

13. Key Personnel. City has relied upon the professional training and ability of Contractor to perform the services hereunder as a material inducement to enter into this Agreement. Contractor shall provide properly skilled professional and technical personnel to perform all services under this Agreement. In the event that City, in its sole discretion, at any time during the Agreement, desires the removal of any person or persons assigned by Contractor to perform Services pursuant to this Agreement, Contractor shall remove any such person immediately upon receiving notice from City.

14. Use of Materials.

- A. City shall make available to Contractor such materials from its files as may be required by Contractor to perform Services under this Agreement. Such materials shall remain the property of City while in Contractor's possession. Upon termination of this Agreement and payment of outstanding invoices of Contractor, or completion of work under this Agreement, Contractor shall return to City any property of City in its possession and any calculations, notes, reports, electronic files, or other materials prepared by Contractor in the course of performance of this Agreement.
- B. City may utilize any material prepared or work performed by Contractor pursuant to this Agreement, including computer software, in any manner, which City deems proper without additional compensation to Contractor. Contractor shall have no responsibility or liability for any revisions, changes, or corrections made by City, or any use or reuse pursuant to this paragraph unless Contractor accepts such responsibility in writing.

15. Nonuse of Intellectual Property of Third Parties. Contractor shall not use, disclose or copy any intellectual property of any third parties in connection with work carried out under this Agreement, except for intellectual property for which Contractor has a license. Contractor shall indemnify and hold City harmless against all claims raised against City based upon allegations that Contractor has wrongfully used intellectual property of others in performing work for City, or that City has wrongfully used intellectual property developed by Contractor pursuant to this Agreement.

16. Ownership of Work Product. All documents or other information created, developed, or received by Contractor shall, for purposes of copyright law, be deemed work made for hire for City by Contractor and shall be the sole property of City. Contractor shall provide City with copies of these items upon demand, and in any event, upon termination of this Agreement.

17. Legal Requirements.

A. Contractor shall secure and maintain all licenses or permits required by law, including a City business license, and shall comply with all ordinances, laws, orders, rules, and regulations pertaining to the work.

B. Contractor warrants it fully complies with all laws regarding employment of aliens and others, and that all of its employees performing services hereunder meet the citizenship or alien status requirements contained in federal and state statutes and regulations.

- C. Contractor covenants that there shall be no discrimination based upon race, color, creed, religion, sex, marital status, age, handicap, national origin or ancestry, or any other category forbidden by law in performance of this Agreement.
- D. Contractor shall comply with all requirements of the California Labor Code including the minimum wage requirements referenced in Exhibit A.

18. Conflict of Interest and Reporting.

A. Contractor shall at all times avoid conflicts of interest or the appearance of a conflict of interest in the performance of this Agreement. If required, Contractor shall comply with the City's Conflict of Interest reporting requirements. Contractor understands that pursuant to Gardena Municipal Code sections 2.24.020H and 2.24.025G, it is forbidden to make any contribution to a candidate or committee of a candidate for a municipal office of the City, or to an officeholder, until the completion of services to be performed under this Agreement.

B. Contractor and its representatives shall refrain from lobbying City of Gardena officials, employees and representatives for the duration of this Agreement.

19. Guarantee and Warranty. Contractor warrants to City that the material, analysis, data, programs and SERVICES to be delivered or rendered hereunder will be of the kind and quality designated and will be performed by qualified personnel. Without waiver of City's other rights or remedies, City may require Contractor to re-perform any of said services, which were not performed in accordance with these standards. Contractor shall perform the remedial services at its sole expense.

20. Insurance.

A. Commencement of Work. Contractor shall not commence work under this Agreement until it has obtained City approved insurance. Before beginning work hereunder, during the entire period of this Agreement, for any extensions hereto, and for periods after the end of this Agreement as may be indicated below, Contractor must have and maintain in place all of the insurance coverage required in this Section. Contractor's insurance shall comply with all items specified by this Agreement. Any subcontractors shall be subject to all of the requirements of this Section and Contractor shall be responsible to obtain evidence of insurance from each subcontractor and provide it to City before the subcontractor commences work. Alternatively, Contractor's insurance may cover all subcontractors.

