



Arlington Public Schools

Procurement Office
2110 Washington Blvd., Arlington, VA 22204 • Phone: (703) 228-6123 • Fax: (703) 841-0681
www.apsva.us

July 7, 2022

Via email

Skyhop.com Inc.
Attn: Mark A. D'Allura
5712 Industry Lane, Suite D
Frederick, MD 21704
Email: madallura@skyhop.com

Subject: Contract No. 46FY19 – Installation and Repair of Access Control and Security Systems

Dear Mr. D'Allura:

On June 30, 2022, the above cited Contract between your firm and Arlington County School Board, hereafter referred to as APS, expired.

In as much as your firm's performance under the present Contract is satisfactory, attached is Amendment No. 4 for a one (1) year renewal of the Contract. The renewal shall be effective from July 1, 2022, and shall remain valid through June 30, 2023. This Amendment constitutes the third of nine (9) optional renewals with six (6) renewal options remaining.

Amendment No. 4 also makes changes to both the Scope of Work and to the Pricing Schedule. An Appendix to both the Scope of Work and to the Pricing Schedule are included with the revisions shown in red. You are requested to provide an updated Certificate of Insurance.

All other terms and conditions shall remain unchanged.

Sincerely,

Hamed Hameedi

Hamed Hameedi
Senior Procurement Specialist/Procurement Office
Direct: (703) 228-7643
Email: hamed.hameedi@apsva.us



Arlington Public Schools

Procurement Office
2110 Washington Blvd., Arlington, VA 22204 • Phone: (703) 228-6123 • Fax: (703) 841-0681
www.apsva.us

Amendment No. 4

Subject: Contract No. 46FY19 – Installation and Repair of Access Control and Security Systems

Contractor

Skyhop.com Inc.
5712 Industry Lane, Suite D
Frederick, MD 21704

Contract No.

46FY19

Contract No. 46FY19 is hereby renewed for one (1) year. The renewal shall be effective from July 1, 2022, and shall remain valid through June 30, 2023. This Amendment constitutes the third of nine (9) optional renewals with six (6) renewal options remaining.

Amendment No. 4 also makes changes to both the Scope of Work and to the Pricing Schedule. An Appendix to both the Scope of Work and to the Pricing Schedule are included with the revisions shown in red. You are requested to provide an updated Certificate of Insurance.

All other terms and conditions shall remain unchanged

Skyhop.com Inc.

Signature: Mark A. D'Allura
Digitally signed by Mark A. D'Allura
Date: 2022.07.07
16:31:01 -04'00'

Title: President

Printed Name: Mark D'Allura

Date: 7/7/2022

APS:

Signature: David Webb

Title: Procurement Director/Procurement Agent

Printed Name: David Webb, C.P.M.

Date: July 13, 2022

SCOPE OF WORK (REVISED AMENDMENT NO.4)

For CONTRACT NO.46FY19 – INSTALLATION AND REPAIR OF ACCESS CONTROL AND SECURITY SYSTEMS

The Contractor shall provide all supervision, labor, tools, equipment, transportation, and permits required for the complete and satisfactory performance of the Work. No “Portal-to-Portal” charges or fuel surcharges are permitted under the awarded Contract.

1.0 SPECIFICATIONS:

The Contractor shall provide as needed Installation and Repair of Access Control and Security Systems at all APS locations.

- 1.1 Provide Verkada Dome security cameras, Models CD42-256-HW, CD42-256E-HW, CM41-30-HW, and CF81-30-HW. The camera specifications are as follows:
 - 1.1.1 All in one system - No Network Video Recorders (NVRs)/Digital Video Recorders (DVRs)/servers required.
 - 1.1.2 Thirty (30) plus (+) days of retained video on industrial-grade, solid-state storage.
 - 1.1.3 Instantly share live video streams real-time via Short Message Service (SMS) and web links.
 - 1.1.4 No thick clients, third-party plugins or additional hardware required.
 - 1.1.5 Cameras are web managed, automated firmware and software updates.
 - 1.1.6 No unsecure ports.
 - 1.1.7 Full HTTPS/Secure Sockets Layer (SSL) encryption.
 - 1.1.8 Cameras are Power Over Ethernet (PoE) and, by default, communicate over HTTPS via port 443.
 - 1.1.9 Cameras are encrypted with Public Key Infrastructure (PKI).
 - 1.1.10 Cameras shall have Long Term Evolution (LTE) connections available.
 - 1.1.11 On-camera accelerometer sends SMS alerts when tampering is detected.
 - 1.1.12 Activity-based video analytics.
 - 1.1.13 Export video footage and/or grant expiration-dated access to recorded video footage.
 - 1.1.14 View and Manage video on any device (smartphone, iPad, laptop, desktop etc.).
 - 1.1.15 Camera is automatically self-firewalled, out of the box.

