	Quad Wall mount bracket	\$ 87.00	\$ 46.98	\$ 187.92
				Miscellaneous		
1.00	NSP	Lift	Lift - 1 Week	\$ 1,451.41	\$ 1,451.41	\$ 1,451.41
4.00	NSP	P05623A4-B1-4NS	CAT6 550MHz 23/4 PR SOL Plenum CMP Yel 1000'	\$ 662.50	\$ 344.50	\$ 1,378.00
1.00	MISC	MISC	Conduit, Wiremolding, Cabling Support,HDNVR Support	\$ 2,500.00	\$ 2,500.00	\$ 2,500.00
				Labor		
456.00	SIN 246-1000	Security Technician II	Functional Responsibility: Assists in the design and performs the installation of security systems. Develops or reviews designs by analyzing engineering data and schematics. Receives initial instructions, equipment requirements, and advice from supervisor or engineer as needed.	\$1119.70	\$ 54,583.20	\$ 54,583.20
32.00	SIN 246-1000	Project Manager	Functional Responsibility; coordination and completion of projects. Oversees all aspects of projects. Sets deadlines, assigns responsibilities, and monitors and summarizes progress of project.	\$146.30	\$ 4,681.60	\$ 4,681.60
32.00	SIN 246-1000	Senior Engineer	Functional Responsibility: Performs a wide range of highly technical duties associated with the design, implementation and support of Local Area Network and Wide Area Network environments and related services. This includes, but is not limited to assisting with the integration of security systems hardware and software into the physical and logical architecture of the enterprise's existing information technology topography.	\$164.03	\$ 5,248.96	\$ 5,248.96

Subtotal	\$ 183,919.29
Sales Tax @ 8.25%	\$ 8,908.54
Installation	\$ 64,513.76
Shipping	\$ 1,839.19
Travel	\$ -
<b>Total</b>	<b>\$ 259,180.79</b>

Date: 3/22/2023

A DIVISION OF THE COOK & BOARDMAN GROUP, LLC

Expiration Date: 4/21/2023

To: Donny Trimm  
 Tulare Joint Union High School District  
 Director of Technology  
 (559) 687-7321

Salesperson	Job Location or Description	Delivery Date	Payment Terms
Randy Toma	Warehouse	TBD	NET 30

