

## Section 1 – State Documents

### 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.


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

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

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.

Leverage Information Systems

Company Name

Signature 

Ray Negrin  
Print Name

7/9/2013  
Date

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

#### EXCEPTION SUMMARY FORM

EXCEPTION #	RFP SECTION NUMBER	RFP PAGE NUMBER	(Complete detail regarding exceptions must be identified)

#### ASSUMPTION SUMMARY FORM

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

**1.2 – Amendment Signature Pages**

**1.2.1 – Amendment 1**

*subcontractor has complied with the same license and/or certifications required within RFP 3047.*

1. 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.*

2. 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.*

3. Will Tabs separating sections be counted as part of the Page count restrictions?  
*No.*

4. Are customer references required for each state the WSCA contract covers and does the bidder require multiple references from each state?  
*No.*

5. 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.*

6. 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:

Leverage Information Systems

Authorized Signature:

*Ray Pfeiffer*

Title:

Director of Capture Management

Date: 7/9/2013

This document must be submitted in the "State Documents" section/tab of vendors' technical proposal.

**1.2.2 – Amendment 2**

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.*

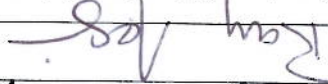
**ALL ELSE REMAINS THE SAME FOR RFP 3047.**

*Vendor must sign and return this amendment with proposal submitted.*

Vendor Name:

Leverage Information Systems

Authorized Signature:



Title:

Director of Capture Management

Date: 7/9/2013

Brian Sandoval  
Governor  
Greg Smith  
Administrator



**1.2.3 – Amendment 3**

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

**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.*



**ALL ELSE REMAINS THE SAME FOR RFP 3047.**

*Vendor must sign and return this amendment with proposal submitted.*

Vendor Name: Leverage Information Systems

Authorized Signature: *Ronda Miller*

Director of Capture Management Date: 7/9/2013

Title:

**1.3 – 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.

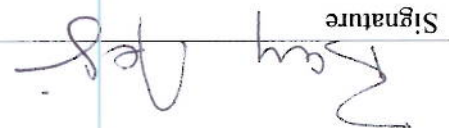
This proposal contains Confidential Information, Trade Secrets and/or Proprietary information as defined in *Section 1.2 "ACRONYMS/DEFINITIONS."*

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

<b>Section 4 – Redacted Technical Proposal</b>		YES		X	NO
<b>Justification for Confidential Status</b>					
We consider our resumes to be confidential information. This is a highly competitive field and we object to our employees resumes being made public.					
<b>A separate electronic file has been included for the Redacted Technical and Cost Proposal</b>					
		YES	X	NO	
<b>Section 6 – Confidential Financial Information</b>					
		YES		NO	X
<b>Justification for Confidential Status</b>					

Leverage Information Systems

Company Name

Signature  


Ray Negrin  
 Print Name

7/9/2013  
 Date

**1.4 – 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.

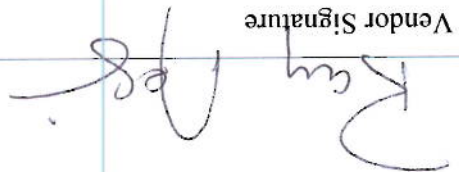
- (12) Vendor must certify that any and all subcontractors comply with Sections 7, 8, 9, and 10, above.

- (13) The proposal must be signed by the individual(s) legally authorized to bind the vendor per NRS 333.337.