- 1.1.16 Works exclusively with datacenter operators that meet the highest industry standards for security and privacy, including ISO 27001, SSAE16/ISAE 3402 Type II: SOC 2, and SSAE16/ISAE 3402 Type II: SOC 3 certifications.
- 1.1.17 Cameras are to have a ten (10) year warranty.
- 1.2 Verkada Accessories
 - 1.2.1 Model ACC-MNT-8, Verkada Pendant Cap Mount
 - 1.2.2 Model ACC-MNT-2, Verkada Arm Mount
 - 1.2.3 Model ACC-MNT-3, Verkada L-Bracket Mount
 - 1.2.4 Model ACC-MNT-9, Verkada Pole Mount, 2nd Generation
 - 1.2.5 Model ACC-MNT-10, Verkada Corner Mount
- 1.3 Vanderbilt VRI-2S3 Dual Reader Interface. Includes National Electrical Manufacturers Association (NEMA) 1 rated enclosure 12 ¼” H x 10 ¼” W x 2 ¾” D.
 - 1.3.1 Supports two (2) Readers, eight (8) programmable inputs, two (2) dedicated inputs for Tamper and Power Monitor and six (6) programmable Form C output relays.
 - 1.3.2 Power: 12-24 VDC +/- 10%, 550 mA maximum without read heads.
 - 1.3.3 Reader current: 300 mA.
 - 1.3.4 Powered locally with SMS Power Supply or the Controller via RS-485 protocol.
 - 1.3.5 UL 294 recognized.
- 1.4 Software Maintenance Agreement Model V-EU-MNT-SFT-5. Software Upgrade Model V-VSMSUP-E5. Labor Software Upgrade & Remote Support Model LSU-RS.

2.0 ESTIMATES:

All installation and repair work requires the submission of a detailed, written Not to Exceed Cost Proposal (Cost Proposal) from the Contractor.

- 2.1 The Cost Proposals shall be furnished by the Contractor at no charge and are considered an overhead item to be included in the bid amount using the Job Authorization Form (JAF) in Attachment B.
- 2.2 The Contractor shall inspect each site upon request within four (4) business days after initial contact from APS, to ascertain the site conditions and work to be performed. Within four (4) business days of visiting the site(s), the Contractor shall be required to provide a Cost Proposal in the form of a detailed JAF for the entire work to be completed in accordance with the Contract requirements and instructions listed in the Contract, Project Manual and/or drawings. The

Contractor shall use the JAF to submit their Cost Proposal. The Cost Proposals are to be detailed, outlining the Contract unit prices and materials. All Cost Proposals shall be based on the unit prices provided in the Pricing Schedule. The unit prices will also be used for additions and/or deletions of work identified in the cost proposal. Unit Prices shall include all labor, tools, profit, and, overhead as may be necessary to complete the requested work.

2.3 UNUSUAL EQUIPMENT REQUIREMENTS

If the project assigned requires the use of rental equipment including by way of illustration and not limitation, boom lifts and scissor lifts, the estimated costs of the additional equipment and/or services shall be identified in the Contractor's JAF. If APS accepts the use of rental equipment, the Contractor will be reimbursed for the actual amount of the cost of such equipment with no markup. The Contractor shall make every attempt to obtain the lowest price for rental equipment provided under the Contract. APS reserves the right to have others provide the additional equipment.

2.4 Any Cost Proposal greater than \$200,000.00 is not covered by this Contract and will be subject to a separate solicitation.