Scope of Work

Qty	Manufacturer	Part Number	Description	MSRP	Unit Price	Qty Total
			<b>Licensing</b>			
	AVA	AWA-CLD-1Y	Subscription to Ava Aware Cloud, per camera. Real-time video-analytics. Including 30 days cloud storage.	\$ 179.00	\$ 96.66	\$ -
0.00	AVA	AWA-CLD-3Y	Subscription to Ava Aware Cloud, per camera. Real-time video-analytics. Including 30 days cloud storage.	\$ 499.00	\$ 269.46	\$ -
	AVA	AWA-CLD-5Y	Subscription to Ava Aware Cloud, per camera. Real-time video-analytics. Including 30 days cloud storage.	\$ 799.00	\$ 431.46	\$ -
2.00	AVA	AWA-CLD-10Y	Subscription to Ava Aware Cloud, per camera. Real-time video-analytics. Including 30 days cloud storage.	\$ 1,598.00	\$ 862.92	\$ 1,725.84
			<b>Bullet</b>			
1.00	AVA	BULLET-WI-W-4K-30	Ava Bullet White, wide lens, 30 days onboard retention, 8MP (4K), AI-powered camera, IR and advanced microphone array, indoor and outdoor, up to 10 year warranty with an active Aware license.	\$ 1,689.00	\$ 912.06	\$ 912.06
			<b>Multisensor Corner</b>			
1.00	AVA	QUAD-20MP-30	Ava Quad black with 30 days retention, multi-sensor camera with four varifocal 5MP camera modules (20 MP), IR and HDR capable, with advanced microphone array, indoor and outdoor with IP66 and IK10 rating.	\$ 3,099.00	\$ 1,673.46	\$ 1,673.46
1.00	AVA	ACQ-WAL-MNT	Quad Wall mount bracket	\$ 87.00	\$ 46.98	\$ 46.98
1.00	AVA	ACQ-CRN-MNT	Quad Corner bracket	\$ 139.00	\$ 75.06	\$ 75.06
			<b>Miscellaneous</b>			
1.00	NSP	Lift	Lift - 1 Dav	\$ 706.02	\$ 706.02	\$ 706.02
1.00	NSP	P05623A4-B1-4NS	CAT6 550MHz 23/4 PR SOL Plenum CMP Yel 1000'	\$ 662.50	\$ 344.50	\$ 344.50
1.00	MISC	MISC	Conduit, Wiremolding, Cabling Support, HDNVR Support	\$ 800.00	\$ 800.00	\$ 800.00
			<b>Labor</b>			
52.00	SIN 246-1000	Security Technician II	Functional Responsibility: Assists in the design and performs the installation of security systems. Develops or reviews designs by analyzing engineering data and schematics. Receives initial instructions, equipment requirements, and advice from supervisor or engineer as needed.	\$119.70	\$ 6,224.40	\$ 6,224.40
8.00	SIN 246-1000	Project Manager	Functional Responsibility; coordination and completion of projects. Oversees all aspects of projects. Sets deadlines, assigns responsibilities, and monitors and summarizes progress of project.	\$146.30	\$ 1,170.40	\$ 1,170.40
4.00	SIN 246-1000	Senior Engineer	Functional Responsibility: Performs a wide range of highly technical duties associated with the design, implementation and support of Local Area Network and Wide Area Network environments and related services. This includes, but is not limited to assisting with the integration of security systems hardware and software into the physical and logical architecture of the enterprise's existing information technology topography.	\$164.03	\$ 656.12	\$ 656.12
			<b>Subtotal</b>		\$	6,283.92
			<b>Sales Tax @ 8.25%</b>		\$	376.04
			<b>Installation</b>		\$	8,050.92
			<b>Shipping</b>		\$	62.84
			<b>Travel</b>		\$	-
			<b>Total</b>		\$	14,773.72



Date: 3/22/2023

A DIVISION OF THE COOK & BOARDMAN GROUP, LLC

Expiration Date: 4/21/2023

To: Donny Trimm  
 Tulare Joint Union High School District  
 Director of Technology  
 (559) 687-7321

Salesperson	Job Location or Description	Delivery Date	Payment Terms
Randy Toma	Western High School	TBD	NET 30

Scope of Work

Qty	Manufacturer	Part Number	Description	MSRP	Unit Price	Qty Total
			<b>Licensing</b>			
	AVA	AWA-CLD-1Y	Subscription to Ava Aware Cloud, per camera. Real-time video-analytics. Including 30 days cloud storage.	\$ 179.00	\$ 96.66	\$ -
0.00	AVA	AWA-CLD-3Y	Subscription to Ava Aware Cloud, per camera. Real-time video-analytics. Including 30 days cloud storage.	\$ 499.00	\$ 269.46	\$ -
	AVA	AWA-CLD-5Y	Subscription to Ava Aware Cloud, per camera. Real-time video-analytics. Including 30 days cloud storage.	\$ 799.00	\$ 431.46	\$ -
65.00	AVA	AWA-CLD-10Y	Subscription to Ava Aware Cloud, per camera. Real-time video-analytics. Including 30 days cloud storage.	\$ 1,598.00	\$ 862.92	\$ 56,089.80
			<b>Outdoor Dome</b>			
11.00	AVA	Dome-W-4K-30	Ava Aware Cloud camera - Dome white. 8MP (4K) resolution. 30 days retention. AI-powered, IR and advanced microphone array, indoor and outdoor, up to 10 year warranty with an active Aware license.	\$ 1,399.00	\$ 755.46	\$ 8,310.06
			<b>Fisheye</b>			
2.00	AVA	360-W-30	Ava Aware Cloud camera - 360 White. 9MP resolution. 30 days retention. AI-powered, IR and advanced microphone array, indoor and outdoor, up to 10 year warranty with an active Aware license.	\$ 1,399.00	\$ 755.46	\$ 1,510.92
			<b>Indoor Dome</b>			
12.00	AVA	Dome-W-4K-30	Ava Aware Cloud camera - Dome white. 8MP (4K) resolution. 30 days retention. AI-powered, IR and advanced microphone array, indoor and outdoor, up to 10 year warranty with an active Aware license.	\$ 1,399.00	\$ 755.46	\$ 9,065.52
			<b>Bullet</b>			
5.00	AVA	BULLET-WI-W-4K-30	Ava Bullet White, wide lens, 30 days onboard retention. 8MP (4K). AI-powered camera, IR and advanced microphone array, indoor and outdoor, up to 10 year warranty with an active Aware license.	\$ 1,689.00	\$ 912.06	\$ 4,560.30
			<b>Telescopic Bullet</b>			
1.00	AVA	BULLET-TE-W-4K-30	Ava Bullet White, tele lens, 30 days onboard retention. 8MP (4K). AI-powered camera, IR and advanced microphone array, indoor and outdoor, up to 10 year warranty with an active Aware license.	\$ 1,779.00	\$ 960.66	\$ 960.66