**Leverage Information Systems**

Vendor Company Name

Vendor Signature



Ray Negrin

Print Name

7/9/2013

Date

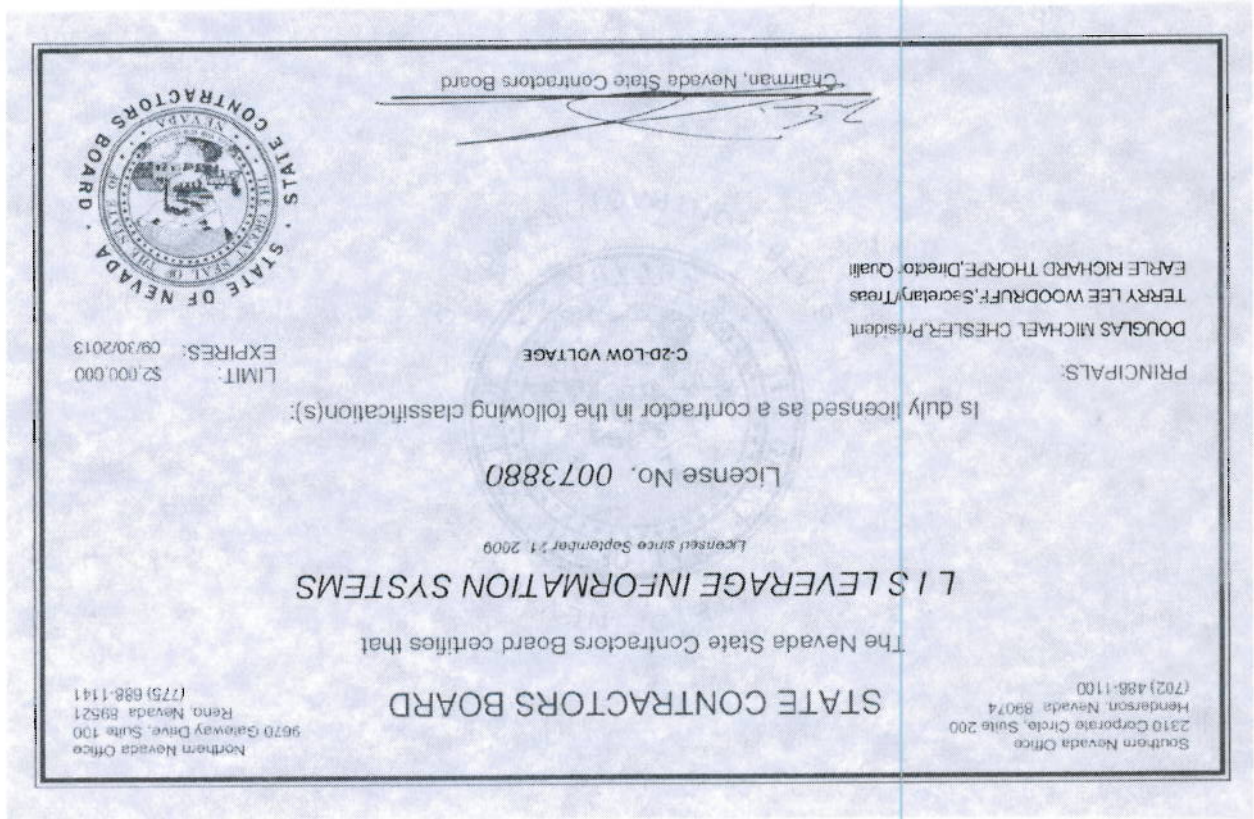
LEVERAGE INFORMATION SYSTEMS

18815 139<sup>th</sup> Avenue NE, Suite B • Woodinville, WA 98072

425.482.9200 Office • 800.825.6680 Toll Free • 425.485.9400 Fax • www.leverageis.com

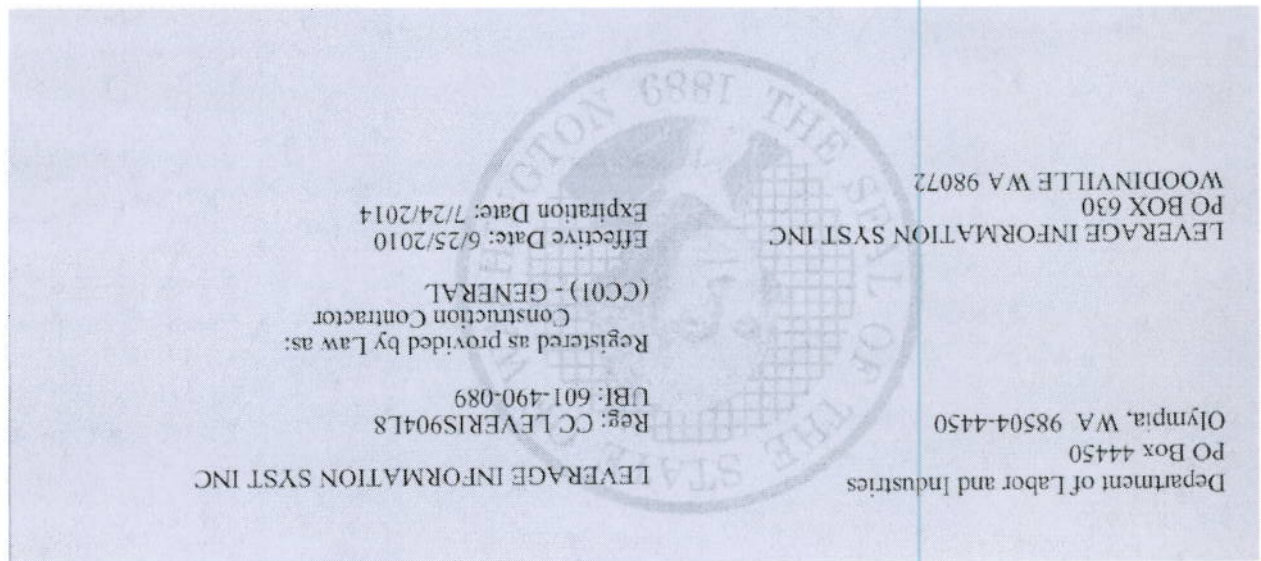
**1.5 – Certifications and Licenses**

**1.5.1 – Nevada C-2D-Low Voltage Certification**

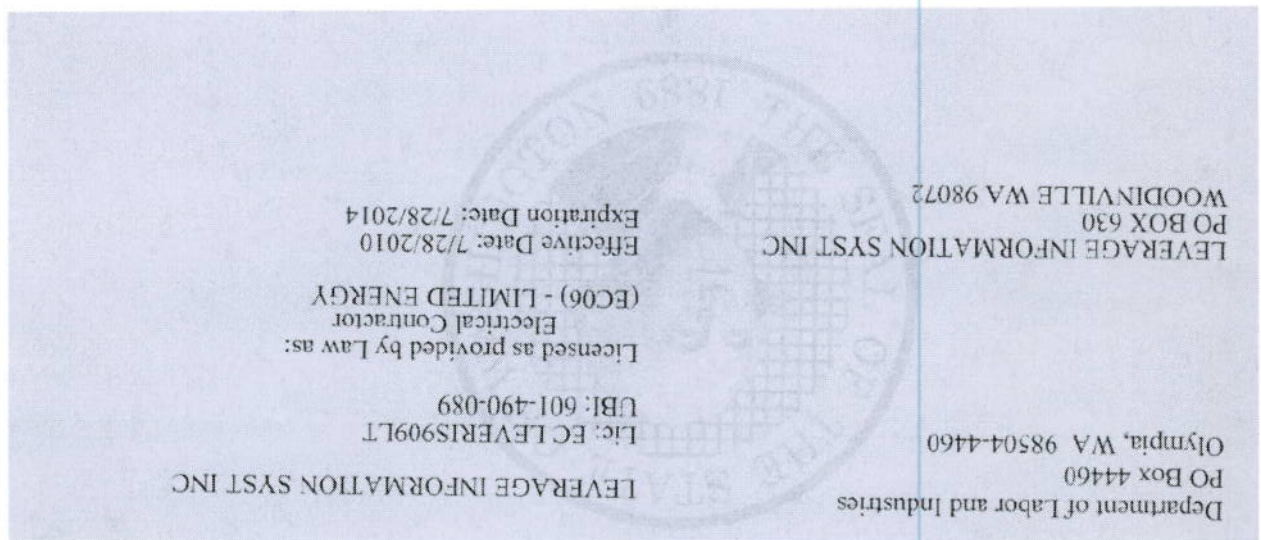




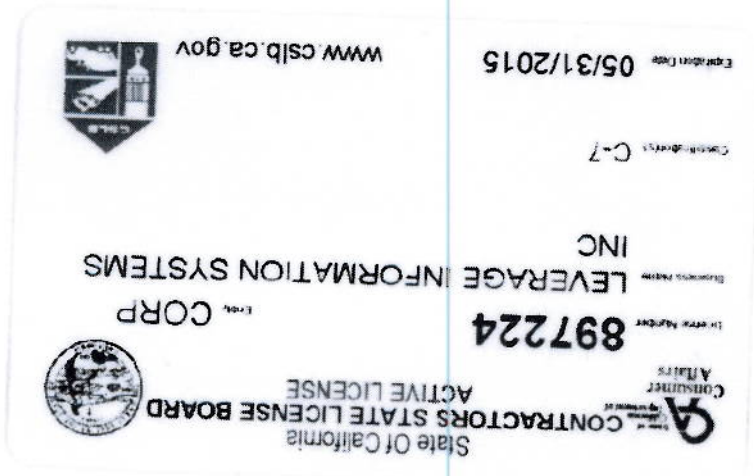
**1.5.2 – Washington General Construction Contractor Certification**



**1.5.3 Washington Limited Energy Electrical Contractor Certification**



1.5.4 – California Contractor License



**Section 2 - LEVERAGE Information**

**2.1 - ATTACHMENT D ~ VENDOR INFORMATION**

V1	Company Name	Leverage Information Systems		
V2	Street Address	18815 139th Avenue NE Suite B		
V3	City, State, ZIP	Woodinville, WA 98072		
V4	Telephone Number	Area Code: 425	Number: 482-9200	Extension: 1481
V5	Facsimile Number	Area Code: 425	Number: 485-9400	Extension:
V6	Toll Free Number	Area Code: 800	Number: 825-6680	Extension:
V7	<i>Contact Person for Questions / Contract Negotiations, including address if different than above</i>			
	Name: Jim Portugal			
	Title: Surveillance Account Manager			
	Address: 18815 139th Ave NE Woodinville, WA 98072			
V8	Telephone Number for Contact Person	Area Code: 425	Number: 420-1481	Extension: 1481
	Facsimile Number for Contact Person	Area Code: 425	Number: 485-9400	Extension:
V9				
	Name of Individual Authorized to Bind the Organization	Name: Ray Negrin		
V10	Title: Director of Capture Management			
	Signature (Individual must be legally authorized to bind the vendor per NRS 333.337)			
V11	Signature:	<i>[Handwritten Signature]</i>		
	Date:	7/9/13		
V12	Company Information			

Ownership (sole proprietor, partnership, etc.):	Corporation
Legal Entity Name	Leverage Information Systems, Inc.
Nevada Business License Number (if applicable)	NV20091117472
State of incorporation:	Washington
Date of incorporation:	1993
Number of years in business:	29
Number of years performing Access Control Systems § 2.1.1:	N/A
Number of years performing Burglar Alarm Systems § 2.2.2:	N/A
Number of years performing Closed Circuit Television (CCTV) § 2.3.3:	10+
List of top officers:	Doug Chesler, President Terry Woodruff, Vice President
Location of company headquarters:	Woodinville, Washington

RFP Section	Question	Yes / No	Explanation
4.3.2.1	Is "Legal Entity Name" the same name as vendor is doing business as? If no, provide explanation	Yes	
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	
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	

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.

