



MASTER

ATTACHMENT K ~ SUBMISSION CHECKLIST

This checklist is provided for vendor's convenience only and identifies documents that must be submitted with each package in order to be considered responsive. Any proposals received without these requisite documents may be deemed non-responsive and not considered for contract award.

Proposal Section 1 – State Documents (RFP section 4.3.1)		
RFP Section	Content	Completed
4.3.1.1	Title Page	✓
4.3.1.2	Table of Contents	✓
4.3.1.4	Attachment A – Technical Proposal Certification of Compliance with Terms and Conditions of RFP	✓
4.3.1.5.1	Amendment Signature Pages	✓
4.3.1.5.2	Attachment B – Confidentiality and Certification of Indemnification	✓
4.3.1.5.3	Attachment C – Vendor Certifications	✓
4.3.1.5.4	Vendor Licensing Agreements	✓
4.3.1.5.5	Certifications and Licenses	✓
Proposal Section 2 – Company Information (RFP section 4.3.1 & 4.3.2)		
RFP Section	Content	Completed
4.3.1.3	Attachment D – Vendor Information	✓
4.3.2.2.1(B)	Attachment E – Reference Information Form	✓
4.3.2.3	Attachment F - Vendor Staff Resumes	✓
4.3.2.4	Subcontractor Information	✓
Proposal Section 3 – Technical Proposal (RFP section 4.3.3)		
RFP Section	Content	Completed
4.3.3.1	Response to Scope of Work	✓
4.3.3.2	Reporting	✓
4.3.3.3	Company Background/History	✓
4.3.3.4	Time Performing Comparable Projects	✓
Proposal Section 4 – Redacted Technical Proposal (RFP section 4.3.4)		
RFP Section	Content	Completed
4.3.4	Redacted Technical Proposal	✓
Proposal Section 5 – Cost (RFP section 4.3.5)		
RFP Section	Content	Completed
4.3.5.1	Attachment G – Cost Schedule	✓
4.3.5.2	Attachment H - Cost Proposal Certification of Compliance with Terms and Conditions of RFP	✓
Proposal Section 6 – Confidential Financial (RFP section 4.3.6)		
RFP Section	Content	Completed
4.3.6.1	Dun and Bradstreet Number	✓
4.3.6.2	Attachment I – State of Nevada Registration Substitute IRS Form W-9	✓
Proposal Submittal Requirements (RFP section 4.1 & 4.3)		
4.1.1.1	One (1) master proposal in paper (hard copy) format	✓
4.1.1.2	Two (2) copies of the proposal (1 Hard Copy & 1 soft copy) format.	✓
4.3	Proposal Organization requirements (separated sections and pdf files)	✓
4.1.2	Proposal Packaging Requirements	✓
Reference Questionnaire Reminders		
4.3.2.2.2	Send out Reference Forms (Attachment J) for Vendor (with Part A completed)	✓
4.3.2.4.5	Send out Reference Forms (Attachment J) for proposed Subcontractors (with Part A completed, if applicable)	N/A





9 JULY 2013

HAWAIYA TECHNOLOGIES, INC.

ABC 30016 (General Engineering & Building)
C-13 (Electrical), C-15(Electronics),
C-31(Masonry), C-48(Structural Steel)
99-1312 Koaha Place, Suite 103, Aiea, HI 96701
Tel: (808) 944-0913; Fax: (808) 441-5900; www.HawaiiyaTech.com

Attn: Ronda Miller, Purchasing Officer and Marcy Troescher, Purchasing Officer
State of Nevada, Purchasing Division
515 E. Musser Street, Suite 300, Carson City, NV 89701
rlmiller@admin.nv.gov

**REFERENCE: WSCA-NASPO COOPERATIVE PURCHASING ORGANIZATION
STATE OF NEVADA RFP 3047 SECURITY/PROTECTION SYSTEMS**

Ms. Miller and Troescher,

Hawaiiya Technologies, Inc. (HTI) is pleased to submit the enclosed bid proposal. This proposal is being submitted in support of WSCA-NASPO Cooperative Purchasing Organization to provide services on an as-needed basis in the following category:

Category 3: Closed Circuit Television (CCTV)

HTI is fully qualified to execute this project as HTI has proven experience along with a unique combination of both engineering design and construction capability and expertise. HTI is a Hawaii licensed ABC contractor (General Engineering and building) with C-13 (Electrical), C-15 (Electronics), C-31 (Masonry), and C-48 (Structural Steel) specialty areas. HTI also has on staff: licensed Professional Engineers in the field of Civil, Electrical, Mechanical, and Structural Engineering; a licensed Architect; software, network, and RF engineers; and draftsmen. HTI is based in Honolulu to meet the technical and logistical demands of this contract and will be available to support all State of Hawaii's security/protection systems requirements to complete the design, analyses, drawings, permit, installation, training, maintenance, and operations.

We appreciate your time in reviewing this proposal and look forward to providing our customers with the quality product and service that our existing customers have received and come to expect. Finally, we are a minority, woman owned, fully certified State of Hawaii Department of Transportation (DOT) Disadvantaged Business Enterprise (DBE) and State of California WMBE certifications.

Sincerely,

Ms. Mun-Won Chang, COO/CFO
Hawaiiya Technologies, Inc.
MWChang@HawaiiyaTech.com





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4.3.1.5.1	Amendment Signature Pages	✓
4.3.1.5.2	Attachment B – Confidentiality and Certification of Indemnification	✓
4.3.1.5.3	Attachment C – Vendor Certifications	✓
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4.3.1.5.5	Certifications and Licenses	✓
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RFP Section	Content	Completed
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4.3.2.2.1(B)	Attachment E – Reference Information Form	✓
4.3.2.3	Attachment F - Vendor Staff Resumes	✓
4.3.2.4	Subcontractor Information	✓
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RFP Section	Content	Completed
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4.3.3.2	Reporting	✓
4.3.3.3	Company Background/History	✓
4.3.3.4	Time Performing Comparable Projects	✓
Proposal Section 4 – Redacted Technical Proposal (RFP section 4.3.4)		
RFP Section	Content	Completed
4.3.4	Redacted Technical Proposal	✓
Proposal Section 5 – Cost (RFP section 4.3.5)		
RFP Section	Content	Completed
4.3.5.1	Attachment G – Cost Schedule	✓
4.3.5.2	Attachment H - Cost Proposal Certification of Compliance with Terms and Conditions of RFP	✓
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Reference Questionnaire Reminders		
4.3.2.2.2	Send out Reference Forms (Attachment J) for Vendor (with Part A completed)	✓
4.3.2.4.5	Send out Reference Forms (Attachment J) for proposed Subcontractors (with Part A completed, if applicable)	N/A





9 JULY 2013

HAWAIYA TECHNOLOGIES, INC.

ABC 30016 (General Engineering & Building)
C-13 (Electrical), C-15(Electronics),
C-31(Masonry), C-48(Structural Steel)
99-1312 Koaha Place, Suite 103, Aiea, HI 96701
Tel: (808) 944-0913; Fax: (808) 441-5900; www.HawaiiyaTech.com

Attn: Ronda Miller, Purchasing Officer and Marcy Troescher, Purchasing Officer
State of Nevada, Purchasing Division
515 E. Musser Street, Suite 300, Carson City, NV 89701
rlmiller@admin.nv.gov

**REFERENCE: WSCA-NASPO COOPERATIVE PURCHASING ORGANIZATION
STATE OF NEVADA RFP 3047 SECURITY/PROTECTION SYSTEMS**

Ms. Miller and Troescher,

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We appreciate your time in reviewing this proposal and look forward to providing our customers with the quality product and service that our existing customers have received and come to expect. Finally, we are a minority, woman owned, fully certified State of Hawaii Department of Transportation (DOT) Disadvantaged Business Enterprise (DBE) and State of California WMBE certifications.

Sincerely,

Ms. Mun-Won Chang, COO/CFO
Hawaiiya Technologies, Inc.
MWChang@HawaiiyaTech.com





MASTER

SECTION 1: STATE DOCUMENTS (RFP SECTION 4.3.1)





1.1 TITLE PAGE

HAWAIYA TECHNOLOGIES, INC.

PROPOSAL FOR

SECURITY/PROTECTION SYSTEMS

Submitted to:

Attn: Ronda Miller, Purchasing Officer
and
Marcy Troescher, Purchasing Officer
State of Nevada, Purchasing Division
515 E. Musser Street, Suite 300, Carson City, NV 89701
rlmiller@admin.nv.gov

RFP Title: Security Protection Systems
RFP: 3047
Vendor Name: HAWAIYA TECHNOLOGIES, INC.
Address: 99-1312 Koaha Place, Suite 103
Aiea, HI 96701
Proposal Opening Date: 7/10/13
Proposal Opening Time: 2:00 PM

Contracting & Technical Point of Contact: Mun-Won Chang
Hawaiiya Technologies, Inc.
99-1312 Koaha Place, Suite 103, Aiea, HI 96701
Tel: (808) 944-0913 Fax: (808) 447-5900
MWChang@HawaiiyaTech.com

Use and Disclosure:

The data in this proposal shall not be disclosed outside Alcatel-Lucent, Inc. (ALU) and shall not be duplicated in whole or in part for any purpose other than to evaluate the proposal; provided that if a contract is awarded to this provider as a result of or in conjunction with the submission of these data, Alcatel-Lucent, Inc. (ALU) shall have the right to duplicate, use, or disclose the data to the extent provided by the contract. This restriction does not limit Alcatel-Lucent, Inc. (ALU)'s right to use information contained in the data if it is obtained from another source without restriction





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1.3 ATTACHMENT A

ATTACHMENT A ~ TECHNICAL PROPOSAL CERTIFICATION OF COMPLIANCE WITH TERMS AND CONDITIONS OF RFP

I have read, understand and agree to comply with all the terms and conditions specified in this Request for Proposal.

YES I agree to comply with the terms and conditions specified in this RFP.

NO X I do not agree to comply with the terms and conditions specified in this RFP.

If the exception and/or assumption require a change in the terms in any section of the RFP, the contract, or any incorporated documents, vendors must provide the specific language that is being proposed in the tables below. If vendors do not specify in detail any exceptions and/or assumptions at time of proposal submission, the State will not consider any additional exceptions and/or assumptions during negotiations.

HAWAIYA TECHNOLOGIES, INC. (HTI)

Company Name

Mun-Won Chang

Signature

Ms. Mun-Won Chang

Print Name

July 8, 2013

Date

Vendors MUST use the following format. Attach additional sheets if necessary.

EXCEPTION SUMMARY FORM

Table with 4 columns: EXCEPTION #, RFP SECTION NUMBER, RFP PAGE NUMBER, EXCEPTION (Complete detail regarding exceptions must be identified). Rows include details for exceptions 001 through 004.

ASSUMPTION SUMMARY FORM

Table with 4 columns: ASSUMPTION #, RFP SECTION NUMBER, RFP PAGE NUMBER, ASSUMPTION (Complete detail regarding assumptions must be identified). The table is currently empty.





1.4 AMENDMENT 1 TO REQUEST FOR PROPOSAL 3047

State of Nevada
Department of Administration
Purchasing Division
515 E. Musser Street, Suite 300
Carson City, NV 89701



Brian Sandoval
Governor

Greg Smith
Administrator

SUBJECT: Amendment 1 to Request for Proposal 3047
RFP TITLE: Security and Protection Systems
DATE OF AMENDMENT: June 24, 2013
DATE OF RFP RELEASE: May 15, 2013
OPENING DATE: July 10, 2013
OPENING TIME: 2:00 PM
CONTACT: Ronda Miller, Procurement Staff Member

The following shall be a part of RFP **3047**. If a vendor has already returned a proposal and any of the information provided below changes that proposal, please submit the changes along with this amendment. You need not re-submit an entire proposal prior to the opening date and time.

Updated list of States intending to participate:



RFP 3046 3047 list
of Intent to Participat

Presentation from May 29, 2013 WebEx.



Security Life Safety
RPF Highlights-13052

RFP 3047 AMENDED COST FORMAT:

Proposing vendors must submit cost on the amended document provided below:



RFP 3047 Cost
Amended.doc





ADDITIONAL LANGUAGE ADDED TO ATTACHMENT R ~ STATE OF NEVADA SPECIFIC REQUIREMENTS

The State of Nevada requires all awarded vendors to comply with the following:

- A. Prior to any project in state-owned or leased facilities that has any impact on the building, attachment to the building, its surfaces, its systems or if it requires a building permit, state licensed designer, or installer, the using agency in control of the building is responsible for obtaining prior written authorization from the Public Works Division and/or the building owner. It is understood by all parties that a standard level of cooperation must take place that allows the vendor to work directly with the Lessor, or designee, on any/all remodels and/or modifications to ensure all work is acceptable by the Lessor and the State*
- B. Costs of permits, rental equipment, and other direct costs shall be included in quotes submitted to agencies for pre-approval.*
- C. Any awards resulting from this solicitation shall be based on the evaluation criteria and the ability of the proposer to supply both equipment and installation. In the event that a proposer is not able to provide both equipment and installation, a proposal naming a subcontractor that can provide either the equipment or the installation may be submitted. Any named subcontractor shall be bound by Section 4.2 and all other sections referencing subcontractors in this RFP. All warranty and maintenance work shall be the responsibility of the awarded contractor(s); however, warranty and maintenance work may be completed by the named subcontractor on behalf of the awarded contract holder.*
- D. The awarded vendor(s) will be responsible for the proper operation (including any power requirements), function, and décor/ascetics of each door, door trim, door jamb, door hardware, door strike, door glass, or any other attached hardware or decorative paint, stain, artwork, including but not limited to signage of any type, as well as any ADA accommodations. The awarded vendor(s) shall be responsible for repairing all damaged or altered areas that occurred during construction.*
- E. Protection of Sensitive Information will include the following:*
 - a. Sensitive information in existing legacy applications will encrypt data as is practical.*
 - b. Confidential Personal Data will be encrypted whenever possible.*
 - c. Sensitive Data will be encrypted in all newly developed applications.*

QUESTIONS:

- 1. Does Nevada have additional vendor WSCA requirements? California is requiring Payee Data records, proof of incorporation.
No.
- 2. Section 2.1, Bullet 4 states “For all categories below, the vendor must designate a single point of contact to be the liaison for state information technology staff to handle the day-to-day operations.” May the same individual be proposed as the single point of contact for all three categories (for example, a single WSCA-NASPO Contract Program Manager), or must a different individual be proposed for each of the three categories?
Yes, the same individual may act as the single point contact for all three categories.
- 3. Items 2.1.1.1.6 and 2.1.1.1.9 are the same, except that 2.1.1.1.9 includes four sub-items. Is 2.1.1.1.6 extraneous?
Yes. Section 2.1.1.1.6 shall be deleted from RFP 3047.
- 4. In Sections 2.1.1.1.9, 2.1.2.1.8, and 2.1.3.1.6, Item A requires a four hour on-site response time. In remote areas of the country, such as in Alaska and some of the western states, this would be impractical and/or prohibitively expensive. We suggest allowing offerors to propose a multi-tiered approach to response times, offering four-hour response at a premium price when a purchasing agency feels it’s necessary; with a longer response time (such as the end of the next business day) being the standard offering.





Vendors may take exceptions to any part of the RFP. The State will consider all qualified proposals with their proposed business solutions.

5. In Sections 2.1.1.1.9, 2.1.2.1.8, and 2.1.3.1.6, Items B and C require the vendor's repair personnel to carry sufficient "hardware inventory" (truck stock) to "replace, repair, or maintain each system." The equipment list provided in Attachment S is extremely general and contains a number of proprietary systems that may only be serviced by their installing vendor. These include Johnson Controls and Siemens. For this reason (as well as the broad variety of manufacturers listed and lack of detail regarding individual devices), it would be virtually impossible for any offeror to strictly comply with this requirement. We suggest revising this item to require that responding technicians carry sufficient hardware inventory to replace, repair, or maintain the most commonly-used access control/burglar alarm/CCTV system devices, and have a process in place for obtaining less common replacement parts as efficiently as possible.

Refer to question 4 of this amendment.

6. Section 2.1.2.1.3 requires that vendors "guarantee system performance." Does this refer to the monitoring services (for example, using redundant monitoring centers and/or systems, providing backup power, etc.), or to the burglar alarm systems installed at client sites? Please be more specific as to what standards and specifications define "system performance." If the intent of this requirement is to have the vendor describe the warranty they provide on installed systems, please use language such as "provide a one-year warranty on installed systems."

Replace language "Guarantee system performance (2.1.2.1.3) with "Vendors to ensure the system is functional."

7. Section 2.1.1.5 requires that the vendor "designate a project manager as the single point of contact who must be certified to program all alarm systems in use throughout agency facilities." As with our concern related to Sections 2.1.1.1.9, 2.1.2.1.8, and 2.1.3.1.6, the equipment list for burglar alarm systems is extremely broad and general, and includes proprietary systems (such as Siemens) that would make it virtually impossible for any offeror to strictly comply with this requirement. We suggest allowing offerors to propose an alternative to an individual project manager as a means for agencies to obtain assistance with programming and troubleshooting their alarm systems. This might be a call center staffed 24/7 with tech support personnel well-trained in a variety of alarm systems.

Assuming you are referring to Section 2.1.2.5 (there is no 2.1.1.5 within RFP 3047) of the RFP referencing Burglar Alarm; Vendors to provide a single point of contact for the contract that will be available to receive and answer all questions and resolve any issues. It will be acceptable for that contact to consult with additional staff to help provide an answer to the using agency. The vendors call back time shall be reasonable time based on the nature of the question and the urgency of the problem.

Assuming this is not in response to Section 2.1.2.5. Vendor shall provide a designated project manager for any project undertaken under the contract prior to work commencing.

8. Sections 2.1.3.2 (including its sub-items) and 2.1.3.4 refer to "video cards." Please clarify this term. Is it specifically a reference to custom-built, generic computer-based digital video recording systems (as opposed to off-the-shelf digital video recording products and systems available from various security manufacturers)? If so, please provide further detail as to the hardware and software in use on these devices and more information regarding their quantity and location. If not, please use industry standard terminology such as "digital video recorder (DVR)" to describe these devices.

2.1.2.2 to be replaces with "Video capture card installed in a computer to allow recording."

9. Section 2.1.4.6.2 — Please review this sentence for possible typographical or editing issues and clarify the point at which the Acceptance Testing period begins.

The testing period begins the day after receipt of installation certification has been given to agency and shall extend or last for a period of no less than seven (7) calendar days. Each participating state has the option to negotiate additional terms.

10. Section 3.1.4 — Can you please provide further detail regarding the eMarket Center and SciQuest's requirements for participation? Does this participation require direct connection to any vendor IT systems? Please describe the flow of funds when end users purchase products and services through the eMarket Center. How will this system function given that the nature of the work associated with this contract generally requires customer site visits and custom quotes for each task or project? Also, please define "'Punchout Level 2' catalog configurations."





This question will be answered in a separate amendment to the solicitation that will be issued shortly after July 1, 2013.

11. Section 4.3.1.4.4 — Please clarify the intent of this requirement, and specify what licensing agreements and hardware/software maintenance agreements are required. As with our concern related to Sections 2.1.1.1.9, 2.1.2.1.8, and 2.1.3.1.6, the equipment list is extremely broad and general, and includes proprietary systems (such as Siemens) that would make it virtually impossible for any offeror to comply with this requirement for all listed systems. One alternative approach would be to ask offerors to supply letters from their primary suppliers documenting their status as authorized resellers.
4.3.1.4.4 to be replaced with “Vendors to provide supply letters or other evidence form their primary suppliers documenting their status as authorized resellers and/or dealers.”
12. Section 4.3.1.4.5 — Does this item refer to the Nevada state business and security licenses described in items 4.3.2.1.2 and 4.3.2.1.3? If so, in which proposal section should this material be provided? Does this requirement also include similar documentation for the other states intending to participate? Please clarify the intent of this requirement, and specify what certifications and licenses are required.
 - a) ***This is standard RFP language that refers to any additional applicable certifications and licenses that may be required under Section 2.1 Scope of Work.***
 - b) ***Section 1: State Documents as described in Section 4.3.1 of RFP 3047.***
 - c) ***Each Participating State will negotiate their own requirements.***
13. Section 4.3.2.2.1.A requires that “vendors shall provide a minimum of three (3) business references for each category being proposed.” Can the same business reference be used for more than one category (potentially as few as three total), or must each of the three categories include three completely independent business references (nine total)?
Yes. Vendors may use duplicate references for each category proposing if reference is applicable to that category with a minimum of three (3) for each category.
14. Section 4.3.2.3 requires that resumes be completed for each of the proposed key personnel, but these “key personnel” are not defined by the RFP. Depending on the answers to other questions, “key personnel” could be most narrowly defined as the offeror’s WSCA-NASPO Contract Program Manager, and potentially the burglar alarm technical point of contact. Limiting the number of resumes to 50 implies a broader intent than that. Given the potential scope of this effort across multiple states, along with the inherent generality of the statement of work, please provide further guidance as to how offerors should determine which positions are to be defined as “key personnel.”
Vendors to define who their “key personnel” are.
15. In Section 4.3.3, the instructions for Section 3: Technical Proposal limit the response to “15 pages per category.” Does that mean that the entirety of Section 3 may not exceed 45 pages, or that the individual responses to the three Scopes of Work under 4.3.3.1 are limited to 15 pages each? If the latter, the total number of pages for Section 3 may exceed 45 because there are additional topics that must be addressed in that section (reporting, company background/history, and time performing comparable projects).
Refer to Section 4.3.3 of RFP 3047.
16. Section 5.1.10 requires that any additional informational documents provided must be “appropriately marked.” Please define “appropriately marked.”
Must have company name and applicable sections clearly identified.
17. Will questions & answers from all vendors be shared?
Yes, in this amendment.
18. Is an individual RFP response required for each category (Access Control, Burglar Alarm, CCTV) or can they be combined in a single response?
Yes. May be combined, but clearly separated by category.





19. In review of Attachment G (Cost) and Attachment S (Sample Equipment List) it is not clear how we are to present our offered products, technologies, services and pricing in our response? Do you want a price catalog of offered products and services for the proposed Categories? Please provide further clarification or a recommended format for equipment and pricing.
Vendors must submit Attachment G ~ Cost as instructed. Refer to page one of this amendment for embedded updated Attachment G ~ Cost. Attachment S is a Sample Equipment List not meant to be all inclusive.
20. Attachment G (Cost) asks for a fixed hourly rate price for Prevailing Wage projects. Since prevailing wage rates differ by location, what location should we reference to determine the correct rate?
Refer to page one of this amendment for embedded updated Attachment G ~ Cost.
21. How long does our initial proposed Product and Labor pricing need to be honored? What is the allowable frequency for product catalog and labor price updates?
Refer to section 3.1.7 of RFP 3047.
22. How many vendors are anticipated to be awarded?
This information is unknown at this time.
23. If successful - is it permitted for the contract holder to select the opportunities (Quote Requests) they respond to, or is the contract holder obligated to respond all quote request under the contract?
No.
24. What are the major technology brands deployed and anticipated to be deployed by the State of Nevada for Access Control, CCTV and Intrusion? Does the State have an adopted standard for security technologies?
This information is unavailable.
25. Can you advise on Nevada's anticipated annual spending, or budget associated with this procurement. Are there historical spending figures from previous contracts?
This information is unavailable.
26. Are there any anticipated costs or fees associated with our participation in the WSCA-NASPO eMarket Center program? Does it require a third-party (SciQuest) relationship?
WSCA-NASPO pays the licensing fees for awarded cooperative contractors. No "relationship" is required.
27. Section 2.1 If multiple states are being included in the response do we identify each single point of contact and send resumes for them and send three references for each category for each state we want to include in the RFP?
No.
28. Section 2.1.2.4: If systems are outdated or end of life will manufacturers documented replacement be acceptable?
Yes.
29. Section 2.1.2.5 Will the state provide installer/ lock out codes to project manager?
This will be negotiated based on the project.
30. Section 2.1.2.6 Is this meaning of individual access code the code that a user would arm, disarm or interact with the system?
Individual access codes for anyone and everyone.
31. Section 2.1.4.1.1 D. If this is a sample list of equipment will a total list be forthcoming or will the individual agencies negotiate after award if proprietary equipment is discovered that had not been previously identified?
Each Participating State will negotiate each State's specific equipment list.
32. Section 2.1.4.1.1 E. Can the vendor's current form be submitted for consideration?
Yes. Proposing vendors may submit their own form for consideration.
33. Section 4.3.2.3 Is it necessary to include a Resume for each state the vendor is proposing to service?





Refer to question 14 of this amendment.

34. Section 4.3.5 Cost: It is stated that all cost information must be submitted in section 5. We are also instructed to refer to attachment G, Cost schedule and clearly specify the nature of all expenses. In attachment G we see forms associated with Labor. Are there forms associated with equipment pricing? Are we to use the equipment supplied in the Sample Equipment List in Attachment S? Is equipment pricing to be included in this proposal?
Refer to page one of this amendment for embedded updated Attachment G ~ Cost.
35. Section 5.3.7.10: Is there a current list of software associated with current integrated systems and will the State want to include Software Maintenance and support agreements in this Proposal?
No.
36. When will the State of Nevada send contact information from those Companies and Individuals represented on the pre-bid webinar?
This information will not be distributed.
37. When will the slides be provided to those firms that attended the Webinar? Please explain how State representatives from each Participating Entity will be part of the sourcing team for this contract?
Refer to page one of this amendment.
38. Does the contractor need to provide a single Point of Contact for each state or can contractors assign Coordinators responsible for multiple states? The RFP states “Must designate a single point of contact to be the liaison for state information technology staff to handle the day-to-day operations.” RFP Page 10 of 66
Refer to question 20 of this amendment.
39. As additional States become Participating Entities, how do contractors qualify for those new states?
Only awarded vendors will have the opportunity to provide services through this contract to additional States. The states will negotiate any additional terms and conditions that are applicable.
40. What is meant by “Participating States may have existing awards for commodities within the scope of this solicitation”? Please explain this further. RFP P21 of 66.
Participating States may already have done their own solicitation; therefore, awarded vendors from these pre-existing contracts may already have an existing contract.
41. On one of the slides in the PreBid Webinar, it was mentioned that additional services not listed in the RFP must be indicated. Page 10 of the RFP also allows addition of products. How is this handled in the contractor proposals?
Vendors must clearly identify additional services in their submitted technical proposal, refer to Section 4.3 of RFP 3047.
42. How can contractor-approved distributors be allowed to participate with the bidding entity? Will you need their resumes and references as you require for Subcontractors?
If a proposing vendor doesn't list subcontractors at time of RFP submittal but needs to utilize them at a future date, it is the responsibility of the awarded vendor to verify the subcontractor has complied with the same license and/or certifications required within RFP 3047.
43. The examples provided of contractors' products to be listed on the WSCA Contracts does not include pricing except for Labor Pricing.
This is not a question. The State is unclear on the question.
44. How do you want pricing to be communicated in our proposals and how will product pricing be evaluated?
Refer to page one of this amendment for embedded updated Attachment G ~ Cost. Refer to Section 3.3 of the RFP for evaluation information.
45. Will Tabs separating sections be counted as part of the Page count restrictions?
No.





- 46. Are customer references required for each state the WSCA contract covers and does the bidder require multiple references from each state?
No.
- 47. What is the approval process for travel charges?
All travel charges shall be included within vendor's submitted costs and may not be added as additional line items.
- 48. Can you make available an invoice that is representative of labor equipment and travel charges?
No.

ALL ELSE REMAINS THE SAME FOR RFP 3047.

Vendor must sign and return this amendment with proposal submitted.

Vendor Name: HAWAIYA TECHNOLOGIES, INC. (HTI)

Authorized Signature: 

Title: COO/CFO Date: July 8, 2013





1.5 AMENDMENT 2 TO REQUEST FOR PROPOSAL 3047

State of Nevada
Department of Administration
Purchasing Division
515 E. Musser Street, Suite 300
Carson City, NV 89701



Brian Sandoval
Governor

Greg Smith
Administrator

SUBJECT: Amendment 2 to Request for Proposal 3047

RFP TITLE: Security and Protection Systems

DATE OF AMENDMENT: June 27, 2013

DATE OF RFP RELEASE: May 15, 2013

OPENING DATE: July 10, 2013

OPENING TIME: 2:00 PM

CONTACT: Ronda Miller, Procurement Staff Member

The following shall be a part of RFP **3047**. If a vendor has already returned a proposal and any of the information provided below changes that proposal, please submit the changes along with this amendment. You need not re-submit an entire proposal prior to the opening date and time.

CLARIFICATION:

19. Original Question:

In review of Attachment G (Cost) and Attachment S (Sample Equipment List) it is not clear how we are to present our offered products, technologies, services and pricing in our response? Do you want a price catalog of offered products and services for the proposed Categories? Please provide further clarification or a recommended format for equipment and pricing.

Vendors must submit Attachment G ~ Cost as instructed. Refer to page one of this amendment for embedded updated Attachment G ~ Cost. Attachment S is a Sample Equipment List not meant to be all inclusive.

Clarification Question:

Related to Question #19, there is no call-out for equipment in Attachment G – Amendment #1. Can you clarify how you want equipment listed since there is no separate page for an equipment price schedule? Do you want pricing that can be compared with incumbent price lists from the current contract? Can we include catalog pricing for additional manufacture products that we support?

Attachment S (Sample Equipment List) was included in the RFP for information purposes only. Proposing vendors are asked to submit their Cost Proposals using Attachment G ~ Cost [three (3) pages], with no pricing for individual equipment items included.



RFP 3047 Cost
Amended.doc





23. Original question:

If successful - is it permitted for the contract holder to select the opportunities (Quote Requests) they respond to, or is the contract holder obligated to respond all quote request under the contract?

No.

Clarification Question:

In Response to Question #23, Can the State please clarify its response to this question.... Is it permitted for the contract holder to select the opportunities (Quote requests) to respond to? ... Or... is the contract holder obligated to respond to all requests under the contract?

Awarded vendors are expected to provide a quote in response to all requests, barring extenuating circumstances.

47. Original question:

What is the approval process for travel charges?

All travel charges shall be included within vendor's submitted costs and may not be added as additional line items.

Clarification Question:

Related to Question # 47, Can the State please clarify how Travel Charges are to be reimbursed. Section 5.3.5 of the RFP is very specific as to the procedures. The response to the question states we need to include these costs in our proposal. Are you suggesting we identify these in: 1 Pricing Schedule-Maintenance Work - Other Costs (Provide Detail) portion of the Pricing Schedule (Need to do the same for Projects Under \$100,000 Pricing Schedule or 2) As part of our hourly rates in Pricing Schedules and allowed to bill for time to and from the job site for both schedules. Or 3) Identify as actual travel costs and per diem per section 5.3.5 State Claim for Travel Expense?.

In general, travel costs such as vehicle fuel costs and daily meals should be included in the hourly charges, indicated in # 2) of the clarifying question. As the pages of Attachment G state, "each participating state will negotiate travel/mobilization costs." Such negotiations may include required overnight travel due to long distances, per diem, air travel, etc.

ALL ELSE REMAINS THE SAME FOR RFP 3047.

Vendor must sign and return this amendment with proposal submitted.

Vendor Name: HAWAIYA TECHNOLOGIES, INC. (HTI)

Authorized Signature: 

Title: COO/CFO Title: COO/CFO





1.6 AMENDMENT 3 TO REQUEST FOR PROPOSAL 3047

State of Nevada
Department of Administration
Purchasing Division
515 E. Musser Street, Suite 300
Carson City, NV 89701



Brian Sandoval
Governor

Greg Smith
Administrator

SUBJECT: Amendment 3 to Request for Proposal 3047

RFP TITLE: Security and Protection Systems

DATE OF AMENDMENT: July 1, 2013

DATE OF RFP RELEASE: May 15, 2013

OPENING DATE: July 10, 2013

OPENING TIME: 2:00 PM

CONTACT: Ronda Miller, Procurement Staff Member

The following shall be a part of RFP **3047**. If a vendor has already returned a proposal and any of the information provided below changes that proposal, please submit the changes along with this amendment. You need not re-submit an entire proposal prior to the opening date and time.

CLARIFICATION:

Vendors must submit Attachment G ~ Cost as instructed. Once vendors have been awarded a contract they will be required to submit their "full pricing" and/or "detailed pricing" (catalog, parts spreadsheet, etc.) to be included in the contract.

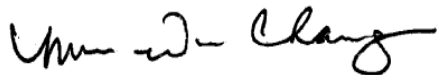


RFP 3047 Cost Amended.doc

ALL ELSE REMAINS THE SAME FOR RFP 3047.

Vendor must sign and return this amendment with proposal submitted.

Vendor Name: HAWAIYA TECHNOLOGIES, INC. (HTI)

Authorized Signature: 

Title: COO/CFO Title: COO/CFO





1.7 ATTACHMENT B:

ATTACHMENT B ~ CONFIDENTIALITY AND CERTIFICATION OF INDEMNIFICATION

Submitted proposals, which are marked "confidential" in their entirety, or those in which a significant portion of the submitted proposal is marked "confidential" will not be accepted by the State of Nevada. Pursuant to NRS 333.333, only specific parts of the proposal may be labeled a "trade secret" as defined in NRS 600A.030(5). All proposals are confidential until the contract is awarded; at which time, both successful and unsuccessful vendors' technical and cost proposals become public information.

In accordance with the Submittal Instructions of this RFP, vendors are requested to submit a redacted technical proposal containing no confidential information (section 4 of the proposal) as stated in Section 4.3.4 of the RFP. The State will not be responsible for any information contained within the proposal. Should vendors not comply with the labeling and packing requirements, proposals will be released as submitted. In the event a governing board acts as the final authority, there may be public discussion regarding the submitted proposals that will be in an open meeting format, the proposals will remain confidential.

By signing below, I understand it is my responsibility as the vendor to act in protection of the labeled information and agree to defend and indemnify the State of Nevada for honoring such designation. I duly realize failure to so act will constitute a complete waiver and all submitted information will become public information; additionally, failure to label any information that is released by the State shall constitute a complete waiver of any and all claims for damages caused by the release of the information.

This proposal contains Confidential Information, Trade Secrets and/or Proprietary information as defined in Section 1.2 "ACRONYMS/DEFINITIONS."

Please initial the appropriate response in the boxes below and provide the justification for confidential status.

Section 4 – Redacted Technical Proposal			
YES	<i>lnj</i>	NO	
Justification for Confidential Status			
Confidential information provides our system architecture, which is proprietary and confidential.			
A separate electronic file has been included for the Redacted Technical and Cost Proposal			
YES	<i>lnj</i>	NO	
Section 6 – Confidential Financial Information			
YES	<i>lnj</i>	NO	
Justification for Confidential Status			
Vendor product list price are confidential per their request and our costs are confidential until the contract is signed.			

Hawaiiya Technologies, Inc.

Company Name

Mun-Won Chang

Signature

Mun-Won Chang

Print Name

July 8, 2013

Date





1.8 ATTACHMENT C:

ATTACHMENT C ~ VENDOR CERTIFICATIONS

Vendor agrees and will comply with the following:

- (1) Any and all prices that may be charged under the terms of the contract do not and will not violate any existing federal, State or municipal laws or regulations concerning discrimination and/or price fixing. The vendor agrees to indemnify, exonerate and hold the State harmless from liability for any such violation now and throughout the term of the contract.
- (2) All proposed capabilities can be demonstrated by the vendor.
- (3) The price(s) and amount of this proposal have been arrived at independently and without consultation, communication, agreement or disclosure with or to any other contractor, vendor or potential vendor.
- (4) All proposal terms, including prices, will remain in effect for a minimum of 180 days after the proposal due date. In the case of the awarded vendor, all proposal terms, including prices, will remain in effect throughout the contract negotiation process.
- (5) No attempt has been made at any time to induce any firm or person to refrain from proposing or to submit a proposal higher than this proposal, or to submit any intentionally high or noncompetitive proposal. All proposals must be made in good faith and without collusion.
- (6) All conditions and provisions of this RFP are deemed to be accepted by the vendor and incorporated by reference in the proposal, except such conditions and provisions that the vendor expressly excludes in the proposal. Any exclusion must be in writing and included in the proposal at the time of submission.
- (7) Each vendor must disclose any existing or potential conflict of interest relative to the performance of the contractual services resulting from this RFP. Any such relationship that might be perceived or represented as a conflict should be disclosed. By submitting a proposal in response to this RFP, vendors affirm that they have not given, nor intend to give at any time hereafter, any economic opportunity, future employment, gift, loan, gratuity, special discount, trip, favor, or service to a public servant or any employee or representative of same, in connection with this procurement. Any attempt to intentionally or unintentionally conceal or obfuscate a conflict of interest will automatically result in the disqualification of a vendor's proposal. An award will not be made where a conflict of interest exists. The State will determine whether a conflict of interest exists and whether it may reflect negatively on the State's selection of a vendor. The State reserves the right to disqualify any vendor on the grounds of actual or apparent conflict of interest.
- (8) All employees assigned to the project are authorized to work in this country.
- (9) The company has a written equal opportunity policy that does not discriminate in employment practices with regard to race, color, national origin, physical condition, creed, religion, age, sex, marital status, sexual orientation, developmental disability or handicap.
- (10) The company has a written policy regarding compliance for maintaining a drug-free workplace.
- (11) Vendor understands and acknowledges that the representations within their proposal are material and important, and will be relied on by the State in evaluation of the proposal. Any vendor misrepresentations shall be treated as fraudulent concealment from the State of the true facts relating to the proposal.
- (12) Vendor must certify that any and all subcontractors comply with Sections 7, 8, 9, and 10, above.
- (13) The proposal must be signed by the individual(s) legally authorized to bind the vendor per NRS 333.337.

HAWAIIYA TECHNOLOGIES, INC. (HTI)

Vendor Company Name

Vendor Signature

Ms. Mun-Won Chang

Print Name

July 8, 2013

Date





1.9 APPLICABLE CERTIFICATIONS & LICENSES

1.9.1 HTI State of Hawaii Contractor’s License

LICENSE NUMBER ABC - 30116	EXPIRATION DATE 09/30/2014	CLASSES (ACTIVE): A B C13 C15 C31 C48
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STATE OF HAWAII DEPARTMENT OF COMMERCE AND CONSUMER AFFAIRS
CONTRACTOR

HAWAIIYA TECHNOLOGIES INC
99-1312 KOAHA PLACE
SUITE 103
AIEA HI 96701

THE FOLLOWING 'C' CLASSES ARE
AUTOMATICALLY ISSUED
WITH AN 'AB' LICENSE: 3,5,6,9,10,12,17,
24,25,31A,32,32A,35,37A,37B,38,42A,42B,
43,49,56,57A,57B,61.