B. Insurance Company Requirements. All insurance policies used to satisfy the requirements imposed hereunder shall be issued by insurers admitted to do business in the State of California. Insurers shall have a current Best's rating of not less than A-:VII, unless otherwise approved by City.

C. Coverage, Limits and Policy Requirements. Contractor shall maintain the types of coverage and limits indicated below:

1. Commercial General Liability Insurance - a policy for occurrence coverage for bodily injury, personal injury and property damage, including all coverage provided by and

to the extent afforded by Insurance Services Office Form CG 2010 ed. 10/93 or 11/85, with no special limitations affecting City. The limit for all coverage under this policy shall be no less than one million dollars (\$1,000,000.00) per occurrence.

2. Commercial Auto Liability Insurance - a policy including all coverage provided by and to the extent afforded by Insurance Services Office form CA 0001, ed. 12/93, including Symbol 1 (any auto) with no special limitations affecting City. The limit for bodily injury and property damage liability shall be no less than one million dollars (\$1,000,000.00) per accident.

3. Policy Requirements. The policies set forth above shall comply with the following, as evidenced by the policies or endorsements to the policies:

- a. The City, its appointed and elected officers, employees, agents and volunteers shall be added as additional insured to the policy.
- b. The insurer shall agree to provide City with thirty (30) days prior written notice, return receipt requested, of any cancellation, non-renewal or material change in coverage.
- c. For any claims with respect to the Services covered by this Agreement, Contractor's insurance coverage shall be primary insurance as respects the City, its elected and appointed officers, employees, agents and volunteers. Any insurance or self-insurance maintained by the City, its elected and appointed officers, employees, agents and volunteers shall be excess of Contractor's insurance and shall not contribute with it.

4. Worker's Compensation and Employer's Liability Insurance - a policy which meets all statutory benefit requirements of the Labor Code, or other applicable law, of the State of California. The minimum coverage limits for said insurance shall be no less than one million dollars per claim. The policy shall be issued by an insurance company which is admitted to do business in the State of California and shall contain a clause that the policy may not be canceled without thirty (30) days prior written notice, return receipt requested, is mailed to City.

- D. Additional Requirements. The procuring of such required policies of insurance shall not be construed to limit Contractor's liability hereunder or to fulfill the indemnification provisions and requirements of this Agreement. There shall be no recourse against City for payment of premiums or other amounts with respect thereto. City shall notify Contractor in writing of changes in the insurance requirements. If Contractor does not deposit copies of acceptable insurance policies or endorsements with City incorporating such changes within sixty (60) days of receipt of such notice, Contractor shall be deemed in default hereunder.
- E. Deductibles. Any deductible or self-insured retention over \$25,000 per occurrence must be declared to and approved by City. Any deductible exceeding an amount acceptable to City shall be subject to the following changes: either the insurer shall eliminate or reduce such deductibles or self-insured retentions with respect to City, its officers, employees, agents and volunteers (with additional premium, if any, to be paid by Contractor); or Contractor shall provide satisfactory financial guarantee for

payment of losses and related investigations, claim administration and defense expenses.

F. **Verification of Compliance.** Contractor shall furnish City with original policies or certificates and endorsements effecting coverage required by this Agreement. The endorsements are to be signed by a person authorized by the insurer to bind coverage on its behalf. All endorsements are to be received and approved by City before work commences. Not less than fifteen (15) days prior to the expiration date of any policy of insurance required by this Agreement, Contractor shall deliver to City a binder or certificate of insurance with respect to each renewal policy, bearing a notation evidencing payment of the premium therefore, or accompanied by other proof of payment satisfactory to City. Contractor shall provide full copies of any requested policies to City within three (3) days of any such request by City.

G. **Termination for Lack of Required Coverage.** If Contractor, for any reason, fails to have in place, at all times during the term of this Agreement, including any extension hereto, all required insurance and coverage, City may immediately obtain such coverage at Contractor's expense and/or terminate this Agreement.

21. **Indemnity.**

- A. Contractor assumes all risk of injury to its employees, agents, and contractors, including loss or damage to property.
- B. Contractor shall defend, indemnify, and hold harmless the City, including its officials, officers, employees, and agents from and against all claims, suits, or causes of action for injury to any person or damage to any property arising out of any intentional or negligent acts or errors or omissions to act by Contractor or its agents, officers, employees, subcontractors, or independent contractor, in the performance of its obligations pursuant to this Agreement. This indemnity shall apply to all claims and liability regardless of whether any insurance policies are applicable. The policy limits do not act as a limitation upon the amount of indemnification to be provided by Contractor. This indemnity shall not apply if the claim arises out of the sole negligence or willful misconduct of City, its officers, agents, employees or volunteers.

