

5-4-17

[REDACTED]
MCC New York
150 Park Row
New York, NY 10007

Reference: MCC New York Nice 200 Channel Upgrade Budgetary Proposal
with AMS, Decoder

Dear Mr. [REDACTED]:

Signet Technologies is pleased to submit our budgetary proposal submitted on the referenced solicitation.

We offer MCC New York demonstrated technical and management expertise, successful past performance on numerous projects of similar size, scope and complexity, exceptional cleared resource depth and a wealth of directly relevant corporate experience.

This Proposal shall be used and disclosed for evaluation purposes only, and a copy of this data shall be applied to any reproduction or abstract thereof. Any authorized restrictive notices which the submitter places on this proposal shall also be strictly complied with. Disclosure of this proposal outside the Government for evaluation purposes shall be made only to the extent authorized by, and in accordance with FAR Part 3.1 Source Selection Information and FAR Part 15.606.

Please feel free to contact me directly at [REDACTED] should you have any questions or require additional information on our proposal.

Sincerely,

Steven R. Smith
SigNet Technologies, Inc.

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1 Company Overview

1.1 SigNet Technologies, Inc. Overview

SIGNET TECHNOLOGIES, INC. is a Maryland based, small business corporation with offices in Beltsville, Maryland and Cary, North Carolina, specializing in the design, integration, installation and maintenance of Security Systems along the Eastern seaboard and throughout the US. Our primary business is with large scale US government agencies, including the military, civilian and intelligence. We also do substantial work in the state, local, municipal and commercial markets

Top Secret Facility Clearance	GSA Certified	DUNS #17-185-6222
Small Business	HSPD12/PIV And FIPS 201	TAX ID #42-1578695
NAICS #561621	SIN #132-62	Offices in:
GSA Contract Supplier	UL 2050 Certified	Maryland and (DCJS 11-3794)
GS #07F 0322T	U.L. BP#-BP9919	North Carolina (1906-CSA)

Our experience with the unique requirements of large and small scale Security projects provides a strong foundation for SIGNET TECHNOLOGIES, INC. so that we can successfully design, install, and maintain comprehensive, compliant and functional security solutions for our customers. We take great pride in the professionalism and experience that each SIGNET TECHNOLOGIES, INC. employee exercises in their commitment to the customer and brings to the installation and service of electronic security.

SIGNET TECHNOLOGIES, INC. is a true “turnkey” electronic security service provider. We specialize and limit our scope of work to include only electronic security and associated peripheral systems. SIGNET TECHNOLOGIES, INC. is committed to the proposition that a security system cannot be considered complete until after it has been properly designed, installed, tested and the client provided with comprehensive training and documentation, we have established procedures that are followed throughout the entire process. The core elements of the process include, but are not limited to:

- **Establishment of goals**
- **Risk assessment**
- **Determination of operational and procedural definitions**
- **Evaluation of existing communications networks and other related technology**
- **Equipment and systems selection**
- **Engineering and procurement**

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- **Training**
- **Test and turnover**
- **Long term maintenance**

In developing assessments, designs and proposals SIGNET TECHNOLOGIES, INC. follows the above guidelines to ensure that a system will operate according to requirements and within budget. Included in our design process is a check and balance system that includes in-house engineering reviews, managerial oversight and suggestion and, when appropriate, assistance from other engineering sources in the industry. Based on our experience, we have formed alliances with the best manufacturing and support organizations in the industry, among them the following:

ACCESS CONTROL APPLICATIONS-SIGNET TECHNOLOGIES, INC. represents Software House (Sensormatic), LENEL Systems International, Hirsch and GE. We use these same sources for Photo Imaging and Badging Systems.

ASSET TRACKING-At present we use HID, Axxess Products and others for hardware in conjunction with the access control lines listed above.

CCTV APPLICATIONS-SIGNET TECHNOLOGIES, INC. represents NICE, CISCO, American Dynamics, Bosch, , Pelco, Panasonic, Vicon and others.

NVR CONTROL SYSTEMS-SIGNET TECHNOLOGIES, INC. represents NICE, CISCO, ONSSI, Pelco, and a variety of other vendors.

EMERGENCY COMMUNICATION EQUIPMENT- Commend, Stentofon and Talk-A-Phone products are our primary vendors for this application, used in conjunction with other CCTV and access control equipment.

