

BID NUMBER PA-02012
TO: CITY OF LONG BEACH
ATTN: CITY CLERK
333 West Ocean Blvd, Plaza Level
Long Beach, CA 90802



INVITATION TO BID

*******REBID*******
SURVEILLANCE CAMERAS & PARTS

CONTRACT NO. 32730

- 1. COMPLETE CONTRACT:**
 This Invitation to Bid, together with THE NOTICE INVITING BIDS, the entire Bid (including Specifications), or any items(s) thereof, the signature page, Instructions to Bidders, General Conditions, Special Conditions, Bid Section, Addendums, and when required, CONTRACTOR'S BOND shall become the Contract upon its acceptance by the City Manager or designee on behalf of the City of Long Beach, Contractor will be provided with a copy of the executed Contract. All materials or services provided by the Contractor shall comply with the City Charter, and all applicable Federal, State and City Laws.
- 2. SERVICES TO BE PROVIDED BY THE CONTRACTOR:**
 Contractor shall upon acceptance of this Bid by the City, furnish the goods and services herein specified according to the terms and conditions set forth herein.
- 3. AMOUNT TO BE PAID:**
 The City shall pay Contractor for the goods or services as described in the section entitled "PAYMENT" in the Instructions to Bidders.
- 4. CHOICE OF ALTERNATE PROVISIONS; OPTIONS; NOTIFICATION:**
 When alternative provisions are requested, or options are offered, Contractor will be notified as to which provision, or option, is being accepted at the same time that he is notified that he is the successful Bidder.
- 5. DECLARATION OF NON-COLLUSION:**
 The undersigned certifies or declares under penalty of perjury that this Bid is genuine and not sham or collusive, or made in the interest or on behalf of any person or entity not herein named; that the Bidder has not directly or indirectly induced or solicited any other Bidder to submit a sham bid, or any other person or entity to refrain from bidding, and that the Bidder has not in any manner sought by collusion to secure to himself any advantage over other Bidders.

BIDDER MUST COMPLETE AND SIGN BELOW:

(Signature of Corporate Officers or persons authorized to sign bids and contracts on behalf of the Contractor – refer to page 2 Instructions Concerning Signatures.)

EXECUTED AT: RESTON VA **ON THE** 10 **DAY OF** MAY **, 20** 12 .
CITY STATE MONTH

COMPANY NAME: CelPlan Technologies, Inc. **TIN:** XXXXXXXXXX
(FEDERAL TAX IDENTIFICATION NUMBER)

STREET ADDRESS: 1897 Preston White Dr **CITY:** Reston **STATE:** VA **ZIP:** 20191

PHONE: 703 259 4020 **FAX:** 703 476 8964

S/ *Leonhard Korowajczuk* CEO / CTO
(SIGNATURE) (TITLE)

Leonhard Korowajczuk leonhard@celplan.com
(PRINT NAME) (EMAIL ADDRESS)

S/ *[Signature]* Financial Director
(SIGNATURE) (TITLE)

Eliani Fritsch Korowajczuk eliani@celplan.com
(PRINT NAME) (EMAIL ADDRESS)

ALL SIGNATURES MUST BE NOTARIZED FOR ALL COMPANIES LOCATED OUTSIDE THE STATE OF CALIFORNIA.
NO OUT-OF-STATE BID WILL BE CONSIDERED UNLESS A NOTARIAL ACKNOWLEDGMENT IS ATTACHED.
NOTARIES ARE NOT REQUIRED FOR CALIFORNIA BIDDERS.

IN WITNESS WHEREOF the City of Long Beach has caused this contract to be executed as required by law as of the date stated below.

THE CITY OF LONG BEACH
BY *[Signature]*
Director of Financial Management

[Signature]
Date

APPROVED AS TO FORM 8-16, 2012
ROBERT E. SHANNON
CITY ATTORNEY
[Signature]
Deputy

The City of Long Beach is committed to provide maximum opportunities for Disadvantaged, Minority, Women and Long Beach Business Enterprises (DBEs, MBEs, WBEs and Local) to compete successfully in supplying our needs for products and services.

The following information is submitted regarding the Bidder:

Legal Form of Bidder:

Corporation State of VA
Partnership State of _____
 General Limited
Joint Venture
Individual DBA _____
Limited Liability Company State of _____

Composition of Ownership (more than 51% of ownership of the organization):

OPTIONAL

Ethnic (Check one):

Black Asian Other Non-white
 Hispanic American Indian Caucasian

Non-ethnic Factors of Ownership (check all that apply):

Male Yes - Physically Challenged Under 65
 Female No – Physically Challenged Over 65

Is the firm certified as a Disadvantaged Business: Yes No

Has firm previously been certified as a minority-owned and/or woman-owned business enterprise by any other agency?

Yes No

Name of certifying agency: _____

INSTRUCTIONS CONCERNING SIGNATURES

Please use the proper notary form, which applies to your type of organization on all Bid documents, attachments and bonds requiring a signature by officers of your company.

NOTE: FAILURE TO COMPLY MAY RESULT IN DISQUALIFICATION OF YOUR BID.

INDIVIDUAL (Doing Business As)

- a. The only acceptable signature is the owner of the company. (Only one signature is required.)
- b. The owner's signature must be notarized if the company is located outside of the state of California.

PARTNERSHIP

- a. The only acceptable signature(s) is/are that of the general partner or partners.
- b. Signature(s) must be notarized if the partnership is located outside of the state of California.

CORPORATION

- a. Two (2) officers of the corporation must sign.
- b. Each signature must be notarized if the corporation is located outside of the state of California.

OR

- a. The signature of one officer or the signature of person other than an officer is acceptable if the Bid is accompanied by a certified corporate resolution granting authority to said person to execute contracts on behalf of the corporation.
- b. Signature(s) must be notarized if the corporation is located outside of the state of California.

LIMITED LIABILITY COMPANY

- a. The signature on the Bid must be a member or, if the Articles provide for a manager, must be the manager. (Only one signature is required.)
- b. Signature must be notarized if the company is located outside of the state of California.

THIS INFORMATION IS AVAILABLE IN AN ALTERNATIVE FORMAT BY CONTACTING 562-570-6200.

CALIFORNIA ALL-PURPOSE ACKNOWLEDGMENT

State of Virginia

County of Fairfax

On 05/03/12 Before me, SAYED HASHIME
DATE NAME, TITLE OF OFFICER - E.G. "JANE DOE, NOTARY PUBLIC"

Personally appeared Leonhard Korowajczuk @ Eliani F Korowajczuk
NAME(S) OF SIGNER(S)

personally known to me - OR - proved to me on the basis of satisfactory evidence to be the person(s) whose name(s) is/are subscribed to the within instrument and acknowledged to me that he/she/they executed the same in his/her/their authorized capacity(ies), and that by his/her/their signature(s) on the instrument the person(s), or the entity upon behalf of which the person(s) acted, executed the instrument.

WITNESS my hand and official seal. **SAYED E HASHIME**
Notary Public
Commonwealth of Virginia
7502135
My commission expires Dec. 31, 2015
Sayed E Hashime
SIGNATURE OF NOTARY

OPTIONAL

Though the data below is not required by law, it may prove valuable to persons relying on the document and could prevent fraudulent reattachment of this form.

CAPACITY CLAIMED BY SIGNER

DESCRIPTION OF ATTACHED DOCUMENT

- INDIVIDUAL
- CORPORATE OFFICER
- PARTNER(S) TITLE(S)
 - LIMITED
 - GENERAL
- ATTORNEY-IN-FACT
- TRUSTEE(S)
- GUARDIAN/CONSERVATOR
- OTHER:

TITLE OR TYPE OF DOCUMENT

NUMBER OF PAGES

DATE OF DOCUMENT

SIGNER(S) OTHER THAN NAMED ABOVE

SIGNER IS REPRESENTING:
NAME OF PERSON(S) OR ENTITY(IES):

INSTRUCTIONS TO BIDDERS

1. PREPARATION OF BID:

The preparation of the Bid, including visits to the Site prior to submittal of the Bid, shall be at the expense of Bidder. All prices and notations must be typewritten or written in ink. Any markings in pencil shall not form part of the Bid and shall be disregarded by the City. Any changes or corrections in the Bid must be initialed in ink by the person signing the Bid. Bidder shall state brand name or make of each item bid. If not bidding on item as described, the manufacturer's name and catalog number of the substitute must be given. Bidder shall also attach specifications and furnish other data to establish the suitability of the substitute. Bidder shall quote separately on each item. Bidder shall quote his lowest price and best delivery date as no changes are permitted after the bid opening. Cash discounts offered for payment within fourteen (14) days or less will not be considered when evaluating bids. No telephonic, telegraphic or fax Bids are acceptable.

NOTE: ALL PAGES OF THE INVITATION TO BID MUST BE RETURNED.

2. EXAMINATION OF BID:

Bidder is responsible for examining the Invitation to Bid and submitting its Bid complete and in conformance with these instructions.

3. CONDITIONS OF WORK:

Bidder shall carefully examine the Site to become fully informed regarding all existing and expected conditions and matters, which could affect performance, cost or time of the Work.

4. DISCREPANCIES IN BID DOCUMENTS:

If Bidder finds discrepancies in or omissions from the Invitation to Bid, if the intent of the invitation is not clear, or if provisions of the Specifications restrict Bidder from bidding, he may request in writing that the deficiency(s) be modified. Such request must be received by the City Purchasing Agent at least five (5) working days before bid opening date. Bidders will be notified by Addendum of any approved changes in the Invitation to Bid.

5. ORAL STATEMENTS:

The City of Long Beach shall not be bound by oral statements made by any employee or agent concerning this invitation to Bid. If Bidder requires specific information, Bidder must request it in writing and obtain a reply in writing from the City.

6. BRAND NAMES AND SPECIFICATIONS:

The detailed specifications and/or brand names stated are descriptive only and indicate quality, design and construction of items required. **Offers will be considered to supply articles substantially the same as those described herein but with minor variations. Bidders must describe variations in the Bid.** Substitute items must be equal in quality, utility and performance. The phrase "or approved equal" throughout the specifications means that the City in its sole and absolute discretion shall make the final determination whether or not the substitute items are equal.

7. AWARD:

Bid shall be subject to acceptance by the City for a period of three (3) months unless a lesser period is prescribed in the quotation by Bidder. The City reserves the right to award all items to one Bidder, or to award separate items or groups of items to various Bidders, or to increase or decrease the quantities of any item. Bidder may submit alternate prices or name a lump sum or discount conditional on two or more items being awarded to him.

The City's purchases of goods and services are based on the City's actual needs and requirements. The City is obligated under this contract/purchase order to purchase and pay for only those goods and services that the City needs and requires, and that the City actually orders and receives. Any dollar amount identified as a "not to exceed:" amount in any City document is not a guaranteed payment amount to any contractor or service provider. Furthermore, the City may determine that its needs and requirements may be met by City labor or by a second contractor or service provider, even after an award is made to one contractor or service provider. An award is not a promise or guarantee of exclusivity.

Bidders are cautioned that comments and statements, whether oral or written, made by City employees regarding the validity of Bids, the waiver of deviations from Specifications, the possibility or probability of an award being made to a particular Bidder, and other similar matters are NOT binding on the City. Bidders should not order materials, obtain financing or take other actions based on such comments and statements. Only authorization of a Contract by the City Council or issuance of a Purchase Order is conclusive and binding on the City with respect to this Bid and its resulting Contract or Purchase Order. However, prior to authorization by the City Council or issuance of the Purchase Order, Bidders may rely on: (1) approval of an "equal" or "substitute" item which will be issued in writing, and (2) written notice of intent to award by the City Council, which is often issued prior to the authorization by the City Council so that a Bidder can order materials that have a long lead time.

8. PAYMENT:

Payment terms are NET/30 unless Bidder otherwise quotes. All Cash Discounts shall be taken and computed from the date of delivery or completion and acceptance of the material, or from date of receipt of invoice, whichever occurs last. Invoices must be submitted as specified at the time of shipping authorization. Partial payments may be made by the City on delivery & acceptance of goods and on receipt of goods and on receipt of Contractor's invoice.

In the event the Contract to be awarded hereunder, including specifications and other documents incorporated therein by reference, provides for the withholding of moneys by the City to ensure performance of such Contract, Contractor may deposit with the City, as a substitute for said withheld moneys, securities listed in Section 16430 of the California Government Code or bank or savings and loan certificates of deposit, or both, equivalent to the amount withheld, provided Contractor requests permission to make such substitution and bears all expenses in connection therewith.