<b>Question</b>	<b>Response</b>
Name of State agency:	N/A
State agency contact name:	N/A
Dates when services were performed:	N/A
Type of duties performed:	N/A
Total dollar value of the contract:	N/A

V15	<p>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.</p>	
	<b>Question</b>	<b>Response</b>
	Date of alleged contract failure or breach:	N/A N/A Leverage has never had a contract failure or breach during its time in business since 1984
	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:	N/A
	Status of the litigation:	N/A

V16	<p>Area of Coverage proposed: (Use the examples as a guide, but delete the examples before submitting information).</p>	
	<b>State proposed</b>	<b>Primary Service Office Location for this area</b>
	Nevada (Statewide)	Ontario CA and Woodinville WA
	Washington (Statewide)	Woodinville, WA
	California (Statewide)	Example: Ontario, CA and Woodinville, WA
	Number of staff dedicated to this area	5

2.2 - ATTACHMENT E ~ REFERENCE INFORMATION FORM

2.2.1 - Gardena Police Department

Reference #:	1
Reference Name:	Gardena Police Department
Proposer Name:	Leverage Information Systems
Project Name:	Public Safety Surveillance Initiative; Video Policing Program
<b>Service Categories Performed for this Reference</b>	
Access Control Systems	YES NO
Burglar Alarms	YES NO
Closed Circuit Television (CCTV)	YES NO
<b>Primary Contact Information</b>	
Name:	Elizabeth Hernandez
Street Address:	1718 West 162nd Street
City, State, Zip:	Gardena, CA 90247
Phone, including area code:	310-217-9626
Facsimile, including area code:	310-217-9629
Email address:	ehernandez@gardenapd.org
<b>Alternate Contact Information</b>	
Name:	
Street Address:	
City, State, Zip:	
Phone, including area code:	
Facsimile, including area code:	
Email address:	
<b>Project Information</b>	
Brief description of the project/contract and description of services performed, including technical environment (i.e., software applications, data communications, etc.) if applicable:	Design and Deploy City-Wide Surveillance Network at various locations in City Parks, street intersections and public buildings; to include electrical & low-voltage cabling installation, wireless broadband backhaul, wireless bridges, switches, routers, cameras, video storage and maintenance. Video Management Software utilized is LEVERAGE VMS & IndigoVision Control Center in combination with numerous brands of Cameras (Bosch, IndigoVision, Axis and Samsung)

Original Project/Contract Start Date:	May 11, 2010
Original Project/Contract End Date:	May 10, 2015
Original Project/Contract Value:	\$1,107,963.30
Final Project/Contract Date:	May 10, 2015
Was project/contract completed in time originally allotted, and if not, why not?	Phase I was completed in Time, Phase II is "in process" and 90% complete within Projected Time Frame
Was project/contract completed within or under the original budget/cost proposal, and if not, why not?	Project completed within Budget

### 2.2.2 – Lynwood Unified School District

<b>Reference #:</b>	2
<b>Reference Name</b>	Lynwood Unified School District
<b>Proposer Name:</b>	Leverage Information Systems
<b>Project Name:</b>	Installation & Maintenance of Surveillance Camera System
<b>Service Categories Performed for this Reference</b>	
Access Control Systems	YES NO
Burglar Alarms	YES NO
Closed Circuit Television (CCTV)	YES NO
<b>Primary Contact Information</b>	
Name:	Edward Velasquez, Superintendent
Street Address:	11321 Bullis Rd
City, State, Zip:	Lynwood, CA 90262
Phone, including area code:	(310) 886-1600 x76601
Facsimile, including area code:	
Email address:	evelasquez@lynwood.k12.ca.us
<b>Alternate Contact Information</b>	
Name:	
Street Address:	
City, State, Zip:	
Phone, including area code:	
Facsimile, including area code:	
Email address:	
<b>Project Information</b>	
Brief description of the project/contract and description of services performed, including technical environment (i.e., software applications, data communications, wireless broadband backhaul, wireless low-voltage cabling installation, campus locations; to include electrical & Surveillance Network at various (10) Design and Deploy District-Wide	

bridges, switches, routers, cameras, video storage and maintenance. Video Management Software utilized its LEVERAGE VMS & IndigoVision Control Center in combination with numerous brands of Cameras (Bosch, IndigoVision, Axis and Samsung)	
Original Project/Contract Start Date:	August 10, 2011
Original Project/Contract End Date:	March 30, 2012
Original Project/Contract Value:	\$ 395,000.
Final Project/Contract Date:	Ongoing with additional Task orders added
Was project/contract completed in time originally allotted, and if not, why not?	
Was project/contract completed within or under the original budget/cost proposal, and if not, why not?	

### 2.2.2 – Redlands Police Department

Reference #:	3
Reference Name	Redlands Police Department
Proposer Name:	Leverage Information Systems
Project Name:	Public Improvement Project
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:	Russ Dalzell
Street Address:	1270 W Park Ave
City, State, Zip	Redlands, CA 92373
Phone, including area code:	(909) 798-7654 ext. 7 Cell (909) 557-6568
Facsimile, including area code:	
Email address:	rdalzell@redlandspolice.org



Alternate Contact Information	
Name:	
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:	Design and Deploy District-Wide Surveillance Network at various campus locations, city parks & street intersections; to include electrical & low-voltage cabling installation, wireless broadband backhaul, wireless bridges, switches, routers, cameras, video storage and maintenance. LEVERAGE VMS & IndigoVision Control Center in combination with numerous brands of Cameras (Bosch, IndigoVision, Axis and Samsung)
Original Project/Contract Start Date:	June 19, 2007
Original Project/Contract End Date:	Sept 30, 2007
Original Project/Contract Value:	\$39,248.27
Final Project/Contract Date:	Ongoing added numerous extensions and tasks totaling well over \$1 Million since 2007
Was project/contract completed in time originally allotted, and if not, why not?	
Was project/contract completed within or under the original budget/cost proposal, and if not, why not?	

2.3 – Vendor Staff Resumes

All vendor staff resumes in this section are to be considered proprietary and confidential due to the skillsets of the individuals listed. No provision was provided for redacting this information in the proposal instructions

<b>COMPANY NAME:</b> Leverage Information Systems	
<input type="checkbox"/> Contractor	<input checked="" type="checkbox"/> Subcontractor
<b>Name:</b> Ray LeBlond	<input type="checkbox"/> Key Personnel X
<b>Classification:</b> IP Surveillance Practice	<b># of Years in Classification:</b> 8+
<b>Brief Summary of Experience:</b> Developed a strategy to deploy IP Video surveillance for public safety agencies, resulting in multiple city awards and a patent pending for surveillance methodology, and two patent pending for hardware and software supporting IP surveillance architectures. Inventor and designer of Scalable IP Surveillance systems for public safety agencies. Founding partner of a high-technology development firm. Extensive experience in Sales, Operations, and many Engineering disciplines. Developed a strategy to deploy IP Video surveillance for public safety agencies, resulting in multiple city awards and a patent pending for surveillance methodology, and two patent pending for hardware and software supporting IP surveillance architectures.	<b># of Years with Firm:</b>
<b>RELEVANT PROFESSIONAL EXPERIENCE</b>	
<b>Required Information:</b> 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: Leverage Information Systems City of Redlands Russ Dalzell 1270 W Park Ave Redlands, CA 92373 (909) 798-7654 ext. 7 Cell (909) 557-6568 Ongoing complete surveillance system Conceptual and detailed designer City of Gardena 2010 – Present Leverage Information Systems	<b>Required Information:</b> 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: Leverage Information Systems City of Gardena 2010 – Present Leverage Information Systems

