



Parking Access and Revenue Control Upgrade SENTRY CONTROL SYSTEMS PROPOSAL

Issue Date: 03/19/2019
Valid Until: 04/18/2019

PROJECT INFORMATION			
PROJECT NAME:	FRESNO AIRPORT EXCHANGE EXPANSION LOTS - 2 ENTRY 4 EXITS	SENTRY CONTACT:	KEVIN AUSTIN
ACCOUNT NAME:	FRESNO YOSEMITE INTER. AIRPORT	PHONE NUMBER:	925-551-1731
PROPOSAL #:	267096	E-MAIL ADDRESS:	KAUSTIN@SENTRYCONTROL.COM



PROJECT LOCATION	BILL TO INFORMATION
MELISSA A. GARZA-PERRY FRESNO YOSEMITE INTER. AIRPORT 5155 E CLINTON WAY FRESNO, CA 93727 PHONE: (559) 252-0052 EMAIL: MELISSA.GARZA-PERRY@FRESNO.GOV	MELISSA A. GARZA-PERRY FRESNO YOSEMITE INTER. AIRPORT 5175 E CLINTON WAY FRESNO, CA 93727 PHONE: (559) 621-4543 EMAIL: MELISSA.GARZA-PERRY@FRESNO.GOV

SOLUTION SUMMARY
CUSTOMER REQUESTED ADDL EQUIPMENT FOR NEW EXPANSION PARKING LOTS

FINANCIAL SUMMARY			
EQUIPMENT, SOFTWARE, TAX, LABOR,	\$ 203,424	EQUIPMENT WARRANTY TERM:	12 MONTHS
ANNUAL LICENSING FEES INCLUDED:	\$ 8,762	SERVICE OPTIONS	FIRST YEAR
SUB-CONTRACTED TOTAL:	\$ 77,285	BASIC CARE:	INCLUDED
WAGE OR INSURANCE PREMIUMS:	\$ 4,348	EXTENDED CARE:	INCLUDED
PROJECT SERVICES:	\$ 5,550	PREMIUM CARE:	INCLUDED
TOTAL SYSTEM INVESTMENT:	\$ 293,819	PREMIUM PLUS CARE:	AVAILABLE

PROJECT DATES	
YOUR DESIRED GO-LIVE	*06/01/2019

PAYMENT SCHEDULES OF VALUES			
#	PAYMENT DESCRIPTION	%	\$ AMOUNT
1	DEPOSIT CHECK - RETURN WITH SIGNED AGREEMENT TO ACTIVATE THE PROJECT	50%	\$ 146,909
2	ARRIVAL - EQUIPMENT AND SOFTWARE INVOICED ONCE RECEIVED AT SENTRY	30%	\$ 88,146
3	SUBSTANTIAL COMPLETION - UPON GO-LIVE, AN INVOICE WILL BE ISSUED	15%	\$ 44,073
4	FINAL RETENTION - AT PROJECT CLOSE-OUT, A FINAL INVOICE WILL BE ISSUED	5%	\$ 14,691

PROPOSAL STATEMENT OF WORK

SENTRY WILL PROVIDE:

- 2 TICKET DISPENSERS WITH, BARCODE READERS & INTERCOM
- 2 ENTRANCE BARRIER GATES
- 4 EXIT COLUMNS WITH PINHOLE CAMERAS, BARCODE READERS, EMV CC TERMINALS & INTERCOM
- 4 EXIT BARRIER GATES
- 1 CISCO MANAGED SWITCH
- 1 PHYSICAL PROCESS PC
- LOTS WILL BE CONNECTED TO EXISTING PARCS SERVERS
- *INCLUDES MOVING OF THE EXISTING EQUIPMENT FROM THE OLD LOT TO THE NEW.*

ENTRY LANES INCLUDING:

- BARCODE TICKET DISPENSER
- 2/BARCODE SCANNER
- HID PROXIMITY READER
- INTERCOM
- BARRIER GATE 10 STRAIGHT W LED
- PIN HOLE CAMERAS
- CUSTOM BOLLARDS
- LOOPS/DETECTORS
- MOUNTING PLATES
- NEW LOOPS







