



CITY OF RED BLUFF

555 Washington Street, Red Bluff, California 96080

(530) 527-2605; Fax (530) 529-6878

www.cityofredbluff.org

AIRPORT COMMISSION AGENDA

Date of Meeting: **July 13, 2022**
Place of Meeting: **City Council Chambers**
Time of Meeting: **5:30 p.m.**

THIS MEETING WILL BE CONDUCTED VIA TELECONFERENCE AND IN-PERSON

Join Zoom Meeting:

<https://us02web.zoom.us/j/87050071131?pwd=bFNjOG9xaINLVGFDN2dEVFhmOHRkQT09>

Meeting ID: 870 5007 1131

Passcode: 938103

One tap mobile

+16699006833,,87050071131#,,,,*938103# US (San Jose)

+16694449171,,87050071131#,,,,*938103# US

Dial by your location

+1 669 900 6833 US (San Jose)

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+1 346 248 7799 US (Houston)

+1 253 215 8782 US (Tacoma)

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+1 646 931 3860 US

+1 929 205 6099 US (New York)

+1 301 715 8592 US (Washington DC) Meeting ID: 870 5007 1131

Passcode: 938103

Find your local number: <https://us02web.zoom.us/j/kdqUNAJzPJ>

This agenda has been posted pursuant to City of Red Bluff Resolution No. 28-1995. The City of Red Bluff welcomes you to their meetings, which are regularly scheduled for the second Wednesday of each month. Your participation and interest are encouraged and appreciated. Meeting notices are available in appropriate alternative formats, upon request of a person with a disability. If accommodations are needed for individuals with disabilities, please contact the Public Works office prior to the day of the meeting.

1. **Pledge of Allegiance**
2. **Conflict of Interest Declaration**

The City of Red Bluff is an Equal Opportunity Employer

3. **Approval of Minutes**

June 8, 2022

4. **Citizen's Comments**

Citizen comments are a special time for citizens to address the Airport Commission on airport related items which are not on this meeting's agenda. For items that are on the agenda, public comment will be heard when the item is discussed. If your comments concern an item that is noted as a public hearing, please address the commission after the public hearing is opened for public testimony. By law, the Airport Commission cannot make decisions on matters not on the agenda; however, items can be discussed and can be placed on the agenda of the next Airport Commission Meeting. If requested by letter, at least two weeks prior to the Airport Commission Meeting, any subject relative to the operation of the airport will be placed on the next agenda. The Chairperson reserves the right to limit the duration of time per each speaker.

5. **Current Business**

5.1 **Fixed Base Operator (FBO) – Gary Walker** **Informational**

6. **Old Business**

6.1 **Gate Access** **Discussion**

At the June 21st, 2022, City Council meeting, the Council directed staff to work with the Airport Commission to pursue alternative gate access equipment and to revise policies for the issuance of access authorization. Three systems/firms have been initially investigated, with only two providing follow up information to date, Honeywell MAXPRO Cloud (Jeffery Peterson) **Exhibit A**, and Verkada (IT Management) **Exhibit B**. Both systems provide access through smartphone technology and can incorporate security camera integration. Staff solicits input regarding the two provided systems and possibly entertain other manufacturers and operational systems.

7 **New Business**

7.1 **PJ Helicopters Expansion** **Discussion**

PJ Helicopters have submitted two new proposed private development projects to the city that would be located at their Langley Way facility within their existing lease area on airport property. The two steel buildings will be located north of their existing structures. See **Exhibit C**. Staff requests comments from the Commissioners that may be incorporated into the formal response to the applicant.

