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May 29, 2025

Georgia Department of Corrections
Washington State Prison
13262 GA-24, Davisboro, GA 31018
Attention: Sean Ferguson

Quotation: PF00723390P
State of Georgia Contract for
Video, Access & Fire
#99999-SPD0000172-006

Reference: **GSC - GDC - Washington SP Drone Detection** – Rev 2.0

On behalf of Convergint's global network of colleagues, I would like to personally thank you for providing Convergint with the opportunity to present this proposal addressing your electronic security needs. We are confident that this proven solution is both comprehensive and customized to meet your needs today, and in the future.

The following security proposal is specifically designed to meet your needs. As your single point of contact, please feel free to contact me with any additional questions you may have. Thank you again for trusting Convergint as your partner.

Scope of Work

Convergint has added AeroDefense, Reliable Drone Detection to the State of Georgia Contract for Video, Access & Fire. the contract is #99999-SPD0000172-006

Proposed equipment:

- Hosted AeroDefense AirWarden Control Server.
- Four (4) sensor locations (as determined by AeroDefense Site Survey)
  - Four (4) fixed omni-directional NEMA sensors.
  - One (1) fixed directional NEMA sensor for directional accuracy [used in conjunction with one (1) omni-directional NEMA sensor] (location as determined by AeroDefense Site Survey)
- Four (4) LTE routers (one per sensor location) in NEMA housings with switches.
- Uninterruptible Power Supply (UPS) for each sensor location.

Installation:

- Convergint will install 110VAC to each sensor from available circuit on existing building electrical panel within 250' of sensor panel location.
- GDOC to provide a circuit breaker per fixed sensor for a total of four (4) circuit breakers.
- No Wireless Containment System on-site & none planned in foreseeable future.
- State will provide LTE data subscription.

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Project-specific Terms:

- Terms and conditions will follow Statewide Contract #99999-SPD0000172-006.
- Subscription term begins upon system activation.
- Minimum Network requirement is 25 Mbps down and 10 Mbps up.
- Customer is responsible for all applicable data plan fees.
- Payment Terms:
  - 0% of order total upon order placement.
  - Equipment invoiced upon GDC taking possession and approving.
  - Monthly progress billing once equipment had been ordered.
  - Subscription invoiced upon system activation.
  - 30-day payment Terms from receipt of Invoice.
- Hardware warranty's first year begins upon system activation.
- Discount CSP Service Rate applies upon customer acceptance.

Device Hardening (reduce cyber risk)

- Disable unused & non-essential device features
- Disable unused network comms (e.g., services, ports)
- Change default passwords
- Update firmware including patches

PLEASE REVIEW THIS DOCUMENT CAREFULLY. It relates to the safe and proper operation of the security devices being installed for your organization ("Customer").

Customer has been advised of Convergint's Device Hardening services. The Device Hardening services and procedures may vary depending on the specific devices involved, but typically include: disabling unused and non-essential device features and associated network communications capabilities (*e.g.,* services, ports); changing default passwords to new passwords that meet complexity requirements; and updating firmware to latest available versions that incorporate available patches from the device manufacturer. **These are one-time services** - ongoing support is required. Please ask your Convergint point of contact for more details on the specific device hardening services available for your devices. **These services reduce the risk of cyber vulnerabilities for the devices being installed.**

Convergint cannot guarantee the security of the devices it installs or of Customer's IT environment, and no networked system can be completely secure. Convergint cannot guarantee that the systems or services will be error free or operate without interruption. However, these services reduce the risk of cyber vulnerabilities for the devices being installed. Please note that these services are intended to address specified potential cyber vulnerabilities of certain devices Convergint has installed - they do not address any other aspect of Customer's IT environment or practices, which remain Customer's responsibility.

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Deployment

Line	Qty	Part	Description	Unit Price	Extended Price
D-1	Installation Costs				$ 150,446.25
D-2	4	SK-00112	AirWarden RF Sensor - Wired - Wide Temp	$ 16,655.10	$ 66,620.40
D-3	1	SK-00462	AirWarden Direction Finder Module	$ 16,655.10	$ 16,655.10
D-4	4	KEL-PSH2C2RB10	Enclosure with UPS Interface Board	$ 433.30	$ 1,733.20
D-5	4	2G-SMT750C	SMART-UPS 750VA LCD 120V	$ 637.09	$ 2,548.36
D-6	4	PRO5IS4LG15BS	Irish Setter 4-in-1 5G Antenna	$ 419.00	$ 1,676.00
D-7	4	MBA3-19005GM-GA	5G Cellular Router; 4 Port	$ 2,900.00	$ 11,600.00
D-8	9	TC-N201001BL	1 BLUE CAT6 SNGLSS PATCH CBL	$ 3.41	$ 30.69

Equipment Total	$ 100,863.75
Total Deployment	**$ 251,310.00**

Software Subscription

Line	Qty	Part	Description	Unit Price	Extended Price
S-1	Subscription Management				$ 48,768.00
S-2	1	SV-000134	AirWarden Control Server Subscription - 3 Year	$ 58,800.00	$ 58,800.00
S-3	10	SV-000140	AirWarden User Subscription - 3 Year	$ 352.80	$ 3,528.00
S-4	4	SV-000136	AirWarden Sensor Subscription - 3 Year	$ 23,520.00	$ 94,080.00
S-5	4	SV-000167	AirWarden RF Sensor Extended Hardwire Warranty and Support - 3 Year	$ 4,164.00	$ 16,656.00
S-6	1	SV-000183	AirWarden DF Sensor Subscription - 3 Year	$ 11,760.00	$ 11,760.00
S-7	1	SV-000180	AirWarden DF Sensor Extended Hardwire Warranty and Support - 3 Year	$ 9,993.00	$ 9,993.00

Subscription Total	**$ 243,585.00**
Total Project Price	**$ 494,895.00**

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Clarifications and Exclusion

1. All terms and conditions shall comply with those set forth in State of Georgia Contract for Video, Access & Fire #99999-SPD0000172-006
2. All work proposed herein, shall be performed during normal business hours Monday through Friday 8:00 am - 5:00 pm.
3. Customer to provide static IP addresses and network connections at panel locations.
4. Anything in the Contract Documents notwithstanding, in no event shall either Contractor or Subcontractor be liable for special, indirect, incidental or consequential damages, including commercial loss, loss of use, or lost profits, even if either party has been advised of the possibility of such damages.

Performance Items

Items Included	
Material (listed in the BOM)	AeroDefense Manufacturer Start-Up, Configuration and Support
One-Year Warranty on All Parts	AeroDefense Hosted AirWarden Software for 3 Years
One-Year Warranty on Labor	AeroDefense Three-Year Warranty on AeroDefense Hardware
Project Management	Record Documentation (As-Built)
Workstations by Others	

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Total Project Investment: **$ 494,895.00**

Thank you for considering Convergint for your Security needs. If you have any questions or would like additional information, please don't hesitate to contact me immediately. If you would like to proceed with the scope of work as outlined in this proposal, please sign below and return to my attention.

Sincerely,

Paul Franco
Convergint
Paul Franco

By signing below, I accept this proposal and agree to the Terms and Conditions set forth in State of Georgia Contract for Video, Access & Fire #99999-SPD0000172-006

Alan Watson	May 29, 2025
Customer Name (Printed)	Date
Authorized Signature	Title