



## Sales Quote

Expiration Date: 03-14-2024

### Quote Prepared For

**Jay Morrow**  
**Mount Diablo Unified School District**

1936 Carlotta Drive  
Concord, Ca 94519  
United States  
Phone:925-682-8000  
morrowj@mdusd.org

### Quote Prepared By

**Shannon Conway**  
**Precision West Technologies**

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Rocklin, CA 95677  
United States  
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### Scope Of Work

Mount Diablo Unified School District

Precision West will install (19) customer provided AXIS cameras at Pine Hollow Middle School. Precision West will supply the (6) Panduit Patch panels, Panduit CAT6A cabling, and any required camera mounts. PWT will also remove 19 existing cameras as specified on the provided docs. Cameras will be removed and holes will be patched with silicone. Any required painting will be the customers responsibility. Labor has been quoted at after hours prevailing wage.

CMAS# 3-21-07-1004

Item#	Quantity	Item	Unit Price	Adjusted Unit Price	Extended Price
<b>One-Time Items</b>					
1)	2	T91D62 Parapet Mount	\$467.12	\$467.12	\$934.24
2)	3	T94N02D Pend Kit P3727-PLVE	\$85.04	\$85.04	\$255.12

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Item#	Quantity	Item	Unit Price	Adjusted Unit Price	Extended Price
3)	9	T94N01D T94N01D PENDANT KIT FOR P3727-PLE IP CAM, 1.5" NPS THREAD, WALL MOUNT	\$122.02	\$122.02	\$1,098.18
4)	10	T91H61 Wall Mount for	\$245.27	\$245.27	\$2,452.70
5)	7	T91A64 CORNER BRACKET	\$109.69	\$109.69	\$767.83
6)	1	TP3103-E PENDANT KIT Dome	\$97.37	\$97.37	\$97.37
7)	1	T94R01B CORNER BRACKET FOR FIXED DOME CAMERAS	\$85.04	\$85.04	\$85.04
8)	1	T91A23 TILE GRID CEIL MNT 4P	\$109.69	\$109.69	\$109.69
9)	2	T91B51 Swivel Mount CEILING MOUNT INDOOR/OUTDOOR	\$158.99	\$158.99	\$317.98
10)	2	T91B52 12" Pipe Extension	\$72.72	\$72.72	\$145.44
11)	5	PUP6AHD04WH-G Panduit CAT6A	\$1,343.57	\$1,343.57	\$6,717.85
12)	38	CJ6X88TGWH 1-PORT MOD JACK IDC 8W8P UTP T568A/B TX6A CAT6A IP10 WHITE ROHS	\$22.49	\$22.49	\$854.62
13)	6	CPP24WBLY 24-PORT PANEL UNLOADED SNAP-IN 4-PORT FACEPLATE BLK W/OUT LABEL ROHS	\$58.36	\$58.36	\$350.16
14)	1	Misc Hardware: Conduit Cable Management Sealant Lift rental Back Boxes	\$3,300.00	\$3,300.00	\$3,300.00
15)	1	Labor-Prevailing Wage	\$40,816.00	\$40,816.00	\$40,816.00
				<b>One-Time Total</b>	<b>\$58,302.22</b>
<b>Shipping Items</b>					
16)	1	Shipping	\$200.00	\$200.00	\$200.00
				<b>Shipping Total</b>	<b>\$200.00</b>

Quote Number: 4298  
Mount Diablo Unified School District  
Pine Hollow Middle School

Item#	Quantity	Item	Unit Price	Adjusted Unit Price	Extended Price
				<b>Subtotal</b>	<b>\$58,502.22</b>
				City (9.75%)	\$1,724.41
				<b>Total Taxes</b>	<b>\$1,724.41</b>
				<b>Total</b>	<b>\$60,226.63</b>

