

## VII. Pricing

ENA has provided a bid based upon the materials, systems and equipment described in the project RFP documents without exception as **A. Bid Form – Option 1.**

ENA is also providing a voluntary alternate bid based upon the materials, systems and equipment we believe are required to meet the objectives of the Video System Upgrade project and **save Obion significant costs.** This solution is provided as **C. Bid Form – Option 2 – Voluntary Alternate Bid.**

### A. Bid Form – Option 1

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Date: October 1, 2014

To: Obion County Board of Education  
1700 N. Fifth St.  
Union City, Tennessee 38261

From: Education Networks of America, Inc. (ENA)  
1101 McGavock Street, 3<sup>rd</sup> Floor  
Nashville, TN 37203  
Phone: (615) 312-6000; Fax: (615) 312-6099

For: Video system upgrades Obion County Schools  
Obion County Board of Education  
Union City, Tennessee

The undersigned, as Bidder, hereby declares that the only person, or persons, interested in the Bid as principal or principals, is or are, named herein and that no other person than herein mentioned has any interest in this Bid or in the contract to be entered into; that this Bid is made without connection with any other person, company or parties, making a bid, and it is in all respects fair and in good faith without collusion or fraud.

The Bidder further declares that he has examined the site of the work and informed himself fully in regard to all conditions pertaining to the places where the work is to be done, that he has examined the drawings and the project manual for the work and the Bidding Documents relative to the Work to be performed and that this bid is based upon thereon, without exception.

The Bidder proposes and agrees, if this Bid is accepted, to contract with the Owner in the form of contract AIA Document A101, Published by the American Institute of Architects for Contractor and Owner, furnishing thereby all services, labor, and materials to complete the construction of the project in full and complete accordance with the noted, described, and reasonably intended requirements of the Contract Documents.

The Undersigned hereby affirms and states that the prices quoted herein constitute the gross total cost for the work involved in the respective items and that this cost also includes taxes, insurance, royalties, transportation charges, use of tools and equipment, superintendents, overhead, profits and other work, services, and conditions necessarily involved in the work done and the materials furnished, in accordance with the requirements of the contract.

The Bidder agrees that his bid may not be withdrawn for a period of 60 calendar days after the scheduled closing time for receiving bids.

Bids shall be filled in by typewriter or manually in ink.

Acknowledge receipt of the following Addenda to the Contract Documents

Addendum #1 N/A date N/A

The bids shall be submitted in duplicate. All bids shall be enclosed in a sealed envelope. The envelope shall be addressed to the owner, and identified with the words "BID ENCLOSED, VIDEO SYSTEM UPGRADES, Obion County Board of Education" plainly written on the face thereof.

Bids must be submitted by Oct. 1, at 11 am.

Bidder further certifies that: (One must be checked)

All specifications are met as prescribed herein.

Alternate items and specs are attached and described as required herein.

### *Hillcrest Elementary*

The bidder agrees to perform all of the work described in the bidding documents for a lump sum price of:

Twenty-one thousand one hundred twenty-six dollars.<sup>1, 2, 3</sup>

(written amount)

\$ 21,126.00<sup>1, 2, 3</sup>

(numerical amount)

- Smartvue Server – S9R24 (Smartvue S9R 100 HD Camera Rack Mount 2U 24TB Cloud Surveillance Server. Includes 100 Camera Licenses and a 3-year warranty. RAID 6 included.)
- Annual Maintenance and Software Services including: Cloudvue Service, Commandvue and Commandvue+, Sharevue
- 16 Channel Encoder
- 4 SmartVue Cameras – SVC-D-3 Dome Cameras
- CSS Installation

### *Lake Road Elementary*

The bidder agrees to perform all of the work described in the bidding documents for a lump sum price of:

Two thousand eight hundred thirty-seven dollars.<sup>2, 3</sup>

(written amount)

\$ 2,837.00<sup>2, 3</sup>

(numerical amount)

- 1 Outdoor Camera – Scati Part# SEC-4210NR5-Y
- CSS Installation

*Ridgemont Elementary*

The bidder agrees to perform all of the work described in the bidding documents for a lump sum price of:

Twenty-one thousand two hundred ninety-six dollars. <sup>1, 2, 3</sup>

(written amount)

\$ 21,296.00 <sup>1, 2, 3</sup>

(numerical amount)

- Smartvue Server – S9R24 (Smartvue S9R 100 HD Camera Rack Mount 2U 24TB Cloud Surveillance Server. Includes 100 Camera Licenses and a 3-year warranty. RAID 6 included.)
- Annual Maintenance & Software Services including: Cloudvue Service, Commandvue and Commandvue+, Sharevue
- 16 Channel Encoder
- 4 SmartVue Cameras – SVC-D-3 Dome Cameras (\$237.50 X 4)
- CSS Installation

*Requested Alternates*

Requested Alternate #1: Add \$ N/A

(description of alternate) Annual fee for Maintenance support and technical advise per year (5 year term)

Please see Pricing Note 1 for recurring annual maintenance fee.

*Voluntary Alternate*

ENA has provided and alternate response for Obion’s consideration. Please see Section C. Bid Form – Option 2 – Voluntary Alternate Bid

Voluntary Alternate #1 Add \$ N/A Deduct \$ N/A

(description of alternate)

The Bidder acknowledges by his signature below that the Owner reserves the right to reject any and/or all bids, especially any bids that appear to be irregular in nature or inconsistent in content. The bidder further acknowledges that the Owner has the right to evaluate bids and to accept any bid or bids which, in his opinion, may be in His best interest.

By: *Julian Kelly*  
(signature)

Title: Vice President, Client Services

Date: October 1, 2014

Firm Name: Education Networks of America, Inc. (ENA)

State of Incorporation: Delaware

Contractors’ License No.: N/A

Expiration Date: N/A

CCTV License No. N/A

Tennessee ORI No. N/A