EXIT LANES INCLUDING:




- BARCODE TICKET DISPENSER
- 2/BARCODE SCANNER
- HID PROXIMITY READER
- EMV CREDIT CARD TERMINAL
- INTERCOM
- PIN HOLE CAMERAS
- BARRIER GATE 10 STRAIGHT W LED
- CUSTOM BOLLARDS
- LOOPS/DETECTORS
- MOUNTING PLATES
- NEW LOOPS





OWNER WILL PROVIDE:




NETWORK COMMUNICATION
POWER/DATA TO ALL LANES

SITE LOCATION SUMMARY															
#	LOCATIONS	INVESTMENT	ENTRY BARRIER	EXIT BARRIER	POWER \ LITE ENTRY	ACCESS ENTRY	POWER EXIT	ACCESS EXIT	LPR CAMERA	EXIT CASHIER	CASH POF	CREDIT CARD POF	LED SIGNS	SPACE SENSORS	SERVER / WORKSTATION
1	FRESNO AIRPORT EXCHANGE ROM - 2 ENTRY 4 EXITS	\$ 277,399	2	4	2	0	4	0	0	0	0	0	0	0	0
2	RELOCATION OF EMPLOYEE ENTRY/EXIT LANES	\$ 16,420	0	0	0	0	0	0	0	0	0	0	0	0	0
TOTAL		\$ 293,819	2	4	2	0	4	0	0	0	0	0	0	0	0

LOCATION: FRESNO AIRPORT EXCHANGE ROM - 2 ENTRY 4 EXITS			
SYSTEM COMPONENTS			
#	NAME	CATEGORY	QTY
1	 POWER.GATE EXIT SKIDATA POWER.GATE EXIT COLUMN.	SKIDATA HARDWARE	4
2	 POWER.GATE ENTRY SKIDATA POWER.GATE ENTRY COLUMN.	SKIDATA HARDWARE	2
3	 EXIT BARRIER.GATE SKIDATA BARRIER.GATE	SKIDATA HARDWARE	4
4	 ENTRY BARRIER.GATE SKIDATA BARRIER.GATE	SKIDATA HARDWARE	2
5	 NEW LOOPS SAW-CUT, LAY AND SEAL VEHICLE LOOP.	BARRIER GATE KITS	12
6	 PROJECT LABOR ADDITIONAL SENTRY CONFIGURATION.	LABOR	40

7		PARKING.LOGIC LICENSES IOT PARKING.LOGIC SOFTWARE	SKIDATA SOFTWARE	1
8		PARKING.LOGIC ACCESS CARD MANAGEMENT ACCESS CARD MANAGEMENT FOR YOUR SYSTEM.	SKIDATA SOFTWARE	1
9		CISCO SF300 MANAGED SWITCH 24 PORT	SERVER/NETWORK EQUIPMENT	1

LOCATION: RELOCATION OF EMPLOYEE ENTRY/EXIT LANES				
SYSTEM COMPONENTS				
#	NAME		CATEGORY	QTY
10		PHYSICAL PPC W LANE BOX	SERVER/NETWORK EQUIPMENT	1
11		PROJECT LABOR ADDITIONAL SENTRY CONFIGURATION.	LABOR	18
12		NEW LOOPS SAW-CUT, LAY AND SEAL VEHICLE LOOP.	BARRIER GATE KITS	4
13		100' FEET CABLE - SUPPLY & PULL ONLY ETHERNET CABLE PULL THROUGH EXISTING CONDUIT.	SERVER/NETWORK EQUIPMENT	2

PROJECT SERVICES			
#	PROJECT SERVICE NAME		TOTAL PRICE
1		COMMISSIONING	\$ 3,330
2		IT PROJECTS	INCLUDED
3		TRAINING AT CUSTOMER LOCATION	\$ 2,220