While maintaining client confidentiality, we can work with the manufacturer in the conceptual design process to ensure the functionality of the system, adequately adapt to any special application requirements and to establish favorable pricing of the system. We have found that our relationship with the manufacturer affords us the compounded expertise of many organizations, without additional overhead. The end result is system designed according to specifications and within budget.

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1.2 Vendors/Partners

Signet represents a wide variety of security products to serve our clients. Listed below is a representative sample of some of our manufacturing partners. All of our System Engineers and Technicians are trained and certified in the design, installation, maintenance and operation of these systems.

			
			
			
			

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2 System Description:

SigNet will replace two existing ninety six (96) channel DVR's with a new three hundred fifty (350) channel NVR system configured at 4CIF, 15FPS to RAID 6 array for 14 days.

SigNet will provide a redundant recorder in a Plus (1) one configuration.

SigNet will replace the existing AMS server and Decoder.

The existing client workstations will remain as-is.

SigNet will provide four (4) hours total of on-site training for operators and administrators on the latest software package.

Please Note: All required Network connectivity and IP addresses will be provided by the FBOP. All racks and racking hardware and 120VAC power will be provided by the FBOP.

No connection to the intercom, PLC and analog matrix switch for door control is provided in this scope of work.

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3 Bill of Material:

Model	Description	Qty	Sell	Total
NV-ENT-CHVUPG-PNET2_NET30_POS	Enterprise software upgrade for video channels from pre-Net 2.0 to Net 3.1 update pack at the point of sale	350	\$239.40	\$83,790.00
NV-NVE-2016	NiceVision H.264 Encoder supporting 16 cameras at 30/25fps in 4CIF resolution. Includes dual PS.	22	\$2,493.75	\$54,862.50
NV-ED-RMK	NiceVision Encoder/Decoder rack mount kit, supporting 4 NVE/NVD 1002 (for non-XT models), or 6 NVE/NVD 1002 Power Supply (for non-XT models) or 5 NVE 1008 Power Supply	11	\$119.70	\$1,316.70
NV-SVR9420-RIN6-RIN1-24TB	NiceVision Smart Video Recorder 9420, 2U with internal RAID6+RAID1 24TB net storage.	4	\$18,620.00	\$74,480.00
NV-ENT-RSVR-1CH	Recorder redundancy license per 1 channel	350	\$66.50	\$23,275.00
NV-ENT-MJVUPG-NET2X_NET30	Enterprise software package major version upgrade for site, users and channels from Net 2.X to Net 3.1	1	\$0.00	\$0.00
NV-NVD-5204	NiceVision Decoder 5204 supporting up to 4 video outputs (1U)	1	\$4,222.75	\$4,222.75
SGT-AMS	AMS Server	1	\$4,655.00	\$4,655.00
			Total	\$246,601.95

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3 SYSTEM INVESTMENT SECTION

Labor- Installation, Project Management, Engineering	\$46,795.56
BOM	\$246,601.95
Total System Installation Costs	\$293,397.51

Installation will begin on a mutually agreeable date after the receipt of order.

I have based the price for the installation on the equipment listed herein.

Any substantial additions or deletions may affect the cost of the proposal.

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4 Terms and Conditions

4.1 Exclusions

- Supply and installation of conduit or wire mold, except where noted herein, furnished with drag lines.
- 110VAC power (free from interference) at Signet Technologies, Inc.. designated locations. To include interior, exterior, and perimeter locations.
- Provision of space for and a suitable operating environment for Data Collection Panel equipment in field locations as well as, equipment at the monitoring/control location.
- Does not include any abatement program expense, including, but not limited to, the abatement of asbestos or lead paint during the normal course of installation or system support.
- Idle time incurred by SIGNET TECHNOLOGIES employees due to insufficient access rights or incompatible configurations of servers, workstations, or other IT equipment or access to appropriate IT personnel required for network support and configuration. Aggregate idle time in excess of one (1) man hour will be billed at our prevailing labor rates.
- Applicable sales, user taxes, and work permits which will be determined by final system configuration.
- Elimination of electromagnetic interference or RFI interference which may hinder operation of system.
- Electrical, fire and work permits, if applicable.
- Additional Materials and/or Work: Data for the preparation of the proposal is based on existing site conditions and/or site plans and blueprints available to Signet Technologies, Inc. at the time the proposal was prepared. Any changes in site conditions and/or blue-prints which occur after proposal preparation that may have cost and/or operational impact will be subject to a change order which may be above or below the original proposal (contract) price.
- System design changes required in order to comply with governmental authorities, Fire Marshal, etc. Such changes may result in a contract price increase or decrease.
- Lightning Protection: Equipment furnished and installed by Signet Technologies, Inc. is provided with the equipment manufacturer's standard lightning and/or transient protection. NO GUARANTEE IS PROVIDED AGAINST EQUIPMENT AND/OR SYSTEM DAMAGE DUE TO EITHER LIGHTNING AND/OR LINE POWER TRANSIENTS
- Ethernet network Drops (free from interference) at Signet Technologies, Inc.. designated locations and network LAN configuration.
- Programming, unless otherwise noted, is limited to hardware device programming. All cardholder information, access levels, device associations, map layouts, etc. are not included.
- Patching and/or painting
- Customer to supply secure storage area for equipment and adequate trash removal facilities

