

V. ITEMS FOR DISCUSSION:

- a. Antivirus – FortiEDR- Three Options

Fortinet FortiEDR Predict and Protect (Antivirus)

A. Why are you requesting the service/needs?

Why: We currently have two separate Antivirus programs. Microsoft Endpoint Protection for Windows devices, and ClamX for our Macs. Nearly 2 years ago, Microsoft dropped support for Macs, forcing us to move to another AV program ClamX. Within the past 2 months, we had 2 viruses come through, that were not caught by either program but was picked up by our FortiSIEM.

Need: The district needs a more robust Antivirus software program that what it currently has to mitigate cyber threats, one that covers all devices within one management “pane of glass”. FortiEDR offers real-time, automated endpoint protection, and integrates nicely with the existing FortiGate Firewall and FortSIEM we recently purchased. It detects advanced threats and stops data breachers and ransomware damage in real-time.

Suggested replacement: Fortinet FortiEDR Predict and Protect through IntegraOne (lowest bidder).

B. Cost Estimate: if over \$5,000, were 3 quotes obtained? If yes, please list the vendors and the amounts. Yes, 4 bids were obtained.

- IntegraOne - \$104,028.00
- SHI - \$104,795.00
- Unistar-Sparco - \$338,113.19
- ePlus - \$344,231.86

C. Procurement Method:

- After obtaining the specifications and part numbers for the products, a bid was issued on November 16 with a due date of December 1. The bid was emailed to over twenty vendors and listed on the PASchoolbids.com website.

D. Funds account to be charged for Procurement (Was this purchase budgeted?)

No. It is being fully funded by Federal Grant Funds:

- PCCD COVID-19 School Health and Safety Grant FY20-21 (ESSER) - \$43,000
- Elementary and Secondary School Emergency Relief Fund (ESSER Fund) - \$61,028.00
 - Account code to be determined.

E. Selection of winning proposal

- IntegraOne – Fortinet FortiEDR Predict and Protect - lowest priced vendor \$104,028.00. Even though this was bid, pricing is per COSTARS contract #SW #006-040.

FortiEDR Pricing Tabulations

	IntegraOne	SHI	Unistar-Sparco	ePlus
FortiEDR - 1yr option	\$54,928.00	\$56,028.00	\$76,903.23	\$77,586.30
FortiEDR - 3yr option	\$92,824.00	\$94,904.00	\$206,738.75	\$210,909.06
FortiEDR - 5yr option	\$104,028.00	\$104,795.00	\$338,113.19	\$344,231.86

PROPOSAL

In Response to:
East Stroudsburg Area School District
FortiEDR Predict & Protect Software &
Subscription RFQ

Due: December 1st, 2020 11:00am
Submitted by: IntegraONE

Allentown, PA Headquarters
7248 Tilghman Street, Suite 120
Allentown PA 18106

Central, PA Office
4 Lemoyne Drive, Suite 104
Lemoyne PA 17043

Cranberry Twsp, PA Office:
100 Northpointe Circle, Suite 201
Seven Fields PA 16046

Philadelphia, PA Metro Office:
1300 Virginia Drive, Suite 305
Ft. Washington PA 19034

Luzerne County, PA Office:
451 Third Avenue
Kingston PA 18704

800-582-6399
www.integra1.net

integra1**NE**
www.integra1.net

APPENDIX A



NON-COLLUSION AFFIDAVIT

The undersigned proposer having fully reviewed the Meraki Security Cameras and Related Equipment RFQ and determined the accuracy of the statements made herein certifies that:

1. I am authorized to make this affidavit on behalf of my firm, and its owners, directors, and officers, as the case may be.
2. This proposal was developed independently and submitted without collusion with, and without any agreement, understanding, or planned common course of action with any other entity designed to limit independent bidding or competition.
3. The contents of this proposal have not been communicated by me or by any employees or agents of my firm to any person not an employee or agent of this firm and I/we will not communicate any information concerning this proposal to any such person prior to the official opening of the RFP.
4. No attempt has been made or will be made to induce any firm or person to refrain from submitting a proposal for this project or to submit a price higher than this price, or to submit an intentionally high or noncompetitive price.
5. My firm, its affiliates, subsidiaries, officers, directors, employees are not currently under investigation by any governmental agency and have not in the last three years been convicted or found liable for any act prohibited by State or Federal law in any jurisdiction, involving conspiracy or collusion with respect to bidding on any public contract.
6. I acknowledge that the above representations are material and important, and will be relied upon by the East Stroudsburg Area School District when recommending an award for the services for which this proposal is submitted.

IntegraONE

Firm Name

November 29th, 2020

Date

Ashley Miller Account Manager

Name and Title (Printed)

added separately in an email

Signature

For more information please call 800-582-6399 or visit www.integraone.com

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APPENDIX B

For more information please call 800-582-6399 or visit www.integraone.com

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Option 1 – FortiEDR 1 Year *All Pricing per the Costars contract # 003-085*

DATA PROVIDED BY DISTRICT				DATA PROVIDED BY VENDOR	
Equipment Description	Manufacturer	Part #	Estimated Quantity	Unit Cost	Extended Cost
Fortinet FortiEDR Predict & Protect 1 year Licenses, qty 2000 (4 blocks of 500 licenses)	Fortinet	FC2-10-FEDR0-350-01-12	4	\$11,236	\$44,944
Installation - FortiEDR Services Remote Deployment Package: infrastructure installation, alert tuning, prevention mode migration, product training, and transition to operations - up to 5K ONE TIME COST	Fortinet	FP-10-EDR-DEPLOY-5K	1	\$9,984	\$9,984
TOTALS					\$54,928

For more information please call 800-582-6399 or visit www.integraone.com

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Option 2 – FortiEDR 3 Years *All Pricing per the Costars contract # 003-085*

DATA PROVIDED BY DISTRICT				DATA PROVIDED BY VENDOR	
Equipment Description	Manufacturer	Part #	Estimated Quantity	Unit Cost	Extended Cost
Fortinet FortiEDR Predict & Protect 3 years Licenses, qty 2000 (4 blocks of 500 licenses)	Fortinet	FC2-10-FEDR0-350-01-36	4	\$20,710	\$82,840
Installation - FortiEDR Services Remote Deployment Package: infrastructure installation, alert tuning, prevention mode migration, product training, and transition to operations - up to 5K ONE TIME COST	Fortinet	FP-10-EDR-DEPLOY-5K	1	\$9,984	\$9,984
TOTALS					\$92,824

For more information please call 800-582-6399 or visit www.integraone.com

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Option 3 – FortiEDR 5 Years *All Pricing per the Costars contract # 003-085*

DATA PROVIDED BY DISTRICT				DATA PROVIDED BY VENDOR	
Equipment Description	Manufacturer	Part #	Estimated Quantity	Unit Cost	Extended Cost
Fortinet FortiEDR Predict & Protect 5 years Licenses, qty 2000 (4 blocks of 500 licenses)	Fortinet	FC2-10-FEDR0-350-01-60	4	\$23,511	\$94,044
Installation - FortiEDR Services Remote Deployment Package: infrastructure installation, alert tuning, prevention mode migration, product training, and transition to operations - up to 5K ONE TIME COST	Fortinet	FP-10-EDR-DEPLOY-5K	1	\$9,984	\$9,984
TOTALS					\$104,028

For more information please call 800-582-6399 or visit www.integraone.com

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Allentown

7248 Tilghman Street
Suite 120
Allentown, PA 18106
1-800-582-6399
www.integra1.net



ESASD - FortiEDR

Quote # 026755 Version 3

November 30, 2020

Prepared for:

East Stroudsburg Area School District

Prepared by:

Ashley Miller, Account Manager

Karen Toczek, Inside Support Representative

One year

Description	Price	Qty	Ext. Price
FC2-10-FEDR0-350-01-12 FortiEDR Predict and Protect - Subscription license (1 year) + 24x7 Support - 500 assets	\$11,236.00	4	\$44,944.00
FP-10-EDR-DEPLOY-5K FortiEDR Services Remote Deployment Package: infrastructure installation, alert tuning, prevention mode migration, product training, and transition to operations - up to	\$9,984.00	1	\$9,984.00

Subtotal: \$54,928.00

Three year

* Optional

Description	Price	Qty	Ext. Price
FC2-10-FEDR0-350-01-36 FortiEDR Predict and Protect - Subscription license (3 years) - 500 assets	\$20,710.00	4	\$82,840.00
FP-10-EDR-DEPLOY-5K FortiEDR Services Remote Deployment Package - Installation - up to 5000 operations	\$9,984.00	1	\$9,984.00

