

Video Surveillance Equipment

State Contract 0900000569

Expires 06/08/2025

	Vendor		Orion Security Solutions	VSC Fire & Security	Convergent
	Specification		Hanwha Video Cameras and Accessories	Hanwha Video Cameras and Accessories	Hanwha Video Cameras and Accessories
Item Number	Item	Qty.	Unit Price X Qty	Unit Price X Qty	Unit Price X Qty
1	PNM-32084RQZ-8XE256G	30	\$134,745.00	\$141,180.00	\$137,651.70
2	XNP-7310R	30	\$69,990.00	\$74,790.00	\$73,729.20
3	PNO-A9311R	31	\$43,393.80	\$46,779.00	\$45,712.29
4	SBP-400WMW	30	\$5,220.30	\$5,580.00	\$5,497.80
5	SBP-315HMW	30	\$1,152.60	\$1,260.00	\$1,212.90
6	SBP-300CMW1	30	\$2,964.30	\$3,180.00	\$1,369.50
7	SBP-300PMW2	30	\$1,300.80	included in item 6	\$1,212.90
8	SBD-180PMW	30	\$1,152.60	\$1,260.00	\$1,368.90
9	SBP-115PA	10	\$823.40	\$880.00	\$867.10
10	Universal Device License	71	\$10,466.11	\$9,656.00	\$9,854.80
11	Freight / Warranty	1	\$0.00	\$0.00	\$32,508.00
	Total Cost	1	<u>\$271,209</u>	\$284,565	\$310,985
	Delivery		60 Days	60 days	60 days
	Warranty		5 Year	3 Year	3 Year

Police Dept. Project 2530080 and Streets Project TS25080

This bid tabulation is true and accurate to the best of my knowledge

Thursday, May 8, 2025

Ryan Baye

5/16/2025

Maintenance Services Director

Purchasing Manager



Revised Security Proposal 173918

By Orion Security Solutions

Date: 05/09/2025

Client: City of Broken Arrow

Client Corporate Address: 220 S 1st St, Broken Arrow, OK, 74012

Project Site: Police Department

Project Site Address: 1101 N 6th St, Broken Arrow, OK, 74012

Client Point of Contact: Brandon Tener 918.451.8200 ext.8713

Orion Account Executive: Steven Embrey sembrey@orionsecuritysolutions.com

Scope of Work

Orion Security Solutions (OSS) proposes to provide the material listed in the BOM below as a box sale only. Labor to install is not included.

BAPD - Hanwha Cameras Box Sale

EQUIPMENT	MODEL NUMBER	QTY	UNIT PRICE	EXTENDED PRICE
4K AI, IR, PTRZ Multi-Directional Dome, NVIDIA Jetson Orin Nano 256GB	PNM-C32084RQZ-8XE256G	30	\$4,491.50	\$134,745.09
4MP 31x AI IR PTZ Camera	XNP-C7310R	30	\$2,333.00	\$69,990.00
4K Network AI IR Zoom (31x) Bullet Camera	PNO-A9311R	31	\$1,399.80	\$43,393.80
Outdoor Wall & Pole Mount	SBP-400WMW	30	\$174.01	\$5,220.30
Hanging Cap Adapter, White	SBP-315HMW	30	\$38.42	\$1,152.60
Ceiling Mount with Conduit Holes	SBP-300CMW1	30	\$98.81	\$2,964.30
Pole Mount Base Adapter Accessory, White	SBP-300PMW2	30	\$43.36	\$1,300.80
Pole Mount Base	SBD-180PMW	30	\$38.42	\$1,152.60
Wall & Pole Mount Adapter, Pack of 3	SBP-115PA	10	\$82.34	\$823.40
Universal Device License, For Camera Station Version 5 (One License Required for 3rd Party Cameras)	0879-020	71	\$147.41	\$10,466.11
TOTAL				\$271,209.00

Warranties

Manufacturer warranty for the equipment will be passed onto the customer.

OSS is a certified Hanwha Platinum Dealer and provides a 5-year warranty for the equipment listed in the above BOM.

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Additional Project Details

The new laws from the federal government may result in tariffs being applied to orders. OSS will make reasonable efforts to stay informed of the tariffs that affect its orders. However, with the rapidly changing laws, OSS is not responsible for unknown tariff costs. This proposal does not include tariff costs other than ones that are explicitly listed. If additional tariffs are applied for an order, then OSS will add the cost to the invoice as a separate line item as an additional cost.

OSS is not responsible for delays outside of its control.

OSS is not responsible for the time and expense of any additional permit or other fees that may be required in the project location.

Proposal Cost

The cost for this project is \$271,209.00. This price is valid for 14 days from the date of this proposal. This project is a firm fixed price.

Any transaction fees or other fees applied as a result of the form of payment, for example, fees charged by a credit card, will be charged back to the customer.

Proposal Acceptance

To accept the proposal, please sign below. Upon receipt of the purchase order or down payment, OSS will order the equipment and coordinate the installation with the customer's designated project manager.

Terms and Conditions for this quote shall be per Statewide Contract Number **SW10480**

Authorized Customer Representative

Date

The person signing this Agreement on behalf of the client listed above in this proposal (Client) individually warrants that he or she has full legal power to execute this Agreement on behalf of the Client for whom he or she is signing, and to bind and obligate the Client with respect to all provisions contained in this Agreement.



Conclusion

OSS appreciates the opportunity to serve your facility, patrons, employees, and interests to enhance your security infrastructure. OSS is committed to designing providing a system that is tailored to your needs. OSS's security professionals have a comprehensive understanding of the various types of security systems and excel in incorporating layered security solutions to create an extremely robust and capable security aggregate. Deriving innovative solutions is the trademark of OSS's security experts.

Sincerely,

Sean C. Crain
President/CEO
Orion Security Solutions