<p><i>Required Information:</i></p> <p>MMYYYY to MYYYY:</p> <p>Vendor Name:</p> <p>Client Name:</p> <p>Client Contact Name:</p> <p>Client Address, Phone Number, Email:</p> <p>Role in Contract/Project:</p> <p>Details and Duration of Contract/Project:</p>		LA County
<b>EDUCATION</b>		
<p><i>Institution Name:</i></p> <p><i>City:</i></p> <p><i>State:</i></p> <p><i>Degree/Achievement:</i></p> <p><i>Certifications:</i></p>		
<b>REFERENCES</b>		
<p><i>Minimum of three (3) required, including name, title, organization, phone number, fax number and email address</i></p>		



<b>COMPANY NAME:</b> Leverage Information Systems	
<input checked="" type="checkbox"/> Contractor	
<input type="checkbox"/> Subcontractor	
<b>Name:</b> Ray Smith	
<b>Classification:</b> Project Management	
<b>Brief Summary:</b> of # of Years with Firm: 2+	
<b>Experience:</b> Lead Project Manager for hard-wired and wireless surveillance systems	
<b>RELEVANT PROFESSIONAL EXPERIENCE</b>	
<b>Required Information:</b>	
062013 to Present: <b>Vendor Name:</b> Harley Marine Services <b>Client Contact Name:</b> Matt Gooden <b>Client Phone Number:</b> 206-255-6343 <b>Email:</b> Mgodden@jptech.com <b>Role in Contract/Project:</b> Lead Project Manager <b>Details and Duration of Contract/Project:</b>	
Installation of surveillance assets aboard 6 ocean-going vessels. Includes: Pan-Tilt-Zoom and fixed camera assets, weatherized/hardened Layer one infrastructure, NVR recording capabilities and 4G LTE connectivity. Network configurations over DMVPN with multicast to maximize available bandwidth. Solution includes five viewing stations	
<b>Required Information:</b>	
082012 to 122012 <b>Vendor Name:</b> Leverage Information Sys <b>Client Name:</b> City of Lakewood, CA <b>Client Contact Name:</b> Lt. Dan Beringer <b>Client Phone Number:</b> 562-623-3603 <b>Email:</b> DPBeringer@LASD.org <b>Role in Contract/Project:</b> Lead Project Manager <b>Details and Duration of Contract/Project:</b>	
Installation of new wireless surveillance infrastructure at all surrounding intersections the Lakewood Mall, Lakewood, CA. Solution includes Automatic License Plate Recognition (ALPR) and Pan-Tilt-Zoom camera assets for viewing/recording at the Los Angeles Sheriff's Lakewood and Bellflower command centers.	
<b>Required Information:</b>	
052011 to 022012: <b>Vendor Name:</b> Leverage Information Sys. <b>Client Name:</b> City of Compton, CA <b>Client Contact Name:</b> Robert Keyes <b>Client Phone Number:</b> 559-593-3000 <b>Email:</b> keysfamly@yahoo.com <b>Role in Contract/Project:</b> Lead Project Manager <b>Details and Duration of Contract/Project:</b>	
Installation of new wireless surveillance infrastructure at 11 independent park locations for centralized viewing/control/recording at two Los Angeles Sheriff's Department (LASD) command centers; full integration into LASD network infrastructure; established for remote viewing at any integrated terminal. Solution includes new Layer-one infrastructure (conduit, wiring, etc.), wireless nodes, Tripwire analytics (for after-hours alarms) and network multicast/GRE VPN tunnel configurations.	
<b>EDUCATION</b>	
21+ years in USAF leading multiple/diverse projects. Retired as Lead Program Manager for United States Special Operations Command, Communications, Engineering and Installation (A6). Associates Degrees in Logistics, Information Systems Management, Industrial Management, and General Education. Project Management Professional certification from the Project Management Institute	
<b>Institution Name:</b> Various <b>City:</b> <b>State:</b> <b>Degrees:</b> 4-AAAs <b>Certifications:</b> PMP	

REFERENCES	
<p>Anthony Faughn (Col, USAF Ret.), Telos Inc. Anthony.Faughn@telos.com 405-593-1155</p> <p>Jon Swacki, Speakerbus Inc. Jon.Swacki@speakerbus.com 646-289-4700 Fax: 646-289-4701</p> <p>Scott Morrison Information Technology Architect fsmson@i2solutions.com 850-389-2998</p>	<p><i>Minimum of three (3) required, including name, title, organization, phone number, fax number and email address</i></p>



<b>COMPANY NAME:</b> Leverage Information Systems	
<input type="checkbox"/> Contractor	<input checked="" type="checkbox"/> Subcontractor
<b>Name:</b> Bob Stenson	<input type="checkbox"/> Key Personnel X
<b>Classification:</b> Project Manager	<b># of Years in Classification:</b> 1 Year
<b>Brief Summary:</b> of Inside Sales covering the Surveillance Team, migrated to project management with a focus on the design and implementation of IP surveillance	<b>Experience:</b> 3 Years
<b>RELEVANT PROFESSIONAL EXPERIENCE</b>	
<b>Required Information:</b> MMYYYY to Present Vendor Name: Leverage Information Systems, Inc City of Rancho Cucamonga Dr. Steve Wolff 10510 Civic Center Drive, Rancho Cucamonga, CA 91729 (909) 477-2857 swolff@sbcisd.org Project Manager	<b>Details and Duration of Contract/Project:</b> Role in Contract/Project: Design and implementation of a city-wide wireless and wired IP surveillance network. The project consisted of 12 PTZ cameras, 14 wireless radios, two extended-range wireless links <b>Client Address, Phone Number, Email:</b> Client Name: City of Rancho Cucamonga Client Contact Name: Dr. Steve Wolff Client Phone Number: (909) 477-2857 Client Email: swolff@sbcisd.org Project Manager
<b>Required Information:</b> MMYYYY to Present Vendor Name: Santa Monica Police Department Leverage Information Systems, Inc 03/2013 - Present	<b>Details and Duration of Contract/Project:</b> Role in Contract/Project: Support of the Santa Monica Police Department's IP surveillance network consisting of over 60 fixed and PTZ cameras <b>Client Address, Phone Number, Email:</b> Client Name: Santa Monica Police Department Client Contact Name: Mr. Eric Uller Client Phone Number: 333 Olympic Dr, PO Box 2200, Santa Monica, CA 90401 Client Email: eric.uller@smgov.net Project Manager
<b>Required Information:</b> MMYYYY to MYYYYY Vendor Name: Lt. Jerry Winggar City of Vernon Leverage Information Systems, Inc 10/2012 - 11/2012	<b>Details and Duration of Contract/Project:</b> Role in Contract/Project: Design and implementation of a wired license plate recognition traffic camera. Incorporated the camera into city fiber. Project required the creation and use of a thorough traffic management plan <b>Client Address, Phone Number, Email:</b> Client Name: City of Vernon Client Contact Name: Lt. Jerry Winggar Client Phone Number: 4305 Santa Fe Avenue, Vernon, CA 90058 Client Email: jwinggar@covpd.org Project Manager
<b>EDUCATION</b>	
<b>Institution Name:</b> Northern Arizona University <b>City:</b> Flagstaff <b>State:</b> Arizona <b>Degree/Achievement:</b> BS, Construction Management, Minor in Business Management <b>Certifications:</b>	<b>REFERENCES</b>