C. No official, employee, agent or volunteer of City shall be personally liable for any default or liability under this Agreement.

22. **Independent Contractor.** Contractor agrees to furnish maintenance services in the capacity of an independent contractor and neither Contractor nor any of its employees shall be considered to be an employee or agent of City.

23. **Notices.** Any notice or communication given under this Agreement shall be effective when deposited, postage prepaid, with the United States Postal Service and addressed to the contracting parties. Name, address, telephone and facsimile numbers of the parties are as follows:

City of Gardena:  
1718 West 162nd Street  
Gardena, California 90247-3732  
Attn:  
Telephone Number:  
E-mail:

Contractor:  
Attn:  
Telephone Number:  
Facsimile Number:  
E-mail:

Either party may change the information to which notice or communication is to be sent by providing advance written notice to the other party.

24. Severability. If any provision of this Agreement shall be held illegal, invalid, or unenforceable, in whole or in part, such provision shall be modified to the minimum extent necessary to make it legal, valid, and enforceable, and the legality, validity, and enforceability of the remaining provisions shall not be affected thereby.

25. Jurisdiction and Venue. This Agreement shall be deemed a contract under the laws of the State of California and for all purposes shall be interpreted in accordance with such laws. Both parties hereby agree and consent to the exclusive jurisdiction of the courts of the State of California and that the venue of any action brought hereunder shall be Los Angeles County, California.

26. Waiver. No delay or failure by either Party to exercise or enforce at any time any right or provision of this Agreement shall be considered a waiver thereof or of such Party's right thereafter to exercise or enforce each and every right and provision of this Agreement. To be valid a waiver shall be in writing but need not be supported by consideration. No single waiver shall constitute a continuing or subsequent waiver.

27. Entire Agreement.

- A. This writing contains the entire agreement of the Parties relating to the subject matter hereof; and the Parties have made no agreements, representations, or warranties either written or oral relating to the subject matter hereof which are not set forth herein. Except as provided herein, this Agreement may not be modified or altered without formal amendment thereto.
- B. Notwithstanding the foregoing, and to realize the purpose of this Agreement, the Agreement Administrator may issue a written modification to the Scope of Work, if this modification will not require a change to any other term of this Agreement.

28. Public Record. This Agreement is a public record of the City.

29. Authority to Execute. The persons executing this Agreement on behalf of the parties

warrant that they are duly authorized to execute this Agreement.

30. Attorney's Fees. In the event that legal action is necessary to enforce the provisions of this Agreement, or to declare the rights of the parties hereunder, the parties agree that the prevailing party in the legal action shall be entitled to recover attorney's fees and court costs from the opposing party.

IN WITNESS WHEREOF, the parties have hereunto affixed their names as of the day and year written below.

CITY OF GARDENA

By \_\_\_\_\_  
Tasha Cerda, Mayor

Date \_\_\_\_\_

ACCEPTED:  
CONTRACTOR

By \_\_\_\_\_  
Name, Title

Date \_\_\_\_\_

APPROVED AS TO FORM:

\_\_\_\_\_  
Peter Wallin, City Attorney

ATTEST:

\_\_\_\_\_  
Mina Semenza, City Clerk



Transmittal letter :

April 3, 2019

City Of Gardena  
Attention: Office of City Clerk  
1718 West 162<sup>nd</sup> street  
Gardena, CA. 90247-3778

Reference:#19-05

RFP for Video Policing System Maintenance and Repair

Dear Purchasing Department:

DataGear Inc. is pleased to submit our proposal to provide the city of Gardena with Maintenance on the Video Policing System. We believe that our submittal is completely compliant with the requirements of the reference RFP. Our proposal will remain valid for a period of not less than one hundred and eighty (180) days from the date of submittal. We acknowledge receipt of the original Reference RFP.

We have a unique skill set with a background and history in outdoor/indoor network communication and security in the most difficult environments in the United States.