4009984648

*** Optional Subtotal:** \$92,824.00

Five year

* Optional

Description	Price	Qty	Ext. Price
FC2-10-FEDR0-350-01-60 FortiEDR Predict and Protect - Subscription license (5 years) - 500 assets	\$23,511.00	4	\$94,044.00
FP-10-EDR-DEPLOY-5K FortiEDR Services Remote Deployment Package - Installation - up to 5000 operations	\$9,984.00	1	\$9,984.00

4010011652

*** Optional Subtotal:** \$104,028.00

per COSTARS contract # HW 003-085 & SW #006-040

ESASD - FortiEDR

Prepared by:

Allentown

Ashley Miller
 amiller@integra1.net
 484-223-3480 x1115

Karen Toczek
 ktoczek@integra1.net
 (484) 223-3480 x1150

Prepared for:

East Stroudsburg Area School District

Accounts Payable
 East Stroudsburg, PA 18301
 Brian Borosh
 (570) 424-8060
 brian-borosh@esasd.net

Quote Information:

Quote #: 026755

Version: 3
 Delivery Date: 11/30/2020
 Expiration Date: 12/25/2020

Quote Summary

Description	Amount
One year	\$54,928.00
Total:	\$54,928.00

*Optional Expenses

Description	One-Time
Three year	\$92,824.00
Five year	\$104,028.00
Optional Subtotal:	\$196,852.00

Pricing subject to change without advanced notice from the manufacturer. Leasing rates are subject to final configuration, pricing, and credit approval.

Restock fees will apply for any items returned. Returns must be made within 21 days of receipt of items unopened. Shipping fees not included. The information provided to you in this communication is regarded by integraONE to be Confidential and Proprietary Information. This includes the description of the materials/products for sale, the prices quoted, and any description of consulting services to be performed by integraONE. This information shall not be disclosed or made available to any party unrelated to this agreement without our express written consent. You must also exercise reasonable care to protect this information from the unauthorized disclosure by others.

Ship to Address:

Additional Information:

Allentown

East Stroudsburg Area School District

Signature: Ashley Miller

Name: Ashley Miller

Title: Account Manager

Date: 11/30/2020

Signature: _____

Name: Brian Borosh

Date: _____

EAST STROUDSBURG AREA SCHOOL DISTRICT
Fortinet FortSIEM & Related Licenses & Equipment
INSTRUCTIONS TO VENDORS

NON-COLLUSION AFFIDAVIT

The undersigned proposer having fully reviewed the Computers and Related Equipment Bid and determined the accuracy of the statements made herein certifies that:

1. I am authorized to make this affidavit on behalf of my firm, and its owners, directors, and officers, as the case may be.
2. This proposal was developed independently and submitted without collusion with, and without any agreement, understanding, or planned common course of action with any other entity designed to limit independent bidding or competition.
3. The contents of this proposal have not been communicated by me or by any employees or agents of my firm to any person not an employee or agent of this firm and I/we will not communicate any information concerning this proposal to any such person prior to the official opening of the BID.
4. No attempt has been made or will be made to induce any firm or person to refrain from submitting a proposal for this project or to submit a price higher than this price, or to submit an intentionally high or noncompetitive price.
5. My firm, its affiliates, subsidiaries, officers, directors, employees are not currently under investigation by any governmental agency and have not in the last three years been convicted or found liable for any act prohibited by State or Federal law in any jurisdiction, involving conspiracy or collusion with respect to bidding on any public contract.
6. I acknowledge that the above representations are material and important, and will be relied upon by the East Stroudsburg Area School District when recommending an award for the services for which this proposal is submitted.

IntegraONE
Firm Name

11/25/20
Date

Ashley Miller Account Manager
Name and Title (Printed)

Ashley Miller
Signature

V. ITEMS FOR DISCUSSION:

c. Food Delivery Program

Food Service Analysis With /Without Bussing of Meals

12/10/2020

Revenue					
Sep-20				Oct-20	
In-School Meal Revenue	\$125, 307.65			In-School Meal Revenue	\$113, 061.20
Bus Meal Delivery Revenue	0.00			Bus Meal Delivery Revenue	\$161, 073.04
Total Revenue	\$125, 307.65			Total Revenue	\$274, 134.24
Expenses					
Sep-20				Oct-20	
Café Labor Cost	\$165, 026.52			Café Labor Cost	\$155, 665.79
Transportation Costs	\$0.00			Transportation Costs	\$14, 380.00
Food/Other Related Costs	\$130, 187.06			Food/Other Related Costs	\$78, 858.37
Total Expenses	\$295, 213.58			Total Expenses	\$248, 924.16
09/01/2020 (No Buses)				10/01/2020 (WITH Buses)	
Total Revenue	\$125, 307.65			Total Revenue	\$274, 134.24
Total Expenses	\$295, 213.58			Total Expenses	\$248, 924.16
Profit/Loss - Sept	(\$169, 905.93)			Profit/Loss - Oct	\$25, 210.08

South HS closed 10/26-10/28

V. ITEMS FOR DISCUSSION:

d. Bus Stop Arm Cameras - \$148,676.00

Form 611

MUST BE COMPLETED FOR ANY PROCUREMENT OF A SERVICE OR ITEM OVER \$5,000.00

The respondent's email address (**dawn-rohrer@esasd.net**) was recorded on submission of this form.

FORM **611**

EAST STROUDSBURG AREA SCHOOL DISTRICT

Procurement Form

Name Of Requester *

Dawn M Rohrer

Department *

Transportation

Building *

J T Lambert - TLC

What service or item are you requesting? *

Stop Arm Cameras

Why are you requesting the service or item? *

Grant money provided for stop arm camera purchase

Suggested Replacement: *

None

Please complete an independent Cost Analysis. (Pre-determine costs prior to contacting a vendor.)

3 quotes obtained

Cost Estimate: If over \$5,000, were three (3) quotes obtained? If yes, Please list the vendor's information and quoted amount. *

Yes. Provision/\$999 per unit. Gatekeeper Systems/\$780 per unit. Seon/\$850 per unit.

What is the total cost of the purchase? *

\$148,676

Procurement Method: *

Quote

Request for Proposal (RFP)

Bid

Other: _____

Was this purchase budgeted? *

No ▼

Was this purchased through a PA State Contract or Approved Consortiums? If yes, select group.

Yes

Pennsylvania State Contract

COSTARS

Keystone Purchasing Network

PEPPM National Contract Program (Technology Bidding and Purchasing)

US Communities

NO

If item was purchased through a Pa State Contract or approved Consortium, please include contract number.

Pennsylvania

Which Fund will be charged? *

10 ▼

What account will be charged? *

Grant

Selection of winning proposal, Was the lowest price selected? If not, please explain why and the process of selecting the vendor. *

Provision should be selected. We are currently using provision cameras in the buses and the stop arm cameras would just be an addition to the existing cameras. They are also a CoStar partner.

Any additional information you would like to provide.

This form was created inside of East Stroudsburg Area School District.



PV PRO-VISION PRICE QUOTE

8625-B Byron Commerce Dr.
Byron Center, MI 49315

provisionusa.com

800-576-1126

PREPARED BY:
Steve Wagasky

PREPARED FOR:
East Stroudsburg Area School
District

QUOTE #:
MASQ15222

DATE:
09/22/2020

Description	Part #	Qty	Unit Price	Ext. Price
1080p HD Hybrid Base Kit Stop-Arm Camera Bundle Special Offer Includes: 1080p HD Base Kit w/No Camera [32GB], DVR-824 HD Dual-Lens Stop-Arm Camera Kit, DVR-828 HD Wireless Automatic File Transfer Kit Factory Installation (per vehicle)	DVR-906SA	124	\$1,199	\$148,676
	PV-INSTALL	124	\$280	\$34,720
Total (Options Not Included)				\$183,396
MSRP:				\$246,016
Savings:				\$62,620

Options & Accessories:

HARDWARE LEASE / INSTALLMENT PURCHASE OPTIONS:

60 Month Installment Purchase Option (per unit/month) \$ Call for Pricing
 Above Option with Installation (per unit/month) \$ Call for Pricing
 Lease price based on total product purchase divided by the total number of

NOTES:

- * System quoted will be able to replace your existing 700 series camera systems when they reach their end of life & allow you to reuse the cameras
- * I would estimate approximately \$15 per system for shipping
- * Installation price quoted is based off of 60 or more vehicles installed while onsite

TERMS:

General Terms: PRO-VISION®, Inc. ships all orders UPS Ground. Service or carrier change will result in additional charges. Shipping & Handling not included unless specified. Quote is valid for 30 days. Purchase price is USD and FOB Byron Center, MI. Product Invoice Net 30 Day Terms or 2.0% Discount Net 10 Day Terms. (excludes installation and SecuraMax Server). Terms and Discounts do not apply to leases or credit card payments. 50% Deposit Required for Installation. Final Installation/Service Payment is due on Receipt of Invoice. Product to be installed by PRO-VISION® and Service Deposit must be paid for prior to scheduling of install/service work. Minimum Service Deposit Required for Service Work. Install rates based on a single location with minimum access of 12 hr/days, 7 days/week. Additional fees may apply if installation location does not comply with our defined service facility requirements. Past due invoices will be subject to a 1.5% per month finance charge. No technical support or warranty claims will be provided for any past due account. All transactions are subject to final PRO-VISION® Management Approval.