(SIGNATURE OF LICENSEE)

Figure 1: HTI’s ABC Contractor’s license

**Table 1-1: CLASSIFICATIONS AS LISTED IN CHAPTER 77
HAWAII ADMINISTRATIVE RULES**

“A”	General Engineering	“B”	General Building
C-1	Acoustical and insulation contractor	C-2	Mechanical insulation contractor
C-3	Asphalt paving and surfacing contractor	C-3a	Asphalt concrete painting, sealing, & striping
C-3b	Play court surfacing contractor	C-4	Boiler, hot-water heating, and steam fitting contractor
C-5	Cabinet, millwork, & carpentry remodeling & repairs contractor	C-5a	Garage door and window shutters contractor
C-5b	Siding application contractor	C-6	Carpentry framing contractor
C-7	Carpet laying contractor	C-9	Cesspool contractor
C-10	Scaffolding contractor	C-12	Drywall contractor
C-13	Electrical contractor	C-14	Sign contractor
C-15	Electronic systems contractor	C-15a	Fire and burglar alarm contractor
C-15b	Telecommunications contractor	C-16	Elevator contractor
C-16a	Conveyor systems contractor	C-17	Excavating, grading, & trenching contractor
C-19	Asbestos contractor	C-20	Fire protection contractor
C-20a	Fire repressant systems contractor	C-21	Flooring contractor
C-22	Glazing and Tinting contractor	C-23	Gunite contractor
C-24	Building moving and wrecking contractor	C-25	Institutional and commercial equipment contractor
C-27	Landscaping contractor	C-27a	Hydro mulching contractor
C-27b	Tree trimming and removal contractor	C-31	Masonry contractor
C-31a	Cement concrete contractor	C-31b	Stone masonry contractor
C-31c	Refractory contractor	C-31d	Tuckpointing and caulking contractor
C-31e	Concrete cutting, drilling, sawing, coring, and pressure grouting contractor	C-32	Ornamental, guardrail, and fencing contractor
C-32a	Wood and vinyl fencing contractor	C-33	Painting and decorating contractor
C-33a	Wall coverings contractor	C-33b	Taping contractor
C-33c	Surface treatment contractor	C-34	Soil stabilization contractor
C-35	Pile driving, pile and caisson drilling, & foundation contractor	C-36	Plastering contractor
C-36a	Lathing contractor	C-37	Plumbing contractor
C-37a	Sewer and drain line contractor	C-37b	Irrigation & lawn sprinkler systems contractor
C-37c	Vacuum and air systems contractor	C-37d	Water chlorination and sanitation contractor





C-37e	Treatment & pumping facilities contractor	C-37f	Fuel dispensing contractor
C-38	Post tensioning contractor	C-40	Refrigeration contractor
C-40a	Prefabricated refrigerator panels contractor	C-41	Reinforcing steel contractor
C-42	Roofing contractor	C-42a	Aluminum and other metal shingles contractor
C-42b	Wood shingles & wood shakes contractor	C-42c	Concrete and clay tile contractor
C-42e	Urethane foam contractor	C-42g	Roof coatings contractor
C-43	Sewer, sewage disposal, drain, & pipe laying	C-44	Sheet metal contractor
C-44a	Gutters contractor	C-44b	Awnings & patio cover contractor
C-48	Structural steel contractor	C-48a	Steel door contractor
C-49	Swimming pool contractor	C-49a	Swimming pool service contractor
C-49b	Hot tub and pool contractor	C-51	Tile contractor
C-51a	Cultured marble contractor	C-51b	Terrazo contractor
C-52	Ventilating and air conditioning contractor	C-53	Miscellaneous retail products
C-54	Interior design	C-55	Waterproofing contractor
C-56	Welding contractor	C-57	Well contractor
C-57a	Pumps installation contractor	C-57b	Injection well contractor
C-60	Solar energy systems contractor	C-61	Solar energy systems contractor
C-61a	Solar hot water and cooling systems contractor	C-62	Pole and line contractor
C-61a	Pole contractor	C-63	High voltage electrical contractor
C-68	Classified specialist		

* Applicable State of Hawaii classifications issued to Hawaiiya Technologies, Inc. – “AB” license is considered “General Contractor” who can sub any/all subcontractors in other specialty “C” licenses that do not automatically issued with “AB” license.





1.9.2 HTI State of Hawaii DOT DBE Certification

NEIL ABERCROMBIE
GOVERNOR



STATE OF HAWAII
DEPARTMENT OF TRANSPORTATION
869 PUNCHBOWL STREET
HONOLULU, HAWAII 96813-5097

GLENN M. OKIMOTO
DIRECTOR

Deputy Directors
JADE T. BUTAY
FORD N. FUCHIGAMI
RANDY GRUNE
JADINE URASAKI

IN REPLY REFER TO:
OCR-DS
1.7534

February 6, 2013

Ms. Mun-Won Chang
Hawaiiya Technologies, Inc.
99-312 Koaha Place Suite 103/104
Aiea, Hawaii 96701

Dear Ms. Chang:

Subject: Disadvantaged Business Enterprise (DBE) Certification of Eligibility
Certification Number: 12 - 3268

Congratulations! Your firm, Hawaiiya Technologies, Inc., has been certified, effective the date of this letter, as an eligible Disadvantaged Business Enterprise by the Hawaii Department of Transportation (HDOT) in accordance with the requirements set forth under Title 49, Code of Federal Regulations (CFR) Part 26, Subpart D. This certification is valid until February 6, 2016.

Your firm is certified to perform work under the NAICS Codes 238210, 541330, 541611, 541621, 611430, 221114, 221115, 541512, 541513, 541990, 541712, 237130. You will be designated as "Construction & Design of communication/surveillance/security systems, electrical/civil/structural PE" and will be listed in our DBE Directory. In addition to being a marketing tool, the DBE Directory may be used to identify firms for possible DBE participation on federally assisted Department of Transportation projects.

For the next two years, on your firm's anniversary date (i.e. one year from the date of this letter), you will be required to complete and submit a Change Affidavit and your federal corporate tax returns. You are also required to notify us within 30 days of any changes in circumstances affecting your ability to meet business size, disadvantaged status, ownership or control.

Your firm must renew its DBE certification every three years. Your firm will be sent an email reminder with a link to the required forms for renewal.

If you have any questions, please contact Mr. Don Fukuhara, DBE Program Specialist at (808) 587-6333 or via email at don.fukuhara@hawaii.gov.

Very truly yours,

MELANIE M. MARTIN
DBE Program Supervisor
Office of Civil Rights

Figure 2: HTI State of Hawaii DOT DBE Certification





1.9.3 HTI State of California Utility WMBE Certification

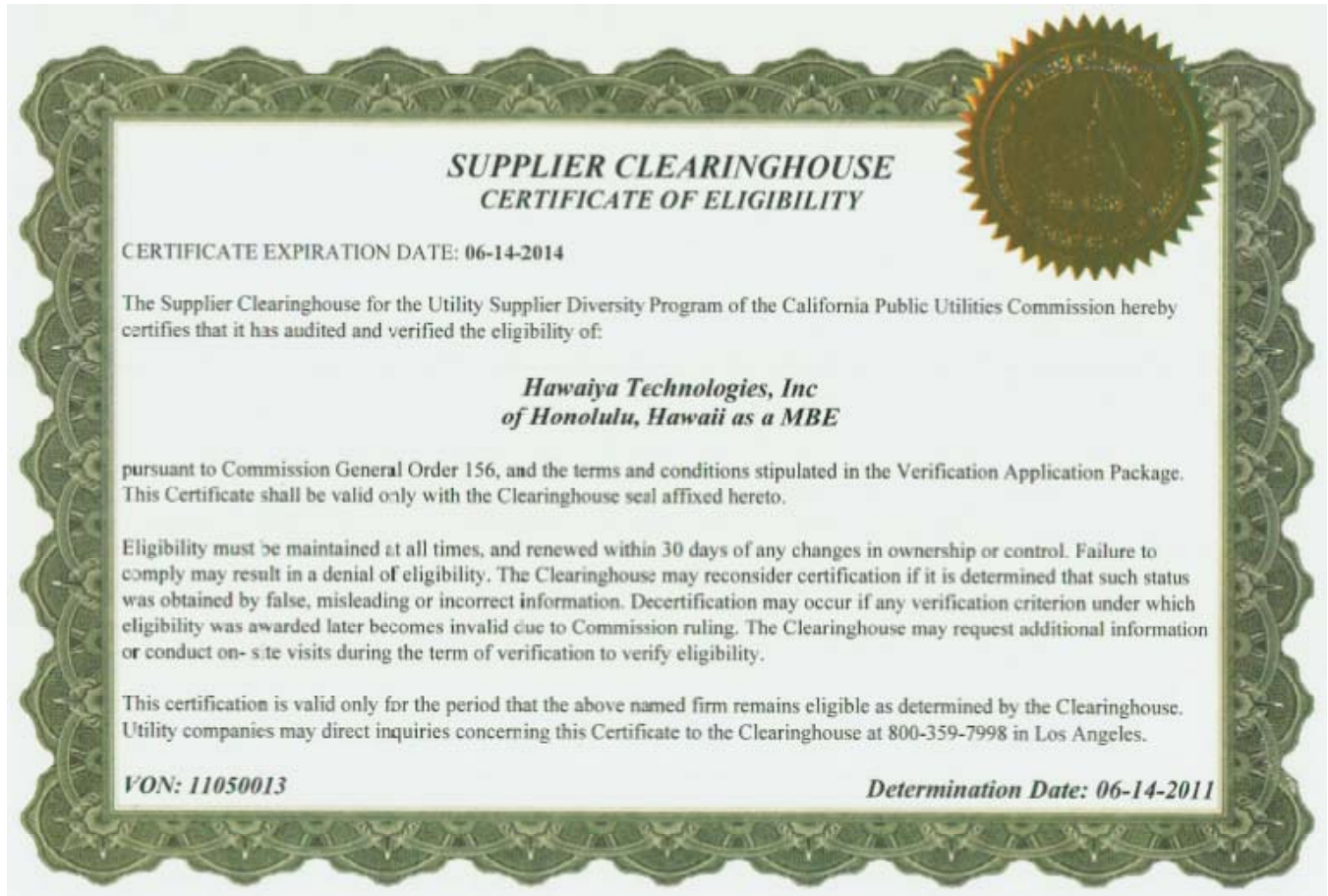


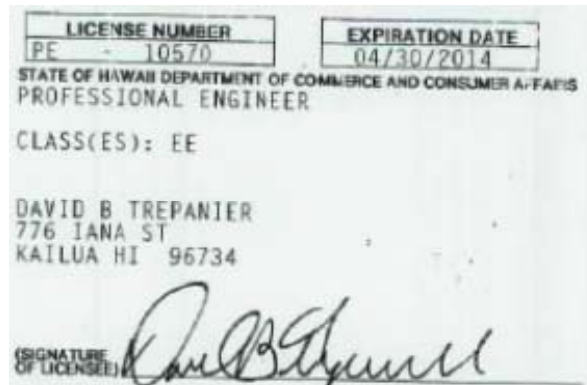
Figure 3: HTI’s State of California Utility WMBE Certification





1.9.4 HTI Staff Licenses

Name	Position
Hawaiya Technologies, Inc. 08/20/2009	ABC, C-13, C-15, C-31, C-48 License No: CT-30116
Paul S. Schultz	Program Director NCCER Master Trainer
Mun-Won Chang	Project Manager PE Electrical Pending GROL, CEM, CEA Pending License No: CT-31560 RME ABC-31560, C-15, C-31 & C-48 (6/9/2011)
Kelvin Ogata	Operations Manager ICS and FSO Certified Trainer
Dave Trepanier	PE Electrical, GROL License No. 10570-E (7/16/2002)
Roscoe Ford	PE Civil & Structural License No. 3731-S/C (9/12/1974)
Don Manuel	PE Mechanical License No. 3447-M (7/24/1973)
Walter Ishii	Licensed Architect License No. AR-5716 (10/30/1984)
Sung-Soo Kim	Supervisory Electrician License No: CT-18834 RME C-132/23/1994 (CT) License No: ES-68917/26/1993 (ES)
Kelvin Ogata	FEMA & USCG Certified Facility Security Officer (FSO) Trainer



Serial Number	Grant Date	Expiration Date	File Number	Print Date	Effective Date
PG00032551	12-20-2010		0004540834	12-21-2010	12-20-2010
Date of Birth	FCC Registration Number (FRN)	THIS LICENSE IS NOT TRANSFERABLE Special Conditions / Endorsements:			
11-20-1956	0020436044	Ship Radar Endorsement. This license confers authority to operate licensed radio stations in the Aviation, Marine and International Fixed Public Radio Services only. This license does not confer any authority to operate broadcast stations. It is not assignable or transferable. Refer to CFR Title 47 Section 14.7(c)(5).			
TREPANIER, DAVID B 776 IANA ST KAILUA, HI 96734		FEDERAL COMMUNICATIONS COMMISSION			
General Radiotelephone Operator License		(Licensee's Signature)			
FCC 605-FRC - May 2007					

Figure 4: Mr. Dave Trepanier PE & GROL Licenses



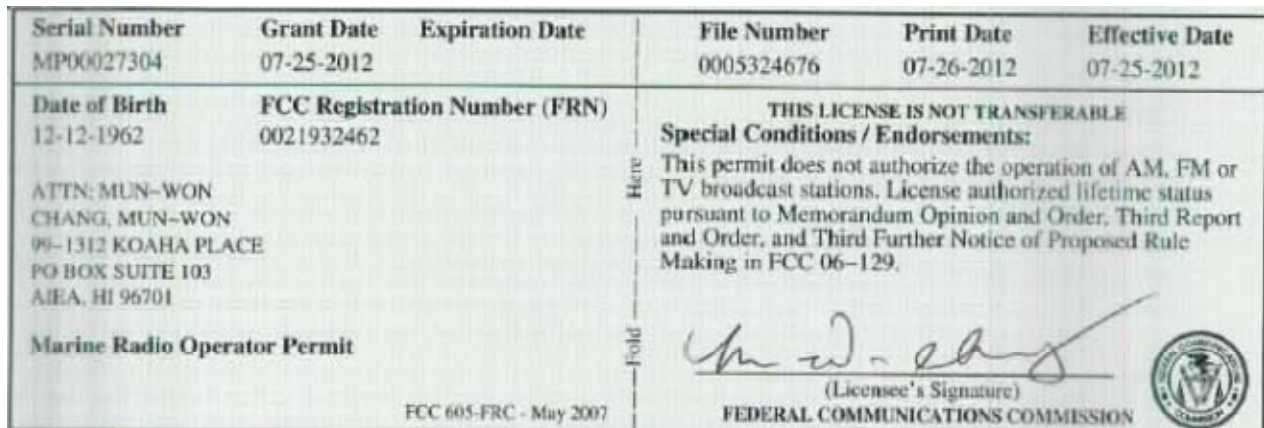
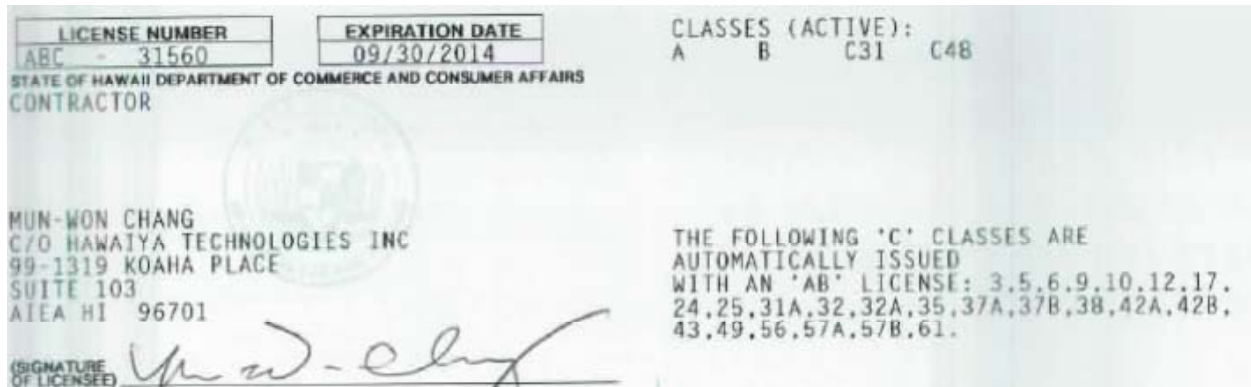


Figure 5: Ms. Mun-Won Chang's CEM, Hawaii Contractor (ABC), & GROL Licenses





Figure 6: Mr. Sung Soo Kim Hawaii Contractor (C-13) & Supervisory Electrician License

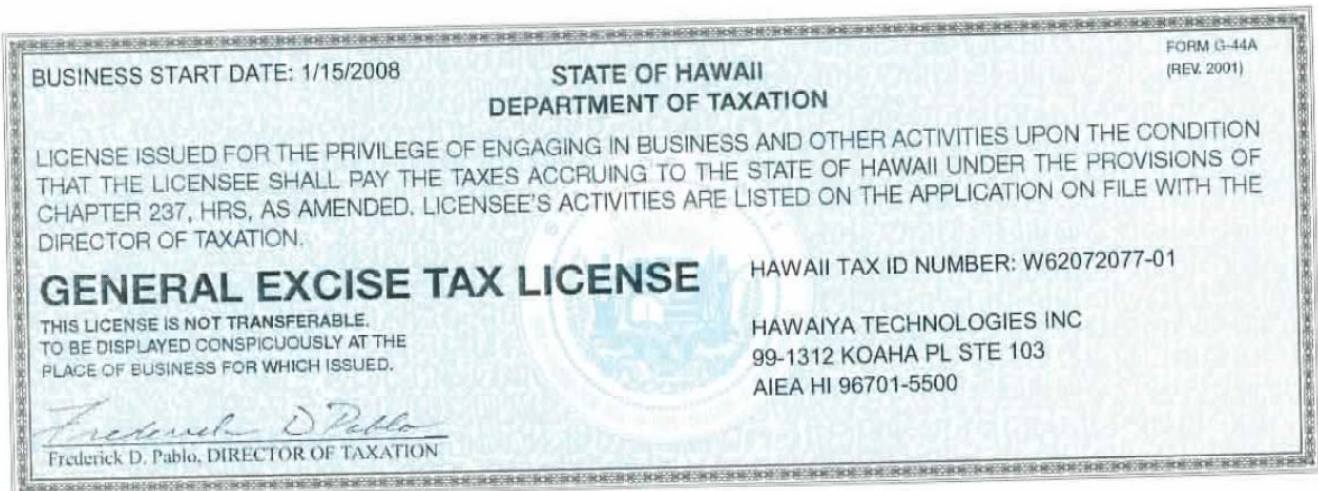


Figure 7: Hawaiiya Technologies, Inc. State of Hawaii GET License





MASTER

SECTION 2: COMPANY INFORMATION (RFP SECTION 4.3.1 & 4.3.2)





SECTION 2. COMPANY INFORMATION

2.1 VENDOR INFORMATION: ATTACHMENT D

ATTACHMENT D ~ VENDOR INFORMATION

V1	Company Name	Hawaiiya Technologies, Inc. (HTI)	
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V2	Street Address	99-1312 Koaha Place, Suite 103	
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V3	City, State, ZIP	Aiea, HI 96701-5500	
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V4	Telephone Number		
	Area Code: (808)	Number: 944-0913	Extension: N/A

V5	Facsimile Number		
	Area Code: (808)	Number: 441-5900	Extension: N/A

V6	Toll Free Number		
	Area Code:	Number: N/A	Extension:

V7	<i>Contact Person for Questions / Contract Negotiations, including address if different than above</i>		
	Name:	Ms. Mun-Won Chang	
	Title:	COO/CFO	
	Address:		
	Email Address:	MWChang@HawaiiyaTech.com	

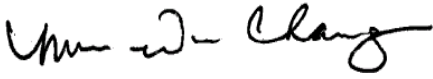
V8	Telephone Number for Contact Person		
	Area Code: (808)	Number: 944-0913	Extension: N/A

V9	Facsimile Number for Contact Person		
	Area Code: (808)	Number: 441-5900	Extension: N/A





V10	<i>Name of Individual Authorized to Bind the Organization</i>	
	Name: Ms. Mun-Won Chang	Title: COO/CFO

V11	<i>Signature (Individual must be legally authorized to bind the vendor per NRS 333.337)</i>	
	Signature: 	Date: 7/9/2013

V12	<i>Company Information</i>	
	Ownership (sole proprietor, partnership, etc.):	C-Corporation
	Legal Entity Name	Hawaiiya Technologies, Inc.
	Nevada Business License Number (if applicable)	N/A: State of Hawaii GET W62072077-01
	State of incorporation:	State of Hawaii
	Date of incorporation:	1/15/2008 Conversion to C-Corp from LLC 9/15/2003 Established LLC
	Number of years in business:	9 years 10 months (including LLC)
	Number of years performing Access Control Systems § 2.1.1:	Three (3) year
	Number of years performing Burglar Alarm Systems § 2.2:2	N/A
	Number of years performing Closed Circuit Television (CCTV) § 2.3.3:	Nine (9) years
	List of top officers:	Paul S. Schultz, President/CEO Mun-Won Chang, COO/CFO
	Location of company headquarters:	99-1312 Koaha Place, Suite 103 Aiea, HI 96701-5500

	RFP Section	Question	Yes / No	Explanation
V13	4.3.2.1	Is "Legal Entity Name" the same name as vendor is doing business as? If no, provide explanation	Yes	N/A
	4.3.2.1.4	Are you now, or have you been within the last two (2) years an employee of the State of Nevada, or any of its agencies, departments, or divisions? If "Yes" explain when the employee is planning to render services, while on annual leave, compensatory time, or on their own time?	No	N/A
	4.3.2.1.5	Does your organization currently have or will your organization be able to provide the insurance requirements as specified in Attachment M?	Yes	N/A

V14	Complete the following table for each Nevada State Agency for whom vendor has performed under a contract (if
-----	--





applicable). Table should be duplicated for each contract being identified.	
Question	Response
Name of State agency:	None Requesting to provide services for State of State of Hawaii HTI proposes to negotiate providing services to other states after awarding of the initial contract
State agency contact name:	
Dates when services were performed:	
Type of duties performed:	
Total dollar value of the contract:	

V15	Proposer is required to disclose any significant prior or ongoing contract failures, contract breaches, current or past consent agreements with regulatory authorities, or civil or criminal litigation in which the vendor has been alleged to be liable or held liable in a matter involving a contract with the State of Nevada or any other governmental entity. Any pending claim or litigation occurring within the past six (6) years which may adversely affect the vendor's ability to perform or fulfill its obligations if a contract is awarded as a result of this RFP must also be disclosed. Table should be duplicated for each contract disclosure.		
	Question	Response	
	Date of alleged contract failure or breach:	No alleged contract failure nor breach	
	Parties involved:	N/A	
	Description of the contract failure, contract breach, or litigation, including the products or services involved:	N/A	
	Amount in controversy:	N/A	
	Resolution or current status of the dispute:	N/A	
	If the matter has resulted in a court case:	Court	Case Number
		N/A	N/A
Status of the litigation:	N/A		

V16	<i>Area of Coverage proposed: (Use the examples as a guide, but delete the examples before submitting information).</i>		
	State proposed	Primary Service Office Location for this area	Number of staff dedicated to this area
	<i>Hawaii (Statewide)</i>	<i>Honolulu, HI</i>	<i>HI - 20</i>





2.2 BUSINESS REFERENCES: ATTACHMENT E

2.2.1 Reference E.1: Mr. Terry Garvey, GDIT

ATTACHMENT E ~ REFERENCE INFORMATION FORM

Reference #:	1	
Reference Name	Mr. Terry Garvey	
Proposer Name:	Hawaiiya Technologies, Inc.	
Project Name: Military Rapid Response Command Information System (MRR CIS)		
Service Categories Performed for this Reference		
Access Control Systems	YES	NO
Burglar Alarms	YES	NO
Closed Circuit Television (CCTV)	YES	NO
Primary Contact Information		
Name:	Mr. Terry Garvey, General Dynamics Information Technology	
Street Address:	One Corporate Place	
City, State, Zip	Middletown, RI 02842	
Phone, including area code:	(401) 845-3628	
Facsimile, including area code:	(401) 447-4475	
Email address:	Terry.garvey@gdit.com	
Alternate Contact Information		
Name:	N/A	
Street Address:		
City, State, Zip		
Phone, including area code:		
Facsimile, including area code:		
Email address:		
Project Information		
Brief description of the project/contract and description of services performed, including technical environment (i.e., software applications, data communications, etc.) if applicable:	HTI developed and built a tactical mobile surveillance system to include a tactical UAV with CCTV that is "tethered" to the mobile command center for extended situational awareness for the U.S. Marine Corps. Naval Aviation pursued the development and fielding of technology that could facilitate the use of precision guided munitions, tactical aircraft, and distributed ground forces in a network centric environment. HTI defined the concept and built a system that can enhance the connectivity among on-the-move, ground-based and/or attack platforms, and the F/A-18 aircraft while providing command, control, communications, and surveillance (CCTV) designed to fit into a V-22 Osprey for rapid deployment.	
Original Project/Contract Start Date:	June 2006	
Original Project/Contract End Date:	September 2009	
Original Project/Contract Value:	4.5 Million (Aggregate)	
Final Project/Contract Date:	September 2009	
Was project/contract completed in time originally allotted, and if not, why not?	Yes	
Was project/contract completed within or under the original budget/ cost proposal, and if not, why not?	Yes	





2.2.2 Reference E.2: Ms. Dee Cook, Hawaii DOD

ATTACHMENT E ~ REFERENCE INFORMATION FORM

Reference #:	2	
Reference Name	Ms. Dolores Cook	
Proposer Name:	Hawaiiya Technologies, Inc.	
Project Name:	Buffer Zone Protection Plan for State of Hawaii Critical Infrastructures	
Service Categories Performed for this Reference		
Access Control Systems	YES	NO
Burglar Alarms	YES	NO
Closed Circuit Television (CCTV)	YES	NO
Primary Contact Information		
Name:	Ms. Dolores Cook, State of Hawaii Department of Defense	
Street Address:	3949 Diamond Head Road	
City, State, Zip	Honolulu, Hawaii 96816	
Phone, including area code:	(808) 733-4205	
Facsimile, including area code:	(808) 733-4499	
Email address:	dolorescook@dod.hawaii.gov	
Alternate Contact Information		
Name:	N/A	
Street Address:		
City, State, Zip		
Phone, including area code:		
Facsimile, including area code:		
Email address:		
Project Information		
Brief description of the project/contract and description of services performed, including technical environment (i.e., software applications, data communications, etc.) if applicable:	HTI designed and installed surveillance, command, and control systems at seven critical infrastructure sites with data feeds to the State Civil Defense (SCD) facilities at Diamond Head. One of the seven critical infrastructures is the State Capitol building. This project adds net-centric video surveillance to seven critical infrastructure facilities as identified by the State of Hawaii. Each of these six sites have its own command and control centers that feed to a central control center at the SCD) facilities at Diamond Head as well as to DOTH Pier 2 Command Center and the City and County of Honolulu's Department of Emergency Management (DEM) Command Center.	
Original Project/Contract Start Date:	August 2009	
Original Project/Contract End Date:	September 2011	
Original Project/Contract Value:	1.4 Million	
Final Project/Contract Date:	September 2011	
Was project/contract completed in time originally allotted, and if not, why not?	Yes	
Was project/contract completed within or under the original budget/ cost proposal, and if not, why not?	Yes	





2.2.3 Reference E.3: Mr. Davis Yogi

ATTACHMENT E ~ REFERENCE INFORMATION FORM

Reference #:	3		
Reference Name	Mr. Davis Yogi		
Proposer Name:	Hawaiiya Technologies, Inc.		
Project Name:	Honolulu, Kalaeloa, Kewalo Basin, Kahului, Nawiliwili, Port Allen, Kawaihae, & Hilo Harbor Command Information System (H2S-CIS)		
Service Categories Performed for this Reference			
Access Control Systems	YES	NO	
Burglar Alarms	YES	NO	
Closed Circuit Television (CCTV)	YES	NO	
Primary Contact Information			
Name:	Mr. Davis Yogi. State of Hawaii Department of Transportation Harbors Division		
Street Address:	79 South Nimitz Hwy		
City, State, Zip	Honolulu, HI 96813		
Phone, including area code:	(808) 587-1928		
Facsimile, including area code:	(808) 587-1982		
Email address:	davis.k.yogi@hawaii.gov		
Alternate Contact Information			
Name:	N/A		
Street Address:			
City, State, Zip			
Phone, including area code:			
Facsimile, including area code:			
Email address:			
Project Information			
Brief description of the project/contract and description of services performed, including technical environment (i.e., software applications, data communications, etc.) if applicable:	HTI developed the initial concept of State of Hawaii's total integrated command, control, communications, and surveillance system for all of its ten (10) Harbors. HTI designed and installed Hawaii Homeland Security Command Information Systems (H2S-CIS) at 8 of 10 Harbors: <u>Command Centers</u> : Developed and installed Command Centers at State Civil Defense, Pier 2 Honolulu Harbor, Kalaeloa Barbers Kahului Harbor Maui, and Nawiliwili Harbor Kauai; <u>Sensor Integrations</u> : Developed and installed sensors (primarily HD CCTV) throughout all eight (8) Harbors; <u>Communication Systems</u> : Developed and installed wireless and wired communications intranet for all eight (8) Harbors. HTI also designed the statewide broadband communications network that ties all ten (10) harbors to the State's Anuenue Public Safety communications network. The Honolulu Rail Transit will need to be integrated into the Anuenue network in the future; <u>Unmanned Aerial Vehicle (UAV)</u> : Developed and built a surveillance UAV for the Honolulu Harbor; <u>Mobile Command Centers</u> : Developed and built mobile command centers for use on all eight Harbors		
Original Project/Contract Start Date:	August 2009		
Original Project/Contract End Date:	June 2013		
Original Project/Contract Value:	5.9 Million (Aggregate)		
Final Project/Contract Date:	June 2013		
Was project/contract completed in time originally allotted, and if not, why not?	Yes		
Was project/contract completed within or under the original budget/ cost proposal, and if not, why not?	Yes		





2.3 VENDOR STAFF RESUMES

2.3.1 Paul S. Schultz Resume

COMPANY NAME:		Hawaiiya Technologies, Inc.	
<input checked="" type="checkbox"/> Contractor		<input type="checkbox"/> Subcontractor	
Name:	Paul S. Schultz		<input checked="" type="checkbox"/> Key Personnel
Classification:	Program Director	# of Years in Classification:	30 Years
Brief Summary: of Experience:	Mr. Schultz has over 40 years of work experience; 31 years in the U.S. Navy, of which 20 years were spent in the Pacific Region with eight PACFLT sea duty assignments. Currently President and CEO of Hawaiiya Technologies, Inc., a research and development company specializing in Communications systems, Renewable Energy Systems, Homeland Security and Disaster Management, Sensor Development, Sensor Integration and All-Hazard Training and course development.		
# of Years with Firm:	Ten (10) years – Established Hawaiiya Technologies, Inc.		
RELEVANT PROFESSIONAL EXPERIENCE			
MMYYYY to Present: Vendor Name: Client Name: Client Contact Name: Client Address, Phone Number, Email: Role in Contract/Project: Details and Duration of Contract/Project:	102004 to 072013 H2S-CIS <u>Hawaiiya Technologies, Inc.</u> State of Hawaii, Department of Transportation Harbors Division Mr. Davis Yogi - davis.k.yogi@hawaii.gov 79 South Nimitz Hwy Honolulu, HI 96813 (808) 587-1928 <u>Program Director</u> ; 60 months (aggregate) Developed the concept, the system, reviewed design documents prior to the PE Electrical Engineer stamping the plans, and directed the field construction of the installation at the sites (Kewalo Basin, Honolulu, Kalaeloa, Kahului, Nawiliwili, Port Allen, Kawaihae, & Hilo Harbors). Extensive design and installation of CCTV systems throughout the State Harbors. This was a multi-phase project, funded by the Department of Homeland Security as part of Port Security Grant Program (PSGP)		
MMYYYY to MMYYYY: Vendor Name: Client Name: Client Contact Name: Client Address, Phone Number, Email: Role in Contract/Project: Details and Duration of Contract/Project:	082007 to 092011 BZPP, Capitol Surveillance, Honolulu DEM CC <u>Hawaiiya Technologies, Inc.</u> State of Hawaii, State Civil Defense Ms. Dolores Cook - dolorescook@dod.hawaii.gov 3949 Diamond Head Rd Honolulu, HI 96816 (808) 733-4205 <u>Program Director</u> ; 24 months Developed the concept, the system, reviewed design documents prior to construction, and directed the field construction of the installation at the site (5 sites in Honolulu to include the State Capitol, 1 site on Maui, 1 site on Hawaii). The State Capitol required installation of over 60 CCTV cameras and a command center. Also integrated traffic camera feeds into the Honolulu Department of Emergency Management Command Center.		
MMYYYY to MMYYYY: Vendor Name: Client Name: Client Contact Name: Client Address, Phone Number, Email: Role in Contract/Project: Details and Duration of Contract/Project:	072011 to 032013 Disaster preparedness Mobile Command Centers <u>Hawaiiya Technologies, Inc.</u> San Diego Gas and Electric (SDG&E) Ms. Lena Fotland - lfotland@semprautilities.com Construction and Operations Division San Diego, CA (619) 725-5161 <u>Program Director</u> ; 24 months Developed the concept, the system architecture, reviewed design documents prior to construction, and directed the field construction of the installation at the site in San Diego, CA. Mobile CCTV system installation on mobile units.		





MMYYYY to MMYYYY: Vendor Name: Client Name: Client Contact Name: Client Address, Phone Number, Email: Role in Contract/Project: Details and Duration of Contract/Project:	062006 to 092009 MRRCIS <u>Hawaiiya Technologies, Inc.</u> US Navy/US Marine Corps/ General Dynamics Info Technology Mr. Terry Garvey - Terry.garvey@gdit.com One Corporate Place Middletown, RI 02842 (401) 849-5952 X3419 <u>Program Director</u> ; (aggregate 36 months) Defined the concept for tactical mobile platform to support naval TACAIR operations and built a system that will enhance the connectivity between on-the-move command and control (C2), ground-based processing and/or attack platforms, and the F/A-18 aircraft designed to fit into a V-2.
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MMYYYY to MMYYYY: Vendor Name: Client Name: Client Contact Name: Client Address, Phone Number, Email: Role in Contract/Project: Details and Duration of Contract/Project:	1972 to 092003, Former US Navy Rear Admiral U.S. Navy Pentagon, Arlington VA U.S. Navy (over 32 years with the U.S. Navy) <u>CTF-76, Commander Amphibious Group One, Commander Amphibious Task Force 76 (From: 2000 To: 2002); Rear Admiral, USN</u> : Responsible for the preparation of all Amphibious forces within seventh fleet to respond rapidly to regional crisis utilizing both Navy and Marine Corps assets; Coordinated and planned tri-lateral US/Korean/Japan conference on humanitarian assistance and disaster relief using military and civilian assets; Naval Forces Commander for two major multinational exercises, Cobra Gold (Thailand) and Foal Eagle (Korea); Modular Command Center: Rapid prototyping of a force wide common command and control system using advanced technologies from the Office of Naval Research – advanced sensors to include CCTV cameras. Developed MCC to resolve a serious command and control/common operational picture shortfall within the forward deployed expeditionary forces of Seventh Fleet. Created a path to an alternative acquisition approach in order to directly transition products from Science and Technology to the Fleet using proven high payoff advanced technologies; Conducted Humanitarian Assistance Operations in East Timor; providing food, medical support and infrastructure refurbishment for this developing nation
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EDUCATION

Institution Name: City: & State: Degree/Achievement: Certifications:	San Diego State University San Diego, CA BA Geology Bachelor's Degree	Harvard University Cambridge, MA Masters Public Administration Master's Degree	National War College Washington, D.C. Joint Professional Military Education (JPME)
NCCER Master Trainer, FEMA Certified Trainer, Certified Facility Security Officer (FSO); Flag General Officer Cap Stone; Surface Warfare Executive Officer & Major Command Officer; U.S. Navy Department Head; Multi-National Missile Fire Control and Radar; Basic & Executive Surface Warfare Officer			

REFERENCES

Mr. Terry Garvey Terry.garvey@gdit.com	M&ES Department Manager General Dynamics Information Technology	(401) 845-3628 (Phone) (401) 447-4475 (Fax)
Ms. Dolores Cook dolorescook@dod.hawaii.gov	Hawaii Port Security Grant Program Manager State of Hawaii Department of Defense	(808) 733-4205 (Phone) (808) 733-4499 (Fax)
Mr. Davis Yogi davis.k.yogi@hawaii.gov	DOT Harbors Administrator State of Hawaii Department of Transportation	(808) 587-1928 (Phone) (808) 587-1982 (Fax)
Mr. John Waihee JWaihee@AinaKaiEnv.com	Former Governor of Hawaii	Available upon request





2.3.2 Mun-Won Chang Resume

COMPANY NAME:		Hawaiiya Technologies, Inc.	
<input checked="" type="checkbox"/> Contractor		<input type="checkbox"/> Subcontractor	
Name:	Mun-Won Chang		<input checked="" type="checkbox"/> Key Personnel
Classification:	Program Manager/System Engineer	# of Years in Classification:	30 Years
Brief Summary: of Experience:	Ms. Chang is currently employed by Hawaiiya Technologies, Inc. as the senior Manager/Engineer and Finance and Chief Operations Manager. In addition, she is attending the University of Hawaii as a PhD candidate in Mathematics and has over 28 years of professional engineering and management experience with the U.S. Navy and Hawaiiya Technologies, Inc., specializing in RF and microwave systems.		
# of Years with Firm:	Six (6) years		
RELEVANT PROFESSIONAL EXPERIENCE			
MMYYYY to Present: Vendor Name: Client Name: Client Contact Name: Client Address, Phone Number, Email: Role in Contract/Project: Details and Duration of Contract/Project:	072007 to 072013 H2S-CIS <u>Hawaiiya Technologies, Inc.</u> State of Hawaii, Department of Transportation Harbors Division Mr. Davis Yogi - davis.k.yogi@hawaii.gov 79 South Nimitz Hwy Honolulu, HI 96813 (808) 587-1928 <u>Program Manager/systems engineer</u> ; 48 months (aggregate) Assisted in developing the concept, the system, reviewed design documents prior to the PE Electrical Engineer stamping the plans, and managed the construction of the installation. Ms. Chang designed the photovoltaic and wind turbine based off-the-grid power system. Extensive design and installation of CCTV systems throughout the State Harbors. This was a multi-phase project, funded by the Department of Homeland Security as part of Port Security Grant Program (PSGP). Ms. Chang generate all documentation to include systems, operations, and maintenance documents for the project. Ms. Chang was the primary systems engineer		
MMYYYY to MMYYYY: Vendor Name: Client Name: Client Contact Name: Client Address, Phone Number, Email: Role in Contract/Project: Details and Duration of Contract/Project:	082007 to 092011 BZPP, Capitol Surveillance, Honolulu DEM CC <u>Hawaiiya Technologies, Inc.</u> State of Hawaii, State Civil Defense Ms. Dolores Cook - dolorescook@dod.hawaii.gov 3949 Diamond Head Rd Honolulu, HI 96816 (808) 733-4205 <u>Program Manager/systems engineer</u> ; 24 months Assisted in developing the concept, the system architecture, reviewed design documents prior to construction, and managed the construction of the installation as the primary systems engineer (5 sites in Honolulu to include the State Capitol, 1 site on Maui, 1 site on Hawaii). The State Capitol required installation of over 60 CCTV cameras and a command center. Also integrated traffic camera feeds into the Honolulu Department of Emergency Management Command Center.		
MMYYYY to MMYYYY: Vendor Name: Client Name: Client Contact Name: Client Address, Phone Number, Email: Role in Contract/Project: Details and Duration of Contract/Project:	072011 to 032013 Disaster preparedness Mobile Command Centers <u>Hawaiiya Technologies, Inc.</u> San Diego Gas and Electric (SDG&E) Ms. Lena Fotland - lfotland@semprautilities.com Construction and Operations Division San Diego, CA (619) 725-5161 <u>Program Manager/systems engineer</u> ; 24 months Assisted in developing the concept, the system architecture, reviewed design documents prior to construction, and managed the construction of the installation. Mobile CCTV system installation on mobile units. Ms. Chang designed the photovoltaic on-the-move phone booth for operation during a disaster.		