8 **Closing Comments**

The next Regular Airport Commission Meeting is scheduled for August 10, 2022

The City of Red Bluff is an Equal Opportunity Employer

EXHIBIT A

Honeywell | Connected Buildings

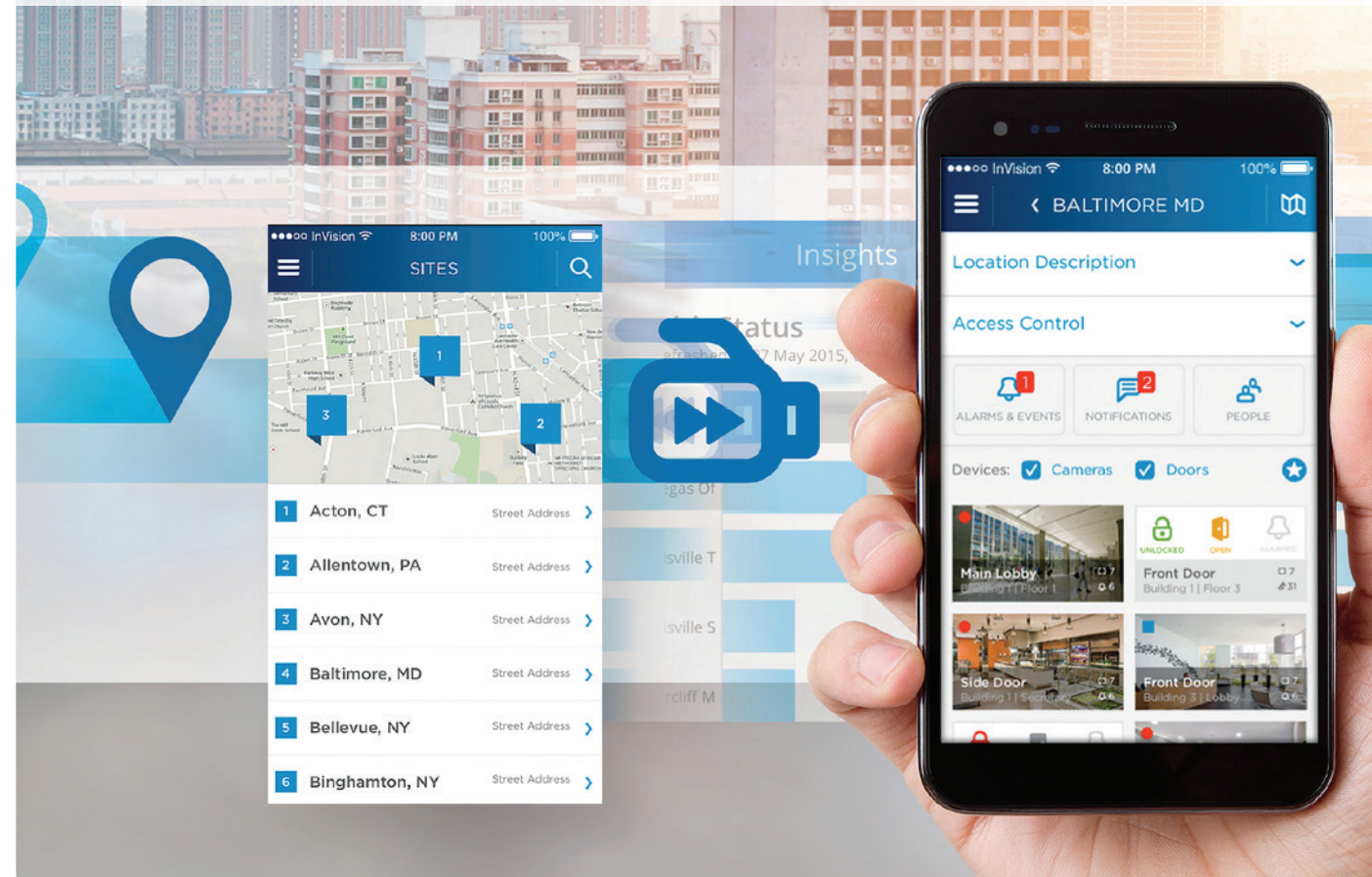
MAXPRO® CLOUD

Powerful insights. In the palm of your hand.



MAXPRO Cloud

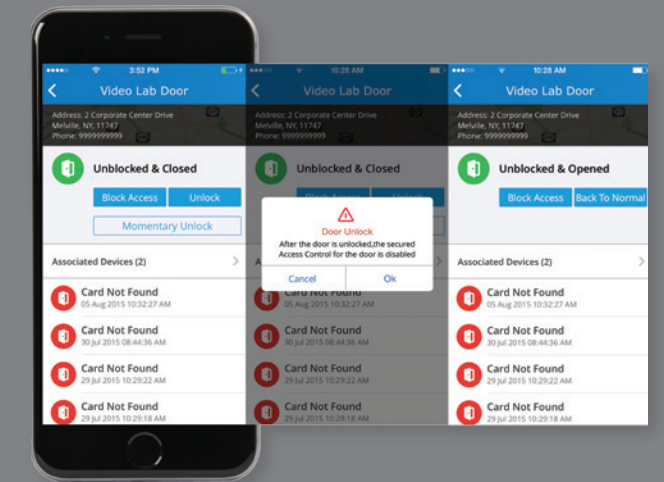
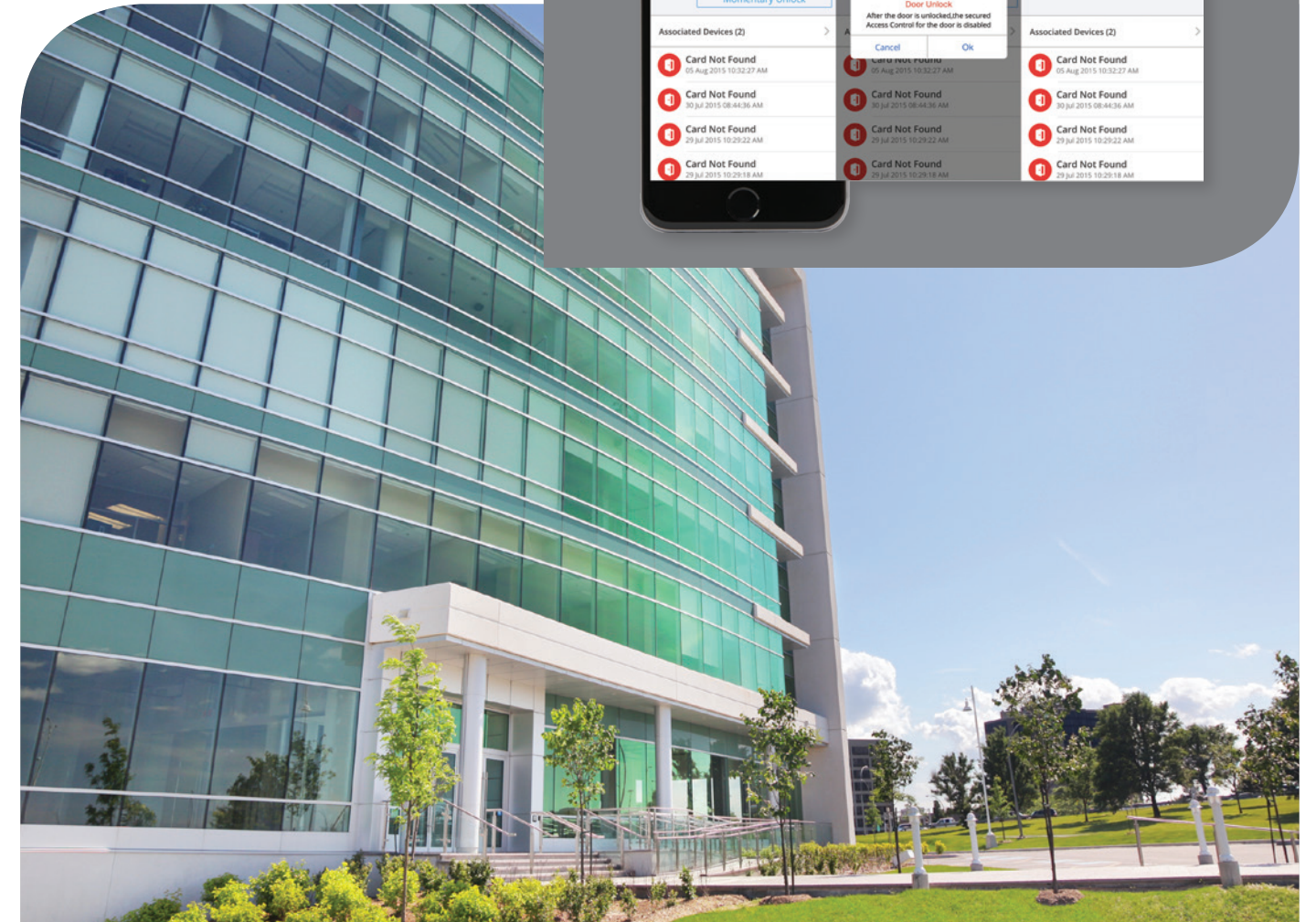
THE NEW MAXPRO® CLOUD



Where Smart Security Meets Business Insight

MAXPRO Cloud is more than a security system. It's a dynamic business tool that lets you see what's happening at each of your locations whether they're local, regional or nationwide – giving you actionable insights you can use to improve service and drive down costs.