<p>Raymond Smith; Project Manager; Leverage Information Systems, Inc; 425-420-1427; 425-485-9400; Raymond.smith@leverageis.com</p> <p>Phil Schwarz; Director of Operations; Leverage Information Systems, Inc; 425-420-1444; 425-485-9400; Phil.schwarz@leverageis.com</p> <p>Ryan Martin; Sales Director; Amixter Inc; 206-394-9229; 253-872-7563; ryan.martin@amixter.com</p>	<p><i>Minimum of three (3) required, including name, title, organization, phone number, fax number and email address</i></p>
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<b>COMPANY NAME:</b> Leverage Information Systems	
<input type="checkbox"/> Contractor	X
<input type="checkbox"/> Subcontractor	<input type="checkbox"/>
<b>Name:</b>	Mark Sarría
<b>Classification:</b>	IP Surveillance Practice
<b>Brief Summary: of Experience:</b>	Account Manager
<b># of Years with Firm:</b>	5
<b># of Years in Classification:</b>	5
<b>Key Personnel</b>	<input type="checkbox"/> X
<b>RELEVANT PROFESSIONAL EXPERIENCE</b>	

<p>02/2008 to Present Leverage Information Systems</p>	<p><b>Required Information:</b> 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:</p>
<p>Ray Le Blonde 18815 139th Avenue NE, Suite B rayl@leverageis.com Account Manager responsible for the management of the sales and relationship with customers</p>	<p><b>Required Information:</b> MMYYYY to MYYYYY: Vendor Name: Client Name: Client Contact Name: Client Address, Phone Number, Email: Role in Contract/Project: Details and Duration of Contract/Project:</p>
<p>DSI Entertainment 653 S Robertson Blvd West Hollywood, CA 90069 Programmer/Lighting Design Programmed and design home lighting . Lutron , AMX, Creston</p>	<p><b>Required Information:</b> MMYYYY to MYYYYY: Vendor Name: Client Name: Client Contact Name: Client Address, Phone Number, Email: Role in Contract/Project: Details and Duration of Contract/Project:</p>
<p>04/2001 to 01/2007 Los Angeles School District 333 S Beaudry Ave., Los Angeles, CA 90017 Systems Administrator</p>	<p><b>Required Information:</b> MMYYYY to MYYYYY: Vendor Name: Client Name: Client Contact Name: Client Address, Phone Number, Email: Role in Contract/Project: Details and Duration of Contract/Project:</p>
<b>EDUCATION</b>	
<p>Institution Name: City: State: Degree/Achievement: Certifications:</p>	<p>DeVry West Hills CA Bachelor Cisco CCNA</p>
<b>REFERENCES</b>	
<p>Minimum of three (3) required, including name, title, organization, phone number, fax number and email address</p>	



<b>COMPANY NAME:</b> Leverage Information Systems	
<input type="checkbox"/> Contractor	<input type="checkbox"/> Subcontractor
<b>Name:</b> James Portugal	
<b>Classification:</b> IP Surveillance Account	
<b>Brief Summary:</b> of Manager	
<b>Experience:</b> Account Manager for Law enforcement Surveillance systems	
<b># of Years with Firm:</b> 2	
<b>RELEVANT PROFESSIONAL EXPERIENCE</b>	
<b>Required Information:</b> MMYYYY to Present:	
<b>Vendor Name:</b> Leverage Information Systems	
<b>Client Name:</b> Monterey County Sheriff	
<b>Client Contact Name:</b> Lee Hollingsworth	
<b>Client Address, Phone Number, Email:</b> HollingsworthLE@comonterey.ca.us	
<b>Role in Contract/Project:</b> Account Manager	
<b>Details and Duration of Contract/Project:</b> Laguna Seca Raceway wireless surveillance	
<b>Required Information:</b> MMYYYY to MMYYYY:	
<b>Vendor Name:</b> Leverage Information Systems	
<b>Client Name:</b> Vallejo Police Department	
<b>Client Contact Name:</b> Gonzalo Gonzalez	
<b>Client Address, Phone Number, Email:</b> (415) 553-9056	
<b>Role in Contract/Project:</b> Account Manager	
<b>Details and Duration of Contract/Project:</b> City Wireless mesh	
<b>Required Information:</b> MMYYYY to MMYYYY:	
<b>Vendor Name:</b> Leverage Information Systems	
<b>Client Name:</b> Tracy Molino	
<b>Client Contact Name:</b> tracym@ci.salinas.ca.us	
<b>Client Address, Phone Number, Email:</b> Account Manager	
<b>Role in Contract/Project:</b> LTE Rapid Deployment	
<b>Details and Duration of Contract/Project:</b>	
<b>EDUCATION</b>	
<b>Institution Name:</b> University of Washington	
<b>City:</b> Seattle	
<b>State:</b> Washington	
<b>Degree/Achievement:</b> BA Marketing	
<b>Certifications:</b> CPM (Certified Property Manager) EFP (Educational Facilities Professional)	
<b>REFERENCES</b>	

<p><b>Alan Gatin</b> Firetide, Inc. West Regional Sales Manager 760.594.2523 Work Agatin@firetide.com www.firetide.com</p>	<p><b>Paul Pritchard</b> Pelco Account Manager (206) 673-6491 Mobile paul.pritchard@schneider-electric.com 95 South Jackson St, Suite 300 Seattle...</p>	<p><b>Craig Crawford</b> IndigoVision Account Manager c.crawford@indigovision.com</p>	<p><i>Minimum of three (3) required, including name, title, organization, phone number, fax number and email address</i></p>
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**3.1 – Response to Scope of Work**

For all categories below, the vendor:

- Must ensure that the facilities are in compliance with all existing standards, codes, rules and regulations.
- LEVERAGE ensures that all facilities are in compliance with all existing standards, codes, rules and regulations (i.e. panic buttons, etc.) and must indicate those services in the proposal.

LEVERAGE...

- Must ensure all equipment is compatible to the best industrial standards and must function as designed after installation.
- LEVERAGE can ensure that all equipment is compatible to the best industrial standards and will function as designed after being installed.

- Must designate a single point of contact to be the liaison for state information technology staff to handle the day-to-day operations. References for this designe must be submitted as part of the vendor's proposal.

LEVERAGE has designated Jim Portugal as our liaison for state information technology staff to handle the day-to-day operations. His contact information may be found in Section 2 – Company Information.

- May see *Attachment S, Sample Equipment List* for a list of equipment. This list is subject to change depending on evolution of the equipment used by each participating agency.

LEVERAGE has reviewed the Sample Equipment List and will provide pricing/support for items as requested by participating agencies.

- May not apply surcharges for transportation, fuel, energy, insurance or any other reason throughout the duration of the contract(s).

LEVERAGE Agrees that it will not apply any surcharges for transportation, fuel, energy, insurance or any other reason throughout the duration of the contract.

