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Exhibit "A"

Powered by Experience.
Driven by Excellence.™

ADT Commercial
Proposal



Proposal prepared for:

TOWNSHIP OF WEST ORANGE

Presented by:

Justin Conroy

732-558-2504 | 5/14/2024

Sales Agreement ID: 891323063

Proposal pricing is valid for 30 days

Powered by Experience. Driven by Excellence.

What helps make us an industry leader is plain and simple—we strive to deliver an outstanding customer experience at all points of interaction.

Coverage across the US

We have a national footprint with 150 locations, 4,500+ employees, 300,000+ customer locations, and 4 monitoring and operations centers.



Product and service offerings

 Access Control	 Intrusion Alarm Systems
 Alarm Monitoring	 Network Deployment & Management
 Analytics & Reporting	 Risk Management Consulting Services
 ATM & ITM	 Security-Only Networks
 eSuite SM Account Management	 Sprinkler Systems <i>(in select markets)</i>
 Fire Alarm Systems	 Structured Cabling
 Health & Nurse Call	 System Customization, Installation & Support
 Hosted & Managed Services	 Video Solutions
 Integrated Solutions	

Integrated system design and implementation offerings

- Managed broadband and MPLS
- Design-build engineering
- Wireless network security
- Tier 2 and Tier 3 support 24/7
- Network security
- Program and project management
- Data storage systems
- Security consulting and design assistance
- Cloud backup and disaster recovery
- Security network design assistance, implementation and management
- Structured cabling

Tuesday, May 14, 2024

TOWNSHIP OF WEST ORANGE

NICK ALLEGRIANO
66 MAIN STREET
WEST ORANGE, NJ 07052

Thank you for allowing us the opportunity to provide you with a proposal to replace the Zetron system with Aiphone. I am pleased to propose a cost-effective solution for your organization that will allow you to help mitigate your risks and reduce losses.

At ADT Commercial, we pride ourselves in providing our commercial customers with attentive service, proven security solutions, and the highest level of professional installation and monitoring.

I look forward to discussing this proposal with you. Should you have any questions, please do not hesitate to contact me.

Sincerely,

Justin Conroy

732-558-2504 / JustinConroy@everonsolutions.com

Equipment and Investment Statement for: West Orange Police Building Replace Zetron System with Aiphone

Site Information: TOWNSHIP OF WEST ORANGE, 66 MAIN STREET WEST ORANGE, NJ 07052

Scope of Work:

Utilizing OMNIA Partners Contract #220701

The intent of this project is to supply and install a new Aiphone IX series intercom system to replace the existing Zetron intercom system.

- Replace ten (10) stations in cell blocks (audio only). Supply and install new Cat6 cable to each cell block intercom using crawl space above cells. Free air.
- Replace nine (9) call stations in the field with new Aiphone call stations. Five (5) audio/video and four (4) audio only. Supply and install new Cat6 cable to each call station. Free air.
- Reuse one (1) existing Aiphone intercom master station in 2nd floor command center. Program nineteen (19) new intercoms into existing master station.
- Add one (1) 48-Port PoE network switch in the 1st floor phone room. Installed in a West Orange Twp. equipment rack.
- All Cat6 cables will be installed open air; no conduit or raceways included.
- In the Radio Room, replace twelve (12) existing relays with two (2) Aiphone multi-purpose adaptors. This will allow the "Sally Port Relays" to be cutover to Aiphone for continued remote door release functionality. Reuse existing cables and install multi-purpose adaptors at same "Sally Port Relays" wall field location. Supply and install two (2) Cat6 cables from Radio Room to new POE network switch in the 1st floor phone room.
- Provide project management, non-union installation, programming, and turn on/test labor.
- Prevailing wage labor included.
- Create CAD design engineered drawings for this project.

Qualifications:

- The plan is to reuse the "Sally Port Relay" cables. If any are found to be defective or unusable it will be documented with replacements quoted separately from this project.
- Any modifications to cell blocks and cinderblock walls by others. This includes but is not limited to cutting, drilling, and concrete work being done by others.
- All work based on an asbestos free environment.
- A one-year new parts and labor warranty applies on ADT Commercial supplied equipment. The warrantee does not include acts of nature, vandalism, abuse, misuse, neglect, or coverage of existing cabling.

Prices quoted are for normal working hours 8:00 a.m. to 4:30 p.m. Monday-Friday and do not include any (unless specifically shown), taxes, permit fees, fire alarm disconnects, network provisions, conduits, raceways, stub ups, back boxes, concrete work, patching, painting, floor coring, riser sleeve, or running 120VAC power if required. Installations are based on consecutive work hours/days. Any canceled project is subject to a 25% restocking charge. 30 net days from invoicing. Proposal is valid for 30 days.