- No server or software to buy and manage
- Arm your business with data within one user interface
- Monitor, manage, and measure all of your locations, wherever you are
- Lock and unlock doors remotely
- Make faster, smarter decisions that improve your bottom line



Security Operations

- Lock and unlock doors with the mobile app remotely
- Gain deeper insight into business operations both day-to-day and trends over time
- Monitor employee performance and time management
- Determine appropriate staffing levels
- Monitor level of customer interaction
- Ensure safety and security of people, goods and facilities

Finance

- No server to buy or maintain
- No software to buy or maintain
- Manage costs and improve margins
- Reduce operational overhead

Executives

- Maximize occupancy and increase revenue
- Increase price per square foot for lease
- Ensure safety and security of tenants, buildings and property
- Limit liability and reduce insurance costs
- Offer attractive facilities features to attract and retain tenants for a longer period of time
- Reduce vacancy rate and absorption rate

Management

- Visibility to activities inside and outside the property
- Maintain security of the property and prevent unauthorized building access
- Mitigate vandalism and damage
- Ability to act quickly when there's a security event

IT

- Protect corporate and customer data
- Maintain and manage overall technology infrastructure
- Ensure compliance and meet regulatory requirements



Integrated video and access control delivers valuable insight you can't get with separate systems.

- Access control data is automatically linked to corresponding video footage, giving you easier access to the information you need for faster resolution of incidents.
- Keeping an eye on things like employee performance, facility cleanliness and staffing levels offers improved operational oversight so you can improve service and protect your brand.
- Better, more accurate reporting lets you track performance metrics at the enterprise, region and site levels so you can benchmark and measure progress.
- Instead of having to scan hours of footage, MAXPRO Cloud lets you quickly pinpoint events by time, location, employee or type, empowering you with faster, better-informed decision-making.

Single- and multi-site management capabilities help improve security while reducing operational costs.

- With one interface and a single login, you can manage your entire customer base in one place versus logging into tens or hundreds of separate systems.
- Our Insight customizable dashboard allows you to select and organize the information you see based on what matters most.
- Configurable rules let you choose the response when a certain trigger event takes place. Best of all, you can also customize the response by region or location.
- Real-time system notifications alert you when there's been a security event or if equipment is down or offline—so you can take immediate action.
- Categorized alarm events are ranked from normal to critical, helping you prioritize at a glance and respond.

For more information:

www.maxprocloud.com
www.honeywellvideo.com

Honeywell Security and Fire

2700 Blankenbaker Pkwy Suite 150
Louisville, KY 40299
1.800.323.4576
www.honeywell.com

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Honeywell



DELIVERING MEASURABLE VALUE

Intelligent Airport Management

Unprecedented growth mirrored by unprecedented challenges: the decisions facing the airports of today – and tomorrow

An unprecedented 8% p.a. growth in airport traffic combined with the realities of increased terrorist threat have demanded a major shift in the approach to airport management. Today, acquiring and sharing the necessary information, at the precise moment it is needed, underpins the competitive advantage of the successful airport.

Rocketing demand mirrored by increased competition – particularly with the rapid growth of low-cost airlines – has put pressure on airports to remain competitive whilst having to maintain, or even improve, their quality of service and security to meet the demands of the air transport sector and the fare-paying public.



TODAY'S CHALLENGES

Honeywell Building Solutions (HBS) recognises that the main challenges facing airport managers today are safety, security and productive, efficient operations.

Safety

Faced with unprecedented challenges it is incumbent upon today's airport managers to make decisions that will ensure the safety of staff and passengers.

Security

With security also high on the agenda, the ability to detect threats faster, respond swiftly and mitigate their impact are key operational drivers. A move towards the deployment of biometrics is inevitable, as is the use of high quality, digital CCTV to protect both the airport, its perimeter and the zones therein.

Operations (productivity and efficiency)

The effective management and use of information and intelligent technologies to drive safety and extend efficiency while reducing costs is key to the success of today's airport. Likewise the ability of these systems to grow and to flex to meet future changes to airport operations.

MEETING THE CHALLENGES

As an industry leader and single expert source, Honeywell designs, manufactures and installs integrated airport solutions that meet the demands facing today's airport managers.

Flexible Solutions

While we have a complete suite of offerings, we offer flexible and unique solutions and because our products are compatible with most existing systems, you can choose to do retrofits and upgrades as needed.

Addressing your needs

Our philosophy is to focus on your business needs: whatever your requirements we can design a solution to meet them, whether with existing products or through the development of customised solutions, including: project validation, maintenance management, asset tracking and energy management.

Long term partnership

Capital investment in the systems to operate a facility is only a small part of the life time cost. At Honeywell we offer Service and Maintenance contracts that include upgrading the equipment as time and technology passes, together

with the provision of technical personnel to work with you to drive productivity improvement.

AN INTEGRATED APPROACH IS KEY

With today's demands on safe, efficient and value-driven air travel, it is simply not possible for the human mind to handle the complexities of the modern airport facility management systems and technologies.

Security and IT masterplans must incorporate ALL parts of airport operations and integration is the mechanism for implementing effective security and productivity strategies.

It is this "Integration by design" – adopting an holistic approach – that is the enabler for technology to reduce and manage the complex airport environment.