			Multisensor Corner			
21.00	AVA	QUAD-20MP-30	Ava Quad black with 30 days retention, multi-sensor camera with four varifocal 5MP camera modules (20 MP), IR and HDR capable, with advanced microphone array, indoor and outdoor with IP66 and IK10 rating.	\$ 3,099.00	\$ 1,673.46	\$ 35,142.66
21.00	AVA	ACQ-WAL-MNT	Quad Wall mount bracket	\$ 87.00	\$ 46.98	\$ 986.58
21.00	AVA	ACQ-CRN-MNT	Quad Corner bracket	\$ 139.00	\$ 75.06	\$ 1,576.26
			Multisensor Pole			
1.00	AVA	QUAD-20MP-30	Ava Quad black with 30 days retention, multi-sensor camera with four varifocal 5MP camera modules (20 MP), IR and HDR capable, with advanced microphone array, indoor and outdoor with IP66 and IK10 rating.	\$ 3,099.00	\$ 1,673.46	\$ 1,673.46
1.00	AVA	ACQ-WAL-MNT	Quad Wall mount bracket	\$ 87.00	\$ 46.98	\$ 46.98
1.00	AVA	ACQ-POL-MNT	Quad Pole bracket	\$ 139.00	\$ 75.06	\$ 75.06
			Multisensor Pendant			
12.00	AVA	QUAD-20MP-30	Ava Quad black with 30 days retention, multi-sensor camera with four varifocal 5MP camera modules (20 MP), IR and HDR capable, with advanced microphone array, indoor and outdoor with IP66 and IK10 rating.	\$ 3,099.00	\$ 1,673.46	\$ 20,081.52
12.00	AVA	ACQ-WAL-MNT	Quad Wall mount bracket	\$ 87.00	\$ 46.98	\$ 563.76
			Miscellaneous			
7.00	NSP	P05623A4-B1-4NS	CAT6 550MHz 23/4 PR SOL Plenum CMP Yel 1000'	\$ 662.50	\$ 344.50	\$ 2,411.50
1.00	MISC	MISC	Conduit, Wiremolding, Cabling Support,HDNVR Support	\$ 2,500.00	\$ 2,500.00	\$ 2,500.00
			Labor			
416.00	SIN 246-1000	Security Technician II	Functional Responsibility: Assists in the design and performs the installation of security systems. Develops or reviews designs by analyzing engineering data and schematics. Receives initial instructions, equipment requirements, and advice from supervisor or engineer as needed.	\$119.70	\$ 49,795.20	\$ 49,795.20
32.00	SIN 246-1000	Project Manager	Functional Responsibility; coordination and completion of projects. Oversees all aspects of projects. Sets deadlines, assigns responsibilities, and monitors and summarizes progress of project.	\$146.30	\$ 4,681.60	\$ 4,681.60
32.00	SIN 246-1000	Senior Engineer	Functional Responsibility: Performs a wide range of highly technical duties associated with the design, implementation and support of Local Area Network and Wide Area Network environments and related services. This includes, but is not limited to assisting with the integration of security systems hardware and software into the physical and logical architecture of the enterprise's existing information technology topography.	\$164.03	\$ 5,248.96	\$ 5,248.96