9. SAFETY APPROVAL:

Where required by City Regulations, any items delivered must carry Underwriters Laboratories Approval or City of Long Beach City Safety Officer approval. Failure to so comply will be cause to reject Bid. Also, any equipment must conform with the Safety Orders of the California Division of Industrial Safety and OSHA regulations.

10. BUSINESS LICENSE:

The Long Beach Municipal Code (LBMC) requires all businesses operating in the City of Long Beach to pay a business license tax. In some cases the City may require a regulatory permit and/or evidence of a State or Federal license. Prior to issuing a business license, certain business types will require the business license application and/or business location to be reviewed by the Development Services, Fire, Health, and/or Police Departments. For more information, go to www.longbeach.gov/finance/business_license.

INSTRUCTIONS TO BIDDERS

11. PUBLIC WORK AND PREVAILING WAGES:

The Contractor to whom the contract is awarded, along with its subcontractors, shall pay not less than the general prevailing rate of per diem, holiday and overtime wages established by the Department of Industrial Relations (DIR) of the State of California for the locality in which the public work is to be performed for each craft, classification or type of worker needed to execute the contract. Refer to the California DIR's website, <http://www.dir.ca.gov/dlsr> for such prevailing wages and additional information.

The Director of Public Works of the City by and on behalf of the City Council has obtained from the Director of the Department of Industrial Relations of the State of California the general prevailing rate of per diem wages and the general prevailing rate of holiday and overtime work in the locality in which the public work is to be performed for each craft, classifications or type of workers needed to execute the Contract, and the same is on file with the City Engineer, 9th floor, City Hall, 333 W. Ocean Boulevard, Long Beach, California 90802. It shall be mandatory upon the Contractor to whom the Contract is awarded, and his Subcontractors to pay not less than the said prevailing rate of wages to all workers employed by Contractor or said Subcontractors in the execution of the Contract.

12. RIGHT TO REJECT:

The City reserves the right to reject at any time any or all Bids, or parts thereof, and to waive any variances, technicalities and informalities which do not impair the quality, utility, durability or performance of the items.

13. SAMPLES:

Samples of items when requested or required must be furnished to the City free of expense to the City and, if not destroyed by tests, will upon request be returned at Bidder's expense.

14. PRICES:

Prices shall be in accordance with those extended to other governmental agencies. In case of error in extension of prices, unit price will govern. All prices must be firm for the Contract term unless the City specifically provides for adjustment.

15. CITY'S POLICY FOR MINORITY AND WOMEN-OWNED BUSINESSES:

The City of Long Beach is committed to providing maximum opportunities for Disadvantaged, Minority, Women and Long Beach Business Enterprises (DBEs, MBEs, WBEs and Local) to compete successfully in supplying our needs for products and services.

Please visit <http://www.longbeach.gov/purchasing/diversity.asp> for more information on the City's Diversity Outreach Program.

SUBCONTRACTORS

To assist the City in maintaining records of its Minority and Women Outreach Program, Bidder is requested to provide the following information. Answers are optional, and failure to answer will not disqualify Bid. If additional space is required, Bidder shall attach a separate sheet.

The following Minority- or Woman-owned subcontractors are to be utilized to provide equipment, material, supplies and/or services for this Contract requirement:

Company Name: Not Applicable

Address: _____

Commodity/Service Provided: _____
Circle appropriate designation: MBE WBE

Ethnic Factors of Ownership: (more than 51%)
Black () American Indian ()
Hispanic () Other Non-white ()
Asian () Caucasian ()

Certified by: _____
Valid thru: _____
Dollar value of participation: \$ _____

16. BID SUBMITTAL AND WITHDRAWAL OF BIDS:

Each Bid must be delivered to the location and received on or before the due date and time stated herein. Bids will not be accepted after the date and time stated herein. Bids may be withdrawn without prejudice providing the written request is received by the City Clerk no later than the time set for opening Bids. Withdrawals will be returned to Bidder unopened.

SUBMIT TO:
CITY OF LONG BEACH
CITY CLERK
333 W OCEAN BLVD/PLAZA LEVEL
LONG BEACH CA 90802

BID DUE DATE: MAY 11, 2012
TIME: 11:00 am

IF BIDDER HAS ANY QUESTIONS REGARDING THIS INVITATION TO BID PLEASE CONTACT THE FOLLOWING CITY PERSONNEL.

- A. COMMERCIAL (TERMS AND CONDITIONS, ETC)
- | | |
|----------------------|---------------------|
| <u>MICHELLE KING</u> | <u>562-570-6020</u> |
| BUYER | TELEPHONE NUMBER |
- B. TECHNICAL (SPECIFICATIONS, DRAWINGS, ETC.)
- | | |
|-----------------------|---------------------|
| <u>SANFORD TAYLOR</u> | <u>562-570-6776</u> |
| DEPARTMENT CONTACT | TELEPHONE NUMBER |

17. BID OPENING PROCEDURES:

All Bids will be publicly opened and read at the date and time specified in Instructions to Bidders, item 15.

It is our policy not to release price information on these Bids until the department has reviewed them and award has been approved by the City Council and the City Attorney. At that time, the information becomes public. You are welcome to review the results at that time by calling the buyer that handled that Bid and setting up an appointment. Due to the large volume of Bids received, Bid results will not be given out by phone and information will not be faxed.

After the Purchasing Division has analyzed the Bids, the name of the apparent low Bidder will be posted on the Internet for a period of one (1) month, together with the rankings of the top three Bidders. These rankings will not contain price information.

CAUTION: Only the City Council has authority to make an award, and a contract is not in effect until the City Council makes an award and contract documents (including insurance and bonds) are signed, submitted and approved.

Bid protest procedures may be obtained from the Buyer. Protests must be submitted within seven (7) calendar days after the date of the Bid opening.

INSTRUCTIONS TO BIDDERS

18. INTER-AGENCY PARTICIPATION:

IF OTHER AGENCIES EXPRESS AN INTEREST IN PARTICIPATING IN THIS BID, WOULD YOU SUPPLY THE SAME ITEMS.

YES _____ NO X

(If yes, any agency electing to participate in this Bid will order its own requirements without regard to the City of Long Beach. The City of Long Beach assumes no liability or payment guarantee on any units sold to participating agencies.)

19. AMERICANS WITH DISABILITIES ACT:

Contractor shall have and be allocated the sole responsibility to comply with the Americans with Disabilities Act of 1990 ("ADA") with respect to performance hereunder and contractor shall defend, indemnify and hold the City, its officials and employees harmless from and against any and all claims of failure to comply with or violation of the ADA as said claim relates to this Contract.

20. EQUAL BENEFITS ORDINANCE:

Bidders/Proposers are advised that any contract awarded pursuant to this procurement process shall be subject to the applicable provisions of Long Beach Municipal Code section 2.73 et seq., the Equal Benefits Ordinance. Bidders/Proposers shall refer to Attachment/Appendix for further information regarding the requirements of the Ordinance.

All Bidders/Proposers shall complete and return, with their bid/proposal, the Equal Benefits Ordinance Compliance form contained in the Attachment/Appendix. Unless otherwise specified in this procurement package, Bidders/Proposers do not need to submit supporting documentation verifying with their bids/proposals. However, supporting documentation verifying that the benefits are provided equally shall be required if the Bidder/Proposer that is selected for award of a contract.

21. PERMITS, LICENSES, AND CERTIFICATES

The Contractor shall conduct all aspects of its operation in compliance with all state and federal laws and regulations.

The Contractor shall provide the City with proof of compliance with all applicable permitting (including building and public right of way permits) and licensing laws, including but not limited to, copies of all permits and licenses. The Contractor shall maintain in good standing all applicable licenses and permits related to the manufacture and delivery of bid items and related supplies and services and shall immediately notify the City of any change in the status, or the terms or conditions, of any permit or license thereof.

The Contractor shall immediately inform the City of any investigation, citation or legal action by any state, regional or federal regulatory agency in any way related to the storage, collection, composting, re-use, transfer, or disposal of any green waste, and further, shall defend, indemnify and hold harmless the City, its officials and employees from any claim demand, liability, damage, cause of action, or loss, including but not limited to attorney's fees, court costs, fines, penalties and corrective measures, that the City may sustain by reason of the Contractor's failure or alleged failure to comply with any state, regional, or federal law or regulation.

The Contractor shall be responsible for the proper disposal of all by-products, remainder and waste resulting from its services, including, but not limited to, proper storage, handling, transportation, and final disposal at a properly licensed facility.

CONTRACT – GENERAL CONDITIONS

1. Acceptance of the offer contained in this Contract is expressly limited to the terms and conditions of such offer as herein stated.
2. No charges for taxes, transportation, boxing, packaging, crating or returnable containers will be allowed and paid by the City unless separately stated hereon. All sales, use, excise or similar taxes to be paid by the City must be itemized separately hereon and on invoices. The City is exempt from payment of Federal Excise Tax under Certificate No. [REDACTED] and none shall be charged to the City.
3. The City's obligation to pay the sum herein stated for any one fiscal year shall be contingent upon the City Council of the City appropriating the necessary funds for such payment by the City in each fiscal year during the term of this Contract. For the purposes of this section a fiscal year commences on October 1 of the year and continues through September 30 of the following year. In the event that the City Council of the City fails to appropriate the necessary funds for any fiscal year, then, and in that event, the Contract will terminate at no additional cost or obligation to the City.
4. Contractor shall deliver the materials, equipment, supplies or services, or cause the work to be performed, within the time and in the manner specified in the Contract. Times and dates stated herein are of the essence. If at any time Contractor has reason to believe that deliveries will not be made as scheduled, written notice setting forth the cause of the anticipated delay shall be given immediately to the City. Deliveries must be prepaid. C.O.D. shipments will not be accepted.
5. The City reserves the right at any time to make changes in drawings and specifications, in methods of shipment and packaging and in place of delivery as to any articles covered by this Contract. In such event there will be made an equitable adjustment in price and time of performance mutually satisfactory to Contractor and the City; but any claim by Contractor for such an adjustment must be made within thirty (30) days of such change.
6. Contractor warrants that the goods, machinery or equipment delivered or the work performed hereunder shall conform to the specifications, drawings, samples or other description specified by the City and shall be fit and sufficient for the purpose intended, merchantable, of good material and workmanship, in good working order and free from defect or faulty workmanship for a period of ninety (90) days. When defective goods, machinery, or equipment or faulty workmanship is discovered which requires repair or replacement pursuant to this warranty, Contractor shall provide all labor, materials, parts and equipment to correct such defect at no expense to the City.
7. Contractor shall defend, indemnify and hold the City, its officials and employees harmless from any and all loss, damage, liability, demands, claims, causes of action, costs and expenses (including reasonable attorney' fees) for injuries to persons (including death) or damage or destruction of property connected with or arising from the negligent acts or omissions of Contractor, its officers, agents and employees in the performance of this Contract.
8. The City reserves the right to terminate this Contract at any time in whole or in part even though Contractor is not in default hereunder. In such event there will be made an equitable adjustment of the terms that is mutually satisfactory to the City and Contractor. Upon receipt of any notice of such termination, Contractor shall, unless such notice otherwise directs, immediately discontinue all work on the Contract and deliver, if and as directed, to the City all completed and partially completed articles, work in process and materials purchased or acquired for performance of the Contract. The provisions of this section shall not limit or affect the right of the City to terminate this Contract immediately upon written notice of breach.
9. The City reserves the right to cancel this Contract or any part thereof and reject delivery of goods if delivery is not undertaken and completed when specified and in accordance with specifications. Contractor shall be charged for any direct losses, but not any consequential damages, sustained by the City by reason of such delay or failure, excepting losses caused by a delay for reasons beyond Contractor's reasonable control. Direct losses shall include any costs to the city in excess of the Contract price of obtaining goods from other sources similar to those cancelled or rejected hereunder.
10. The City shall pay to Contractor the price(s) specified in the Contract on delivery of the materials, equipment, supplies or services and acceptance thereof by the City Manager or his designee, or upon completion of the work to be performed and accepted thereof, as specified in the Contract. Defective articles or articles not in accordance with the City's specifications shall be held for Contractor's instructions at Contractor's risk, and if Contractor so directs will be returned at Contractor's expense.
11. No return or exchange of material, equipment or supplies shall be permitted without written approval of the City Purchasing Agent.
12. All royalties for patents, or changes for the use of patents, which may be involved in any article to be furnished under this Contract shall be included in the Contract price.
13. In cases where a price subject to escalation has been agreed upon, the price escalation shall be shown as a separate item on the invoice. Unless an escalator clause has been shown as a specific part of this Contract Contractor shall not be entitled to reimbursement for costs incurred due to escalation.