Leasing: Installment Purchase Option Application must be submitted for final management approval. Rates are subject to change without notice until application is approved. Shipping & Handling is not included in quoted Installment Purchase Option Rates. Shipping & Handling will be included in Installment Purchase Option Application. A \$360.00 document fee and one advance payment equal to the total monthly rate is required with approved final Installment Purchase Option Documents.

SecuraMax®: Plan Price per Month Based on Service Contract for the specified length with autopay discount. Service Contract and End User License Agreement (EULA) required. Additional terms specified in Service Contract and EULA. Hardware using SecuraMax must be paid for prior to deployment. Protection Plan Claims Subject to Deductible.



Driving Safety Forward™

Date: December 3, 2020

Proposal #: 20-12315:35

Expiry Date: February 1, 2021

PREPARED FOR:

Dawn Rohrer 5704248500
 Director of Transportation dawn-rohrer@esasd.net

PREPARED BY:

Andrew Boyce

SOLD TO DETAIL

East Stroudsburg Area SD
 Bus Garage - 2000 Milford Road
 Admin Building - 50 Vine Street
 East Stroudsburg, Pennsylvania
 18301-0298

BILLING DETAILS

East Stroudsburg Area SD
 Bus Garage - 2000 Milford Road
 Admin Building - 50 Vine Street
 East Stroudsburg, Pennsylvania
 18301-0298

SHIPPING DETAILS

East Stroudsburg Area SD
 2000 Milford Road
 East Stroudsburg, Pennsylvania
 18301-0298
 United States

Corporate Office: 1.877.630.7366
 Unit 111, 3B Burbidge Street
 Coquitlam, BC V3K 7B2
 andrew.boyce@seon.com

Configuration 1

DVR

<u>Qty</u>	<u>Description</u>	<u>Unit Price</u>	<u>Qty Price</u>
10	TH6H500 TH DVR 6 HD channels, audio, security front cover with lock set, mounting bracket, power harness, 500GB hard drive.	\$750.00	\$7,500.00
1	TH-HK500G H Series Storage Cartridge for compatible recorders, includes 500GB HDD and Protective Carry Case	\$0.00	\$0.00
10	WT1D20S20G4 TL, TL-HD & TH, Explorer TX8 and HX16 wiring bundle with adapter harness, diagnostic indicator/alarm button cable 20 ft., five signal input 20 ft., GPS4 receiver magnetic mount 20 ft.	\$99.00	\$990.00

Cameras

<u>Qty</u>	<u>Description</u>	<u>Unit Price</u>	<u>Qty Price</u>
10	HD3S16E120 HD Camera, Wedge, Stop Arm, 16.0mm, external, IR TDN, 20' harness, to use with TH6 & TH8 DVRs	\$225.00	\$2,250.00
10	HD3S06E150 HD Camera, Wedge, Stop Arm, 6.0mm, external, IR TDN, 50' harness, to use with TH6 & TH8 DVRs	\$255.00	\$2,550.00
20	HD3U01AN50 HD Camera, Ultra Wide, 1.72mm, internal, audio, IR, TDN, 50' harness — to use with DH4C, TH6, TH8, and NH16 DVRs Cross-view	\$250.00	\$5,000.00
20	HD3U01AN20 HD Camera, Ultra Wide, 1.72mm, internal, audio, IR, TDN, 20' harness — to use with DH4C, TH6, TH8, and NH16 DVRs Cross-view	\$225.00	\$4,500.00

Opportunity ID: 0064U00000m2CfOQAU

1.877.630.7366
 safefleet.net

SEON MobileView

SAFE FLEET

Driving Safety Forward™

Accessories

<u>Qty</u>	<u>Description</u>	<u>Unit Price</u>	<u>Qty Price</u>
1	HDD3-STB Software kit Includes: vMax View Software, Handheld mouse, HDD-DOCK3 USB Docking Station, Note: Only one required per fleet	0.00	\$0.00

Freight

<u>Qty</u>	<u>Description</u>	<u>Unit Price</u>	<u>Qty Price</u>
1	FRGT-LTL LTL Freight	\$300.00	\$300.00

Configuration 1 Total: **\$ 23,090.00 USD**

Grand Total: **\$ 23,090.00 USD**

All purchases must be confirmed with an authorized signature from the purchaser; company issued purchase orders should be provided for all purchases exceeding \$10,000.00 (in addition to authorized proposal). Any purchases that are exempt from sales taxes must be accompanied by a tax exemption and/or resellers certificate.

By signing below I confirm that I have read and understood the provided proposal, that I agree to all of the terms and conditions set forth herein, including without limitation those set out in the Comments and Terms section below, and that all information, including billing and shipping details, is correct.

PO# _____ Date: _____

Name: _____ Title: _____

Signature: _____

Comments: _____

Seon Comments & Terms:

Opportunity ID: 0064U00000m2CfOQAU



Seon Comments & Terms:

TIPS Contract #180801 (SB Surveillance) EXPIRES Oct 2021

****INSTRUCTIONS TO CUSTOMER Per Tips & Taps Co-operative****

1. Please include our Contract # 180801 on the PO.
2. Please forward a copy of the Purchase order to tipspo@tips-usa.com

By signing above, the Customer agrees to the Seon Standard Terms and Conditions available at seon.com/standard terms (the "Ts&Cs"), which are incorporated herein and will govern all products, services, and other matters set forth in this document. Capitalized terms used but not defined herein shall have the meaning ascribed to them in the Ts&Cs.

This quote is valid for up to 90 days & payment terms Net 30. All sales are final. A restocking fee of 20% will apply for any product returns and/or exchanges requested after initial shipment of the product. Note that product returns and/or exchanges will only be accepted for new, unused product that is within the original, unopened packaging.

The following additional terms and conditions apply to Customer's use of any Smart Reach Cellular Modem (SRC-MODEM-S-1), Smart Reach Cellular Router All-in-One (SRC-ROUTER-S-1), and/or Safe Fleet Stream Cellular DATA PLAN (the "Cellular Products"):

(1) Customer agrees that it will not (a) enable any WIFI hotspot that makes use of any Safe Fleet stream Cellular Data Plan, (b) allow passengers or any other third parties to use any Safe Fleet Stream Cellular Data Plan, or (c) use any Safe Fleet Stream Cellular Data Plan for any purpose other than to use the applicable Seon products (e.g., SRC-MODEM and/or SRC-ROUTER products, as applicable) for their intended purposes, as set forth in applicable Seon documentation.

(2) Without limiting the foregoing, Customer further acknowledges and agrees that Safe Fleet will have no obligation to provide support of any kind to enable, or otherwise relating in any way, to any Customer's enabled wifi hotspot that makes use of any of the foregoing Cellular Products.

(3) The Safe Fleet Stream Cellular DATA PLAN offers limited data per month and is intended for use solely for Live Stream video. The customer's data limit is set forth above in this document. Data may be shared among vehicles in the Customer's fleet. Monthly data not used in the applicable month will be forfeited and will not roll over to subsequent months. The customer will pay an overage fee per gigabyte of data (prorated for any portion of a gigabyte) used in excess of the monthly limit, at Seon's then-current, applicable pricing. Customer may request the latest overage fee price from Customer's sales representative, by referencing Part Number: DATA-OVERAGE-1G-S.

Thank you for the opportunity to provide a Proposal for your mobile surveillance and fleet management needs. We trust this customized solution will help you meet your goals for passenger and driver safety and security.

Please feel free to contact me directly at 1.877.630.7366 if you have any questions or concerns. We look forward to partnering with you.