MMYYYY to MMYYYY: Vendor Name: Client Name: Client Contact Name: Client Address, Phone Number, Email: Role in Contract/Project: Details and Duration of Contract/Project:	072007 to 092009 MRRCIS <u>Hawaiiya Technologies, Inc.</u> US Navy/US Marine Corps/ General Dynamics Info Technology Mr. Terry Garvey - Terry.garvey@gdit.com One Corporate Place Middletown, RI 02842 (401) 849-5952 X3419 <u>Program Manager/systems engineer</u> ; (aggregate 30 months) Assisted in developing the concept for tactical mobile platform to support naval TACAIR operations and built a system that will enhance the connectivity between on-the-move command and control (C2), ground-based processing and/or attack platforms, and the F/A-18 aircraft designed to fit into a V-2. Ms. Chang designed the primary RF and Sensor systems.
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MMYYYY to MMYYYY: Vendor Name: Client Name: Client Contact Name: Client Address, Phone Number, Email: Role in Contract/Project: Details and Duration of Contract/Project:	061987 to 072007, GS-15 Naval Air Systems Command/Office of Naval Research U.S. Navy Patuxent River, MD & Arlington VA U.S. Navy <u>Navy and Marine Corps Surface/Aerospace Surveillance Program Manager</u> : Responsible for managing and directing Naval Surveillance technology developments (air, ship, and land based) to include CCTV cameras, radars, and IR Cameras. Program manager of state-of-the-art Navy and Marine Corps Surveillance and Sensor systems.
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EDUCATION

Institution Name: City: & State: Degree/Achievement: Certifications:	Penn State University University Park, PA BS Electrical Engineering Bachelor's Degree	Drexel University Philadelphia, PA MS Electrical Engineering Master's Degree	University of Pennsylvania Philadelphia, PA Masters Business Finance Wharton School of Business
State of Hawaii General Contractor's License, ABC (General Engineering & Building licenses) with specialty areas of C-13 (approved – license pending exam), C-15(licensed), C-31 (licensed), C-48 (licensed), Professional Engineer in Electrical Engineering (approved – license pending exam), Association of Energy Engineers (AEE) Certified Energy Manager (CEM – licensed), General Radio Operator's License, Association of Energy Engineers (AEE)Certified Energy Auditor (approved – license pending exam)			

REFERENCES

Mr. Terry Garvey Terry.garvey@gdit.com	M&ES Department Manager General Dynamics Information Technology	(401) 845-3628 (Phone) (401) 447-4475 (Fax)
Ms. Dolores Cook dolorescook@dod.hawaii.gov	Hawaii Port Security Grant Program Manager State of Hawaii Department of Defense	(808) 733-4205 (Phone) (808) 733-4499 (Fax)
Mr. Davis Yogi davis.k.yogi@hawaii.gov	DOT Harbors Administrator State of Hawaii Department of Transportation	(808) 587-1928 (Phone) (808) 587-1982 (Fax)
Mr. John Waihee JWaihee@AinaKaiEnv.com	Former Governor of Hawaii	Available upon request





2.3.3 Kelvin Ogata Resume

COMPANY NAME:		Hawaiiya Technologies, Inc.	
<input checked="" type="checkbox"/> Contractor		Subcontractor	
Name:	Kelvin Ogata	<input checked="" type="checkbox"/> Key Personnel	
Classification:	Project Manager	# of Years in Classification:	40 Years
Brief Summary: of Experience:	Mr. Ogata currently works for Hawaiiya Technologies, Inc. as a Trainer. He has more than 40 years in operations/security/law enforcement position applying his military and civilian skills and experience in leadership, communication, and management skills, as well as his experience in planning, operations, training, & security, law enforcement, budgeting, environmental, hazardous materials and emergency/disaster planning activities		
# of Years with Firm:	Two (2) years		
RELEVANT PROFESSIONAL EXPERIENCE			
MMYYYY to Present: <i>Vendor Name:</i> <i>Client Name:</i> <i>Client Contact Name:</i> <i>Client Address, Phone Number, Email:</i> <i>Role in Contract/Project:</i> <i>Details and Duration of Contract/Project:</i>	072011 to 072013 H2S-CIS <u>Hawaiiya Technologies, Inc.</u> State of Hawaii, Department of Transportation Harbors Division Mr. Davis Yogi - davis.k.yogi@hawaii.gov 79 South Nimitz Hwy Honolulu, HI 96813 (808) 587-1928 <u>Project Manager</u> ; 24 months (aggregate) Mr. Ogata managed the logistics, inventory, and fielding of subsystems as well as managing the independent contractors for the project		
MMYYYY to MMYYYY: <i>Vendor Name:</i> <i>Client Name:</i> <i>Client Contact Name:</i> <i>Client Address, Phone Number, Email:</i> <i>Role in Contract/Project:</i> <i>Details and Duration of Contract/Project:</i>	082005 to 072011 H2S-CIS Government Manager <u>State of Hawaii Department of Transportation, Harbors Division</u> Department of Homeland Security Ms. Dolores Cook - dolorescook@dod.hawaii.gov 3949 Diamond Head Rd Honolulu, HI 96816 (808) 733-4205 <u>Program Manager</u> ; 24 months Government Program Manager for DOT Harbors. Responsible for obtaining approval and funding for the Port Security Grant Program (PSGP) to implement command, control, communications, and surveillance system throughout the ten (10) Harbors of State of Hawaii		
MMYYYY to MMYYYY: <i>Vendor Name:</i> <i>Client Name:</i> <i>Client Contact Name:</i> <i>Client Address, Phone Number, Email:</i> <i>Role in Contract/Project:</i> <i>Details and Duration of Contract/Project:</i>	072011 to 032013 Disaster preparedness Mobile Command Centers <u>Hawaiiya Technologies, Inc.</u> San Diego Gas and Electric (SDG&E) Ms. Lena Fotland - lfotland@semprautilities.com Construction and Operations Division San Diego, CA (619) 725-5161 <u>Program Manager/systems engineer</u> ; 24 months Mr. Ogata managed the logistics, inventory, and fielding of subsystems as well as managing the independent contractors for the project		
MMYYYY to MMYYYY: <i>Vendor Name:</i> <i>Client Name:</i> <i>Client Contact Name:</i> <i>Client Address, Phone Number, Email:</i> <i>Role in Contract/Project:</i> <i>Details and Duration of Contract/Project:</i>	1999 to 2001 <u>State of Hawaii State Civil Defense (SCD) Government</u> State of Hawaii Ms. Dolores Cook - dolorescook@dod.hawaii.gov 3949 Diamond Head Rd Honolulu, HI 96816 (808) 733-4205 <u>Civil Defense Planner – Anti-Terrorism</u> ; (36 months) Procured and Managed for the TAG-HI, anti-terrorism federal grants for the State Civil Defense. Conducted the first series of anti-terrorism assessments for all the counties of Hawaii working with their leadership and expertise from their fire, police, EMS, civil defense agencies, along with the DOH, and FBI support to specifically identify the shortfalls in equipment, training, and planning		





<p>MMYYYY to MMYYYY: Vendor Name: Client Name: Client Contact Name: Client Address, Phone Number, Email: Role in Contract/Project: Details and Duration of Contract/Project:</p>	<p>1982 to 1999, Active Duty Hawaii Army National Guard U.S. Army TAG's Liaison to SCD for nine years (coordinated all facets of support for Hurricane's Iwa and Iniki, December floods, and other major incidents to include press releases, admin and logistical support, with major emphasis on FEMA approval for all missions/requests). Managed full-time employees of the National Guard, from 4 to 75 personnel, and supervised various units with full-time and part-time personnel in excess of 600 personnel.</p>
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EDUCATION

Institution Name:	University of Hawaii
City: & State:	Honolulu, HI
Degree/Achievement:	BS Business Administration
Certifications:	Certified FEMA Trainer in Facility Security Officer (FSO), NIMS-ICS FEMA Courses: 100b, 200b, 300, 400, 700a, 800b, AWR-1, AWR-6, AWR-146, PER-280, MGT-312, and MGT-381, AWR-219

REFERENCES

Mr. John Waihee JWaihee@AinaKaiEnv.com	Former Governor of Hawaii	Available upon request
Ms. Dolores Cook dolorescook@dod.hawaii.gov	Hawaii Port Security Grant Program Manager State of Hawaii Department of Defense	(808) 733-4205 (Phone) (808) 733-4499 (Fax)
Mr. Davis Yogi davis.k.yogi@hawaii.gov	DOT Harbors Administrator State of Hawaii Department of Transportation	(808) 587-1928 (Phone) (808) 587-1982 (Fax)





2.3.4 David Trepanier, P.E. Resume

COMPANY NAME:		Hawaiiya Technologies, Inc.	
<input checked="" type="checkbox"/> Contractor		Subcontractor	
Name:	David Trepanier, P.E.		<input checked="" type="checkbox"/> Key Personnel
Classification:	PE Electrical Engineer	# of Years in Classification:	11 Years
Brief Summary of Experience:	Mr. Trepanier has diverse engineering design and project management experiences and has successfully obtained a professional engineering license in the electrical discipline.		
# of Years with Firm:	Three (3) years		
RELEVANT PROFESSIONAL EXPERIENCE			
<i>MMYYYY to Present:</i>		112010 to 072013 H2S-CIS	
<i>Vendor Name:</i>		<u>Hawaiiya Technologies, Inc.</u>	
<i>Client Name:</i>		State of Hawaii, Department of Transportation Harbors Division	
<i>Client Contact Name:</i>		Mr. Davis Yogi - davis.k.yogi@hawaii.gov	
<i>Client Address, Phone Number, Email:</i>		79 South Nimitz Hwy Honolulu, HI 96813 (808) 587-1928	
<i>Role in Contract/Project:</i>		PE Electrical Engineer; 30 months	
<i>Details and Duration of Contract/Project:</i>		Designated PE Electrical Engineer for the project. Designed, stamped, reviewed, & approved final drawings and documentation of CCTV systems.	
<i>MMYYYY to Present:</i>		031981 to 021986	
<i>Vendor Name:</i>		U.S. Navy	
<i>Client Name:</i>		Nuclear Submarine Officer; 6 years	
<i>Client Contact Name:</i>		Completed 6 years of nuclear power system design and operations. This involved a comprehensive course of study that included thermodynamics, strength of materials, reactor core physics, steam plant chemistry, electric plant design, reactor plant design, steam plant design, and reactor control design. Primary duties included: Engineering Officer of the Watch, Communications Division Officer and Classified Document Control Officer while assigned to the USS San Francisco (SSN 711).	
<i>Client Address, Phone Number, Email:</i>			
<i>Role in Contract/Project:</i>			
<i>Details and Duration of Contract/Project:</i>			
EDUCATION			
<i>Institution Name:</i>	Florida Institute of Technology		
<i>City: & State:</i>	Melbourne, FL		
<i>Degree/Achievement:</i>	BS Electrical Engineering		
<i>Certifications:</i>	IPSec and VPN Tunneling Technologies; SIC Nuclear Reactor Prototype; Nuclear Power School; Licensed Professional Engineer–Electrical Discipline, State of Hawaii		
REFERENCES			
Mr. Kelvin Ogata KOgata@HawaiiyaTech.com	Operations Manager Hawaiiya Technologies, Inc.	(808) 944-0913 (Phone) (808) 441-5900 (Fax)	
Mr. Paul S. Schultz PSSchultz@HawaiiyaTech.com	President/CEO Hawaiiya Technologies, Inc.	(808) 944-0913 (Phone) (808) 441-5900 (Fax)	
Ms. Mun-Won Chang MWChang@HawaiiyaTech.com	COO/CFO Hawaiiya Technologies, Inc.	(808) 944-0913 (Phone) (808) 441-5900 (Fax)	





2.3.5 Roscoe O. Ford, P.E. Resume

COMPANY NAME:		Hawaiya Technologies, Inc.	
<input checked="" type="checkbox"/> Contractor		Subcontractor	
Name:	Roscoe O. Ford, P.E.		<input checked="" type="checkbox"/> Key Personnel
Classification:	PE Civil & Structural Engineer, P.E.	# of Years in Classification:	30 Years
Brief Summary: of Experience:	Mr. Ford has extensive experience with construction, retaining walls, commercial warehouses, and site work for both residential and commercial projects. Mr. Ford uses extensive computer analytic techniques and CAD programs to provide complete and accurate designs and analysis.		
# of Years with Firm:	Three (3) years		
RELEVANT PROFESSIONAL EXPERIENCE			
<i>MMYYYY to Present:</i>	112010 to 072013 H2S-CIS		
<i>Vendor Name:</i>	<u>Hawaiya Technologies, Inc.</u>		
<i>Client Name:</i>	State of Hawaii, Department of Transportation Harbors Division		
<i>Client Contact Name:</i>	Mr. Davis Yogi - davis.k.yogi@hawaii.gov		
<i>Client Address, Phone Number, Email:</i>	79 South Nimitz Hwy Honolulu, HI 96813 (808) 587-1928		
<i>Role in Contract/Project:</i>	<u>PE Structural Engineer</u> ; 30 months		
<i>Details and Duration of Contract/Project:</i>	Designated PE Structural Engineer for the project. Designed, stamped, reviewed, and approved final CCTV camera design and installation on light poles.		
EDUCATION			
<i>Institution Name:</i>	Colorado State University	Colorado State University	
<i>City: & State:</i>	Boulder, CO	Boulder, CO	
<i>Degree/Achievement:</i>	BS Civil & Structural Engineering	MS Civil & Structural Engineering	
<i>Certifications</i>	Bachelor's Degree	Master's Degree	
	Professional Engineer in Civil Engineering Discipline, Hawaii		
	Professional Engineer in Structural Engineering Discipline, Hawaii		
REFERENCES			
Mr. Kelvin Ogata KOgata@HawaiyaTech.com	Operations Manager Hawaiya Technologies, Inc.	(808) 944-0913 (Phone) (808) 441-5900 (Fax)	
Mr. Paul S. Schultz PSSchultz@HawaiyaTech.com	President/CEO Hawaiya Technologies, Inc.	(808) 944-0913 (Phone) (808) 441-5900 (Fax)	
Ms. Mun-Won Chang MWChang@HawaiyaTech.com	COO/CFO Hawaiya Technologies, Inc.	(808) 944-0913 (Phone) (808) 441-5900 (Fax)	





2.3.6 Sung Soo Kim Resume

COMPANY NAME:		Hawaiiya Technologies, Inc.	
<input checked="" type="checkbox"/> Contractor		Subcontractor	
Name:	Sung Soo Kim		<input checked="" type="checkbox"/> Key Personnel
Classification:	Supervisory Master Electrician	# of Years in Classification:	50 Years
Brief Summary: of Experience:	Mr. Kim has extensive experience as a master supervisory electrician. Mr. Kim has in-depth knowledge of the NEC Code and worked as RME and lead electrician for Federal Government projects at the Pearl Harbor and Hickam Air Force bases. Mr. Kim has extensive commercial electrician experience.		
# of Years with Firm:	Three (3) years		
RELEVANT PROFESSIONAL EXPERIENCE			
<i>MMYYYY to Present:</i>		112010 to 072013 H2S-CIS	
<i>Vendor Name:</i>		<u>Hawaiiya Technologies, Inc.</u>	
<i>Client Name:</i>		State of Hawaii, Department of Transportation Harbors Division	
<i>Client Contact Name:</i>		Mr. Davis Yogi - davis.k.yogi@hawaii.gov	
<i>Client Address, Phone Number, Email:</i>		79 South Nimitz Hwy Honolulu, HI 96813 (808) 587-1928	
<i>Role in Contract/Project:</i>		<u>Supervisory Master Electrician</u> ; 30 months	
<i>Details and Duration of Contract/Project:</i>		Designated as the licensed electrician for the project – responsible for all electrical design and installation of all eight (8) Harbor CCTV/ Surveillance system installation for the State of Hawaii. Supervised all journeyman and electrician’s helpers install CCTV cameras on light poles and other structures while working with both PE Electrical and PE Structural Engineers.	
EDUCATION			
<i>Institution Name:</i>		Supervisory Electrician License, State of Hawaii	
<i>City: & State:</i>		C-13 (electrical) Contractor’s license, State of Hawaii	
<i>Degree/Achievement:</i>			
<i>Certifications</i>			
REFERENCES			
Mr. Kelvin Ogata KOgata@HawaiiyaTech.com		Operations Manager Hawaiiya Technologies, Inc.	(808) 944-0913 (Phone) (808) 441-5900 (Fax)
Mr. Paul S. Schultz PSSchultz@HawaiiyaTech.com		President/CEO Hawaiiya Technologies, Inc.	(808) 944-0913 (Phone) (808) 441-5900 (Fax)
Ms. Mun-Won Chang MWChang@HawaiiyaTech.com		COO/CFO Hawaiiya Technologies, Inc.	(808) 944-0913 (Phone) (808) 441-5900 (Fax)





2.3.7 Jeff Caban Resume

COMPANY NAME:		Hawaiiya Technologies, Inc.	
<input checked="" type="checkbox"/> Contractor		Subcontractor	
Name:	Jeff Caban		<input checked="" type="checkbox"/> Key Personnel
Classification:	Civil & Structural Engineer	# of Years in Classification:	3.5 Years
Brief Summary: of Experience:	Mr. Caban is a Structural/Civil Engineer for Hawaiiya Technologies, Inc. Mr. Caban has extensive experience conducting structural analyses of sensors mounted on light poles and field installation. . Mr. Caban will lead Hilo and Port Allen Installation		
# of Years with Firm:	3.5 years		
RELEVANT PROFESSIONAL EXPERIENCE			
<i>MMYYYY to Present:</i>	022010 to 072013 H2S-CIS		
<i>Vendor Name:</i>	<u>Hawaiiya Technologies, Inc.</u>		
<i>Client Name:</i>	State of Hawaii, Department of Transportation Harbors Division		
<i>Client Contact Name:</i>	Mr. Davis Yogi - davis.k.yogi@hawaii.gov		
<i>Client Address, Phone Number, Email:</i>	79 South Nimitz Hwy Honolulu, HI 96813 (808) 587-1928		
<i>Role in Contract/Project:</i>	<u>Structural Engineer</u> ; 36 months		
<i>Details and Duration of Contract/Project:</i>	Project Engineer for two extensive residential home design, permitting and building; responsible for the design, analysis, and installation of Sand Island bascule bridge PV panels and wind turbines; responsible for the design, analysis, and installation of Camera (CCTV), Radar, and radios at both Honolulu and Kalaeloa Barbers Point Harbors; responsible for the design, analysis, and installation of Camera, Radar, and radios at Kahului Harbor; responsible for the design, analysis, and building of mobile command and control centers; and responsible for San Diego Gas and Electric (SDG&E) portable satellite communications booth design and installation		
EDUCATION			
<i>Institution Name:</i>	University of Hawaii		
<i>City: & State:</i>	Honolulu, HI		
<i>Degree/Achievement:</i>	BS Civil & Structural Engineering		
<i>Certifications</i>	Fundamentals of Engineering Exam in Civil Engineering Discipline, Hawaii Professional Engineer in Training Civil & Structural Engineering Discipline, Hawaii		
REFERENCES			
Mr. Kelvin Ogata KOgata@HawaiiyaTech.com	Operations Manager Hawaiiya Technologies, Inc.	(808) 944-0913 (Phone) (808) 441-5900 (Fax)	
Mr. Paul S. Schultz PSSchultz@HawaiiyaTech.com	President/CEO Hawaiiya Technologies, Inc.	(808) 944-0913 (Phone) (808) 441-5900 (Fax)	
Ms. Mun-Won Chang MWChang@HawaiiyaTech.com	COO/CFO Hawaiiya Technologies, Inc.	(808) 944-0913 (Phone) (808) 441-5900 (Fax)	





2.3.8 Jan Allan Agbigay Resume

COMPANY NAME:		Hawaiiya Technologies, Inc.	
<input checked="" type="checkbox"/> Contractor		Subcontractor	
Name:	Jan Allan Agbigay		<input checked="" type="checkbox"/> Key Personnel
Classification:	CAD Draftsman & Electrician	# of Years in Classification:	3.5 Years
Brief Summary: of Experience:	Mr. Agbigay is a Journeyman Electrician, a draftsman, and lead installer for the project. He led the installation of Kahului, Nawiliwili, Port Allen, Kawaihae, & Hilo Harbor installations of CCTV camera systems.		
# of Years with Firm:	3.5 years		
RELEVANT PROFESSIONAL EXPERIENCE			
MMYYYY to Present:	022010 to 072013 H2S-CIS		
Vendor Name:	<u>Hawaiiya Technologies, Inc.</u>		
Client Name:	State of Hawaii, Department of Transportation Harbors Division		
Client Contact Name:	Mr. Davis Yogi - davis.k.yogi@hawaii.gov		
Client Address, Phone Number, Email:	79 South Nimitz Hwy Honolulu, HI 96813 (808) 587-1928		
Role in Contract/Project:	<u>Journeyman Electrician</u> ; 36 months		
Details and Duration of Contract/Project:	Responsible for the installation of Sand Island bascule bridge PV panels and wind turbines; installation of Camera, Radar, and radios at both Honolulu and Kalaeloa Barbers Point Harbors; Lead Installer for H2S-CIS Camera, Radar, and radios at six HI Harbors; provided built mobile command and control centers; and fabricated H2S-CIS UAV. Completed design, red-line, and final as-built drawings of all HTI CCTV Camera system installations.		
EDUCATION			
Institution Name:	Hawaii Community College		
City: & State:	Hilo, HI		
Degree/Achievement:	AS Electronic Technician		
Certifications	AS Architectural Engineering and Cad Technologies		
	Journeyman Electrician in Training		
REFERENCES			
Mr. Kelvin Ogata KOgata@HawaiiyaTech.com	Operations Manager Hawaiiya Technologies, Inc.	(808) 944-0913 (Phone) (808) 441-5900 (Fax)	
Mr. Paul S. Schultz PSSchultz@HawaiiyaTech.com	President/CEO Hawaiiya Technologies, Inc.	(808) 944-0913 (Phone) (808) 441-5900 (Fax)	
Ms. Mun-Won Chang MWChang@HawaiiyaTech.com	COO/CFO Hawaiiya Technologies, Inc.	(808) 944-0913 (Phone) (808) 441-5900 (Fax)	





2.3.9 Kuk Hon (Jimmy) Hendrick Resume

COMPANY NAME:		Hawaiiya Technologies, Inc.	
<input checked="" type="checkbox"/> Contractor		Subcontractor	
Name:	Kuk Hon (Jimmy) Hendrick		<input checked="" type="checkbox"/> Key Personnel
Classification:	Network Engineer	# of Years in Classification:	3.5 Years
Brief Summary: of Experience:	Information and technology specialist at the layer 2 and 3 network OSI levels. Strong WiFi, WAN, LAN and VPN implementation and design skill set. Proficient in routing and switching protocols. Vendor neutral and a supporter of cross platform methodologies. Lead Network and IT Engineer for H2S-CIS & BZPP Programs.		
# of Years with Firm:	3.5 years		
RELEVANT PROFESSIONAL EXPERIENCE			
MMYYYY to Present:		012010 to 072013 H2S-CIS	
Vendor Name:		<u>Hawaiiya Technologies, Inc.</u>	
Client Name:		State of Hawaii, Department of Transportation Harbors Division	
Client Contact Name:		Mr. Davis Yogi - davis.k.yogi@hawaii.gov	
Client Address, Phone Number, Email:		79 South Nimitz Hwy Honolulu, HI 96813 (808) 587-1928	
Role in Contract/Project:		<u>Network Engineer</u> ; 36 months	
Details and Duration of Contract/Project:		Designed, implemented, and maintains IP CCTV cameras, telecommunications, voice, email and web portal for state and federal agencies, specifically for H2S-CIS, BZPP, KHS-CIS, and Capitol Surveillance. Set up in-house open e-mail server and network. Lead network engineer for H2S-CIS. Installed and configured Milestone software, Axis PTZ Cameras, Proxim radios, and radars for Kewalo, Honolulu, Kalaeloa, Kahului, Nawiliwili, Port Allen, Kawaihae, and Hilo Harbors.	
EDUCATION			
Institution Name:		University of Hawaii	
City: & State:		Honolulu, HI	
Degree/Achievement:		BS Information and Computer Science	
Certifications		Java, SQL, Visual Basic 6.0, MySQL, VB Script, Visual C++, PHP, Milestone, Axis Cameras, Radars, Proxim Radios, CISCO	
REFERENCES			
Mr. Kelvin Ogata KOgata@HawaiiyaTech.com		Operations Manager Hawaiiya Technologies, Inc.	(808) 944-0913 (Phone) (808) 441-5900 (Fax)
Mr. Paul S. Schultz PSSchultz@HawaiiyaTech.com		President/CEO Hawaiiya Technologies, Inc.	(808) 944-0913 (Phone) (808) 441-5900 (Fax)
Ms. Mun-Won Chang MWChang@HawaiiyaTech.com		COO/CFO Hawaiiya Technologies, Inc.	(808) 944-0913 (Phone) (808) 441-5900 (Fax)





2.3.10 Consorcio Don Manuel, P.E. Resume

COMPANY NAME:		Hawaiiya Technologies, Inc.	
<input checked="" type="checkbox"/> Contractor		Subcontractor	
Name:	Consorcio Don Manuel, P.E.		Key Personnel
Classification:	Mechanical Engineer	# of Years in Classification:	30 Years
Brief Summary: of Experience:	Mr. Manuel designed the first commercial solar water heating in Hawaii, the first Total Energy System resort hotel in the Pacific, the first heat pump A/C waste heat recovery application for domestic water heating, the first successful naturally ventilated high-rise building in the world, and the first full ice storage A/C in Hawaii		
# of Years with Firm:	Not yet started		
RELEVANT PROFESSIONAL EXPERIENCE			
MMYYYY to Present: Vendor Name: Client Name: Client Contact Name: Client Address, Phone Number, Email: Role in Contract/Project: Details and Duration of Contract/Project:		Mr. Manuel will provide Mechanical Engineering, P.E. services P.E. Mechanical Engineer (>30 years) Mr. Manuel vast experience in Energy Audit, Due Diligence, Value Engineering and Feasibility Studies for energy conservation projects. He was involved with top destination resort hotels in Hawaii, Micronesia, Fiji, Philippines, Sri Lanka, etc. Military projects included top secret US Air Force Star War Facilities, SAC Facility in Diego Garcia and US Navy MK-48 Torpedo Submarine Base Facility in Pearl Harbor; Case Middle School TES A/C Design Review & Optimization and Value Engineering; Premier Place Office Building Full Ice TES A/C Retrofit; Hawaii Convention Center HVAC & Water Heating Energy Optimization Study Proposal; Sheraton Waikiki Hotel Energy Conservation Report Review & Optimization, TES A/C retrofit Study; Maryknoll Grade School TES District Cooling Totally underground Full Ice Storage A/C Energy Feasibility Study & Design; The Whaler at Kaanapali	
EDUCATION			
Institution Name: City: & State: Degree/Achievement: Certifications		Mapua Institute of Technology Manila, Philippines BS Mechanical Engineering Bachelor's Degree Professional Engineer, Mechanical Engineering Discipline, State of Hawaii; Professional Engineer, Mechanical Engineering Discipline, State of Nevada; Professional Engineer, Mechanical Engineering Discipline, the Philippines; National Society of Professional Engineers (NSPE); American Society of Mechanical Engineers (ASME); American Society of Heating, Refrigerating and Air-Conditioning Engineers (ASHRAE); American Society of Plumbing Engineers (ASPE); American Consulting Engineers Council (ACEC); National Fire Protection Association (NFPA); Hawaii Association of Mapua Alumni (HAMA)	
REFERENCES			
Mr. Kelvin Ogata KOgata@HawaiiyaTech.com		Operations Manager Hawaiiya Technologies, Inc.	(808) 944-0913 (Phone) (808) 441-5900 (Fax)
Mr. Paul S. Schultz PSSchultz@HawaiiyaTech.com		President/CEO Hawaiiya Technologies, Inc.	(808) 944-0913 (Phone) (808) 441-5900 (Fax)
Ms. Mun-Won Chang MWChang@HawaiiyaTech.com		COO/CFO Hawaiiya Technologies, Inc.	(808) 944-0913 (Phone) (808) 441-5900 (Fax)

2.4 SUBCONTRACTOR INFORMATION

HTI will not be using any subcontractors for this project. All designers and installers will be HTI employees or independent contractors – “1099” employees. HTI will have various vendors such as Behavioral Recognition Systems, Inc., (BRS Labs), Canon Camera, Milestone Systems, Avigilon, and Axis cameras. HTI is also in the process of setting up training with Identicard.





MASTER

SECTION 3: TECHNICAL PROPOSAL (RFP SECTION 4.3.3)





SECTION 3. TECHNICAL PROPOSAL: CATEGORY 3 CCTV

CATEGORY 3 – CLOSED CIRCUIT TELEVISION SYSTEMS (CCTV)

Hawaiiya Technologies, Inc. proposes to provide goods and services for Category 3 – CLOSED CIRCUIT TELEVISION SYSTEMS (CCTV) for the State of Hawaii and California. Should the other participating states require similar types of services and products, HTI can work with local subcontractors to provide necessary

HTI will provide CCTV category to include, but, not be limited to the following goods and services:

3.1 RESPONSE TO SCOPE OF WORK

We propose to provide the following goods and services in support of this RFP.

3.1.1 All aspects of CCTV services

3.1.1.1 Design

HTI can provide as-built design of the system architecture, networking, and telecommunications plans based on its extensive experience creating these design documents. HTI can provide in-house Full size (24" x 36") "as-built" drawings and other required documentations as necessary. HTI can provide a PE Stamped drawing sets for government engineer's approval, construction, and archiving. HTI can provide complete design documentation for potential vendors to bid the installation of the system or HTI to install the system. HTI's own licensed PEs in Electrical, Civil, Structural, and Mechanical can perform to perform any/all design needs of this contract as it has done in the past for State of Hawaii CCTV projects. HTI has proven experience providing comprehensive design documentation to include all electrical, civil, structural, and mechanical work necessary to complete a CCTV system installation. Design of CCTV systems includes mobile systems (as we have done) as well as stand-alone renewable energy powered CCTV systems. Section 3.3 outlines HTI's design services based on its capability and experience.

3.1.1.2 Consulting

HTI will provide for both current and potential future CCTV services, provide support and assessment of CCTV surveillance needs, networking and telecommunication infrastructure, network traffic considerations relating to data, voice, and video; customized operations services relating to cabling, data centers, and compliance to Federal and State requirements. HTI can provide consulting services to generate engineering design documents for potential vendors to bid the installation of the system as well as to assess the needs and requirements of the system. Section 3.3 outlines HTI's consulting services based on its capability and experience.

3.1.1.3 Inspections

Working with individual agencies and as required by the using agency, HTI will provide and meet the rigorous engineering installation punch list. This is based on HTI's extensive experience working with Department of Transportation capital improvement projects. HTI performed both formal and informal inspections of CCTV installation systems for both State and Commercial customers. Below table shows a factory acceptance test matrix.

Table 3-1: Factory Acceptance Test Matrix

Systems	Factory Acceptance Test
Integrated System	On-site final acceptance system level testing per design document
3rd Party Hardware (Examples)	Off-the-shelf products. Factory Acceptance Test will not be performed. Warranties will be obtained in lieu of FAT
Cameras (PTZ & Fixed)	
Radios and its Antennas	
Radar & all associated hardware and software	
UPS for Sensors and subsystems	
Ethernet Switches	
Serial to Ethernet Converters	
Power Supplies	
Unmanaged Switches	





Network Switch POE	
Server, Computers, & Associated Hardware	
LED Display Monitors	
Software	
Network Management Software	Propose Alcatel-Lucent or other comparable
Radar Software	N/A
Video Management Software	TBD based on chosen system
Video Analytics Software (BRS Labs)	BRS Lab’s sample FAT procedure

3.1.1.4 *Installation of New Systems*

HTI can install new systems based on the design documentation, whether generated by HTI or generated by another design entity. HTI can install new products as listed in the next section. These installations require electrical, electronics, civil, structural, and mechanical work depending on the level and location of installation – State projects require more rigorous. Installation requirements while commercial customers do not require as stringent installation requirements, i.e., use of 3-16 SS mounts and brackets for ALL outdoor installations on State properties. DOT Harbors installations required extensive electrical, electronics and structural effort. With HTI’s licenses in all pertinent areas in-house (General Engineering & Building, Electrical, Electronics, Structural Steel), HTI can perform any/all installation tasks of new systems – to include mobile and stand-alone renewable energy powered systems.

3.1.1.5 *Removal of Existing Systems*

HTI can remove existing systems as per the agency needs. With HTI’s ABC license, it can bring on any/all subcontractors, to remediate potential Asbestos. As a licensed electrician, HTI can remove any/all electrical and electronics systems.

3.1.1.6 *Maintenance and Repair*

HTI provides comprehensive technical support here in Honolulu Hawaii with local technical team. HTI will coordinate with any/all third party vendors on-site to provide any/all technical support required. Third party vendors such as BRS Labs will provide Tier 3 support directly for its video analytics software. HTI employs a complete Field Operations Team, which is headed by a Project Manager, and technical installation via a dedicated System Engineer. HTI team is supplemented by Product Management and Product Engineering teams to ensure accurate compliance with technical specifications, scope of work, and/or value engineered features and capabilities identified to be important to the operational goals of WSCA.

Table 3-2: HTI’s Sample Action Items Description

Levels	Description
Tier 1	Receive the initial call, provide basic product diagnostics and resolution over the phone
Tier 2	Receive the initial call, provide advanced product diagnostics and resolution, then contact the vendor for technical support for either replacement or product
Tier 3	Provide on-site support with HTI personnel for technical support. Based on severity of the technical issue, HTI will respond within a set time period as per below:
Severity Level 1	Critical system problem in production environment halting the business operations: Response Time - One (1) business hour (For Honolulu - For neighbor islands, every effort will be made to provide the right technical support within 1 day)
Severity Level 2	Issue or critical problem that limits the full operation however with limited impact to the to the business: Response Time - Three (3) business hours (For Honolulu - For neighbor islands, every effort will be made to provide the right technical support within 1 day)
Severity Level 3	Issue or problem that compromises operation of the product: Response Time - Six (6) business hours (For Honolulu - For neighbor islands, every effort will be made to provide the right technical support within 2 days)
Severity Level 4	Issue or problem that does not compromise the operation of the product: Response Time – Eight (8) business hours (For Honolulu - For neighbor islands, every effort will be made to provide the right technical support within 3 days)





Table 3-3: HTI’s Sample Action Items Form

Systems Supported	Technical Support
Integrated System	Tier 3
3rd Party Hardware (Examples)	Tier 3
Cameras (PTZ & Fixed)	
Radios and its Antennas	
Radar & all associated hardware and software (if required)	
UPS for Sensors and subsystems	
Ethernet Switches	
Serial to Ethernet Converters	
Power Supplies	
Unmanaged Switches	
Network Switch POE	
Server, Computers, & Associated Hardware	
LED Display Monitors	
Software	
Network Management Software	HTI can be certified by 3 rd party vendors to provide Tier 3 Technical Support
Radar Software	Tier 3 based on model
Video Management Software	Up to Tier 3 depending on the chosen system
Video Analytics Software (BRS Labs)	Tier 2 (3 rd party vendor to provide Tier 3)
HTI Custom Software	Tier 3

Table 3-4: HTI’s Maintenance Plan

Requirement	Comments & Waiver
Respond on site to trouble calls within four (4) hours, including weekends and holidays.	Every effort will be made to respond within this time, but due to the geography of the State of Hawaii, where the State and local government agencies are spread over six (6) islands, it is not possible to respond to on site to trouble calls within four (4) hours.
Repair personnel must carry adequate hardware inventory to replace, repair, and/or maintain each system at the time dispatched	As part of the project, HTI keeps spare parts for critical items with the system at the customer’s site. If an item is not available, HTI will keep spares and adequate hardware inventory at its headquarters in Aiea, HI. Due to the geography of the State of Hawaii, where the State and local government agencies are spread over six (6) islands, it is not possible, the repair person may not be able to carry adequate hardware inventory, i.e., UPS as it will take time to schedule shipping with Young Brothers (only shipper in Hawaii) or other commercial shippers. Every effort will be made to provide the necessary systems at the time a repair person is dispatched.
Repair personnel must be prepared to provide an immediate replacement for defective equipment and shall not remove a defective unit without an immediate replacement.	As part of the project, HTI keeps spare parts for critical items with the system at the customer’s site. If an item is not available, HTI will keep spares and adequate hardware inventory at its headquarters in Aiea, HI. Due to the geography of the State of Hawaii, where the State and local government agencies are spread over six (6) islands, it is not possible, the repair person may not be able to carry adequate hardware inventory, i.e., UPS as it will take time to schedule shipping with Young Brothers (only shipper in Hawaii) or other commercial shippers. Every effort will be made to provide the necessary systems at the time a repair person is dispatched. Repair personnel will have commodity items at the time of trouble call, which can be used for immediate replacement.
Replacement and repair of equipment must be provided to a specific location, or within an assigned geographical area inside a location.	HTI will provide replacement and repair equipment to a specific location as per the contract.





3.1.1.7 *Integration of various systems*

Integration of various systems such as Cameras; Video Management System; and Video Analytics System are discussed in the next section, under products. Selection of the right subsystems will depend on a rigorous systems engineering design principals driven by overall system requirements. Selection of Cameras, Video Management System (VMS), and Video Analytics System (VAS) will be critical as the systems engineer must consider the total life cycle cost of these subsystems at the system level from design, to installations, to operations and maintenance, hence the unit price alone should not be the sole determining factor for the selection of these subsystems, nor a few selected performance parameters. Specifically, even if a product is superior to that of a competitive product today, if it requires a specialized trained engineer to configure and operate the system, perhaps the superior performance of the system may not warrant the potential increase in total life cycle cost of the total ownership cost of the system. HTI has EXTENSIVE experience conducting life cycle cost and cost benefit analyses for Naval Weapon systems. We propose to provide similar level of service to select the right subsystems in the context of the overall systems architecture – AND future maintenance and operations in Hawaii. With the fast moving and very competitive off-the-shelf camera, VMS, and VAS market, “Cadillac” sub-systems solutions may not be the best options, but a balanced total system architecture will be the right solution.

3.1.1.8 *Provide and install all related equipment and miscellaneous items*

HTI is a known system integrator and installer to include: all electrical, structural, and civil electrical and electronics activities necessary to complete install a CCTV system for local, state, and federal government customers. The most critical installation being electrical to include conduits, cables, and stainless steel fasteners and brackets, etc., that may be needed to complete work.

3.1.1.9 *Product Listing*

HTI proposes the following subsystems:

- 1) CCTV Network Cameras and associated accessories such as domes, brackets, etc. from Canon, Panasonic, and Avigilon are considered. A comprehensive list of products offered are shown in Section 5: COST.
- 2) Wireless network products and associated accessories from Proxim are listed in Section 5: COST.
- 3) Software products for both video management and analytics from Avigilon, Mileston, and BRS Labs – details listed in Section 5 COST.
- 4) Ancillary products such as CCTV video cards, i.e., Matrox video cards, and switches i.e., Moxa switches. These are commodity products whose prices change significantly depending on market conditions and technology advancements. HTI has used Matrox video cards and Moxa switches exclusively throughout its installations due to ease of use, installation, and extensibility of these for CCTV applications.
- 5) UPS/Batteries: A comprehensive list of batteries that can be used for UPS are listed in Section 5: COST.
- 6) Video Cards: Per the RFP requirements, next section will describe in detail, HTI’s proposed solution based on its extensive experience integrating video cards for various installations – from a \$15,000 four camera installations to \$3.5 million full command center and sensor installation.