14. All materials, supplies and equipment provided under this Contract shall be in full compliance with the Safety Orders and Regulations of the Division of Industrial Safety of the State of California, Title 8, California Code of Regulations (CAL/OSHA) and all applicable OSHA regulations as well as all other applicable California Code of Regulations. Contractor shall indemnify and hold the City, its officials, and employees harmless for, of and from any and all loss, including but not limited to fines, penalties and corrective measures, the City may sustain by reason of Contractor's failure to comply with said laws, rules and regulations in connection with the performance of this Contract.
15. Contractor shall keep confidential and not disclose to others or use in any way to the detriment of the City confidential business or technical information that the City may disclose in conjunction with this Contract or Contractor may learn as a result of performing this Contract.
16. This Contract shall not be assigned in whole or in part, nor any duties delegated without the City's prior written approval.
17. The remedies herein reserved shall be cumulative and additional to any other remedies at law or in equity. The waiver of any breach of this Contract shall not be held to be a waiver of any other or subsequent breach. The City's failure to object to provisions contained in any communication from Contractor shall not be deemed an acceptance of such provisions or a waiver of the provisions of this Contract.
18. This Contract shall not be amended or modified, except by written agreement signed by the parties and expressly referring to this Contract.
19. Contractor shall indemnify, hold harmless and defend the City, its officials and employees from any damage, claim, loss, cost, liability, cause of action or expense, including reasonable attorney's fees, whether or not reduced to judgment, arising from any infringement or claimed infringement of any patent, trademark or copyright, or misappropriation of confidential information or trade secrets of any third party and based on the manufacture, sale or use of goods, machinery or equipment supplied hereunder.
20. Contractor shall furnish further itemization and breakdown of the Contract price when requested by the City.
21. Contractor, in the performance of any work or the furnishing of any labor under this Contract, shall be considered as an independent contractor. Contractor, his agents and employees shall not be considered as employees of the City.
22. Contractor and subcontractor(s) shall not discriminate against any person in the performance of this Contract and shall comply with applicable federal, state and city equal employment opportunity laws, ordinances, rules and regulations. Contractor and subcontractor(s) shall not discriminate against any employee or applicant for employment or against any subcontractor on the basis of race, color, religion, national origin, sex, sexual orientation, AIDS, HIV status, age, disability, or handicap, subject to federal and state laws, rules and regulations.
23. Contractor shall comply with all applicable federal, state and local laws pertaining to the subject matter hereof.
24. Contractor shall submit samples of all documents that Contractor may require the City to execute to complete this transaction. By accepting these samples as part of the bid or by awarding the Contract to a Contractor who has submitted said samples, the City does not agree to the terms stated in said samples. This Invitation to Bid and Contractor's bid shall take priority over said samples and this Invitation and Contractor's bid shall become the Contract between the City and the Contractor.
25. All quantities stated herein are only ESTIMATES. The City reserves the right to increase or decrease these estimated quantities based on its actual needs and funds available.
26. The City reserves the right to exercise, at its option, an increase in expenditures by ten (10) percent annually, but the City does not guarantee such an increase.
27. Contractor shall cooperate with the City in all matters relating to taxation and the collection of taxes, particularly with respect to the self-accrual of use tax. Contractor shall cooperate as follows: (i) for all leases and purchases of materials, equipment, supplies or other tangible personal property totaling over \$100,000 shipped from outside California, a qualified Contractor shall complete and submit to the appropriate governmental entity the form in Appendix "A" attached hereto; and (ii) for construction contracts and subcontracts totaling \$5,000,000 or more, Contractor shall obtain a sub-permit from the California Board of Equalization for the Work site. "Qualified"

means that the Contractor purchased at least \$500,000 in tangible personal property that was subject to sales or use tax in the previous calendar year.

In completing the form and obtaining the permit(s), Contractor shall use the address of the Work site as its business address and may use any address for its mailing address. Copies of the form and permit(s) shall also be delivered to the Purchasing Agent. The form must be submitted and the permit(s) obtained as soon as Contractor receives a notice of award. Contractor shall not order any materials or equipment over \$100,000 from vendors outside California until the form is submitted and the permit(s) obtained and, if Contractor does so, it shall be a material breach of the Agreement. In addition, Contractor shall make all purchases from its Long Beach sales office and the Long Beach sales office of its vendors if those vendors have a Long Beach office and all purchases made by Contractor under this Agreement which are subject to use tax of \$500,000 or more shall be allocated to the City of Long Beach. Contractor shall require the same form and permit(s) from its subcontractors.

Contractor shall not be entitled to and by signing this Contract waives any claim or damages for delay against City if Contractor does not timely submit these forms to the appropriate governmental entity. Contractor may contact Rosie Bouquin at 562-570-7079 for assistance with the form.

28. The California Integrated Waste Management Act (Public Resources Code, Sec. 40000 et seq.) requires governmental entities to achieve fifty (50) percent diversion of waste. In conjunction with the City's Integrated Resources Bureau, the City is currently developing an Environmentally Preferable Product (EPP) procurement plan. These guidelines enable the City Purchasing Agent to greatly expand procurement programs by moving beyond a singular consideration of "recycled-content". EPP procurement facilitates the purchase of products that qualify within a broad range of "environmentally preferable" criteria, such as: minimal packaging; energy savings; non-toxic; manufactured from sustainably-harvested materials. Contractor shall monitor products that fall within the EPP guidelines and document all criteria that qualifies the product as an EPP. Documentation from the manufacturer will be acceptable and may be required during the term of the Contract.

29. NOTICE TO BIDDERS REGARDING THE PUBLIC RECORDS ACT:
Responses to this Invitation to Bid become the exclusive property of the City of Long Beach. All Bids submitted in response to this Invitation to Bid are a matter of public record and shall be regarded as public records. Exceptions will be only those elements in each Bid that are defined by the Bidder as business or trade secrets and are marked as "Trade Secrets", "Confidential" or "Proprietary".

The City shall not be liable or responsible in any way for disclosure of any records not marked as "Trade Secrets", "Confidential" or "Proprietary". The City shall not be liable or responsible in any way for disclosure of any records so marked if disclosure is deemed to be required by law or by a court order.

30. THE FOLLOWING ADDITIONAL CONDITIONS APPLY ONLY IN CASES WHERE CONTRACTOR IS TO PERFORM WORK ON CITY PROPERTY:

A. If at any time during the progress of the Work, Contractor shall allow any indebtedness to accrue for labor, equipment or materials, or which may become a claim against the City, Contractor shall immediately upon request from the City pay such claim or indebtedness or cause such lien to be dissolved and discharged by giving a bond or otherwise and, in case of his failure so to do, the City may withhold any money due Contractor until such claim or indebtedness is paid or may apply such money toward the discharge thereof; or in such event the City may, at its option, declare this Contract to be terminated, take possession and control of the Work, and complete the same or cause the same to be completed according to the specifications. Contractor shall pay to the City the difference between the Contract price and the actual cost to the City in completing or causing the Work to be completed.

B. Contractor shall carry on the Work at its own risk until the same is fully completed and accepted and shall, in case of any accident, destruction or injury to the Work or materials before its final completion and acceptance, repair or replace the Work or materials so injured, damaged and destroyed, at his own expense and to the satisfaction of the City. When materials and equipment are furnished by others for installation or erection by Contractor, Contractor shall receive, unload, store and handle same at the Site and become responsible therefore as though such materials and equipment were being furnished by Contractor under the Contract.

C. Contractor shall procure and maintain at Contractor's expense for the duration of the Contract the following insurance against claims for injuries to persons or damage to property which may arise from or in connection

with the performance of the Contract by Contractor, its agents, representatives, employees or subcontractors:

- (1) Comprehensive General Liability: \$1,000,000 combined single limit for each occurrence or \$2,000,000 General Aggregate for bodily injury, personal injury and property damage, including products and completed operations coverage.

The City, its officials, employees and agents shall be named as additional insureds as respects: liability arising out of activities performed by or on behalf of Contractor; products and completed operations of Contractor; and premises owned, leased or used by Contractor.

- (2) Automobile Liability: \$500,000 combined single limit per accident for bodily injury and property damage covering owned, non-owned and hired vehicles.
- (3) Workers' Compensation as required by the California Labor Code and Employers Liability limits of \$1,000,000 per accident.

Any self-insurance program and self-insured retention must be separately approved in writing by the City.

Each insurance policy shall be endorsed to state that coverage shall not be cancelled by either party or reduced in coverage except after thirty (30) days prior written notice to the City.

Contractor shall maintain at its expense, until completion of performance and acceptance by City, from an insurer:

- a. Admitted (licensed) in the State of California with a current financial responsibility rating of A (Excellent) or better and a current financial size category (FSC) of V (capital surplus and conditional surplus funds of greater than \$10 million) or greater rating as reported by A.M. Best Company or equivalent, unless waived in writing by City's Risk Manager, or
- b. Non-admitted in the State of California with a current financial responsibility rating of A (Excellent) or better and a current financial size category (FSC) of VIII (capital surplus and conditional surplus funds of greater than \$100 million) or greater rating as reported by A.M. Best Company or equivalent, unless waived in writing by City's Risk Manager.

All coverages for Subcontractors shall be subject to the requirements stated herein and shall be maintained at no expense to the City.

Contractor shall furnish the City with certificates of insurance and original endorsements providing coverage as required above. The certificates and endorsements for each insurance policy are to be signed by a person authorized by that insurer to bind coverage on its behalf.

Before any of Contractor's or Subcontractor's employees shall do any Work on the City's property, Contractor shall furnish the City with the required certificates evidencing that such insurance is being maintained. Such certificates shall specify the date when such insurance expires. Such insurance shall be maintained until after the Work under the Contract has been completed and accepted.

Such insurance as required herein or in any other documents to be considered a part hereof shall not be deemed to limit Contractor's liability under this Contract.

- D. Contractor shall defend, indemnify and hold harmless the City, its officials and employees from and against any and all liability for claims for bodily injury and property damage arising out of negligent acts, omissions or errors of any employee of Contractor at the Site.
- E. Contractor shall list the name and location of the place of business of each Subcontractor who will perform work, labor or services for Contractor, or who specially fabricates and installs a portion of the Work or improvement in an amount in excess of one-half of one percent of Contractor's total contract cost. The Subcontractor list shall be submitted with Contractor's Bid.

*****REBID*****
PA02012
SURVEILLANCE CAMERAS & PARTS

City of Long Beach is seeking bids for furnishing and delivering of surveillance camera parts and accessories on an as needed basis.

The City currently uses Genetec Omnicast Pro version 4.7 to manage and maintain 150 existing cameras and associated system equipment. All cameras proposed must be compatible with Genetec version 4.7 or above.

AWARD

The City prefers to award to a single vendor but reserves the right to award to multiple vendors.

CONTRACT PERIOD:

Twelve months after date of award. This Contract may be extended by mutual agreement for up to two additional periods of one year each in accordance with terms and conditions stated herein.

It is agreed that if the Contract is extended, the City shall so notify the Vendor 90 days prior to the expiration date. Vendor shall be required to submit any price or model changes to the City Purchasing Agent for approval at least 60 days prior to expiration of the Contract. Said notice shall show item number, price, contract number and purchase order number. The City reserves the rights to accept or reject any price increases and to cancel the renewal notice if price increases are not acceptable.

ILLUSTRATIVE AND TECHNICAL DATA

Bidder shall submit with bid illustrative and technical data on items to be furnished. Failure to provide technical information may disqualify bid.

FUTURE AMENDMENTS

The City reserves the right to add and/or delete items, which may become necessary. Any such revisions shall be accomplished by written authorization approved by the City Purchasing Agent or her designee

DELIVERY REQUIREMENT

Products shall be delivered to specify locations between the hours of 7:30 am and 4:30 pm, Monday through Friday. Price quoted shall include all handling and inside delivery charges to the location designated at time of order, which shall be within the City of Long Beach.

Delivery, in days, after receipt of order: 14 (calendar days)

*****REBID*****
PA02012
SURVEILLANCE CAMERAS & PARTS

BID SECTION

The City of Long Beach Technology Services Department (TSD) maintains over 100 surveillance cameras and the associated infrastructure equipment to support them throughout the City. Surveillance cameras are expected to surpass over 200 in the next year. The attached parts list contains the equipment that will be used to repair, replace, upgrade, and expand the City's video surveillance network. Please provide the cost for each item on the list and please provide estimated delivery time from date and time of order placement.