Best regards,

Andrew Boyce
1.877.630.7366 | andrew.boyce@seon.com

Opportunity ID: 0064U00000m2CFOQAU

1.877.630.7366
safefleet.net

SEON MobileView

Product Warranty

Seon Design Inc. ® Product Warranty

Seon Design Inc. ("Seon") warrants the cameras and components listed below against defects in workmanship and materials provided that such defects appear or are discovered within the respective periods specified below and provided further that the purchaser of such products notifies Seon of such defects in writing within thirty (30) days of the appearance or discovery of such defects:

- Three (3) years from date of purchase, parts and repair labor on all Cameras
- Three (3) years from date of purchase, parts and repair labor on the Explorer® HX, DX, TX, MX, EX, Premier, and Trooper® TL series mobile DVR Systems
- Three (3) years from date of purchase, parts and repair labor on all storage media (including hard drives)
- Two (2) years from date of purchase, parts and repair labor on InView 360™ Around Vehicle Monitoring Systems (including cameras, ECU, and wiring)
- One (1) year from date of purchase, parts and repair labor on the Smart Reach® and vMax Pulse Wireless systems and other Wireless products
- One (1) year from date of purchase, parts and repair labor on the LMU, VML Controller, Student Tracking RFID reader, other vMax Live Plus and vMax Navigator hardware products.
- One (1) year from date of purchase, parts and repair labor on all other products and accessories

If Seon repairs any camera or component which is out of warranty Seon warrants such repaired cameras or components against defects in workmanship and materials provided that such defects appear or are discovered within 90 days from date of shipment of such repaired camera or component to customer by Seon and provided further that the purchaser of such products notifies Seon of such defects within thirty (30) days of the appearance or discovery of such defects.

Subject to the terms and conditions listed below, during the relevant warranty period, Seon will repair, replace, or refund the purchase price for the defective product, whichever Seon considers to be appropriate in the circumstances, in Seon's sole and arbitrary opinion, free of charge, any defective products returned prepaid. In the event purchaser has a problem with any Seon product, please call and request a RETURN AUTHORIZATION (RA) NUMBER from the Service Department. Please call 877-630-7366 or (604) 941-0880 and ask for the Service Department. Be sure to have the model number, serial number and the nature of the problem available for the customer service representative. Prior authorization **MUST** be obtained for all returns, exchanges, or credits. **ITEMS SHIPPED TO SEON WITHOUT A CLEARLY IDENTIFIED RA NUMBER MAY BE REFUSED.**

Products returned will be tested to verify for possible defects. Upon verification of a defect, the product will be repaired or exchanged, or the purchase price will be refunded or credited to the customer's account, at the sole option of Seon. In the event of replacement, the returned product will be credited to the customer's account and a new invoice issued for the replacement item. Seon reserves the right to refund the purchase price or to issue a credit only in lieu of replacement. Seon may use new or refurbished replacement parts for repairing its products, at its sole and arbitrary discretion. Seon may replace an entire unit with an equivalent model, at its sole and arbitrary discretion. If a unit is exchanged, the returned product shall become the property of Seon and the exchange product becomes the property of the purchaser, and the remainder of the warranty that applied to the original unit purchased shall apply to the exchanged product. Exchange units may be new units, or units that have been repaired to full factory specifications, at Seon's discretion. If the product is found to be in good working order or its inability to function properly is not covered by this warranty, the product will be returned in the same condition as received unless repair is possible and requested by the customer. Repairs of such nature will incur a charge for parts and labor and will proceed only by agreement with the customer to accept the charge.

ADVANCE REPLACEMENTS

If there is a defect in workmanship or materials covered by this warranty in a camera, recorder or component and customer notifies Seon of such within sixty (60) days of:

- a) the date of installation of such product if the installation of such product was done by Seon; or
- b) If Seon did not install the product, of the date of shipment of the product to the customer by Seon,

and the customer requests advance replacement of such product by Seon, Seon will replace such product without charge in advance of return of such product by customer to Seon provided that if customer has not returned the defective product to Seon within sixty (60) days of the date of shipment by Seon of the advance replacement then Seon will invoice the customer for the purchase price of the advance replacement product including shipping costs and any taxes, duties or other charges related to the advance replacement and the customer shall pay to Seon the amount invoiced within 30 days of receipt of invoice, or if the customer has a written agreement with Seon regarding credit terms, then the customer shall pay the amount invoiced in accordance with the agreed upon credit terms:

This warranty shall not apply:

- a) to equipment not supplied by Seon;
- b) to computer equipment supplied by Seon (such as monitors, printers, servers and laptops) not manufactured by Seon. The customer must contact original manufacturer of such equipment for warranty terms and service;
- c) to equipment, including, any components, which shall have been operated in excess of rated capacity, subject to negligence, accident, or damage by circumstances beyond Seon's control, or to improper installation, operation, maintenance, servicing, alterations or storage, modification without Seon's written authorization, misuse, vandalism, fire, floods or acts of nature so as, in Seon's exclusive and arbitrary judgment, to affect the same adversely;
- d) to equipment that is installed utilizing installation products not supplied by Seon;
- e) if the warranty seal on the DVR has been broken or tampered with;
- f) if the serial number for the product has been altered in any way; or
- g) if the product has been operated outside of the specified Operating Environment specified in the Seon User's Manual for such product, or
- h) to cover any costs incurred by the customer for the removal of defective cameras or components or of non-defective cameras or components, or for the installation of repaired cameras or components or for the reinstallation of nondefective cameras or components, all of which are for the account of the customer.

Product Warranty

Disclaimer

THIS WARRANTY IS EXCLUSIVE AND IN LIEU OF ALL OTHER REPRESENTATIONS, WARRANTIES, GUARANTEES AND CONDITIONS, EXPRESS OR IMPLIED, STATUTORY OR OTHERWISE AND WITHOUT LIMITING THE GENERALITY OF THE FOREGOING, SEON EXPRESSLY DISCLAIMS AND EXCLUDES ANY IMPLIED WARRANTY OF MERCHANTABILITY, DURABILITY OR FITNESS FOR PURPOSE AND ANY WARRANTIES OR MODIFIED WARRANTIES ARISING FROM USAGE OF TRADE OR COURSE OF DEALING.

Any description of the goods or services, whether in writing or made orally by Seon or Seon's agents, specifications, samples, models, bulletins, drawings, diagrams, engineering sheets or similar materials used in connection with customer's order are for the sole purpose of identifying the goods and/or services and shall not be construed as an express warranty. Any suggestions by Seon or Seon's agents regarding use, applications or suitability of the goods and/or services shall not be construed as an express warranty unless confirmed to be such in writing by Seon. Purchaser assumes full responsibility for selecting products to achieve purchaser's intended purposes, for properly installing and using those products, and for verifying the results obtained therefrom.

PURCHASER'S EXCLUSIVE REMEDY AND SEON'S ENTIRE LIABILITY ARISING FROM OR IN CONNECTION WITH PURCHASER'S USE OF THE PRODUCTS AND/OR THIS AGREEMENT SHALL BE REPAIR OR REPLACEMENT OF DEFECTIVE PRODUCTS, OR REFUND OR CREDIT OF THE PURCHASE PRICE OF THE PRODUCTS AS SET FORTH ABOVE. SEON SHALL NOT BE SUBJECT TO AND DISCLAIMS: (A) ANY OTHER OBLIGATIONS OR LIABILITIES ARISING OUT OF BREACH OF CONTRACT OR OF WARRANTY; (B) ANY OBLIGATIONS WHATSOEVER ARISING FROM TORT CLAIMS (INCLUDING NEGLIGENCE, AND STRICT LIABILITY) OR ARISING UNDER OTHER THEORIES OF LAW WITH RESPECT TO GOODS SOLD OR SERVICES RENDERED BY SEON, OR ANY UNDERTAKINGS, ACTS OR OMISSIONS RELATING THERETO; AND (C) ALL CONSEQUENTIAL, INCIDENTAL, SPECIAL AND CONTINGENT DAMAGES WHATSOEVER, EVEN IF SEON HAS BEEN SPECIFICALLY ADVISED OF THE POSSIBILITY OF SUCH DAMAGES.

Without limiting the generality of the foregoing, Seon specifically disclaims any liability for property or personal injury damages, penalties, special or punitive damages, damages for lost profits or revenues, loss of use of goods or any associated equipment, cost of capital, cost of substitute goods, facilities or services, down-time, shut-down or slow-down costs, or for any other types of economic loss, and for claims of customer's customers or any third party for any such damages. Some jurisdictions do not allow limitation or exclusion of incidental or consequential damages, so this limitation or exclusion may not apply to purchaser. In no event shall Seon's total liability for any damages to purchaser or any other person in connection with the products or this agreement exceed the lower of the suggested list price or the actual price paid for the products, regardless of whether such liability arises from contract, tort, warranty or any other form of claim. If any provision of this agreement is found to be void, invalid, or unenforceable, that finding shall not affect the remaining provisions, all of which shall be enforced to the full extent permitted by law. If any remedy hereunder is determined to have failed of its essential purpose, the limitations of liability and exclusion of damages set forth above shall remain in full force and effect. This agreement may be modified only by a writing signed by a duly authorized representative of Seon.