"If an aircraft is consistently one minute longer on stand throughout a year, the additional costs could be up to \$50,000 p.a.*"

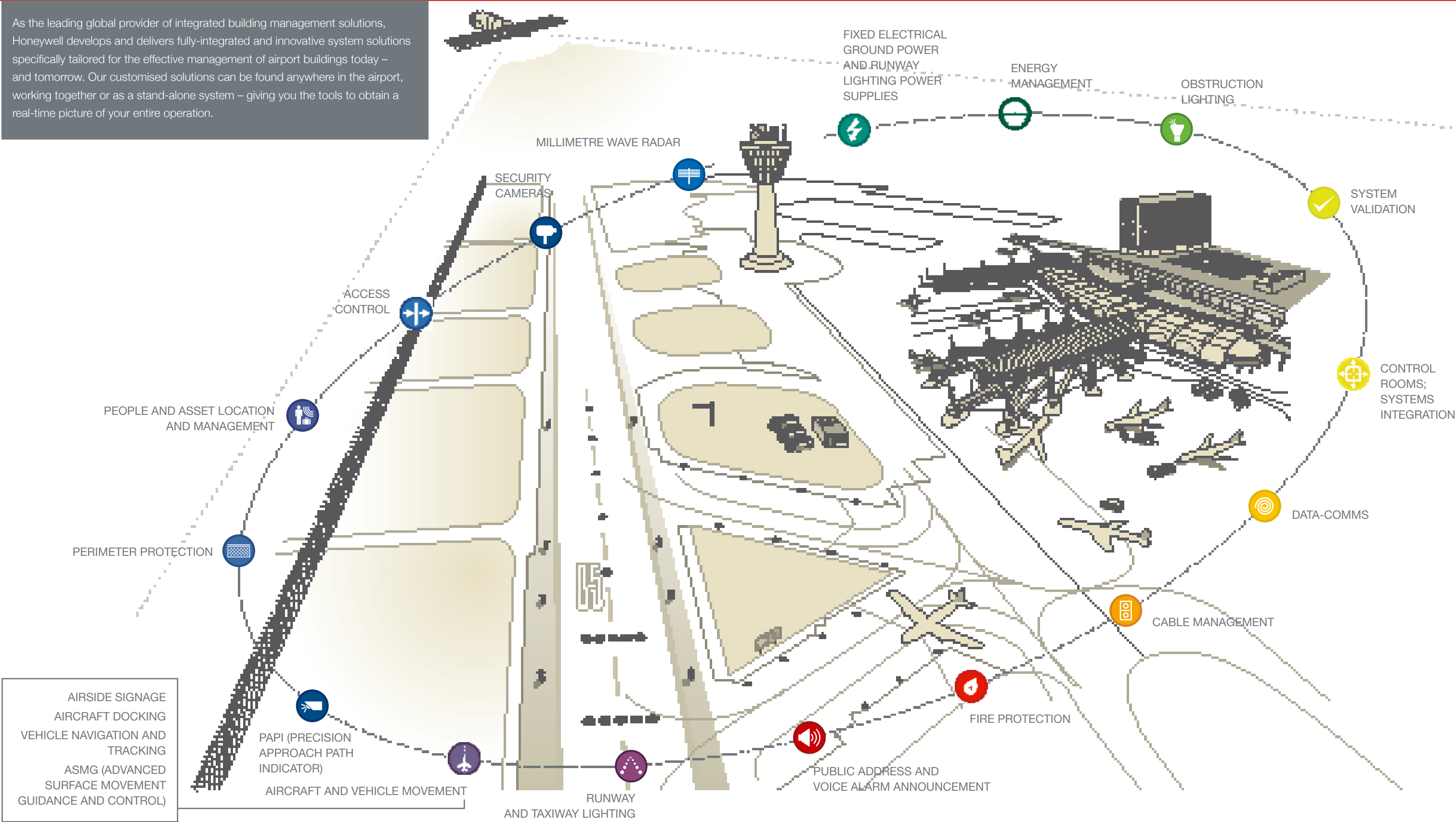
* Elliot Wishlade, Arup.

So improving the productivity of an airport can result in significant financial benefits, for all parties, operators, airlines and customers alike.




















Honeywell intelligent solutions – achieving coherent operations between systems to improve airport-wide management

As the leading global provider of integrated building management solutions, Honeywell develops and delivers fully-integrated and innovative system solutions specifically tailored for the effective management of airport buildings today – and tomorrow. Our customised solutions can be found anywhere in the airport, working together or as a stand-alone system – giving you the tools to obtain a real-time picture of your entire operation.



Honeywell intelligent solutions – achieving efficient operation between systems to minimise cost and reduce risk