Subtotal	\$ 145,555.04
Sales Tax @ 8.25%	\$ 7,380.88
Installation	\$ 59,725.76
Shipping	\$ 1,455.55
Travel	\$ -
<b>Total</b>	<b>\$ 214,117.23</b>

	ACH	Adult Welding	DO	Maple	Mission Oak HS	Pixley	School Farm	Sierra Vista	Tech Prep	Union HS	Warehouse	Western HS	Total
Subtotal	\$ 50,369.98	\$ 11,511.66	\$ 24,678.98	\$ 18,175.03	\$ 155,684.87	\$ 6,161.34	\$ 62,592.01	\$ 37,294.70	\$ 32,196.83	\$ 183,919.29	\$ 6,283.92	\$ 145,555.04	\$ 734,423.65
Sales Tax	\$ 2,446.94	\$ 593.76	\$ 1,181.73	\$ 1,001.10	\$ 7,504.68	\$ 365.93	\$ 3,312.88	\$ 1,724.19	\$ 1,730.76	\$ 8,908.54	\$ 376.04	\$ 7,380.88	\$ 36,527.43
Installation	\$ 21,723.28	\$ 10,143.44	\$ 10,143.44	\$ 12,626.08	\$ 59,725.76	\$ 6,986.92	\$ 20,286.88	\$ 13,973.84	\$ 12,058.64	\$ 64,513.76	\$ 8,050.92	\$ 59,725.76	\$ 299,958.72
Shipping	\$ 503.70	\$ 115.12	\$ 246.79	\$ 181.75	\$ 1,556.85	\$ 61.61	\$ 625.92	\$ 372.95	\$ 321.97	\$ 1,839.19	\$ 62.84	\$ 1,455.55	\$ 7,344.24
Travel	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Total</b>	\$ 75,043.90	\$ 22,363.97	\$ 36,250.93	\$ 31,983.96	\$ 224,472.16	\$ 13,575.80	\$ 86,817.69	\$ 53,365.67	\$ 46,308.20	\$ 259,180.79	\$ 14,773.72	\$ 214,117.23	\$ 1,078,254.03

# I. Warranty Policies

## Blue Violet Networks Workmanship Guarantee

Upon the completion of any new installation performed by Blue Violet Networks, the initial one-year warranty will go into effect. This Limited Warranty is our pledge to clients that all workmanship has been performed to the highest industry standard by competent staff using quality products and materials in accordance with manufacturer recommendations, best practices and applicable codes.

### Standard Limited Warranty – (12), (36) & (60) Months

#### *Warranty Coverage*

Under this Limited Warranty, Blue Violet Networks will incur all labor costs associated with replacing field installable parts, correcting workmanship issues and coordinating the repair and/or replacement of faulty material that is either covered under the manufacturer's limited warranty or presents a manufacturing defect during the first year of ownership.

#### *Not Covered Under Warranty*

Blue Violet Networks' Limited Warranty is voided by unauthorized attempts by any non-Blue Violet representatives to repair or maintain equipment. In addition, the Limited Warranty does not cover maintenance or repairs attributable to network configuration changes, human error or catastrophe, fault, and customer negligence, or external factors related to the equipment, such as, but not limited to, power failure, air conditioning failure, human error, acts of God and vandalism.

The Limited Warranty does not cover field devices, hardware and cabling that is not provided or installed by Blue Violet Networks. All maintenance or repairs to this equipment or these systems will be provided as a billable service.

#### *Billing Outside of Limited Warranty*

Maintenance or repairs attributable to the causes detailed in the subsection titled "Not Covered Under Warranty" will not be covered by the Limited Warranty. These services will be billed at the standard hourly rate in effect at the time of the service call, plus any applicable materials.

