

Customized Solution Recommendation

State of Nevada - Fire Marshal & OTS Office

August 15, 2018

Prepared For:

Prepared By: Scott Wulforst



August 15, 2018

State of Nevada - Fire Marshal & OTS Office
107 Jacobsen Way
Carson City, NV 89711

RE: Integrated Solution System (Access Control)

Thank you for your time spent reviewing your security needs for your business. It has been a pleasure working with you to develop the solutions to meet your needs at your Carson City location. We understand there are choices when it comes to selecting a security provider and we trust we have demonstrated our ability and commitment to meet your business objectives.

With respect to your efforts regarding security for your facility, we've provided a comprehensive solution design that combines and provides the right level of security you seek while maintaining a cost effective approach. Knowing business needs are truly unique and consistently changing, we have developed a solution that will evolve to meet your business needs.

STANLEY is committed to providing world-class security through over 75+ locations in North America. What does that mean for you? You should expect and receive the best service each and every time you work with STANLEY – that's the STANLEY STANDARD.

STANLEY's Recommendation Includes:

- ✓ Introduction to STANLEY
- ✓ System Objectives & Solutions
- ✓ Equipment Schedule of Protection
- ✓ Services Schedule of Protection
- ✓ STANLEY Investment Options
- ✓ Clarifications

Once again, thank you for the opportunity to be your security partner and look forward to exceeding your expectations.

Sincerely,

Scott Wulforst
STANLEY Convergent Security Solutions, Inc.
Business Development Manager - State Local Government
D | (775) 828-5625

Introduction to STANLEY

STANLEY Security, a division of Stanley Black & Decker (NYSE: SWK), is a global provider of integrated security solutions defining the future of the security industry. STANLEY delivers a comprehensive suite of security products, software and integrated systems with a strong emphasis on exceptional customer service. We protect what's important to you by designing, installing, servicing and monitoring an extensive array of products and solutions that span the entire security spectrum:

- Intrusion, Fire, Access Control and Video Surveillance Systems
- Systems Integration & Vertical Market Solutions
- UL & Bilingual ULC Monitoring Services
- Real-Time, Online eServices
- Innovative cloud-based data analytic solutions
- Personal safety & security response solutions

“All security companies are not created equal. They may indeed offer similar products, but it is in the customer service arena where one company outshines the others: Stanley.”

STANLEY: Your Single Source Security Partner

At STANLEY, we truly desire to not only be a choice for security, but the preferred provider of choice. Every

STANLEY team member is charged with this mission. With STANLEY, you will receive the very finest in security solutions. We protect what's important to you, 24 hours a day, every day of the year.

Today's business climate requires customers to streamline operations. Our customers do not have time to contact several different vendors and deal with several different personalities to accomplish your goals. STANLEY tries to make it simple, deal with one vendor to service all your needs

Award Winning National Provider

STANLEY continues to be an award-winning service provider with a pledge to your complete satisfaction and a guarantee of the highest quality. We are proud to be recognized as the national leader in the electronic security industry, with superb customer service performance.

- Empowerment Award, Wounded Warrior Project 2017
- Most Valuable Employer Award for Military from Civilianjobs.com, 2016
- New Product of the Year Award – STANLEY Guard, SIA 2016
- Integrated Installation of the Year Award – Lakeland Regional Hospital, SSI 2015
- STANLEY Black & Decker Ranked #4 on Fortune's World's Most Admired Companies, 2015
- Campus Safety BEST Award – Mercy Healthcare System, 2014
- Best Community Outreach Program, SSI 2014 & 2010
- New Product of the Year Award – Security Products 2013
- New Product of the Year Award – Pacom 8002 Pacom-Edge Cotroller, SIA 2013
- Integrated Installation of the Year Award – Bankers Life Fieldhouse, SSI 2010
- Installer of the Year Award, SSI 2009
- Dealer of the Year Award, SDM 2009 & 2005
- Integrated Installation of the Year Award – Silver Eagle Distributors, SSI 2007
- First Line of Defense Award, 2006



STANLEY STANDARD

At STANLEY, we set the standard for world-class security – quality, responsiveness, professionalism and reliability. Using our proprietary tools, accountability and continual improvement process you should expect and receive the best service each time you work with us.