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- The display monitors for the VMX/decoder install will be provided by the FBOP.
- All network drops will be provided by the FBOP at The NVR and or computer locations.
- FBOP to provide one network switch port, LAN drop and static IP address per encoder, DVR, NVR and computer. Additional ports, drops and or IP's may be required depending on site
- Static IP Addresses will be provided by the FBOP.
- All 120VAC power will be provided by the FBOP.
- Signet Technologies Inc. assumes no warranty for the use of existing hardware and infrastructure in this scope of work.
- The FBOP will provide all BNC terminated video feeds to new rack locations.
- The FBOP will assist in general labor of placement of the new equipment in the racks.
- The FBOP will provide 32" deep network racks for installing equipment in unless quoted above.
- The FBOP will provide all client workstations to install NICE client software on unless quoted above.
- All work to be performed during normal business hours Monday through Friday.
- Period of Performance: 180 days after receipt of order.

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5 Sales Agreement

1. **SERVICES:** Signet Technologies, Inc. shall install, service, and warranty the system(s) as designed by Signet Technologies, Inc. and approved by Customer, in accordance with Signet Technologies, Inc.'s Proposal (attached).
2. **INSTALLATION CHARGES:** The Customer agrees to pay Signet Technologies, Inc., its agents or assigns, the installation charge and, if applicable, the maintenance, and/or lease charge as listed in the Proposal, subject to the terms and conditions as listed in the Proposal and Sales Agreement.
3. **INSTALLATION, MAINTENANCE, and SERVICE:** Customer hereby authorizes and empowers Signet Technologies, Inc. to perform or cause to be performed the work necessary to fulfill the terms of this Agreement, including but not limited to installation, maintenance, inspection, testing, and repair of the systems on its premises. Such work shall be performed in a workmanlike manner in accordance with Signet Technologies, Inc.'s standard practices and shall be completed in accordance with a mutually agreed upon schedule, unless stated otherwise in the Proposal. The obligation of Signet Technologies, Inc. to provide service related to the maintenance of the system pertains solely to the items specified in the Bill of Materials as listed in the Proposal. Signet Technologies, Inc. is not obligated to maintain, repair, service, replace, operate or assure the operation of any device, system, or property belonging to Customer or to any third party to which such specified systems or components are attached, unless specifically agreed upon in the Proposal. In order to protect Customer from losses resulting from, damage to, or destruction of Signet Technologies, Inc. systems, Customer shall include such systems in the coverage provided in its liability and fire insurance policies. Signet Technologies, Inc. will provide service availability in accordance with the coverage requirements listed in the Proposal and defined under "coverage type" while the equipment is located on the premises upon which it was installed. The service to be provided is intended to keep the equipment in, or restore the equipment to, good working order. Unscheduled, on-call remedial maintenance is also to be provided by Signet Technologies, Inc. under this Agreement as necessary. Service provided by Signet Technologies, Inc. under this Agreement does not assure against, nor does Signet Technologies, Inc. assume any liability for, interruptions in operation of the equipment covered by this Agreement. When covered by our SERVICE AGREEMENT, the service also includes preventative maintenance based upon the specific needs of the individual equipment as determined by Signet Technologies, Inc.
4. **ACCESS:** Signet Technologies, Inc.'s technicians shall have full and free access upon their arrival to the equipment covered under this Agreement to provide service thereon.
5. **OWNERSHIP:** For existing installations, the Customer represents that it is the owner of the equipment to be serviced under this Agreement, or, if not the owner, has authority from the owner to include such equipment under this Agreement.
6. **OPERATION:** Customer represents and agrees to properly test and set the system on every closing and to properly turn off the system on each opening (if applicable); to test any detection device, or other electronic equipment designated in the Proposal prior to setting the system for closed periods and to notify Signet Technologies, Inc. promptly if such equipment fails to respond to the test; to use the equipment properly and follow proper operating procedures (if customer requires Signet Technologies, Inc. service); if Signet Technologies, Inc. representatives are sent to Customer's premises in response to a service call or alarm signal caused by the Customer improperly following operating instructions or failing to close or properly secure a protected point, to pay an additional service charge at the prevailing rate per occurrence; and that all walls, doors, skylight, windows or other elements of the premises as now constructed or to be constructed are or will be placed and maintained in such condition, at Customer's expense, as to permit proper installation and operation of the system(s).
7. **DELAYS - INTERRUPTION OF SERVICE:** Signet Technologies, Inc. shall not be liable for any delays, however caused, or for interruptions of service caused by strikes, riots, floods, acts of God, loss of communication and or other signal transmission lines, or by any event beyond the control of Signet Technologies, Inc. Signet Technologies, Inc. will not be required to furnish service to Customer while such interruption shall continue.
8. **EQUIPMENT COVERED:** Refer to attached Proposal or Rider "A", as applicable.
9. **EXCLUSIONS:** Services to be provided by Signet Technologies, Inc. pursuant to this Agreement do not include:
 - a) Repair of damage or increase in service time caused by failure to continually provide a suitable operating environment with all facilities as prescribed by Signet Technologies, Inc. and/or the equipment manufacturer, including, but not limited to, the failure to provide, or the failure of, adequate and regulated electrical power, air conditioning or humidity control; or such special requirements as contained in Rider "A" or the Proposal hereto.