3.0 MATERIALS:

3.1 All materials furnished under this Contract shall be new and original manufacturer's recommended or authorized replacement parts. Use of manufacturer's rebuilt parts and/or components shall be authorized by the APS Project Officer and shall carry the same warranty as new parts or components. Use of used parts is strictly prohibited unless specifically authorized by the APS Project Officer.

3.2 Contractor(s) shall make every attempt to obtain the lowest price for materials provided under the Contract(s).

3.3 The Contractor(s) agree that APS may, at its option and sole discretion, provide materials or fixtures to the Contractor(s) for installation by the Contractor(s) at the Contract unit prices.

3.4 All material provided to APS shall be fully guaranteed by the Contractor(s) against factory defects. The Contractor(s), at no expense to APS, will correct any defects, which may occur as the result of either faulty material or workmanship by the manufacturer within the period of the manufacturer's standard warranty, which the Contractor(s) shall make available on demand. All work is guaranteed by the Contractor(s) against defects resulting from the use of inferior or faulty materials or workmanship for two (2) years from the date of final acceptance of the work by APS in addition to and irrespective of any manufacturer's or supplier's warranty. No date other than the date of final acceptance may be established to govern the effective date of the Guaranty, unless that date is agreed upon by APS and the Contractor(s) in a signed Addendum to the Contract.

3.5 Standard tools of the trade and trade consumables shall be available to the Contractor's personnel from their service vehicle. Tools of the trade and other trade consumables are not valid Contract expenses. The cost of consumables (including, by way of illustration and not limitation, solder, caulking, tape, wirenuts, fasteners, gases, and other consumable items) are considered administrative expenses. These shall be included as part of the hourly rates bid.

4.0 PERSONNEL:

- 4.1 The Contractor's personnel shall be equipped with all tools required to perform the job.
- 4.2 The Contractor shall have sufficient Tradesmen available to perform all assigned work under any resulting Contract. The Tradesmen must have a minimum of two (2) years' experience in the maintenance of equipment of similar type and complexity to those covered under this Contract.
- 4.3 Apprentice Helpers used by the Contractor to perform under this Contract should have a minimum of two (2) years' experience in the maintenance of equipment of similar type and complexity to those covered under this Contract. The duties of the Apprentice Helper shall include, but not be limited to, the inspection, servicing and repair of equipment of similar type and complexity to those covered under this Contract. The Apprentice helper will routinely assist the Tradesman in performing such tasks but may work independently while performing sub-journeyman level work.
- 4.4 If any person employed on the work by the Contractor shall appear to the APS Project Officer to be incompetent or to act in a disorderly or improper manner, such person shall be removed immediately on the request of the APS Project Officer, and shall not again be re-employed (on subject project) except on written consent of the APS Project Officer.
 - 4.4.1 Alcoholic beverages and illegal drugs are prohibited on the job site. Possession of any of these items on the job site by a Contractor's employee will result in immediate removal of the individual from the site.
 - 4.4.2 The use of tobacco is prohibited on APS property by anyone at any time.
- 4.5 APS reserves the right to reject any of Contractor's service personnel who, in APS' judgment, are not adequately qualified to perform the work.
- 4.6 A Contractor's vehicle parked at an APS site other than in a parking space or at on-street parking will be clearly labeled with the Contractor's name.
- 4.7 When entering any APS building, the Contractors' employees shall have picture identification. Identification shall include employees photograph and name. The Contractor's employees are required to check-in at each location with the Main Office or the Building Manager when reporting to the work site. Prior to leaving a site, the Contractor's employees will also be required to check-out with the Main Office and/or the Building Manager.
- 4.8 No Subcontractors will be permitted for work performed under any resulting Contract without written authorization from the APS Project Manager.

End of Scope of Work

SCOPE OF WORK (REVISED AMENDMENT NO.4)

For CONTRACT NO.46FY19 – INSTALLATION AND REPAIR OF ACCESS CONTROL AND SECURITY SYSTEMS

The Contractor shall provide all supervision, labor, tools, equipment, transportation, and permits required for the complete and satisfactory performance of the Work. No “Portal-to-Portal” charges or fuel surcharges are permitted under the awarded Contract.

1.0 SPECIFICATIONS:

The Contractor shall provide as needed Installation and Repair of Access Control and Security Systems at all APS locations.