	CONTROL ROOMS; SYSTEM INTEGRATION <ul style="list-style-type: none">• Faster, more effective issue management• Improved management information• Enables inter-operability with other systems• Central point of emergency and disaster management• Provides a single interface between all systems and allows display of data in logical work groups	 	RUNWAY, TAXIWAY AND OBSTRUCTION LIGHTING <ul style="list-style-type: none">• Comprehensive spectrum according to ICAO and FAA• Components for approach lighting, runway lighting, taxiway lighting and obstruction lighting• Automatic management of system dependent upon traffic needs• Low, medium and high density lighting for buildings, control towers and bridges		PAPI (PRECISION APPROACH PATH INDICATOR) <ul style="list-style-type: none">• Gives visual indications of glide slope to pilots approaching a runway• Ensures the correct angle of approach is attained and maintained		FIXED ELECTRICAL GROUND POWER AND RUNWAY LIGHTING POWER SUPPLIES <ul style="list-style-type: none">• Improved energy utilisation and automated billing• Reduced environmental impact
 	DATA COMMS AND CABLE MANAGEMENT <ul style="list-style-type: none">• Single structured cabling system for data and voice communication• Seamless network connectivity without any issues• Internal and external WiFi capabilities facilitate access to data from any position• Cables and distribution systems to provide power and information networks		AIRCRAFT AND VEHICLE MOVEMENT Airside signage <ul style="list-style-type: none">• Aids airfield navigation, safety and efficiency• Integrates easily with Vehicle Navigation and Tracking and ASMG Aircraft docking <ul style="list-style-type: none">• Provides precise information on an aircraft's location• Automated aircraft guidance systems for docking aeroplane onto airbridge gate Vehicle navigation and tracking <ul style="list-style-type: none">• Electronic aircraft map contains the exact position and identification of individual vehicles and a view of the overall traffic situation• Powerful information filtering and distribution supports unlimited fleet control stations and a surface movement surveillance system• Combine an increase in traffic safety and operational efficiency with the integral support of taxiway guidance systems• Prevents delays when vision is restricted and in the deployment of emergency service vehicles• Allows sensitive area penetration monitoring and warning ASMG (Advanced Surface Movement Guidance and Control) <ul style="list-style-type: none">• Gives visual indications of glide slope to pilots approaching a runway• Ensures the correct angle of approach is attained and maintained	 	PERIMETER PROTECTION AND MILLIMETRE WAVE RADAR <ul style="list-style-type: none">• Effective first line of defence over any distance• Early warning of potential ground-based threat• Surface area monitoring and alarming• Can position cameras to look at the threat source		ENERGY MANAGEMENT <ul style="list-style-type: none">• Identify where energy is consumed and apportion costs accordingly• Manage usage to targets and improve consumption year-on-year• Bespoke energy management solutions• Keystone of sustainability program• Remote monitoring• Automatic billing
	FIRE DETECTION & ALARM <ul style="list-style-type: none">• State-of-the-art detection technologies with integrated PA/VA ensures a safer facility for visitors and employees• Minimise unwanted alarms• Regulatory compliance• Emergency evacuation management• Electronic mustering• Faster, more effective safety management				PEOPLE AND ASSET LOCATION AND MANAGEMENT <ul style="list-style-type: none">• Instantly locate people and equipment• Improve productivity of staff and assets across your enterprise• Reduce theft, loss and hoarding• Reduce capital outlay		SYSTEM VALIDATION AND CONSTRUCTION <ul style="list-style-type: none">• Validation for regulatory and industry compliance• Validation of airport systems during installation, commissioning and operations• 'Staging' infrastructure and building systems off-site onto a live working network ensures efficient integration on site
	PUBLIC ADDRESS AND VOICE ALARM ANNOUNCEMENT <ul style="list-style-type: none">• Automated passenger announcements linked to data within the FIDs• Efficient emergency communication• Speeds safe evacuation• Uses Voice over IP technologies				ACCESS CONTROL <ul style="list-style-type: none">• Authenticate ID of employees, contractors and visitors alike• Timely management of access privileges – places and equipment• On-line electronic muster stations improve safety• Reception management• Streamlines process time		
					SECURITY CAMERAS <ul style="list-style-type: none">• Identifies security breaches and false alarms• Infra red cameras ensure peripheral areas are covered especially during hours of darkness• Can be targeted to threat sources detected by the MM Wave Radar System• Event-driven video recording and retrieval• Completes recordings for evidence and post-incident analysis• Powerful search capabilities• Empowers security staff• Productivity improvement• Scalable over time and distance		

Delivering airport management systems to increase operational efficiency and improve your ROI

Protecting your investment is vital – whether you are designing a brand new airport facility or simply extending or enhancing an existing one. Integrating airport management systems with airport operations will help you to create a safe, secure, comfortable and energy efficient environment that is not only flexible enough to cope with the constantly

changing requirements of the terminal buildings or apron infrastructure, but which also improves operational efficiency. This will maximise the utilisation of your assets, improve your ROI and reduce the operating cost of your facility, thereby enhancing your ability to scale up to meet new legislative airline and traveller requirements.



THE INTEGRATED APPROACH

Integration is the mechanism to implement effective security and productivity strategies across all parts of airport operations. It is key to getting the right information to the right people at the right time in order for them to make informed and optimised decisions.

At Honeywell, we develop and deliver fully-integrated system solutions specifically tailored for the effective management of airport buildings. Airport integration:

- Improves real-time emergency response
- Enhances control capabilities, reducing costs and improving efficiency
- Boosts staff effectiveness
- Gains greater operational intelligence for better and faster decision-making
- Generates revenue-enhancing options

The result? An holistic approach to intelligent airport management; a facility that functions as a single system, enabling processes to operate more efficiently.

Information generated and communicated in this way allows for a rapid and defined escalation process so that problems can swiftly be identified and resolved. This supports inter-departmental co-ordination which, in turn, leads to the delivery of a better quality of service to the airport ‘user’ and airport partners.

THE INTELLIGENT AIRPORT MANAGEMENT SOLUTION

The Honeywell Enterprise Buildings Integrator™ (EBI) is an easy to use, intelligent single system that integrates your existing (and future) building management, life safety, security, business and communication systems to provide a highly efficient and consistent data source for the efficient running of the airport.

WHAT BENEFITS DOES AN EBI SOLUTION OFFER?

- The ability to integrate and manage HVAC, energy management systems, security, digital video and life safety applications from a single workstation. This allows all data to be reported quickly and consistently, delivering better quality management information and prompt, informed decision making
- Seamless integration with a range of Honeywell Building Solutions and 3rd party systems
- A cost effective open architecture supports leading open industry standards including BACnet™, OPC, LonWorks™ and Modbus™
- Easy-to-use web based user interface for efficient operator control
- Fully scalable solution that has the flexibility to grow with airport requirements