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TERMS AND CONDITIONS

1. **Quote valid for only thirty (30) days after receipt**
2. **Installation contract:** This quote is based upon information provided to Precision West Technologies (PWT) by the quoted customer. Signing this quote formally constitutes a signed contract for products and services between Precision West Technologies and the customer.
3. **Adds, moves and changes** to the scope of work described within this quote must result in a written change order signed by both parties, prior to the re-ordering or reconfiguration of any product or service provided on this quote.
4. **Remobilization** charges (depending on distance) will be added to this quote if the site is not available at the time and place scheduled with the customer, or is not in the condition or configuration described by the customer. If PWT's project schedule is delayed because of obstructions, PWT may need to charge the Client any additional time and labor that will be required to complete the job.
5. **Weather Delays:** PWT cannot be held responsible for any schedule delays caused by weather. If there is a schedule delay caused by weather PWT will immediately contact the Client to discuss the schedule change. If the schedule cannot be changed and PWT is required to incur extra labor hours to complete the project PWT will send a Contract Change Order for the extra labor costs.
6. **Used equipment** will be installed and/or reused at the customer's own risk. Appearance and performance will not be improved by installation. Customer is responsible to notify of equipment deficiencies prior to installation. PWT will quote the repair and/or replacement of any equipment.
7. **Work Delay:** Installation will begin only after all equipment to be installed is physically on hand and ready for installation. A delay in the work schedule may occur if the customer requests "Adds, moves or changes" to this quotation or if a previously unknown or undisclosed condition is discovered during installation that alters the work required. If a "change order" results, a minimum of one hour may be charged and/or travel time assessed for the remobilization of labor on the project.
8. **Restocking and freight:** A 25 % minimum restocking fee will be added to the change order for any product returned by PWT, on the customer's behalf. If the equipment has already been installed and the product cannot be returned to the manufacturer, the customer must pay in full. Additional freight charges, if required, will be added to the change order. Special order items are not eligible for return or credit.
9. **Labor warranty 30 days:** Does not cover labor required to troubleshoot and repair/replace defective equipment.
10. **Equipment warranty:** Manufacturer's warranty applies. No labor to troubleshoot, reprogram, reconfigure or reinstall equipment will be included in the warranty. Freight charges to the manufacturer or any diagnostic fees that may be charged by the manufacturer are not included.
11. **Integration:** PWT has provided a diligent work effort to identify the complexity, reliability and compatibility of the integration required within the system design. PWT is not liable for the written or verbal information provided to PWT and presented to our clients through manufacturers, vendors and suppliers while integrating existing or future equipment and/or systems. Change orders may occur when additional labor hours, or if additional equipment or software is required to provide the level of integration desired or to remedy a situation caused by the integrated product.
12. **Server warranty:** Any attempt to alter software configuration or settings after server installation by any person other than PWT may void the server warranty and result in additional billing to restore proper system operation.
13. **Environmental limitations of video:** Variations in video quality due to changes in sun position, weather, lighting or housing cleanliness are a function of equipment limitations and are not a responsibility of PWT. Manufacturer's warranty provides for component repair at a Depot only and does not cover troubleshooting labor, shipping costs or restoration labor charges. No maintenance, warranty labor or shipping cost is provided by this installation agreement unless the customer purchases an extended labor warranty from PWT.
14. **Interference:** Interference to licensed or unlicensed frequencies are not the responsibility of PWT.
15. **Additional training** or Professional Services can be provided at our standard rates.
16. **Payment Terms:** Prices are firm for 30 days from date of this proposal. Payment terms will be as described in Quote or attached schedule of values. All payments due upon receipt of invoice. Interest charges on past due accounts and collection costs on overdue amounts shall be subject to a monthly finance charge. In addition, customer shall reimburse all costs and expenses for attorney's fees incurred in collection any amounts past due.
17. **Work Schedule:** Unless stated otherwise in the Scope of Work, all work to be performed during normal working hours, 8:00 AM to 5:00 PM, Monday through Friday excluding Federal holidays.
18. **Unless stated** in the Scope of Work no other labor or materials are included in this proposal.

ASSUMPTIONS:

- Client's staff has been notified by client's management that work disruptions may occur
- The stated Scope of Work constitutes the entire agreement between Precision West and Client
- Customer has known "good" data backup

EXCLUSIONS:

- Third Party Commissioning
- Integration with other business technologies unless stated in the Scope of Work
- The troubleshooting, configuration or repair of pre-existing hardware, software or infrastructure unless stated in the Scope of Work
- Any and all painting or patching, electrical work, roof penetrations, replacement of any ceiling tiles unless stated in Scope of Work

I have read, understand and agree to the terms and conditions \_\_\_\_\_(initial)

**CUSTOMER SIGNATURE CONSTITUTES AGREEMENT WITH PRECISION WEST TECHNOLOGIES TERMS AND CONDITIONS**

QUOTE AND TERMS ACCEPTED BY: \_\_\_\_\_ Date \_\_\_\_\_

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