Provisions Applicable to American Customers

For those customers whose mailing address is in Canada, Seon's offer and any agreement of sale resulting therefrom shall be governed by and construed in accordance with the internal and domestic laws of the Province of BRITISH COLUMBIA and the laws of Canada applicable therein without giving effect to the conflict of laws rules thereof. The courts of British Columbia (the "Canadian Closed Courts") shall have exclusive jurisdiction to entertain and determine all disputes and claims, whether for specific performance, injunction, declaration or otherwise arising out of or in any way connected with the construction, breach, or alleged, threatened or anticipated breach of the contract resulting from this offer and shall have jurisdiction to hear and determine all questions as to the validity, existence or enforceability thereof. The purchaser attorns to the exclusive jurisdiction of the jurisdiction of the Canadian Closed Courts, waives any obligation to venue in any action or proceeding regarding Seon Products and waives any objection that the Canadian Closed Courts are an inconvenient forum or do not have jurisdiction over the purchaser of Seon. The United Nations Convention On Contracts For The International Sale Of Goods shall not apply. The information contained herein is subject to change without notice.

Provisions Applicable to Canadian Customers

For those customers whose mailing address is in Canada, Seon's offer and any agreement of sale resulting therefrom shall be governed by and construed in accordance with the internal and domestic laws of the Province of BRITISH COLUMBIA and the laws of Canada applicable therein without giving effect to the conflict of laws rules thereof. The courts of British Columbia (the "Canadian Closed Courts") shall have exclusive jurisdiction to entertain and determine all disputes and claims, whether for specific performance, injunction, declaration or otherwise arising out of or in any way connected with the construction, breach, or alleged, threatened or anticipated breach of the contract resulting from this offer and shall have jurisdiction to hear and determine all questions as to the validity, existence or enforceability thereof. The purchaser attorns to the exclusive jurisdiction of the jurisdiction of the Canadian Closed Courts, waives any obligation to venue in any action or proceeding regarding Seon Products and waives any objection that the Canadian Closed Courts are an inconvenient forum or do not have jurisdiction over the purchaser of Seon. The United Nations Convention On Contracts For The International Sale Of Goods shall not apply. The information contained herein is subject to change without notice.

Extended Warranty for Certain Products

The following extended warranty ("Extended Warranty") provisions apply to products ("Extended Warranty Products") in respect of which the customer has purchased the Extended Warranty as a separate product from Seon. If any provisions of the Extended Warranty conflict or are inconsistent with the provisions of the basic warranty set forth above, the provisions of the Extended Warranty shall govern.

Seon warrants the Extended Warranty Products against defects in workmanship and materials provided that such defects appear or are discovered within the extended warranty period set forth in the applicable warranty purchased by the customer and provided further that the purchaser of such products notifies Seon of such defects within 30 days of the appearance or discovery of such defects.

Under the Extended Warranty:

- (a) Seon will provide repairs to the Extended Warranty Product at no extra charge during the Extended Warranty period;
- (b) normal wear and tear is covered, including replacement of hard drives if necessary;
- (c) the parts and repair labor required to complete all warranted repairs are included;
- (d) Seon will arrange and pay the cost of ground freight between customer's location and the Seon U.S.A. service facility (or such other location) as is designated by Seon in the relevant Return Material Authorization Issued by Seon in respect of such Extended Warranty Product; and
- (e) Seon will pay freight, brokerage and duty costs to bring the goods to Canada, if required, in the sole and arbitrary opinion of Seon.

In addition to the telephone numbers provided above for reporting a warranty matter, purchasers of Extended Warranty products may report warranty matters by e-mail to Seon at: service@seon.com.

Product Warranty

The purchaser reporting an Extended Warranty issue may request Seon to arrange for pick-up of the Extended Warranty Products and shall provide information as to the number of parcels and shall request a RETURN AUTHORIZATION (RA) NUMBER.

Seon will only be responsible for the cost of ground freight. Any additional costs for express modes of freight will be paid by the purchaser of the Extended Warranty Product. Advance replacements will not be provided.

A renewal or extension of the Extended Warranty is not automatic and will only be offered at the sole discretion of Seon and must be verified by Seon in writing.

GATEKEEPER

Quote Date
September 30, 2020

Doc #:
440765826REVA

BILL TO

Company East Stroudsburg School District
Address 50 Vine Street
City East Stroudsburg
State / Province PA
ZIP / Postal Code 18301

SHIP TO
Company Same as Billing
Address
City
State / Province
ZIP / Postal Code

ORDER INFO

Customer PO | Quote
Syspro S/O #
Delivery Date
(Delivery Date to be confirmed by CSI Order Desk - Dates are subject to change)

SHIPPING
Shipping Type: TBD
Shipping Time: Ground
Quoted:

G4-Y58 DVR, HD BASED 6 CHANNEL 120FPS (AHD) Plus 2 CHANNEL IP 30FPS RECORDER

Qty	Description	Price Each	Total
130	G4-Y58 Assembly Includes drive carrier and 500GB drive, power cable, sensor cable, key, cable cover (ABS) and mounting screws (no SD Card and no camera)	779.94	101,392.83
2	Kit for 1 to 2 IP Cameras with the Option to Add Additional Analog Cameras		

STORAGE

Qty	Description	Price Each	Total
3	G4-500GB-Y58-CDY CARRIER WITH 500GB HDD 500GB Storage for Y58 DVR		

INTELLIGENT TEMPERATURE SENSING SYSTEM (ITSS)

Qty	Description	Price Each	Total
			N/C

COMMON ACCESSORIES

Qty	Description	Price Each	Total
130	G4-TCR-DrvAlert Driver Alert Module	41.78	5,484.76
130	C4800371 ConnectORIZED Driver Alert Cable		
130	G4- GPS Antenna V2 GPS Active Antenna	29.84	3,879.83

CAMERAS (Cameras do not include cables)

Qty	Description	Price Each	Total
130	CAM/CAMTXM11AHD-5.0MM 60-foot Camera Cable	135.00	17,549.75
130	CSWHC2N-60 Horizontal		

STOP ARM SYSTEM CAMERAS

Qty	Description	Price Each	Total
130	SP25IP-KIT SP25IP Stop Arm Camera Kit	710.17	92,321.79
260	GSWHCATS-30MLD-G 30' IP Camera Cable	9.55	2,483.09

WIRELESS MODULES

Qty	Description	Price Each	Total
130	G4-DB WiFi Sales Kit Antenna Kit for In-Yard Wireless	46.52	6,047.36
130	NMO-MLPVDB2458 DUALBAND 2.4-2.5GHZ/4.9-5.8GHZ	31.83	4,138.48
130	MLFML-12-204-S1-A 17R PFP195 SMA MALE		
2	G4-20 Deg Antenna Kit-5GHz 5GHz Access Point	324.31	648.63
2	G4-WIFI 5GHz AP 922 Antenna - 90 Degree	328.29	656.59

GATEKEEPER

Quote Date
September 30, 2020

Doc #:
Branch:

1075826REV2
0

BILL TO

Company: East Stroudsburg School District
Address: 50 Vine Street
City: East Stroudsburg
State / Province: PA
ZIP / Postal Code: 18301

SHIP TO

Company: Same as Billing
Address: _____
City: _____
State / Province: _____
ZIP / Postal Code: _____

Qty	Part Number	Description	Price Each	Total
4	CAB000463	Antenna Harness 6ft	33.82	135.30
1	G4-120 Deg Antenna Kit-5GHz	5GHz Access Point	324.31	324.31
1	G4-WIFI 5GHz AP 922	120 Degree	288.50	288.50
1	Antenna - 120 Degree		33.82	67.65
2	CAB000463	Antenna Harness 6ft		
1	G4-Omni Directional Kit-5GHz	5GHz Access Point	324.31	324.31
1	G4-WIFI 5GHz AP 922	Omni Directional	101.47	202.94
2	Antenna - Omni Directional	Antenna mount	27.86	55.71
2	C15-0058		37.80	75.61
2	CAB000464	Antenna Harness 6ft		

WIRELESS INSTALLATION & COMMISSIONING

Qty

Qty	Description	Price Each	Total
1	Commissioning	8,500.00	8,500.00
4	G4-Wall Mount Mast Kit	321.83	1,287.31
4	G4-Wall Mount Mast Kit - Shipping	250.00	1,000.00

Gatekeeper specialist onsite to install mast equipment and access points includes training of staff in regards to G4 Enterprise and viewing video from server
Commissioning Wireless Infrastructure

