

<b>To:</b>	Lynn Yarbrough
<b>Organization:</b>	Hall County Jail
<b>Address:</b>	1700 Barber Road Gainesville, GA 30507
<b>Phone:</b>	770-654-8182
<b>Fax or Email:</b>	<a href="mailto:lyarbrough@hallcounty.org">lyarbrough@hallcounty.org</a>

<b>QUOTATION #210932</b>	<b>Hall County Jail, GA – Replacement Commander Computers, Replacement Informer Server, and Upgrade Intercom System From Analog, Dukane To Digital, Harding Instruments</b>
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December 30, 2021

Dear Mr. Yarbrough:

Per your request, we have attached pricing to provide ten (10) replacement Commander Computers and one (1) replacement Informer/Gatekeeper Server. All of these computers and servers will be tested in house with a mock-up of your PLC system to reduce faults and down time at your facility. After testing, the computers will be shipped to site, installed, and validated.

In addition, we have included an upgrade to your Intercom System. The existing intercom system was provided by STANLEY and has been functioning **since 2007**. We look forward to providing these upgrades so that we can circumvent system outages by replacing aging systems and increasing the system's reliability and functionality by modernizing your equipment and providing uninterrupted support to your facility for years to come.

**Commander Computers**

The Commander computers will include Windows10 OS and Wonderware InTouch v2017. The existing 19" Touchscreen Monitors will be replaced with new Touchscreen Monitors.

**Computers to be replaced:**

1. X1 – Master Control, Room A256
2. X2 – Master Control, Room A256
3. X3 – Booking Control, Room A227
4. X4 – Nurse Control, Room A174
5. Y1 – Cell Housing Control, Level 1, Room H157
6. Y2 – Dorm Housing Control, Level 1, Room H158
7. Y3 – Cell Control, Level 3, Room H157
8. Y4 – Dorm Housing Control, Level 3, Room H158
9. Y5 – Cell Control, Level 5, Room H157
10. Y6 – Dorm Housing Control, Level 5, Room H158

**Informer/Gatekeeper Server**

The Informer/Gatekeeper server will be upgraded to include Windows Server 2019. Please note that the data from the old data logger may not be compatible with the new system. We will make you aware if you need to keep your old unit online to archive the old data.

**Computers to be upgraded:**

1. INF – Master Control, Room A256

**Digital Intercom System Upgrades:**

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

This upgrade happens primarily in the headend equipment racks and will only slightly change how your staff uses the intercom system on a day to day basis. At the ten (10) Touchscreen Control Station locations, we will supply a new Intercom Master Station with flush mount mic. This is the only significant change in the field. The new Digital Intercom System will reuse the existing intercoms and paging speakers, so your field devices and cabling does not need to change.

At the headend, the existing analog, Dukane relay cards and talkback amplifiers will be removed and replaced with the Harding Digital Controllers and Expansion Units. The existing intercom stations and paging speakers will be rewired to the new equipment by STANLEY.

Due to the lack of memory on two (2) of your existing PLC processors, these two (2) processor will be required to be replaced with new PLC processors.

**Headend Locations and Device Counts:****Security Equipment Room #1 (SEC - X1)**

4 ..... Touchscreen Master Station (VoIP) – Flush Mount Microphone  
91 .... Existing 4-Wire Intercom Stations without Audio Level Alarm

**Security Equipment Room #2 (SEC - Y1)**

1 ..... Touchscreen Master Station (VoIP) – Flush Mount Microphone  
103 .. Existing 4-Wire Intercom Stations without Audio Level Alarm  
7 ..... 2-Speaker Page Zone (One-Way) without Audio Level Alarm (2 Speakers @ 1W each)  
1 ..... 1-Speaker Page Zone (One-Way) without Audio Level Alarm (1 Speaker @ 1W)