Table 3-5: HTI’s Product Listing

Hardware	Software
Cameras (PTZ & Fixed)	Network Management Software
Radios and its Antennas	Radar Software
Radar & all associated hardware and software (if required)	Video Management Software
Power Supplies & UPS for Sensors and subsystems	Video Analytics Software
Ethernet Switches, Unmanaged Switches, & Network Switch POE	HTI Custom Software
Serial to Ethernet Converters	
Server, Computers, & Associated Hardware	
LED Display Monitors	
HTI Mobile Command Center	





3.1.2 Provide the option to use CCTV video cards for video surveillance

HTI uses industry proven best practices when integrating hardware, software and devices for a given project. Using an open architecture, the surveillance systems HTI deployed throughout the State of Hawaii utilizes Milestone XProtect Corporate to orchestrate the configuration, viewing & recording needs for the State of Hawaii. For four or more video displays, Matrox video cards are installed onto Dell display servers which are either a laptop, desktop or rack mounted server. The display servers are networked to a Moxa switch which communicates with a Buffalo 4/8 TB Terastation network attached storage (NAS), Milestone management server and Milestone video recording server. Both the Milestone management and recording software are installed onto the same display server or are installed on dedicated servers depending on the system requirements. All display servers, switches and supporting devices are connected to an APC UPS. The cameras installed are manufactured by Axis which provide outdoor-rated, high-definition and PTZ capable units. Axis provides cameras that are capable of 30 times zoom (12 optical and 18 digital), masking, motion detection, programmable guide tours and gate keeper functionality. On all surveillance systems there is at least one Raymarine Digital Raydome radar which provides up to 48 nautical miles of scanning coverage and a vertical scan of 25 degrees allowing for the detection of low flying aerial objects. Proxim Quick Bridge radios are used to provide a wireless communication link between each sensor location, whether the location has a camera, radar or another radio providing a communication hub to another sensor location. The Proxim radios provide a point-to-point, line-of-site link on a unlicensed frequency band of up to 5.8 Ghz. Each sensor location has a dedicated industrial rated Sola UPS, Moxa switch, surge protector, lightning arrestor and power supplies for each respective sensor.

3.1.2.1 *Capability to handle from four (4) to twenty-four (24) cameras*

The Video Card requirement to handle from four (4) to twenty-four (24) cameras in the system: HTI proposes to use Matrox video cards as we have extensive experience using Matrox products for all of its installations from four (4) cameras up to sixty (64) cameras in a system. The Matrox G450x4 MMS is a half length PCI quad monitor graphics card with dedicated chips, driving each monitor at independent resolutions. This provides independent four (4) channel (4 camera) output displays. Matrox M9188 PCIe x16 is an octal card, which provides eight (8) outputs. HTI has used these cards extensively for its installations throughout the State of Hawaii and as such, we recommend these video cards. HTI will work with individual agencies for their preference.

3.1.2.2 *Video Card Capacity*

HTI proposed Matrox cards will offer various capacity sizes to meet all potential needs. These are inserted into servers (HTI mostly uses Dell servers) for extensibility. HTI has used these cards from four (4) up to sixty four (64) camera integration.

3.1.2.3 *Camera Video Card Interoperability*

We proposed to use all IP based network cameras, which will be interoperable with any/all video cards selected by the agency.

3.1.3 Computer Options

HTI provides a flexible system and subsystems to allow the option for agencies to build their own stand-alone computer to run the system, or request that the HTI builds it for them. Our systems run on basic Intel processor based systems.

3.1.4 Cameras & Wireless Networks

HTI is offering a wide variety of indoor and outdoor cameras and wireless transmitters to work in conjunction with video cards. A comprehensive listing of both camera and wireless network systems are listed in Section 5.





3.2 REPORTING

3.2.1 PARTICIPATING STATE:

HTI proposes to provide goods and services to the State of Hawaii as its primary market. Additional states may be added with the consent of HTI and State of Nevada through execution of a Participating Addendum as per Attachment P. The cost of providing the goods and services will be renegotiated at the time of Participating Addendum for each state. The amount of reporting for the other states will vary depending on addition of vendors to install the systems.

3.2.1.1 Amount of spend for each state agency;

Total reporting will be limited to less than 1% of total contract value for routine reporting. If a State requires more extensive reporting requirements, then the total will be renegotiated based on the amount of reporting required. The estimate will be based on Department of Defense’s DCAA acceptable OH and G&A rates.

3.2.1.2 Amount of spend for each political subdivision, including each University

Total reporting will be limited to less than than 1% of total contract value. If a State requires more extensive reporting requirements, then the total will be renegotiated based on the amount of reporting required. The estimate will be based on Department of Defense’s DCAA acceptable OH and G&A rates.

3.2.1.3 Inspection, installation, and service reports per building

Inspection, installation, and service reports per building reporting will be limited to less than 1% of total contract value for routine reporting. If a State requires more extensive reporting requirements, then the total will be renegotiated based on the amount of reporting required. The estimate will be based on Department of Defense’s DCAA acceptable OH and G&A rates.

3.2.1.4 Custom reports

If a State requires more extensive reporting requirements, then the total will be renegotiated based on the amount of reporting required. The estimate will be based on Department of Defense’s DCAA acceptable OH and G&A rates.

3.2.1.5 Other

HTI agrees that all of the above reporting requirements are subject to each Participating State’s discretion, specifically the State of Hawaii. HTI agrees that individual State reports do not replace the reports required in Section 2.2, Reporting Requirements of RFP 3047, but rather supplement the reporting requirements.

3.2.2 WSCA-NASPO REQUIREMENTS

3.2.2.1 Quarterly Reports

At the conclusion of each calendar quarter, HTI will remit a sales summary report directly to the WSCA-NASPO Cooperative Development Team Data Analyst in the format provided (see Attachment U, Reporting Form). This report will be submitted no later than 30 days following the end of the calendar quarter.

Table 3-6: HTI’s Quarterly Report Due Dates

1st Quarter	January ~ March	Due by April 30th
2nd Quarter	April ~ June	Due by July 31st
3rd Quarter	July ~ September	Due by October 31st
4th Quarter	October ~ December	Due by January 31st

HTI Certifies that reports will be sent to both Ms. Ronda Miller, Nevada State Purchasing Contract Administrator, at rlmiller@admin.nv.gov, and WSCA-NASPO Cooperative Data Analyst Mr. Richard Carlson at rcarlson@wsca-naspo.org





3.3 COMPANY BACKGROUND/HISTORY

HTI is fully qualified to execute this project as HTI has a unique combination of both engineering design and construction capability. HTI is a Hawaii licensed ABC contractor (General Engineering and building) with C-13 (Electrical), C-15 (Electronics), C-31 (Masonry), and C-48 (Structural Steel) specialty areas. HTI also has on staff: licensed Professional Engineers in the field of Civil, Electrical, Mechanical, and Structural Engineering; a licensed Architect; software, network, and RF engineers; and draftsmen. HTI is based in Honolulu to meet the technical and logistical demands of this contract and will be available to support State of Hawaii’s CCTV design requirements to complete the design, analyses, drawings, permit, installation, training, maintenance, and operations of its surveillance and security system.

- 1) **In-house Design & Construction capability**: HTI is the ONLY certified local small DBE business with the relevant experiences, certifications, and licenses to provide FULL support to WSCA from design phase to construction to operations and maintenance for all State of Hawaii’s surveillance and security system needs. Often, design and construction are done by two separate entities. Difficulties with having separate entities throughout the entire phase of the project are that changes cannot be made as easily nor cost effectively. This results in both designers and installers choosing the least optimum solution in order to minimize the risk. This provides tremendous flexibility and advantage for the customers.
- 2) **Technical Capability**: As a “technical” company, HTI will be able to assess and choose the right technical solutions for the State of Hawaii. Most security and surveillance installation companies Hawaii do not have technical understanding of state-of-the-art technologies that should be considered.

Table 3-7: HTI Capability

Task	Capability, Licenses & Certification
Security/ Operations Requirements	HTI principals have extensive operational Navy and RDT&E experience, in addition to being the only FEMA Certified Facility Security Officer (FSO) and Incident Command System (ICS) Trainers in Hawaii. HTI derives system requirements from operational requirements, which then flow down to subsystem requirements
Systems Engineering	HTI’s principals have over 70 years of combined systems engineering experiences with the Department of Defense, Department of Homeland Security, & City/County of Honolulu, State of Hawaii, and a major California Utility company.
Design	HTI has designed all major Hawaii Critical Infrastructure and Hawaii Department of Transportation (DOT) Harbor Surveillance and Security Systems throughout the State and designed mobile systems for the U.S. Marine Corps and San Diego Gas & Electric. <ul style="list-style-type: none"> • Generated all design and specification documentation • Communications, Networks, Software, and RF Engineers • Full CAD and drafting capability for design and specification documents
Permitting	HTI has ALL required Hawaii licenses and certifications for permitting: <ul style="list-style-type: none"> • <u>Professional Engineers</u> in: Civil, Electrical, Mechanical, & Structural Engineering, <u>Licensed Architect</u>, General Radio Operator’s License (need for Communications Systems) • <u>General Radar Operator’s License & Certified Energy Manager</u> • <u>Licensed Contractor</u>: ABC (General Engineering & Building); C-13 (Electrical); C-15 (Electronics); C-31 (Masonry); C-48 (Structural Steel)
System Integration	HTI has integrated and installed all major critical infrastructure in the State of Hawaii <ul style="list-style-type: none"> • Command Centers at the City and County of Honolulu, State Civil Defense, Hawaii State Capitol,





- Eight (8) Harbors throughout four (4) major Hawaiian Islands. – Integrated Cameras, Wired & Wireless Communication & Network Systems, Fixed & Mobile Command Centers, Radars, Off-the-shelf & Custom Video Analytics
- Seven (7) Critical Infrastructure surveillance and security systems
- USS Arizona Memorial Security and Surveillance system
- Mobile command, control, communications, & Surveillance systems for the U.S. Marine Corps and San Diego Gas and Electric

Camera

HTI has access to Axis, Avigilon, Canon, Panasonic, & Sony cameras. HTI has been the leading installer of Axis Cameras in the State of Hawaii. HTI can integrate and install any and all IP based cameras for WSCA.

Video Management & Analytic Systems

HTI has working relationships with Avigilon, Milestone, BRS Labs – HTI is the leading installer and user of Milestone software in the State of Hawaii. HTI can and will work with any Video Management and Analytics vendors such as Genetec. HTI can integrate Genetec software if it is required by customers. HTI brings unique system software integration capability that can be leveraged to choose the right solution for the WSCA contract customers.

Communications System

HTI’s principal engineer has over 30 years experience in state-of-the-art RF and communications systems. HTI can provide whatever support WSCA Customer needs to implement its systems for its use. HTI is the only small business with working experience integrating the State of Hawaii’s backbone communications network. HTI designed the State of Hawaii’s expansion of its public safety network to include all ten (10) harbors throughout the state. HTI has installed both licensed and unlicensed communications systems for the state.

Training

HTI is the only FEMA Certified Facility Security Officers (FSO) Trainer in the Pacific Region based in Hawaii. HTI certifies government and critical infrastructure Security Officers. HTI is FEMA certified to deliver ICS 100, 200, 300, & 400 courses. HTI certified majority of State and County’s government employees and critical infrastructure personnel, including all transportation workers (DOT and TSA). HTI is a certified NCCER Master Trainer (Construction Trades). HTI is in the process of implementing an approved apprenticeship program with the State of Hawaii (Electrical, Electronics, & Plumbing) and the Office of Hawaiian Affairs (OHA). HTI performed all of its installed Surveillance and Security Systems training to government personnel. HTI generated all systems, operations, and training documentation for these systems

Maintenance & Operation

HTI currently maintains all DOT Harbor and critical infrastructure command, control, communications, & surveillance systems it installed. HTI knows the maintenance and operations requirements of these systems in harsh Hawaii marine environment. HTI’s maintenance and operations experiences in Hawaii can lead to the cost effective and efficient designs and installations for the Honolulu Rail surveillance and security systems.

3.3.1 H2S-CIS for DOT Harbor

Honolulu Harbor Surveillance Command Information System (HHS-CIS)

Kahului Harbor Surveillance Command Information System (KHS-CIS)

Hawaii – Kauai Harbors Surveillance Command Information Systems (HKS-CIS)

Technical efforts: HTI’s system engineers developed the initial concept of State of Hawaii’s total integrated command, control, communications, and surveillance system for all of its ten (10) Harbors. HTI provided all technical support necessary for the state to obtain Port Security grant funds to implement the system. HTI





designed and installed all phases of Hawaii Homeland Security Command Information Systems (H2S-CIS) at the following locations:

- Oahu: Kewalo Basin, Honolulu Harbor, Kalaeloa Barber's Point Harbor
- Maui: Kahului Harbor
- Kauai: Nawiliwili Harbor, Port Allen Harbor
- Hawaii: Kawaihae Harbor, Hilo Harbor

Command Centers: Developed and installed Command Centers at State Civil Defense, Pier 2 Honolulu Harbor, Kalaeloa Barbers Point Harbor, Kahului Harbor Maui, and Nawiliwili Harbor Kauai.

Sensor Integrations: Developed and installed sensors throughout all eight (8) Harbors

Communication Systems: Developed and installed wireless and wired communications intranet for all eight (8) Harbors. HTI also designed the statewide broadband communications network that ties all ten (10) harbors to the State's Anuenue Public Safety communications network. The Honolulu Rail Transit will need to be integrated into the Anuenue network in the future.

Unmanned Aerial Vehicle (UAV): Developed and built a surveillance UAV for the Honolulu Harbor

Mobile Command Centers: Developed and built mobile command centers for Aloha Tower, Port Allen Harbor, Kawaihae Harbor, and Hilo Harbor

3.3.2 BZPP for SCD

Buffer Zone Protection Plan for Critical Infrastructures the State of Hawaii, Department of Defense, and State Civil Defense (BZPP)

Technical efforts: HTI designed and installed surveillance, command, and control systems at seven critical infrastructure sites with data feeds to the State Civil Defense (SCD) facilities at Diamond Head. One of the seven critical infrastructures is the State Capitol building. This project adds net-centric video surveillance to seven critical infrastructure facilities as identified by the State of Hawaii. Each of these six sites have its own command and control centers that feed to a central control center at the SCD) facilities at Diamond Head as well as to DOTH Pier 2 Command Center and the City and County of Honolulu's Department of Emergency Management (DEM) Command Center.

3.3.3 SDG&E MCC

Mobile Command and Control Trailers for San Diego Gas & Electric (SDG&E)

Technical efforts: HTI developed and fabricated Mobile Command Centers to support emergency operations for SDG&E for disaster preparedness. This included installing CCTV and wireless backhaul systems for each trailer. HTI designed and installed: mobile command trailers and portable communications booths powered by renewable energy sources for SDG&E for emergency operations.

3.3.4 MRRCIS

Military Rapid Response Command Information System (MRRCIS)

Technical efforts: HTI developed and built a precision targeting vehicle for Naval Aviation in support of the U.S. Marine Corps. The Weapons Engagement Office (WEO) and PMA-265 jointly pursued the development and fielding of technology that could facilitate the use of precision guided munitions, tactical aircraft, and distributed ground forces in a network centric environment. HTI defined the concept for tactical mobile platform to support naval TACAIR operations and built a system that will enhance the connectivity between on-the-move command and control (C2), ground-based processing and/or attack platforms, and the F/A-18 aircraft. This





mobile command, control, communications, and surveillance platform was designed to fit into a V-22 Osprey for rapid deployment with the Marines. In addition, HTI developed and built a tactical UAV that is “tethered” to the mobile command center for extended situational awareness.

3.3.5 CCH Command Center

City and County of Honolulu Department of Emergency Management Command Center

Technical efforts: HTI developed and built the emergency command center for the City and County of Honolulu’s Department of Emergency Management. The DEM Command Center includes feeds from the highway cameras as well as Harbor sensors. HTI’s technical knowledge of this system is critical in integrating the Honolulu Rail Transit’s surveillance system into the overall State’s public safety system network.

3.3.6 USS Arizona Memorial

USS Arizona Memorial Surveillance and Security System

Technical efforts: HTI designed and installed security system for the new visitor center at the USS Arizona Memorial.

3.3.7 HTI’s Summary Experience in the State of Hawaii

The following is a summary of HTI’s extensive experiences in CCTV surveillance systems:

- a. Experience and qualifications with designing and constructing emergency operating centers:
 - Majority of HTI personnel have experience and qualifications with previous surveillance projects with DOT Harbors. HTI personnel were responsible for developing the concept, design, and implemented the design for Kewalo Basin, Honolulu Harbor, Kalaeloa Harbor, and Kahului Harbor.
- b. Demonstrated experience in understanding the security vulnerabilities of Hawaii’s critical infrastructure:
 - HTI personnel’s previous professional experiences led to the comprehensive design and implementation of surveillance systems at for Kewalo Basin, Honolulu Harbor, Kalaeloa Harbor, and Kahului Harbor to address the security vulnerabilities of Hawaii’s harbors.
- c. Past performance in designing and constructing similar systems:
 - HTI was and is currently responsible for the design and constructing eight (8) Harbors throughout the State of Hawaii as well as seven (7) critical infrastructure CCTV surveillance systems, . HTI successfully completed the projects on-time and on-budget. HTI consistently delivered far more than the contractually required.
- d. Experience with working with local law enforcement, state and local civil defense, and U.S. Coast Guard in addressing Hawaii’s security at the harbors or other projects
 - Besides the surveillance projects (Kewalo, Honolulu, Kalaeloa Barbers Point, Kahului, and BZPP), HTI is also responsible for providing FEMA training to state and local law enforcement (Honolulu Police), first responders (Honolulu Fire and Hawaii Fire Departments), and government officials (SCD, DAGS, DBEDT, etc.). HTI’s certified FEMA training curriculum includes Incident Command System courses (ICS) at all levels (100, 200, 300, 400, 700, & 800) as well as Port Security law enforcement courses to include Facility Security Officer (FSO) certification. Currently, HTI works closely with State Civil Defense, Hawaii and Kauai civil defense to coordinate FEMA training needs. HTI participated in the Hawaii HEPEC and provided information and documentation to the U.S. Coast Guard. HTI has worked with various state agencies to include Public Safety during the APEC to provide the H2S-CIS picture to the State Capitol. There is no other entity in Hawaii, with the breadth and depth of experience working with various state and local government agencies as HTI.
- e. Participation on a national security information sharing organization, sanctioned by the Federal department of Homeland Security





- The founders of the company had Top Secret U.S. Department of Defense clearance and participated with national security information sharing organizations.
- f. Working knowledge of the Federal Telecommunications Law and the Federal Communications Commission's (FCC) frequency application process
- As part of H2S-CIS project in Honolulu, HI and BZPP project, HTI worked with the FCC to determine the frequency allocations of wireless communications systems. Therefore, HTI has the working knowledge of the Federal Telecommunications Law and the FCC application process.
- g. Working knowledge of various communication system, including: Fiber optics based SONET (synchronous optical network) system; X.36 and fast packet switches; digital microwave backbone system
- HTI's technical team has working knowledge of various communications system included above. These were implemented in both BZPP and H2S-CIS project. HTI installed fiber optics based communications system at the DOT Harbors Pier 2 EOC.
- h. Digital microwave radio backbone
- The Program Manager has extensive Digital Microwave Radio Backbone experience with the U.S. Navy and the H2S-CIS, MRRICIS, BZPP, and SDG&E projects. Other members of the team have extensive experience setting up and fielding Digital microwave radio backbone. Based on this, HTI is proposing a line of microwave radio backbone products for WSCA.
- i. Experience in establishing, at a program level, data center operations, which involve various servers (mainframe computers, etc.), P servers, website host servers, web application servers, 24x7 operating centers (NOC), input/output distribution
- HTI developed software for H2S-CIS and BZPP to establish data center operations, P servers, website host servers, web application servers, 24x7 operating centers (NOC) and input/output distribution. Therefore, HTI has extensive experience.
- j. Have qualified personnel be available 24/7 and be on-site within 4 hours throughout the warranty and Maintenance period
- HTI has been providing 24/7 technical support for the State Capitol surveillance system as well as current H2S-CIS and BZPP systems.

3.4 TIME PERFORMING COMPARABLE PROJECTS

HTI completed systems within the allotted time of the contract consistently; therefore, HTI has performed the work by the deadline proposed by the customer. Below Table outlines

Table 3-8: Comparable Project Duration

Project (Location)	Customer/Task	Amount	Duration
H2S-CIS (Honolulu Harbors)	Hawaii DOT Harbors Design & Construction of CCTV based Surveillance System	\$1.4 M	15 Mths
KHS-CIS (Maui Harbor)	Hawaii DOT Harbors Design & Construction of CCTV based Surveillance System	\$1.0 M	15 Mths
HKS-CIS (Hawaii and Kauai Harbors)	Hawaii DOT Harbors Design & Construction of CCTV based Surveillance System	\$3.5 M	12 Mths
BZPP (7 sites in Honolulu, Maui, & Hawaii)	Hawaii State Civil Defense Design & Construction of CCTV based Surveillance System	\$1.4M	15 Mths
HPD Surveillance (To be completed)	Honolulu Police Department Design & Construction of CCTV based Surveillance System	\$15.0k	5 Days
DEM Command Center (Honolulu)	Honolulu Department of Emergency Management Design & Construction of CCTV based Surveillance System	\$350 K	3 Mths
Capitol Surveillance (Honolulu)	Hawaii Public Safety Design & Construction of CCTV based Surveillance System	\$180 K	4 Mths
U.S. Arizona Memorial Surveillance & Security	Arizona Memorial Design & Construction Surveillance & Security System	\$30K	1 Mth





MASTER

SECTION 4: REDACTED TECHNICAL PROPOSAL (RFP SECTION 4.3.4)





SECTION 4. REACTED TECHNICAL PROPOSAL

CATEGORY 3 – CLOSED CIRCUIT TELEVISION SYSTEMS (CCTV)

Hawaiiya Technologies, Inc. proposes to provide goods and services for Category 3 – CLOSED CIRCUIT TELEVISION SYSTEMS (CCTV) for the State of Hawaii and California. Should the other participating states require similar types of services and products, HTI can work with local subcontractors to provide necessary

HTI will provide CCTV category to include, but, not be limited to the following goods and services:

4.1 RESPONSE TO SCOPE OF WORK

We propose to provide the following goods and services in support of this RFP.

4.1.1 All aspects of CCTV services

4.1.1.1 Design

HTI can provide as-built design of the system architecture, networking, and telecommunications plans based on its extensive experience creating these design documents. HTI can provide in-house Full size (24" x 36") "as-built" drawings and other required documentations as necessary. HTI can provide a PE Stamped drawing sets for government engineer's approval, construction, and archiving. HTI can provide complete design documentation for potential vendors to bid the installation of the system or HTI to install the system. HTI's own licensed PEs in Electrical, Civil, Structural, and Mechanical can perform to perform any/all design needs of this contract as it has done in the past for State of Hawaii CCTV projects. HTI has proven experience providing comprehensive design documentation to include all electrical, civil, structural, and mechanical work necessary to complete a CCTV system installation. Design of CCTV systems includes mobile systems (as we have done) as well as stand-alone renewable energy powered CCTV systems. Section 3.3 outlines HTI's design services based on its capability and experience.

4.1.1.2 Consulting

HTI will provide for both current and potential future CCTV services, provide support and assessment of CCTV surveillance needs, networking and telecommunication infrastructure, network traffic considerations relating to data, voice, and video; customized operations services relating to cabling, data centers, and compliance to Federal and State requirements. HTI can provide consulting services to generate engineering design documents for potential vendors to bid the installation of the system as well as to assess the needs and requirements of the system. Section 3.3 outlines HTI's consulting services based on its capability and experience.

4.1.1.3 Inspections

Working with individual agencies and as required by the using agency, HTI will provide and meet the rigorous engineering installation punch list. This is based on HTI's extensive experience working with Department of Transportation capital improvement projects. HTI performed both formal and informal inspections of CCTV installation systems for both State and Commercial customers. Below table shows a factory acceptance test matrix.

Table 4-1: Factory Acceptance Test Matrix

Systems	Factory Acceptance Test
Integrated System	On-site final acceptance system level testing per design document
3rd Party Hardware (Examples)	Off-the-shelf products. Factory Acceptance Test will not be performed. Warranties will be obtained in lieu of FAT
Cameras (PTZ & Fixed)	
Radios and its Antennas	
Radar & all associated hardware and software	
UPS for Sensors and subsystems	
Ethernet Switches	
Serial to Ethernet Converters	
Power Supplies	
Unmanaged Switches	





Network Switch POE	
Server, Computers, & Associated Hardware	
LED Display Monitors	
Software	
Network Management Software	Propose Alcatel-Lucent or other comparable
Radar Software	N/A
Video Management Software	TBD based on chosen system
Video Analytics Software (BRS Labs)	BRS Lab’s sample FAT procedure

4.1.1.4 *Installation of New Systems*

HTI can install new systems based on the design documentation, whether generated by HTI or generated by another design entity. HTI can install new products as listed in the next section. These installations require electrical, electronics, civil, structural, and mechanical work depending on the level and location of installation – State projects require more rigorous. Installation requirements while commercial customers do not require as stringent installation requirements, i.e., use of 3-16 SS mounts and brackets for ALL outdoor installations on State properties. DOT Harbors installations required extensive electrical, electronics and structural effort. With HTI’s licenses in all pertinent areas in-house (General Engineering & Building, Electrical, Electronics, Structural Steel), HTI can perform any/all installation tasks of new systems – to include mobile and stand-alone renewable energy powered systems.

4.1.1.5 *Removal of Existing Systems*

HTI can remove existing systems as per the agency needs. With HTI’s ABC license, it can bring on any/all subcontractors, to remediate potential Asbestos. As a licensed electrician, HTI can remove any/all electrical and electronics systems.

4.1.1.6 *Maintenance and Repair*

HTI provides comprehensive technical support here in Honolulu Hawaii with local technical team. HTI will coordinate with any/all third party vendors on-site to provide any/all technical support required. Third party vendors such as BRS Labs will provide Tier 3 support directly for its video analytics software. HTI employs a complete Field Operations Team, which is headed by a Project Manager, and technical installation via a dedicated System Engineer. HTI team is supplemented by Product Management and Product Engineering teams to ensure accurate compliance with technical specifications, scope of work, and/or value engineered features and capabilities identified to be important to the operational goals of WSCA.

Table 4-2: HTI’s Sample Action Items Description

Levels	Description
Tier 1	Receive the initial call, provide basic product diagnostics and resolution over the phone
Tier 2	Receive the initial call, provide advanced product diagnostics and resolution, then contact the vendor for technical support for either replacement or product
Tier 3	Provide on-site support with HTI personnel for technical support. Based on severity of the technical issue, HTI will respond within a set time period as per below:
Severity Level 1	Critical system problem in production environment halting the business operations: Response Time - One (1) business hour (For Honolulu - For neighbor islands, every effort will be made to provide the right technical support within 1 day)
Severity Level 2	Issue or critical problem that limits the full operation however with limited impact to the to the business: Response Time - Three (3) business hours (For Honolulu - For neighbor islands, every effort will be made to provide the right technical support within 1 day)
Severity Level 3	Issue or problem that compromises operation of the product: Response Time - Six (6) business hours (For Honolulu - For neighbor islands, every effort will be made to provide the right technical support within 2 days)
Severity Level 4	Issue or problem that does not compromise the operation of the product: Response Time – Eight (8) business hours (For Honolulu - For neighbor islands, every effort will be made to provide the right technical support within 3 days)





Table 4-3: HTI’s Sample Action Items Form

Systems Supported	Technical Support
Integrated System	Tier 3
3rd Party Hardware (Examples)	Tier 3
Cameras (PTZ & Fixed)	
Radios and its Antennas	
Radar & all associated hardware and software (if required)	
UPS for Sensors and subsystems	
Ethernet Switches	
Serial to Ethernet Converters	
Power Supplies	
Unmanaged Switches	
Network Switch POE	
Server, Computers, & Associated Hardware	
LED Display Monitors	
Software	
Network Management Software	HTI can be certified by 3 rd party vendors to provide Tier 3 Technical Support
Radar Software	Tier 3 based on model
Video Management Software	Up to Tier 3 depending on the chosen system
Video Analytics Software (BRS Labs)	Tier 2 (3 rd party vendor to provide Tier 3)
HTI Custom Software	Tier 3

Table 4-4: HTI’s Maintenance Plan

Requirement	Comments & Waiver
Respond on site to trouble calls within four (4) hours, including weekends and holidays.	Every effort will be made to respond within this time, but due to the geography of the State of Hawaii, where the State and local government agencies are spread over six (6) islands, it is not possible to respond to on site to trouble calls within four (4) hours.
Repair personnel must carry adequate hardware inventory to replace, repair, and/or maintain each system at the time dispatched	As part of the project, HTI keeps spare parts for critical items with the system at the customer’s site. If an item is not available, HTI will keep spares and adequate hardware inventory at its headquarters in Aiea, HI. Due to the geography of the State of Hawaii, where the State and local government agencies are spread over six (6) islands, it is not possible, the repair person may not be able to carry adequate hardware inventory, i.e., UPS as it will take time to schedule shipping with Young Brothers (only shipper in Hawaii) or other commercial shippers. Every effort will be made to provide the necessary systems at the time a repair person is dispatched.
Repair personnel must be prepared to provide an immediate replacement for defective equipment and shall not remove a defective unit without an immediate replacement.	As part of the project, HTI keeps spare parts for critical items with the system at the customer’s site. If an item is not available, HTI will keep spares and adequate hardware inventory at its headquarters in Aiea, HI. Due to the geography of the State of Hawaii, where the State and local government agencies are spread over six (6) islands, it is not possible, the repair person may not be able to carry adequate hardware inventory, i.e., UPS as it will take time to schedule shipping with Young Brothers (only shipper in Hawaii) or other commercial shippers. Every effort will be made to provide the necessary systems at the time a repair person is dispatched. Repair personnel will have commodity items at the time of trouble call, which can be used for immediate replacement.
Replacement and repair of equipment must be provided to a specific location, or within an assigned geographical area inside a location.	HTI will provide replacement and repair equipment to a specific location as per the contract.





4.1.1.7 *Integration of various systems*

Integration of various systems such as Cameras; Video Management System; and Video Analytics System are discussed in the next section, under products. Selection of the right subsystems will depend on a rigorous systems engineering design principals driven by overall system requirements. Selection of Cameras, Video Management System (VMS), and Video Analytics System (VAS) will be critical as the systems engineer must consider the total life cycle cost of these subsystems at the system level from design, to installations, to operations and maintenance, hence the unit price alone should not be the sole determining factor for the selection of these subsystems, nor a few selected performance parameters. Specifically, even if a product is superior to that of a competitive product today, if it requires a specialized trained engineer to configure and operate the system, perhaps the superior performance of the system may not warrant the potential increase in total life cycle cost of the total ownership cost of the system. HTI has EXTENSIVE experience conducting life cycle cost and cost benefit analyses for Naval Weapon systems. We propose to provide similar level of service to select the right subsystems in the context of the overall systems architecture – AND future maintenance and operations in Hawaii. With the fast moving and very competitive off-the-shelf camera, VMS, and VAS market, “Cadillac” sub-systems solutions may not be the best options, but a balanced total system architecture will be the right solution.

4.1.1.8 *Provide and install all related equipment and miscellaneous items*

HTI is a known system integrator and installer to include: all electrical, structural, and civil electrical and electronics activities necessary to complete install a CCTV system for local, state, and federal government customers. The most critical installation being electrical to include conduits, cables, and stainless steel fasteners and brackets, etc., that may be needed to complete work.

4.1.1.9 *Product Listing*

HTI proposes the following subsystems:

- 7) CCTV Network Cameras and associated accessories such as domes, brackets, etc. from Canon, Panasonic, and Avigilon are considered. A comprehensive list of products offered are shown in Section 5: COST.
- 8) Wireless network products and associated accessories from Proxim are listed in Section 5: COST.
- 9) Software products for both video management and analytics from Avigilon, Mileston, and BRS Labs – details listed in Section 5 COST.
- 10) Ancillary products such as CCTV video cards, i.e., Matrox video cards, and switches i.e., Moxa switches. These are commodity products whose prices change significantly depending on market conditions and technology advancements. HTI has used Matrox video cards and Moxa switches exclusively throughout its installations due to ease of use, installation, and extensibility of these for CCTV applications.
- 11) UPS/Batteries: A comprehensive list of batteries that can be used for UPS are listed in Section 5: COST.
- 12) Video Cards: Per the RFP requirements, next section will describe in detail, HTI’s proposed solution based on its extensive experience integrating video cards for various installations – from a \$15,000 four camera installations to \$3.5 million full command center and sensor installation.

Table 4-5: HTI’s Product Listing

Hardware	Software
Cameras (PTZ & Fixed)	Network Management Software
Radios and its Antennas	Radar Software
Radar & all associated hardware and software (if required)	Video Management Software
Power Supplies & UPS for Sensors and subsystems	Video Analytics Software
Ethernet Switches, Unmanaged Switches, & Network Switch POE	HTI Custom Software
Serial to Ethernet Converters	
Server, Computers, & Associated Hardware	
LED Display Monitors	
HTI Mobile Command Center	





4.2 REPORTING

4.2.1 PARTICIPATING STATE:

HTI proposes to provide goods and services to the State of Hawaii as its primary market. Additional states may be added with the consent of HTI and State of Nevada through execution of a Participating Addendum as per Attachment P. The cost of providing the goods and services will be renegotiated at the time of Participating Addendum for each state. The amount of reporting for the other states will vary depending on addition of vendors to install the systems.

4.2.1.1 Amount of spend for each state agency;

Total reporting will be limited to less than 1% of total contract value for routine reporting. If a State requires more extensive reporting requirements, then the total will be renegotiated based on the amount of reporting required. The estimate will be based on Department of Defense’s DCAA acceptable OH and G&A rates.

4.2.1.2 Amount of spend for each political subdivision, including each University

Total reporting will be limited to less than than 1% of total contract value. If a State requires more extensive reporting requirements, then the total will be renegotiated based on the amount of reporting required. The estimate will be based on Department of Defense’s DCAA acceptable OH and G&A rates.

4.2.1.3 Inspection, installation, and service reports per building

Inspection, installation, and service reports per building reporting will be limited to less than 1% of total contract value for routine reporting. If a State requires more extensive reporting requirements, then the total will be renegotiated based on the amount of reporting required. The estimate will be based on Department of Defense’s DCAA acceptable OH and G&A rates.

4.2.1.4 Custom reports

If a State requires more extensive reporting requirements, then the total will be renegotiated based on the amount of reporting required. The estimate will be based on Department of Defense’s DCAA acceptable OH and G&A rates.

4.2.1.5 Other

HTI agrees that all of the above reporting requirements are subject to each Participating State’s discretion, specifically the State of Hawaii. HTI agrees that individual State reports do not replace the reports required in Section 2.2, Reporting Requirements of RFP 3047, but rather supplement the reporting requirements.

4.2.2 WSCA-NASPO REQUIREMENTS

4.2.2.1 Quarterly Reports

At the conclusion of each calendar quarter, HTI will remit a sales summary report directly to the WSCA-NASPO Cooperative Development Team Data Analyst in the format provided (see Attachment U, Reporting Form). This report will be submitted no later than 30 days following the end of the calendar quarter.

Table 4-6: HTI’s Quarterly Report Due Dates

1st Quarter	January ~ March	Due by April 30th
2nd Quarter	April ~ June	Due by July 31st
3rd Quarter	July ~ September	Due by October 31st
4th Quarter	October ~ December	Due by January 31st

HTI Certifies that reports will be sent to both Ms. Ronda Miller, Nevada State Purchasing Contract Administrator, at rlmiller@admin.nv.gov, and WSCA-NASPO Cooperative Data Analyst Mr. Richard Carlson at rcarlson@wsca-naspo.org





MASTER

SECTION 5: COST (RFP SECTION 4.3.5)





SECTION 5. COST

5.1 ATTACHMENT G: COST SCHEDULE

RFP 3047 ~ Pricing Schedule
Projects under \$100,000.00 (not prevailing wage)

EACH PARTICIPATING STATE WILL NEGOTIATE TRAVEL/MOBILIZATION COSTS
ALL COST ASSOCIATED BELOW TO INCLUDE SHIPPING

Vendor Name	<u>Hawaiya Technologies, Inc.</u>
State Proposing on:	<u>Hawaii</u>
Normal Business Hours (8:00 A.M. to 5:00 P.M., M-F)	<u>\$85.00/Hour</u>
After Hours (5:01 P.M. to 7:59 A.M., M-F)	<u>\$114.75/Hour</u>
Weekend/Holiday Hours	<u>\$157.25/Hour</u>

Other miscellaneous labor costs, note type and rate per hour (if applicable).

- a. Transportation at Cost plus 8%
- b. Shipping Costs plus 8%
- c. Lodging and Per Diem based on GSA local per diem rate plus 8%
- d. Rental Equipment at Cost plus 8%
- e. Permits at Cost plus 8%
- f. Other Direct Cost plus 15%

Warranty/maintenance/service done by	<u>Hawaiya Technologies, Inc.</u>
Contact name and phone number	<u>Kelvin Ogata (808) 944-0913</u>
Response time for repairs during warranty period	<u>8 Hours Monday-Friday 8 AM – 5 PM for Honolulu. Neighbor Island based on availability of flights, rental cars, rental equipment, and access to government facilities.</u>
Response time for repairs after warranty period	<u>1 Business Day Monday-Friday 8 AM – 5 PM for Honolulu. Neighbor Island based on availability of flights, rental cars, rental equipment, and access to government facilities.</u>
Emergency response time	<u>4 hours during warranty period for Honolulu. Outside of warranty period, charge will be at the applicable rate. Neighbor Island based on availability of flights, rental cars, rental equipment, and access to government facilities. Additional costs for neighbor islands based on other miscellaneous costs as stated above</u>
Non-emergency response time	<u>1 Business Day Monday - for Honolulu. Neighbor Island based on availability of flights, rental cars, rental equipment, and access to government facilities. Additional costs for neighbor islands based on other miscellaneous costs as stated above</u>

(Attach additional sheets if necessary)

Estimated Completion Date:

Indicate the estimated completion date for any project with an estimated cost of \$100,000.00 or more:

To be Determined based on each project





RFP 3047 ~ Pricing Schedule Maintenance Work (Non-Warranty)

EACH PARTICIPATING STATE WILL NEGOTIATE TRAVEL/MOBILIZATION COSTS
ALL COST ASSOCIATED BELOW TO INCLUDE SHIPPING

Vendor Name	<u>Hawaii Technologies, Inc.</u>	
State Proposing on:	<u>Hawaii</u>	
Normal Business Hours (8:00 A.M. to 5:00 P.M., M-F)		<u>\$85.00/</u> Hour
After Hours (5:01 P.M. to 7:59 A.M., M-F)		<u>\$114.75/</u> Hour
Weekend/Holiday Hours		<u>\$157.25/</u> Hour
Costs for Maintenance and Monitoring	\$ _____	/Month
Materials percentage mark-up (Receipts for materials may be required by using agency to be submitted with invoice)	_____	30%
Other cost (Provide detail)	_____	Transportation at Cost Plus 8%
Other cost (Provide detail)	_____	Lodging & Per Diem at Cost Plus 8%
Other cost (Provide detail)	_____	Rental Equipment at Cost plus 8%
Other cost (Provide detail)	_____	Other Direct Cost plus 15%





5.2 COST PROPOSAL CERTIFICATION OF COMPLIANCE: ATTACHMENT H

ATTACHMENT H ~ COST PROPOSAL CERTIFICATION OF COMPLIANCE WITH TERMS AND CONDITIONS OF RFP 3047

I have read, understand and agree to comply with *all* the terms and conditions specified in this Request for Proposal.

YES _____ I agree to comply with the terms and conditions specified in this RFP.
NO X I do not agree to comply with the terms and conditions specified in this RFP.

If the exception and/or assumption require a change in the terms in any section of the RFP, the contract, or any incorporated documents, vendors *must* provide the specific language that is being proposed in the tables below. If vendors do not specify in detail any exceptions and/or assumptions at time of proposal submission, the State will not consider any additional exceptions and/or assumptions during negotiations.

Note: Only cost exceptions and/or assumptions should be identified on this attachment. Do not restate the technical exceptions and/or assumptions on this attachment.

Hawaiiya Technologies, Inc.