1.1 Provide Verkada Dome security cameras, ~~Models CD41-30-HW, CD41-30W-HW, CM41-30-HW, and CF81-30E-HW.~~ **Models CD42-256-HW, CD42-256E-HW, CM41-30-HW, and CF81-30-HW.** The camera specifications are as follows:

- 1.1.1 All in one system - No Network Video Recorders (NVRs)/Digital Video Recorders (DVRs)/servers required.
- 1.1.2 Thirty (30) plus (+) days of retained video on industrial-grade, solid-state storage.
- 1.1.3 Instantly share live video streams real-time via Short Message Service (SMS) and web links.
- 1.1.4 No thick clients, third-party plugins or additional hardware required.
- 1.1.5 Cameras are web managed, automated firmware and software updates.
- 1.1.6 No unsecure ports.
- 1.1.7 Full HTTPS/Secure Sockets Layer (SSL) encryption.
- 1.1.8 Cameras are Power Over Ethernet (PoE) and, by default, communicate over HTTPS via port 443.
- 1.1.9 Cameras are encrypted with Public Key Infrastructure (PKI).
- 1.1.10 Cameras shall have Long Term Evolution (LTE) connections available.
- 1.1.11 On-camera accelerometer sends SMS alerts when tampering is detected.
- 1.1.12 Activity-based video analytics.
- 1.1.13 Export video footage and/or grant expiration-dated access to recorded video footage.
- 1.1.14 View and Manage video on any device (smartphone, iPad, laptop, desktop etc.).
- 1.1.15 Camera is automatically self-firewalled, out of the box.

1.1.16 Works exclusively with datacenter operators that meet the highest industry standards for security and privacy, including ISO 27001, SSAE16/ISAE 3402 Type II: SOC 2, and SSAE16/ISAE 3402 Type II: SOC 3 certifications.

1.1.17 Cameras are to have a ten (10) year warranty.

1.2 Verkada Accessories

1.2.1 ~~Verkada Model ACC-MNT-8 Pendant Cap Mounting Adapter Kit~~ Model ACC-MNT-8, Verkada Pendant Cap Mount

1.2.2 ~~Verkada Model ACC-MNT-2 Mounting Arm Kit~~ Model ACC-MNT-2, Verkada Arm Mount

1.2.3 ~~Verkada Model ACC-MNT-3 Wall mounted L-Shaped Bracket Kit~~ Model ACC-MNT-3, Verkada L-Bracket Mount

1.2.4 ~~Verkada Model ACC-MNT-9 Pole Mount Adapter Kit~~ Model ACC-MNT-9, Verkada Pole Mount, 2nd Generation

1.2.5 Model ACC-MNT-10, Verkada Corner Mount

1.3 Vanderbilt VRI-2S3 Dual Reader Interface. Includes National Electrical Manufacturers Association (NEMA) 1 rated enclosure 12 ¼" H x 10 ¼" W x 2 ¾" D.

1.3.1 Supports two (2) Readers, eight (8) programmable inputs, two (2) dedicated inputs for Tamper and Power Monitor and six (6) programmable Form C output relays.

1.3.2 Power: 12-24 VDC +/- 10%, 550 mA maximum without read heads.

1.3.3 Reader current: 300 mA.

1.3.4 Powered locally with SMS Power Supply or the Controller via RS-485 protocol.

1.3.5 UL 294 recognized.

1.4 Software Maintenance Agreement Model V-EU-MNT-SFT-5. Software Upgrade Model V-VSMSUP-E5. Labor Software Upgrade & Remote Support Model LSU-RS.

2.0 ESTIMATES:

All installation and repair work requires the submission of a detailed, written Not to Exceed Cost Proposal (Cost Proposal) from the Contractor.

2.1 The Cost Proposals shall be furnished by the Contractor at no charge and are considered an overhead item to be included in the bid amount using the Job Authorization Form (JAF) in Attachment B.