What sets STANLEY apart?

Our Tools

Having the right tools is just as important as having the right person for the job. Our technicians are equipped with the tools and standard processes to make sure they get the job done right the first time.



- **STANLEY STANDARD™ Playbook** – From installation to service, we have standards in place for each of our locations and technicians so you can expect the same high levels of quality, professionalism, and responsiveness nationwide.
- **Complete Visibility** – You’ll have access to our cloud-based project management portal so you can see everything STANLEY sees, including completion dates, owners, percent completed, and more. You can also pull status, report and communicate directly with the installation team giving you completed access each step of the way.
- **Communication Checkpoint** – We have established a series of checkpoints that allow for clear and consistent communication before, during, and after an installation. These checkpoints also allow our technicians to quickly and efficiently address any issues that come up on-site.
- **Dynamic Dispatching** – With our dynamic dispatching technology we get the right technician to your location as quickly as possible.
- **Connectivity** – We approach your service or installation as a team. Our technicians are networked via an app allowing them to troubleshoot and receive input from other STANLEY technicians while on-site.

Certifications

- Honeywell® Pro-Watch® Gold Certified
- Lenel® Master OnGuard® Certified
- Software House® Certified
- Genetec® Certified
- Cisco® CCNA, CCDA, CSE Certified
- Microsoft® MCITP, MCAD, MCSE Certified
- NICET® Level 4 Certified
- Avigilon™ Certified
- Sonitrol® Certified

Our Accountability & Continual Improvement

At STANLEY, we are committed to delivering the highest level of service with each interaction.

- **Key Performance Indicators** – We track our performance and have key performance indicators (KPIs) in place to catch and fix issues before they arise. Control towers in each of our locations visually track and improve performance, while guaranteeing successful installation and service.
- **Site History** – We keep a comprehensive record of installations and service performed at your locations to give us the information we need to continually serve you better.
- **Customer Provided Recognition** – After a project is completed, you have the opportunity to recognize a job well done or let us know how the experience could have been improved. At the end of the day, your satisfaction is our top priority.

INNOVATIVE SOLUTIONS

Data Analytics with STANLEY Insights™

STANLEY is leading the way with innovative advances in big data and analytics, providing unparalleled visibility into your organization's activities and operations.

Based on vast industry knowledge – whether retail, healthcare, or another sector – we are utilizing customized data, tools, and methodology to leverage best practices across your business. Delivering actionable intelligence and analytics like never before, STANLEY Insights™ will provide value to businesses through our leading edge business Analytics Solutions and Professional Services.

- Transform data into visual information that you can use for meaningful results
- Analyze trends & ask questions of your data
- Provide context to drive better decision making
- Increase visibility & minimize loss
- Improve process efficiency & reduce cost
- Save time by reducing cumbersome, traditional reporting
- Realize operational improvements



STANLEY Guard™

STANLEY Guard is a cloud hosted personal safety solution comprised of a hosted Command Center portal that can send and receive information from a Personal Safety mobile app providing omni-present oversight, and a Security Response mobile app to dispatch emergency responders directly to the individual in need. This solution allows users (students, lone workers, employees or executives) to send duress alerts, including audio, video, GPS location, and user profile, directly to a security command center for immediate incident response.

How it Works

- User activates an alert with the STANLEY Guard Personal Safety application, either by shaking their phone, swiping the screen, or pressing a wearable panic button
- Security command center receives the alert, along with the device's GPS location, audio/video clips, and user's profile info and verifies the incident in process
- Following your business's response plan, the security command center can call the user, escalate to the closest emergency responder, dispatch a guard through the Security Response mobile app, and/or alert your internal assigned staff or security team



Additional solutions sold separately. Contact your security consultant for more details.

ProtectionNet™ Monitoring Centers

STANLEY's ProtectionNet Monitoring network is comprised of four strategically located monitoring facilities. These hi-tech centers are maximized to ensure consistent response to every one of our customers' location needs. We support over 300,000 customers with our 24 x 7 x 365 monitoring operation in the U.S., Canada, Puerto Rico and U.S. Virgin Islands. We process over 5 million alarm signals and handle over 200,000 inbound and outbound phone calls every week.