We have a full understanding of the scope of work necessary to complete the task in the appropriate time.

DataGear is a California company. DataGear's corporate headquarters is located in Santa Ana, California.

Thank you for this opportunity.

Sincerely,

*Lee M. Coffey*

Lee M. Coffey  
President, DataGear Inc.



# PROPOSAL TO PROVIDE

---



## Video Policing System Maintenance and Repair

Deliver to:

**City of Gardena**  
Police Department  
1718 West 162<sup>nd</sup> Street  
Gardena, Ca. 90247-3778



**DATA GEAR**  
INDUSTRIAL DATA SOLUTIONS

® Prepared by:

**Lee Coffey**  
lcoffey@DataGear.com

DATAGEAR, INC.

Address: 500 West Dyer Road, Santa Ana CA 92707

Phone: 714.556.5055 Fax: 714.556.5077

Website: [www.DataGear.com](http://www.DataGear.com)

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## SECTION 3 | WRITTEN PROPOSAL Video Policing System Maintenance



*Motorola Wireless Link Installation Top of 300 foot Post Panamax Crane*

DataGear Inc. is an Industrial Data Solutions company specializing in wireless network design, implementation and support in conjunction with data collection and surveillance systems.

“Our expertise, experience, resources, and deep understanding of our customer’s needs and partnerships with manufacturers, allows us to deliver solutions that exceed the requirements of our customers.” – Dave Kennedy, VP of operations

DataGear Inc. is a full-service Industrial Data Solutions company with **two decades** of experience. DataGear provides its customers with a full spectrum of services, from design and consulting to installation and support.

By providing comprehensive, single-source maintenance, the City of Gardena can have confidence in DataGear’s ability to provide optimal Up-Time of their Surveillance system.

DataGear will commit senior staff to administer the Maintenance Project. The senior executives identified, have full authority to conduct business on behalf of DataGear. With the top-level personnel, DataGear will provide efficient decision making while providing the top-level experience.

DataGear trusts in the ethic of teamwork and will apply this approach when working in collaboration with the City of Gardena to maximize operational stability.

If Datagear is awarded the contract it will first review the entire system. Compile a report of performance and an inventory of all none working components. Datagear Inc. will recommend the best and lowest cost solutions to best stabilize the entire platform. All recommendations will be open and universally compatible with a range of software's that the City may use in the future.



***Service Call on top of the Henry Ford Bridge Long Beach Ca.***

Lee M. Coffey will be the Project Manager. The DataGear Project Manager serves as the main contact for the City of Gardena regarding the project. He is responsible for the Standard interactions include project-scheduling, deliveries, commissioning software system to meet client's needs, walk-through(s) to verify system compliance, resolves deficiencies etc. The Project Manager shall also work on-site coordinating maintenance with the City to support a smooth Maintenance Schedule that does not impact the day to day operations. Duties are performed from the DataGear office in Santa Ana, CA and on-site during Service calls.

The Project Administrator is responsible for the contract, which includes the initial signing, amendments and change orders/directives as well as the legalities such as insurance, bonding, payment, etc.

| NAME             | TITLE                                     | ROLE                                                     | EXPERIENCE |
|------------------|-------------------------------------------|----------------------------------------------------------|------------|
| Lee Coffey       | President                                 | Project Manager:                                         | 21 years   |
| Ian Pedrosa      | Engineer                                  | Maintain, Troubleshoot<br>Configure and install hardware | 15 Years   |
| Ernest Ontiveros | Technician                                | Maintain, Troubleshoot<br>Configure and install hardware | 5 Years    |
| Tony Degonia     | Engineer<br><i>Former Indigo Engineer</i> | Design, Troubleshoot,<br>Upgrade                         | 20 Years   |
| Nathen Buchanan  | Engineer<br><i>Former Indigo Engineer</i> | Design, Troubleshoot ,<br>Upgrade                        | 18 Years   |