#### *Limited Warranty Response*

Services covered under the Limited Warranty are subject to the availability of Blue Violet Networks' personnel and will be responded to on a first come-first-serve basis. Blue Violet Networks will make every reasonable effort to dispatch a qualified technician in a timely manner to service warranty-related tickets but makes no guarantee as to response and resolution times. The time to fully restore operation may also be delayed by uncontrollable circumstances, including backorders, special order lead times for replacement materials and other unforeseeable impediments.

## Manufacturer Hardware Warranty

Blue Violet Networks only deploys products that are produced by reputable, qualified industry leaders. These manufacturers offer different periods of hardware warranties that range from one year to a lifetime of product ownership.

As a result, a manufacturer's warranty may be longer than the Blue Violet Networks' Limited Warranty. Once the initial Blue Violet Networks Limited warranty has lapsed, service will be billed at the effective hourly rate for troubleshooting, repair, returns and replacements of defective hardware. All product warranties are subject to the unique terms and conditions of their respective manufacturer's warranty documentation. Warranty terms and conditions will vary by manufacturer and part number.

### Sites – Tulare Unified School District

**District Office** 426 N. Blackstone Tulare, CA 93274

**Tulare Western** 824 W. Maple Tulare, CA 93274

**Tulare Adult School (Maple)** 575 W. Maple Tulare, CA 93274

**Tech Prep** 737 W Bardsley Tulare, CA 93274

**Warehouse** 715 W Bardsley Tulare, CA 93274

**School Farm** 591 W Bardsley Tulare, CA 93274

**Sierra Vista** 351 N K St Tulare, CA 93274

**Tulare Union** 755 E Tulare Tulare, CA 93274

**Adult Welding** 1450 Sunset Tulare, CA 93274

**Accelerated Charter High School** 4136 N Mooney Blvd Tulare, CA 93274

**Mission Oak High School** 3442 E Bardsley Tulare, CA 93274

**Tulare Adult School (Pixley)** 690 E Court Pixley, CA 93256

## II. Blue Violet Networks Premier Support Plan

### Premier Support Plan Overview

Clients with a Premier Support Plan (PSP) receive unlimited phone and remote support 24 hours a day, 7 days a week, along with (16) hours of end-user training (annually), guaranteed response and resolution times per the Service Level Agreements (SLA).

If a service issue cannot be remotely resolved, Blue Violet Networks will dispatch a technician who will arrive on-site within the guaranteed selected response time. With this service, Blue Violet Networks will make every reasonable effort to restore the covered system to a functional state before the technician assigned leaves the site.

*For support options applicable to and customizable to your specific environment, Blue Violet Networks offers extended standard options and add-ons to enhance your Premier Support Plan. These standard options are noted below in section III.*

### Standard Response Time Service Level Agreement

The standard SLA included in every PSP agreement guarantees on-site service within eight (8) business hours, defined as Monday through Friday, from 8:00 a.m. until 5:00 p.m., excluding holidays. Tickets will be routed through priority queuing within our ticketing system.

If a service ticket is placed during normal business hours and cannot be resolved remotely, a technician will be on-site within eight (8) business hours measured from the time the request was received. For example, if the client requests service at 4:00 p.m. on Wednesday for an issue that can't be resolved remotely, Blue Violet Networks guarantees a technician will be on-site by 3:00 p.m. on Thursday.

### Optional Faster Response Times

For our clients that require a faster onsite response time, Blue Violet Networks offers 2 optional, faster response times. Unlike the Standard Response Time SLA, which is measured in business hours, these options are measured in clock hours

and are in effect 24 hours a day, 7 days a week, 365 days a year. This means a Blue Violet Networks Technician will be onsite faster and the issue will be resolved sooner.

**Extended Response Time: 8 Clock Hours**

If a service request is received at any time, on any day, for an issue that can't be remotely resolved, Blue Violet Networks guarantees a technician will arrive on-site within eight (8) hours from receipt of the request. For example, if the client requests service at 1:20 p.m. on Wednesday for an issue that can't be resolved remotely, we guarantee a technician will arrive on-site by 9:20 p.m. on Wednesday evening.