Company Name

Mun-Won Chang

Signature

Mun-Won Chang

Print Name

July 8, 2013

Date

Vendors MUST use the following format. Attach additional sheets if necessary.

EXCEPTION SUMMARY FORM

EXCEPTION #	RFP SECTION NUMBER	RFP PAGE NUMBER	EXCEPTION (Complete detail regarding exceptions must be identified)
001	3.1.7.2	20	Payment of invoices must be made within 30 days
002	4.3.5.1	29	Detailed fixed prices cannot be listed as shipping costs to the State of Hawaii cannot be accurately determined.. Also, because of the geography of Hawaii, travel costs to neighbor islands must be incorporated. Details of the costs are outlined in the proposal.
003	4.3.5.1	29	Product costs are based on MSRP as of June 2013. MSRP costs of these products will change each year during the duration of the contract. Shipping costs are not included in the MSRP. Shipping cost is separate and will be provided when an order is placed.
004	4.3.5.1	29	Warranties of products will be based on the manufacturer's warranties. Additional years of warranties must be purchased separately.

ASSUMPTION SUMMARY FORM

ASSUMPTION #	RFP SECTION NUMBER	RFP PAGE NUMBER	ASSUMPTION (Complete detail regarding assumptions must be identified)





5.2.1 Pricing Schedule

Below pricing schedule is based on vendor’s MRSP pricing as of July 2013. These prices are subject to change based on the vendor’s MSRP published rates. HTI is proposing percentages below MSRP. All products except for Avigilon are listed in this section. HTI will provide Avigilon’s published prices as a part of the contract package. These prices do not include shipping costs as shipping costs will vary depending on the location of the project, specifically Hawaii. HTI will minimize shipping costs when possible. Standard shipping costs to Hawaii and other locations can be assumed.

Table 5-1: Product Listing

Items	Sources	Pricing (Percentage below MSRP)
Cameras (PTZ & Fixed)	Canon	27%
	Panasonic	28%
	Axis	20%
	Avigilon	25%
Radios and its Antennas	Proxim	25%
	Firetide	25%
Power Supplies & UPS	Power Sonic	25%
Ethernet, Unmanaged, & Network Switches POE	Various	0% (To be negotiated)
Serial to Ethernet Converters	Various	0% (To be negotiated)
Server, Computers, & Associated Hardware	Various	10%
LED Display Monitors	Various	0% (To be negotiated)
HTI Mobile Command Center	HTI	Custom Item
Network Management Software	Various	0% (To be negotiated)
Radar Software	Various	0% (To be negotiated)
Video Management Software	Milestone	20%
	Avigilon	No Cost (comes with Camera)
	Axis	No Cost (comes with Camera)
Video Analytics Software	BRS Labs	20%
HTI Custom Software	HTI	Custom Item
Radar & all associated hardware and software (if required)	Various	0% (To be negotiated)

Table 5-2: Canon Products

Canon Network Video Solutions:	
VB-H41	\$ 1,899.00
VB-H610VE	\$ 1,015.00
VB-H610D	\$ 830.00
VB-H710F	\$ 760.00
VB-M40	\$ 1,355.00
VB-M600VE	\$ 915.00
VB-M600D	\$ 740.00
VB-C60	\$ 1,195.00
VB-C300	\$ 610.00
VC-C50I	\$ 610.00
VC-C50IR	\$ 610.00
A-SWD5C	\$ 85.00
A-SWD5T	\$ 85.00
A-SWD5CHB	\$ 149.00
A-SWD5THB	\$ 149.00
A-SWD5ZC	\$ 134.00
A-SWD5ZT	\$ 134.00
A-SWD5VC	\$ 168.00
A-SWD5VT	\$ 168.00





A-SWD5VCHB	\$ 225.00
A-SWD5VTHB	\$ 225.00
A-SWD5WB	\$ 69.00
A-SWD5ZWB	\$ 134.00
A-SWD5ZWB-2	\$ 35.00
A-SWD5ZSWB600	\$ 154.00
A-SWD5CA	\$ 69.00
A-SWD5BH2	\$ 56.00
SS40-S-VB	\$ 61.00
SS40-B-VB	\$ 61.00
PS600-VB	\$ 22.00
SS60-S-VB	\$ 25.00
SS60-B-VB	\$ 25.00
A-ID5C5	\$ 88.00
A-ID5T5	\$ 88.00
A-ID7CF	\$ 118.00
A-ID7TF	\$ 118.00
DR40-C-VB	\$ 134.00
DR40-S-VB	\$ 134.00
SR600-VB	\$ 76.00
VB-RD51S-S	\$ 88.00
VB-RD51S-C	\$ 88.00
VB-RD41S-S	\$ 69.00
VB-RD41S-C	\$ 69.00
SR-500-S-VB	\$ 62.00
A-OH15F	\$ 109.00
A-OH15FBHSET-S(OW)	\$ 185.00
A-OH15FBHSET(OW)	\$ 150.00
A-CA15G	\$ 25.00
A-SY15	\$ 30.00
HU600-VB	\$ 149.00
A-PS2412	\$ 69.00
A-PS2412SWD5	\$ 69.00
A-VC50BRK	\$ 20.00
A-VSM4TL	\$ 15.00
WP500-VB	\$ 27.00
WA500-VB	\$ 27.00
WC500-VB	\$ 27.00
RS-232C	\$ 8.00
VC-EX3	\$ 64.00
PA-V16	\$ 35.00
PA-V17	\$ 35.00
WL-37	\$ 59.00
WL-V5	\$ 17.00





Table 5-3: Panasonic Products

Part #	Description	
PAN-WJHDE4002000T2	2TB HDD EXPANSION UNIT FOR WJND400, WJH	\$4,309.10
PAN-WJND4002000DVR	64 CHANNEL NETWORK DISK RECORDER,2TB	\$9,691.76
PAN-WVQ106	Embedded Ceiling Mount for CS574 Dome Ca	\$155.50
PAN-WVCW964	WEATHER PROOF, SDIIL, OUTDOO	\$2,725.71
PAN-WVSVCS1EXT1Y	1 Year Extended Warranty - Security Came	\$19.06
PAN-WVSVCS1EXTAPOS1Y	1 Year Extended Warranty - Security Came	\$25.43
PAN-WVSVCS2EXT1Y	1 Year Extended Warranty - Security Came	\$31.77
PAN-WVSVCS2EXTAPOS1Y	1 Year Extended Warranty - Security Came	\$44.49
PAN-WVSVCS3EXT1Y	1 Year Extended Warranty - Security Came	\$50.83
PAN-WVSVCS3EXTAPOS1Y	1 Year Extended Warranty - Security Came	\$63.54
PAN-WVSVCS4EXT1Y	1 Year Extended Warranty - Security Came	\$76.26
PAN-WVSVCS4EXTAPOS1Y	1 Year Extended Warranty - Security Came	\$95.31
PAN-WVSVCS5EXT1Y	1 Year Extended Warranty - Security Came	\$97.86
PAN-WVSVCS5EXTAPOS1Y	1 Year Extended Warranty - Security Came	\$120.74
PAN-WVSVCS6EXT1Y	1 Year Extended Warranty - Security Came	\$127.09
PAN-WVSVCS6EXTAPOS1Y	1 Year Extended Warranty - Security Came	\$152.50
PAN-WVSVCS7EXT1Y	1 Year Extended Warranty - Security Came	\$158.87
PAN-WVSVCS7EXTAPOS1Y	1 Year Extended Warranty - Security Came	\$184.27
PAN-WVSVCS8EXT1Y	1 Year Extended Warranty - Security Came	\$222.41
PAN-WVSVCS8EXTAPOS1Y	1 Year Extended Warranty - Security Came	\$254.19
PAN-WVSVCS12EXT1Y	1 Year Extended Warranty - Security Came	\$317.73
PAN-WVSVCS12EXTAPOS1Y	1 Year Extended Warranty - Security Came	\$349.50
PAN-WVSVCS9EXT1Y	1 Year Extended Warranty - Security Came	\$349.50
PAN-WVSVCS9EXTAPOS1Y	1 Year Extended Warranty - Security Came	\$381.27
PAN-WVSVCS10EXT1Y	1 Year Extended Warranty - Security Came	\$508.37
PAN-WVSVCS10EXTAPOS1Y	1 Year Extended Warranty - Security Came	\$546.49
PAN-WVSVCS11EXT1Y	1 Year Extended Warranty - Security Came	\$603.69
PAN-WVSVCS11EXTAPOS1Y	1 Year Extended Warranty - Security Came	\$648.17
PAN-WVSC386	1.3 MEGAPIXEL INDOOR PTZ 36X OPTICAL H.2	\$2,544.80
PAN-WVSW155M	1.3MP Vandal-Resistant Network Camera w/	\$577.14
PAN-WVCL934	1/2" CCD D/N CAMERA W/ABS	\$1,031.67
PAN-WVCL930	1/2" CCD HI PERFORMANCE CAMERA	\$1,031.67
PAN-PLAMP2206	1/3 "" MP AUTO IRIS, 2.2-6 MM, F 1.3	\$221.27
PAN-PLZ1533	1/3 CS-Mount 15-50mm, F=1.5, Vari-Focal	\$134.46
PAN-WVLA4R5C3B	1/3" AI, F1.2, 4.5MM WA	\$105.76
PAN-PLM12MP12010	1/3" Mega pixel lens, M12 mount, 12mm, 1	\$179.41
PAN-PLM12MP02810	1/3" Mega pixel lens, M12 mount, 2.8mm,	\$209.33
PAN-PLM12MP06010	1/3" Mega pixel lens, M12 mount, 6.0mm,	\$135.97
PAN-WJHDE40010000T2DVR	10TB WJHDE Expansion unit	\$7,610.47
PAN-WJHDE40012000T2DVR	12 TB HDD Expansion Unit for WJND400, WJ	\$8,436.54
PAN-PLCD15V	15" LCD monitor, 1024 x 768	\$542.76
PAN-GPCA82215	15m Cable for GPKS622	\$488.91
PAN-WJNV2003000T3	16 Ch NVR w/ 1 x 3TB HDD	\$2,692.54
PAN-WJNV2006000T3	16 Ch NVR w/ 2 x 3TB HDD	\$2,949.99
PAN-WJNV200V3000T3	16 Ch NVR w/ DVD burner and 1 x 3TB HDD	\$3,198.19
PAN-WJHD7164000DVR	16 CH REAL TIME H.264 DIGITAL DISK	\$7,523.76
PAN-WJHD7168000T2DVR	16 CH REAL TIME H.264 DVR, 8 TB STORAGE	\$8,528.51
PAN-WJHD7164000T2	16 CH REALTIME DVR, 4TB	\$6,877.84
PAN-WJPB85M16	16 CH VIDEO OUTPUT BRD	\$638.44
PAN-WJHD316A9000V	16 CHAN DVR W/9TB HRD DRV	\$22,427.71
PAN-WJHD71626000T2	16 Channel Dgial Video Recorder, 16 vid	\$19,440.34
PAN-WJHD316A1500V	16 CHANNEL DR 1500GB	\$8,085.93
PAN-WJHD316A6000T	16 CHANNEL DVR	\$10,152.29
PAN-WJHD6168000T2DVR	16 CHANNEL H.264 DIGITAL DISK RECORDER	\$7,565.61





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Hawaiiya Technologies, Inc.

WSCA-NASPRO RFP 3047

PAN-WJHD6164000DVR	16 Channel H.264 Digital Video Recorder,	\$6,285.74
PAN-WJHD6166000T2DVR	16 Channel H.264 Digital Video Recorder,	\$6,740.27
PAN-WJHD7164000T2DVR	16 CHANNEL H.264 DVR 4TB	\$6,877.84
PAN-WJHD7162000DVR	16 CHREAL TIME H.264 DIGITAL DISK RECORD	\$6,267.80
PAN-POH1500	16" IN/OUTDOOR HOUSING	\$131.44
PAN-WJHD61612000T3	16ch h.264 dig vid rec 12tb cap	\$7,703.17
PAN-WJHD6163000T3	16ch h.264 dig video recorder 3tb cap	\$5,098.56
PAN-WJHD71612000T3	16ch real time h.264 dvr 12tb cap	\$8,734.84
PAN-WJHD7163000T3	16ch real time h.264 dvr 3tb cap	\$6,396.39
PAN-WJHD6168000T2	16CH REAL TIME H.264 DVR 8TB HD	\$7,565.61
PAN-WJHD6162000T2	16ch, 2TB DVR 240IPS	\$4,814.49
PAN-WJHD7162000T2	16ch, 2TB DVR 480IPS	\$6,052.50
PAN-WJHD61626000T2	16-channel H.264 Digital Video Recorder	\$18,477.46
PAN-WJHDE40018000T2	18TB expansion unit for ND400 2TB Base	\$10,911.83
PAN-WJGXE100	1-channel H.264 video encoder	\$313.99
PAN-WJND40028000T2DVR	2 64CH NVR, 2TB base HDD	\$23,472.86
PAN-WVSVCS1EXT2Y	2 Years Extended Warranty - Security Cam	\$36.86
PAN-WVSVCS1EXTAPOS2Y	2 Years Extended Warranty - Security Cam	\$43.20
PAN-WVSVCS2EXT2Y	2 Years Extended Warranty - Security Cam	\$61.00
PAN-WVSVCS2EXTAPOS2Y	2 Years Extended Warranty - Security Cam	\$73.70
PAN-WVSVCS3EXT2Y	2 Years Extended Warranty - Security Cam	\$99.13
PAN-WVSVCS3EXTAPOS2Y	2 Years Extended Warranty - Security Cam	\$111.83
PAN-WVSVCS4EXT2Y	2 Years Extended Warranty - Security Cam	\$146.14
PAN-WVSVCS4EXTAPOS2Y	2 Years Extended Warranty - Security Cam	\$165.21
PAN-WVSVCS5EXT2Y	2 Years Extended Warranty - Security Cam	\$190.63
PAN-WVSVCS5EXTAPOS2Y	2 Years Extended Warranty - Security Cam	\$216.06
PAN-WVSVCS6EXT2Y	2 Years Extended Warranty - Security Cam	\$228.76
PAN-WVSVCS6EXTAPOS2Y	2 Years Extended Warranty - Security Cam	\$254.19
PAN-WVSVCS7EXT2Y	2 Years Extended Warranty - Security Cam	\$285.94
PAN-WVSVCS7EXTAPOS2Y	2 Years Extended Warranty - Security Cam	\$311.37
PAN-WVSVCS8EXT2Y	2 Years Extended Warranty - Security Cam	\$413.04
PAN-WVSVCS8EXTAPOS2Y	2 Years Extended Warranty - Security Cam	\$444.81
PAN-WVSVCS12EXT2Y	2 Years Extended Warranty - Security Cam	\$571.90
PAN-WVSVCS12EXTAPOS2Y	2 Years Extended Warranty - Security Cam	\$603.69
PAN-WVSVCS9EXT2Y	2 Years Extended Warranty - Security Cam	\$603.69
PAN-WVSVCS9EXTAPOS2Y	2 Years Extended Warranty - Security Cam	\$635.44
PAN-WVSVCS10EXT2Y	2 Years Extended Warranty - Security Cam	\$889.63
PAN-WVSVCS10EXTAPOS2Y	2 Years Extended Warranty - Security Cam	\$927.76
PAN-WVSVCS11EXT2Y	2 Years Extended Warranty - Security Cam	\$1,048.50
PAN-WVSVCS11EXTAPOS2Y	2 Years Extended Warranty - Security Cam	\$1,092.99
PAN-PLAMP2808	2.8-8mm lens for WVNW502S	\$155.50
PAN-WVLD2000	20" PLASTIC CABINET LCD MONITOR	\$1,015.81
PAN-PLCD20P	20" PREMIUM LCD 1600X1200,2XBNC	\$949.44
PAN-PLCD24HD	24 INCH LCD MONITOR	\$1,547.51
PAN-WJHDE40027000T3	27TB EXP UNIT FOR SELECT DVR/NVR SERIES	\$11,477.01
PAN-GPCA1622	2m Cable f/GP-KS162CUD, GP-KS162HD	\$210.81
PAN-CANISTER2000	2TB CANISTER F/ND400,HD616 AND HD716 REC	\$825.34
PAN-PWD2002FYPS	2TB HDD Without Canister	\$756.56
PAN-MRMRAANTIVIB	3-axis anti-Vibration/Shock kit	\$179.41
PAN-MRMRAANTIVIBWMP	3-axis anti-Vibration/Shock kit with mou	\$305.01
PAN-RRM30	3-Channel FM video rack card receiver –	\$713.20
PAN-RTM30	3-Channel FM video rack card transmitter	\$713.20
PAN-PWD30EZR	3TB HDD FOR WJNV200 SERIES	\$447.06
PAN-CANISTER3000	3TB HDD Kit for WJ-HD616/716 DVR and WJ-	\$968.87
PAN-MR404C	4 channel FM video module receiver - mul	\$1,217.09
PAN-MT404C	4 channel FM video module transmitter -	\$1,217.09
PAN-RR404C	4 channel FM video rack card receiver -	\$1,217.09





PAN-RR440	4 channel FM video rack card receiver -	\$1,438.36
PAN-RT404C	4 channel FM video rack card transmitter	\$1,217.09
PAN-RT440	4 channel FM video rack card transmitter	\$1,438.36
PAN-TCP42830	42 inch monitor (1080p)	\$974.86
PAN-TCP42X3	42 inch monitor (720 p)	\$792.44
PAN-PLCD42HD	42" High Def LCD monitor	\$2,558.26
PAN-PLZ510	5.0 - 50.0mm VF length, AI, day/night	\$128.41
PAN-ST500REM	500 GB HDD with cartridge	\$343.89
PAN-WJCA65L20K	6.6 FOOT EXPANSION CBLE	\$786.47
PAN-WJND40011000DVR	64 CH NETWORK DISK RECORDER 11TB	\$18,832.49
PAN-WJND40013000DVR	64 CH NETWORK DISK RECORDER 13TB	\$20,088.46
PAN-WJND40014000DVR	64 CH NETWORK DISK RECORDER 14TB	\$20,716.46
PAN-WJND40015000DVR	64 CH NETWORK DISK RECORDER 15TB	\$21,343.00
PAN-WJND40016000DVR	64 CH NETWORK DISK RECORDER 16TB	\$21,973.89
PAN-WJND40017000DVR	64 CH NETWORK DISK RECORDER 17TB	\$22,598.97
PAN-WJND40018000DVR	64 CH NETWORK DISK RECORDER 18TB	\$23,235.67
PAN-WJND4005000DVR	64 CH NETWORK DISK RECORDER 5TB	\$11,577.19
PAN-WJND40010000DVR	64 CH NETWORK DISK RECORDER TB CAP	\$17,941.99
PAN-WJND40012000DVR	64 CH NETWORK DISK RECORDER,12 TB	\$19,460.47
PAN-WJND4003000DVR	64 CHANNEL NVR 3 TB	\$10,319.73
PAN-WJHDE300640	640 GB HD EXPAN F/WJHD300 SERIES	\$3,558.53
PAN-WJND40010000T2DVR	64ch 10TB DVR 2TB bases HDD's	\$12,561.01
PAN-WJND40018000T2	64ch 18TB (2TB HDD's) NVR I-Pro	\$15,862.37
PAN-WJND4009000DVR	64CH NETWORK DISK RECORDER 9TB	\$14,090.59
PAN-WJND4008000DVR	64CH NETWORK RECORDER 8TB	\$14,254.49
PAN-WJND4004000T2	64CH NVR H.264 4TB (2TB BASE HDD)	\$10,085.00
PAN-WJND4008000T2	64CH NVR H.264 8TB (2TB BASE HDD)	\$11,735.67
PAN-WJND40012000T2DVR	64CH NVR, 12TB (2TB BASE HDD)	\$13,386.36
PAN-WJND40013500V	64CH NVR, 13.5TB W/1.5TB Canisters	\$14,932.37
PAN-WJND40014000T2DVR	64CH NVR, 14TB w/2TB HDD	\$14,211.70
PAN-WJND40016000T2DVR	64CH NVR, 16TB (2TB BASE HDD)	\$15,037.03
PAN-WJND40018000T2DVR	64CH NVR, 18TB (2TB BASE HDD)	\$15,862.37
PAN-WJND4002000T2	64CH NVR, 2TB base HDD	\$9,259.66
PAN-WJND40036000T2DVR	64CH NVR, 36TB (2TB HDD'S)	\$26,774.20
PAN-WJND4004000T2DVR	64CH NVR, 4TB (2TB BASE HDD)	\$10,084.99
PAN-WJND4006000T2DVR	64CH NVR, 6TB (2TB BASE HDD)	\$10,910.34
PAN-WJND4008000T2DVR	64CH NVR, 8TB (2TB BASE HDD)	\$11,735.67
PAN-WJND40036000T2	64ch, 36TB NVR 2TB Base HDD's	\$26,774.20
PAN-WJHD7166000T2DVR	6TB 480 IPS DVR, H.264	\$7,703.20
PAN-BLVP104P	720P HD H.264 Electronic Day Night Cube	\$173.01
PAN-WVST165	720P HD Indoor Pan-Tilting Network Camer	\$523.30
PAN-WVSW314	720P HD Outdoor Network Camera with Supe	\$825.34
PAN-WVSW316	720P HD Outdoor Network Camera with Supe	\$1,089.99
PAN-WVSW316L	720P HD Outdoor Network Camera with Supe	\$1,279.87
PAN-WVSW175	720P HD Outdoor Pan-Tilting Network Came	\$642.93
PAN-BLVT164P	720P HD Pan Tilt Cube Camera	\$217.34
PAN-PMEH8A	8" FIXED CAMERA WEDGE HOUSING	\$267.64
PAN-PLCD8C	8" LCD Monitor, 800 X 600, 500:1	\$412.67
PAN-WVST162	800x600 SVGA Indoor Pan-Tilting Network	\$447.06
PAN-WVSW172	800x600 SVGA Outdoor Pan-Tilting Network	\$566.67
PAN-MRR880	8-channel video module/rack card receive	\$3,567.50
PAN-MRT880	8-channel video module/rack card transmi	\$3,567.50
PAN-WVCM1020	9" Color CCTV Monitor	\$523.30
PAN-PLAMP922	9-22mm megapixel 1/3 inch lens	\$122.61
PAN-NOJEGJ000005	AC ADAPTOR	\$306.34
PAN-NOJEGK000002	AC ADAPTOR POER SUPPLY BOARD	\$293.21
PAN-YWKP30S31SJT	AC CORD FOR ADAPTOR	\$82.94





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PAN-MRMRAPWRADP	AC POWER ADAPTER 120W 19V/6.3A	\$59.81
PAN-N0JEGK000001	ADAPTER, PANASONIC	\$359.79
PAN-WJNVF20	AI Expansion Kit for WJNV200 Series Reco	\$962.90
PAN-PWM20G	ALUMINUM GOOSENECK WALL MT BRACKET	\$108.77
PAN-WVCP300	ANALOG BOX CAMERA SIMPLE DAY/NIGHT 650TV	\$151.01
PAN-WVCP304	ANALOG BOX CAMERA SIMPLE DAY/NIGHT 650TV	\$151.01
PAN-WVCP314	ANALOG BOX CAMERA TRUE D/N 650TVL 24VAC/	\$161.49
PAN-WVCP310	ANALOG BOX CAMERA TRUE DAY/NIGHT 650TVL	\$161.49
PAN-WVCP620	Analog Box, Super Dynamic 6, Day/Night F	\$411.19
PAN-WVCP624	Analog Box, Super Dynamic 6, Day/Night F	\$411.19
PAN-WVASE204	ASM200 Extension that adds functionality	\$1,092.99
PAN-WVASE203	ASM200 Extension that adds recording cap	\$639.94
PAN-WVASE202	ASM200 Extension to increase to 64 scree	\$639.94
PAN-WXC3010	ATTUNE CENTER MODULE	\$1,958.70
PAN-9A0A0191AAYS	Base Cover for the WV-NW502S	\$204.63
PAN-BBHCH2P	Black Aluminum Pole Mount Bracket	\$53.13
PAN-WJHDE400K	Blank HDD Expansion Unit	\$3,483.77
PAN-BBHCH280RP	BLOWER CAMERA POWER	\$844.21
PAN-NYPD1BUNDLE	BL-VP101P---VGA / 640 x 480 H.264 Netwo	\$519.51
PAN-NYPD2BUNDLE	BL-VP104WP---HD / 1,280 x 720 H.264 Wir	\$943.64
PAN-NYPD3BUNDLE	BL-VT164WP---HD / 1,280 x 720 Pan-tilt	\$1,521.37
PAN-PTP1003M	BNC/Twisted pair video baluns	\$56.49
PAN-PPMF12D	BRACKET PENDANT MOUNT FOR POD7C HOUSING	\$123.89
PAN-BBHCH2R	Camera Corner Mounting Kit	\$73.06
PAN-WVCW484S22	CAMERA PACKAGE 1/3" LENS 2.2MM	\$678.81
PAN-071003400100	CD, NTLX 3.1 RCVRV, 2/2 WPG	\$2.84
PAN-WVQ151C	CEILING FLASH CLEAR DOME	\$192.87
PAN-TYCE42PS7	Ceiling Mount - 37", 42" & 50" models	\$896.30
PAN-PHM260	Ceiling mount bracket, lightweight alumi	\$77.06
PAN-WVQ166	CEILING MOUNT F/WVCW484	\$222.79
PAN-TCP50S2	Class Viera S2 Series 1080p Plasma	\$1,254.46
PAN-WVCW4C	CLEAR DOME COVER F/WVCW484F/S	\$42.74
PAN-WVQ156C	Clear Indoor Dome Cover for WV-SC385	\$114.83
PAN-PIC484L2	clr/bw indoor fixed camera pak	\$758.06
PAN-PIC484L5	clr/bw indoor fixed camera pak	\$832.07
PAN-POS954D	CLR/BW OUTDR DM CAM PAK	\$2,455.09
PAN-GPAD22TA	C-Mount Adaptor f/GP-KS162CUD, GP-KS162H	\$50.39
PAN-BYHPE11KT	Coax to LAN Converter with PoE	\$664.29
PAN-BYHPE11KTA	Coaxial-LAN Converter, PoE supply for IP	\$447.06
PAN-WVCW244S09	Color Analog Vandal Dome, O/D, w/ 9-22mm	\$517.33
PAN-WVCW244S15	COLOR DOME OUTDOOR VP 15-50MM LENS	\$541.26
PAN-POCSP302L2	Color fixed camera package: WV-SP302, 2.	\$843.27
PAN-POCSP302L5	Color fixed camera package: WV-SP302, 5.	\$879.17
PAN-POCSP509LMP24	COLOR FIXED CAMERA PKG WVSP509/PLAMP2406	\$1,314.27
PAN-POCSP509LMP05	COLOR FIXED CAMERS PKG WVSP509/PLAMP0550	\$1,369.59
PAN-PIC254L5DA	COLOR INDOOR DOME CAMERA PKG	\$571.16
PAN-POCNP244L5	Color indoor/outdoor fixed camera packag	\$950.93
PAN-POC254L2DW	COLOR OUTDOOR FX CAMERA PACK	\$828.33
PAN-WJHD316A1500EX	COMBO PKGE: 16 CH DVR W/ 1500GB	\$9,261.79
PAN-GPKS822CU15	Contrl Unit for 1/2 Micro Head 15m cbl	\$783.49
PAN-GPKS822CU	Control Unit f/1/2" Microhead DSP Camera	\$783.49
PAN-PACA2B	Corner mount bracket, beige	\$90.64
PAN-WVCP484	D/N Hi Res Camera	\$529.30
PAN-PIC254L2DA-B	D/N INDOOR FIXED CAMERA PAK	\$529.30
PAN-POC254L2	D/N OTDR FIXED CAMERA PAK, HSG	\$605.56
PAN-POC254L2D	Day/Night Outdoor Fixed Camera Pak, WV-C	\$828.33
PAN-POC254L5D	Day/Night Outdoor Fixed Camera Pak, WV-C	\$868.70





PAN-WVQ105	DIRECT CEILING MOUNT FOR CS854&CS574	\$98.20
PAN-POD7CN	Dome Housing, Outdoor, 7" Pend MT	\$515.84
PAN-V7CA0559A4	Dome lens gasket for wvcw474s	\$12.63
PAN-KXFAD462	Drum Cartridge Replacement for KX-MB2000	\$113.31
PAN-WJHDB611	DVDRW FOR HD616/716 RECORDERS	\$357.34
PAN-WVCW504F	DYNAMIC 5 VNDL RES FXD DOME	\$424.63
PAN-WVQ126	EMBEDDED CEILING MOUNT BRACKET FOR WV-Q1	\$149.57
PAN-WVQ155S	Embedded Ceiling Mount Brackets	\$192.89
PAN-WVQ155C	Embedded Ceiling Mount Brackets for WV-S	\$192.89
PAN-WVQ116	EMBEDED CEILING MOUNT F/WVCS954	\$212.31
PAN-WVQ167	EMEDDED CEILING MOUNT BRACKET	\$104.24
PAN-POH1100NWME	Environmental IP66 housing with feed-thr	\$381.27
PAN-POH1100NWM	Environmental IP66 housing with feed-thr	\$482.94
PAN-WJPB65E01	ETHERNET BOARD	\$756.56
PAN-WVCU950	Ethernet System Controller for WJ-SX850/	\$2,132.13
PAN-WJCA65L07K	Expansion cable (0.7m) for WJ-SX650	\$714.69
PAN-WJSX650U	EXPANSION CAGE F/SX650 MATRIX	\$2,432.66
PAN-WJHDE4003000T3	Expansion unit for select DVR & NVR seri	\$4,830.93
PAN-WJHDE4006000T3DVR	Expansion unit for select DVR & NVR seri	\$5,799.81
PAN-WJHDE4009000T3DVR	Expansion unit for select DVR & NVR seri	\$6,768.69
PAN-WJHDE40012000T3DVR	Expansion unit for select DVR & NVR seri	\$7,737.56
PAN-WJHDE40015000T3DVR	Expansion unit for select DVR & NVR seri	\$8,706.44
PAN-WJHDE40018000T3DVR	Expansion unit for select DVR & NVR seri	\$9,675.31
PAN-WJHDE40021000T3DVR	Expansion unit for select DVR & NVR seri	\$10,644.20
PAN-WJHDE40024000T3DVR	Expansion unit for select DVR & NVR seri	\$11,613.07
PAN-WJHDE40027000T3DVR	Expansion unit for select DVR & NVR seri	\$12,581.96
PAN-WJHDE40018000T2DVR	EXPANSION UNIT FOR WJ-ND400 NVR SERIES W	\$10,911.83
PAN-POD7AD	EXTENSION ADAPTOR FOR POD7C/CW DOME HOUS	\$129.91
PAN-MRX47LX	FIBER RECEIVER, 1 GIG ETHERNET DATA MODU	\$1,010.73
PAN-MR45MLSC	Fiber receiver, 10/100 Mbs Ethernet data	\$921.03
PAN-MRX486	Fiber receiver, Panasonic PS Data module	\$880.67
PAN-MTX47LX	FIBER TRANSMITTER, 1 GIG ETHERNET DATA M	\$1,009.53
PAN-MT45MLSC	FIBER TRANSMITTER, 10/100 MBS ETHERNET D	\$921.03
PAN-MTX486	Fiber transmitter, Panasonic PS Data mod	\$880.67
PAN-WVCF624	Fixed Analog Dome Camera, Super Dynamic	\$321.47
PAN-WVCF634	Fixed Analog Dome Camera, Super Dynamic	\$388.74
PAN-WVCP504	FIXED D/N CAM W/SD5 TECH 24V	\$529.30
PAN-POH1100	Fixed environmental indoor/outdoor IP66	\$125.60
PAN-POH1100HB	Fixed environmental indoor/outdoor IP66	\$257.17
PAN-WVCW244F22	Flush mount, Vandal-Proof dome camera wi	\$494.91
PAN-WVCW244F15	Flush mount, Vandal-Proof dome camera wi	\$527.80
PAN-WVAS20	FTP Viewer software for WJ-HD200 series	\$459.01
PAN-PWM20GS	Gooseneck wall mount bracket	\$108.77
PAN-PWBT1621	Ground Loop Isolation Transformer	\$215.30
PAN-WVSF335	H 264 fixed dome camera	\$583.14
PAN-WVSP305	H.264 1.3M PXL BOX IP CAMERA	\$523.30
PAN-WVSP306	H.264 1.3M PXL BOX IP CAMERA D/N	\$743.10
PAN-WJHD6163000DVR	H.264 ANALOG DVR 16CH 240 IPS FIELD	\$6,851.34
PAN-WVSF332	H.264 FIXED DOME IP CAMERA SMPLE D/N FC	\$542.36
PAN-WVSC384	H.264 HD (1,280 x 960) indoor PTZ camera	\$1,028.81
PAN-WVSP302	H.264, Box IP Camera, Simple D/N	\$467.99
PAN-WJHD7163000DVR	H264 ANALOG GVR, 16CH, 480 IPS FIELD	\$8,350.97
PAN-PHM484S	Hanging Mount Bracket for WVCW244S	\$159.99
PAN-WJHD220320	HARD DISK RCRDR 320GBW/ 8CH MLTPLXR	\$2,478.27
PAN-WJHD220160	HARD DISK RECRD W/8 CH MLTPLXR 160GB CAP	\$2,083.90
PAN-WVSP105	HD (1280X960) H.264 NETWORK CAMERA 1.3MP	\$336.41
PAN-BLVP104WP	HD / 1,280 x 720 H.264 Wireless Network	\$228.94





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PAN-WVSF135	HD INDOOR DOME H.264 D/N	\$439.59
PAN-WVSC385	HD PTZ 1.3MP, Day Night Wide Dynamic, 18	\$1,375.56
PAN-WVSW155	HD VANDAL DOME IP66 D/N WDR	\$577.14
PAN-WVSF346	HD VANDAL RESISTANT FIXED NETWORK DOME C	\$632.46
PAN-BLVT164WP	HD WIRELESS PAN-TILT CAMERA	\$311.06
PAN-TYFB8HM	HDMI TERMINAL BOARD	\$171.96
PAN-WVCW5H	HEATER UNIT	\$27.77
PAN-WVSW3H	Heater unit for WVSW355/352 cameras	\$76.33
PAN-WVCW504S29	High Res Day/Night WDR 2.9-8.0mm lens	\$515.84
PAN-PPMS1B	Indoor beige pendant mount shroud 3/4" N	\$65.79
PAN-PPMS1	Indoor black pendant mount shroud 3/4" N	\$65.79
PAN-WVSF438	Indoor dome, 3.0M 360 camera, Simple D&N	\$894.11
PAN-PDM9	Indoor Drop Ceiling Mount CS574/CS954	\$308.00
PAN-WVCF344	INDOOR FIXED ANALOG DOME 650TVL 2.8-10MM	\$216.80
PAN-WVCF354	INDOOR FIXED ANALOG DOME 650TVL 2.8-10MM	\$278.10
PAN-WVCF314L	Indoor Fixed Dome IR LED Day/Night Fixe	\$388.74
PAN-WVSF539	INDOOR FIXED DOME 3MP/1080P MECHANICAL D	\$1,018.21
PAN-WVSF138	Indoor Full HD Compact Dome Network Came	\$566.67
PAN-PID9	INDOOR HOUSING FOR WVCS574 & WVCS954	\$185.41
PAN-PIFIXD	INDOOR INCEILING HOUSING FOR FIXED CAMER	\$131.44
PAN-PIDV7CN	Indoor IP Recessed Vandal Clear	\$327.44
PAN-PID5CN	INDOOR METAL CLEAR LOWER DOME	\$192.89
PAN-PHM5	Indoor Pendant Mount Kit for PTZ	\$93.66
PAN-WVSF448	Indoor Vandal, 3.0M 360 camera, Simple D	\$1,086.99
PAN-WVQ118	Indoor wall mount for CS954 & CS574 dome	\$213.80
PAN-WVQ153	Inner dome cover for WV-NS202 camera	\$44.27
PAN-WVQ157	Inner Dome Cover for WV-SC385	\$44.27
PAN-POCNP244L2	IP Color Camera, Fixed Camera Pak, WV-NP	\$915.06
PAN-WVSW558	IP Outdoor 1080P Electronic Day/Night Su	\$991.31
PAN-WVSW559	IP Outdoor 1080P True Day/Night Super Dy	\$1,278.37
PAN-WVSF538	i-PRO INDOOR FIXED DOME 3MP/1080P ELECTR	\$746.09
PAN-WVSF548	i-PRO INDOOR VANDAL-RESISTANT FIXED DOME	\$780.47
PAN-WVSF549	i-PRO INDOOR VANDAL-RESISTANT FIXED DOME	\$1,118.39
PAN-WVNW502S09	i-Pro Megapixel SD (3MP) Vandal Resistan	\$1,314.27
PAN-MRMRALEDWARN	LED warning light kit, w/o mounting plat	\$128.59
PAN-PLZ275DN	LENS 2.7-13.5MM	\$84.60
PAN-WVLZA612S	Lens, 1/3", 2X, VF Zoom lens, S	\$93.66
PAN-WVLZ628S	Lens, 1/3", Variable Focal Length Zoom,	\$215.30
PAN-GPLM15TA	Lens, Telephoto, 15mm, f/2.0 f/Microcame	\$327.44
PAN-GPLM7TA	Lens, Wide Angle, 7mm, f/1.4 f/Microcame	\$279.60
PAN-WJCA68	LOOP THROUGH CABLE FOR WJSX650	\$285.59
PAN-MTM100	Low profile module FM Video Transmitter	\$252.69
PAN-BBHNP17A	Management Recording, Windows Sof	\$383.79
PAN-WJFX150A	MATRIX SWITCHER 16 CAM MAX SINGLE CNTRL	\$1,117.39
PAN-WVCS2M	METAL DOME COVER FOR WVCS854	\$221.27
PAN-PMCH8	METAL INDOOR CORNER HOUSING	\$412.67
PAN-WJSX650	MID-RANGE ANALOG MATRIX SWITCHER	\$5,722.06
PAN-WJPB65M16	Midrange analog mtx switch output board	\$2,502.93
PAN-WVSF336	Mini Dome IP Cam 1.3MP ABF	\$598.26
PAN-MRMRS1281TBWXP	Mobile Surveillance Recorder w/one 128GB	\$5,502.26
PAN-MRMRS1281TBW7	Mobile Surveillance Recorder w/one 128GB	\$5,571.04
PAN-MRMRS500X1WXP	Mobile Surveillance Recorder w/one 500GB	\$5,798.31
PAN-MRMRS500X1W7	Mobile Surveillance Recorder w/one 500GB	\$5,867.09
PAN-MRMRS500X2WXP	Mobile Surveillance Recorder w/two 500GB	\$6,864.37
PAN-MRMRS500X2W7	Mobile Surveillance Recorder w/two 500GB	\$6,933.16
PAN-MRM1605P	MODULE RECEIVER - CONTROL SITE	\$719.19
PAN-MTM1605P	Module Transmitter, Low Profile	\$719.19