## D) Bidder Minimum Qualification

### Compliance Matrices

| Reference Page | Part D – Bidder Minimum Qualifications                                                                                                                                                                                                                                                                                         | Compliant,<br>Non-Compliant,<br>Partial<br>Compliant | Comments                                                                                                                                                                                |
|----------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Page 4         | The CONTRACTOR shall have experience and certification in designing, selling, installing, maintaining and repairing of an IndigoVision Video Surveillance Systems (IVSS) in an enterprise environment for a minimum of at least three (3) consecutive years as of release date of this RFP                                     | Compliant                                            | <u>Team Member</u><br>Nathan D. Buchanan<br>Support Engineer<br>IndigoVision<br>Mar. 2011 to May 2016<br><br>Tony Degonia<br>Engineer IndigoVision<br>Certified Trainer<br>2017 to 2018 |
| Page 4         | The CONTRACTOR must be a certified IndigoVision integrator and have a minimum of two references in their portfolio that use an IndigoVision VMS.                                                                                                                                                                               | Compliant                                            | <u>Team Member</u><br>Nathan D. Buchanan<br>Support Engineer<br>IndigoVision<br>Mar. 2011 to May 2016<br><br>Tony Degonia<br>Engineer IndigoVision<br>Certified Trainer<br>2017 to 2018 |
| Page 4         | The CONTRACTOR shall be capable and willing to respond on-site within two (2) hours in the event an emergency service call is placed.                                                                                                                                                                                          | Compliant                                            | 24 hour on-call currently<br><br>Long Beach Airport / Flight Systems Maintenance                                                                                                        |
| Page 4         | The CONTRACTOR at a minimum must be able to provide three (3) references of enterprise size contracts currently held by the CONTRACTOR that at a minimum include 40 cameras and a VMS system. At least two (2) references must include systems with centralized viewing within an Emergency Operation Center.                  | Compliant                                            | 1. POLB JCC 400 + Cameras<br><br>2. POLB Backup Command Center Designed & Installed By Datagear Inc.<br><br>3. City Of Needles<br><br>4. City Of Anaheim                                |
| Page 4         | The CONTRACTOR must have a minimum of five (5) years' experience in the installation of integrated video surveillance systems, with a minimum of three (3) years' experience in the installation of integrated video surveillance systems with "Public Safety." "Public Safety" is defined as law enforcement agencies and not | Compliant                                            | Port of Long Beach (5 Years)<br><br>Long Beach Marine Division<br><br>Fireboat 15 & 20                                                                                                  |

| Reference Page | Part D – Bidder Minimum Qualifications                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | Compliant,<br>Non-Compliant,<br>Partial<br>Compliant | Comments                                                                                                                                                                                              |
|----------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Page 4         | <p>The CONTRACTOR must have experience in the following areas:</p> <ul style="list-style-type: none"> <li>• Installing, maintaining, and repairing radio equipment from companies such as, but not limited to, Firetide, Motorola, and BridgeWave.</li> <li><input type="checkbox"/> Deploying License-Free and Licensed wireless wide area networks</li> <li>• Working with public safety band wireless equipment operating at 4.9 Ghz</li> <li>• Long range wireless point-to-point deployments over 3 miles</li> <li>• Point to point wireless infrastructure design and concepts</li> <li>• Video integration into an enterprise network</li> <li>• Enterprise network architecture and design concepts</li> <li>• Enterprise video network architecture and design</li> <li>• Interior and exterior camera selection, placement and configuration insecure environments</li> <li>Relevant broadcast protocols such as multicast</li> </ul> | Compliant                                            | Reference Past Projects                                                                                                                                                                               |
| Page 5         | <p>The CONTRACTOR must have Manufacturer's certification for the following aspects of the proposed system:</p> <ul style="list-style-type: none"> <li><input type="checkbox"/> Network infrastructure</li> <li><input type="checkbox"/> Wired and wireless portions of the proposed solution</li> <li><input type="checkbox"/> Surveillance system hardware and software</li> <li><input type="checkbox"/> IndigoVision certification</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | Compliant                                            | <p><b>Team Member</b><br/>Nathan D. Buchanan<br/>Support Engineer<br/>IndigoVision<br/>Mar. 2011 to May 2016</p> <p>Tony Degonia<br/>Engineer IndigoVision<br/>Certified Trainer<br/>2017 to 2018</p> |
| Page 5         | <p>The CONTRACTOR shall be certified by the manufacturer to resell, install and configure proposed equipment.</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | Compliant                                            | <p><b>Team Member</b><br/>Nathan D. Buchanan<br/>Support Engineer<br/>IndigoVision<br/>Mar. 2011 to May 2016</p> <p>Tony Degonia<br/>Engineer IndigoVision<br/>Certified Trainer<br/>2017 to 2018</p> |
| Page 5         | <p>The CONTRACTOR shall be licensed, at a minimum, as a Class C-7, Low Voltage Contractor by the California State Contractors License Board.</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | Compliant                                            | <p>Exceed requirement<br/>C-10 Electrical</p>                                                                                                                                                         |