**Emergency Response Time: 4 Clock Hours**

If a service request is received at any time, on any day, for an issue that can't be remotely resolved, Blue Violet Networks guarantees a technician will arrive on-site within four (4) hours from receipt of the request. For example, if the client requests service at 4:33 a.m. on Saturday for an issue that can't be resolved remotely, we guarantee a technician will arrive on-site by 8:33 a.m. on Saturday morning.

## PSP - Standard Resolution Service Level Agreement

Blue Violet Networks guarantees a reported issue will be restored to a functioning level, at a minimum, before the technician leaves. If hardware failure occurs and the technician doesn't have the same make or model for a replacement part readily available, he or she will install a temporary, similar loaner part to restore functionality.

Once a replacement part is available, Blue Violet Networks will schedule a time to reinstall the replacement part during normal business hours. If the device is covered under a manufacturer warranty, Blue Violet Networks will handle the return process and install the repaired device once it's returned by the manufacturer. If a device is not covered under our extended hardware warranty or a manufacturer warranty, the replacement device will be billed at discounted rates. Please see Blue Violet Networks' discounted service rates below for more information.

## Remote Monitoring & Management

Blue Violet Networks will provide a Remote Monitoring & Management software license to remotely monitor system status and manage processes without the requirement to physically be on site.

- The software can be installed on a dedicated "server" or existing servers based on customer needs
- Real-time monitoring: Implement system-wide monitoring with intelligent alerting
- Auto-Response: Automatically generates notifications and creates service tickets based on agreed upon thresholds
- Remote Access: Provides a fully encrypted and secure remote management with comprehensive auditing
- Patch Management: Schedule maintenance and updates

## Reporting

Reporting will be provided on an annual basis, as requested, during a review process with your designated point-of-contact for the following metrics:

- Response times
- Ticket management
- Resolution times
- Credit balance
- Resolution data
- Customer satisfaction

- Suggested improvements
- Suitability of selected agreement(s)

All reports and ticket data can be viewed in real time via your customized Blue Violet Networks service portal.

## Billable Service

All labor is included for devices covered by a PSP agreement during the length of the selected Service Level Agreement. If a repair requires escalation outside of the selected Service Level Agreement, Blue Violet Networks will charge discounted service rates.

### *Service Agreement Coverage*

Service labor for lightning, power surges and water damage are included, however damaged hardware may not be covered and will be based on the discretion of the manufacturer's warranty.

### *Not Covered Under Service Agreement*

Labor and hardware warranties will be void upon unauthorized attempts to alter, repair, maintain or change system equipment, configuration, components, operation or installation of software by a non- Blue Violet Networks representative. The Service Level Agreement will also not cover any maintenance or repairs due to these actions or as made necessary by anyone other than a representative of Blue Violet Networks.

The Service Level Agreement does not cover programming, defined as a modification of the software configuration, unless otherwise specified. Additional items that are not covered include field devices, hardware or cabling provided or installed by another service provider, unless specifically identified on Schedule A or a quote.

If the client requests services that are not covered under the terms of this Agreement, it is understood that these services will be considered billable and billed as separate, individual services.

## Discounted Service Rates

Clients with a Premier Support Plan will receive discounted hourly rates for Billable Service. These rates are not applicable to new installations, projects, additions or changes.

Service Provider	Normal Hourly Rates	Discounted Hourly Rates
Normal Business Hours (Monday-Friday; 8:00 a.m. – 5:00 p.m.)	\$160.00/hour	\$128.00/hour
After Hours (Monday-Friday; 5:01p.m. – 7:59 a.m.)	\$240.00/hour	\$192.00/hour
Weekends and Holidays	\$320.00/hour	\$256.00/hour
Materials	Standard Mark-Up	Our cost +16%
Travel Charges	\$75.00	No charge

## Requirements

- All software must be current with the manufacturer software support plan (SMA, SUSP, ADV, etc.)
- Blue Violet Networks to have remote access to customer's network (scheduled with customer IT)



### III. Premier Support Plan Add-ons

To complement your Premier Support Plan; Blue Violet Networks offers the following optional and additional value-added services at an additional cost:

#### Optional Planned Preventative Maintenance

Your new system is fully functional and being serviced under a PSP. However, in the evolving landscape of technology and through the normal course of wear and tear; components require updates, periodic testing and verification of proper operation. This is essential in keeping your system running at optimal levels, ensuring proper functionality of all system elements while also extending the life span of the system.