PAN-WVCM1780	MONITOR COLOR 16" W/ AUDIO 800 TVL	\$695.26
PAN-WVQ120	MOUNT FOR WVSW314/316/316L CAMERAS	\$68.70
PAN-3CA006583AZA	mounting angle	\$17.14
PAN-WVQ114	MOUNTING BASE FOR WV-CW484F	\$73.29
PAN-V7CA0556A4	Mounting base gasket for WVCW474S	\$12.63
PAN-PQKM10740Z1	MOUNTING RING F/BBHCM403A	\$13.56
PAN-MRX8485	Multi Mode RS232-422 Fiber Rcvr	\$2,785.53
PAN-MTX8485	Multi Mode RS232-422 Fiber Transmitter	\$2,785.53
PAN-WVNP1004	MULTIPLEX NETWORK CAMERA	\$1,368.09
PAN-WJND3002000	Network Disk Recorder	\$10,496.17
PAN-WJND300A12000T	Network Disk Recorder, 12,000GB Capacity	\$15,846.26
PAN-WJND300A16000T	Network Disk Recorder, 16,000GB Capacity	\$20,262.69
PAN-WJND300A20000T	Network Disk Recorder, 20,000GB Capacity	\$24,677.96
PAN-WJND300A24000T	Network Disk Recorder, 24,000GB Capacity	\$29,093.23
PAN-WJND300A28000T	Network Disk Recorder, 28,000GB Capacity	\$33,508.50
PAN-WJND300A8000T	NETWORK DISK RECORDER, 8,000GB CAPACITY	\$11,430.66
PAN-WVNP472	NETWORK SEC CAM 480 Lines Clr	\$1,157.27
PAN-WJND4004000	Network Video Record	\$10,947.71
PAN-WJND4003000T3	Network Video Recorder with (1) removabl	\$9,808.40
PAN-WJND4006000T3DVR	Network Video Recorder with (1) removabl	\$10,777.27
PAN-WJND4009000T3DVR	Network Video Recorder with (1) removabl	\$11,746.14
PAN-WJND40012000T3DVR	Network Video Recorder with (1) removabl	\$12,715.01
PAN-WJND40015000T3DVR	Network Video Recorder with (1) removabl	\$13,683.90
PAN-WJND40018000T3DVR	Network Video Recorder with (1) removabl	\$14,652.77
PAN-WJND40021000T3DVR	Network Video Recorder with (1) removabl	\$15,621.64
PAN-WJND40024000T3DVR	Network Video Recorder with (1) removabl	\$16,590.54
PAN-WJND40027000T3DVR	Network Video Recorder with (1) removabl	\$17,559.41
PAN-WJND40027000	Network Video Recorder with (2) expansio	\$32,375.16
PAN-WJND40036000	NETWORK VIDEO RECORDER WITH (3) EXPANSIO	\$41,380.63
PAN-WJND40045000	Network Video Recorder with (4) expansio	\$50,659.73
PAN-WJND4004000DVR	Network Video Recorder with (4) removabl	\$10,947.71
PAN-WJND40054000	Network Video Recorder with (5) expansio	\$59,801.27
PAN-WJND4006000	Network video recorder with 6 removable	\$12,205.16
PAN-WJND4006000DVR	Network video recorder with 6 removable	\$12,205.16
PAN-WJND4007000	network video recorder with 7 removable	\$12,834.63
PAN-WJND4007000DVR	network video recorder with 7 removable	\$12,834.63
PAN-XPP16	NVR RECORDING SOFTWARE	\$3,435.83
PAN-BMETC202	Optional Analog camera for BMET200	\$254.19
PAN-POD8CF	OTDR DME HSG FOR FIXED CAMERAS	\$459.01
PAN-BBHCH280P	OUTDOOR DOME HOUSING	\$584.06
PAN-POD9CWTA	OUTDOOR DOME HOUSING W/WALL MOUNT	\$459.01
PAN-POD8CW	OUTDOOR DOME HOUSING WALL MT FOR WVCS854	\$421.63
PAN-PODV7CPNSA	Outdoor Dome Housing, Pendant Mount WVNS	\$708.71
PAN-WVSW158	Outdoor Full HD Compliant Dome Network C	\$689.29
PAN-WVSW598	Outdoor Full HD PTZ Network Camera (30x	\$3,975.69
PAN-WVSW395A	Outdoor HD PTZ Network Camera with Rain	\$2,979.90
PAN-POH1000NWM	Outdoor housing for PoE Plus fixed IP ca	\$508.37
PAN-POCSP509L28MPPOE	OUTDOOR HOUSING, POE, IP66 SUNSHIELD W/W	\$1,447.34
PAN-PWM484S	Outdoor Hsg w/wall Mt for WVCW484/474	\$158.49
PAN-WVSW396A	OUTDOOR IP PTZ CAMERA	\$3,240.06
PAN-WVSW174W	OUTDOOR PAN-TILT WIRELESS HD NETWORK CAM	\$732.63
PAN-PSRCW2000B	OUTDOOR PARAPET BRACKET,BLACK	\$429.13
PAN-PPH14	Outdoor Pressurized Housing	\$1,098.96
PAN-WVCW594A	Outdoor PTZ Analog Camera with Rain Resi	\$2,008.03
PAN-PODV9CPTA	OUTDOOR VANDAL DOME FOR UNITIZEZ DOME CA	\$550.23
PAN-POSM5V	Outdoor vandal resistant dome housing, s	\$343.89
PAN-WVCW364S	Outdoor Vandal Resistant Fixed Dome Anal	\$343.89





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PAN-WVCW334S	Outdoor Vandal Resistant FixedDome Anlg	\$330.44
PAN-WVSW458	Outdoor Vandal, 3.0M 360 camera, Simple	\$1,031.67
PAN-WVSW458M	Outdoor Vandal, 3.0M 360 camera, Simple	\$1,031.67
PAN-WVCW384	OUTDOOR WTHR PROOF CAMERA	\$1,073.54
PAN-PCM484S	Outside Corner Mount Bracket	\$219.80
PAN-AGPH50	PAN 1 ROLL PRINT PAPER	\$105.76
PAN-AYDVM33EB	PAN 33 MINUTE DV CASSETTE	\$8.87
PAN-TH50PH12UK	PAN 50" PLASMA HD	\$1,689.56
PAN-NVT60PQ	PAN 60 MIN PROF. GRADE SLEEVE	\$2.86
PAN-LYB155T	PAN BAR CODE REMOTE CONTROL	\$239.23
PAN-LCS2012V	PAN BATTERY PACK	\$65.64
PAN-PHD500DVDKITB	PAN CCTV DVD RAM KIT	\$2,348.93
PAN-RPRH726	PAN CLAMPING RING	\$58.86
PAN-TH42PA20P	PAN CON 42" PLASMA	\$4,575.26
PAN-TC14LA2	PAN CONS 14" LCD TV(NWAG)	\$617.50
PAN-PVVS4821	PAN CONS SVHS H/F S VCR	\$246.70
PAN-RPRH703	PAN DOME CLAMPING RING	\$58.86
PAN-DVDS1S	PAN DVD PLAYER SILVER	\$77.06
PAN-AWRP400	PAN HIGH PROFORMANCE PAN TILT CONTROL	\$7,064.73
PAN-3CC001761BAA	PAN MOUNTING BASE FOR WVN284	\$13.34
PAN-AGC10	PAN MULTI CONN. CABLE	\$68.70
PAN-AJYAD455	PAN OPTION FOR AJ455H	\$852.26
PAN-AJYAD455-B	PAN OPTION FOR AJ455H	\$852.26
PAN-TY42TM6MA	PAN PLUG IN TUNER CARD FOR TH50PHD8UK	\$373.79
PAN-WV3203B	PAN POWER SUPPLY	\$143.53
PAN-K4AA03Z00007	PAN POWER TERMINAL FOR WVNP304	\$13.51
PAN-AUBP220V	PAN PRO 2.2 AHR BATTERY PACK	\$254.19
PAN-TYWK37PV3B	PAN PRO 37" FLUSH WALL MOUNT	\$317.73
PAN-AGB51	PAN PRO AC ADAPT/CHARGER	\$151.09
PAN-WRS4416A	PAN PRO AUDIO MIXER - MONO	\$2,190.44
PAN-V9AA2735E4-B	PAN REPLCMT DOME WVCS574	\$49.96
PAN-VFC2252	PAN SHOULDER STRAP F/AG195U	\$26.10
PAN-AGA750	PAN SNGL EVENT EDIT CONTROLLER	\$2,601.61
PAN-WVDKT700S	PAN SVHS DOCKING ACC.KIT	\$642.93
PAN-NVST60MQ	PAN T60 SVHS MASTER ALBUM	\$9.57
PAN-30TR2490	PAN TRIM RING	\$11.19
PAN-RPRH702	PAN TRIM RING ASSEMBLY (WHITE)	\$57.31
PAN-WVBM500	PAN WV-BM500 MONITOR, B/W, 5"	\$448.56
PAN-WVCM1480	PANASONIC 14" COLOR MONITOR	\$560.70
PAN-WJHD316A1500SCT8P	PANASONIC 16 CHANNEL DVR 1500	\$9,187.09
PAN-WJHD316A250	PANASONIC 16CH DVR 250GB HDD	\$4,587.21
PAN-WJHD316320	PANASONIC 16CH DVR 320GB HDD	\$5,631.76
PAN-WJHD316960	PANASONIC 16CH DVR 960GB HDD	\$9,187.09
PAN-WVBM1790	PANASONIC 17" B/W MONITOR	\$391.73
PAN-PLZ2927	PANASONIC 2.9-8.0MM VARI-FOCAL ASPERICAL	\$70.23
PAN-WVCM2080	PANASONIC 21" COLOR MONITOR	\$656.39
PAN-WVLZF612	PANASONIC 3.5 8.0 VARIFOCAL	\$71.74
PAN-TH37PDWD4UZ	PANASONIC 37" PLASMA DISPLAY	\$2,569.40
PAN-TH37PWD7UY	PANASONIC 37" PLASMA DISPLAY	\$2,569.40
PAN-WJHDE500480	PANASONIC 480GB HDD EXPANSION	\$3,913.84
PAN-WJHD200120	PANASONIC 8 CHANNEL 120 HARD	\$2,996.63
PAN-AG1330	PANASONIC AG1330 VCR, VHS	\$336.41
PAN-AG6740	PANASONIC AG-6740 VCR, S-VHS	\$1,702.97
PAN-AGRT600A	PANASONIC AGRT600 VCR, VHS TLR	\$613.03
PAN-AGRT650AP	PANASONIC AGRT650 VCR, VHS TLR	\$412.67
PAN-AGTL950	PANASONIC AGTL950 960 HR TIME	\$653.10
PAN-WVCU360CB	PANASONIC B STK CONTROLLER	\$340.16





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PAN-PUM8	PANASONIC CAMERA BRACKET INDR	\$15.43
PAN-PACA2	PANASONIC CORNER ADAPTER	\$90.64
PAN-CT1388YD	PANASONIC CT-1388YD 13" COLOR	\$291.56
PAN-CT2086Y	PANASONIC CT-2086Y MONITOR,	\$411.19
PAN-CT2788YP	PANASONIC CT2786Y MONITOR,	\$523.30
PAN-PHD500CDRKIT	PANASONIC DVR CD-R KIT &	\$799.20
PAN-WJHD500AV240	PANASONIC DVR HI-RES 16 CAMERA	\$5,915.59
PAN-WHFDE500480	PANASONIC EXPANSION UNIT	\$3,913.84
PAN-WVCW474F	PANASONIC FLUSH MOUNT VANDAL	\$624.99
PAN-PWM20GB	PANASONIC GOOSE NECK MOUNT F/	\$108.77
PAN-WVNW474S	PANASONIC HYBRID VANDAL-PROOF	\$1,247.36
PAN-PHD8	PANASONIC INDOOR HALF DOME	\$152.50
PAN-WVASM200	Panasonic Management software for Panaso	\$592.10
PAN-WVCF212	PANASONIC MINI DOME, 1/4" CCD	\$319.97
PAN-POC244L5	PANASONIC OTDR CLR CAMERA PACK	\$632.46
PAN-POC474L5	PANASONIC OUTDOOR CAMERA	\$918.71
PAN-POD9CA	PANASONIC OUTDOOR DOME HOUSING	\$459.01
PAN-POD9CWA	Panasonic Outdoor Dome Housing	\$459.01
PAN-PWM800	PANASONIC OUTDOOR WALL MOUNT	\$45.80
PAN-POS954DW	PANASONIC PANPOS954DW CLR/BW	\$2,455.09
PAN-PDM4	PANASONIC PDM4 DROP CEILING	\$325.94
PAN-POD7C	PANASONIC POD7C DOME HOUSING	\$535.27
PAN-POH1000	PANASONIC POH1000 11" IN/OUT	\$114.83
PAN-WVCS854A	PANASONIC PTZ CAMERA	\$1,874.76
PAN-WQLM140E	PANASONIC RACK MOUNT FOR	\$96.70
PAN-SCT08P	PANASONIC SCT08P PELCO PROCALL	\$930.00
PAN-WVCU650	PANASONIC SYSTEM CONTROLLER F/	\$1,143.81
PAN-WVS09TFMCNS	Panasonic Training, Per Day	\$2,332.49
PAN-WVPB5504A	PANASONIC U4 CHANNEL VIDEO	\$408.19
PAN-WVCS854	PANASONIC UNITIZED CAMERA DEV.	\$1,874.76
PAN-WVCS854B	PANASONIC UNITIZED CAMERA DEV.	\$2,070.46
PAN-WV244S	PANASONIC VANDAL PROOF COLOR	\$462.01
PAN-AGRT850AP	PANASONIC VHS RECRDR, 240 HOUR	\$568.17
PAN-WVAS50A	PANASONIC VIEWER SOFTWARE F/	\$400.71
PAN-PWM4	PANASONIC WALL MOUNT	\$119.34
PAN-PRM474S	PANASONIC WALL MOUNT	\$191.39
PAN-PID4	PANASONIC WALL MOUNT F/CAMERA	\$129.91
PAN-WJHD500AV160	PANASONIC WJ-HD500-AV160	\$5,900.66
PAN-WJHD500AV320	PANASONIC WJ-HD500-AV320	\$5,915.59
PAN-WJHD500BV320	PANASONIC WJHD500BV W/320GB HD	\$6,033.60
PAN-WJSW208	PANASONIC WJ-SW208 SWITCHER,	\$450.06
PAN-WVBP132	PANASONIC WVBP132 B/W CAMERA	\$113.31
PAN-WVBP332	PANASONIC WVBP332 CAMERA-1/3/	\$216.80
PAN-WVCA64	PANASONIC WV-CA64 CABLE, LOOP-	\$182.41
PAN-WVCF420	PANASONIC WV-CF420 COLOR CAM-	\$249.69
PAN-WVCK1420A	PANASONIC WV-CK1420 MONITOR	\$342.40
PAN-WVCL352	PANASONIC WV-CL352	\$1,097.97
PAN-WVCS564	PANASONIC WVCS-564 UNITIZED	\$1,490.84
PAN-WVLA6A	PANASONIC WVLA6A LENS, 1/2"	\$272.13
PAN-WVLF12	PANASONIC WV-LF12 LENS, 1/2"	\$83.09
PAN-KXVCXL32U3	panasonic 32" TV	\$659.37
PAN-PWM30G	Parapet mount bracket w/o extension	\$369.31
PAN-PWM30GB	Parapet mount bracket w/o extension, bei	\$369.31
PAN-PPRM30G	Parapet Mount f/POD7C (inside wall)	\$470.99
PAN-PPRM30GB	PARAPET MT FOR POD7C(INSIDE WALL)	\$470.99
PAN-TY42TM6P	PC Input Terminal for Professional Plasm	\$133.09
PAN-PHM240	Pedestal mount bracket, lightweight alum	\$64.11





PAN-PMSM5	Pendant shroud/sunshield/1.5inch collar	\$107.27
PAN-WJCA85L05	PNS .5M MULTIPLE VIDEO CABLE FOR WJSX850	\$54.96
PAN-WJCA85L10	PNS 1.0 MULTIPLE VIDEOCABLE FOR WJSX850	\$61.07
PAN-PST1500AS	PNS 1.5TB HARD DRIVE	\$550.23
PAN-CANISTER1500	PNS 1.5TB HDD	\$722.17
PAN-PLAHS1770	PNS 1/2" LENS, AUTO IRIS, 7-70MM, METAL	\$146.54
PAN-PLAMP2406	PNS 1/3" 2.4-6MM MEGAPIXEL LENS	\$125.40
PAN-PLA22T3DN	PNS 1/3" CS MNT 2.2MM F-1.2 W/ANGLE LNS	\$98.20
PAN-PMEH11	PNS 11" STEEL WEDGE HOUSING	\$412.67
PAN-NVT120AST	PNS 120 MIN. VIDEO TAPE	\$7.19
PAN-WVCA14A14	PNS 14P 14P VCR CABLE	\$120.86
PAN-WJRT4164000T	PNS 16 CH REAL TIME,4 TB	\$4,952.03
PAN-PLAMP2812	PNS 2.8-12 MM MEGA PIXEL	\$135.97
PAN-PLZ205	PNS 20-100MM VF AI LENS	\$162.97
PAN-WD2500SB	PNS 250GB HARD DRIVE FOR 316A	\$272.11
PAN-GPCA16238	PNS 3.8M CABLE	\$328.93
PAN-ST320REM	PNS 320GB REMOVEABLE HD FOR WJND200 NVR	\$605.56
PAN-MT440	PNS 4CH FIBER MUX	\$1,438.36
PAN-WJNT314	PNS 4CH NETWORK ENCODER W/ANALYTICS	\$4,513.96
PAN-MR440	PNS 4CHANNEL FIBER RECIEVER	\$1,438.36
PAN-WJGXE500	PNS 4-CHANNEL H.264 ENCODER	\$725.16
PAN-PLAMP0550	PNS 5-50MM F/1.4 DC IRIS LENS FOR MEGAPI	\$179.41
PAN-WJND4005000	PNS 64 CH NETWORK DISK RECORDER 5TB	\$11,577.19
PAN-WJND4003000	PNS 64 CHANNEL NVR 3 TB	\$10,319.73
PAN-WJND4008000	PNS 64CH NETWORK RECORDER 8TB	\$13,462.60
PAN-WJPB85D01	PNS 8CH DAUGHTER BOARD	\$261.66
PAN-WJPB85Y08	PNS 8CH VIDEO LOOPTHROUGH BOARD	\$149.57
PAN-POC284L5	PNS ADAPTV BLK STRTCH CAM PAK 5-50MM	\$529.30
PAN-BMES200	PNS ADMIN SOFTWARE FOR BMET200	\$934.49
PAN-WJND400K	PNS BASE 64CH NVR NO HDD	\$8,434.31
PAN-PTP1003	PNS BNC/TWISTED PAIR VIDEO BALUNS	\$56.49
PAN-POC284L2	PNS CAMERA PAK 2.8-12MM LENS & 10' ALUM	\$490.41
PAN-PCTS6	PNS CEILING TILE SUPPORT BRACKET	\$30.86
PAN-WVNF5C	PNS CLEAR DME CVR FOR WVCF/WVNF CAM	\$54.96
PAN-PIC484L2D	PNS CLR/BW DOME PAK WVCP484 DM HSNG	\$731.14
PAN-WVPB4164	PNS COAX CONTROL OPTION BOARD	\$302.03
PAN-RRM1600P	PNS COAX RACK CARD RECEIVER MULTIMODE	\$662.36
PAN-WVCF400	PNS COLOR PIR 3.8MM LENS 380 LINES	\$186.90
PAN-WVCP254HTP	PNS COMPACT CAMERA&TRANSCIEVER COMBO	\$334.93
PAN-WVCF284T	PNS COMPACT COLOR MINI DOME CAMERA	\$296.04
PAN-POC504L5	PNS CP504 SD5 CAMERA IN HOUSING W/MNT	\$940.46
PAN-POC504L2	PNS D/N FIXED CAM PACK 2.8-12 SD5	\$904.59
PAN-PIC254L2DA	PNS D/N INDOOR FIXED CAMERA PAK	\$529.30
PAN-POC254L5	PNS D/N OUTDR FXD CAM 5-50 BULLT HSNG WM	\$645.91
PAN-POC254L5DW	PNS D/N OUTDR FXD CAM PAK 5-50 DM HSNG W	\$868.70
PAN-PSS300500	PNS DIGITAL RECDING SERV.500GB	\$3,850.09
PAN-3CU001129AAA	PNS DOME HOLD PLATE	\$26.90
PAN-WJHD6163000	PNS H.264 ANALOG DVR 16CH 240 IPS FIELD	\$5,657.76
PAN-WJHD7163000	PNS H264 ANALOG GVR, 16CH, 480 IPS FIELD	\$8,350.59
PAN-WJGXD400	PNS HD DECODER	\$3,095.03
PAN-WJHDE4009000	PNS HDD EXPANSION FOR ND400,9TB	\$9,141.53
PAN-WJND200240	PNS I PRO NETWRK VIDEO RECDR W/2 REMVABL	\$3,397.06
PAN-PID8A	PNS I/D RECESSED DOME HOUSING	\$177.93
PAN-PIDV7SN	PNS IND VAND CEIL DOME,SMOKED 7",WVCS954	\$327.44
PAN-WV7110A	PNS INDOOR HOUSING	\$93.66
PAN-PISM5V	PNS INDOORVANDALDOMEHOUSINGSURFACE MNT	\$171.96
PAN-POCNP502LMP05	PNS IP MEGAPIXEL DAY/NIGHT CAMERA	\$1,517.60





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PAN-WVLA6B2	PNS LENS AUTO IRIS SEC	\$145.03
PAN-WJMPU955A	PNS MANAGEMENT CPU	\$14,401.59
PAN-WJGXD900	PNS MEG 2 CODEX DECODER	\$6,122.77
PAN-WVNW502S15	PNS MEGAPIXEL SD (3MP) VANDAL RESISTANT	\$1,371.09
PAN-WVNW502S22	PNS MEGAPIXEL SD 3MP VANDAL RESIST. DOME	\$1,459.30
PAN-WVQ2042S	PNS MTG BRKT FOR WJNT304&WJGXE900	\$98.20
PAN-PODV9CWT	PNS O/D WALL MOUNT DOME HOUSING	\$550.23
PAN-WJNDB301	PNS OPTIONAL RAID5 BOARD FOR WJND300	\$965.89
PAN-PBRH10	PNS OUTDOOR BULLET RESISTANT HOUSING	\$1,788.24
PAN-POD8CWF	PNS OUTDOOR HOUSING FIXED CAMERAS	\$459.01
PAN-PS484S	PNS OUTDOOR SHROUD FOR WVCW484F/S	\$65.64
PAN-PCA85DB8	PNS PATCH CABLE	\$101.21
PAN-POC284L5D	PNS PKG/PENDENT MOUNT	\$648.90
PAN-PRMK08	PNS RACK MOUNT KIT F/THE PLCD8C MONITOR	\$90.64
PAN-WJHDB601	PNS RAID BOARD FOR WJ-HD616 & WJ-HD716	\$1,134.84
PAN-WD5000AVJS	PNS SATA HDD FOR PANASONIC DVR'S	\$735.63
PAN-WVCW504F22	PNS SD 5 DAY/NIGHT FLUSH MOUNT	\$502.37
PAN-WVCW504F09	PNS SD 5, D/N,VANDAL-RESISTANT,FLUSH MNT	\$502.37
PAN-WVCW504S15	PNS SD 5, DAY/NIGHT, VANDAL-RESISTANT, S	\$572.66
PAN-WVCW504F15	PNS SD 5,D/N, VANDALRESISTANT, FLUSH MNT	\$557.71
PAN-WVCW504S09	PNS SD 5,D/N,VANDALRESISTANT,SURFACE MNT	\$515.84
PAN-WVCW504S29SCA	PNS SD5 VANDAL DOME W/ 2.9-8MM SCA	\$515.84
PAN-WVCW504S22	PNS SD5,D/N, VANDALRESISTANT,SURFACE MNT	\$515.84
PAN-WJHDE500B640	PNS SEC HDD EXPANSION UNIT 640G	\$3,995.13
PAN-PIC244L2DA	PNS SEC INDR DOME CAM 2.8-12MM	\$399.21
PAN-GPLM3TA	PNS SEC LEN WIDE ANGLE 3M f/1.4 MICROCAM	\$466.49
PAN-PPFD8C	PNS SEC PRSURIZD DME HSNG	\$1,175.21
PAN-BA90A	PNS SEC RACK MNT BRKTS (PAIR)	\$128.41
PAN-PRC201C	PNS SEC RECESSED HOUSING	\$405.19
PAN-MRM100	PNS SINGL CH LOW PROFILE FM VIDEO REV'R	\$252.69
PAN-WVCF5S	PNS SMOKE DOME FOR THE WVCF294	\$12.34
PAN-WVNF5S	PNS SMOKED DOME COVER F/WVNF302 MEGAPIXE	\$54.96
PAN-BMES200A	PNS SOFTWARE	\$1,857.01
PAN-WVQ115	PNS SURFACE MOUNT BRACKET FOR WVCW504F	\$62.60
PAN-WVASM970	PNS SYSTEM GUI SOFTWARE FOR PMPU1000	\$6,190.04
PAN-KOBD0000019	PNS THERMOSTAT FOR WVCW864A	\$210.23
PAN-WJAVE1	PNS TITLER	\$732.63
PAN-3CC001540BAA	PNS UPPER BASE FOR WVCW964	\$127.61
PAN-WVCW244F09	PNS VANDAL-RESISTANT COLOR DOME CAMERA	\$503.87
PAN-WJFS316	PNS VIDEO MULTIPLEXER	\$1,270.90
PAN-MRX8885	PNS VIDEO RECV'R RS232,RS422,RS485	\$4,576.74
PAN-MTX8885	PNS VIDEO TRANSMITTER RS232 RS422 RS485	\$4,576.74
PAN-WVCW484F09	PNS VP D/N FLUSH MOUNT DOME 9-22MM	\$674.33
PAN-WVCW484F15	PNS VP SDIII CAMERA/FLUSH MNT	\$698.24
PAN-WVQ150C	PNS WALL MOUNT BRACKET, CLEAR DOME COVER	\$198.86
PAN-PWM800-B	PNS WALL/POLE MT W/BRACKET (BLK)	\$38.59
PAN-PWM9000	PNS WALLMOUNT BRACKETS	\$117.84
PAN-POD9CTA	PNS WH PENDENT MOUNT FOR WVCW964	\$459.01
PAN-WJND200705A4	PNS WJND200320A NETWORK VIDEO RECORDER	\$3,880.00
PAN-WVCW964-B	PNS WTHR PROOF SD3 COLOR DOME CAMERA	\$2,725.71
PAN-POC284L2DW	PNS WVCP284 ADAPTIVE BLK STRETCH CAM PAK	\$610.04
PAN-XPBP16	PNS XPROTECT BASIS+ FOR 16 CAMERAS	\$1,659.66
PAN-XPP04	PNS XPROTECT PRO FOR 4 CAMERAS	\$1,359.11
PAN-POH1000HB	POH1000 with Factory Installed 24VAC	\$276.60
PAN-PAPM6	Pole Mount Adapter for PWM20G	\$82.23
PAN-PHM220	Pole mount bracket, lightweight aluminum	\$71.74
PAN-PAPM3B	Pole mountbracket, w/out straps, beige	\$61.07





PAN-PPM474SA	POLE MT BRACKET FOR WVCW244/474 CAMERAS	\$173.44
PAN-PAPM3	POLE MT BRACKET W/O STRAPS,BLK	\$61.07
PAN-K4AA02Z00003	Power cable to the NS202A 12 volt plug	\$23.11
PAN-PPFD9C	PRESSURE DOME HOUSING	\$1,278.37
PAN-PPFD9CN	Pressurized Dome Camera Housing for WV-N	\$1,278.37
PAN-PPM484S	PS 484S WALL MOUNT AND POLE	\$198.86
PAN-KXVCXHE50HN	PTZ CAMERA	\$4,844.39
PAN-RRM100	Rack card FM video receiver - multimode	\$306.51
PAN-RTM100	Rack card FM video transmitter	\$306.51
PAN-RRM1605P	Rack Card Receiver, Low Profile	\$719.19
PAN-PRMKNV200	RACK MOUNT KIT FOR WJ-NV200	\$21.60
PAN-WVQ52A	RACK MOUNT KIT FOR WVCM1020	\$212.31
PAN-BYHCA10A	RACK RAIL KIT FOR PAN-BYHPW11KA	\$132.74
PAN-3CA005514AAA	Rack-Mount Kit for WJND400	\$65.57
PAN-POC314L2	Ready-To-Go Camera Pack with WVCP314, 2.	\$490.41
PAN-POC314L5	Ready-To-Go Camera Pack with WVCP314, 5-	\$529.30
PAN-WJHD7168000T2	Real-Time 16CH DVR w/ 4- 2TB HD	\$8,528.51
PAN-WVQ168	Recessed ceiling bracket	\$73.29
PAN-WVQ174	Recessed ceiling bracket for WV-SF330 se	\$73.29
PAN-WVQ175	Recessed Ceiling mount for WVCF504	\$78.56
PAN-WVQ169	RECESSED MOUNTING BRACKET FOR WVNW484	\$254.19
PAN-AWRC600	REMOTE CONTROL UNIT	\$2,295.10
PAN-WVCW848S	SD3ABF BND DM SURF MNT W/LENS	\$665.36
PAN-WVCW504S22SCA	SD5 VANDAL DOME W/ 2.2MM FIXED LENS SMOK	\$515.84
PAN-WVCS584	SD6 INDOOR 36X TRUE D/N PTZ	\$1,427.90
PAN-WVCW484S09	SDIII, Day/Night, Vandal-Proof, surface	\$687.79
PAN-LCVA1040	SINGLE CH.VIF CNTRL RACK	\$781.97
PAN-WVCS3S	SMOKE COVER FOR WVCS954 DOME CAMERA	\$68.70
PAN-WVCS4S	Smoke Dome Cover	\$68.70
PAN-WVCW4S	Smoke dome cover for WV-CW504 camera ser	\$44.27
PAN-WVCF5SE	SMOKE DOME FOR WVSF33X/SF53X	\$11.97
PAN-WVCW6S	Smoke Dome for WV-SW155/WV-SW152	\$12.34
PAN-WVQ156S	Smoked Indoor Dome Cover for WV-SC385	\$114.83
PAN-WVNW502SK	Special Order only. WVNW502S with no len	\$1,238.01
PAN-WVCP500	STNDRD BDE FXD SD5 CAM W/ABS	\$529.30
PAN-3DA003802BAC	SUN SHIELD ASSEMBLY FOR WVCW594"	\$151.81
PAN-PSS10	SUN SHIELD FOR POH1000	\$62.60
PAN-PSS15	SUN SHIELD FOR POH1500	\$77.06
PAN-WV7176E	SUNSHIELD COVER FOR WVCW974	\$206.34
PAN-WVSP508	Super Dynamic 3 Megapixel MOS sensor, el	\$678.81
PAN-WVSP509	Super Dynamic 3 Megapixel MOS sensor, IR	\$968.87
PAN-WVCW504S	Super Dynamic 5 vandal-resistant fixed d	\$439.59
PAN-WVSW355	Super Dynamic HD Vandal Resistant Fixed	\$1,031.67
PAN-WVSW352	Super Dynamic Vandal Resistant Fixed Dom	\$935.99
PAN-PSMD12	Surface Mount Dome for Fixed Body	\$206.34
PAN-WVQ151S	Surface Mount indoor bracket	\$192.89
PAN-WVQ117	SUSPENDEED CEILING MOUNT	\$195.87
PAN-WVSW152	SVGA VANDAL DOME IP66 D/N WDR	\$481.46
PAN-YWF33K001426	System DIV-SSBU Cable	\$37.23
PAN-PMPU2000	System management server	\$6,774.66
PAN-POD7CWN	The POD7CWN is a 7" outdoor dome housing	\$515.84
PAN-V5KA2405A1	the upper cover Top Cover	\$119.69
PAN-3DA003377AAA	TOP COVER FOR THE WJ-GXD400	\$83.51
PAN-PRCM1	Universal Recessed Ceiling Mount BRK	\$101.21
PAN-WVCW650	UNIVERSAL SYSTEM CONTROLLER	\$1,242.50
PAN-WVASE201	Upgrade software for WVASM200	\$619.00
PAN-WVCW244S22	VANDAL PROOF CAMERA, SURFACE MOUNT, 2.2M	\$508.37





PAN-PHM474SA	VANDAL PROOF HANGING MOUNT	\$177.93
PAN-WCVW484S15	Vandal Proof SDIII camera/surface mount,	\$774.50
PAN-WVSF342	VANDAL RESISTANT FIXED NETWORK DOME CAME	\$583.14
PAN-PODV7CWNSA	Vandal Resistant Outdoor Housing	\$708.71
PAN-WVCW244FTP	Vandal-proof color camera and UTP transc	\$476.97
PAN-WVCW244STP	Vandal-proof color camera and UTP transc	\$491.90
PAN-WVSP102	VGA H.264 NETWORK CAMERA	\$261.66
PAN-WVSF132	VGA INDOOR DOME H.264 D/N	\$343.89
PAN-WJPB65C32	VIDEO INPUT BOARD FOR WJ-SX650 SWITCHER	\$1,824.11
PAN-MRM1485	VIDEO/ RS-485 MODULE RECEIVER - MULTIMOD	\$910.57
PAN-RTM1605P	Video/Panasonic up-the-coax rack card tr	\$719.19
PAN-RTM1485	Video/RS-485 module rack card transmitt	\$910.57
PAN-MTM1485	VIDEO/RS-485 MODULE TRANSMITTER MULTIMOD	\$910.57
PAN-RRM1485	Video/RS-485 rack card receiver - multim	\$910.57
PAN-TCP50ST30	VIERA Plasma 3D Flat Panel HDTV	\$1,729.91
PAN-WVAS60	Viewing Software for WJ-HD300 DVR Series	\$500.89
PAN-WVCW484S15	VNDL PRF SD3 CAM 15-50MM	\$713.20
PAN-TYYU42K	WALL MOUNT BRACKET	\$179.41
PAN-PBWM10	Wall Mount Bracket f/PBRH10	\$237.74
PAN-WVQ154C	Wall Mount Brackets for WV-SC385 (for cl	\$198.86
PAN-WVQ154S	Wall Mount Brackets for WV-SC385 (for sm	\$198.86
PAN-PWMSM5V	Wall mount for POS5MV	\$45.80
PAN-WVQ118A	Wall Mount Option for WVCS584	\$213.80
PAN-WJHD6164000T2DVR	WJ-HD616 DVR W/ 4TB STORAGE	\$5,914.94
PAN-WJHD6164000T2	WJ-HD616 DVR W/ 4TB STORAGE (2 2TB DRIVE	\$5,914.94
PAN-WJHD6162000DVR	WJ-HD616 DVR WITH 2 TB HD.	\$5,029.79
PAN-WJND200701A4	WJND200320A NETWORK VIDEO RECORDER W/4 -	\$3,730.47
PAN-WJND40027000T3	WJND400 WITH 27TB STORAGE	\$17,554.91
PAN-PIC284L2A	WV-CP284 ADAPTIVE BLACK STRETCH CAMERA P	\$354.36
PAN-POC284L2D	WV-CP284 Adaptive Black Stretch camera p	\$610.04
PAN-POC284L5DW	WV-CP284 Adaptive Black Stretch camera p	\$648.90
PAN-POC294L5	WVCP294 READY-TO-GO PACKAGE WITH 5-50MM	\$529.30





Table 5-4: Proxim Products

POINT-TO-MULTIPOINT (MP) *				
CPN			MSRP	MOQ
901-00118	Tsunami® MP-8200 Base Station Unit, 300 Mbps, MIMO 3x3, Type-N Connectors – US PoE		\$3,999.00	4
901-00123	Tsunami® MP-8200 Subscriber Unit, 300 Mbps, MIMO 3x3, Type-N Connectors – US PoE		\$1,129.00	8
901-00124	Tsunami MP 8250 Subscriber Unit, 300 Mbps, MIMO 2x2, 23 dBi panel antenna PoE	US	\$1,339.00	8
901-00116	Tsunami® MP-8200 Base Station Unit, 300 Mbps, MIMO 3x3, Type-N Connectors – World PoE		\$3,999.00	4
901-00121	Tsunami® MP-8200 Subscriber Unit, 300 Mbps, MIMO 3x3, Type-N Connectors – World PoE		\$1,129.00	8
901-00122	Tsunami MP 8250 Subscriber Unit, 300 Mbps, MIMO 2x2, 23 dBi, Panel Antenna , World PoE		\$1,339.00	8
CPN	TSUNAMI MP-8100		MSRP	MOQ
76705	Tsunami MP 8100 Base Station Unit, 300 Mbps, MIMO 3x3, Type-N Connectors - US PoE		\$3,299.00	4
76707	Tsunami MP 8150 Subscriber Unit, 300 Mbps, MIMO 2x2, 23 dBi Integrated antenna - US PoE		\$1,099.00	8
76706	Tsunami MP 8100 Subscriber Unit, 300 Mbps, MIMO 3x3, Type-N Connectors - US PoE		\$929.00	8
76708	Tsunami MP 8100 Base Station Unit, 300 Mbps, MIMO 3x3, Type-N Connectors - WD PoE		\$3,299.00	4
76710	Tsunami MP 8150 Subscriber Unit, 300 Mbps, MIMO 2x2, 23 dBi Integrated antenna - WD PoE		\$1,099.00	8
76709	Tsunami MP 8100 Subscriber Unit, 300 Mbps, MIMO 3x3, Type-N Connectors - WD PoE		\$929.00	8
901-00145	Tsunami MP 8150 Subscriber Unit, 2x50 Mbps, MIMO 2x2, 21 dBi Integrated antenna - US PoE		\$429.00	16
901-00146	Tsunami MP 8150 Subscriber Unit, 2x50 Mbps, MIMO 2x2, 21 dBi Integrated antenna - WD PoE		\$429.00	16
CPN	TSUNAMI MP-8160 - Not FCC Certified		MSRP	MOQ
901-00109	Tsunami MP 8160 Base Station Unit, 300 Mbps, MIMO 2x2, Type-N Connectors – World SKU		\$7,209.00	4
901-00111	Tsunami MP 8160 Subscriber Unit, 300 Mbps, MIMO 2x2, Type-N Connectors – World SKU		\$1,749.00	8
CPN	TSUNAMI MP.11 Model 4954-R (Public Safety)		MSRP	MOQ
	Base Station Units			
4954-BSUR-US	Tsunami MP.11 Model 4954-R Base Station Unit with Type-N Connector – US/CAN PSU		\$3,089.00	1
	Subscriber Units			
4954-SUR-US	Tsunami MP.11 Model 4954-R Subscriber Unit with Integrated 21-dBi Antenna – US PSU		\$1,859.00	1
4954-SUA-US	Tsunami MP.11 Model 4954-R Subscriber Unit with Type-N Connector – US PSU		\$1,549.00	1





CPN	TSUNAMI MP.11 Model 5054-R	MSRP	MOQ
	Base Station Units		
5054-BSUR-US	Tsunami MP.11 Model 5054-R Base Station Unit with Type-N Connector – US PSU	\$2,059.00	9
901-00105	Tsunami MP.11 5054-R, Base Station Unit Ruggedized 5Ghz, World	\$2,059.00	9
	Subscriber Units		
5054-SUR-US	Tsunami MP.11 Model 5054-R Subscriber Unit with Integrated 23-dBi Antenna – US PSU	\$1,239.00	18
901-00106	Tsunami MP.11a, Subscriber Unit Ruggedized 5GHz, World	\$1,239.00	18
5054-SUA-US	Tsunami MP.11 Model 5054-R Subscriber Unit with Type-N Connector – US PSU	\$1,029.00	18
901-00107	Tsunami MP.11a, Subscriber Unit Antenna 5Ghz, World	\$1,029.00	18

CPN	TSUNAMI MP.11 Model 5054-R-LR	MSRP	MOQ
5054-BSUR-LR-US	Tsunami MP.11 Model 5054-R-LR High Power Base Station Unit for extended range with Type-N Connector-- US PSU	\$2,369.00	9
77352	Tsunami MP.11-R-LR; 5054-R-LR Hi-Power BSU w/Int 23-dBi long range Antenna	\$2,579.00	9
5054-SUA-LR-US	Tsunami MP.11 Model 5054-R-LR High Power Subscriber Unit for extended range with Type-N Connector- US PSU	\$1,239.00	18