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- b) Repair of damage or increase in service time caused by use of the equipment for other than the ordinary use for which the equipment was designed or purpose for which it was intended.
 - c) Repair of damage, replacement parts (due to other than normal wear) or repetitive service calls caused by the use of unauthorized supplies or equipment.
 - d) Repair of damage or increase in service time caused by: accident, disaster, which shall include, but not be limited to, fire, flood, water, wind and lightning; transportation, neglect or misuse, alterations, which shall include, but not be limited to, any deviation from SigNet Technologies, Inc.'s physical, mechanical or electrical machine design; attachments, which are defined as the mechanical, electrical or electronic interconnecting to non-Signet Technologies, Inc. equipment and devices not supplied by SigNet Technologies, Inc..
 - e) Electrical work external to the equipment or accessories furnished by SigNet Technologies, Inc.
10. **ADDITIONAL CHARGES:** Unless otherwise specified in the Proposal, service charges for the system are based upon coverage as specified in the "hours of operation". Service performed outside this window, or as a result of the failure of the Customer to adhere to the requirements as specified by either the manufacturer or outside the scope of the Agreement, shall be chargeable at SigNet Technologies, Inc.'s prevailing rates. Customer shall not tamper with, adjust, alter, move, remove, or otherwise interfere with equipment without SigNet Technologies, Inc.'s specific permission, nor permit the same by other Contractors. Any work performed by SigNet Technologies, Inc. to correct Customer's breach of the foregoing obligation shall be corrected and paid for by Customer at SigNet Technologies, Inc.'s prevailing rates. Remedial maintenance due to Acts of God or events beyond the control of SigNet Technologies, Inc. shall be corrected by SigNet Technologies, Inc. and paid for by Customer in accordance with SigNet Technologies, Inc.'s prevailing rates.
- Signet Technologies, Inc. shall have the right to increase or decrease the periodic service charge provided above at any time or times after the expiration of one year from the date service is operative under this Agreement, upon giving Customer written notice thirty (30) days in advance of the effective date of such increase or decrease.
11. **LIQUIDATED DAMAGES - SigNet Technologies, Inc.'s LIMITS OF LIABILITY:** It is understood that SigNet Technologies, Inc. is not an insurer; that insurance for whatever reason or purpose and in whatever amount shall be obtained by Customer, if any is desired; that the sums payable hereunder to SigNet Technologies, Inc. by Customer are based upon the value of services offered and the scope of liability undertaken and such sums are not related to the value of property belonging to Customer or to others located on Customer's premises. Customer does not seek indemnity by this Agreement from SigNet Technologies, Inc. and specifically waives any rights for indemnity for any damages or losses caused by hazards to Customers, Invitees, Guests, or property. SigNet Technologies, Inc. MAKES NO WARRANTY, EXPRESS OR IMPLIED, THAT THE SYSTEMS IT INSTALLS OR THE SERVICES IT FURNISHES WILL AVERT OR PREVENT OCCURRENCES, OR THE CONSEQUENCES THEREFROM, WHICH THE SYSTEMS AND SERVICES ARE DESIGNED TO DETECT. Customer agrees that SigNet Technologies, Inc. shall not be liable for any of Customer's losses or damages, irrespective of origin, to person or property, whether directly or indirectly caused by performance or non-performance of obligations imposed by this agreement or by negligent acts or omissions of SigNet Technologies, Inc., its agents or employees. The Customer does hereby waive and release any rights of recovery against SigNet Technologies, Inc. that it may have hereunder. It is agreed that it is impractical and impossible to fix actual damages which may arise from situations where there may be a failure of services provided, due to the uncertain value of Customer's property or the property of others kept on the protected premises which may be lost, stolen, destroyed, damaged or otherwise affected by occurrences which the system is designed to detect or avert. Due to the inability of SigNet Technologies, Inc. to establish a causal connection between systems or service problems and Customer's possible loss, it is further agreed that if SigNet Technologies, Inc. should become liable for any losses or damages attributable to a failure of systems or services in any respect, its total liability to Customer shall be limited to \$250.00, which the Customer agrees is reasonable. The payment of this amount shall be SigNet Technologies, Inc.'s sole and exclusive liability regardless of the amount of loss or damage incurred by the Customer. No suit or action shall be brought against SigNet Technologies, Inc. more than one (1) year after the accrual of the cause of action therefore.