SUB-CONTRACTED SERVICES		
SUB-CONTRACTOR	SITE LOCATION	SUB-CONTRACTOR TRADES & DESCRIPTION
SENTRY CONTROL SYSTEMS	ALL	4 YEAR "PREMIUM" MAINTENANCE AGREEMENT TRADES: OTHER
SPARKY ELECTRIC	ALL	TRADES: ELECTRICAL; OTHER

RECURRING ITEMS INCLUDED IN FIRST YEAR					
#	SERVICE	START DATE	UNIT PRICE	QTY	ANNUAL TOTAL PRICE
	PREMIUM.CARE SUPPORT	TBD	\$ 8,762	1	\$ 8,762

SCOPE OF WORK & RESPONSIBILITIES		
#	LABOR & PROFESSIONAL SERVICES	SCOPE RESPONSIBILITY
1	SENTRY WILL PROVIDE ALL FINAL WIRING TERMINATIONS OF LOW VOLTAGE COMMUNICATIONS OR CONTROL CABLE ON SENTRY PROVIDED EQUIPMENT.	SENTRY
2	SENTRY WILL CUT, WRAP, AND SEAL VEHICLE DETECTION LOOPS.	SENTRY
3	SENTRY WILL PROVIDE AND INSTALL MANAGED SWITCHES FOR THE PARKING SYSTEM NETWORK. MAINTENANCE OF THE NETWORK IS NOT INCLUDED UNLESS A SEPARATE MAINTENANCE CONTRACT IS PURCHASED.	SENTRY
4	CUSTOMER MUST SEPARATELY ORDER TICKETS FOR USE IN THE PARCS EQUIPMENT. TICKETS CAN BE SEPARATELY PURCHASED FROM SENTRY OR PROVIDED BY THE CUSTOMER. TICKETS SHALL BE CERTIFIED BY SKIDATA.	CUSTOMER
5	CUSTOMER WILL PROVIDE ALL NEW CONDUIT WITH PULL STRING AND JUNCTION BOXES AS SPECIFIED BY SENTRY.	CUSTOMER
6	CUSTOMER WILL PROVIDE AND INSTALL ALL REQUIRED LOW VOLTAGE COMMUNICATION OR CONTROL CABLE AND INSTALLATION OF SAME.	CUSTOMER
7	CUSTOMER WILL FORM AND POUR PARKING ISLANDS WITH LOW VOLTAGE CONDUIT STUB-UPS PER SENTRY SPECIFICATIONS.	CUSTOMER
8	CUSTOMER WILL PROVIDE, CONFIGURE, INSTALL AND MAINTAIN NETWORK EQUIPMENT, INCLUDING SWITCHES AND FIREWALLS.	CUSTOMER
9	NO LIQUIDATED DAMAGES	EXCLUSIONS



ACCEPTANCE OF TERMS AND CONDITIONS

PURCHASING AGREEMENT WITH TERMS & CONDITIONS:

INITIAL

INSTALLATION INCLUDES MOUNTING AND COMMISSIONING OF THE SYSTEMS LISTED. SENTRY WILL ASSEMBLE AND TEST THE SYSTEM AND VERIFY IT OPERATE PROPERLY. IMAGES IN THIS PROPOSAL ARE FOR DISPLAY PURPOSES ONLY. THE TABLE SCOPE OF WORK & RESPONSIBILITIES DEFINES SENTRY'S RESPONSIBILITIES; CHANGES MAY ATTRACT ADDITIONAL CHARGES. NEITHER PARTY SHALL BE LIABLE TO THE OTHER FOR ANY INDIRECT, SPECIAL OR CONSEQUENTIAL DAMAGES, INCLUDING BUT NOT LIMITED TO LOST PROFITS AND LOSS OF USE.

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SENTRY WILL PROVIDE TRAINING AS WELL AS COMMISSIONING SERVICES UP TO THE HOURS STATED. ADDITIONAL TRAINING CAN BE SCHEDULED AND WILL BE PROVIDED AT THE RATE OF \$950.00 PER DAY.

UNLESS SPECIFICALLY DEFINED, TRAINING IS TO BE DELIVERED AT A SENTRY AUTHORIZED TRAINING FACILITY.