2.2 The Contractor shall inspect each site upon request within four (4) business days after initial contact from APS, to ascertain the site conditions and work to be performed. Within four (4) business days of visiting the site(s), the Contractor shall be required to provide a Cost Proposal in the form of a detailed JAF for the entire work to be completed in accordance with the Contract requirements and instructions listed in the Contract, Project Manual and/or drawings. The Contractor shall use the JAF to submit their Cost Proposal. The Cost Proposals are to be detailed, outlining the Contract unit prices and materials. All Cost Proposals shall be based on the unit prices provided in the Pricing Schedule. The unit prices will also be used for additions and/or deletions of work identified in the cost proposal. Unit Prices shall include all labor, tools, profit, and, overhead as may be necessary to complete the requested work.

2.3 UNUSUAL EQUIPMENT REQUIREMENTS

If the project assigned requires the use of rental equipment including by way of illustration and not limitation, boom lifts and scissor lifts, the estimated costs of the additional equipment and/or services shall be identified in the Contractor's JAF. If APS accepts the use of rental equipment, the Contractor will be reimbursed for the actual amount of the cost of such equipment with no markup. The Contractor shall make every attempt to obtain the lowest price for rental equipment provided under the Contract. APS reserves the right to have others provide the additional equipment.

2.4 Any Cost Proposal greater than \$200,000.00 is not covered by this Contract and will be subject to a separate solicitation.

3.0 MATERIALS:

3.1 All materials furnished under this Contract shall be new and original manufacturer's recommended or authorized replacement parts. Use of manufacturer's rebuilt parts and/or components shall be authorized by the APS Project Officer and shall carry the same warranty as new parts or components. Use of used parts is strictly prohibited unless specifically authorized by the APS Project Officer.

3.2 Contractor(s) shall make every attempt to obtain the lowest price for materials provided under the Contract(s).

3.3 The Contractor(s) agree that APS may, at its option and sole discretion, provide materials or fixtures to the Contractor(s) for installation by the Contractor(s) at the Contract unit prices.

3.4 All material provided to APS shall be fully guaranteed by the Contractor(s) against factory defects. The Contractor(s), at no expense to APS, will correct any defects, which may occur as the result of either faulty material or workmanship by the manufacturer within the period of the manufacturer's standard warranty, which the Contractor(s) shall make available on demand. All work is guaranteed by the Contractor(s) against defects resulting from the use of inferior or faulty materials or workmanship for two (2) years from the date of final acceptance of the work by APS in addition to and irrespective of any manufacturer's or supplier's warranty. No date other than the date of final acceptance may be established to govern the effective date of the Guaranty, unless that date is agreed upon by APS and the Contractor(s) in a signed Addendum to the Contract.

3.5 Standard tools of the trade and trade consumables shall be available to the Contractor's personnel from their service vehicle. Tools of the trade and other trade consumables are not valid Contract

expenses. The cost of consumables (including, by way of illustration and not limitation, solder, caulking, tape, wirenuts, fasteners, gases, and other consumable items) are considered administrative expenses. These shall be included as part of the hourly rates bid.

4.0 PERSONNEL:

- 4.1 The Contractor's personnel shall be equipped with all tools required to perform the job.
- 4.2 The Contractor shall have sufficient Tradesmen available to perform all assigned work under any resulting Contract. The Tradesmen must have a minimum of two (2) years' experience in the maintenance of equipment of similar type and complexity to those covered under this Contract.
- 4.3 Apprentice Helpers used by the Contractor to perform under this Contract should have a minimum of two (2) years' experience in the maintenance of equipment of similar type and complexity to those covered under this Contract. The duties of the Apprentice Helper shall include, but not be limited to, the inspection, servicing and repair of equipment of similar type and complexity to those covered under this Contract. The Apprentice helper will routinely assist the Tradesman in performing such tasks but may work independently while performing sub-journeyman level work.
- 4.4 If any person employed on the work by the Contractor shall appear to the APS Project Officer to be incompetent or to act in a disorderly or improper manner, such person shall be removed immediately on the request of the APS Project Officer, and shall not again be re-employed (on subject project) except on written consent of the APS Project Officer.
 - 4.4.1 Alcoholic beverages and illegal drugs are prohibited on the job site. Possession of any of these items on the job site by a Contractor's employee will result in immediate removal of the individual from the site.
 - 4.4.2 The use of tobacco is prohibited on APS property by anyone at any time.
- 4.5 APS reserves the right to reject any of Contractor's service personnel who, in APS' judgment, are not adequately qualified to perform the work.
- 4.6 A Contractor's vehicle parked at an APS site other than in a parking space or at on-street parking will be clearly labeled with the Contractor's name.
- 4.7 When entering any APS building, the Contractors' employees shall have picture identification. Identification shall include employees photograph and name. The Contractor's employees are required to check-in at each location with the Main Office or the Building Manager when reporting to the work site. Prior to leaving a site, the Contractor's employees will also be required to check-out with the Main Office and/or the Building Manager.
- 4.8 No Subcontractors will be permitted for work performed under any resulting Contract without written authorization from the APS Project Manager.