Through necessary testing, qualified Blue Violet Networks' engineers or technicians will identify and correct any deficiencies and potential problems to reduce emergency system issues and system downtime. A detailed report of deficiencies and corrections will be provided once preventative maintenance is complete.

Highlighted features include:

- Surveillance
  - Clean and refocus cameras;
  - Upgrade video management software;
  - Update firmware;
  - Test and verify video retention;
  - Test and verify motion windows;
  - Test and verify alarms; and
  - Inspect all connections and terminations.

#### Optional Extended Hardware Warranty

Blue Violet Networks will cover devices and hardware no longer eligible under a manufacturer warranty through an Extended Hardware Warranty. Hardware covered under our Extended Hardware Warranty will be replaced at no additional charge with a device of the same technology and/or specifications upon failure. Please note that all hardware covered under the Blue Violet Networks Extended Hardware Warranty must also have Planned Preventative Maintenance coverage. Please see Planned Preventative Maintenance for more information. The Extended Hardware Warranty option must be purchased as part of a 'year 1' plan. The Extended Hardware Warranty option cannot be added to an existing agreement in subsequent years. The Extended Hardware Warranty option is available through year 7. The Extended Hardware Warranty will be subject to the same terms and conditions as provided by the initial manufacturer warranty respectively for each product being covered.

#### Video System Custom Extended Agreement

The customer is declining to add an extended warranty to all Video hardware but will be opening an open PO that will not expire for the amount marked below. This will give the customer the option to replace the down cameras as needed that are not under warranty by going against the open PO. Labor will be covered by service agreement

#### *Not Covered Under Warranty*

Blue Violet Networks' Extended Hardware Warranty is voided by unauthorized attempts by any non- Blue Violet Networks representatives to repair or maintain equipment. In addition, the Extended Hardware Warranty does not cover maintenance or repairs attributable to network configuration changes, human error or catastrophe, fault, and customer negligence, or external factors related to the equipment, such as, but not limited to, power failure, air conditioning failure, human error, acts of God and vandalism. The Extended Hardware Warranty does not cover field devices, hardware and cabling that is not provided or installed by Blue Violet Networks. All maintenance or repairs to this equipment or these systems will be provided as a billable service.

### IV. Premier Support Plan Comparison

	Standard Limited Warranty	Standard SLA	Extended SLA	Emergency SLA	Block Of Hours
All Labor During Business Hours*	<input checked="" type="checkbox"/> (Workmanship Only)	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
All Labor After-hours*	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
All Labor Weekends and Holidays*	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Guaranteed Certified Technician	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Guaranteed Response Times	<input type="checkbox"/>	<input checked="" type="checkbox"/> 8 Business Hours	<input checked="" type="checkbox"/> 8 Clock Hours	<input checked="" type="checkbox"/> 4 Clock Hours	<input type="checkbox"/>
Guaranteed Resolution on first visit	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Discounted Service Rates for Billable Service	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Unlimited Phone/ Remote Support	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Included Additional System Training	<input type="checkbox"/>	<input checked="" type="checkbox"/> 16 Hours	<input checked="" type="checkbox"/> 16 Hours	<input checked="" type="checkbox"/> 16 Hours	<input type="checkbox"/>
Annual Reporting	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Access to Web Portal	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Remote Monitoring & Management	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>

\* All Labor for Covered Items only – See “Billable Service”

## V. Premier Support Plan Pricing

<u>Standard Limited Warranty</u>	Price	Included	
<u>Standard SLA</u> (8 business hours)	\$25,350	X	
<u>Extended SLA</u> (8 clock hours)	\$40,490		
<u>Emergency SLA</u> (4 clock hours)	\$49,240		
<u>Optional Preventative Maintenance</u>	Frequency	Price	Included
	Once a Year	\$11,830	X
	Twice A year	\$21,294	
	4X A year	\$40,222	
	Every Month	\$106,470	
<u>Optional Extended Hardware Warranty</u>	Price	Included	
<u>Custom Camera Warranty</u> <u>(Never Expire)</u>	NA	Cameras Come with 10 Year Warranty	