## ORGANIZATION'S QUALIFICATIONS AND AVAILABILITY OF RESOURCES

DataGear is proposing a team of experienced personnel and ensure that the originally assigned technical and engineering staff remains available to the project for the entire duration. Any exceptions shall be coordinated with and approved by the City of Gardena.

DataGear shall assign senior staff to be available for consultations, meetings, technical sessions/workshops and other activities. DataGear shall ensure continuity of communication with the City's team, system/application vendors and other relevant parties through DataGear coordination sessions and implementation progress meetings.

DataGear will adhere to the change control process and procedures established with the City. DataGear will not affect any actions that may result in change to scope, schedule, quality and formally agreed upon design, unless formally instructed by the City of Gardena.



Port of Long Beach Joint Command Center / Up-Grade Project

## SECTION 4 | COMPANY BACKGROUND AND REFERENCE



Oakland Container Terminal Project

|                      |                                              |
|----------------------|----------------------------------------------|
| <b>Contractor:</b>   | DataGear, Inc.                               |
| <b>Headquarters:</b> | 500 W Dyer Rd.<br>Santa Ana, CA 92707<br>USA |
| <b>Role:</b>         | Project Management and Installation          |

### Experience and Overview

Datagear Inc. recently completed a one million dollar Wireless Network Enhancement Project with the Port Of Long Beach Security Division. (Contract # HD-8564B)

Datagear Inc. is currently under contract with the Port Of Long Beach Security Division to provide ***on-call wireless maintenance service*** for the next three years (Contract # HD-8731).

The Port Of Long Beach Joint Command and Control Center serves as a communication hub to distribute information to regional partners and stakeholders. The centers state-of-the-art technology has enabled real time information sharing with the ports many security partners at the local, state, regional and Federal levels. The Security Division was also recognized as the top security Organization's for Ports and Airports in 2015.



Long Beach Police Department Patrol Boat

## REFERENCES COMMERCIAL

### BAYONNE AUTO TERMINAL

**Size:** 94 Acres **Berths:** 2

**Access:** Federal channel being dredged to 50 ft.

**Security:** ISPS compliant. Provided by Ports America

**General:** Import/Export RoRo facility operated by Ports America

**Contact:** Eric Soler

Ports America Bayonne Auto Terminal

**Phone:** (201) 215-2088

**Cell:** (201) 538-4415

**Email:** [eric.soler@portsamerica.com](mailto:eric.soler@portsamerica.com)

**Web:** [www.portsamerica.com](http://www.portsamerica.com)

**Work Completed:** Complete Wireless installation (Cisco)

### OAKLAND INTERNATIONAL CONTAINER TERMINAL

**Size:** 270 Acres **Berths:** 5 plus secondary berths, 6,000 feet total length

**General:** Inner harbor at the Port of Oakland; 10 ZPMC 65-ton post-Panamax cranes

**Contact:** Adam Patalano, Facilities Manager

SSA Terminals

**Phone:** (510) 697-4218

**Fax:** (510) 433-1886

**Email:** [adam.patalano@ssamarine.com](mailto:adam.patalano@ssamarine.com)

**Work Completed:** Complete Wireless installation (Motorola/Zebra)

## PORT OF SAVANNAH

**Size:** Over 3 million sq. ft. of warehouse space available within 30 miles of port; two railroads, Norfolk Southern & CSX, on terminal