We understand that any security threat needs to be dealt with quickly. Our state-of-the-art ProtectionNet Monitoring Centers employ some of the most sophisticated technology available today, optimizing police and fire response. We're geared to be there for

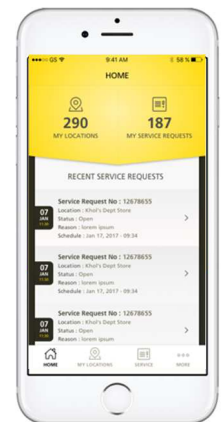
you—always.

- **Experienced Staff:** A professional staff of trained security professionals monitors your business 24 hours a day, 365 days a year.
- **Sophisticated Tools:** Predictive modeling of calls/alarms, state of the art call routing and prioritization, automated optimized schedules, and computer assisted productivity reporting assures quick, accurate identification of alarms so that no time is wasted in an emergency situation.
- **Back-up Systems:** Secure monitoring centers with standby power facilities and back up automation servers, telecommunications network generators and alarm receivers provide uninterrupted service, even under the most adverse situations.
- **Advance Certifications:** Our monitoring center adheres to strict specifications to be certified by Underwriters Laboratories (UL & ULC), Department of Defense, NYC Fire, Factory Mutual (FM Global) and SSAE-16 SOC2.
- **Industry & Law Enforcement Partnerships:** STANLEY holds leadership positions with PPAR and TMA associations to partner in the battle against property crime.

eServices™ - Online Account Management & Intelligence

eServices™ provides visibility on all your security systems – intrusion, video surveillance, access control and fire detection – aggregated onto a single online interface. eServices™ is also the fastest way to manage your locations with self-service features such as creating service requests, paying your bills, updating your call lists and more.

- **Intrusion** – Complete access to your intrusion system – from managing passcards to open and close reports to pin-pointing high alarm activity
- **Video** – Keep an eye on all your video activity from one or all of your locations, viewing open/close activity, video alarm verification and more
- **Fire** – When safety and compliance are key, monitor your fire test activity, fire inspection history and more
- **Access Control** – Stay on top of your access control activity for full visibility and management of who's coming and going



Your Security Team

In addition to their knowledge and experience, each of our sales consultants brings you the power of our overall team in the background. While you may see one person, an entire STANLEY team of project managers, technicians, network and software support, engineers, technical support, monitoring specialists, account specialists, and many others are in the background dedicated to providing you ultimate security satisfaction.

- **Technicians** – Each STANLEY technician has the training, tools and experience to meet your unique security challenge
- **Project Manager** – Our project managers ensure each and every installation is a success and serve as the connective tissue between each step of your project.
- **Customer Service Team** – Our customer service team is here to truly understand your concerns. They strive to address all of your needs in a single phone call or directly connect you with someone who can.
- **Security Consultants** – Our security consultants are up-to-date on the latest technology and solutions to help you select the right system or improve upon your existing system.
- **Monitoring Team** – 24 hours a day, 365 days a year we have a team dedicated to your monitoring your security systems and providing you with the peace of mind that your employees, customers, and assets are safe.



Your local branch can assist you with any questions or concerns you may have.

Local Branch Account Management

District Sales Manager	Ron Nyberg
Area Operations Manager	Don Robert
Branch Install Manager	J. D. Kimerer
Business Development Manager	Scott Wulforst
State Local Government	

Important Information:

Telephone (775) 359-7901
 Fax (702) 474-9340
 Website www.stanleycss.com

Local Servicing Branch:

Stanley Convergent Security Solutions, Inc.
 4690 Longley Lane, Suite 23
 Reno, NV 89502