### Quote Expiration 06/17/2023

Term Length	Price	Annually
12 Month Service Agreement	\$37,180	
36 Month Service Agreement	\$89,232	\$29,744
60 Month Service Agreement	\$139,425	\$27,855

## VI. Custom Agreements

Blue Violet Networks recognizes that the standard Premier Support Plan and its various available options may not be suitable for all of our customers' needs. For this reason, we have Custom Agreements available that are tailored to customer-specific needs that may fall outside of our standard agreement offerings. Custom Agreements are often developed for a variety of customer-specific needs such as:

- Strict regulation compliance requirements
- Specialized equipment and/or systems (LPR, integrated locksets, automation/integration, analytics, etc.)
- Critical infrastructure
- Variable SLA (i.e.: mix of Standard/Extended/Emergency levels based on location, function, etc. of each specific device/entity)
- Embedded technicians
- Event staffing
- Enhanced software support
- Managed Services

Custom Agreements require in-depth consultation with your Blue Violet Networks Service Team to develop a service and maintenance plan that best fits the unique needs of your organization.

## VII. Block of Hours Agreements

### BOH Agreement Overview

Maximize your technological investments through a convenient Block of Hours Agreement with Blue Violet Networks. Under this program, your business can conveniently request assistance from a skilled engineer or technician for support of your IT infrastructure without additional charges. Available services include:

- Repairs;
- Maintenance;
- Configuration Changes;
- Labor only equipment moves;
- Remote support; and
- End-user training.

### BOH Agreement Options

For your convenience, Blue Violet Networks offers the following Block of Hours Agreement options:

BOH Agreement Options	Rate/Hour	Savings/Hour
20- 40 Hour Block	\$135.00	\$25.00
50-90 Hour Block	\$125.00	\$35.00
100+ Hour Block	\$115.00	\$45.00

Please note, that these rates can change based on the following date and time terms:

Type of Rate	Definition	Billing
Business Hours	8:00 a.m. – 5:00 p.m., Monday through Friday	Normal Rate
After-Hours	5:01 p.m. – 7:59 a.m., Monday through Friday	1.5x Normal Rate
Emergency/Holiday/Weekend	Emergency*; Recognized Holidays; Saturday and Sunday	2x Normal Rate

*\*Emergencies are recognized when the client requests immediate prioritization in Blue Violet Networks' service queue.  
All other requests will be scheduled based on next availability.*

### BOH Agreement Terms

'Block of Hours' agreements are to be paid in advance. Applicable time will be deducted from the hour balance in 1-hour increments for on-site work and 30-minute increments for remote/phone support. A monthly status report of hours used and hours remaining will be provided at the end of each month wherein Block of Hours agreement time was accrued. Block of Hours agreements are non-refundable.

<u>Block Of Hours</u>	<u>Rate/Hour</u>	<u>Number of Hours</u>
20 - 40 Hour Block	\$135	
50 - 90 Hour Block	\$125	
100+ Hour Block	\$115	
Additional Training Hours	\$115	
<u>Optional Monitoring</u>	<u>Price</u>	<u>Included</u>
Remote Monitoring & Management	\$2000	

**Block Of Hours Agreement Price**

Note: Block of Hours don't expire

<i>Agreed to on behalf of:</i> <b>SERVICE PROVIDER</b>	<i>Agreed to on behalf of:</i> <b>CLIENT</b>
<b>Organization Name:</b> A3 Communications Inc dba Blue Violet Networks	<b>Organization Name:</b>
<b>Printed Name/Title:</b> David Kim, General Manager	<b>Printed Name/Title:</b>
<b>Signature:</b>	<b>Signature:</b>
<b>Date:</b> 03/08/2023	<b>Date:</b>
<b>BVN Project Number:</b> Tulare School District - Video SLA	