



Phone: 530-652-4169 | Fax: 530-641-1258

**Head Quarters:**

412 Main Street  
Wheatland, CA 95692

**Sacramento Area:**

1995 Highway 65  
Wheatland, CA 95692

**Bay Area:**

825 Arnold Drive, Suite #104 / Bay 1  
Martinez, CA 94553

**Re: Napa Unified School District Video Surveillance Upgrade a Phase 2**

**Attn: Rob Mangewala / Manual Ruiz**

**Quote: 6027**

**February 14, 2020**

**SCOPE:**

Walker Telecomm will provide and install Labor and Materials for the installation of new Cat 6 Cabling and Cameras (Cameras provided and configured by ASG) installations at River Middle School.

Installation includes raceway where needed to provide pathways for cabling. All cable will be routed as per existing cabling routes and methods. All cabling will be terminated tested and labeled. Cameras will be installed and aimed directionally per desired area view.

Site	WV-S2531LN Outdoor VF	WV-S3531L Outdoor FF	WV-S2131L Indoor VF	WV-S3131L Indoor FF	WV-S2570L Outdoor 4K	WV-S8530N Multisensor	WV-X8570N 4K Multisensor	VMS Camera Total	Total
River Add 1			2	1				3	\$ 3,325.89
Central Kitchen	7			2				9	\$ 9,977.67
Snow	19			3	7			29	\$ 32,150.27
Shearer	15	2	6	3	4			30	\$ 33,258.90
Willow	18	1		2	7			28	\$ 31,041.64
McPherson	18			3	1	1	2	25	\$ 27,715.75
Philips	19	4		3	2			28	\$ 31,041.64
Donaldson Way	21	2	2	2	5			32	\$ 35,476.16
<b>Total Phase 2 Price</b>									<b>184 \$ 203,987.92</b>

LABOR AND MATERIAL SUMMARY BASED OFF CMAS

PER CAMERA UNIT SUMMARY

ESTIMATED LABOR – \$782.17

ESTIMATED MATERIALS - \$326.46

TOTAL PER CAMERA - \$1,108.63



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INSTALLATION SERVICE RATES (Per Hour)

LOCATION	MINIMUM CHARGE *	REGULAR HOURS PER HOUR **	AFTER HOURS PER HOUR **	SUNDAYS AND HOLIDAYS PER HOUR **
ORDERING ACTIVITY LOCATION	\$360.00	\$90.00	\$135.00	\$180.00

\*MINIMUM CHARGES INCLUDE 4 FULL HOURS ON THE JOB.

\*\*FRACTIONAL HOURS, AT THE END OF THE JOB, WILL BE PRORATED TO THE NEAREST QUARTER HOUR.

**4. INSTALLATION AND TECHNICAL SERVICES**

a. **INSTALLATION.** When the equipment provided under this contract is not normally self-installable, the Contractor's technical personnel shall be available to the ordering activity, at the ordering activity's location, to install the equipment and to train ordering activity personnel in the use and maintenance of the equipment. The charges, if any, for such services are listed below, or in the price schedule:

(1) **REGULAR HOURS**

The Regular Hours installation service rates listed herein shall entitle the ordering activity to installation service during the period of 8:00 am to 5:00 pm, Monday through Friday, exclusive of holidays observed at the ordering activity location. There shall be no additional charge for installation service which was requested during Regular Hours, but performed outside the Regular Hours defined above, at the convenience of the Contractor.

(2) **AFTER HOURS**

When the ordering activity requires that installation services be performed outside the Regular Hours defined above, except Sundays and Holidays observed at the ordering activity location, the After Hours installation service rates listed herein shall apply. The Regular Hours rate defined above shall apply when installation service is requested during Regular Hours, but performed After Hours at the convenience of the Contractor.

(3) **SUNDAYS AND HOLIDAYS**

When the ordering activity required that installation services be performed on Sundays and Holidays observed at the ordering activity location, the Sundays and Holidays installation service rates listed herein shall apply. When installation service is requested to be performed during Regular Hours and/or After Hours, but is performed at the convenience of the Contractor on Sundays or Holidays observed at the ordering activity locations, the Regular Hours and/or After Hours installation service rates, as applicable, shall apply.



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**PAYMENT SCHEDULE** is based off progress percent complete at each site Based off Agreed upon Schedule of Value created before project begins.

**Price includes taxes and shipping**

Pricing assumes: Existing pathways are reusable to pull in new cabling, in area

**Price Exclusions**

*Structural engineering, special permits outside of network infrastructure installation, cable tray, vaults, duct work, trenching), conduit and electrical work. Active equipment provided by others. Fire Treated plywood, Grounding.*

**Customer Responsibilities**

- Company reserves the right to assess additional change charges to the Customer for indirect expenses due to missed appointments. This includes the absence of an authorized Customer representative during on-site work. These may also include the associated standby time for Project Managers and Field Technicians, travel time/costs for return visit, and/or additional equipment shipping costs.
- All changes to this Statement of Work, whether requested by the Company or the Customer will be via the attached Change Request form.
- Any delays, Adds, Moves or Changes by customer could create additional charges and extended the Project Schedule

Walker Telecomm is an experienced IEBW contractor and has performed many like projects, we are confident we will provide an above satisfactory Design Build Network Security upgrade for the NVSD.

**Reference Walker Telecomm CMAS Contract Number 3-18-70-2897J**

Walker Telecomm is an experienced IEBW contractor and has performed many like projects, we are confident we will provide an above satisfactory Design Build Network Security upgrade for the NVSD.

I authorize the foregoing statement of work and direct the Company to immediately begin the design and fulfillment thereof:

**Napa Valley School District**

**Walker Telecomm**

Print Name: \_\_\_\_\_

Walker Telecom, Inc.

Signature: \_\_\_\_\_

\_\_\_\_\_



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