Solution: Access Control / Intercom Systems
Quote: NDI/DPS Access Control CPQ

Equipment		
Quantity	Part Number	Description
11.00	2505A-L	INDUST MAG CONTACT ALUM HSG
2.00	IM-1270	BATTERY - 12V, 7AH
2.00	CU-8501HIM	COMELIT 8501HIM H.264 IP INTERCOM KIT W/ ENTRANCE PANEL. THE KIT CONSISTS OF 1 COLOUR AUDIO/VIDEO UNIT ART. 4682HKC, 1 MODULE WITH 1 BUTTON ART. 33411M, 1 FLUSH-MOUNTED BOX ART. 3110/1, 1 FRAME COMPLETE WITH FINISHING FRAME ART. 3311/1S, 1 POWER SUPPLY UNIT ART. 1595 AND 1 PC INTERCOM SOFTWARE ART. 1454K. THE KIT IS PRE-PROGRAMMED AND READY TO USE. THE KIT CAN BE EXPANDED WITH OTHER PRODUCTS FROM THE VIP CATALOGUE. COMPATIBLE WITH H.264 VIDEO FORMAT
9.00	CU-1454K	LOCAL-PC/ VIP-SFTWR/ DONGLE
2.00	CU-31161	IKALL 1 MODULE NATURAL ANODISED ALUMINIUM HOUSING WITH RAIN SHIELD. DIMENSIONS 154X152X85 MM
8.00	MISC HARDWARE	Miscellaneous Hardware
8.00	MISC HARDWARE	Miscellaneous Hardware
1.00	EN4204R	FOUR ZONE ADD-ON RECEIVER WITH RELAY OUTPUTS
2.00	EN1233S	SINGLE-BUTTON, PENDANT TRANSMITTER
1.00	1S1298UR1	18(4)+22(2+4+6)1S CMR PROFN 1000FT (COMP TO HW 21951099)
3.00	1S1298UR5	18(4)+22(2+4+6)1S CMR PROFN 500FT (COMP TO HW 21955099)
1.00	USTAR016-SE	ISTAR ULTRA SE, 16 READERS, W/ENCLOSURE, WITH 5A PSU
1.00	PSX-ISU-E2	PSX 150W/250W DUAL POWER SUPPLY/BATTERY CHARGER WALL-MOUNT 20IN X 16IN ENCLOSURE W/LOCK AND TAMPER
8.00	SWH-4100	SOFTWARE HOUSE MULTI-TECHNOLOGY FLEX READER. CONTACTLESS SMART CARD AND PROXIMITY READER; READS 125 KHZ PROXIMITY CARDS, 13.56 MHZ SERIAL NUMBER, AND MIFARE SECTORS; SINGLE GANG MOUNT FOR N. AMERICA; WIEGAND OUTPUT; FLEX VERSION SUPPORTS FLASHING NEW FIR
8.00	DS-DS160	REQUEST TO EXIT PIRS LIGHT GRY

Labor	
Quantity	Description
108.00	GOVERNMENT INSTALLATION TECHNICIAN I
2.00	GOVERNMENT PROJECT MANAGER I

Services Schedule of Protection

After reviewing your requirements, STANLEY CSS recommends furnishing the following services:

Quote: NDI/DPS Access Control CPQ

Services		
Quantity	Service Name	Service Description
1.00	Standard Service Plan	Access Control Standard Service Plan (MONDAY - FRIDAY, 8AM - 4PM) STANLEY STANDARD SERVICE PLAN COVERS LABOR AND EQUIPMENT COSTS DURING NORMAL BUSINESS HOURS. THE SERVICE PLAN CAN COVER ALL TYPES OF PROTECTION SYSTEMS INCLUDING INTRUSION ALARMS, FIRE ALARMS, CAMERA SYSTEMS AND ACCESS CONTROL SYSTEMS. THIS PLAN COVERS NORMAL WEAR AND TEAR, REPAIR OR REPLACEMENT. REPAIR OR REPLACEMENT OF EQUIPMENT DAMAGED BY THE CUSTOMER, ACTS OF GOD OR VANDALISM IS NOT COVERED. SERVICE LABOR RATES FOR AFTER HOURS WORK ARE NOT INCLUDED AND ARE BASED ON CURRENT STANLEY SERVICE LABOR RATE SCHEDULE. INCLUDES ACCESS TO THE STANLEY TAC (24X7).