The CCTV category includes, but, is not limited to the following services:

3.1.1.1	Consulting.	3.1.1.1
3.1.1.2	Inspections as required by the using agency.	3.1.1.2
3.1.1.3	Installation of new systems.	3.1.1.3
3.1.1.4	Replacement or upgrade of systems.	3.1.1.4
3.1.1.5	Removal of existing systems.	3.1.1.5
3.1.1.6	Maintenance and repair (including emergency repairs) of systems.	3.1.1.6
A.	Respond on site to trouble calls within four (4) hours, including weekends and holidays.	
B.	Repair personnel must carry adequate hardware inventory to replace, repair, and/or maintain each system at the time dispatched.	
C.	Repair personnel must be prepared to provide an immediate replacement for defective equipment and shall not remove a defective unit without an immediate replacement.	
D.	Replacement and repair of equipment must be provided to a specific location, or within an assigned geographical area inside a location.	
3.1.1.7	Integration of various systems.	3.1.1.7
3.1.1.8	Provide and install all related equipment and miscellaneous items such as wire, fasteners, etc., that may be needed to complete work.	3.1.1.8
3.1.1.2	Provide the option to use CCTV video cards for video surveillance.	3.1.1.2
3.1.1.2.1	Video cards must have the capability to handle from four (4) to twenty-four (24) cameras in the system.	3.1.1.2.1
3.1.1.2.2	Vendors must offer video cards with various capacity sizes to meet all potential needs.	3.1.1.2.2

3.1.12.3 All cameras used in an installation must be matched to work with the video card selected by the agencies.

3.1.1.3 Provide the option for agencies to build their own stand-alone computer to run the system, or request that the vendor build it for them.

3.1.1.4 Offer a wide variety of indoor and outdoor cameras and wireless transmitters to work in conjunction with video cards.

LEVERAGE understands and agrees that the CCTV category includes but is not limited to the scope of services identified in all sections of paragraphs 3.1.1.1 through 3.1.1.4

3.1.2 REQUIREMENTS FOR SCOPES OF WORK SECTIONS 2.1 CATEGORIES 1, 2 & 3

3.1.2.1 Agreements

3.1.4.1.1 The agreement between vendors and Participating States will include, but are not limited to the following:

A. Vendors shall not require agencies to sign any additional or separate agreements subordinate to the resulting contract. Any special terms or provisions will be negotiated and may be included as part of a state's participating addendum. No changes will be made to the negotiated contract unless written approval is granted by the lead State (Nevada).

B. Awarded vendors shall provide separate quotes within 48 hours of request (unless otherwise approved by agency) for each new or replacement installation as required by the using agency. Quotes should offer price differences for lease and purchase options as requested by using agency.

C. Awarded vendors shall provide separate quotes within 48 hours of request (unless otherwise approved by agency) for maintenance of new and existing systems as required by each using agency. Quotes should offer price differences for lease and purchase options as requested by using agency.

D. Individual participating agencies may have proprietary equipment. Refer to *Attachment S – Sample Equipment List*. It will be the vendor's responsibility to work with or notify

participating agencies regarding maintenance and repair of proprietary equipment.

E. Awarded vendor(s) may be required to submit quotes using *Attachment T – Sample Quote Form*. Each individual State has the option to change the format of this form.

LEVERAGE understands and agrees will all paragraphs of section 3.1.2.1 Agreements including A, B, C, D and E

3.1.2.2 Background Checks

3.1.4.2.1 All background checks must be completed after contracts have been awarded, but prior to any work being done. Background checks will be done by each agency/department or division per individual Participating States requirements at vendors' expense. Refer to *Attachment R, State of Nevada Specific Requirements*.

3.1.4.2.2 All vendors' employees assigned to the contract may be required to submit to and pass background checks.

3.1.4.2.3 All costs associated with background checks shall be at vendor's expense.

3.1.4.2.3 It is the vendor's responsibility to ensure the following:

A. Vendors may not begin work on the contract until clearance has been issued by the using agency; and

B. Notification and access to using agency facilities will be pre-authorized by using agency.

LEVERAGE understands and agrees with the Background Checks requirement in Section 3.1.2.2 including the paragraphs incorrectly labeled as 3.1.4.2.1 through 3.1.4.2.3 as well as A and B.

3.1.2.3 Public Works Projects

3.1.2.3.1 Any projects that are federally funded may be subject to the requirements of Davis-Bacon Act and/or the Davis-Bacon Wage Decision.

A. Labor prices for affected projects may be negotiated between the using entity and the contractor, provided the contractor provides adequate documentation for any negotiated increase.

1. Documentation may include payroll records, copies of wage decisions, and/or other information that establishes a clear difference between the contractor's standard wage and the prevailing Davis-Bacon wage for any affected employee for that project.

2. Under no circumstances will that price be increased by an amount higher than the difference between the normal hourly rate and the hourly rate required by the applicable Davis-Bacon Wage Decision.

B. Vendors must include in job quotes the standard business hours and prevailing wage rate for the job location. Quotes should include shift differential, if any, for working nights and weekends.

C. Jobsites must be cleaned every day.

D. Awarded vendor(s) must complete any punch lists within five (5) days of receipt. Exceptions to this standard may be addressed on an individual project basis.

LEVERAGE has reviewed and will comply with the requirements listed in Section 3.1.2.3 Public Works RProjects including paragraphs 3.1.2.3.1, A, 1, 2, B, C, and D.

3.1.2.4 Asbestos

3.1.2.4.1 Asbestos may be present within State-owned facilities, and may be encountered in previously inspected buildings.

3.1.2.4.2 Upon discovering asbestos or a suspected asbestos-containing material (ACM), all work shall immediately stop in the affected area and contact the project manager and/or building owner;

3.1.2.4.3 The project manager and/or building owner shall assume responsibility for taking material samples for testing; and

3.1.2.4.4 The project manager/building owner will convey all pertinent information regarding asbestos test results to the vendor and, if necessary, conduct any required remediation prior to resuming work in the affected area.

3.1.2.4.5 All remediation work must be performed by a contractor specifically licensed and/or certified to perform asbestos remediation.

3.1.2.4.6 Vendors may be held liable for violations of any applicable federal, state and/or local environmental laws or regulations, whether committed through action or inaction.

LEVERAGE understands the requirements set forth when it encounters Asbestos of any kind in a facility and we will comply with paragraphs 3.1.2.4.1 through 3.1.2.4.6.

3.1.2.5 General Requirements

3.1.2.5.1 Vendors must guarantee workmanship at vendors' expense for a period of twelve (12) months from date of installation.

3.1.2.5.2 Work shall be performed in accordance with manufacturers' recommendations and with all current local codes, regulations, and installation guidelines.

3.1.2.5.3 The awarded vendor(s) may be required to do some work after normal business hours; however, it is anticipated that most work will be completed during normal business hours.

3.1.2.5.4 Vendor staff is responsible for performing a standard site walk-through and providing competent personnel to perform the specific scope(s) required. Due to the nature of these scopes of work and the liability involved, each Participating State will have the final determination of competency in all matters regarding personnel provided by the vendor.

3.1.2.5.5 Once the awarded vendor(s) has possession of the equipment to be installed, the responsibility for all equipment, including storage during installation work, shall be at the awarded vendor's expense when storage space is unavailable at the jobsite.



LEVERAGE has reviewed Section 3.1.2.5 General Requirements and understands and will comply with paragraphs 3.1.2.5.1 through 3.1.2.5.5

A. It is the vendor's responsibility to ensure that all prices proposed for all projects are accurate and consistent with the terms of the contract.

B. For all projects completed under this contract: if a vendor submits an invoice containing incorrect pricing in favor of the vendor, that vendor shall submit a new, corrected invoice with a 10% reduction in cost for each incorrectly priced item.

LEVERAGE prides itself on accuracy of our work. We have reviewed Section 3.1.2.5.6 and agree to the penalties set forth if incorrect pricing is submitted in an invoice that favors LEVERAGE.