Equipment List:

Qty	Mfg.	Description
5	Aiphone	Flush Mounted IP Video Intercom Door Station, Vandal Resistant, Stainless-Steel Faceplate
10	Aiphone	Flush Mounted IP Audio Intercom Cell Station, 2-Gang, Vandal Resistant, Stainless-Steel Cover

2	Aiphone	Multi-Purpose Adaptor, 4 Contact Inputs, 10 Relay Outputs
1	Aiphone	Stainless Steel Surface Mount Box
4	Aiphone	IP Audio Intercom Door Station, 3-Gang, Vandal Resistant
1	D-Link	52-Port Gigabit Smart Managed POE+ Switch (48 POE+ Ports 370W and 4 Combo SFP Ports)
5	Windy City Wire	23 AWG 4 Pair Non-Shielded Plenum Category 6 Purple Jacket 1,000 feet

Summary of Charges for: West Orange Police Building Replace Zetron System with Aiphone	
Total Equipment & Installation Price	\$61,202.36
Utilizing OMNIA Partners Contract #220701	*Plus applicable tax
	<i>Pricing is valid for 30 days</i>

Billing Terms:

Customer agrees to pay ADT as invoiced based on percentage of project progress. Project progress is defined as parts received and labor expended. Labor includes but is not limited to engineering, project management, installation labor, subcontractor labor & ACAD.

If ADT and Customer are parties to a mutually signed, written agreement, then the terms of that agreement control. If ADT and Customer are not parties to a signed contract, then the scope of work and prices set forth above are based upon and subject to the ADT Commercial Terms and Conditions ("Terms") available at <https://www.adt.com/commercial/terms-and-conditions>. Any modifications to the Terms may result in pricing changes. Any other terms and conditions are rejected by ADT Commercial LLC unless in a document signed by an authorized representative of ADT Commercial LLC.

A new leader in commercial security, fire and life safety.

ADT Commercial has assembled top system integration talent to provide a holistic approach to the problems that you are facing now and must prepare for in the future. With a wide portfolio of offerings, we will deliver installation and service expertise for a fully customized commercial solution to meet the needs of your organization.

A simple security audit can determine if there are gaps in your current protection and help you manage those risks with a system designed to accommodate your specific needs.

OUR GUIDING PRINCIPLES

Customers are Our True North

Our reputation is based on how we serve our customers.

Our People are the Difference

We strive to be the best technically-trained team in the business.

Dedicated to Commercial

We are 100% focused on our commercial customers.

One Ideal Partner

We are the premier holistic solutions partner—a full-service national company with nimble local delivery teams.

800.799.1204

adtdotcomdotcomcommercial



4,500+
Employees



150
Locations

ADT Commercial

Utilizing OMNIA Partners Contract #220701

		Equipment		US MSRP Each	Discounted Price Each	Total Price
Qty	Mfg	Description				
5	Aiphone	Flush Mounted IP Video Intercom Door Station, Vandal Resistant, Stainless Steel Faceplate		\$ 1,648.00	\$ 973.56	\$ 4,867.78
10	Aiphone	Flush Mounted IP Audio Intercom Cell Station, 2-Gang, Vandal Resistant, Stainless Steel Cover		\$ 1,050.00	\$ 620.29	\$ 6,202.88
2	Aiphone	Multi-Purpose Adaptor, 4 Contact Inputs, 10 Relay Outputs		\$ 988.00	\$ 583.66	\$ 1,167.32
1	Aiphone	Stainless Steel Surface Mount Box		\$ 252.00	\$ 148.87	\$ 148.87
4	Aiphone	IP Audio Intercom Door Station, 3-Gang, Vandal Resistant		\$ 1,282.00	\$ 757.34	\$ 3,029.37
1	D-Link	52-Port Gigabit Smart Managed POE+ Switch (48 POE+ Ports 370W and 4 Combo SFP Ports)		\$ 1,042.99	\$ 880.47	\$ 880.47
5	Windy City Wire	23 AWG 4 Pair Non-Shielded Plenum Category 6 Purple Jacket 1,000 feet		\$ 576.00	\$ 420.34	\$ 2,101.68
		Equipment Subtotal				\$ 18,398.36
		Labor				
		Description		Hourly Rate	Total	
224	ADT Commercial	Technician		\$	\$ 34,720.00	
24	ADT Commercial	Project Manager		\$	\$ 3,720.00	
16	ADT Commercial	IT Programming		\$	\$ 2,480.00	
8	ADT Commercial	CAD/Design		\$	\$ 1,136.00	
4	ADT Commercial	Engineering		\$	\$ 748.00	
		Labor Subtotal			\$ 42,804.00	
		Total Price Utilizing OMNIA Partners Contract #220701				\$ 61,202.36