OPERATIONAL BENEFITS

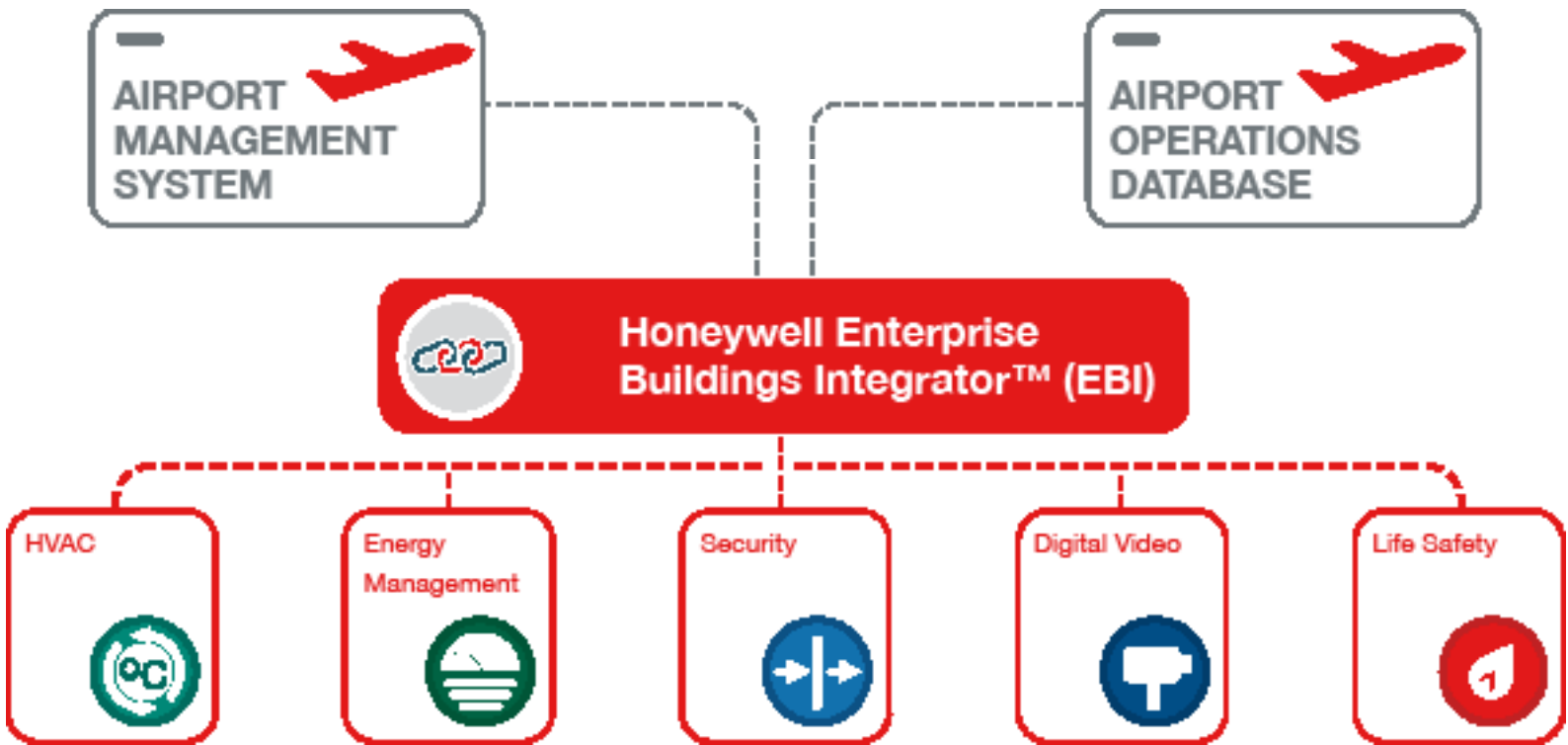
- Improved planning and better resource allocation
- Effective handling of incident management
- Improved monitoring and management of changes to airport procedures and maintenance programmes
- Enhanced service delivery
- Reduced risk

ECONOMIC BENEFITS

- Improved productivity of resource availability and deployment
- Clear understanding and control over energy consumption
- Implementation of automatic billing system by transaction, based on measured consumption and utilisation of assets
- Cost control and improved cash generation
- Higher return on investment

TECHNICAL BENEFITS

- Risk reduction with system modification and introduction of new technology
- New measurement and management processes can be easily developed and deployed
- Improved compliance



Why choose Honeywell?

Honeywell Building Solutions is one of the world's largest providers of technical solutions and service to thousands of organisations across the globe, including airports worldwide. Our comprehensive range of integrated building solutions, encompassing the design, installation, commissioning and service of Fire & Security, Building Management, Energy and Networks systems, keeps these facilities – and the people within them – safe, secure and comfortable.



MINIMISING RISK

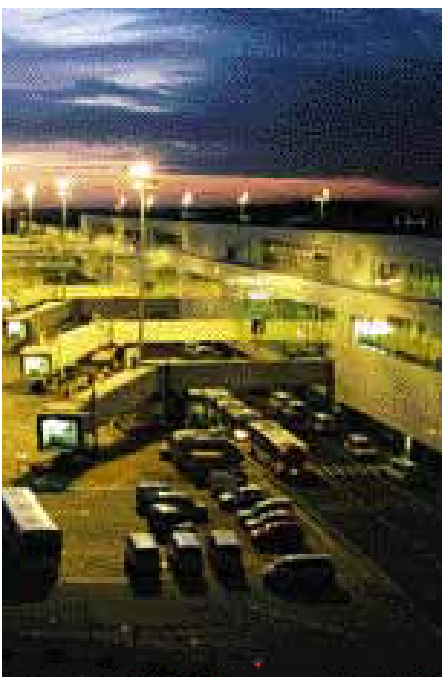
As part of Honeywell International, a \$31 billion diversified technology and manufacturing leader, HBS offers a secure choice to airport customers. From our intelligent and innovative approach to project design and delivery through to technically advanced service capabilities, our aim is to reduce your financial and operational risk at all stages. We are able to apply many years of experience in mission critical environments ensuring that projects are designed, delivered and managed to present a higher return on investment.

DELIVERY

Honeywell brings proven expertise to project delivery, with unrivalled experience across a wide range of applications. In doing so we can ensure that your airport project runs to time and budget. Being able to 'stage' the infrastructure and building systems off-site onto a live working network ensures that we can minimise integration issues on-site. Our ability to call on our own extensive global engineering resources means that we can accelerate project delivery anywhere in the world, at any stage.

SERVICE

Remote monitoring capabilities and energy management are amongst many of the technical services that complement our team of service engineers to reduce the possibility of system or plant failure. Repairing equipment promptly and having access to experienced local staff and parts supply is vitally important. They protect the value of your systems, which ensure efficient and uninterrupted performance over the lifecycle of the building – allowing you to focus on your core business.



PROJECT DESIGN

Our inventive and skilled approach to project design means you can be secure in the knowledge that the airport will operate effectively and efficiently for its lifecycle. Our systems have clearly defined migration paths and are truly open in design, so you are not tied into a single proprietary provider or solution. By integrating our expert network and building solutions we are able to ensure that functionality is improved and cost is reduced.

Honeywell Building Solutions

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Golden Valley, MN 55422-3992
+1 800 345 6770, ext. 606

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+44 (0)870 600 1659
www.honeywellbuildingsolutions.co.uk

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Shanghai, 201203, China
+86 21 2894 2000

South Asia Pacific:

2 Richardson Place
Sydney NSW 2113
+612 9353 7000

www.honeywell.com

The Honeywell logo, consisting of the word "Honeywell" in a bold, red, sans-serif typeface.