3.1.2.6 Standard of Performance and Acceptance

3.1.2.5.6

Penalty for Improper Pricing

A.

It is the vendor's responsibility to ensure that all prices proposed for all projects are accurate and consistent with the terms of the contract.

B.

For all projects completed under this contract: if a vendor submits an invoice containing incorrect pricing in favor of the vendor, that vendor shall submit a new, corrected invoice with a 10% reduction in cost for each incorrectly priced item.

LEVERAGE prides itself on accuracy of our work. We have reviewed Section 3.1.2.5.6 and agree to the penalties set forth if incorrect pricing is submitted in an invoice that favors LEVERAGE.

3.1.2.6.1

The Standard of Performance applies to all product(s) purchased under this Master Agreement, including any additional, replacement, or substitute product(s), as well as any product(s) which are modified by or with the written approval of the vendor after Acceptance by the participating entity.

3.1.2.6.2

The Acceptance Testing period shall be seven (7) calendar days, or any other time period identified in the solicitation or the Participating Addendum, beginning with the day after the product is installed certification is received that the product is ready for Acceptance Testing.

3.1.2.6.3

If the product does not meet the Standard of Performance during the initial period of Acceptance Testing, the participating entity may, at its discretion, continue Acceptance Testing on a day-to-day basis until the Standard of Performance is met.

3.1.2.6.4

Upon rejection, the vendor will have three (3) calendar days to cure any Standard of Performance issue(s).

3.1.2.6.5

If, after the cure period, the product still has not met the Standard of Performance, the participating entity may, at its option:

3.1.2.6.6 Declare the vendor to be in breach and terminate the order;

3.1.2.6.7 Demand a replacement product from the vendor at no additional cost to participating entity; or

3.1.2.6.8 Continue the cure period for an additional time period agreed upon by the participating entity and the vendor.

3.1.2.6.9 Vendor shall pay all costs related to the preparation and shipping of returned products.

3.1.2.6.10 No product shall be accepted and no charges shall be paid until the Standard of Performance is met.

3.1.2.6.11 The warranty period will begin upon the using agencies approval.

LEVERAGE has reviewed Section 3.1.2.6 Standard of Performance and Acceptance and agrees to the requirements set forth in paragraphs 3.1.2.6.1 through 3.1.2.6.11

### 3.2 – Reporting Requirements

LEVERAGE has the ability to comply with the reporting requirements by providing the following information:

- Amount of spend for each agency
- Amount of spend for each political subdivision, including universities
- Inspection, installation and service reports per building; and
- Custom reports as may be requested by individual Participating States

We are able to submit these reports within the timelines proposed in the RFP section 2.2.2 WSCA-NASPO Requirements.

### 3.3 – Company Background

LEVERAGE has been providing services as a network integrator for twenty nine (29) years. During that time, we have enabled some of our nation's largest organizations to create and maintain highly reliable, redundant, scalable, and secure voice, video, surveillance and data networks. We partner with some of the most widely known and respected manufacturers in the IP Surveillance industry and in fact we manufacture some of our own products that help to manage and maintain surveillance networks. We are experts on Wireless technologies and have our own cabling staff which allows LEVERAGE to provide end to end solutions. In addition, our expertise in network integration provides the assurance that we not only know how to deploy and



maintain your surveillance system but also understand how it all connects to your network infrastructure. You can depend on LEVERAGE to design, procure, deliver, implement, configure and maintain your surveillance solution.

Incorporated in 1921, the City of Lynwood has kept to its vision of building and maintaining a safe, self-sufficient, and pride-filled community that provides access to recreational, educational, and economical opportunities to residents and businesses alike. Lynwood's strength lies in its implementation of innovative programs and projects to address pressing challenges that impact the community. But one troubled area in particular overwhelmed Lynwood's ability to address. For the past 10 years Lynwood has been dealing with an ongoing battle to rid the community of prostitution. Lynwood's busiest corridor, Long Beach Boulevard, is a 2.25 mile thoroughfare that extends from the north to south city limits. Long Beach Boulevard also serves as the only city access to and from the I-105 freeway. Early mornings and late evenings were prime times for 30-40 prostitutes to solicit their services along the Boulevard. In 2006 a new elementary school was constructed on Long Beach Boulevard, increasing the urgency in eliminating this blight.

### Lynwood takes their city back

Fed up with no visible resolution to this problem, residents, business owners, School District personnel, and parents armed with photos, maps and videos in-hand attended several City Council Meetings demanding that the City Council do something about the prostitution problem. The City Council set up meetings with local business owners, residents, law enforcement, and local motel owners to discuss what united efforts could be done.

Shortly before these meetings, the Los Angeles Sheriff's Department, Century Station, under the direction of Captain James Hellmold, had already implemented a tactical surveillance trial in partnership with Leverage Information Systems (LEVERAGE). The LEVERAGE Video Management Suite (VMS) was implemented with camera installations at the entrances to two hospitals and at Century Station itself. Shortly after beginning this trial, the Century Station Command Center caught on camera an incident that enabled the Sheriff's department to intervene and neutralize an escalating situation between two warring gangs. Based on the success of this trial, Captain Hellmold knew that expanding the LEVERAGE implementation to cover Long Beach Boulevard, the prostitution issue would be dramatically curbed. By the end of 2008, Lynwood's Advance Surveillance and Protection (ASAP) program was born. Its goal was to utilize technology and keep the community united and working as a team to take their city back.

### Lynwood's LEVERAGE VMS Implementation

Like many others, Lynwood was a city suffering from budget constraints. But despite the lack of budget, the consensus was that this was a priority issue that needed to be addressed immediately. In October of 2008 the City approved an allocation of \$250,000 for a LEVERAGE video surveillance camera project dedicated specifically to eliminate the problem with prostitution. With this news the community now knew that their voices and concerns were heard and a resolution was coming soon.

LEVERAGE INFORMATION SYSTEMS

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By the end of October 2008 the first of 10 video surveillance cameras was installed on Long Beach Boulevard as a part of Lynwood's National Crime Prevention Month activities. There was much anticipation from everyone involved that this effort would be successful. Several residents and business owners, with the inclusion and support from the Los Angeles County Sheriff, came out and attended the unveiling of the first video surveillance camera on Long Beach Boulevard and the new signs purchased for the project that read "Smile... You're in Lynwood." Strategically placed throughout the city, these signs were designed to put individuals who came to Lynwood with bad intentions on notice that they were entering a monitored public safety zone. Although the signs are lighthearted, the Los Angeles County Sheriff himself made it clear to everyone at the press conference that prostitution, gang activity, tagging and drug dealing will no longer be tolerated and anyone bringing that type of activity to Lynwood will be arrested.

### LEVERAGE Makes Lynwood a Safer City

In early 2009 the camera installation was completed with five on the busy Long Beach Boulevard corridor, and five in other targeted areas. Today, the City, Sheriff's Department, and residents agree that there has been a visible reduction in prostitution and illegal activities since the installation of their video surveillance cameras. One small business owner on the boulevard, who had been robbed several times, was very supportive and excited about the project near her business. She stated "it's wonderful to have cameras here."

Relative to the criminal activity, Captain Hellmold has seen the difference. "I don't like to name other cities, but I can tell you that Lynwood crime statistics are significantly lower," he said. "Whereas in the past, Lynwood used to be thought of as a dangerous and violent area, it's now been turned around and businesses are seeking to invest in the area."

While Lynwood isn't the only city the Century Sheriff's Station patrols, it's major crime statistics in multiple categories have been significantly reduced and are dramatically lower than surrounding areas, Hellmold said.