PAYMENT TERMS 30 days net

This contract is subject to extension for two additional one (1) year periods from the date of expiration of this contract, at the option of the City, in accordance with the options granted in your bid.

Price increase shall not exceed 5 % during the first renewal option.

Price increase shall not exceed 5 % during the second renewal option.

City of Long Beach, CA

Commonly Made Errors

The following are commonly made errors when submitting a bid to the City of Long Beach:


It is essential that all requirements of the bid are completed as specified.

- Instructions concerning signatures (page 2 on bid) are NOT followed.
- **Bid must be signed by two corporate officers if the bidder is a corporation unless accompanied by a corporate resolution. [Link to samples of acceptable documentation to allow other signature.](#)**
- All pages of the Invitation to Bid are not returned as required.
- Invitation to Bid document is not fully completed as required.
- Notarial Acknowledgment is not submitted when required; i.e., companies located outside of the state of California or companies that do not have a business operation with an established address within California (must be same address as shown on Invitation to Bid; P.O. Boxes are not acceptable) are required to submit a Notarial Acknowledgment of Corporate Officer or of the authorized person that has signed the bid.
NOTE: Only one signature will be required of the "Principal" if the principal is a partnership, sole proprietor (individuals) or limited liability company.
- When bonds are required (Labor & Material or Performance Bonds), and Notarial Acknowledgments are not submitted. Three acknowledgments are required; two for the Principal (company submitting the bid), and one for the Surety (bonding company). If the Principal is a corporation, the signatures of two corporate officers are required for Labor & Material and Performance Bonds. Labor & Material and Performance Bonds are only required of companies that are being considered for an award (they are not required when Invitation to Bid is submitted).
NOTE: Bid Bonds require only two acknowledgments; one for the Principal (company submitting the bid), and one for the Surety (bonding company).
- Bonds are not submitted on City of Long Beach forms.
- The title of the individual signing the Invitation to Bid does not match the title shown on the Notarial Acknowledgment; (i.e., the signature on the Invitation to Bid appears to be the President. The same signature appears on the Notarial Acknowledgment, but the title differs (Vice President).
- The person that signed the Invitation to bid differs from that of the Notarial Acknowledgment.
- When references are required, they are not submitted with bid.
- Bids are not submitted on time (11:00 am) to the proper location (City Clerk's Office - Plaza Level of City Hall).
- Contractor does not allow for firm pricing when submitting Invitation to Bid as required.
- The Invitation to Bid is not signed.

EBO Form to be Attached to Bids/ RFPs

**CERTIFICATION OF COMPLIANCE WITH THE
EQUAL BENEFITS ORDINANCE**

Section 1. CONTRACTOR/VENDOR INFORMATION

Name: CELPLAN TECHNOLOGIES Federal Tax ID No. 
Address: 1857 RESTON WHITE DR
City: RESTON State: VA ZIP: 20191
Contact Person: JASPER BEWAZEL Telephone: 760 274 4214
Email: jasper@celplan.com Fax: 703 476 8964

Section 2. COMPLIANCE QUESTIONS

- A. The EBO is inapplicable to this Contract because the Contractor/Vendor has no employees. Yes No
- B. Does your company provide (or make available at the employees' expense) any employee benefits? Yes No
(If "yes," proceed to Question C. If "no," proceed to section 5, as the EBO does not apply to you.)
- C. Does your company provide (or make available at the employees' expense) any benefits to the spouse of an employee?
 Yes No
- D. Does your company provide (or make available at the employees' expense) any benefits to the domestic partner of an employee?
 Yes No (If you answered "no" to both questions C and D, proceed to section 5, as the EBO is not applicable to this contract. If you answered "yes" to both Questions C and D, please continue to Question E. If you answered "yes" to Question C and "no" to Question D, please continue to section 3.)
- E. Are the benefits that are available to the spouse of an employee identical to the benefits that are available to the domestic partner of an employee? Yes No
(If "yes," proceed to section 4, as you are in compliance with the EBO. If "no," continue to section 3.)

Section 3. PROVISIONAL COMPLIANCE

- A. Contractor/vendor is not in compliance with the EBO now but will comply by the following date:

_____ By the first effective date after the first open enrollment process following the contract start date, not to exceed two years, if the Contractor/vendor submits evidence of taking reasonable measures to comply with the EBO; or

_____ At such time that the administrative steps can be taken to incorporate nondiscrimination in benefits in the Contractor/vendor's infrastructure, not to exceed three months; or

_____ Upon expiration of the contractor's current collective bargaining agreement(s).

- B. If you have taken all reasonable measures to comply with the EBO but are unable to do so, do you agree to provide employees with a cash equivalent? (The cash equivalent is the amount of money your company pays for spousal benefits that are unavailable for domestic partners.)

Yes _____ No

Section 4. REQUIRED DOCUMENTATION

At time of issuance of purchase order or contract award, you may be required by the City to provide documentation (copy of employee handbook, eligibility statement from your plans, insurance provider statement, etc.) to verify that you do not discriminate in the provision of benefits.

Section 5. CERTIFICATION

I declare under penalty of perjury under the laws of the State of California that the foregoing is true and correct and that I am authorized to bind this entity contractually. By signing this certification, I further agree to comply with all additional obligations of the Equal Benefits Ordinance that are set forth in the Long Beach Municipal Code and in the terms of the contract of purchase order with the City.

Executed this 10 day of MAY, 2012, at ENCINITAS, CA

Name JASPER BRUINZEEL Signature [Signature]

Title VP Federal Tax ID No. 

**Request for Taxpayer
 Identification Number and Certification**

Give form to the
 requester. Do not
 send to the IRS.

Name (as shown on your income tax return) **CEL PLAN TECHNOLOGIES, INC.**

Business name, if different from above

Check appropriate box: Individual/Sole proprietor Corporation Partnership
 Limited liability company. Enter the tax classification (D=disregarded entity, C=corporation, P=partnership) ▶ Exempt payee
 Other (see instructions) ▶

Address (number, street, and apt. or suite no.) **1097 PRESTON WHITE DR**
 City, state, and ZIP code **PRESTON, VA 20161**

List account number(s) here (optional)

Requester's name and address (optional)

Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on Line 1 to avoid backup withholding. For individuals, this is your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the Part I instructions on page 3. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN* on page 3.

Note. If the account is in more than one name, see the chart on page 4 for guidelines on whose number to enter.

Social security number

or

Part II Certification

Under penalties of perjury, I certify that:

- The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me), and
- I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding, and
- I am a U.S. citizen or other U.S. person (defined below).

Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the Certification, but you must provide your correct TIN. See the instructions on page 4.

Sign Here Signature of U.S. person ▶ *[Signature]* Date ▶ **MAY 10, 2012**

General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

Purpose of Form

A person who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) to report, for example, income paid to you, real estate transactions, mortgage interest you paid, acquisition or abandonment of secured property, cancellation of debt, or contributions you made to an IRA.

Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN to the person requesting it (the requester) and, when applicable, to:

- Certify that the TIN you are giving is correct (or you are waiting for a number to be issued),
- Certify that you are not subject to backup withholding, or
- Claim exemption from backup withholding if you are a U.S. exempt payee. If applicable, you are also certifying that as a U.S. person, your allocable share of any partnership income from a U.S. trade or business is not subject to the withholding tax on foreign partners' share of effectively connected income.

Note. If a requester gives you a form other than Form W-9 to request your TIN, you must use the requester's form if it is substantially similar to this Form W-9.

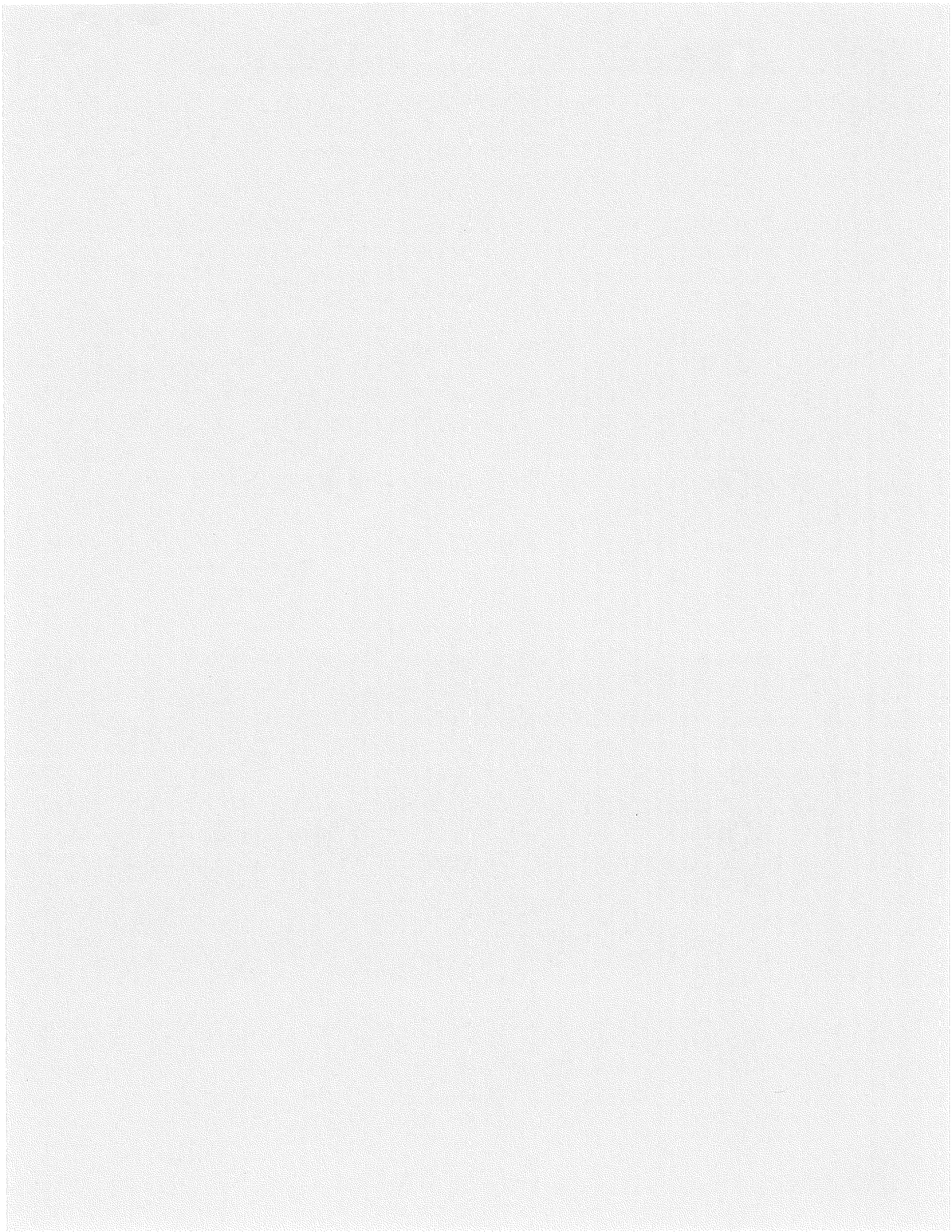
Definition of a U.S. person. For federal tax purposes, you are considered a U.S. person if you are:

- An individual who is a U.S. citizen or U.S. resident alien,
- A partnership, corporation, company, or association created or organized in the United States or under the laws of the United States,
- An estate (other than a foreign estate), or
- A domestic trust (as defined in Regulations section 301.7701-7).

Special rules for partnerships. Partnerships that conduct a trade or business in the United States are generally required to pay a withholding tax on any foreign partners' share of income from such business. Further, in certain cases where a Form W-9 has not been received, a partnership is required to presume that a partner is a foreign person, and pay the withholding tax. Therefore, if you are a U.S. person that is a partner in a partnership conducting a trade or business in the United States, provide Form W-9 to the partnership to establish your U.S. status and avoid withholding on your share of partnership income.

The person who gives Form W-9 to the partnership for purposes of establishing its U.S. status and avoiding withholding on its allocable share of net income from the partnership conducting a trade or business in the United States is in the following cases:

- The U.S. owner of a disregarded entity and not the entity,





2. Company Information

This chapter describes CelPlan, its qualifications, teaming partners, experience, references and personnel.