Verkada / ITM for Red Bluff Airport


Delivering a Safer Airport




IT MANAGEMENT
PLAN | DEPLOY | MANAGE




1



Challenges We Face Today

Risks and Issues of Traditional Physical Security



IT MANAGEMENT
PLAN | DEPLOY | MANAGE

1. Outdated current system
2. No coverage
3. Not scalable
4. Time management
4. Incident resolution
5. Unpredictable costs
7. Poor quality
7. Failing system
7. No user security

Verkada (2022), Confidential

2



Why make a change?



Challenge	Our Challenges	Verkada Solutions
Video Storage	<ul style="list-style-type: none"> No Current Solution // AC is half intact 	<ul style="list-style-type: none"> All Verkada cameras come with onboard storage providing 24/7 recording and for 365 days of standard retention
Ease of Use	<ul style="list-style-type: none"> Other systems are difficult to access, tools are complex 	<ul style="list-style-type: none"> Verkada is easier for non-technical users
Bandwidth	<ul style="list-style-type: none"> Systems can use up to 3+ Mbps (20fps). Could strain P2P network 	<ul style="list-style-type: none"> P2P solution can be configured to provide local wifi to entire airport Verkada has the most bandwidth friendly Camera on the market
Maintenance and Support	<ul style="list-style-type: none"> Cameras are prone break down, taking entire systems offline Repairs require a technician, and high out-of-warranty costs Device software patching is resource intensive 	<ul style="list-style-type: none"> All Verkada cameras include a 10-year warranty (next-day delivery on all replacements) Have the ability for live monitoring for video verification of any incidents at the airport through Verkada Alarms All software updates are included and are delivered to cameras automatically

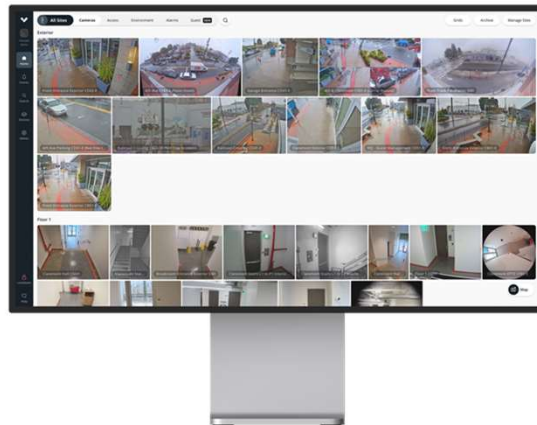
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3



Verkada Benefits

School Safety: Protect campus from the unexpected.



Ease of Use

User friendly web-based portal and mobile app.
No NVRs/DVRs required making it scalable across multiple campuses. Plug & play system.

Shorten Incident Response

Quickly and easily find meaningful footage for events that take place, including gathering evidence.

Identify Facility Issues

Built-in analytics detect and measure people and vehicle-based activity, so organizations can take action to reduce onsite risks.

Verkada (2022), Confidential

4



IT Management
-Premier
Verkada
Partner



Our Brands & Some of Our Partners



Verkada (2022), Confidential

5



Project
Overview -
Provide
Coverage /
Access
Control

Overview



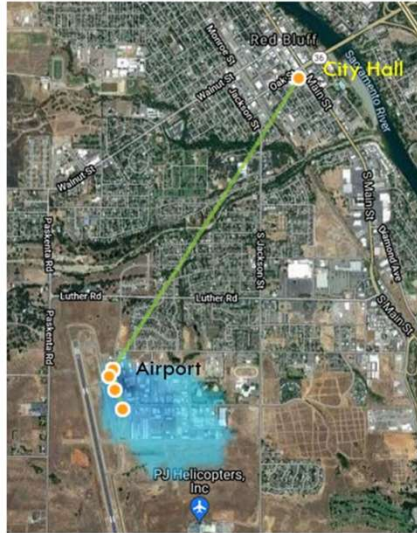
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6



Project Overview - P2P Setup

PtP Overview



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7



ITM - CMAS pre Bid State Contract for Verkada / ITM / Services



Procurement Division
707 Third Street, 2nd Floor, MS #2-202
West Sacramento, CA 95605-2811

State of California

MULTIPLE AWARD SCHEDULE

Verkada Inc.

CMAS NUMBER:	3-19-00-0523A
SUPPLEMENT NUMBER:	7
CMAS TERM DATES:	11/22/2019 through 12/31/2022
CMAS CATEGORY:	Information Technology Goods and Services
APPLICABLE TERMS & CONDITIONS:	June 7, 2019
MAXIMUM ORDER LIMIT:	State Agencies: See Purchasing Authority Dollar Threshold provision Local Government Agencies: Unlimited
FOR USE BY:	State & Local Government Agencies
BASE PEPPM #:	528899-178
BASE PEPPM HOLDER:	Verkada Inc.

This California Multiple Award Schedule (CMAS) provides for the purchase and warranty of cloud-based video surveillance systems. (See page 3 for the restrictions applicable to this CMAS.)

This supplement is to extend this CMAS through 12/31/2022. In addition, this supplement replaces in its entirety the existing CMAS. The most current Ordering Instructions and Special Provisions, CMAS Terms and Conditions, and products and/or services are included herein. All purchase orders issued by State agencies shall incorporate these Ordering Instructions and Special Provisions, and CMAS Terms and Conditions. Review these provisions carefully as they have changed.

Verkada (2022), Confidential

8



Procurement Division
707 Third Street, 2nd Floor, MS #2-202
West Sacramento, CA 95605-2811

State of California

MULTIPLE AWARD SCHEDULE

IT Management Corporation

CMAS NUMBER:	3-22-01-1009
CMAS TERM DATES:	01/07/2022 through 09/26/2024
CMAS CATEGORY:	Information Technology Goods and Services
APPLICABLE TERMS & CONDITIONS:	June 7, 2019
MAXIMUM ORDER LIMIT:	State Agencies: See Purchasing Authority Dollar Threshold provision Local Government Agencies: Unlimited
FOR USE BY:	State & Local Government Agencies
BASE SCHEDULE #:	47QTC19D00MM
BASE SCHEDULE HOLDER:	Synnex Corporation

This California Multiple Award Schedule (CMAS) provides for the purchase, warranty, and installation of hardware, hardware maintenance and repair services, software, software maintenance as a product, infrastructure as a Service (IaaS), and Software as a Service (SaaS). (See page 3 for the restrictions applicable to this CMAS.)