CPN	TSUNAMI MP.11 Model 5054 Indoor	MSRP	MOQ
	Base Station Units		
74058	Tsunami MP.11 Model 5054 Indoor Base Station Unit - With PoE - US	\$1,339.00	1
74262	Tsunami MP.11 Model 5054 Indoor Base Station Unit - With PoE - World	\$1,339.00	1
	Subscriber Units		
5054-SUI-US	Tsunami MP.11 indoor Subscriber Unit with N-Type Male Connector - US/CAN PSU	\$719.00	18

CPN	TSUNAMI MP.11 Model 5012	MSRP	MOQ
5012-SUR-US	Tsunami MP.11 Model 5012 Outdoor Subscriber Unit with Integrated 18 dBi antenna, FCC Only	\$469.00	10
	<i>Kit includes: 5012-SUR, Band clamps for pole mounting, Quick Install Guide, and CD-Rom with Documentation. PoE injector (4301-XX) and roof/wall mounting bracket (1087-UMK) purchased separately.</i>		

CPN	TSUNAMI MP.11 HS (Military)	MSRP	MOQ
901-00128	Tsunami MP.11 HS 4454 Green: includes one 245054-RC-BSU-G and one 5044-CA	\$12,359.00	4
901-00127	Tsunami MP.11 HS 4454 Sand: includes one 245054-RC-BSU-S and one 5044-CA-S	\$12,359.00	4

CPN	ACCESSORIES - TSUNAMI MP-8000 Series	MSRP	MOQ
76955	4.9 - 5.875 GHz, Dual Polarity, Slanted (±45°) or V/H, 23 dBi Panel Antenna	\$415.00	10
77067	4.9 - 6.1 GHz, Dual Polarity, Slanted (±45°), 17 dBi Sector Antenna - 60 degrees	\$725.00	10
77551	5.1 - 6.1 GHz, Triple Polarization MIMO, Slanted (±45°) and Vertical, 17 dBi Panel Antenna	\$259.00	10
77552	4.9 - 6.1 GHz, Triple Polarizations MIMO, Slanted (±45°) and Vertical, 16 dBi Sector Antenna - 90 degrees	\$1,239.00	10
949-00011	4.9-6GHz, Dual Polarity,Vertical /Horizontal,16.5 dBi Sector Antenna - 60 degrees.Mounting kit Incd.	\$725.00	10
949-00012	4.9-5.95GHz, Dual Polarity,Vertical and Horizontal, 14dBi Sector Antenna- 90 degrees.	\$725.00	10





	Mounting kit Incd.		
949-00019	4.9 - 6.1 GHz, Dual Polarity, Vertical and Horizontal, 30 dBi Panel Antenna	\$1,029.00	10
949-00024	5.9-6.425 GHz, Dual Polarity, Vertical & Horizontal, 16 dBi Sector Antenna - 90 degrees	\$725.00	10
949-00025	5.9-6.425 GHz, Dual Polarity, Vertical & Horizontal, 17 dBi Sector Antenna - 60 degrees	\$725.00	10
949-00026	5.9-6.425 GHz, Dual Polarity, Vertical & Horizontal, 24 dBi Panel Antenna	\$415.00	10
949-00027	2.3-2.7 GHz, Dual Polarity, Vertical & Horizontal, 20 dBi Panel Antenna	\$415.00	10
76593	Super Gland AVC connector, cable feed thru (for new enclosure (NTE) - Pack of 20	\$205.00	1
949-00045	Cable Feed-Through Sealing Cap kits, PACK OF 20 (for 8150-CPE and MP/QB.11)	\$205.00	1
949-00083	Spare gas capsule for Tsunami 8100 N-Type connector, PACK OF 20	\$199.00	1
76590	25m outdoor, RJ45 terminated, UV Rated, STP Shielded CAT5e cable	\$65.00	10
76591	50m outdoor, RJ45 terminated, UV Rated, STP Shielded CAT5e cable	\$95.00	10
76592	75m outdoor, RJ45 terminated, UV Rated, STP Shielded CAT5e cable	\$179.00	10
235-00001	SURGE, GIGABIT SURGE PROTECTOR WITH SHIELDED RJ45.	\$85.00	10
125-00003	2-6 GHz High Performance RF Lightning Arrestor, N-Female to N-Male Protected	\$165.00	10
76346	Gigabit , 32W, PoE injector with RJ45 and reload button	\$85.00	10
76409	Outdoor Universal Mounting Kit for TMP.11; TMP.16; TMP8000;	\$59.00	10
400-00002	PoE Gigabit 48V DC Injector with terminal Jack - 25 pack	\$1,519.00	1
		0	
949-00075	6 ft Super-Low Loss Coaxial Antenna Cable, 0.600", Standard N-Male to Right Angle N-Male	\$125.00	20

CPN	ANTENNAS - TSUNAMI MP.11 2.4 GHz	MSRP	MOQ
74132	848312591 , Omni-Directional Base Station Antenna 2.4GHz, 7 dBi, Standard N-connector-With DC Grounding.	\$235.00	20
848515698	10 dBi Omni-Directional Base Station Antenna - St-N Female	\$359.00	20
848515706	12 dBi Directional Wide Angle Antenna (120 degrees) - St-N Female	\$309.00	10
848274221	14 dBi Directional Antenna (Yagi) - St-N -Female	\$205.00	20
1086-PA24-14	14 dBi 2.4GHz Panel Antenna- St-N -Female	\$205.00	10

CPN	ANTENNAS - TSUNAMI MP.11 5 GHz	MSRP	MOQ
5054-WA-15-STN	15 dBi Window Antenna - St-N Female - 5.25 - 5.875 GHz	\$85.00	10
5054-PA-18	18 dBi Panel Antenna - St-N Female - 5.25 - 5.875 GHz	\$139.00	10
5054-PA-23	23 dBi Panel Antenna - St-N Female - 5.725 - 5.875 GHz	\$149.00	10
5054-OA-8	8 dBi Omni Directional Antenna - St-N Femal - 5.47-5.850 GHz	\$105.00	10
74134	5054-OA-10 10 dBi Omni Directional Antenna - St-N Femal - 5.47-5.850 GHz	\$125.00	10
5054-SA120-14	14 dBi Sector Antenna - St-N Female - 4.9 - 5.875 GHz - 120 degrees	\$415.00	10
77459	16 dBi Sector Antenna - St-N Female - 4.9 - 6.1 GHz - 90 degrees	\$469.00	10
5054-SA60-17	17 dBi Sector Antenna - St-N Female - 4.9 - 5.875 GHz - 60 degrees	\$469.00	10

CPN	ACCESSORIES - TSUNAMI MP.11, MP.11 HS, MP.16, QB.11, QB.11 HS	MSRP	MOQ
949-00017	6 ft Super-Low Loss Coaxial Antenna Cable, 0.600", St-N - Male-Male	\$105.00	20
949-00075	6 ft Super-Low Loss Coaxial Antenna Cable, 0.600", Standard N-Male to Right Angle N-Male	\$125.00	20
5054-SURGE	Surge Arrestor 5 GHz - Standard-N Female to Female	\$72.00	20
76590	25m outdoor, RJ45 terminated, UV Rated, STP Shielded CAT5e cable	\$65.00	10
76591	50m outdoor, RJ45 terminated, UV Rated, STP Shielded CAT5e cable	\$95.00	10
76592	75m outdoor, RJ45 terminated, UV Rated, STP Shielded CAT5e cable	\$179.00	10
235-00001	SURGE, GIGABIT SURGE PROTECTOR WITH SHIELDED RJ45.	\$85.00	10
400-00002	PoE Gigabit 48V DC Injector with terminal Jack - 25 pack	\$1,519.00	1
125-00003	2-6 GHz High Performance RF Lightning Arrestor, N-Female to N-Male Protected	\$165.00	10





76593	Super Gland AVC connector, cable feed thru (for new enclosure (NTE) - Pack of 20	\$205.00	1
949-00045	Cable Feed-Through Sealing Cap kits, PACK OF 20 (for 8150-CPE and MP/QB.11)	\$205.00	1
77517	Accessories, IP-67 Rating, RJ45 Cable Extended Kit	\$85.00	24
76409	Outdoor Universal Mounting Kit for TMP.11; TMP.16; TMP8000;	\$59.00	10
1087-UMK	Tsunami MP.11 5012-SUR Universal Mounting Kit for roof, wall or under-eave mounting	\$36.00	20
76061	245054 MNT – Mounting bracket for non-ruggedized MP.11 HS Includes: bracket(1) in plastic bag without screws or box	\$55.00	1
* Note: All Customers are entitled to 90 days of free Technical Support (e-mail and/or phone) from the date of purchase, beyond this period they will require a ServPak Support agreement.			

POINT-TO-POINT (PP) * (Licensed)

CPN	GX 800	MSRP	MOQ
Please Contact	Please Contact Spare ODU for Tsunami GX800	\$15,449.00	1
Please Contact	Please Contact Spare IDU for Tsunami GX800	\$4,529.00	1
912-00022	Tsunami GX800 IDU, 6-23GHz Universal Spare unit, RoHS Compliant	\$6,179.00	1
*Note: On all returns of GX-800 units, there would a re-stocking charge of 20% of the total value of equipment (not applicable for rotation). The maximum number of units permissible for returns should be exceed 10% of the units purchased the previous quarter.			

CPN	ACCESSORIES - TSUNAMI GX800	MSRP	MOQ
949-00043	120W AC/DC PSU with DC power plug for GX800 IDU	\$309.00	1
5054-SURGE	Cables & Accessories Surge Arrestor 5 GHz - Standard-N Female to Female	\$72.00	20
949-00017	6 ft Super-Low Loss Coaxial Antenna Cable, 0.600", St-N - Male-Male Mounting Kits, Adapters & Couplers	\$105.00	20
949-00036	Dual IDU mount kit for 19' case for GX800	\$49.00	5
949-00009	GX800 ODU Remote mount kit, 5.85 - 7.125GHz, UDR70 Output	\$1,239.00	1
949-00010	GX800 ODU Remote mount kit, 5.85 - 7.125GHz, N-Type Output	\$1,239.00	1
949-00028	GX800 ODU Remote mount kit, 7.05 - 8.5GHz, UBR84 Output	\$1,239.00	1
949-00029	GX800 ODU Remote mount kit, 10.0 - 10.7GHz, UBR100 Output	\$1,239.00	1
949-00030	GX800 ODU Remote mount kit, 10.7 - 11.8GHz, UBR100 Output	\$1,239.00	1
949-00031	GX800 ODU Remote mount kit, 12.7 - 13.3GHz, UBR120 Output	\$1,239.00	1
949-00032	GX800 ODU Remote mount kit, 14.4 - 15.4GHz, UBR140 Output	\$1,239.00	1
949-00033	GX800 ODU Remote mount kit, 17.7 - 26.5GHz, UBR220 Output	\$1,239.00	1
949-00034	GX800 ODU Remote mount kit, 27.5 - 33.4GHz, UBR320 Output	\$1,239.00	1
949-00035	GX800 ODU Remote mount kit, 37.0 - 40.0GHz, UBR320 Output	\$1,239.00	1
949-00048	GX800 7.125~8.5 GHz 6dB Hybrid Coupler; Antenna Side WG:1.025"dia, ODU Side WG:1.025"dia	\$1,549.00	1
949-00049	GX800 10.0~10.7 GHz 6dB Hybrid Coupler; Antenna Side WG:153IEC-R100, ODU Side WG:153IEC-R100	\$1,549.00	1
949-00050	GX800 10.7~11.7 GHz 6dB Hybrid Coupler; Antenna Side WG:153IEC-R120, ODU Side WG:153IEC-R120	\$1,549.00	1
949-00051	GX800 12.7~13.3 GHz 6dB Hybrid Coupler; Antenna Side WG:153IEC-R120, ODU Side WG:153IEC-R120	\$1,549.00	1
949-00052	GX800 14.4~15.4 GHz 6dB Hybrid Coupler; Antenna Side WG:153IEC-R140, ODU Side WG:153IEC-R140	\$1,549.00	1
949-00053	GX800 17.7~19.7 GHz 6dB Hybrid Coupler; Antenna Side WG:153IEC-R220, ODU	\$1,549.00	1





	Side WG:153IEC-R220		
949-00054	GX800 21.2~23.6 GHz 6dB Hybrid Coupler; Antenna Side WG:153IEC-R220, ODU Side WG:153IEC-R220	\$1,549.00	1
949-00055	GX800 24.2~26.5 GHz 6dB Hybrid Coupler; Antenna Side WG:153IEC-R220, ODU Side WG:153IEC-R220	\$1,549.00	1
949-00056	GX800 27.5~29.5 GHz 6dB Hybrid Coupler; Antenna Side WG:153IEC-R320, ODU Side WG:153IEC-R320	\$1,549.00	1
949-00057	GX800 31.8~33.4 GHz 6dB Hybrid Coupler; Antenna Side WG:153IEC-R320, ODU Side WG:153IEC-R320	\$1,549.00	1
949-00058	GX800 37.0~40.0 GHz 6dB Hybrid Coupler; Antenna Side WG:0.219"dia, ODU Side WG:0.219"dia	\$1,549.00	1
949-00061	GX800 7.125~8.5 GHz 3dB Hybrid Coupler; Antenna Side WG:1.025"dia, ODU Side WG:1.025"dia	\$1,549.00	1
949-00062	GX800 10.0~10.7 GHz 3dB Hybrid Coupler; Antenna Side WG:153IEC-R100, ODU Side WG:153IEC-R100	\$1,549.00	1
949-00063	GX800 10.7~11.7 GHz 3dB Hybrid Coupler; Antenna Side WG:153IEC-R120, ODU Side WG:153IEC-R120	\$1,549.00	1
949-00064	GX800 12.7~13.3 GHz 3dB Hybrid Coupler; Antenna Side WG:153IEC-R120, ODU Side WG:153IEC-R120	\$1,549.00	1
949-00065	GX800 14.4~15.4 GHz 3dB Hybrid Coupler; Antenna Side WG:153IEC-R140, ODU Side WG:153IEC-R140	\$1,549.00	1
949-00066	GX800 17.7~19.7 GHz 3dB Hybrid Coupler; Antenna Side WG:153IEC-R220, ODU Side WG:153IEC-R220	\$1,549.00	1
949-00067	GX800 21.2~23.6 GHz 3dB Hybrid Coupler; Antenna Side WG:153IEC-R220, ODU Side WG:153IEC-R220	\$1,549.00	1
949-00068	GX800 24.2~26.5 GHz 3dB Hybrid Coupler; Antenna Side WG:153IEC-R220, ODU Side WG:153IEC-R220	\$1,549.00	1
949-00069	GX800 27.5~29.5 GHz 3dB Hybrid Coupler; Antenna Side WG:153IEC-R320, ODU Side WG:153IEC-R320	\$1,549.00	1
949-00070	GX800 31.8~33.4 GHz 3dB Hybrid Coupler; Antenna Side WG:153IEC-R320, ODU Side WG:153IEC-R320	\$1,549.00	1
949-00071	GX800 37.0~40.0 GHz 3dB Hybrid Coupler; Antenna Side WG:0.219"dia, ODU Side WG:0.219"dia	\$1,549.00	1
	HSI Modules		
949-00037	HSI module with two E1 or T1 ports	\$389.00	1
949-00038	HSI module with one E3 port	\$439.00	1
949-00039	HSI module with one T3(DS3) port	\$439.00	1

POINT-TO-POINT (PP) *

CPN	TSUNAMI QB-8200	MSRP	MOQ
902-00599	Tsunami® QB-8200 Link, 300 Mbps, MIMO 3x3, Type-N Connectors (Two QB-8200-EPA-US)	\$3,999.00	4
902-00595	Tsunami® QB-8200 Link, 300 Mbps, MIMO 3x3, Type-N Connectors (Two QB-8200-EPA-WD)	\$3,999.00	4
902-00601	Tsunami QB 8250 Link, 300 Mbps, MIMO 2x2, 23 dBi panel antenna (Two QB-8250-EPR-US)	\$3,999.00	4
902-00597	Tsunami QB 8250 Link, 300 Mbps, MIMO 2x2, 23 dBi panel antenna (Two QB-8250-EPR-WD)	\$3,999.00	4

CPN	TSUNAMI QB-8100	MSRP	MOQ
76822	Tsunami QB 8150 Link, 300 Mbps, MIMO 2x2, 23 dBi Integrated antenna (Two QB-8150-EPR-US)	\$2,999.00	4





77519	Tsunami QB 8100 Link, 300 Mbps, MIMO 3x3, Type-N Connectors (Two QB-8100-EPA-US)	\$2,999.00	4
76821	Tsunami QB 8150 End Point, 300 Mbps, MIMO 2x2, 23 dBi Integrated antenna - US PoE	\$1,799.00	8
76946	Tsunami QB 8100 End Point, 300 Mbps, MIMO 3x3, Type-N Connectors - US PoE	\$1,599.00	8
76824	Tsunami QB 8150 Link, 300 Mbps, MIMO 2x2, 23 dBi Integrated antenna (Two QB-8150-EPR-WD)	\$2,999.00	4
77518	Tsunami QB 8100 Link, 300 Mbps, MIMO 3x3, Type-N Connectors (Two QB-8100-EPA-WD)	\$2,999.00	4
76823	Tsunami QB 8150 End Point, 300 Mbps, MIMO 2x2, 23 dBi Integrated antenna - WD PoE	\$1,799.00	8
76947	Tsunami QB 8100 End Point, 300 Mbps, MIMO 3x3, Type-N Connectors - WD PoE	\$1,599.00	8
902-00644	Tsunami QB 8150 Link, 2x50 Mbps, MIMO 2x2, 21 dBi Integrated antenna (Two QB-8150-EPR-100-US)	\$2,229.00	4
902-00645	Tsunami QB 8150 Link, 2x50 Mbps, MIMO 2x2, 21 dBi Integrated antenna (Two QB-8150-EPR-100-WD)	\$2,229.00	4

CPN	TSUNAMI QUICKBRIDGE.11	MSRP	MOQ
5054-QB-LR-US	Tsunami Quickbridge.11 Model 5054-R-LR Bundle- US/CAN PSU	\$3,089.00	6
5054-QB-US	Tsunami QuickBridge.11 Model 5054-R Bundle - US/CAN PSU	\$2,679.00	6
902-00071	Tsunami QuickBridge 11 5054-R, 5GHz, World <i>Includes: BSU (1) and SU (1) - both with integrated 23-dBi antennas, software and manual</i>	\$2,679.00	6
	<i>Includes: BSU (1) and SU (1) - both with integrated 18-dBi antennas, software and manual</i>		
4954-QB-US	Tsunami QuickBridge.11 Model 4954-R Bundle - US/CAN PSU <i>Includes: BSU (1) and SU (1) - both with integrated 21-dBi antennas, software and manual</i>	\$3,609.00	6

CPN	ACCESSORIES - TSUNAMI QB-8000 Series	MSRP	MOQ
76955	4.9 - 5.875 GHz, Dual Polarity, Slanted ($\pm 45^\circ$) or V/H, 23 dBi Panel Antenna	\$415.00	10
77067	4.9 - 6.1 GHz, Dual Polarity, Slanted ($\pm 45^\circ$), 17 dBi Sector Antenna - 60 degrees	\$725.00	10
77551	5.1 - 6.1 GHz, Triple Polarization MIMO, Slanted ($\pm 45^\circ$) and Vertical, 17 dBi Panel Antenna	\$259.00	10
77552	4.9 - 6.1 GHz, Triple Polarizations MIMO, Slanted ($\pm 45^\circ$) and Vertical, 16 dBi Sector Antenna - 90 degrees	\$1,239.00	10
949-00011	4.9-6GHz, Dual Polarity, Vertical /Horizontal, 16.5 dBi Sector Antenna - 60 degrees. Mounting kit Incd.	\$725.00	10
949-00012	4.9-5.95GHz, Dual Polarity, Vertical and Horizontal, 14dBi Sector Antenna- 90 degrees. Mounting kit Incd.	\$725.00	10
949-00019	4.9 - 6.1 GHz, Dual Polarity, Vertical and Horizontal, 30 dBi Panel Antenna	\$1,029.00	10
949-00024	5.9-6.425 GHz, Dual Polarity, Vertical & Horizontal, 16 dBi Sector Antenna - 90 degrees	\$725.00	10
949-00025	5.9-6.425 GHz, Dual Polarity, Vertical & Horizontal, 17 dBi Sector Antenna - 60 degrees	\$725.00	10
949-00026	5.9-6.425 GHz, Dual Polarity, Vertical & Horizontal, 24 dBi Panel Antenna	\$415.00	10
949-00027	2.3-2.7 GHz, Dual Polarity, Vertical & Horizontal, 20 dBi Panel Antenna	\$415.00	10
76593	Super Gland AVC connector, cable feed thru (for new enclosure (NTE) - Pack of 20	\$205.00	1
949-00045	Cable Feed-Through Sealing Cap kits, PACK OF 20 (for 8150-CPE and MP/QB.11)	\$205.00	1
949-00083	Spare gas capsule for Tsunami 8100 N-Type connector, PACK OF 20	\$199.00	1
76590	25m outdoor, RJ45 terminated, UV Rated, STP Shielded CAT5e cable	\$65.00	10
76591	50m outdoor, RJ45 terminated, UV Rated, STP Shielded CAT5e cable	\$95.00	10
76592	75m outdoor, RJ45 terminated, UV Rated, STP Shielded CAT5e cable	\$179.00	10
235-00001	SURGE, GIGABIT SURGE PROTECTOR WITH SHIELDED RJ45.	\$85.00	10





125-00003	2-6 GHz High Performance RF Lightning Arrestor, N-Female to N-Male Protected	\$165.00	10
76346	Gigabit , 32W, PoE injector with RJ45 and reload button	\$85.00	10
76409	Outdoor Universal Mounting Kit for TMP.11; TMP.16; TMP8000;	\$59.00	10
400-00002	PoE Gigabit 48V DC Injector with terminal Jack - 25 pack	\$1,519.00	1

CPN	ACCESSORIES - TSUNAMI QB.11, QB.11 HS	MSRP	MOQ
949-00017	6 ft Super-Low Loss Coaxial Antenna Cable, 0.600", St-N - Male-Male	\$105.00	20
949-00075	6 ft Super-Low Loss Coaxial Antenna Cable, 0.600", Standard N-Male to Right Angle N-Male	\$125.00	20
5054-SURGE	Surge Arrestor 5 GHz - Standard-N Female to Female	\$72.00	20
76590	25m outdoor, RJ45 terminated, UV Rated, STP Shielded CAT5e cable	\$65.00	10
76591	50m outdoor, RJ45 terminated, UV Rated, STP Shielded CAT5e cable	\$95.00	10
76592	75m outdoor, RJ45 terminated, UV Rated, STP Shielded CAT5e cable	\$179.00	10
1087-UMK	Tsunami MP.11 5012-SUR Universal Mounting Kit for roof, wall or under-eave mounting	\$36.00	20
76593	Super Gland AVC connector, cable feed thru (for new enclosure (NTE) - Pack of 20	\$205.00	1
949-00045	Cable Feed-Through Sealing Cap kits, PACK OF 20 (for 8150-CPE and MP/QB.11)	\$205.00	1

* Note: All Customers are entitled to 90 days of free Technical Support (e-mail and/or phone) from the date of purchase, beyond this period they will require a ServPak Support agreement

WIRELESS LAN (AP) *

CPN	ORiNOCO ACCESS POINTS	MSRP	MOQ
913-00001	ORiNOCO AP-8100, MIMO 2x2, 802.11 a/n + b/g/n dual radio Access Point-US Power.	\$399.00	8
913-00002	ORiNOCO AP-8100, MIMO 2x2, 802.11 a/n + b/g/n dual radio Access Point-World Power	\$399.00	8
8670M-US	ORINOCO AP-4000M US FCC-MU	\$359.00	18
8670M-US2	ORINOCO AP-4000M US FCC-LMU (no antenna connector)	\$359.00	18
8670M-PS-US	ORiNOCO AP-4900M US	\$429.00	18

CPN	ORiNOCO CLIENT CARDS/ADAPTERS	MSRP	MOQ
76298	ORiNOCO 802.11a/b/g/n USB Adapter; US	\$79.00	20

CPN	ANTENNAS & ACCESSORIES - ORiNOCO	MSRP	MOQ
76236	Spare Antenna set for AP-800/AP-8000; 3x Dual-band 2.4/5GHz Omni	\$30.00	5
76234	Optional AC Power Supply for ORiNOCO AP-8000/AP-800, US plug	\$30.00	5
76235	Optional Worldwide AC Power Supply for ORiNOCO AP-8000/AP-800; All countries except US	\$30.00	5
1087-US	ORiNOCO AP-4000, AP-700 and 5012-SUI Spare Power Supply, US	\$52.00	20
1086-PGTL	Antenna Pigtail Cable (AP-600 and AP-4000), N-type connector	\$47.00	50
1086-REA	ORiNOCO Dual Band Range Extender Antenna	\$129.00	20
1086-OA24-5	ORiNOCO 2.4 GHz Omni Antenna, 5 dBi	\$85.00	10
1086-PA24-9.5	ORiNOCO 2.4 GHz Panel Antenna, 9.5 dBi	\$155.00	10
1086-OA49-8	ORiNOCO Omni-directional Antenna, 4.9 -5.2, GHz, 8 dBi	\$135.00	10
76237	Optional 3x3 MIMO Range Extender Antenna for AP-800/AP-8000; Dual-band 2.4/5GHz Omni	\$85.00	5

CPN	ACTIVE ETHERNET (Power over Ethernet)	MSRP	MOQ
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4312-US	ORiNOCO AE 3af 12 Port DC Injector (US/CAN power cord)	\$625.00	5
76282	ORiNOCO 1 Port 802.3af DC Injector with 10/100/1000Base-T (US/CAN/JP power cord)	\$85.00	20

*** Note: All Customers are entitled to 90 days of free Technical Support (e-mail and/or phone) from the date of purchase, beyond this period they will require a ServPak Support agreement**

MESH NETWORKS (MX) *

CPN	ORiNOCO MESH INDOOR ACCESS POINTS	MSRP	MOQ
8670M-US	ORINOCO AP-4000M US FCC-MU	\$359.00	18
8670M-US2	ORINOCO AP-4000M US FCC-LMU (no antenna connector)	\$359.00	18
8670M-PS-US	ORiNOCO AP-4900M US	\$429.00	18

CPN	ANTENNAS & ACCESSORIES - ORiNOCO MESH INDOOR	MSRP	MOQ
1087-US	ORiNOCO AP-4000, AP-700 and 5012-SUI Spare Power Supply, US	\$52.00	20
1086-PGTL	Antenna Pigtail Cable (AP-700 and AP-4000), N-type connector	\$47.00	50
1086-REA	ORiNOCO Dual Band Range Extender Antenna (AP-4000, AP-700)	\$129.00	20
1086-DA24-4	ORiNOCO 2.4 GHz Diversity Antenna, 4 dBi	\$185.00	10
1086-OA24-5	ORiNOCO 2.4 GHz Omni Antenna, 5 dBi	\$85.00	10
1086-PA24-8.5	ORiNOCO 2.4 GHz Panel Antenna, 8.5 dBi	\$155.00	10
1086-PA24-9.5	ORiNOCO 2.4 GHz Panel Antenna, 9.5 dBi	\$155.00	10
1086-PA50-7	ORiNOCO 5 GHz Panel Antenna, 7 dBi	\$145.00	10
1086-OA49-8	ORiNOCO Omni-directional Antenna, 4.9 -5.2, GHz, 8 dBi	\$135.00	10
848223350	IEEE PigTail Assy 50 cm - Standard-N Male	\$99.00	20

CPN	ACTIVE ETHERNET (Power over Ethernet) - ORiNOCO MESH INDOOR	MSRP	MOQ
4312-US	ORiNOCO AE 3af 12 Port DC Injector (US/CAN power cord)	\$625.00	5
76282	ORiNOCO 1 Port 802.3af DC Injector with 10/100/1000Base-T (US/CAN/JP power cord)	\$85.00	20

*** Note: All Customers are entitled to 90 days of free Technical Support (e-mail and/or phone) from the date of purchase, beyond this period they will require a ServPak Support agreement**

NETWORK MANAGEMENT (NM) *

CPN	PROXIMVISION Network Management System	MSRP	MOQ
989-00011	ProximVision NMS - Supports 20 nodes	\$519.00	1
989-00012	ProximVision NMS - Supports 100 nodes	\$2,059.00	1
989-00013	ProximVision NMS - Supports 500 nodes	\$5,149.00	1
989-00014	ProximVision NMS - Supports 1,000 nodes	\$7,729.00	1
Upgrades			
989-00015	Upgrade from ProximVision NMS 20 nodes to ProximVision NMS 100 nodes	\$1,959.00	1
989-00016	Upgrade from ProximVision NMS 20 nodes to ProximVision NMS 500 nodes	\$5,049.00	1
989-00017	Upgrade from ProximVision NMS 20 nodes to ProximVision NMS 1000 nodes	\$7,619.00	1
989-00018	Upgrade from ProximVision NMS 100 nodes to ProximVision NMS 500 nodes	\$3,499.00	1
989-00019	Upgrade from ProximVision NMS 100 nodes to ProximVision NMS 1000 nodes	\$6,079.00	1
989-00020	Upgrade from ProximVision NMS 500 nodes to ProximVision NMS 1000 nodes	\$2,989.00	1
989-00021	ProximVision NMS - 20 nodes upgrade	\$519.00	1

CPN	PROXIMVISION ES Network Management System	MSRP	MOQ
75664	ProximVision ES - Supports 20 nodes	\$519.00	1





75665	ProximVision ES - Supports 100 nodes	\$2,059.00	1
75666	ProximVision ES - Supports 500 nodes	\$5,149.00	1
75667	ProximVision ES - Supports 1,000 nodes	\$7,729.00	1
Upgrades			
989-00010	ProximVision ES - 20 nodes upgrade	\$519.00	1
76387	Upgrade from ProximVision ES 20 nodes to ProximVision ES 100 nodes	\$1,959.00	1
76388	Upgrade from ProximVision ES 20 nodes to ProximVision ES 500 nodes	\$5,049.00	1
76389	Upgrade from ProximVision ES 20 nodes to ProximVision ES 1000 nodes	\$7,619.00	1
76390	Upgrade from ProximVision ES 100 nodes to ProximVision ES 500 nodes	\$3,499.00	1
76391	Upgrade from ProximVision ES 100 nodes to ProximVision ES 1000 nodes	\$6,079.00	1
76392	Upgrade from ProximVision ES 500 nodes to ProximVision ES 1000 nodes	\$2,989.00	1

Table 5-5: Firetide Products

1-Jun-13			
Ordering Code	Description	MSRP	Min Qty
Outdoor			
HotPort Wireless Mesh Nodes			
7020	HotPort 7020, Outdoor MIMO-802.11n capable, Dual Radio, Tri Band Spectrum 2.4 GHz/4.9 GHz/5 GHz, 400 mW, Wireless Mesh Node.(Upto 400 Mbps UDP throughput) 5 meter North America AC power cable, six dual band 2.4 GHz and 5 GHz 3 dBi antennas, 3 RJ45 weatherized ethernet connectors documentation CD and hardware installation guide. Only single radio enabled. Second radio enabling requires purchase of SW-7000-RADIO-1. 11n - MIMO functionality requires purchase of SW-7000-MIMO license	\$2,495.00	5
7020-FIPS	HotPort 7020, Outdoor MIMO-802.11n capable, FIPS 140-2 NIST compliant, Dual Radio, Tri Band Spectrum 2.4 GHz/4.9 GHz/5 GHz, 400 mW, Wireless Mesh Node. 5 meter North America AC power cable, six dual band 2.4 GHz and 5 GHz 3 dBi antennas, 3 RJ45 weatherized ethernet connectors documentation CD and hardware installation guide. Only single radio enabled. Second radio enabling requires purchase of SW-7000-RADIO-1. 11n - MIMO functionality requires purchase of SW-7000-MIMO license	\$2,995.00	5
7020-900	HotPort 7020, Outdoor 900 Mhz and MIMO-802.11n capable, Dual Radio, Tri Band Spectrum 2.4 GHz/4.9 GHz/5 GHz, 400 mW, Wireless Mesh Node. 5 meter North America AC power cable, three dual band 2.4 GHz and 5 GHz 3 dBi antennas, one 900 Mhz staging antenna, 3 RJ45 weatherized ethernet connectors documentation CD and hardware installation guide. 11n - MIMO functionality requires purchase of SW-7000-MIMO license	\$2,995.00	5
HotPoint Access Point			
5200	HotPoint 5200 MIMO Access Point - Outdoor. Includes Firetide MIMO access point (dual radio 802.11 a/b/g/n, 100 mW), pole mounting bracket, PoE Injector,1 RJ45 Ethernet cable for staging, 1 weatherized ethernet kit, six dual band 2.4 GHz and 5 GHz 3 dBi antennas for staging	\$1,295.00	5
Firetide Point to Point Wireless Bridge			
FWB-205	Firetide MIMO Outdoor Wireless Bridge - bundled with panel antenna . Includes a pair of FWB205 wireless nodes (5 and 4.9 Ghz capable 400 mW) a pair of PoE injectors, a pair of RJ45 Ethernet cable, a pair of AP20-050-MIMO-19 with 6 antenna cables CB-015-N, http based management	\$3,995.00	10
Indoor			
HotPort Wireless Mesh Nodes			
7010	HotPort 7010, Indoor MIMO-802.11n capable, Dual Radio, Tri Band	\$1,295.00	5





	Spectrum 2.4 GHz/4.9 GHz/5 GHz, 400 mW, Wireless Mesh Node. Includes Power Supply Desktop Brick 12VDC, 2 meter North America AC power cable, six dual band 2.4 GHz and 5 GHz 3 dBi antennas, documentation CD and hardware installation guide. Only single radio enabled. Second radio enabling requires purchase of SW-7000-RADIO-1. 11n-MIMO functionality requires purchase of SW-7000-MIMO license		
7010-900	HotPort 7010, Indoor 900 Mhz and MIMO-802.11n capable, Dual Radio, Tri Band Spectrum 2.4 GHz/4.9 GHz/5 GHz, 400 mW, Wireless Mesh Node. Includes Power Supply Desktop Brick 12VDC, 2 meter North America AC power cable, three dual band 2.4 GHz and 5 GHz 3 dBi antennas, one 900 Mhz staging antenna, documentation CD and hardware installation guide. 11n-MIMO functionality requires purchase of SW-7000-MIMO license	\$1,795.00	5
7010-FIPS	HotPort 7010, Indoor MIMO-802.11n capable, FIPS 140-2 NIST compliant, Dual Radio, Tri Band Spectrum 2.4 GHz/4.9 GHz/5 GHz, 400 mW, Wireless Mesh Node. Includes Power Supply Desktop Brick 12VDC, 2 meter North America AC power cable, six dual band 2.4 GHz and 5 GHz 3 dBi antennas documentation CD and hardware installation guide. Only single radio enabled. Second radio enabling requires purchase of SW-7000-RADIO-1. 11n-MIMO functionality requires purchase of SW-7000-MIMO license	\$1,695.00	5
HotPoint Access Point			
5100	HotPoint 5100 MIMO Access Point - Indoor. Includes Firetide MIMO access point (dual radio 802.11 a/b/g/n, 100 mW), AC to DC power adapter with region specific power cable, six dual band 2.4 GHz and 5 GHz 3 dBi antennas for staging, one RJ45 Ethernet cable	\$695.00	5
4100	Hotpoint 4100 Access Point - Indoor. Includes Firetide access point (802.11 b/g, up to 400 mW), AC/DC power supply adapter, kit of international plugs - US, EU, UK, AUS, two 2.4 GHz 5 dBi antennas, management software	\$195.00	10
HotClient Customer Premises Equipment			
2100	HotClient 2100 Customer Premises Equipment - Indoor. Includes Firetide customer premises equipment (802.11 b/g, 400 mW), AC/DC power supply adapter, kit of international plugs - US, EU, UK, AUS, two 2.4 GHz 5 dBi antennas, management software	\$195.00	10
Firetide Controllers			
FWC 1000	Firetide WLAN controller for 50 Access Points. Includes Firetide WLAN controller equipment capable of managing 50 Access Points, 4 10/100/1000 Mbps ports, one Ethernet RJ45 cable, Includes Power Supply Desktop Brick 12VDC, 2 meter North America AC power cable,	\$2,495.00	10
FMC 2000	Firetide Mobility controller for mobility upto 256 meshes Includes Firetide Mobility controller equipment 4 10/100/1000 Mbps ports, one Ethernet RJ45 cable, Includes Power Supply Desktop Brick 12VDC, 2 meter North America AC power cable	\$4,995.00	
Software licenses			
HotView Pro Management Software			
3000-9000-ELE-1	HotView Pro mesh management software (ELECTRONIC LICENSE) - License is per node (integrated HotPort & HotPoint or standalone HotPoint) managed	\$149.00	1
3000-9000-ELE-10	HotView Pro mesh management software (ELECTRONIC LICENSE) - License is per 10 nodes (integrated HotPort & HotPoint or standalone HotPoint) managed	\$1,295.00	1
3000-9000-ELE-30	HotView Pro mesh management software (ELECTRONIC LICENSE) - License is per 30 nodes (integrated HotPort & HotPoint or standalone HotPoint) managed	\$2,995.00	1
3000-9000-ELE-100	HotView Pro mesh management software (ELECTRONIC LICENSE) - License is per 100 nodes (integrated HotPort & HotPoint or standalone	\$5,495.00	1





	HotPoint) managed		
3000-9000-ELE-500	HotView Pro mesh management software (ELECTRONIC LICENSE) - License is per 500 nodes (integrated HotPort & HotPoint or standalone HotPoint) managed	\$14,995.00	1
3000-9000-ELE-1000	HotView Pro mesh management software (ELECTRONIC LICENSE) - License is per 1000 nodes (integrated HotPort & HotPoint or standalone HotPoint) managed	\$19,995.00	1
SW-MC001-ELE-10	Firetide Mobility Controller software (ELECTRONIC LICENSE) - License is per 10 nodes (integrated HotPort mesh & HotPoint access point or standalone HotPoint access point) supporting mobility	\$1,295.00	1
SW-MC001-ELE-30	Firetide Mobility Controller software (ELECTRONIC LICENSE) - License is per 30 nodes (integrated HotPort mesh & HotPoint access point or standalone HotPoint access point) supporting mobility	\$2,995.00	1
SW-7000-RADIO-1	Firetide 7000 Series Radio License (ELECTRONIC LICENSE) - Allows user to enable and use the second radio in the Firetide 7000 series product for a single node.	\$495.00	1
SW-7000-MIMO-1	Firetide 7000 Series MIMO License (ELECTRONIC LICENSE) - Allows user to enable and use the MIMO functionality (11n) on the Firetide 7000 series product for a single node.	\$1,395.00	1
Accessories			
Antenna Assemblies			
4000-1111	2.4 GHz Omni directional antenna with 7.5 dBi gain (N-Type connector) (For HotPoint AP's ONLY)	\$180.00	5
AO-050-N	4.9 to 5.8 GHz Omni-directional antenna with 10 dBi gain, 1.5 meter LMR400 cable, lightning suppressor with N-type connector & pole mount bracket	\$176.00	10
AP-050-N	4.9 to 5.8 GHz subscriber panel antenna with 23 dBi gain (21 dB gain for 4.9 - 5.1), 1.5 meter LMR400 cable, lightning suppressor with N-type connector & Az/E1adjustable mount	\$255.00	10
AS-024-N	2.4 to 2.7 GHz 90° sector antenna with 15.5 dBi gain, 1.5 meter LMR400 cable, lightning suppressor with N-type connector & tilt mount	\$995.00	10
AS-050-N	4.9 to 5.8 GHz 90° sector antenna with 16 dBi gain, 1.5 meter LMR400 cable, lightning suppressor with N-type connector & elevation adjustable mount	\$995.00	10
CB-015-N	Antenna Cable Assembly, 1.5 meter LMR-400 w/ Integrated lightning suppressor N-type connector	\$145.00	10
CB-015-N-MIMO	MIMO Antenna Cable Assembly for 5200 & 7020. 3 in 1 bundled 1.5 meter LMR-400 cables w/ Integrated lightning suppressor N-type connector.	\$515.00	10
CB-025-N-MIMO	MIMO Antenna Cable Assembly for 5200 & 7020. 3 in 1 bundled 2.5 meter LMR-400 cables w/ Integrated lightning suppressor N-type connector.	\$595.00	10
CB-050-N	Antenna Cable Assembly, 5 meter LMR-400 w/ Integrated lightning suppressor N-type connector	\$220.00	10
CB-C-015-N	Antenna Cable Assembly, 1.5 meter LMR-400	\$55.00	10
CB-C-015-N-MIMO	MIMO Antenna Cable Assembly for 5200 & 7020. 3 in 1 bundled 1.5 meter LMR-400 cables	\$165.00	10
CB-C-025-N-MIMO	MIMO Antenna Cable Assembly for 5200 & 7020. 3 in 1 bundled 2.5 meter LMR-400 cables	\$195.00	10
CB-C-050-N	Antenna Cable Assembly, 5 meter LMR-400	\$119.00	10
CB-LT-01	RF Lightning Arrestor	\$125.00	10
Antenna Assemblies for 7000 series 11n MIMO (with mounts)			
AS90-024-MIMO-13	90 degree sector antenna, BSA MIMO 3x3 , 90 deg , 2.3-2.7 GHz, 3 x 13 dBi gain	\$332.00	10
AS120-024-MIMO-11	120 degree sector antenna, BSA MIMO 3X3 ,120 deg , 2.3 -2.7 GHz, 3 x 11.5 dBi gain	\$405.00	10
AO-024-MIMO-8	BSA MIMO 3X3 , Omni , 2.3-2.7 GHz	\$385.00	10