2.1 CelPlan Technologies, Inc.

CelPlan Technologies, Inc. (a Virginia company) is a privately-held wireless technology company, established in 1995, and wholly owned subsidiary of CelPlan International, with over 200 employees worldwide. The company is headquartered in Reston, VA, and has two US-based satellite offices; one in the Chicago area, and one in the San Diego area. Furthermore, CelPlan has strong global presence through local offices in South America, Asia and Africa.

CelPlan Technologies, Inc. can act as prime contractor and has its corporate offices at 1897 Preston White Drive, 3rd Floor, Reston, VA 20191 and our federal corporate ID number is [REDACTED] Bids are presented by the following individuals, both authorized to execute agreements for the company:

- Mr. Leonhard Korowajczuk, CEO/CTO, phone 703-259-4022, leonhard@celplan.com
- Mr. Jasper Bruinzeel, VP of Marketing & Sales, phone 760-274-4214, jasper@celplan.com

CelPlan Technologies, Inc. has the required financial capability and funding to undergo major citywide or regional projects. CelPlan Technologies, Inc. is totally debt free and has a good reserve to develop its projects. (Dun & Bradstreet: 87-906-1281). No past or current legal actions exist against CelPlan. CelPlan is not debarred, suspended or otherwise ineligible with any federal, state or local agency.

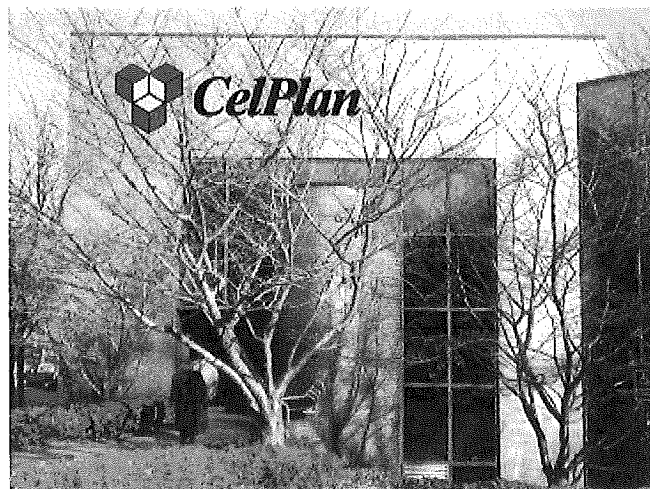


Figure 1 CelPlan Headquarters

CelPlan is a leading provider of advanced Radio Frequency (“RF”) software planning tools for the purpose of wireless network planning. The industry-leading “CelPlanner”

suite supports multiple technologies, including the most advanced technologies such as DVB-H, Mobile WiMAX and the latest WiFi standards. Also, the company offers a unique family of drive-test tools (“CelSignal”) for automated characterization of wireless networks. CelPlan features an extensive customer list, and has provided its tools and professional services to the world’s leading carriers (incl. Verizon and Sprint), communications solutions providers (incl. Ericsson and NSN) and integrators (incl. Lockheed Martin and Northrop Grumman). Based on its tools and professional services team, CelPlan can offer the Customer unsurpassed services in this project, in terms of wireless network planning and configuration, to guarantee optimum performance.

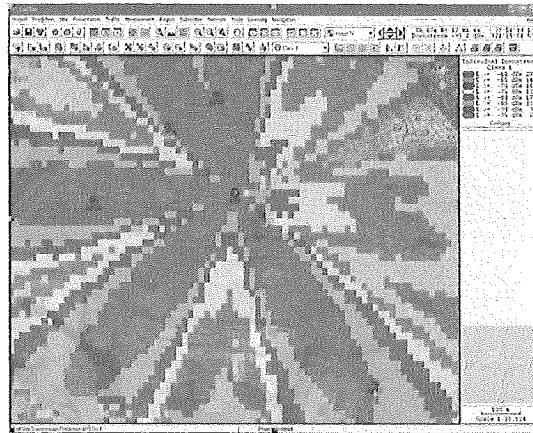


Figure 2 Example RF Coverage Analysis with CelPlan Tool

2.2 CelPlan’s Wi4Net Division

Due to the growing demand with government and public safety agencies for large-scale and citywide video and IP-based surveillance systems, CelPlan brings its Wi4Net division, committed to the development and deployment of integrated video and surveillance solutions for public safety and government organization. Our group is focused on more complex design problems, including issues such as bandwidth and processing of large numbers of cameras, large-scale command centers, wireless connectivity, multiple locations, video analytics, ALPR, gunshot detection.

Already in May 2005, CelPlan / Wi4Net introduced its scalable video and surveillance systems to Cities and public safety organizations, throughout the United States. Since then, many large government entities have contracted with CelPlan, including the **Los Angeles, Las Vegas, Long Beach, McAllen** and others. Generally, CelPlan has provisioned turn-key solutions for its customers, including camera units, wireless infrastructure, fully equipped monitoring/command centers, video management software, vehicle-based connectivity and comprehensive maintenance plans.



Figure 3 Wi4Net's FlexiVideo Solution Deployed

2.3 CelPlan Partners

CelPlan offers the Customer a turn-key solution, providing project management, network design, installation, system commissioning and training. In this project, only basic parts are requested and provided.

2.4 Company Contact Information

For follow up to this proposal, communication can be addressed to:

Jasper Bruinzeel, Vice President of Marketing & Sales
CelPlan Technologies, Inc.
1897 Preston White Dr., 3rd Floor
Reston, VA 20191
Main: (703) 259-4020
Cell: (760) 274-4214
Fax: (703) 476-8964
E-mail: jasper@celplan.com

2.5 CelPlan Experience

Wi4Net represents unique experience in design and provisioning of large-scale video and surveillance solutions to public safety and government organizations. Wi4Net customers include large cities (such as Los Angeles, Las Vegas, Long Beach, Milwaukee and McAllen), mid- to small-size cities (such as Modesto (CA), Toledo (OH), Taylorsville (UT) and Reading (PA)) and other government entities (such as federal government (such as DOD), airports (such as LAX), universities and State DOT). Many of the projects that CelPlan has been involved with are considered unique and leading-edge, and many systems include smaller or larger scale command centers, including various types of video walls.

Note that to this date, no Customers have discontinued our services, and in all cases, the goal of our Customers has been to expand the solutions we have provided.

Long Beach, CA



Currently a 72-camera citywide camera system, all current signals are streamed wirelessly, simultaneously and continuously, to a monitoring command center equipped with six 40" screens and four 17" screens. The monitoring system offers 30 days of storage, utilizing an 18 TB storage area network solution. Exclusively using the 4.9 GHz band for all video streaming, all cameras connect wirelessly to a single aggregation point. The system is live monitored during critical times, such as Friday and Saturday nights.



Las Vegas, NV

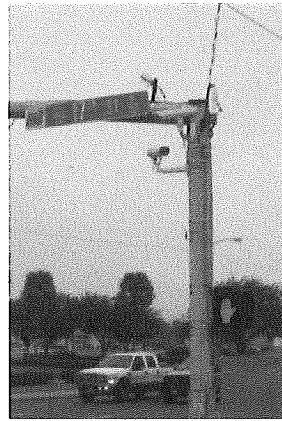
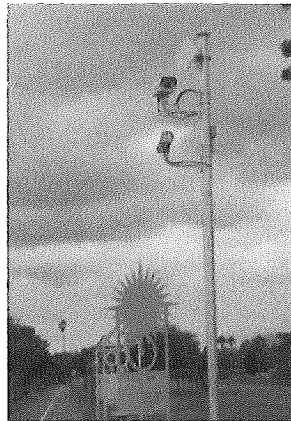
Initially a 50-camera system, the Las Vegas system now includes 174 camera connections, with the solution supporting a number of downtown wireless PTZ pole camera system, in addition fixed and temporary uses. Las Vegas police department also uses the system for various covert operations.



McAllen, TX

With a focus on downtown sections and City Parks, the initial phase of the McAllen project includes 100+ cameras. With a strong emphasis on license plate recognition, the system features a mix of PTZ and fixed megapixel cameras. Already, the system was expanded to 150+ cameras, including integration with convention center security system and other facility cameras and systems. This system is based on a Cisco 1520-series wireless infrastructure.

The system is based on a hybrid fiber-wireless backhaul infrastructure.



Milwaukee, WI

With a 60+ node wireless network design, the system provides coverage throughout the City's 96 square mile, and supports 7 districts and 7 district offices. The initial phase deployed 15 wireless cameras, with additional expansion phases adding 3, 12, 7 and 4 cameras for a current total of 41. The central command center, monitored 24/7, features a server with Storage Area Network supporting 30 TB of storage capacity (for 120 days of storage). 24/7 monitoring staff supports the police operations, and improves efficiencies.



Reading, PA

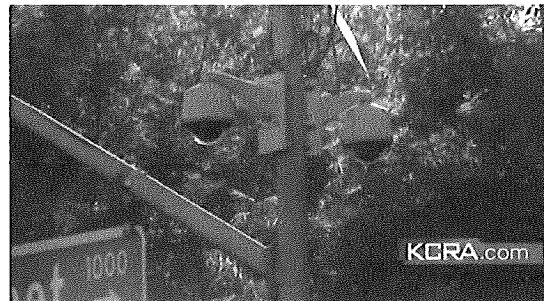
In an effort to reduce crime, and improve the City, the City of Reading and Police Department have deployed initial phases with currently 28-cameras, with plans to expand to 75. The system is live monitored at times, and has provided many successes from the start. On average, 45-60 minutes of relevant footage is extracted every week.

The system features a hybrid fiber – wireless infrastructure with mobility layer for access to vehicles and other purposes.



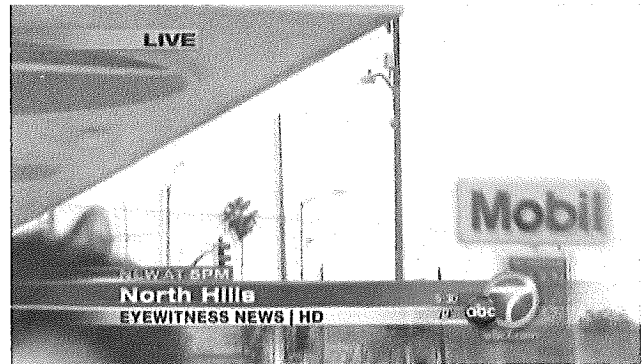
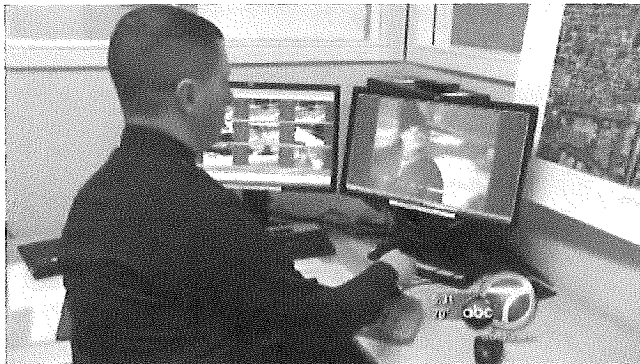
Modesto, CA

In this project, CelPlan designed and implemented for the City of Modesto an IP-based centralized surveillance solution, to reach critical locations in the down-town area, but also integrate with the largest local shopping mall security system, and various municipal in-building security systems, such as the police department, bus yard and transit center. Backhaul design is a fiber-wireless hybrid solution.



Los Angeles, CA

In this project, CelPlan was awarded an initial contract for four of LAPD's police area stations to establish local camera systems for high crime areas / hotspots in the area for monitoring from the local area stations. The initial contract award includes systems for Mission, Foothill, Topanga and West Valley, with expansions planned for Southwest (in process of deployment) and other area stations. The goal of the contract has been to establish a standard for citywide surveillance system throughout the City of Los Angeles.





3. Solution Description

This request for bid requests basic parts only, and appears to relate to the wireless pole camera solutions CelPlan has provided in the past to the City of Long Beach. The offered component technical data follows the details as included in the price sheet included in Chapter 5, unless modifications are specified in that chapter.

In general terms, based on review of the specifications, for some of the main components, we are offering the following manufacturer solutions to best meet the bid requirements (or similar alternate may be provided):

- = 1-port encoder, based on Axis 1-port encoding solution
- = 2-port encoder, based on Bosch 2-port encoding solution
- = 4-port encoder, based on Axis 4-port encoding solution
- = Fixed Outdoors Camera, based on Pelco IS50/IS51 Camclosure II
- = PTZ Outdoor Camera, based on Pelco Spectra IV

In addition, Annex C includes various data sheets also.