**Security Equipment Room #3 (SEC – Y2)**

1 ..... Touchscreen Master Station (VoIP) – Flush Mount Microphone  
58 .... Existing 4-Wire Intercom Stations without Audio Level Alarm  
7 ..... 2-Speaker Page Zone (One-Way) without Audio Level Alarm (2 Speakers @ 1W each)  
1 ..... 1-Speaker Page Zone (One-Way) without Audio Level Alarm (1 Speaker @ 1W)

**Security Equipment Room #4 (SEC – Y3)**

1 ..... Touchscreen Master Station (VoIP) – Flush Mount Microphone  
103 .. Existing 4-Wire Intercom Stations without Audio Level Alarm  
7 ..... 2-Speaker Page Zone (One-Way) without Audio Level Alarm (2 Speakers @ 1W each)  
1 ..... 1-Speaker Page Zone (One-Way) without Audio Level Alarm (1 Speaker @ 1W)

**Security Equipment Room #5 (SEC – Y4)**

1 ..... Touchscreen Master Station (VoIP) – Flush Mount Microphone  
58 .... Existing 4-Wire Intercom Stations without Audio Level Alarm  
7 ..... 2-Speaker Page Zone (One-Way) without Audio Level Alarm (2 Speakers @ 1W each)  
1 ..... 1-Speaker Page Zone (One-Way) without Audio Level Alarm (1 Speaker @ 1W)

**Security Equipment Room #6 (SEC – Y5)**

1 ..... Touchscreen Master Station (VoIP) – Flush Mount Microphone  
103 .. Existing 4-Wire Intercom Stations without Audio Level Alarm  
7 ..... 2-Speaker Page Zone (One-Way) without Audio Level Alarm (2 Speakers @ 1W each)  
1 ..... 1-Speaker Page Zone (One-Way) without Audio Level Alarm (1 Speaker @ 1W)

**Security Equipment Room #7 (SEC – Y6)**

1 ..... Touchscreen Master Station (VoIP) – Flush Mount Microphone  
58 .... Existing 4-Wire Intercom Stations without Audio Level Alarm  
7 ..... 2-Speaker Page Zone (One-Way) without Audio Level Alarm (2 Speakers @ 1W each)  
1 ..... 1-Speaker Page Zone (One-Way) without Audio Level Alarm (1 Speaker @ 1W)

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

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

Equipment and services included:

- (2) .....PLC Processors
- (10) .....Commander Computers with Wonderware Runtime License
- (10) .....Touchscreen Monitors (4:3 Ratio)
- (1) .....Informer/Gatekeeper Server with Monitor and Printer
- (10) .....Harding Intercom Masters w/flush mount mic
- (7) .....Harding Intercom Controllers
- (14) .....Harding Intercom Expanders
- (6) .....Harding Talkback Expanders with Terminal Blocks
- (39) .....Harding Interface Cable sets & Quick Connect Boards
- (1) .....Harding DXL Administrator Software
- (10) .....Network Switch
- (1 lot).....Labor, Engineering Documentation updates
- (1 lot).....Labor, PC/Server Configuration
- (1 lot).....Labor, Software Installation
- (1 lot).....Labor, PLC program modifications
- (1 lot).....Labor, Touch screen design changes
- (1 lot).....Labor, Security Management Server updates
- (1 lot).....Labor, Harding Instruments Configuration
- (1 lot).....Labor, Assembly
- (1 lot).....Labor, On-Site Installation
- (1 lot).....Labor, On-Site Validation
- (1 lot).....Labor, Owner training
- (1 lot).....Travel & Living Expenses
- (1 lot).....Freight
- (1 lot).....Warranty

Price..... **\$ 379,680.<sup>00</sup>**  
Taxes NOT included

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

Sincerely,



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

**Terms and Conditions**

**GENERAL**

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

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

**WARRANTY**

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

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

**ADDITIONAL CHARGES:**

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

**INSURANCE:**

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

**ACCEPTANCE OF PROPOSAL**

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

**Stanley Convergent Security Solutions, Inc.**

Written By: Dustin Hackleman

Title: Senior Sales Engineer

Approved and Accepted by Stanley CSS

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

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

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

**Customer**

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

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

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

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

(if applicable)

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