NOTICE: Products and/or services on this CMAS may be available on a Mandatory Statewide Contracts. If this is the case, the use of this CMAS is restricted unless the State agency has an approved exemption as explained in the Statewide Contract User Instructions. Information regarding Statewide Contracts can be obtained at the: [Statewide Contract Index Listing \(www.dgs.ca.gov/PD/About/Pages/Content/PD-Branch-Intro-Accordion-List/Acquisitions/Statewide-Contracts\)](http://www.dgs.ca.gov/PD/About/Pages/Content/PD-Branch-Intro-Accordion-List/Acquisitions/Statewide-Contracts). This requirement is not applicable to local government agencies.



Verkada/ ITM Trusted By California



Nationwide:
8700+ Organizations
40 Fortune 500 Companies
3,300+ Resellers

Yuba City
Yuba City Police Dept.
Oakley Police Dept.
City of Walnut Creek
City of Rancho Cordova
City of Daly City
City of Pleasanton
City of Farmersville
City of San Diego

El Dorado County
Placer County
South Tahoe PUD
Colusa County Office of Education
Gateway USD
Shasta Bible College
Thermalito ESD
Amador County USD
Center Joint USD
Dry Creek Joint ESD
St. Francis Catholic HS
Paradise USD
Susanville Indian Rancheria
Sol Aureus College Prep
Twin Ridges ESD

Alameda County Office of Education

Cupertino USD
Pleasanton USD
Mount Pleasant ESD
Morgan Hill USD
Evergreen SD
Berkeley USD
Alum Rock USD
Orinda USD
Hayward USD
South San Francisco USD
Franklin McKinley SD

Verkada (2022), Confidential

9



Project
Overview -
Cost / Cost
Breakdown

Financial Summary



Components	DETAIL	COST
Verkada CB51-90TE-HW	(4) Verkada Outdoor Licence Plate Cameras	\$ 7,356.80
Verkada CD52-2TBE-HW	(6) Verkada Outdoor Dome Cameras	\$ 18,715.20
Verkada AC41-HW	(2) Verkada Door Controller	\$ 2,558.40
Verkada AD31-HW	(2) Verkada Smart Reader	\$ 478.40
Verkada LIC-5Y	(10) Verkada Command 5 Year License	\$ 6,392.00
Verkada LIC-AC-5Y	(2) Verkada Door License	\$ 1,598.40
Verkada ACC-MNT-2	Verkada Arm Mount Kit	\$ 71.20
Verkada ACC-MNT-8	Verkada Pendant Cap	\$ 55.20
Verkada ACC-MNT-10	Verkada Corner Mount	\$ 159.20
Mimosa 100-00085	(3) Mimosa C5x PtP Radio	\$ 263.13
Mimosa 100-00088	(2) Mimosa N5-X20 (2-pack) Antenna	\$ 145.46
Mimosa 100-00037-01	(1) Mimosa A5c AP PtMP Radio	\$ 8.40
Mimosa 100-00001	(1) Mimosa B5 PtP (2-pack, Preconfigured pair)	\$ 650.25
RFessentials HG3-CC-560-T	(2) RFessentials 60 degree Antenna horn	\$ 712.27
Ruckus ICX7150-C10ZP-2X10GR-RMT3	(2) Compact - switch - L3	\$ 6,064.00
Tripp Lite SRWF5U	(2) Tripp Lite Rack - cabinet - wall mountable - black - 5U - 19"	\$ 1,091.52
Ruckus ICX7000-C10ZP-RMK	(2) Ruckus Switch mounting kit	\$ 90.00
Ruckus Cloud CLD-S71M-5001	(2) Ruckus Cloud Sub 5 year	\$ 675.00
Tripp Lite SU1000RTXL2UA	(2) Tripp Lite UPS (rack-mountable)	\$ 1,632.48
Tripp Lite WEBCARDLX	(2) Tripp Lite Remote management adapter	\$ 800.00
Tripp Lite NPQE-30W-1G	(4) Tripp Lite PoE Injectors	\$ 204.80
Professional Services-(Installation , Configuration &Project Management)		Included
* Pricing does not include tax or shipping		
TOTAL COST:		\$ 75,804.51

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Verkada Security

School Safety: Protect your network from the unexpected.



Access Transparency

Proactive notifications when data is accessed

Governance Program

Checks and balances, quarterly updates, compliance updates and progress toward SOC 2 examination

Customer CISO Council

Group of CISOs to advise Verkada on security procedure and protocol

Internal Access Management

Strengthen existing controls and add additional security levels

Customer Data Governance Tools

More visibility into data and account info. Audit logs are protected, stored, accessed, retained, deleted and exported

Enhanced Penetration Testing

On top of current tests, increase number and scope of pen test efforts

Change and Configuration Management

Continue adoption of configuration-as-code, automated testing and separation of duty

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Why customers love Verkada



Easy



No on-prem servers to manage



Do everything in a web browser



Automatic firmware updates



Easily grant/revoke access

Smart



Automatic event alerts



Instantly share live video



Advanced Search Filters

Scalable



Won't clog your network like other IP cameras



Product warranty



Install 1 camera or 10,000+ cameras

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Summary of Benefits



10-year product warranty



Unlimited user



Unlimited cloud archiving for video clips



Automatic firmware & software updates



US based Technical support



Lower 10 year TCO



Predictable renewal costs

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This aerial map illustrates a proposed development site with various overlays and labels. The site is bounded by a red dashed line. Key features include:

- Identified Environmentally Sensitive Areas:** Three areas are outlined in blue and labeled "IDENTIFIED ENVIRONMENTALLY SENSITIVE AREA".
- Limit of Leased Area:** A blue dashed line indicates the "LIMIT OF LEASED AREA".
- Proposed Buildings:** Two large rectangular buildings are shown. The one on the left has a blue roof, and the one on the right has a grey roof. Both are outlined in blue.
- Parking Lots:** Several parking lots are shown, with cars represented by small white icons. One lot is outlined in blue.
- Driveways and Roads:** A network of roads and driveways is shown, with some areas outlined in blue.
- Other Features:** A large circular feature, possibly a pond or a large tree, is located in the upper right. A small rectangular area is labeled "H2A" and "H2B".

SCALE: 1" = 40'



butler
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