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THE COST OF PERMITS WHERE REQUIRED ARE NOT INCLUDED IN THIS PROPOSAL UNLESS SPECIFICALLY STATED.

THIS PROPOSAL IS COVERED UNDER THE CO MECHANICS LIEN LAWS UNLESS SPECIFICALLY EXCLUDED.

PRICING DOES NOT INCLUDE PLA—UNION LABOR RATES AND DOES INCLUDE PREVAILING WAGE LABOR RATES.

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PAYMENT TERMS: THE DEPOSIT STATED ABOVE IS DUE WITH ACCEPTANCE OF THIS PROPOSAL. YOU WILL BE BILLED NET 30 AS EQUIPMENT IS DELIVERED TO SENTRY, WITH THE BALANCE DUE UPON COMPLETION. A CANCELLATION OR RESTOCKING CHARGE OF 40% MAY BE ASSESSED ON CANCELLED ORDERS. SPECIAL ORDER ITEMS MAY CARRY UP TO 100% CANCELLATION / RESTOCKING FEE BASED ON FACTORY RETURN POLICIES. ACTUAL SALES AND USE TAX VARY. CUSTOMER IS RESPONSIBLE FOR CHANGES REQUIRED BY LOCAL TAX JURISDICTION.

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INVOICES NOT PAID WITHIN THE TERMS OF THIS PROPOSAL ARE SUBJECT TO SERVICE CHARGES AT THE RATE OF 2.0% PER MONTH. IN THE EVENT OUTSIDE MEDIATION IS NECESSARY FOR THE COLLECTION OF AN UNPAID INVOICE, THE CUSTOMER IS RESPONSIBLE FOR COLLECTION COSTS AND REASONABLE ATTORNEY'S FEES.

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WARRANTY COMMENCES ON THE DATE SENTRY RECEIVES MATERIALS FROM THE PARTS SUPPLIER UNLESS OTHERWISE SPECIFICALLY DEFINED. SUPPORT FOR MANUFACTURER'S WARRANTY IS PROVIDED DURING BUSINESS HOURS WITH A HOTLINE (REMOTE) SUPPORT OF UP TO 15 MINUTES DURING BUSINESS HOURS. FURTHER SUPPORT SERVICES BY AGREEMENT ONLY. ONLY TRAINED AND CERTIFIED USERS OF THE SUPPORTED SOFTWARE VERSION CAN LOG AND RECEIVE WARRANTY SUPPORT.

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BENEFICIAL USE OF THE SYSTEM BY CUSTOMER CONSTITUTES ACCEPTANCE OF THE RATES, ADMINISTRATION OF ALL RATE CHANGES IS THE SOLE RESPONSIBILITY OF THE CUSTOMER. SENTRY IS ABLE TO PROVIDE ADDITIONAL PROFESSIONAL SERVICES ON A TIME AND MATERIALS BASIS AT AN HOURLY RATE IS \$250, SUBJECT TO CHANGE FROM TIME TO TIME, PAYABLE THIRTY (30) DAYS FROM RECEIPT OF INVOICE. CUSTOMER AGREES TO PAY THE ANNUAL OR ONGOING SOFTWARE LICENSING FEES PER THIS PROPOSAL WHEN DUE.

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THE FOLLOWING ITEMS TO BE AGREED TO REFER TO SEPARATE DOCUMENTS AVAILABLE FOR REVIEW:

1. A CONDITION OF CONFIRMING THE SCHEDULE YOUR PROJECT FOR INSTALLATION IS RECEIPT OF THE PROJECT DEPOSIT. THE AUTHORIZATION OF THIS DOCUMENT INCLUDES A REQUIREMENT TO PROVIDE DETAILS OF THE PROJECT'S BILL TO CONTACT, ACCOUNTS PAYABLE CONTACT, SITE OWNER AND LENDER AS APPLICABLE.

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2. CUSTOMER COVENANTS AND AGREES THAT IT WILL FULLY AND STRICTLY COMPLY WITH THE LICENSING AND PCI ACKNOWLEDGEMENTS AND WITH ALL PROTOCOLS AND LICENSES OUTLINED IN THE ACKNOWLEDGEMENT DOCUMENTS, AS THEY MAY BE AMENDED FROM TIME TO TIME.