AS90-050-MIMO-16-T	triple-polarized 90 degree sector antenna, BSA MIMO 3x3 , 90 deg, 4.9 – 6.1 GHz, 3 x 16 dBi gain	\$619.00	10
AS120-050-MIMO-15	120 degree sector antenna, BSA MIMO 3x3 , 120 deg, 4.9-6.1 GHz, 3 x 15dBi gain	\$378.00	10
AO-050-MIMO-9	Omni Directional BSA, MIMO 3x3 , Omni, 4.9-6.1 GHz, 3x9 dBi gain	\$307.00	10
AP20-050-MIMO-19	20 degrees patch antenna 3x3 MIMO, 4.9 – 6.1 capable	\$285.00	10
AP5-050-MIMO-28	5 degrees Parabolic dish antenna 2x2 MIMO 4.9 - 6.1 capable	\$695.00	10
AOI-245-MIMO-25	Indoor 6-port 2.4 , 5 GHz Dual band ceiling antenna with three 2.4 Ghz connectors and three 5 GHz connectors	\$125.00	10
Antenna Assemblies for 900 MHz (with mounts)			
AO-900-8	900 MHz Omni Directional Antenna, 8 dBi gain	\$235.00	10
AP40-900-12	900 MHz 12 dBi Panel antenna (43 deg x 42)	\$332.00	10
Cable Assemblies			
3200-2102	Single Ethernet Transition Cable w/watertight Ethernet connector, 2 meter	\$60.00	5
Power Source & Cables			
PO-010-N	7000 series outdoor rated 10 meter North America AC power cable	\$55.00	
PO-010-E	7000 series outdoor rated 10 meter EU, Indonesia and Korea AC power cable	\$55.00	
PO-010-C	7000 series outdoor rated 10 meter China, Australia and New Zealand AC power cable	\$55.00	
PO-010-U	7000 series outdoor rated 10 meter UK, Singapore AC power cable	\$55.00	
7020-1001	6 pin Female DC power connector for HotPort 7000 series.	\$25.00	
7020-1002	RF Terminator - 50 ohms - N male	\$25.00	
Mounting Solutions			
MT-6100	HotPort 6100 family indoor mounting kit for wall, upright, ceiling and office panel installation, 10 machine screws	\$50.00	
MT-7100	HotPort 7000 family indoor mounting kit for wall, upright, ceiling and office panel installation, 10 machine screws	\$19.00	
Spare Parts (Replacement Parts)			
SP-7200-03	7020 series Replacement outdoor clawtooth mounting kit	\$75.00	10
SP-7200-04	7020 series outdoor rated replacement 5 meter North America AC Power cable	\$40.00	
SP-4200-01	4200 series Replacement PoE injector with North America AC power cable	\$75.00	10
SP-4200-02	4200 series Replacement outdoor pole mounting kit	\$55.00	10
SP-4100-01	4100 series Replacement indoor AC/DC power supply adapter, kit of international plugs - US, EU, UK, AUS	\$45.00	10
SP-2200-01	2200 series Replacement PoE injector with North America AC power cable	\$75.00	10
SP-2200-02	2200 series Replacement outdoor pole mounting kit	\$55.00	10
SP-2100-01	2100 series Replacement indoor AC/DC power supply adapter, kit of international plugs - US, EU, UK, AUS	\$45.00	10
SP-7200-02	7200 series Replacement weatherized field installable ethernet RJ45 connector	\$10.00	10
SP-7100-01	7000 series Replacement indoor Power Supply Desktop Brick 12VDC	\$55.00	10

Table 5-6: Power Sonic Products

MODEL	V	A.H.	Qty/Ctn	lbs/Ctn	Pallet Qty	List
PS-260	2	6.0	30	29	2400	33.25
PS-445	4	4.5	20	27	1200	20.75
PS-490	4	9.0	10	26	640	32.25
PS-4100	4	10.0	10	26	640	34.95
PS-605	6	0.5	100	25	n/a	32.75
PS-610	6	1.1	20	13	2700	18.95
PS-612	6	1.4	20	14	2400	14.25
PS-628	6	2.9	20	28	1200	21.50





PS-630	6	3.5	20	31	1280	19.95
PS-632	6	3.5	20	31	1800	34.25
PS-640F	6	4.5	20	32	1000	11.95
PS-650L	6	5.0	20	37	720	28.75
PS-665	6	6.5	10	28	600	34.25
PS-670	6	7.0	10	27	700	20.75
PS-682F	6	9.0	10	35	520	32.50
PS-6100	6	12.0	10	43	360	30.75
PS-6120	6	12.0	5	25	320	40.50
PS-6120 Toy	6	12.0	5	26	320	44.50
PS-6200	6	20.0	4	30	224	71.95
PS-6360	6	36.0	2	26	150	98.50
PS-6580	6	58.0	1	22	84	144.95
PS-62000	6	200.0	1	65	24	358.00
PS-832	8	3.2	10	18	900	39.50
PS-1208	12	0.8	20	17	1960	35.25
PS-1212	12	1.4	20	27	1280	23.95
PS-1220	12	2.5	20	46	720	29.75
PS-1221	12	2.0	20	28	n/a	69.50
PS-1221S	12	2.0	20	32	n/a	44.50
PS-1223	12	2.3	20	36	1120	51.50
PS-1227	12	2.9	10	25	750	34.25
PS-1228	12	2.8	10	27	600	39.50
PS-1229	12	2.9	10	25	840	49.50
PS-1230	12	3.4	10	31	640	35.25
PS-1238	12	3.8	10	37	480	48.75
PS-1250	12	5.0	10	37	500	26.25
PS-1251FP	12	5.4	10	43	600	48.25
PS-1270	12	7.0	5	26	375	32.95
PS-1272	12	7.2	5	29	300	40.50
PS-1280	12	8.0	5	29	300	39.75
PS-1282 L	12	9.0	4	28	256	75.25
PS-1282 S	12	9.0	4	28	256	75.25
PS-1290	12	9.0	5	32	300	45.95
PS-12100	12	12.0	4	32	192	75.25
PS-12100H	12	10.5	5	37.5	400	47.50
PS-12120	12	12.0	4	34	260	52.50
PS-12120L	12	12.0	4	40	180	77.25
PS-12140	12	14.0	4	38	208	59.25
PS-12180	12	18.0	2	26	150	74.50
PS-12200	12	20.0	2	28	150	84.95
PS-12260	12	26.0	2	37	112	107.95
PS-12280	12	28.0	1	22	120	134.50
PS-12330	12	33.0	1	24	84	102.75
PS-12350	12	35.0	1	26	84	108.75
PS-12400	12	40.0	1	30	54	146.75
PS-12550	12	55.0	1	39	42	196.00
PS-12750	12	75.0	1	52	30	255.00
PS-121000	12	100.0	1	71	24	300.00
PS-121100	12	110.0	1	72	24	345.00
PS-121400 FR	12	140.0	1	103	20	525.00
PSH-655 FR	6	5.5	20	43	800	17.25
PSH-1255 FR	12	6.0	10	42	400	34.50
PSH-1280FR	12	8.5	5	32	300	48.95
PSH-12100 FR	12	10.5	5	38	225	55.25
PSH-12180 FR	12	21.0	2	28	150	88.25

"FR" = V-0 flame retardant plastic case material





PRICES ARE SUBJECT TO CHANGE WITHOUT NOTICE

PSG SERIES

MODEL	V	A.H.	Qty/Ctn	lbs/Ctn	Pallet Qty	List
PSG-450	4	5.0	10	18	1050	27.50
PSG-480	4	8.0	10	23	800	31.25
PSG-625	6	2.5	10	13	1440	28.50
PSG-650	6	5.0	10	23	720	40.95
PSG-680	6	8.0	10	33	540	45.25

PG SERIES -- LONG LIFE BATTERIES

MODEL	V	A.H.	Qty/Ctn	lbs/Ctn	Pallet Qty	List
PG-6V210 FR	6	210.0	1	73	24	382.00
PG-12V28 FR	12	28.0	1	20	100	134.95
PG-12V35 FR	12	35.0	1	26	72	127.95
PG-12V42 FR	12	42.0	1	33	54	174.95
PG-12V55 FR	12	56.0	1	39	42	220.00
PG-12V75 FR	12	75.0	1	54	30	275.00
PG-12V75T FR	12	75.0	1	57	30	298.00
PG-12V92 FR	12	92.0	1	72	24	342.00
PG-12V103 FR	12	103.0	1	70	24	358.00
PG-12V120 FR	12	124.0	1	85	20	420.00
PG-12V140 FR	12	144.0	1	103	20	526.00
PG-12V150 FR	12	153.0	1	109	16	549.00
PG-12V200 FR	12	210.0	1	145	12	689.00

"FR" = V-0 flame retardant plastic case material

C-SERIES SWITCH-MODE AUTOMATIC CHARGERS -- FOR SLA BATTERIES

MODEL	V	Rating	Qty/Ctn	lbs/Ctn	Design	List
PSC-6300A-C	6	300 mA	50	18	Plug-in	37.50
PSC-6500A-C	6	500 mA	50	23	Plug-in	38.95
PSC-61000A-C	6	1 Amp	50	25	Plug-in	43.50
PSC-64000A-C	6	4 Amp	30	30	Desk Top	89.95
PSC-12300A-C	12	300 mA	50	18	Plug-in	37.95
PSC-12500A-C	12	500 mA	50	23	Plug-in	39.75
PSC-12800A-C	12	800 mA	50	23	Plug-in	41.95
PSC-122000A-C	12	1.8 Amp	20	20	Desk Top	79.95
PSC-124000A-C	12	4 Amp	20	20	Desk Top	94.95
PSC-1210000A-C	12	10 Amp	10	12	Desk Top	258.00
PSC-241000A-C	24	1 Amp	20	20	Desk Top	82.95

C-SERIES SWITCH-MODE FLOAT CHARGERS -- FOR SLA BATTERIES

MODEL	V	Rating	Qty/Ctn	lbs/Ctn	Design	List
PSC-6300F-C	6	300 mA	50	18	Plug-in	37.50
PSC-6500F-C	6	500 mA	50	23	Plug-in	38.95
PSC-12300F-C	12	300 mA	50	18	Plug-in	37.95
PSC-12500F-C	12	500 mA	50	23	Plug-in	39.75

TRANSFORMER TYPE CHARGERS

MODEL	V	Rating	Qty/Ctn	lbs/Ctn	Design	List
PSC-6300A	6	300 mA	36	58	Plug-in	66.50
PSC-61000A	6	1 Amp	36	60	Plug-in	71.50
PSC-12800A	12	800 mA	36	58	Plug-in	61.50
PSC-122000A	12	2 Amp	12	49	Desk Top	118.95
PSC-124000A	12	4 Amp	8	65	Desk Top	169.25
PSC-124000AP	12	4 Amp	8	65	Desk Top	219.75
PSN Series	1.2 - 14.4	0.5 - 5.0 A	36	58	Plug-in	75.50

ACCESSORIES

PART NUMBER	UOM	DIST
035021	each	\$0.10
035018	each	\$0.10
035025	each	\$0.10





034024	each	\$1.25
034055	each	\$3.25
034050	each	\$3.00
034052	each	\$3.00

WARRANTY POLICY

Power-Sonic Corporation warrants all batteries and chargers to be free from defects in materials and factory workmanship, and agrees to repair or replace any battery or charger that fails to perform as specified within one (1) year after date of shipment (two years for "PG" Series). This warranty shall not apply if buyer fails to notify Power-Sonic of such defects within ten(10) days after discovery, or if battery or charger has been subjected to misuse, negligence or accident. Application exceptions: batteries used in mobility applications (including but not limited to wheelchair, scooter, pallet jack) shall carry a six (6) month warranty only. This warranty is in lieu of any other warranty, expressed or implied.

Table 5-7: Milestone Products

License ID	Product	License Type	MSRP
XProtect Video Management Platforms			
XProtect Essential - 2.1			
XPESBL	XProtect Essential Base License, electronic delivery (includes 2 camera licenses)	Base License	\$99.00
XPESCL	XProtect Essential Camera License	Channel License	\$49.00
YXPESBL	One year SUP for XProtect Essential Base License (includes SUP for two camera licenses)	SUP	\$18.00
YXPESCL	One year SUP for XProtect Essential Camera License	SUP	\$9.00
DXPESBL	One day SUP for XProtect Essential Base License, single day purchase	SUP	\$0.05
Y2XPESBL	Two years SUP for XProtect Essential Base License (includes SUP for two camera licenses)	SUP	\$30.00
Y3XPESBL	Three years SUP for XProtect Essential Base License (includes SUP for two camera licenses)	SUP	\$39.00
Y4XPESBL	Four years SUP for XProtect Essential Base License (includes SUP for two camera licenses)	SUP	\$52.00
Y5XPESBL	Five years SUP for XProtect Essential Base License (includes SUP for two camera licenses)	SUP	\$60.00
Y3OIXPESBL	Three years opt-in SUP for XProtect Essential Base License (includes SUP for two camera licenses)	SUP	\$54.00
DXPESCL	One day SUP for XProtect Essential Camera License, single day purchase	SUP	\$0.03
Y2XPESCL	Two years SUP for XProtect Essential Camera License	SUP	\$15.00
Y3XPESCL	Three years SUP for XProtect Essential Camera License	SUP	\$20.00
Y4XPESCL	Four years SUP for XProtect Essential Camera License	SUP	\$26.00
Y5XPESCL	Five years SUP for XProtect Essential Camera License	SUP	\$30.00
Y3OIXPESCL	Three years opt-in SUP for XProtect Essential Camera License	SUP	\$27.00
XPES-MEDIA	XProtect Essential DVD	DVD	\$100.00
UXPESBL	Trade-in XProtect Essential Base License credit with SUP	Trade-in	-\$99.00
TXPESBL	Trade-in XProtect Essential Base License credit without SUP	Trade-in	-\$30.00
UXPESCL	Trade-in XProtect Essential Camera License credit with SUP	Trade-in	-\$49.00
TXPESCL	Trade-in XProtect Essential Camera License credit without SUP	Trade-in	-\$15.00
XProtect Express - 1.1			
XPESBL	XProtect Express Base License, electronic delivery (includes 2 camera licenses)	Base License	\$199.00





XPEXCL	XProtect Express Camera License	Channel License	\$99.00
YXPEXBL	One year SUP for XProtect Express Base License (includes SUP for two camera licenses)	SUP	\$36.00
YXPEXCL	One year SUP for XProtect Express Camera License	SUP	\$18.00
DXPEXBL	One day SUP for XProtect Express Base License, single day purchase	SUP	\$0.10
Y2XPEXBL	Two years SUP for XProtect Express Base License (includes SUP for two camera licenses)	SUP	\$60.00
Y3XPEXBL	Three years SUP for XProtect Express Base License (includes SUP for two camera licenses)	SUP	\$78.00
Y4XPEXBL	Four years SUP for XProtect Express Base License (includes SUP for two camera licenses)	SUP	\$104.00
Y5XPEXBL	Five years SUP for XProtect Express Base License (includes SUP for two camera licenses)	SUP	\$120.00
Y3OIXPEXBL	Three years opt-in SUP for XProtect Express Base License (includes SUP for two camera licenses)	SUP	\$108.00
DXPEXCL	One day SUP for XProtect Express Camera License, single day purchase	SUP	\$0.05
Y2XPEXCL	Two years SUP for XProtect Express Camera License	SUP	\$30.00
Y3XPEXCL	Three years SUP for XProtect Express Camera License	SUP	\$39.00
Y4XPEXCL	Four years SUP for XProtect Express Camera License	SUP	\$52.00
Y5XPEXCL	Five years SUP for XProtect Express Camera License	SUP	\$60.00
Y3OIXPEXCL	Three years opt-in SUP for XProtect Express Camera License	SUP	\$54.00
XPEX-MEDIA	XProtect Express DVD	DVD	\$100.00
UXPEXBL	Trade-in XProtect Express Base License credit with SUP	Trade-in	-\$199.00
TXPEXBL	Trade-in XProtect Express Base License credit without SUP	Trade-in	-\$60.00
UXPEXCL	Trade-in XProtect Express Camera License credit with SUP	Trade-in	-\$99.00
TXPEXCL	Trade-in XProtect Express Camera License credit without SUP	Trade-in	-\$30.00
XProtect Professional - 8.1			
XPPBL	XProtect Professional Base License	Base License	\$500.00
XPPCL	XProtect Professional Camera License	Channel License	\$140.00
YXPPBL	One year SUP for XProtect Professional Base License	SUP	\$90.00
YXPPCL	One year SUP for XProtect Professional Camera License	SUP	\$26.00
DXPPBL	One day SUP for XProtect Professional Base License, single day purchase	SUP	\$0.25
Y2XPPBL	Two years SUP for XProtect Professional Base License	SUP	\$150.00
Y3XPPBL	Three years SUP for XProtect Professional Base License	SUP	\$195.00
Y4XPPBL	Four years SUP for XProtect Professional Base License	SUP	\$260.00
Y5XPPBL	Five years SUP for XProtect Professional Base License	SUP	\$300.00
Y3OIXPPBL	Three years opt-in SUP for XProtect Professional Base License	SUP	\$270.00
DXPPCL	One day SUP for XProtect Professional Camera License, single day purchase	SUP	\$0.08
Y2XPPCL	Two years SUP for XProtect Professional Camera License	SUP	\$42.00
Y3XPPCL	Three years SUP for XProtect Professional Camera License	SUP	\$55.00
Y4XPPCL	Four years SUP for XProtect Professional Camera License	SUP	\$73.00
Y5XPPCL	Five years SUP for XProtect Professional Camera License	SUP	\$84.00
Y3OIXPPCL	Three years opt-in SUP for XProtect Professional Camera License	SUP	\$76.00
XPP-MEDIA	XProtect Professional DVD	DVD	\$100.00
UXPPBL	Trade-in XProtect Professional Base License credit with SUP	Trade-in	-\$500.00
TXPPBL	Trade-in XProtect Professional Base License credit without SUP	Trade-in	-\$150.00
UXPPCL	Trade-in XProtect Professional Camera License credit with SUP	Trade-in	-\$140.00
TXPPCL	Trade-in XProtect Professional Camera License credit without SUP	Trade-in	-\$45.00
XProtect Enterprise - 8.1			
XPEBL	XProtect Enterprise Base License	Base License	\$1,479.00





XPECL	XProtect Enterprise Camera License	Channel License	\$199.00
YXPEBL	One year SUP for XProtect Enterprise Base License	SUP	\$270.00
YXPECL	One year SUP for XProtect Enterprise Camera License	SUP	\$36.00
DXPEBL	One day SUP for XProtect Enterprise Base License, single day purchase	SUP	\$0.74
Y2XPEBL	Two years SUP for XProtect Enterprise Base License	SUP	\$445.00
Y3XPEBL	Three years SUP for XProtect Enterprise Base License	SUP	\$580.00
Y4XPEBL	Four years SUP for XProtect Enterprise Base License	SUP	\$770.00
Y5XPEBL	Five years SUP for XProtect Enterprise Base License	SUP	\$890.00
Y3OIXPEBL	Three years opt-in SUP for XProtect Enterprise Base License	SUP	\$799.00
DXPECL	One day SUP for XProtect Enterprise Camera License, single day purchase	SUP	\$0.10
Y2XPECL	Two years SUP for XProtect Enterprise Camera License	SUP	\$60.00
Y3XPECL	Three years SUP for XProtect Enterprise Camera License	SUP	\$78.00
Y4XPECL	Four years SUP for XProtect Enterprise Camera License	SUP	\$104.00
Y5XPECL	Five years SUP for XProtect Enterprise Camera License	SUP	\$120.00
Y3OIXPECL	Three years opt-in SUP for XProtect Enterprise Camera License	SUP	\$108.00
XPE-MEDIA	XProtect Enterprise DVD	DVD	\$100.00
UXPEBL	Trade-in XProtect Enterprise Base License credit with SUP	Trade-in	-\$1,479.00
TXPEBL	Trade-in XProtect Enterprise Base License credit without SUP	Trade-in	-\$445.00
UXPECL	Trade-in XProtect Enterprise Channel License credit with SUP	Trade-in	-\$199.00
TXPECL	Trade-in XProtect Enterprise Channel License credit without SUP	Trade-in	-\$60.00
XProtect Expert - 2013			
XPETBL	XProtect Expert Base License	Base License	\$1,999.00
XPETDL	XProtect Expert Device Channel License	Channel License	\$269.00
YXPETBL	One year SUP for XProtect Expert Base License	SUP	\$360.00
YXPETDL	One year SUP for XProtect Expert Device Channel License	SUP	\$49.00
DXPETBL	One day SUP for XProtect Expert Base License, single day purchase	SUP	\$0.99
Y2XPETBL	Two years SUP for XProtect Expert Base License	SUP	\$600.00
Y3XPETBL	Three years SUP for XProtect Expert Base License	SUP	\$780.00
Y4XPETBL	Four years SUP for XProtect Expert Base License	SUP	\$1,040.00
Y5XPETBL	Five years SUP for XProtect Expert Base License	SUP	\$1,200.00
Y3OIXPETBL	Three years opt-in SUP for XProtect Expert Base License	SUP	\$1,080.00
DXPETDL	One day SUP for XProtect Expert Device Channel License, single day purchase	SUP	\$0.14
Y2XPETDL	Two years SUP for XProtect Expert Device Channel License	SUP	\$81.00
Y3XPETDL	Three years SUP for XProtect Expert Device Channel License	SUP	\$105.00
Y4XPETDL	Four years SUP for XProtect Expert Device Channel License	SUP	\$140.00
Y5XPETDL	Five years SUP for XProtect Expert Device Channel License	SUP	\$162.00
Y3OIXPETDL	Three years opt-in SUP for XProtect Enterprise Camera License	SUP	\$146.00
XPET-MEDIA	XProtect Expert DVD	DVD	\$100.00
UXPETBL	Trade-in XProtect Expert Base License credit with SUP	Trade-in	-\$1,999.00
TXPETBL	Trade-in XProtect Expert Base License credit without SUP	Trade-in	-\$600.00
UXPETDL	Trade-in XProtect Expert Device Channel License credit with SUP	Trade-in	-\$269.00
TXPETDL	Trade-in XProtect Expert Device Channel License credit without SUP	Trade-in	-\$85.00
XProtect Corporate - 2013			
XPCOBT	XProtect Corporate Base Server	Base License	\$3,183.00
XPCODL	XProtect Corporate Device Channel License	Channel License	\$329.00
XPCOMIDL	XProtect Corporate Milestone Interconnect Device License	Channel License	\$119.00
XPCOMFADL	XProtect Corporate Milestone Federated Architecture Device License	Channel License	\$50.00
YXPCOBT	One year SUP for XProtect Corporate Base Server	SUP	\$575.00





YXPCODL	One year SUP for XProtect Corporate Device Channel License	SUP	\$60.00
YXPCOMIDL	One year SUP for XProtect Corporate Milestone Interconnect Device License	SUP	\$22.00
YXPCOMFADL	One year SUP for XProtect Corporate Milestone Federated Architecture Device License	SUP	\$9.00
DXPCOBT	One day SUP for XProtect Corporate Base Server, single day purchase	SUP	\$1.58
Y2XPCOBT	Two years SUP for XProtect Corporate Base Server	SUP	\$955.00
Y3XPCOBT	Three years SUP for XProtect Corporate Base Server	SUP	\$1,245.00
Y4XPCOBT	Four years SUP for XProtect Corporate Base Server	SUP	\$1,660.00
Y5XPCOBT	Five years SUP for XProtect Corporate Base Server	SUP	\$1,910.00
Y3OIXPCOBT	Three years opt-in SUP for XProtect Corporate Base Server	SUP	\$1,719.00
DXPCODL	One day SUP for XProtect Corporate Device Channel License, single day purchase	SUP	\$0.17
Y2XPCODL	Two years SUP for XProtect Corporate Device Channel License	SUP	\$100.00
Y3XPCODL	Three years SUP for XProtect Corporate Device Channel License	SUP	\$130.00
Y4XPCODL	Four years SUP for XProtect Corporate Device Channel License	SUP	\$175.00
Y5XPCODL	Five years SUP for XProtect Corporate Device Channel License	SUP	\$200.00
Y3OIXPCODL	Three years opt-in SUP for XProtect Corporate Device Channel License	SUP	\$178.00
Y2XPCOMIDL	Two years SUP for XProtect Corporate Milestone Interconnect Device License	SUP	\$36.00
Y3XPCOMIDL	Three years SUP for XProtect Corporate Milestone Interconnect Device License	SUP	\$47.00
Y4XPCOMIDL	Four years SUP for XProtect Corporate Milestone Interconnect Device License	SUP	\$62.00
Y5XPCOMIDL	Five years SUP for XProtect Corporate Milestone Interconnect Device License	SUP	\$72.00
DXPCOMIDL	One day SUP for XProtect Corporate Milestone Interconnect Device License	SUP	\$0.07
Y3OIXPCOMIDL	Three years opt-in SUP for XProtect Corporate Milestone Interconnect Device Channel License	SUP	\$65.00
DXPCOMFADL	One day SUP for XProtect Corporate Milestone Federated Architecture Device License	SUP	\$0.03
Y2XPCOMFADL	Two years SUP for XProtect Corporate Milestone Federated Architecture Device License	SUP	\$15.00
Y3XPCOMFADL	Three years SUP for XProtect Corporate Milestone Federated Architecture Device License	SUP	\$20.00
Y4XPCOMFADL	Four years SUP for XProtect Corporate Milestone Federated Architecture Device License	SUP	\$26.00
Y5XPCOMFADL	Five years SUP for XProtect Corporate Milestone Federated Architecture Device License	SUP	\$30.00
Y3OIXPCOMFADL	Three years opt-in SUP for XProtect Corporate Milestone Federated Architecture Device Channel License	SUP	\$27.00
XPCO-MEDIA	XProtect Corporate DVD	DVD	\$100.00
TXPCOMFADL	Trade-in XProtect Corporate Milestone Federated Architecture Device License credit without SUP	Trade-in	-\$15.00
TXPCOBT	Trade-in XProtect Corporate Base Server License credit without SUP	Trade-in	-\$955.00
TXPCODL	Trade-in XProtect Corporate Device Channel License credit without SUP	Trade-in	-\$100.00
XProtect NVR Products			
XProtect NVR Special Edition			
XPNVR08US	XProtect NVR Special Edition, 8 Channel, US	Base License	\$2,999.00
XPNVR16US	XProtect NVR Special Edition, 16 Channel US	Base License	\$3,999.00





XProtect Add-on Products			
XProtect Smart Wall - 1.0			
XPSWBL	XProtect Smart Wall Base License	Base License	\$19,999.00
YXPSWBL	One year SUP for XProtect Smart Wall Base License	SUP	\$3,600.00
DXPSWBL	One day SUP for XProtect Smart Wall Base License, single day purchase	SUP	\$9.87
Y2XPSWBL	Two years SUP for XProtect Smart Wall Base License	SUP	\$6,000.00
Y3XPSWBL	Three years SUP for XProtect Smart Wall Base License	SUP	\$7,800.00
Y4XPSWBL	Four years SUP for XProtect Smart Wall Base License	SUP	\$10,400.00
Y5XPSWBL	Five years SUP for XProtect Smart Wall Base License	SUP	\$12,000.00
Y3OIXPSWBL	Three years opt-in SUP for XProtect Smart Wall Base License	SUP	\$10,800.00
XPSW-MEDIA	XProtect Smart Wall DVD	DVD	\$100.00
XProtect Input Unit Plug-ins -			
MIPIU-AD	XProtect Input Unit Plug-in for American Dynamics AD CC300	Base License	\$1,600.00
MIPIU-PAN	XProtect Input Unit Plug-in for Panasonic WV-CU950	Base License	\$1,600.00
MIPIU-PEL	XProtect Input Unit Plug-in for Pelco KBD-300A	Base License	\$1,600.00
MIPIU-BSC	XProtect Input Unit Plug-in for Bosch IntuiKey	Base License	\$1,600.00
MIPIU-AXI	XProtect Input Unit Plug-in for Axis T8310	Base License	\$1,600.00
XProtect Transact - 2.5			
XPTBS	XProtect Transact Base Server incl. 1 Connection	Base License	\$299.00
XPTC1	XProtect Transact Connection License	Channel License	\$269.00
YXPTBS	One year SUP for XProtect Transact Base Server incl. 1 Connection	SUP	\$55.00
YXPTC1	One year SUP for XProtect Transact Connection License	SUP	\$50.00
Y3OIXPTBS	Three years opt-in SUP for XProtect Transact Base Server incl. 1 Connection	SUP	\$162.00
Y3OIXPTC1	Three years opt-in SUP for XProtect Transact Connection License	SUP	\$146.00
XPT-MEDIA	XProtect Transact DVD	DVD	\$100.00
TXPTBS	Trade-in XProtect Transact Base Server License credit without SUP	Trade-in	-\$90.00
TXPTC1	Trade-in XProtect Transact Connection License credit without SUP	Trade-in	-\$85.00
XProtect Central - Discontinued			
XPCBS	XProtect Central Server incl. 1 Connection	Base License	\$1,999.00
XPCC1	XProtect Central Connection License	Channel License	\$299.00
YXPCBS	One year SUP for XProtect Central Server incl. 1 Connection	SUP	\$360.00
YXPCC1	One year SUP for XProtect Central Connection License	SUP	\$55.00
XPC-MEDIA	XProtect Central DVD	DVD	\$100.00
UXPCBS	Trade-in XProtect Central Server License credit with SUP	Trade-in	-\$1,999.00
TXPCBS	Trade-in XProtect Central Server License credit without SUP	Trade-in	-\$600.00
UXPCC1	Trade-in XProtect Central Connection License credit with SUP	Trade-in	-\$299.00
TXPCC1	Trade-in XProtect Central Connection License credit without SUP	Trade-in	-\$90.00
XProtect LPR - 1.0			
XPLPRBL	XProtect LPR Base License	Base License	\$300.00
XPLPRCL	XProtect LPR Camera License	Channel License	\$1,295.00
XPLPRLL	XProtect LPR License Plate Library	Channel License	\$645.00
YXPLPRBL	One year SUP for XProtect LPR Base License	SUP	\$55.00
YXPLPRCL	One year SUP for XProtect LPR Camera License	SUP	\$235.00





YXPLRLL	One year SUP for XProtect LPR License Plate Library	SUP	\$120.00
DXPLRBL	One day SUP for XProtect LPR Base License, single day purchase	SUP	\$0.16
Y2XPLRBL	Two years SUP for XProtect LPR Base License	SUP	\$90.00
Y3XPLRBL	Three years SUP for XProtect LPR Base License	SUP	\$120.00
Y4XPLRBL	Four years SUP for XProtect LPR Base License	SUP	\$160.00
Y5XPLRBL	Five years SUP for XProtect LPR Base License	SUP	\$180.00
Y3OIXPLRBL	Three years opt-in SUP for XProtect LPR Base License	SUP	\$162.00
DXPLRCL	One day SUP for XProtect LPR Camera License, single day purchase	SUP	\$0.65
Y2XPLRCL	Two years SUP for XProtect LPR Camera License	SUP	\$390.00
Y3XPLRCL	Three years SUP for XProtect LPR Camera License	SUP	\$510.00
Y4XPLRCL	Four years SUP for XProtect LPR Camera License	SUP	\$675.00
Y5XPLRCL	Five years SUP for XProtect LPR Camera License	SUP	\$780.00
Y3OIXPLRCL	Three years opt-in SUP for XProtect LPR Camera License	SUP	\$700.00
DXPLRLL	One day SUP for XProtect LPR License Plate Library, single day purchase	SUP	\$0.33
Y2XPLRLL	Two years SUP for XProtect LPR License Plate Library	SUP	\$195.00
Y3XPLRLL	Three years SUP for XProtect LPR License Plate Library	SUP	\$255.00
Y4XPLRLL	Four years SUP for XProtect LPR License Plate Library	SUP	\$340.00
Y5XPLRLL	Five years SUP for XProtect LPR License Plate Library	SUP	\$390.00
Y3OIXPLRLL	Three years opt-in SUP for XProtect LPR Library License	SUP	\$349.00
TXPLRBL	Trade-in XProtect LPR Base License credit without SUP	Trade-in	-\$90.00
TXPLRCL	Trade-in XProtect LPR Camera License credit without SUP	Trade-in	-\$390.00
TXPLRLL	Trade-in XProtect LPR License Plate Library credit without SUP	Trade-in	-\$195.00

XProtect Analytics
- 2.2

XPASBL	XProtect Analytics - Analytics Base License	Base License	\$400.00
XPALIF	XProtect Analytics - Channel License: LPR	Channel License	\$25.00
XPALC	XProtect Analytics - LPR Camera License	Channel License	\$2,595.00
XPALP	XProtect Analytics - LPR License Plate Library	Base License	\$645.00
YXPASBL	One year SUP for XProtect Analytics Base License	SUP	\$72.00
YXPALC	One year SUP for XProtect Analytics LPR Camera License	SUP	\$468.00
YXPALP	One year SUP for XProtect Analytics LPR License Plate Library	SUP	\$117.00
XPA-MEDIA	XProtect Analytics DVD	DVD	\$100.00
UXPASBL	Trade-in XProtect Analytics Base License credit with SUP	Trade-in	-\$300.00
TXPASBL	Trade-in XProtect Analytics Base License credit without SUP	Trade-in	-\$90.00
UXPALC	Trade-in XProtect Analytics LPR Camera License credit with SUP	Trade-in	-\$1,295.00
TXPALC	Trade-in XProtect Analytics LPR Camera License credit without SUP	Trade-in	-\$389.00
UXPALP	Trade-in XProtect Analytics LPR License Plate Library License credit with SUP	Trade-in	-\$645.00
TXPALP	Trade-in XProtect Analytics LPR License Plate Library License credit without SUP	Trade-in	-\$194.00

Milestone Solutions

Milestone Paxton
Net2 Integration -
1.1

MIP-AC-PAXS	Standard Milestone Paxton Net2 integration	Base License	\$1,350.00
MIP-AC-PAXA	Advanced Milestone Paxton Net2 integration	Base License	\$3,350.00

Discontinued
Products

TNVRXPES08	Trade-in Milestone XProtect Essential NVR software, 8 channels, without SUP	Trade-in	-\$120.00
TNVRXPES16	Trade-in Milestone XProtect Essential NVR software, 16 channels, without SUP	Trade-in	-\$240.00
TXPB+04	Trade-in XProtect Basis+ 4 Camera credit without SUP	Trade-in	-\$90.00
TXPB+06	Trade-in XProtect Basis+ 6 Camera credit without SUP	Trade-in	-\$120.00





TXPB+09	Trade-in XProtect Basis+ 9 Camera credit without SUP	Trade-in	-\$165.00
TXPB+16	Trade-in XProtect Basis+ 16 Camera credit without SUP	Trade-in	-\$265.00
TXPB+25	Trade-in XProtect Basis+ 25 Camera credit without SUP	Trade-in	-\$400.00
Milestone Enhanced Support			
MSTSSIP1	Milestone Technical Support: Standard Incident Pack – Single Incident	Technical Support	\$110.00
MSTSSIP5	Milestone Technical Support: Standard Incident Pack – Five Incidents	Technical Support	\$450.00
MSTSSIP10	Milestone Technical Support: Standard Incident Pack – Ten Incidents	Technical Support	\$750.00
MSTSSIP20	Milestone Technical Support: Standard Incident Pack – Twenty Incidents	Technical Support	\$1,200.00
MSTSPIP1	Milestone Technical Support: Premium Incident Pack – Single Incident	Technical Support	\$225.00
MSTSPIP5	Milestone Technical Support: Premium Incident Pack – Five Incidents	Technical Support	\$900.00
MSTSPIP10	Milestone Technical Support: Premium Incident Pack – Ten Incidents	Technical Support	\$1,500.00
MSTSPIP20	Milestone Technical Support: Premium Incident Pack – Twenty Incidents	Technical Support	\$2,400.00

Table 5-8: BRS Labs Products

# of Camera Licenses	Price per Unit	SW Maintenance per AISight License
500	\$1,938.20	\$ 388.30
1,000	\$1,595.00	\$ 319.00
1,250	\$1,380.50	\$ 276.10
1,500	\$1,204.50	\$ 240.90

Table 5-9: Avigilon Products

HTI can offer all Avigilon Products. Details costs will be provided



From: [Mun-Won Chang](#)
To: [Ronda Miller](#)
Subject: RE: RFP 3047
Date: Friday, August 09, 2013 4:16:00 PM

Aloha Ms. Miller,

This note is to confirm that the State of Nevada purchasing office may remove the confidential information from Hawaiya Technologies, Inc's proposal per below to satisfy all State requirements. Should you have any other questions or information, please let me know and we will respond soonest. We look forward to working with you and the other government agencies. Thank you & Aloha, Mun-Won Chang

Ms. Mun-Won Chang, MSEE, MBA, CEM
COO/CFO Hawaiya Technologies, Inc.
PE EE, Civil, & Structural, GROL, CEM, ABC-30016, C13, 15, 31, & 48
99-1312 Koaha Place, Suite 103 Aiea, HI 96701-5500
(808) 944-0913 (Office); (916)226-6820(Direct); (808) 441-5900 (Fax); (808) 372-7288 (Cell)

From: Ronda Miller [mailto:rlmiller@admin.nv.gov]
Sent: Friday, August 09, 2013 12:33 PM
To: Mun-Won Chang (MWChang@HawaiyaTech.com)
Subject: RFP 3047
Importance: High

Good Afternoon ~

In reviewing your proposal it has come to my attention that you have marked your Section 5 Master Cost as "confidential". This information does not appear to meet the State's requirements of "confidential" information. Please provide a waiver removing this information. Responding to this e-mail allowing the confidential information to be removed will suffice all State requirements.

Ronda Miller, Purchasing Officer
Nevada State Purchasing
☎ Phone: (775) 684-0182
☎ Fax: (775) 684-0188
<mailto:rlmiller@admin.nv.gov>