Generally, as also has been the case in the past for the City of Long Beach, CelPlan designs, engineers and delivers complete solutions, where all components have been carefully selected to maximize the value of the complete solution, and assure functionality. The CelPlan FlexiVideo pole camera solution, of which the City of Long Beach has several older generations, is continuously updated, to incorporate the latest wireless and (IP) camera technology. We remain available for any consultative support in maintenance of the exiting CelPlan solutions as well as advice on how to best expand the system into new locations and areas.

Our proposal is based on the assumptions throughout our proposal, included also the following assumptions:

- CelPlan is providing in this offer, in response to this RFP, pricing for individual components only. CelPlan does not have any responsibility on integration of these components with any other components.
- Several components have been introduced in the market some time ago, and CelPlan can not guarantee that products may become obsolete over the term of the contract. CelPlan can propose in such case alternate parts, and a price adjustment then may apply.
- The request for bid exclusively requests parts as specified. No services (assistance/support/etc.) are requested or implied, and any support services requested from the City will be charged separately.



4. Organization

This chapter describes the organization, key personnel, contact information and project plan.

4.1 Organization and Key Personnel

CelPlan has a strong, experienced team focused on its Wi4Net activities. The following details the related organizational structure.

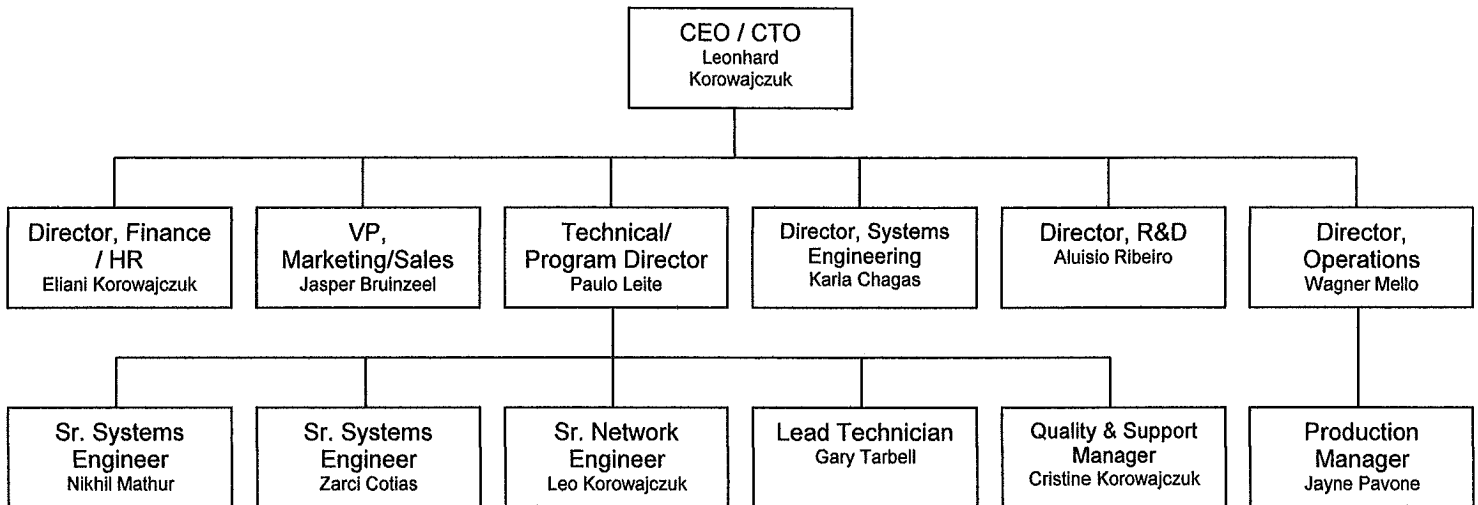


Figure 4 Organization Chart

Most employees have been with the company for many years, and provide for a reliable, stable work-force, with most employees having an interest in the company. Each of the employees has been carefully selected, and often recruited using trusted references, or based on prior relationships. The employees of CelPlan are the core asset of the company, with a strong dedication to customer satisfaction and keeping customer commitments. The engineering team has a strong educational background, typically with bachelor or master degree engineering studies completed.

Some of the core engineering individuals that may get involved in the project include (number of years with company indicated):

- Zarci Cotias (4 year)
- Cristine Korowajczuk (12 years)
- Leonardo Korowajczuk (8 years)
- Paulo Leite (15 years)
- Nikhil Mathur (6 years)
- Wagner Mello (13 years)

- Jayne Pavone (6 years)
- Aluisio Ribeiro (15 years)
- Karla Chagas (5 years)
- Gary Tarbell (4 years)



5. Costs

5.1 Price Sheet

On the included pages, the City's specification and price sheet is completed with price information and notes, as applicable.

Video System Parts

(in US\$)

Item	Minimum Requirements	Quantity	Unit Cost																																																							
Motherboard/CPU Combo -	2x240 pin memory slots; DDR 2800/667 memory standard; 4GB maximum memory supported; Dual Channel supported; Expansion Slots, 1 PCI Slot, SATA 2 x SATA 3.0Gb/s storage devices; SVGA onboard video chipset; onboard audio; audio chipset; onboard LAN chipset min: 10/100 ethernet; 10/100Mbps LAN speed; PS/2 rear panel ports; D-Sub video ports; 4 x USB 2.0; 3 audio ports; Internal I/O connectors; 4 x USB 2.0 Onboard USB	776.2	This item is not clearly defined. Please find break-down of items in Attachment 1, on next page, with prices.																																																							
Physical Specifications	Mini ITX; 6.7" x 6.7"; DDR2 800/666 Memory; 1TB 3.5"/2TB 3.5" SATA drives; unmanaged Industrial switch; 5 10/100 ports; operating temperature -40 to +85 degrees C; cold startup at -40 degrees C; vibration IEC60068-2-6; humidity 5 to 95% HR; metal case, 5 ports; 10/100 port speed; RJ-45 port connection.																																																									
Electronics enclosure Pole Mount	Universal pole mounting kit-pole diameter 3 to 4 inches; stainless steel rails; rails securely bolted to the enclosure; stamped in gripping edges rails to grip pole; heavy duty U bolts to secure enclosure to the pole.	1	\$ 133.88																																																							
Electronics enclosure	Fiberglass reinforced polyester; machine tool gray in color; 12 VDC voltage; .10 in. (2.5 mm) thick anodized aluminum mounting plate 16.8 x 14.8 inches (42.6 x 37.5 cm); 21.8 lbs (9.9 kg) weight; 19.5 x 17.5 x 10 (49.5 x 44.4 x 25.4 cm) maximum outside dimensions; 17.7 x 15.7 x 8.5 inches (44.9 x 39.9 x 21.6 cm) inside dimensions; UL 94-5V flame rating; RoHS compliant; 1/2" cable conduit connector; NEMA Type 3R, 3RX / IP24 rated.	1	\$ 464.10 ¹⁾																																																							
Cables	LMR 400 cable for interface from panels to AP's, LMR 400 N style connectors; RG59 20 gauge coax; BNC connectors for RG59 20 gauge cable; two pair twisted with shield 20 gauge stranded wire for pan tilt positioning; 12 gauge THHN stranded (blue) power interconnect; 12 gauge THHN standard (white) power interconnect; 12 gauge THHN stranded (green) power interconnect.		This item is not clearly defined. Please find break-down of items in Attachment 2, on next page, with prices. ²⁾																																																							
Wi-Fi Network Adapter 2.4 mhz, 4.9 Mhz, 5.x Mhz selectable	a) Transceiver type: Broadband, Time Division Duplex, OFDM, non line of site capable b) Transceiver frequency: Public safety 4940-4990 Mhz as primary band, with software selection for 2.4 GHz or 5. x GHz bands c) Channel Bandwidth: 5, 10, 20 MHz (software selectable) d) PCI Interface: PCI Interface into PC motherboard e) Antenna diversity: Antenna diversity supported for each radio f) Power Output (from radio) 20dbm minimum, adjustable g) Receiver sensitivity: Exceeding values in table below	1	\$ 344.25 ²⁾																																																							
	<table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th rowspan="2">Receiver Sensitivity in dBm Transmission Data Rate (Mbps)</th> <th colspan="3">Bandwidth in MHz</th> </tr> <tr> <th>20</th> <th>10</th> <th>5</th> </tr> </thead> <tbody> <tr><td>54</td><td>-72</td><td></td><td></td></tr> <tr><td>48</td><td>-74</td><td></td><td></td></tr> <tr><td>36</td><td>-81</td><td></td><td></td></tr> <tr><td>24</td><td>-84</td><td>-77</td><td></td></tr> <tr><td>18</td><td>-86</td><td>-84</td><td></td></tr> <tr><td>12</td><td>-88</td><td>-87</td><td>-80</td></tr> <tr><td>9</td><td>-89</td><td>-89</td><td>-87</td></tr> <tr><td>6</td><td>-91</td><td>-91</td><td>-90</td></tr> <tr><td>4.5</td><td></td><td>-92</td><td>-92</td></tr> <tr><td>3</td><td></td><td>-94</td><td>-94</td></tr> <tr><td>2.25</td><td></td><td></td><td>-95</td></tr> <tr><td>1.5</td><td></td><td></td><td>-97</td></tr> </tbody> </table>	Receiver Sensitivity in dBm Transmission Data Rate (Mbps)	Bandwidth in MHz			20	10	5	54	-72			48	-74			36	-81			24	-84	-77		18	-86	-84		12	-88	-87	-80	9	-89	-89	-87	6	-91	-91	-90	4.5		-92	-92	3		-94	-94	2.25			-95	1.5			-97		
Receiver Sensitivity in dBm Transmission Data Rate (Mbps)	Bandwidth in MHz																																																									
	20	10	5																																																							
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9	-89	-89	-87																																																							
6	-91	-91	-90																																																							
4.5		-92	-92																																																							
3		-94	-94																																																							
2.25			-95																																																							
1.5			-97																																																							
	h) Data Protocol: WiFi based																																																									
	i) Security: AES																																																									
	j) QoS: IEEE 802.1p / 802.1q (Vendor shall specify other QoS features)																																																									
	k) Remote Management: SNMP, TelNet																																																									
	l) Digital Connection type: RJ45 ³⁾																																																									
PCI LAN Adapter	PCI interface into PC motherboard; onboard LAN chipset min: 10/100/1G ethernet; 10/100Mbps / 1ghz LAN speed.	1	\$ 51.00																																																							

- 1) Power supply is not part of enclosure, and voltage would relate to power supply, and as such we understand reference to "12VDC" is not applicable.
- 2) Mini PCI radio available for PC slot support 4.9 GHz, but not 2.4 GHz or 5.x GHz. Required Mini PCI to PCI adaptor is additional \$36.98.
- 3) RJ45 port does not apply to Mini PCI radio, and should be provided through Motherboard.

u Attachment 1

(in US \$)

Minimum Requirement	Unit Cost
Motherboard / CPU	242.25
Memory	
Number of Memory Slots :	
Memory Standard:	
Maximum Memory Supported:	
Channel Supported :	
Expansion Slots	
PCI Slots :	
Storage Devices :	
Onboard Video	
Onboard Video Chipset	
Onboard Audio	
Audio Chipset	
Onboard LAN	
LAN Speed	
Rear Panel Ports	
Video Ports	
USB 1.1/2.0	
Audio Ports	
Internal I/O Connectors	
Onboard USB	
Physical Spec	
Form Factor	
Dimensions	
Memory	57.38
SATA Drives	140.25
Network Switch	165.75
Description	771.39 / 685
Number of Ports	5
Port Speed	10/100
Port Connection	RJ-45

1) Switch for more restricted temperature range is available for \$82.88.

