

6/20/2023

**Job Name: Greenville Security System Project - Rhombus Solution**

Dear Mike Sundby,

We are pleased to submit our proposal for installing and implementing the above-referenced project. As previously discussed, these numbers and specific installation items are subject to change based upon a Site Survey. These numbers are to provide a rough, ballpark estimate and are not binding.

<b>Cameras(2 bullets and 6 domes), Mounts, and Associated Hardware:</b>	<b>\$9,358.00</b>
<b>(8) 1-year Enterprise Device Licenses:</b>	<b>\$1,592.00</b>
<b>(6) Odin Link Hardwire Stations:</b>	<b>\$15,000.00</b>
<b>14 hrs. Preconfiguration, 24 hrs. Installation and Programming:</b>	<b>\$6,900.00</b>
<b>Miscellaneous Hardware and Equipment:</b>	<b>\$1,000.00</b>
<b><u>Sales Tax has been excluded until final project design is complete.</u></b>	

**Estimated Grand Total for Entire Project: \$33,850.00**

Any additional requirements not shown or not designated will be considered a change to the quotation and may require a price modification. We thank you for this opportunity to submit our proposal for this project. Please do not hesitate to call should you have any questions.

Sincerely,



CEO  
Odin Systems, Inc.  
dustin@odinsystems.com

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**Inclusions/ Clarifications:**

- Price based on the budgetary scope of work verbally requested and outlined in prior correspondence.
- Pricing is based on regular working hours.
- Pricing includes prevailing wage.
  - \$200/hr with Bucket Truck.
- As part of the project scoping, evaluation, and deployment processes, the contractor will evaluate its proposal and look for opportunities to reduce the cost of the original estimate, if possible, without compromising the quality and integrity of the proposed coverage areas.
- Enterprise Console License is quoted on a 1-year subscription platform. The subscription covers automatic software updates, remote hardware troubleshooting, and access to customer support through Rhombus.
  - Subscription durations of 3, 5 or 10 years are available.
- We have included pricing for both the R510 Bullet Camera and the R230 Wifi Dome camera all on a one year license. Each camera has embedded analytics that are included.
  - Product selection will be discussed and selected based upon the Client's needs and expectations.
  - Video retention times can be increased or decreased which will alter the price.
    - Bullet camera pricing includes 30 days of storage.
    - Dome camera pricing includes 20 days of storage.

**Site Survey/ Architecture:**

- Some locations have access to wifi/internet connection. We discussed that there are 2 locations with internet access. If wifi/internet access is identified at any other locations, this would mitigate the need for a Odin Link Box and would alter the price estimated.
  - Rhombus solutions mitigate the need for server or NVR architecture. These cameras record to an SD card located on the camera and can be viewed remotely as long as we can get internet connectivity to the camera. There are features that allow you to save footage which will be stored in the cloud for up to 2 years.
- Some locations (6) are more rural and will require a cell based connection. For these locations, Indian Valley CSD will need to provide SIM cards to be plugged into a cell modem that is located inside of the Odin Link Communications Box. Each comms box can support up to 4 cameras.
- Each camera location requires access to constant 120v electrical power.
- Finalization of the quote is to be completed after a Site Survey is performed.

**Scope of Work and Location**

**1. Greenville Water Plant**

- a. Provide all hardware and software pre-configuration before installation.
- b. Provide Installation and commissioning of (1) R510 varifocal bullet camera with appropriate mount.
- c. Provide installation of (1) Odin Link Hardwire Station.
- d. Provide aiming and configuration of the fixed situational cameras to the client's standards.
  - i. We estimate 3 hours for this installation.

**2. Greenville Main Office**

- a. Provide all hardware and software pre-configuration before installation.
- b. Provide Installation and commissioning of (1) R230 varifocal dome camera with appropriate mount.
- c. Provide aiming and configuration of the fixed situational cameras to the client's standards.
- d. This location was described to have wifi/internet connection.
  - i. We estimate 3 hours for this installation.

**3. Greenville WasteWater Ponds**

- a. Provide all hardware and software pre-configuration before installation.
- b. Provide Installation and commissioning of (1) R230 varifocal dome camera with appropriate mount.
- c. Provide installation of (1) Odin Link Hardwire Station.
- d. Provide aiming and configuration of the fixed situational cameras to the client's standards.
  - i. We estimate 3 hours for this installation.

**4. Greenville Lot**

- a. Provide all hardware and software pre-configuration before installation.
- b. Provide Installation and commissioning of (1) R230 varifocal dome camera with appropriate mount.
- c. Provide aiming and configuration of the fixed situational cameras to the client's standards.
- d. This location was described to have wifi/internet connection.
  - i. We estimate 3 hours for this installation.

**5. Highway 89 Lift Station**

- a. Provide all hardware and software pre-configuration before installation.
- b. Provide Installation and commissioning of (1) R230 varifocal dome camera.
- c. Provide installation of (1) Odin Link Hardwire Station.
- d. Provide aiming and configuration of the fixed situational cameras to the client's standards.
  - i. We estimate 3 hours for this installation.

**6. Crescent Mills Water Plant**

- a. Provide all hardware and software pre-configuration before installation.
- b. Provide Installation and commissioning of (1) R510 varifocal bullet camera with appropriate mounts.
- c. Provide installation of (1) Odin Link Hardwire Station.
- d. Provide aiming and configuration of the fixed situational cameras to the client's standards.
  - i. We estimate 3 hours for this installation.

**7. Taylorsville Lift Station**

- a. Provide all hardware and software pre-configuration before installation.
- b. Provide Installation and commissioning of (1) R230 varifocal dome camera with appropriate mount.
- c. Provide installation of (1) Odin Link Hardwire Station.
- d. Provide aiming and configuration of the fixed situational cameras to the client's standards.
  - i. We estimate 3 hours for this installation.

**8. Taylorsville Pool**

- a. Provide all hardware and software pre-configuration before installation.
- b. Provide Installation and commissioning of (1) R230 varifocal dome camera with appropriate mounts.
- c. Provide installation of (1) Odin Link Hardwire Station.
- d. Provide aiming and configuration of the fixed situational cameras to the client's standards.
  - i. We estimate 3 hours for this installation.

**Exclusions:**

- 1. Return trips if power is not finalized to Odin specifications
- 2. Providing constant 120vac to cameras and/or telecom.
- 3. Mounting, installation or programming of any network hardware not referenced above.
- 4. Unforeseen conditions.
- 5. Stamped or Engineered drawings.
- 6. Working not explicitly referenced above.
- 7. Engineering fees.
- 8. Plan check fees.
- 9. Payment and performance bonds.
- 10. Permit fees.
- 11. Overtime.
- 12. Additional network conduit or cabling.
- 13. Additional power conduit or cabling.
- 14. Approvals from City, State, and County agencies.
- 15. Special insurance requirements not disclosed ahead of signing.
- 16. Special cranes or man lift equipment if not specified.