Summary - Investment Information

STANLEY Security Direct

Pricing and Deposit Terms

Total Installation Price*:	\$32,566.21
Up-front Deposit*:	\$0.00
Total Monthly Fee*:	\$322.41
Payment Frequency:	Monthly
Progress Payments:	
*Prices do not include taxes	

Solution: Video Surveillance System

Quote: State Of Nevada - Fire Marshal & OTS Office - CCTV

Equipment		
Quantity	Part Number	Description
1.00	VMA-AS2-8P4-NA	.HD VIDEO APPLIANCE 8-PORT 4TB UNIT WITH ACC CORE 8-CH LICENSE
8.00	1.3C-H4SL-DO1-IR	1.3 MP, WDR, LIGHTCATCHER, DAY/NIGHT, INDOOR/OUTDOOR DOME, 3-9MM F/1.4, INTEGRATED IR
2.00	WG-63301101	24/4PR CAT5E CM 1M BX WHITE
1.00	4A-XP400	400VA UPS OFFLINE,3 OUT,3 SRGE

Existing Equipment		
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Labor		
Quantity	Description	
1.00	90 Days	
18.00	GOVERNMENT INSTALLATION TECHNICIAN I	

Services Schedule of Protection

After reviewing your requirements, STANLEY CSS recommends furnishing the following services:

Quote: State Of Nevada - Fire Marshal & OTS Office - CCTV

Services		
Quantity	Service Name	Service Description
1.00	Standard Service Plan	CCTV Standard Service Plan (MONDAY - FRIDAY, 8AM - 4PM) STANLEY STANDARD SERVICE PLAN COVERS LABOR AND EQUIPMENT COSTS DURING NORMAL BUSINESS HOURS. THE SERVICE PLAN CAN COVERS ALL TYPES OF PROTECTION SYSTEMS INCLUDING INTRUSION ALARMS, FIRE ALARMS, CAMERA SYSTEMS AND ACCESS CONTROL SYSTEMS. THIS PLAN COVERS NORMAL WEAR AND TEAR, REPAIR OR REPLACEMENT. REPAIR OR REPLACEMENT OF EQUIPMENT DAMAGED BY THE CUSTOMER, ACTS OF GOD OR VANDALISM IS NOT COVERED. SERVICE LABOR RATES FOR AFTER HOURS WORK ARE NOT INCLUDED AND ARE BASED ON CURRENT STANLEY SERVICE LABOR RATE SCHEDULE. INCLUDES ACCESS TO THE STANLEY TAC (24X7).

Summary - Investment Information

STANLEY Security Direct	
Pricing and Deposit Terms	
Total Installation Price*:	\$7,641.16
Up-front Deposit*:	\$0.00
Total Monthly Fee*:	\$78.70
Payment Frequency:	Monthly
Progress Payments:	
*Prices do not include taxes	

STANLEY to Also Provide:

- ✓ Equipment and installation using low voltage wire
- ✓ System setup, test and inspection
- ✓ Customer training
- ✓ Owner's manuals
- ✓ Completed drawing showing device locations

Customer to Provide:

120 vac Power Outlets, Access to Device Locations, All Conduit w/ Pull Strings, All Patching & Painting, Network Connectivity, PC Client(s) hardware,

In conclusion, we thank you for the opportunity to present our security solutions to address your business needs. We believe these solutions will meet and exceed your business requirements and look forward to working together to implement our solution. Again, we feel the strength of our organization is in our ability to deliver locally in every market. We are eager to be your trusted business partner that will continue to grow with your business. Should you need additional references, we are always ready to demonstrate our past success.

Price Protection:

All prices quoted are valid for ninety (90) days from the date of this recommendation.

NOTE: Equal quality part from a different manufacturer may be substituted to overcome delivery problems or replacement of discontinued items. Substituted item will be of equal or greater value and will meet or exceed original parts specifications.

All products and services provided by STANLEY CSS are subject to STANLEY CSS's standard terms and conditions which can be found at <http://www.stanleycss.com/legal.html>. Any additional or different terms set forth by Customer, whether in Customer's purchase order or another communication, are expressly objected to and will not be binding on STANLEY CSS unless agreed to in writing by an authorized representative of STANLEY CSS.