Mast Kit for Walls

Disclaimer

- Wireless is quoted based on a remote site survey and may be subject to change based on physical site requirements
- Minimum power requirements (110VAC)
- Sim Cards/Data Plans to be provided by the School. Gatekeeper is not responsible for maintenance or payment of data plans
- Network connectivity and Wi-Fi performance is the responsibility of the Customer
- Suitable structures/buildings are available to mount the equipment on
- Provide network connection (switch or hub) to within 50' (maximum cable length) of WiFi Access Point (AP) Base Station mounting location
- Gatekeeper service personnel will require access to the server and networking equipment areas in all facilities (with support from the Districts IT group)
- It is strongly recommended that during the installation and commissioning phase that Gatekeeper is given the ability to VPN into the school's data network to configure and trouble shoot any issues that may arise

EXTENDED WARRANTY

Qty	Description	Price Each	Total
130	Y58 Ext. Warr - Y5	N/C	

Conditions:

- Y58 Extended Warranty - Year 5
- Extended warranty must be purchased at time of original sale
- Extended warranty cover manufacturers defects
- Extended warranty is only available for year 4 and year 5 - first 3 years is covered under the products 3 year warranty
- Storage is not included in this warranty (SD cards and Hard Drives)
- Normal wear and tear and damage is not covered under this warranty
- Warranty is return to factory - customer pays to ship to GSI, GSI pays return shipping using courier ground

DOWNLOAD & CONFIGURATOR KITS

Qty	Description	Price Each	Total
	Download kits listed below work for both DVR's		

GATEKEEPER

Quote Date
September 30, 2020

Doc #:
Branch:

47075526REV4
0

BILL TO

Company East Stroudsburg School District
Address 50 Vine Street
City East Stroudsburg
State / Province PA
ZIP / Postal Code 18301

SHIP TO

Company Same as Billing
Address -
City -
State / Province -
ZIP / Postal Code -

1	G4-Y58-DLKB	G4-Y58 Download Kit B	263.67	263.67
1	CAB000258	RCA-to-4Pin Din Connector Cbl		
1	CAB000392	ICD 24 Pin Avration AV Adaptor Cable		
1	DVR-USB4PUMH	USB 2.0 4-Port Ultra-Mini Hub		
1	DVR-USB4HDIMTM	4D USB Mini Trackball Mouse		
1	G4-S04HD2	HDD READER Hard Drive Docking Station		
1	DVRIP/LCD-TV	7" LCD Monitor		
		Intermediats Kit-with Monitor		
		RCA-to-4Pin Din Connector Cbl		
		ICD 24 Pin Avration AV Adaptor Cable		
		USB 2.0 4-Port Ultra-Mini Hub		
		4D USB Mini Trackball Mouse		
		7" LCD Monitor & Power Cable		

MISCELLANEOUS & SHIPPING

Qty	Part Number	Description	Price Each	Total
-		Five (5) Year Warranty on DVR's and Cameras		
130		Installation of complete system with Wifi Kit	375.00	48,750.00
-		Approximately 107 hours of record time		
2		WiFi Dongle	0.00	0.00
	LABOUR			
1	SHIPPING	Shipping	TBD	TBD

GATEKEEPER SYSTEMS INC.

Abbotsford, BC, V2T 6H1 Tel: 888-666-4833 • Fax: 604-864-8472
 • Applicable PST, GST, HST, local, state, and federal taxes to be determined. If exempt, Tax Exemption Certificates must be on file with GST.
 • Total excludes PST, GST, HST, local, state, and federal taxes.
 • Limited Warranty: 3 years on SD cards & DVRs. 5 years on interior cameras. 1 year on exterior cameras. 1 year on accessories. 1 year on HD & SSD HD
 • This quote may or may not contain a cost for shipping. Unless specifically noted otherwise, shipping will be charged.
 • Quote is valid for 60 days

Product Upgrade Discount
Tax Rate
Total \$ 295,825.41
TBD

This quote may or may not contain a cost for shipping.
Unless specifically noted otherwise, shipping will be charged.

V. ITEMS FOR DISCUSSION:

f. BerkOne Act 80 Proposal Bundle B – \$730.00



ACT 80 PROPOSAL

2021

berkone

Here's how it works

Records are compared to a database containing Pennsylvania addresses and corresponding taxing jurisdictions. If we can identify a taxing jurisdiction for a record and the taxing jurisdiction is in another school district, we will output the record to a separate report for the identified school district.

All records identified as being located within your district will not be output to avoid unnecessary shipping costs. Our goal is to identify as many records as possible as either your own district or another district to minimize the efforts required by your team to complete the Act 80 process.

You will receive reports for records identified as belonging to other school districts which will include the records not identified (Unknowns), as well as the Out of State and PO Box reports.

Manual review will be required by your office. Please refer to the materials provided in your Department of Revenue Act 80 packet for more information on how to identify these records.

1. Out of State - Out of state addresses cannot be linked to a specific Pennsylvania jurisdiction or school district.
2. PO Box - Addresses that contain a Post Office box cannot be linked to a specific Pennsylvania jurisdiction or school district. The PO Box report also contains addresses that include "C/O". Based on the "C/O", the address that is being reported could be a mailing address for the individual which is outside of the school district.
3. Unknown - If our process is unable to accurately determine a taxpayer's resident taxing jurisdiction.

Your completed reports will be shipped within ten business days of receipt of your .txt file or CD. If you choose to mail the CD, your disk will be returned along with your reports.

Our records have been perfected over the years of tax roll reporting/processing and while they are extremely solid, we cannot guarantee 100% accuracy.

Instructions

Fill out your school district's Act 80 form also attached to this email to have BerkOne process your files. By completing and returning this form to BerkOne, you authorize BerkOne to complete the Act 80 process on your behalf and to invoice your school district for the services provided.

1. Choose one of the following bundles

Bundle A

We will generate two printed copies of each report for the various school districts identified during the Act 80 process, as well as two printed copies of the "Out of State," "PO Box" and "Unknown" reports. We will also create one CD or flash drive containing:

- Records belonging to other school districts (file ending in "f")
- Records belonging to the submitting school district (file ending in "sd")
- Records that are PO box and C/O addresses (file ending in "po")
- Records that are out of state addresses (file ending in "os")

Bundle B

Includes one PDF copy of each report as well as one CD or flash drive containing:

- Records belonging to other school districts (file ending in "f")
- Records belonging to the submitting school district (file ending in "sd")
- Records that are PO box and C/O addresses (file ending in "po")
- Records that are out of state addresses (file ending in "os")

Choose any of the Additional Services

- Duplicate copy of the CD or Flash Drive (choose number of duplicates)
- Duplicate copy of School District Reports (choose number of duplicates)
- Custom set of mailing labels for your School District (choose number of mailing label sets)

2. Make any changes to the contact information about your school district
3. Fill in special instructions (if needed)
4. Save your completed Act 80 form
5. Email the completed Act 80 form and your school district's Act 80 .txt file to act80@berkone.com or mail the Act 80 form with your CD to the address below.

BerkOne
Attn: COD Department
1530 Valley Center Parkway
Bethlehem, PA 18017

Important: Your Act 80 file must be in an unaltered .txt format and labeled with your school code

**2021 Act 80 Comparison Services for
EAST STROUDSBURG AREA SD #45200**

Option or Number	Service	Unit Cost
<input type="checkbox"/>	Bundle A Basic service includes: <ul style="list-style-type: none"> • Two printed copies of each report • One CD or flash drive of *records processed Choose CD or Flash Drive	\$810.00
<input type="checkbox"/>	Bundle B Basic service includes: <ul style="list-style-type: none"> • One PDF copy of each report • One CD or flash drive of *records processed Choose CD or Flash Drive	\$730.00
	Duplicate copy of School District reports	\$50.00 per complete set
	Custom set of mailing labels for School Districts	\$17.00 per set

***Records processed will contain:**

- Records belonging to other school districts (file ending in "P")
- Records belonging to the submitting school district (file ending in "sd")
- Record that are PO Box and C/O addresses (file ending in "po")
- Records that are out of state addresses (file ending in "os")

Please confirm the following contact information. Make any necessary changes below.

	Information	Changes
Primary Contact:	Susan Vitulli	
Primary Contact Email:	susan-vitulli@esasd.net	
Secondary Contact Email:	thomas-mcintyre@esasd.net	
Report Contact Name:	Thomas J McIntyre	
Report Contact Title:	Chief Financial Officer	
Contact Phone:	570-424-8500	
Mailing Attention Name:	Thomas J McIntyre	
Mailing Address 1:	East Stroudsburg Area SD	
Mailing Address 2:	50 Vine St	
Mailing City:	East Stroudsburg	
Mailing State:	PA	
Mailing Zip:	18301	

By completing and returning this form to BerkOne, you authorize BerkOne to complete the Act 80 process on your behalf and to invoice your school district for the services provided.