End of Scope of Work

PRICING SCHEDULE (REVISED AMENDMENT NO.4)

For CONTRACT NO.46FY19 – INSTALLATION AND REPAIR OF ACCESS CONTROL AND SECURITY SYSTEMS

Pricing entered is for all supervision, labor, tools and travel required to provide the Work at all APS buildings and are not subject to change for the Initial Contract Term. Price increases for Renewal Contract Terms will be allowed in accordance with Section 6 of the Agreement.

Standard tools of the trade are not valid Contractor expenses. (See Section 3.5 of the Scope of Work)

Rental equipment will be reimbursed at Contractors actual invoiced price with no mark up.

ITEM No.	DESCRIPTION	UNIT OF ISSUE	UNIT PRICE
1B.	Model CD42-256-HW, Verkada CD42 Indoor Dome Camera, 5MP, Fixed Lens, 256GB of Storage, Maximum 30 Days of Retention	EACH	\$560.44
2B.	Model CM41-30-HW, Verkada CM41 Indoor Mini Dome Camera, 5MP, Fixed Lens, 128GB of Storage, Maximum 30 Days of Retention	EACH	\$448.24
3B.	Model CD42-256E-HW, Verkada CD42-E Outdoor Dome Camera, 5MP, Fixed Lens, 256GB of Storage, Maximum 30 Days of Retention	EACH	\$672.64
4B.	Model CF81-30E-HW, Verkada CF81-E Outdoor Fisheye Camera, 12MP, Fixed Lens, 512GB of Storage, Maximum 30 Days of Retention	EACH	\$1,121.44
5B.	Model ACC-MNT-8, Verkada Pendant Cap Mount	EACH	\$38.71
6A.	Model ACC-MNT-2, Verkada Arm Mount	EACH	\$49.93
7A.	Model ACC-MNT-3, Verkada L-Bracket Mount	EACH	\$72.37
8B.	Model ACC-MNT-9, Verkada Pole Mount, 2nd Generation	EACH	\$117.25
9A.	Model ACC-MNT-10, Verkada Corner Mount	EACH	\$111.64
10A.	VANDERBILT MODEL V-VRI-2S3 DUAL READER INTERFACE	EACH	\$892.98
11B.	Model VX52-HW, Verkada VX52 Viewing Station	EACH	\$279.94
12A.	VERKADA MODEL LIC-VX5Y FIVE (5) YEAR VIEWING STATION LICENSE	EACH	\$1,121.44
13A.	Model LIC-5Y, Verkada 5-Year Camera License	EACH	\$504.34

14.	TRADESMAN – REGULAR TIME	HOUR	\$77.16
15.	TRADESMAN – HOLIDAY/OVERTIME	HOUR	\$115.74
16.	MATERIALS MARK UP	%	10%
17.	SOFTWARE MAINTENANCE AGREEMENT MODEL V-EU-MNT-SFT-5. SOFTWARE UPGRADE MODEL V-VSMSUP-E5. LABOR SOFTWARE UPGRADE & REMOTE SUPPORT MODEL LSU-RS	EACH	\$3,343.23

End of Pricing Schedule

PRICING SCHEDULE (REVISED AMENDMENT NO.4)

For CONTRACT NO.46FY19 – INSTALLATION AND REPAIRE OF ACCESS CONTROL AND SECURITY SYSTEMS

Pricing entered is for all supervision, labor, tools and travel required to provide the Work at all APS buildings and are not subject to change for the Initial Contract Term. Price increases for Renewal Contract Terms will be allowed in accordance with Section 6 of the Agreement.