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3. WITH THE ACKNOWLEDGEMENT THE CUSTOMER RECEIVES SENTRY'S PREMIUM CARE SERVICES BY AGREEMENT FOR THE FIRST YEAR OF OPERATION AS INCLUDED IN THE TOTAL SYSTEM INVESTMENT, OR CAN SELECT ANOTHER SERVICE AGREEMENT. THE CUSTOMER WILL CONTINUE TO RECEIVE AND BE BILLED FOR CARE SERVICES UNTIL CANCELLED. REMOTE ACCESS CAPABILITY IS REQUIRED FOR SLAS.

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PROJECT AUTHORIZATION	
SIGNATURE: 	SIGNATURE:
NAME: Kevin Meikle	NAME:
TITLE: Director of Aviation	TITLE:
ORGANIZATION: City of Fresno - Airports Department	ORGANIZATION: SENTRY CONTROL SYSTEMS, LLC

3/19/2019



TERMS OF WARRANTY

SENTRY CONTROL SYSTEMS LLC ("SENTRY") WARRANTS THAT ALL SKIDATA MANUFACTURED PARKING AND REVENUE CONTROL SYSTEMS (PARCS) PROVIDED BY SENTRY AND DELIVERED HEREUNDER WILL BE FREE OF DEFECTS IN MATERIAL AND WORKMANSHIP FOR A PERIOD OF 1 YEAR UNLESS COVERED BY AN EXTENDED WARRANTY AGREEMENT. ALL OTHER SUPPLIED PRODUCTS ARE WARRANTED IN ACCORDANCE WITH THAT MANUFACTURER'S TERMS.

THE PURCHASER SHALL BE OBLIGATED TO PROMPTLY REPORT ANY FAILURE TO CONFORM TO THIS WARRANTY, IN WRITTEN COMMUNICATION WITHIN SAID PERIOD, WHEREUPON SENTRY CONTROL SYSTEMS SHALL, AT ITS OPTION, CORRECT SUCH NONCONFORMITY, BY SUITABLE REPAIR TO SUCH PRODUCT OR, FURNISH REPLACEMENTS PARTS PROVIDED THE PURCHASER HAS STORED, INSTALLED, MAINTAINED AND OPERATED SUCH PRODUCT IN ACCORDANCE WITH GOOD INDUSTRY PRACTICES AND HAS COMPLIED WITH SPECIFIC RECOMMENDATIONS OF SENTRY CONTROL SYSTEMS.

SENTRY CONTROL SYSTEMS SHALL NOT BE LIABLE FOR ANY REPAIRS, REPLACEMENTS, OR ADJUSTMENTS TO THE PRODUCT OR ANY COSTS OF LABOR PERFORMED BY THE PURCHASER OR OTHERS WITHOUT SENTRY CONTROL SYSTEMS' PRIOR WRITTEN CONSENT. THE EFFECTS OF ACCIDENT, CORROSION, VANDALISM, IMPROPER USE OR INSTALLATION, ANY ACT OF GOD AND NORMAL WEAR AND TEAR ARE SPECIFICALLY EXCLUDED.

THE PURCHASER SHALL NOT CONTINUE TO OPERATE PRODUCT WHICH IS CONSIDERED TO BE DEFECTIVE WITHOUT FIRST NOTIFYING SENTRY CONTROL SYSTEMS IN WRITTEN COMMUNICATION OF ITS INTENTIONS TO DO SO. ANY SUCH USE OF PRODUCT WILL BE AT THE PURCHASERS' SOLE RISK AND LIABILITY.

A SIGNATURE BELOW INDICATES THE PURCHASER'S ACCEPTANCE OF THESE TERMS AND THAT THE EFFECTIVE DATE OF THE WARRANTY IS EITHER THE FIRST DAY OF BENEFICIAL USE OF THE SYSTEM OR SUBSTANTIAL COMPLETION, WHICHEVER IS FIRST FOR THE PRODUCT. A WARRANTY DOCUMENT ILLUSTRATING THE EFFECTIVE DATES WILL BE ISSUED TO THE PURCHASER BY SENTRY FOR ADDITIONAL GUIDANCE ONLY.