- Once you have filled out the form above, remember to save it.
- Email this completed form and your Act 80 .txt file to act80@berkone.com
- Or
- Send your completed form and the CD via mail to:

BerkOne

Attn: COD Department

1530 Valley Center Parkway

Bethlehem, PA 18017

There will be additional costs for shipping. Shipping costs will appear as a separate line on your invoice.

V. ITEMS FOR DISCUSSION:

g. Act 1 Resolution/Preliminary Budget

**EAST STROUDSBURG AREA SCHOOL DISTRICT
BOARD OF SCHOOL DIRECTORS**

RESOLUTION

WHEREAS, on June 27, 2006, the Pennsylvania legislature passed Act 1 of Special Session 2006, known as the "Taxpayer Relief Act" (hereinafter "Act 1");

WHEREAS, Act 1 requires school districts to limit tax increases to the level set by the index, as defined by Act 1, unless the tax increase is approved by voters in a referendum or the school district obtains from the Department of Education or a court of common pleas certain referendum exceptions;

WHEREAS, Act allows a board of school directors to elect to adopt a resolution indicating that it will not raise the rate of any tax for the support of the public schools for the following fiscal year by more than the index, provided this resolution must be adopted no later than 110 days prior to the date of the election immediately preceding the upcoming fiscal year;

WHEREAS, the East Stroudsburg Area School District index for the 2021-2022 fiscal year is 4.2% as calculated by the Department of Education;

WHEREAS, the East Stroudsburg Area School District Board of Education wishes to express its intention that it shall not raise the real estate property tax rate for the support of the East Stroudsburg Area School District for the 2021-2022 fiscal year by more than the index.

WHEREAS, this Resolution does not require that the East Stroudsburg Area School District Board of School Directors raise the real estate property tax rate for the 2021-22 fiscal year.

AND NOW, on this 21st day of December, 2020, it is hereby RESOLVED by the East Stroudsburg Area School District (hereinafter "District") Board of Education (hereinafter "Board") the following:

1. The Board certifies that it will not increase any school district tax for the 2021-2022 school year at a rate that exceeds the index as calculated by the Department of Education.
2. The Board certifies that it will comply with the procedures set forth in Section 687, of the Pennsylvania Public School Code (hereinafter "School Code"), 24 P.S. §6-687, for the adoption of the District's proposed and final budget.
3. The Board certifies that increasing any tax at a rate less than or equal to the index will be sufficient to balance its final budget of the 2021-2022 fiscal year.

4. The Administration of the District is directed to submit the District's information on a proposed increase in the rate of a tax levied for the support of the District to the Pennsylvania Department of Education on the uniform form prepared by the Pennsylvania Department of Education no later than five days after the Board's adoption of this Resolution.
5. The Administration of the District is directed to send a copy of this Resolution to the Pennsylvania Department of Education no later than five days after the Board's adoption of this Resolution.
6. The Board understands and agrees that by passing this Resolution it is not eligible to seek referendum exceptions under Section 333(f) of Act 1 and is not eligible to request approval from the voters through a referendum to increase a tax rate by more than the index as established for the 2021-2022 fiscal year.
7. Once this Resolution is passed, the Administration of the District is not required to comply with the preliminary budget requirements set forth in paragraphs (a) and (c) of Section 311 of Act 1. Provided, however:
 - (a) The Board understands and agrees that, upon receipt of the information submitted by the District as set forth in paragraphs 4 and 5 above, the Pennsylvania Department of Education shall compare the District's proposed percentage increase in the rate of the tax with the index.
 - (b) Within ten days of the receipt of this information, the Pennsylvania Department of Education shall inform the District whether its proposed tax rate increase is less than or equal to the index.
 - (c) If the Pennsylvania Department of Education determines that the District's proposed increase in the rate of the District's tax exceeds the index, the District is subject to the preliminary budget requirements as set forth in paragraph (a) and (c) of Section 311 of Act 1.

EAST STROUDSBURG AREA SCHOOL DISTRICT

Richard Schlameuss , Board President

Date

ATTEST:

Patricia Rosado, Board Secretary

Date

V. ITEMS FOR DISCUSSION:

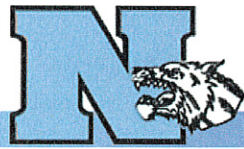
h. Current Projects within the District

Vendor	Original Bid	Date	North HS/Lehman Camera Installation	Date	North HS/Lehman Roof Project	Date	North HS/Lehman ATC Upgrade	Date	Replica Roof Project	Date	Replica Flooring Replacement	Date	IT Lambert Flooring Replacement	Date	Smithfield Lot Seal Coating	Date	Transportation Building Tank Removal	Date	North HS/Lehman Hot Water Replacement	Totals
Application 1	6071	4/14/2020	Guyette Communications	3/18/2019	7,008,635.00	3181	2,838,638.00	3/18/2019	1237	WaterProofing C&D Corp.	4/14/2020	535,800.00	4/14/2020	535,800.00	4/14/2020	58,954.20	12/9/2019	300,000.00	\$ 11,822,997.00	
Application 2		5/25/2020		7/11/2019	1,215,862.00		254,474.80	8/9/2019	8,685.00		5/27/2020	50,575.50	5/27/2020	50,575.50	7/13/2020	69,954.20			\$ 1,955,153.75	
Application 3		6/24/2020		8/25/2019	1,606,698.90		582,096.10	8/6/2019	55,401.75		6/24/2020	291,925.80	6/24/2020	291,925.80	7/13/2020	69,954.20			\$ 2,645,013.55	
Application 4		7/24/2020		9/3/2019	251,595.00		625,771.38	8/6/2019	207,513.90		7/2/2020	110,270.70	7/2/2020	110,270.70	7/13/2020	69,954.20			\$ 1,308,354.08	
Application 5				9/23/2019	430,171.08		447,537.89	9/3/2019	176,615.10		8/26/2020	49,649.50	8/26/2020	49,649.50	7/13/2020	69,954.20			\$ 1,122,167.07	
Application 6				10/31/2019	286,863.89		424,072.99	9/30/2019	78,604.50		10/7/2020	22,662.50	10/7/2020	22,662.50	7/13/2020	69,954.20			\$ 812,200.88	
Application 7				12/27/2019	191,004.88		169,296.19	10/31/2019	26,318.25		11/1/2020	10,716.00	11/1/2020	10,716.00	7/13/2020	69,954.20			\$ 397,335.32	
Application 8				6/24/2020	684,263.62		51,524.86	12/9/2019	5,175.00						7/13/2020	69,954.20			\$ 740,963.48	
Application 9				7/27/2020	809,515.90			12/31/2020	32,230.50						7/13/2020	69,954.20			\$ 1,125,610.19	
Application 10				8/19/2020	688,435.55			3/31/2020	9,860.00						7/13/2020	69,954.20			\$ 688,295.55	
Application 11				9/18/2020	219,415.32			6/24/2020	35,737.95						7/13/2020	69,954.20			\$ 255,153.27	
Application 12				11/30/2020	304,270.48										7/13/2020	69,954.20			\$ 304,270.48	
Total Payments to Date					6,688,046.62		2,838,638.00		636,138.95		277,610.00	535,800.00		535,800.00	30,172.05	69,954.20		230,850.00	\$ 11,364,467.62	
Left on Contract					320,586.38				31,576.05		26,170.00				11,044.95	41,555.80		69,150.00	\$ 458,529.38	
Completion Percentage					95%		100%		95%		91%	100%		100%	73%	63%		77%	96%	