Attachment 2

Electronics enclosure Pole Mount		133.88
Universal Pole Mounting Kit-Pole Diameter 3 to 4 inches		
Features		
Stainless steel rails		
Rails securely bolted to the enclosure		
Stamped in gripping edges in rails to		
grip pole Heavy-Duty U-Bolts to secure		
enclosure to the pole		
Electronics enclosure		464.10
Specifications		
Enclosure Material	Fiberglass Reinforced Polyester	
Enclosure Color	Machine Tool Gray	
Voltage	12 VDC	
Mounting Plate Material	.10 in. (2.5mm) Thick Anodized Aluminum	
Mounting Plate Dimensions	16.8 x 14.8 inches (42.6 x 37.5 cm)	
Weight	21.8 lbs (9.9 kg)	
Outside Dimensions (max)	19.5 x 17.5 x 10 inches	
Inside Dimensions	(49.5 x 44.4 x 25.4 cm) 17.7 x 15.7 x 8.5 inches (44.9 x 39.9 x 21.6 cm)	
Flame Rating	UL 94-V0	
RoHS Compliant	Yes	
Cable Feed	1/2" Cable Conduit Connector	
Rating	NEMA Type 3R, 3RX / IP24	
Cables		
LMR 400 Cable for interface from panels to AP's		631.13
LMR 400 N style connectors	in quantities 1 / 10 / 100	24.23 / 127.50 / 1179.38
RG59 20 Gauge Coax		255.00
BNC connectors for RG59 20 Gauge Cable	in quantities 1 / 10 / 100	20.40 / 89.25 / 796.88
Two Pair Twisted with shield 20 gauge stranded wire for Pan tilt Positioning		337.88
12 Gauge THHN stranded (blue) Power interconnect		57.38
12 Gauge THHN stranded (White) Power interconnect		57.38
12 Gauge THHN stranded (Green) Power interconnect		57.38

(500ft)
(500ft)
(500ft)
(100ft)
(100ft)
(100ft)

2) Power supply is not part of enclosure, and voltage would relate to power supply, and as such we understand this reference in the specification is not relevant.

Video System Parts

Video Encoders Single Port	H.264 (MPEG-4 part 10/AVC) Motion JPEG video compression; 176x120 to 720x576 resolution; H.264 30/25 (NTSC/PAL) fps in all resolutions frame rate; 30/25 (NTSC/PAL) fps in all resolutions frame rate motion JPEG; multi-stream H.264 and motion JPEG: 3 simultaneous, individually configured streams in max. resolution at 30/25 fps, more streams if identical or limited in frame rate/resolution; controllable frame rate and bandwidth VBR/CBR H.264	1	\$ 589.39
	Image settings: Compression, color, brightness, contrast; Rotation: 90°, 180°, 270°; aspect ratio correction; mirroring of images; text and image overlay; privacy mask; enhanced deinterlace filter;		
	Pan/Tilt/Zoom: Wide range of analog PTZ cameras supported (drivers available for download at www.axis.com), 100 presets, guard tour, PTZ control queue. Supports Windows compatible joysticks; two way, full duplex audio streaming; AAC-LC 8 kHz 32 kbit/s, 16 kHz 64 kbit/s, G.711 PCM 8 kHz 64 kbit/s, G.726 ADPCM 8 kHz 32 or 24 kbit/s audio compression; external microphone input or line input, line level output.		
	Security: Password protection, IP address filtering HTTPS encryption IEEE 802.1X network access control, digest authentication, user access log.		
	Supported protocols: IPv4/v6, HTTP, HTTPS, QoS layer 3 DiffServ, FTP, SMTP, Bonjour, UPnP, SNMPv1/v2c/v3(MIB-II), DNS, DynDNS, NTP, RTSP, RTP, TCP, UDP, IGMP, RTCP, ICMP, DHCP, ARP, SOCKS		
Video encoder Dual port	Video standards MPEG-4; video data rate 9.6 kbps - 6 Mbps per channel; video resolution 704 x 576/480 (D1/4CIF: 25/30 IPS), 704 x 288/240 (2CIF: 25/30 IPS), 352 x 576/480 (Half D1: 25/30 IPS), 352 x 288/240 (CIF: 25/30 IPS), 176 x 144/120 (QCIF: 25/30 IPS); GOP structure I, IP; overall delay (IP) MPEG-4: 120 ms; network protocols RTP, TelNet, UDP, TCP, IP, HTTP, IGMP V2, ARP, SNMP; software update Flash ROM, remote programmable.	1	\$ 1,801.47
	Configuration Via web browser, built-in web server interfaces; video In 2x analog composite: NTSC/PAL; BNC connector 75 Ohm switchable, 0.7 - 1.2 Vp-p; Alarm In 4x (non-isolated closure contact type), max. activation resistance 10 Ohm; Relay Out 1x, 30 Vp-p, 2 A; Connectors 14 position spring clamp contact for alarm, relay and COM port; COM Port 1x RS-232/422/485, spring clamp contacts; USB Port 1x 2.0 external interface*.		
	Ethernet 10/100Base-T, auto-sensing, half/full duplex, RJ-45; Audio Model VIP X2A; Audio Standard G.711; 300 Hz - 3.4 kHz; Audio Data Rate 80 kbit/s; Audio Sampling Rate 8 kHz; Line In Dual channel via stereo jack 3.5 mm, 9 kOhm typ., 5.5 Vpp max.; Line Out Dual channel via stereo jack 3.5 mm, 16 Ohm min., 3 Vpp max.; Microphone In CombiCon plug, 2kOhm typ., 2.8 Vpp max. -20dB, supply 2.3 V typ.; Speaker Out CombiCon plug, 4 Ohm min., 6 Vpp max., power RMS 1 W.		
	Environmental: Input Voltage 12 - 24 VDC, spring clamp contact; Power Consumption Approx. 10 VA; Power supply unit approx. 0.2 kg (0.44 lb) in weight; operating temperature 0°C - 40°C (32°F - 104°F) ambient temperature.		
Video encoder Four port	H.264 (MPEG-4 Part 10/AVC, motion JPEG video compression; resolutions NTSC: 720x480 to 176x120, PAL: 720x576 to 176x144; H.264 30.25 (NTSC/PAL) fps in all resolutions frame rate; Motion JPEG 30/25 (NTSC/PAL) fps in all resolutions; video streaming: Multiple, individually configurable streams per channel in H.264 and/or Motion JPEG: 3 simultaneous streams in max. resolution at 30/25 fps from each channel; more streams if identical or limited in frame/rate resolution; controllable frame rate and bandwidth VBR/CBR H.264.	1	\$ 1,054.77
	Image settings: Compression, color, brightness, contrast; Rotation: 90°, 180°, 270°; Aspect ratio correction; Mirroring of images; Text and Image overlay; Privacy mask; Enhanced deinterlace filter.		
	Audio streaming: Two way, half-duplex on Channel 1; Audio Compression: AAC-LC 8 kHz 32 kbit/s, 16 kHz 64 kbit/s; G.711 PCM 8 kHz 64 kbit/s; G.726 ADPCM 8 kHz 32 or 24 kbit/s. Audio input/output: External microphone input or line input, line level output.		
	Security: Password protection, IP address filtering, HTTPS* encryption, IEEE 802.1X* network access control, digest authentication, user access log.		
	Supported protocols: IPv4/v6, HTTP, HTTPS*, IEEE 802.1X*, QoS layer 3 DiffServ, FTP, SMTP, Bonjour, UPnP, SNMPv1/v2c/v3(MIB-II), DNS, DynDNS, NTP, RTSP, RTP, TCP, UDP, IGMP, RTCP, ICMP, DHCP, ARP, SOCKS		

3,445.63 ✓

Video System Parts

Power Supply	MW / RS-100-12 Voltage; Rated current, current range, rated Pwr 12V, 8.5A, 0 ~ 8.5A, 102 W R&N, Volt. Adj., Tol., Line Reg. Load Reg. Eff. OVP 120mV, 11.4 ~ 13.2V, ±1.0%, ±0.5% ±0.5% 81% 13.8 ~ 16.2V	1	\$ 103.63
Battery Backup	Battery; 12 VDC; Lead Acid; 5; Rechargeable; 12; 3.54 In. L x 2.76 In. W x 3.9; computer motherboard power supply PICO PSU-15-XT; PicoPSU-150-XT, 102W Power Kit contains: - DC-DC ATX PSU: plicoPSU-150-XT - Power adapter: AC-DC 12V, 8.5A Switching Power Adapter - 12V-ATX cable (4 pin power) - Fits 24 pin mini-ITX boards - Configurable wire harness - Power cord - ROHS compliant version	1	\$ 95.63 ⁴⁾
Camera Licences	Server / NVR for Omnicast 4.7 provides support for new hardware and includes cutting-edge product features like video trickling, simplification of unit enrolment, HTTPS support on selected cameras, Cross Line Detection support for H.264 as well as M-PEG4.	1	\$ 245.00
Fixed Outdoors CAMERA/OPTICS	Dome smoked; super dynamic (SD5) day/night; wide dynamic range models. Pendant mount, outdoor Corner mount, indoor or outdoor Flush mount kit Pole Mount Plate to mount Wall Mount to pole Compact wall mount to Pendant Image Sensor 1/3-inch Interline transfer CCD Effective Pixels, NTSC 976 (H) x 494 (V) Scanning Area 0.19-inch (H) x 0.14-inch (V) (4.8 x 3.6 mm) Scanning System 2:1 interlace Scanning Lines: NTSC, 525 lines Scanning Frequency: NTSC, Horizontal, 15.734 kHz, Vertical, 59.95 Hz Synchronization: Internal LL (phase adjustable power supply synchronization) Horizontal Resolution: 650 TV lines, typical (color mode) 700 TV lines or more (B-W mode) Minimum Illumination: 0.1 lux (color mode), 0.003 lux (sensitivity up x32), 0.01 lux (B-W mode), 0.0003 lux (sensitivity up x32) Dynamic range 54 dB/128X, Day/Night type IR filter removal, Video Output: 1.0 Vp-p, NTSC/PAL composite, 75 ohms, BNC connector; auto tracking white balance/automatic balance control; signal-to-noise ratio: 50 dB (equivalent to AGC Off, weight On), 50 dB (equivalent to AGC Off, weight On); 2x varifocal lens; 3.8 ~ 8.0 mm focal length; f/14 (WIDE) to f/1.8 (TELE) F-Number; 3.9 ft (1.2 m) focus range; 73.6° wide zoom; 35.6° telephoto zoom; angle of view horizontal/vertical 53.4° wide zoom; 26.6° telephoto zoom; ±170° panning range; ±75° tilting range; ±100° rotation range.	1	\$ 510.00
PTZ Outdoors CAMERA/OPTICS, Day/Night (35X) PENDANT MODEL, Dome Clear	Pole mount plate to mount wall mount to pole Mount: 67.58 Wall mount arm to pendant Sensor 1/4-inch EXview HAD™, 768 (H) X 494 (V), 752 (H) X 582 (V), Horizontal Resolution NTSC, >540 TV Lines; Lens f/1.4 (focal length, 3.4 ~ 119 mm) f/1.4 (focal length, 3.4 ~ 91.8mm); zoom 35X optical, 12X digital; zoom speed (optical range) 3.2/4.6/6.6 seconds; horizontal 55.8° at 3.4 mm wide zoom; 1.7° at 119 mm telephoto zoom angle of view; automatic with manual override focus; maximum sensitivity at 35 IRE, NTSC/EIA, 0.55 lux at 1/60 sec (color), 0.018 lux at 1/2 sec (color), 0.00018 lux at 1/2 sec (B-W); Sync System internal/AC line lock, phase adjustable using remote control; V-Sync; white balance automatic with manual override; shutter speed NTSC automatic (electronic Iris)/Manual 1/2 ~ 1/30,000; Automatic iris control with manual override; Automatic/OFF gain control; 1 Vp-p, 75 ohms video output; >50 dB video signal-to-noise; 128X wide dynamic range; Integrated/selectable electronic image stabilization; Integrated/selectable image enhancement.	1	Camera: \$ 2487.65
Tax			\$
Shipping			\$
Total			\$

4) Part is obsolete, and part PicoPSU 160XT is offered instead.

3441.91
8652.16

5.2 Notes, Term and Conditions

Notes, terms and conditions to our offer include:

- Validity: Validity of proposal is 3 months.
- Payment terms (30-day net) are as follows:
 - 100% of amount is due at time shipment
- Pricing includes shipping charges, but excludes applicable taxes. Taxes will be added to invoices as applicable.
- All pricing includes a one-time, special 20% project-discount.
- Warranty is provided limited to standard applicable manufacturer warranty.
- Delivery time in forms section (14 calendar days) is typical, and actual time depends on available stock from providers.
- CelPlan will not take any responsibility for damage due to misuse, mishandling, accidents, purposely inflicted damage, vandalism, natural disaster, etc., from time of delivery to Customer site. The Customer will be responsible for cost or provisioning of appropriate insurance or repair/replacement costs. We will charge the Customer for the repair and/or replacement components, and associated services.