AT ANY TIME, IF THE PURCHASER RENOUNCES THE USE OF "PROTECT.CARE" ANTI-VIRUS, THE PURCHASE EXPLICITLY ACKNOWLEDGES THAT SKIDATA WILL NOT INSTALL VIRUS PROTECTION AND IS NOT LIABLE FOR ANY DAMAGE CAUSED BY LACK OF VIRUS PROTECTION. THE PURCHASER IS THEREFORE RESPONSIBLE FOR THE INSTALLATION AND UPDATING OF THE NECESSARY VIRUS PROTECTION.

CONSUMABLE ITEMS ARE SPECIFICALLY EXCLUDED FROM WARRANTY, THESE INCLUDE THERMAL PRINT HEADS AND UPS BATTERIES.

SOFTWARE CONDITIONS


THE SOFTWARE CONDITIONS SHALL APPLY IN ADDITION TO SKIDATA'S TERMS & CONDITIONS. SUBJECT MATTER OF THESE SOFTWARE CONDITIONS IS THE GRANTING OF LICENSES FOR SOFTWARE AND THE ACKNOWLEDGEMENT OF THE PCI DSS / PA DSS SECURE IMPLEMENTATION GUIDE. THE SOFTWARE CONDITIONS IN THEIR CURRENT VERSION AT THE TIME OF SUPPLY ALSO APPLY TO CURRENT AND FUTURE UPDATES, UPGRADES, SUPPLEMENTS AND SUPPORT SERVICES. SKIDATA UNIVERSAL SOFTWARE LICENSE AGREEMENT AND PCI DSS / PA DSS SECURE IMPLEMENTATION GUIDE, AND OTHER TERMS ARE SPECIFIED IN DETAIL UNDER THE FOLLOWING LINKS:

SKIDATA UNIVERSAL SOFTWARE LICENSE AGREEMENT: <https://tinyurl.com/y77sfn92>

PCI DSS / PA DSS SECURE IMPLEMENTATION GUIDE: <https://tinyurl.com/y84nf68r>

SKIDATA STANDARD HARDWARE, HOSTING AND CONSULTANCY TERMS: <https://tinyurl.com/ya2thgiu>

WITH SIGNING OF THESE TERMS AND CONDITIONS IT IS INDICATED THAT ALSO THE TERMS PRESENTED WITHIN THE SKIDATA UNIVERSAL SOFTWARE LICENSE AGREEMENT AND THE PCI DSS / PA DSS SECURE IMPLEMENTATION GUIDE HAS BEEN READ, ACKNOWLEDGED AND AGREED TO.

ACKNOWLEDGEMENT	SIGNATURE:  3/19/2019
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ACCOUNT DETAILS	
ACCOUNTS PAYABLE CONTACT INFORMATION	
ACCOUNTS PAYABLE CONTACT NAME:	
ACCOUNTS PAYABLE EMAIL:	
ACCOUNTS PAYABLE PHONE NUMBER:	
ACCOUNTS PAYABLE MAILING ADDRESS:	
ARE YOU A MUNICIPAL, STATE, OR FEDERAL GOVERNMENT -OWNED CORPORATION?	
ARE YOU TAX EXEMPT? (SEND EVIDENCE SEPARATELY IF NOT ATTACHED)	
PLEASE SELECT ALL THAT APPLY:	OWNER CAR PARK OPERATOR PROPERTY MANAGER GENERAL CONTRACTOR OTHER (SPECIFY)
PREFERRED CONTACT METHOD:	
PREFERRED INVOICE DELIVERY METHOD:	
DEPOSIT CHECK PAYABLE TO:	SENTRY CONTROL SYSTEMS LLC
ADDRESS DEPOSIT CHECK TO:	C/O SALES OPERATIONS DEPARTMENT
DEPOSIT CHECK RETURN ADDRESS:	6611 ODESSA AVE, VAN NUYS CA 91406