"The decrease in crimes along Long Beach Boulevard where the cameras are located is proof that our money was well spent," stated Mayor Maria Santillon. "When crime is low, residents feel safer. Every time I get the opportunity to brag about our ASAP program to council members from other cities, I do, because it feels great to be able to tell others that crime is at an all-time low in our city." According to the Sheriff's Department, these efforts have resulted in the lowest number of homicides in the city since 1985. Law Enforcement, City Officials, and the community at-large believe that the use of LEVERAGE VMS, along with additional complementary new technologies, is a major reason for this success.

The leadership of any city recognizes public safety as their top priority because it is tightly connected to the community's view of their quality of life. Yet, the challenge nearly every city across the United States faces today is a decrease in funding, forcing City Leaders to do more with less. The solution is to utilize LEVERAGE's VMS technology as a force multiplier to make the existing police force more proactive.

**Non-Proprietary and Easy to Use:** Interoperates with numerous Analog and IP camera brands allowing us to support many of the legacy applications in use.

**Force Multiplier:** allows for continuous policing without officer involvement by continuously

pushing video from hot spot areas on a 24/7 basis.

**Improves Effectiveness:** A point and click-to-zoom camera allows dispatch to view and quickly

react to situations by sending an officer to the scene when necessary. Adding one-way audio

to the camera allows communicating directly to individuals in the act of a crime – in realtime.

**Proactive vs. Reactive incident response:** rules-based alerts produce faster response actions

and provide more details to the officers before they even get to the scene of an incident. Leverage surveillance cameras follow individuals leaving a crime scene, enabling

dispatch to provide officers with turn by turn instruction while in pursuit.

**Reduces Response Time Virtually:** video and audio support for more informed

decision making and faster reaction.

**Forensic Assistance:** LEVERAGE's Detect capability captures incidents automatically

and stores them immediately in the Incident Library; it also captures potential incidents including

the incident type and cameras that would provide relevant surveillance video.

**Continuously checks system's health:** continuously monitors key aspects of the IP

Surveillance

system providing a variety of notification mechanisms including system alerts, email, an

SMS text.

**ITSA™:** incident triggered situational awareness.

**Virtually Unlimited Scalability:** supports unlimited number of cameras.

**Rapid ROI:** Providing the dispatch team with an intelligent yet economical tool

empowers them to become "virtual officers" and adds an exponential value to the police force at large. LEVERAGE VMS allows the solution to be easily integrated into existing

camera networks. Sharing between LEVERAGE surveillance network and the pre-existing camera network broadens the security reach of the overall installation. Once

agreements are in place to share existing camera networks, dispatch is able to add

enhanced security.

**Mapping Interface (Vector and Raster solutions):** Google Earth Raster and Offline vector mapping options provide a range of functionality. Both support building maps and multiple floor plans all with camera mapping capability.

**Sharing of Resources Across Multiple Organizations:** Open Systems approach allows cameras installed in one organization to be easily shared with others in real time. Businesses, schools, other city agencies can make their cameras viewable by the Police Department.

### **One Way and Two-Way Audio**

### **LEVERAGE VMS - Unified Surveillance Architecture**

LEVERAGE solutions deliver the high quality video essential for public safety, enabling real-time situational awareness and real-time response capability. Our advanced technological features are combined to provide instantaneous and reliable response to undesirable random acts of nonconformance.

Key elements to the LEVERAGE VMS to deliver a high degree of resiliency:

### **Untethered & Pervasive Video**

Live viewing is possible from a growing number of fixed and mobile devices connecting directly to a camera; likewise recorded video can be accessed directly from the network video recorders or centralized network storage.

### **QuickView Video Application**

Offers a quick view of all cameras through its map-based interface allowing immediate access to view video by simply clicking on the camera icon.

### **Leverage ClassicVIEW Application**

The application offers a drop-down tree menu where cameras can be categorized in folders allowing the user to do everything in one place.

### **LEVERAGE Network Video Recorder Appliances**

Unique to LEVERAGE VMS and designed specifically for Police Departments is the ability to export incidents from Leverage Network Video Recorders to a permanent safe and secure location within the Police Department network.

### **DETECT Video Analytics Appliance**

Enables to provision situational awareness by viewing a video stream in medium resolution, while locally recording in high quality (HD resolution). This allows more cameras without adding expensive infrastructure; capability unique to our solution.

### 3.4 – Time Performing Comparable Projects

Leverage Information Systems, Inc. (LEVERAGE) is an industry leading IP communications networking solutions provider. Our Southwest Regional Office business unit is focused on delivering IP-based and hard-wired surveillance solutions that address Public Safety and Law Enforcement concerns. LEVERAGE maintains both corporate and regional certification for all aspects of any tactical surveillance architecture deployed by our professionals. We have become known for our "LEVERAGE Standard" reliable Public Safety deployments within multiple Law Enforcement Agencies in Southern California.

The LEVERAGE NON-PROPRIETARY architecture lends itself to flexible add-on growth because of its open, peer-to-peer (server-less) and license-free deployment model. We have been providing surveillance solutions for over 10 years and have the expertise and skills to assist our customers with their security challenges when it comes to surveillance. Existing LEVERAGE surveillance implementations are easily expanded by adding additional surveillance nodes. Our open architecture and flexible integration can be seen in many cities in Southern California.

All Leverage hardware and software is written, design & manufactured in the USA (Southern California).

**Section 5 – Cost**

**5.1 – 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: Leverage Information Systems

State Proposing on: Nevada, Washington, California

Normal Business Hours (8:00 A.M. to 5:00 P.M., M-F) \$ 77.40 /Hour

After Hours (5:01 P.M. to 7:59 A.M., M-F) \$ 91.50 /Hour

Weekend/Holiday Hours \$ 130.20 /Hour

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

- a. Transportation, Lodging at Cost
- b. Per Diem, 50.00 per day
- c. Rental Equipment, Cost Plus 8%
- d. Permits, Cost Plus 8%
- e. Other Direct Costs, Cost Plus 8%

Warranty/maintenance/service done by Leverage Information Systems

Contact name and phone number Jim Portugal 800-825-6680 Ext 1481

Response time for repairs during warranty period 8 Hours Monday – Friday 8am-5pm

Response time for repairs after warranty period 1 Business Day Mon-Fri 8am-5pm

Emergency response time 4 hours, no charge during warranty period. Outside of warranty, charge will be at the applicable rate

Non-emergency response time 1 Business Day

(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.

**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: Leverage Information Systems

State Proposing on: Nevada, Washington, California

Hourly rate for telephone consultation only \$ 0 /Hour

Normal Business Hours (8:00 A.M. to 5:00 P.M., M-F) \$ 77.40 /Hour

After Hours (5:01 P.M. to 7:59 A.M., M-F) \$ 91.50 /Hour

Weekend/Holiday Hours \$ 130.20 /Hour

Costs for Maintenance and Monitoring \$ To be negotiated based on size and scope of surveillance system and hours of monitoring/Month

Materials percentage mark-up  
(Receipts for materials may be required by using agency to be submitted with invoice)  
25%

Other cost  
(Provide detail) Transportation and Lodging, at Cost

Other cost  
(Provide detail) Rental Equipment and Permits at Cost plus 8%

**5.2 – 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.

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

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

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.

Leverage Information Systems

Company Name

Signature  
*Ray Negrin*

Ray Negrin

Print Name

7/9/2013

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)

**ASSUMPTION SUMMARY FORM**

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