**Berths:** 9,700 feet of contiguous berth space

**Contact:** Adam Lutz, Manager of Terminal Automations

Port of Savannah

**Cell:** (912) 663-9156

**Fax:** (912) 964-3815

**Email:** [alutz@gaports.com](mailto:alutz@gaports.com)

**Web:** [www.gaports.com](http://www.gaports.com)

**Work Completed:** Complete Wireless installation (Motorola/Zebra)

## LICENSES, REGISTRATIONS, AND CERTIFICATES

FCC Registration Number (FRN): 0025308701

Federal Certified Safe Harbor # 26690

DataGear Inc. holds a California Class C-10 Contractor's License # 1004304

DataGear Inc. holds a City of Long Beach Business License Account # BU21506020

DataGear Inc. holds a City of Santa Ana Business License Account # 255

Port of Long Beach Small Business Certification, # 349600

California State Certification Small Business (Micro), # 31533

California State D.I.R Registration # 1000023361

Proven Ability to Bond Up to \$2,000,000.00

Motorola / Zebra Certified wireless Partner

N.E.C. Monitor Partner

Panasonic Rugged Book/Tablet Partner

Raytheon Technology (Blueforce) Partner

Siklu Certified Wireless Partner

Ceragon Certified Wireless Partner

Firetide Certified Partner

Axis Certified Partner

Milestone Systems Certified Partner

Ruckus Certified Wireless Partner

Motorola Air Defense Certified

Cisco Wireless Certified

F.C.C Certified CBRS Installer



*Siklu Wireless Links*

Revision



**DATA GEAR®**  
INDUSTRIAL DATA SOLUTIONS

Price Revision letter :

May 9, 2019

City Of Gardena  
Attention: Christopher Cuff  
1718 West 162<sup>nd</sup> street  
Gardena, CA. 90247-3778

Reference: #19-05

RFP for Video Policing System Maintenance and Repair

Dear Lieutenant Cuff:

DataGear Inc. has prepared a revised pricing proposal based on the request by the City Of Gardena to Omit the Camera Cleaning at the GTrans Administrative Facility .No other changes have been made to the original price proposal made with our RFP submittal .

Thank you for this opportunity.

Sincerely,

*Lee M. Coffey*

Lee M. Coffey  
President, DataGear Inc.



# ATTACHMENT C: CONTRACTOR'S PROPOSED PRICING

| PREVENTATIVE MAINTENANCE PROGRAM FOR CITY OF GARDENA                                                                                                                                                                                               |                      |                   |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------|-------------------|
| Submitted By: <u>Datagear Inc.</u>                                                                                                                                                                                                                 |                      | (Contractor Name) |
| <b>Camera Cleaning (2 Times Per Year)</b><br>(includes labor, vehicles, tools and materials)                                                                                                                                                       | <b>Cost Per Year</b> |                   |
| Camera Cleaning Excluding Cameras at GTrans Admin. Facility                                                                                                                                                                                        | \$ 12,064.09         |                   |
| <b>System Health Assessment (6 Times Per Year)</b><br>(IT Specialist who is certified in IndigoVision, networking, wireless, etc. will perform various health checks and corrective adjustments to VMS, storage, cameras, encoders, network, etc.) | <b>Cost Per Year</b> |                   |
| System Health Assessment 8 Hours @ \$ 100.00 per HR x 6                                                                                                                                                                                            | \$ 4,800.00          |                   |
| <div style="text-align: center;">Type text here</div> <b>Service Calls: Time &amp; Materials Basis</b><br>(includes vehicles and tools)                                                                                                            |                      |                   |
| Technician                                                                                                                                                                                                                                         | \$ 85.16             | /hour             |
| IT Specialist                                                                                                                                                                                                                                      | \$ 100.00            | /hour             |
| Insert Any Additional Personnel Admin. Person                                                                                                                                                                                                      | \$ 65.00             | /hour             |
| <b>New Installations: Time &amp; Materials Basis</b><br>(includes vehicles and tools; quotes will be provided for specific materials)                                                                                                              |                      |                   |
| Installers                                                                                                                                                                                                                                         | \$ 89.46             | /hour             |
| IT Specialist                                                                                                                                                                                                                                      | \$ 100.00            | /hour             |
| Project Manager                                                                                                                                                                                                                                    | \$ 189.00            | /hour             |
| <b>Assessment of GTRANS camera locations</b>                                                                                                                                                                                                       |                      |                   |
| Please propose methodology and fees associated with a full-system assessment for camera locations, equipment, etc. This shall be proposed as a flat-fee cost.                                                                                      | \$ 715.00            |                   |

Cost Plus 5 % Mark-up

Cost Plus 0 % Discount