Vendor	Original Bid	Date	North HS/Lehman Camera Installation	Date	North HS/Lehman Roof Project	Date	North HS/Lehman ATC Upgrade	Date	Replica Roof Project	Date	Replica Flooring Replacement	Date	IT Lambert Flooring Replacement	Date	Smithfield Lot Seal Coating	Date	Transportation Building Tank Removal	Date	North HS/Lehman Hot Water Replacement	Totals
D'Way Engineering	1446	2/28/2020	5,527.60	9/28/2018	1,295.33	03/26/2019	1,556.24	02/27/2019	1,656.02	3/31/2020	4,500.00	3/31/2020	4,500.00	3/31/2020	4,500.00	10/30/2020	804.20	10/30/2020	804.20	15,562.24
		4/24/2020	890.00	9/28/2018	8,179.67	04/16/2019	8,943.76	03/26/2019	7,793.98	4/24/2020	5,784.75	4/24/2020	5,784.75	4/24/2020	5,784.75	6/26/2020	560.00	6/26/2020	560.00	8,943.76
		6/26/2020	2,201.35	12/3/2018	3,425.00	05/13/2019	5,267.50	04/16/2019	5,499.99	6/24/2020	2,843.70	6/24/2020	2,843.70	6/24/2020	2,843.70	7/31	709.10	7/31	709.10	5,267.50
		7/31/2020	602.05	2/27/2019	8,595.06	06/05/2019	1,126.25	05/13/2019	2,000.01	6/26/2020	8,800.30	6/26/2020	8,800.30	6/26/2020	8,800.30	7/31/2020	2,938.50	7/31/2020	2,938.50	1,126.25
				3/26/2019	18,500.30	06/25/2019	2,292.50	06/25/2019	6,420.03	7/31/2020	2,938.50	7/31/2020	2,938.50	7/31/2020	2,938.50	8/28/2020	1,469.25	8/28/2020	1,469.25	2,292.50
				3/26/2019	38,129.94	08/23/2019	840.00	08/23/2019	5,638.76	8/28/2020	1,469.25	8/28/2020	1,469.25	8/28/2020	1,469.25	9/25/2020	1,469.25	9/25/2020	1,469.25	840.00
				5/13/2019	24,500.28	08/23/2019	980.00	08/23/2019	1,372.24	10/30/2020	881.55	10/30/2020	881.55	10/30/2020	881.55					980.00
				6/5/2019	18,207.30	8/31/2019	3,938.25	8/31/2019	4,674.01											29,301.77
				8/23/2019	15,000.22	9/27/2019	1,312.75	9/27/2019	2,337.00											980.00
				8/23/2019	20,000.45	10/25/2019	1,312.75	10/25/2019	2,337.00											980.00
				8/31/2019	25,000.20	12/27/2019	787.65	12/27/2019	1,403.20											980.00
				9/27/2019	1,577.48	1/31/2020	525.10	1/31/2020	1,403.20											980.00
				9/27/2019	25,000.20			2/28/2020	934.80											980.00
				10/25/2019	425.00															980.00
				11/27/2019	3,067.25															980.00
				1/31/2020	2,748.37															980.00
				2/28/2020	2,295.04															980.00
				3/31/2020	1,350.14															980.00
				6/24/2020	12,000.18															980.00
				6/26/2020	33,000.48															980.00
				7/31/2020	24,500.27															980.00
				8/28/2020	34,189.21															980.00
				9/25/2020	30,000.43															980.00
				10/30/2020	19,059.97															980.00
				10/30/2020	425.00															980.00
Total Payments to Date					422,840.82		28,842.75		44,403.04		27,905.75	27,905.75		27,905.75	1,673.98	804.20		22,406.24	\$ 556,501.15	

V. ITEMS FOR DISCUSSION:

- i. Finance Committee Meeting Dates



East Stroudsburg Area School District

Creating the Future!



Carl T. Secor Administration Center
50 Vine Street
East Stroudsburg, PA 18301
Phone: (570) 424-8500 - Fax (570) 424-5646
www.esasd.net

Dr. William Vitulli
Assistant Superintendent for District Programs

Mr. Brian D. Baddick
Assistant Superintendent for Pupil Services

Dr. William R. Riker
Superintendent

Mr. Thomas J. McIntyre
Chief Financial Officer

EAST STROUDSBURG AREA SCHOOL DISTRICT Finance Committee Meeting Dates For 2021

PUBLIC NOTICE

January	11,	2021	--	5:30 PM – Carl T. Secor Administration Center – Board Room & Via Zoom
February	08,	2021	--	5:30 PM – Carl T. Secor Administration Center – Board Room & Via Zoom
March	08,	2021	--	5:30 PM – Carl T. Secor Administration Center – Board Room & Via Zoom
April	13,	2021	--	5:30 PM – Carl T. Secor Administration Center – Board Room & Via Zoom
May	10,	2021	--	5:30 PM – Carl T. Secor Administration Center – Board Room & Via Zoom
June	14,	2021	--	5:30 PM – Carl T. Secor Administration Center – Board Room & Via Zoom
July	13,	2021	--	5:30 PM – Carl T. Secor Administration Center – Board Room & Via Zoom
August	09,	2021	--	5:30 PM – Carl T. Secor Administration Center – Board Room & Via Zoom
September	14,	2021	--	5:30 PM – Carl T. Secor Administration Center – Board Room & Via Zoom
October	11,	2021	--	5:30 PM – Carl T. Secor Administration Center – Board Room & Via Zoom
November	08,	2021	--	5:30 PM – Carl T. Secor Administration Center – Board Room & Via Zoom

Patricia L. Rosado
Board Secretary

VII. RECOMMENDATIONS BY THE EDUCATION P & R
COMMITTEE

1. 2nd Step Anti-Bullying Curriculum – Committee for
Children - \$5,645.00.

Form 611

MUST BE COMPLETED FOR ANY PROCUREMENT OF A SERVICE OR ITEM OVER \$5,000.00

Your email address (patricia-rosado@esasd.net) will be recorded when you submit this form. Not you? [Switch account](#)

* Required

FORM **611**

EAST STROUDSBURG AREA SCHOOL DISTRICT

Procurement Form

Name Of Requester *

Shahida Jones

Department *

Pupil Services

Building *

Central Admin

What service or item are you requesting? *

You're editing your response. Sharing this URL allows others to also edit your response.

FILL OUT A NEW RESPONSE

Why are you requesting the service or item? *

The district is already using Second Step Social Emotional Curriculum, and this pairs well with our existing program. Use of this curriculum will provide a consistent message and instruction across all buildings. Bullying prevention instruction is currently done independently using differing resources, and varies by building.

Suggested Replacement: *

None

Please complete an Independent Cost Analysis. (Pre-determine costs prior to contacting a vendor.)

\$5,645

Cost Estimate: If over \$5,000, were three (3) quotes obtained? If yes, Please list the vendor's information and quoted amount. *

No, this is only available from the vendor who supplies our current Second Step curriculum

What is the total cost of the purchase? *

\$5,645

You're editing your response. Sharing this URL allows others to also edit your response.

FILL OUT A NEW RESPONSE

Procurement Method: *

- Quote
- Request for Proposal (RFP)
- Bid
- Other: Sole Source

Was this purchase budgeted? *

Yes ▼

Was this purchased through a PA State Contract or Approved Consortiums? If yes, select group.

- Yes
- Pennsylvania State Contract
- COSTARS
- Keystone Purchasing Network
- PEPPM National Contract Program (Technology Bidding and Purchasing)
- US Communities
- NO

If item was purchased through a Pa State Contract or approved Consortium, please include contract number.

You're editing your response. Sharing this URL allows others to also edit your response.

FILL OUT A NEW RESPONSE

Which Fund will be charged? *

10 ▼

What account will be charged? *

PCCD Safety Grant 10-1190-610-361-00-000-000-000-9172

Selection of winning proposal, Was the lowest price selected? If not, please explain why and the process of selecting the vendor. *

No, this is a sole source purchase

Any additional information you would like to provide.

Your answer

A copy of your responses will be emailed to patricia-rosado@esasd.net.

Submit

Never submit passwords through Google Forms.

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Google Forms

You're editing your response. Sharing this URL allows others to also edit your response.

[FILL OUT A NEW RESPONSE](#)



2815 Second Avenue, Suite 400
 Seattle, WA 98121-3207 USA
 800-634-4449 FAX: 206-343-1445
orders@cfchildren.org

Quote	
Quote #	5011585
Date	11/12/2020
Customer ID	10105358

Bill To	Ship To
East Stroudsburg Area SD 50 Vine Street East Stroudsburg PA 18301 United States	Shahida Jones East Stroudsburg Area SD 50 Vine Street East Stroudsburg PA 18301 United States

Requested By	Ship To	Setup Admin	Entered By
Shahida Jones	Shahida Jones	Name: Shahida Jones Email: shahida-jones@esasd.net	Adam Peck

Item	Description	Months	Start Date	End Date	QTY	Rate	Amount
200099	Grades K-5 Bullying Prevention Unit Notebooks				5	\$1,129.00	\$5,645.00
215000	Second Step Bullying Prevention Principal Leadership Guide				5	\$0.00	\$0.00
900215	Second Step Bullying Prevention Leadership Access	56	11/12/2020	7/31/2025	5	\$0.00	\$0.00

Subtotal	\$5,645.00
Discount	
Shipping & Handling	\$0.00
Sales Tax* (%)	\$0.00
TOTAL	\$5,645.00

Please remit in US Funds.

Make check payable to: Committee for Children

*If tax was included in this quote and your organization is state sales tax exempt, email your state sales tax exemption ID and certificate to orders@cfchildren.org.

Shipping Method: UPS Ground (UPS)

Prices valid for 30 days from quote date.

Please include quote ID:5011585 on your order to guarantee pricing.