Annexes

Annex A – Glossary and Acronyms

AP	Access Point
CIF	Common Intermediate Format
COTS	Commercial Off The Shelf
DAS	Direct Access Storage
DSRC	Dedicated Short Range Communications
DVB-H	Digital Video Broadcasting – Handheld
FPS	Frames Per Second
ITS	Intelligent Transportation Systems
LAN	Local Area Network
LOS	Line of Sight
MP	Megapixel
MPEG	Moving Picture Expert Group
NAS	Network Attached Storage
NLOS	Non Line of Sight
PCB	Printed Circuit Board
PMP	Point-to-Multipoint
PS	Power Supply
PTP	Point-to-Point
Q1 ~ 4	Quarter of calendar year (1 ~ 4)
QoS	Quality of Service
RF	Radio Frequency
SAN	Storage Area Network
US	United States of America
WAN	Wide Area Network
WiFi	Wireless Fidelity; interoperable radio standard based on IEEE 802.11
WiMAX	Worldwide Interoperability for Microwave Access; interoperable radio standard based on IEEE 802.16

Annex B – Units

°	degree
cm	centimeter
dB	decibel
dBm	mill Watt expressed in decibels
dBW	Watt expressed in decibels
ft	feet
GB	Giga Byte
GHz	Giga Hertz
kbps	kilo bits per second
Mbps	Mega bits per second
TB	Tera Byte
V	Volt

Annex C – Technical Documentation

- Pelco CamClosure (upon request)
- Pelco Spectra IV (upon request)



CELPLAN BID RESPONSE
FOR
BID No. PA-02012 - RE-BID - SURVEILLANCE
CAMERAS & PARTS
FOR
CITY OF LONG BEACH



MAY 10, 2012

RESTON, VIRGINIA / SAN DIEGO, CALIFORNIA

Ref. No.: LON120510



Attn: Michelle King
City of Long Beach
Purchasing Division
333 West Ocean Blvd., 7th Floor
Long Beach, CA 90802

Subject: Invitation To Bid Re-Bid PA-02012 – Surveillance Cameras & Parts

Dear Ms. King:

CelPlan Technologies, Inc. is very pleased to present this proposal for supply of parts for the City of Long Beach, in relation to its camera surveillance systems. CelPlan Technologies, Inc. is the prime contractor for this proposal and has its corporate offices at 1897 Preston White Drive, 3rd Floor, Reston, VA 20191 and our federal corporate ID number is [REDACTED]

This bid is presented by the following individuals:

- Mr. Leonhard Korowajczuk, CEO/CTO, phone 703-259-4022,
leonhard@celplan.com
- Mr. Jasper Bruinzeel, VP of Marketing & Sales, phone 760-274-4214,
jasper@celplan.com

The attached proposal is valid for 3 months subsequent to the date of the opening of the proposal. We expect the proposal to be opened on May 11, 2012.

CelPlan Technologies, Inc. or any of its officers do not have any conflict of interest related to this proposal.

CelPlan Technologies, Inc. is willing to undertake and complete this project as here proposed and in accordance with this proposal, and has the required financial capability and funding to undergo this project. CelPlan Technologies, Inc. is totally debt free and has a good reserve to develop its projects (Dun & Bradstreet: 87-906-1281). CelPlan is a bondable company, and is showing strong growth in 2010 and 2011.

CelPlan Technologies, Inc. has been in business for over 15 years, and has unique experience in the provision of large-scale video and surveillance systems. Already in May 2005, CelPlan / Wi4Net introduced its video and surveillance system to Cities and other public safety organizations, as an early entrant into the market. Since then, many large government organizations have contracted with CelPlan, including *Los Angeles* (involving City, LAPD and LAX), *Las Vegas*, *Milwaukee*, *McAllen*, *CalTrans* (California DOT), *Long Beach* and others.



In California, CelPlan has a particularly strong presence. Besides the Los Angeles systems (including many city systems and the camera system for the perimeter of LAX), ***CelPlan has provided and maintained the current citywide camera surveillance system for the City of Long Beach since 2006***, in separate phases, and CelPlan designed, installed and maintained the current (small-scale) command center at the City's "11 Golden Shore" location, in the Long Beach downtown area. We have been awarded also projects in Modesto, Santa Barbara and Oakland. Generally, CelPlan has provisioned turn-key solutions for its customers, including surveillance equipment, fully equipped monitoring solutions and command centers, (IP-based) video management software, and comprehensive maintenance plans.

Established in 1995, CelPlan Technologies, Inc. is a fast-growing privately-held technology company, with well over 200 employees worldwide. The company is headquartered in Reston, VA, and has two US-based satellite offices; one in the Chicago area, and one in the San Diego area (but also local technical staff in Los Angeles and Long Beach). Due to the demand for large-scale and wireless type of video and surveillance systems, CelPlan brings its Wi4Net division, committed to the development and deployment of solutions for public safety and government organization.

Specific to this project, the supply is limited to supply of parts. As the parts appear to be specified on the FlexiVideo line of products from CelPlan, CelPlan is in a unique position to support the City of Long Beach in this project, and additionally, can provide any required support and assistance.

We will be honored if our proposal is selected, and we are confident we will exceed your expectations.

Sincerely,

Jasper Bruinzeel
Vice President, Sales & Marketing
CelPlan Technologies, Inc. / Wi4Net
(760) 274-4214 / jasper@celplan.com

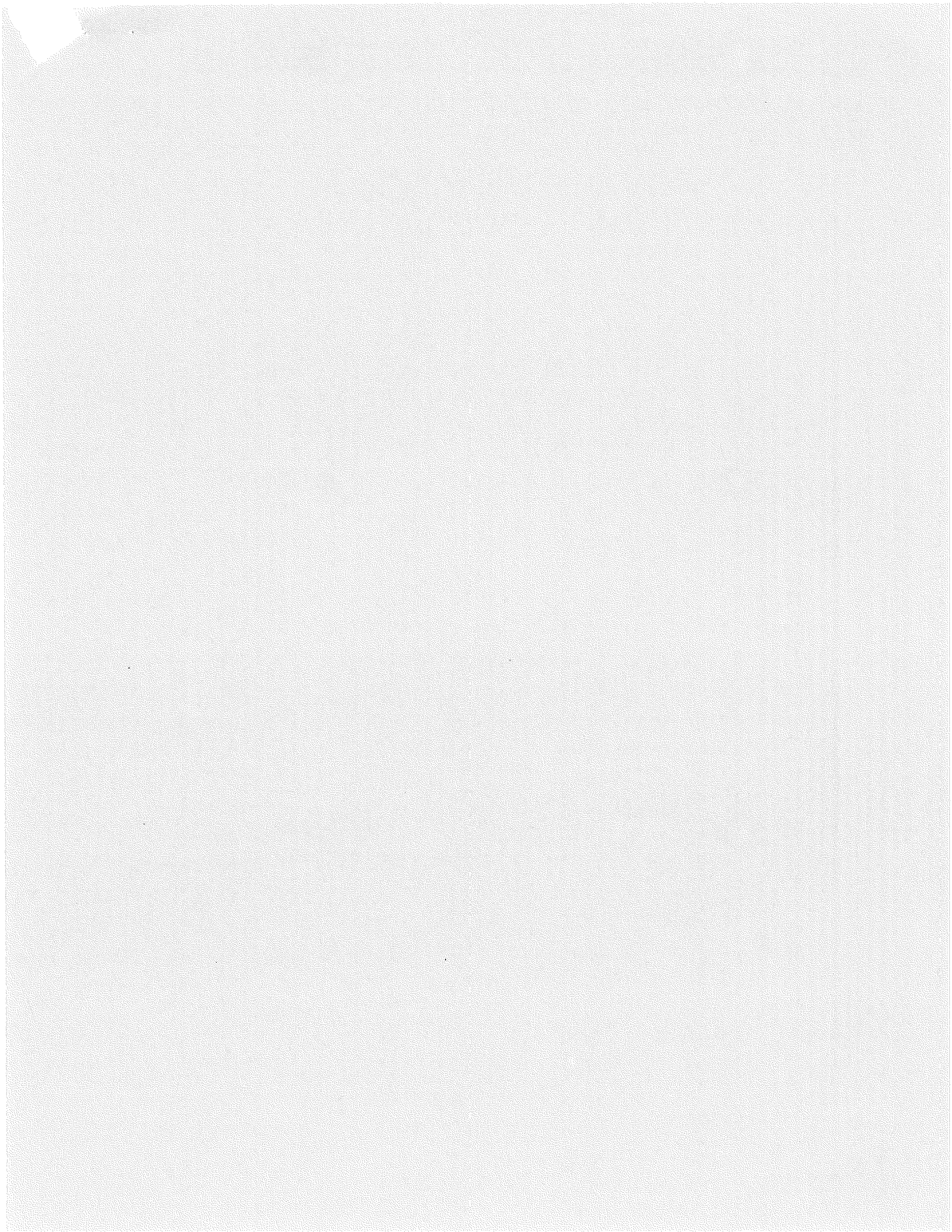


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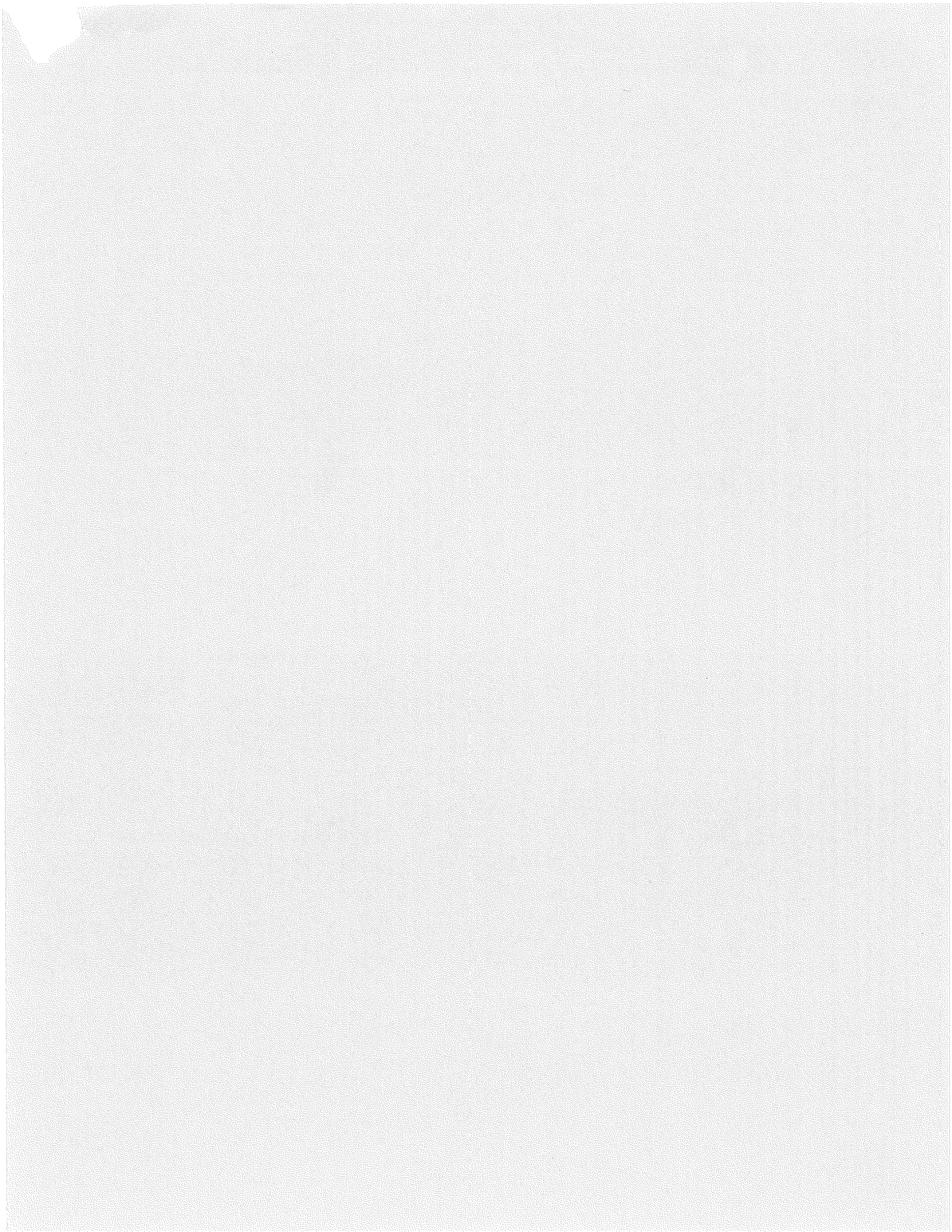
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1. Forms