Standard tools of the trade are not valid Contractor expenses. (See Section 3.5 of the Scope of Work)

Rental equipment will be reimbursed at Contractors actual invoiced price with no mark up.

ITEM No.	DESCRIPTION	UNIT OF ISSUE	UNIT PRICE
1A.	VERKADA MODEL CD41-30-HW CAMERA, TEN (10) YEAR HARDWARE WARRANTY.	EACH	\$487.39
1B.	Model CD42-256-HW, Verkada CD42 Indoor Dome Camera, 5MP, Fixed Lens, 256GB of Storage, Maximum 30 Days of Retention	EACH	\$560.44
2A.	VERKADA MODEL CM41-30-HW CAMERA, TEN (10) YEAR HARDWARE WARRANTY.	EACH	\$487.39
2B.	Model CM41-30-HW, Verkada CM41 Indoor Mini Dome Camera, 5MP, Fixed Lens, 128GB of Storage, Maximum 30 Days of Retention	EACH	\$448.24
3A.	VERKADA MODEL CD41-30E-HW CAMERA, TEN (10) YEAR HARDWARE WARRANTY.	EACH	\$609.39
3B.	Model CD42-256E-HW, Verkada CD42-E Outdoor Dome Camera, 5MP, Fixed Lens, 256GB of Storage, Maximum 30 Days of Retention	EACH	\$672.64
4A.	VERKADA MODEL CF81-30E-HW CAMERA, TEN (10) YEAR HARDWARE WARRANTY.	EACH	\$1,219.39
4B.	Model CF81-30E-HW, Verkada CF81-E Outdoor Fisheye Camera, 12MP, Fixed Lens, 512GB of Storage, Maximum 30 Days of Retention	EACH	\$1,121.44
5A.	VERKADA MODEL ACC-MNT-8-PENDANT-CAP MOUNTING ADAPTER KIT.	EACH	\$42.09
5B.	Model ACC-MNT-8, Verkada Pendant Cap Mount	EACH	\$38.71
6.	VERKADA MODEL ACC-MNT-2 MOUNTING ARM KIT.	EACH	\$48.95

6A.	Model ACC-MNT-2, Verkada Arm Mount	EACH	\$49.93
7.	VERKADA MODEL ACC-MNT-3 WALL MOUNTED L-SHAPED BRACKET KIT	EACH	\$70.95
7A.	Model ACC-MNT-3, Verkada L-Bracket Moun	EACH	\$72.37
8A.	VERKADA MODEL ACC-MNT-9 POLE MOUNT ADAPTER KIT	EACH	\$127.49
8B.	Model ACC-MNT-9, Verkada Pole Mount, 2nd Generation	EACH	\$117.25
9A.	VERKADA MODEL ACC-MNT-10 CORNER MOUNT	EACH	\$121.39 \$111.64
10A.	VANDERBILT MODEL V-VRI-2S3 DUAL READER INTERFACE	EACH	\$575.30 \$892.98
11A.	VERKADA MODEL VX51-HW VIEWING STATION	EACH	\$1,219.39
11B.	Model VX52-HW, Verkada VX52 Viewing Station	EACH	\$279.94
12A.	VERKADA MODEL LIC-VX5Y FIVE (5) YEAR VIEWING STATION LICENSE	EACH	\$1,219.39 \$1,121.44
13A.	VERKADA MODEL LIC-5Y FIVE (5) YEAR CAMERA LICENSE	EACH	\$487.39 \$504.34
14.	TRADESMAN – REGULAR TIME	HOUR	\$65.00 \$77.16
15.	TRADESMAN – HOLIDAY/OVERTIME	HOUR	\$97.50 \$115.74
16.	MATERIALS MARK UP	%	10%
17.	SOFTWARE MAINTENANCE AGREEMENT MODEL V-EU-MNT-SFT-5. SOFTWARE UPGRADE MODEL V-VSMSUP-E5. LABOR SOFTWARE UPGRADE & REMOTE SUPPORT MODEL LSU-RS	EACH	\$3,039.30 \$3,343.23

End of Pricing Schedule