Since it is agreed that the Customer retains the sole responsibility of the life and safety of all persons in the protected premises, and for protecting against losses to his own property or the property of others in the protected premises, Customer agrees to indemnify, defend and hold harmless SigNet Technologies, Inc. from any and all such claims and lawsuits including the payment of all damages, expenses, costs, and attorney fees incurred by SigNet Technologies, Inc., its employees and agents, from and against all claims, lawsuits and losses, by persons not a party to this Agreement, against SigNet Technologies, Inc. for failure of its equipment or services in any respect, alleged to be caused by the improper operation of the system, whether due to malfunctioning or non-functioning of the system, or by the negligence, active or passive, of SigNet Technologies, Inc..

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12. **RENEWAL:** The Service Agreement portion of these conditions is self-renewing for the term provided herein and at the prices in effect as of the date of renewal unless modified or canceled by either party in writing not less than thirty (30) days prior to the expiration date of this Agreement.
13. **TERMINATION/PAYMENT:** Signet Technologies, Inc. has the option to terminate this agreement for cause should any payment due from Customer to Signet Technologies, Inc. remain overdue for a period of more than thirty (30) days. Should Signet Technologies, Inc. elect to exercise such cancellation option, said exercise shall be in writing, sent by certified mail, return receipt requested, and such cancellation shall be effective upon receipt.
14. **SUCCESSORS:** The Agreement is not assignable by Customer except upon the written consent of Signet Technologies, Inc., which consent will not unreasonably be withheld.
15. **ENTIRE AGREEMENT:** This Agreement is to govern the providing of services by Signet Technologies, Inc. to Customer as described herein. Nothing in this Agreement is to be construed as creating a lease or a leasehold agreement between the parties. This Agreement is not binding unless approved in writing by an authorized representative of Signet Technologies, Inc. If approval is not obtained, the only liability of Signet Technologies, Inc. shall be to return to Customer the amount, if any, paid to Signet Technologies, Inc. upon the signing of the Agreement by its Sales Representative. This writing, together with any individually signed acceptance of Proposals, rider, other attachments pertaining to this Agreement is intended by the parties as the final expression of their agreement with respect to the subject matter contained herein and also as the complete and exclusive statement of the terms and such Agreement, notwithstanding any prior, contemporaneous or subsequent purchase order or other document relating to said subject matter. There is no course of dealing or usage of the trade what would supplement or conflict with its terms. This Agreement may only be amended in writing signed by both parties.
16. **JURISDICTION:** This Agreement will be governed by the laws of the State of Maryland.

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6 PROPOSAL ACCEPTANCE

The specifications, conditions, prices, and Sales Agreement (attached) presented in this proposal are accepted as indicated by the signatures below. Signet Technologies, Inc. is authorized to perform the maintenance services as specified within this proposal, with payment made as outlined in this document.

ACCEPTED BY: FBOP, MCC New York

CLIENT:

Authorized

Signature: _____

Printed

Name, Title: _____

Date: _____

Signet Technologies, Inc.

Authorized

Signature: _____

Printed

Name, Title: _____

Date: _____

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