



Date: February 18, 2016

To: Andrew Murphy
Office of Emergency Management
Metro Boston Homeland Security Region
City Hall, Boston MA

From: Eric Johnson
Lan-Tel Communications Inc.
1400 Providence Highway
Suite 2000
Building 2
Norwood, Ma. 02062
(Ph.) 617-413-2148
(Fax) 781-551-8667
ejohnson@lan-tel.com

Re: Integrated Threat Mitigation (ITM)

LAN-Tel is pleased to submit the attached proposal. This is based on the information, instruction and requirements mutually reviewed. This proposal will include the installation of the required monitors upgrade.

I am confident you will find our quote to be complete in terms of scope, and compliance, with FAC 64 as well as consistent with information received.

If you have any questions, please call me at (781) 352-4056, or simply e-mail me at ejohnson@lan-tel.com

We look forward to reviewing our proposal with you and thank you again for your continued consideration of LAN-TEL Communications, Inc.

Quote Summary:

LAN-TEL Communications, Inc.'s lump sum quotes include the supply of all labor, cable, coring, required equipment, project management, insurances and permits for successful installation of the equipment reviewed and stated herein.



Proposed Work:

Lan-Tel Communications will provide, install and maintain the Integrated Threat Mitigation (ITM) platform. The ITM consists of Shooter Detection (SDS) gunshot acoustic sensors integrated with DVTEL 1080HD IP CCTV cameras. The ITM sensors and cameras will be placed at the three main entrance points to Boston City Hall. The ITM solution will be provided in two options: A mobile option that can be set up and transported, and a long term hardwired solution. If a weapon is discharged within the parameters of the SDS sensors. The sensor will annunciate to SDS monitoring software at Boston Police / Schroeder Plaza dispatch, and to the Boston Regional Intelligence Center (BRIC) The SDS sensors will also transmit to a chosen data base of mobile cellular devices and network computers of the incident. The SDS sensors will trigger a JPEG image of the incident. This will be sent via DVTEL software to first responders and authorized personnel for pre and post intelligence of the situation and adequate response.

OPTION 1: Mobile

Lan-Tel Communications will provide (3) three mobile ITM enclosure sets. These will be set up and maintained at the three main entrance doors of Boston City Hall. The enclosure set will consist of 1 SDS sensor and 1 DVTEL camera, and 1 enclosure with a lone SDS sensor. Each enclosure will be affixed atop a tripod. All six SDS sensors and three DVTEL cameras will report back to a common server that will be integrated into the City of Boston IT network.

Cost: \$23,321.00

OPTION 2: Hardwired

Lan-Tel Communications will provide and install 2 SDS sensors and 1 DVTEL camera at the three main entrance doors of Boston City Hall. All six SDS sensors and three DVTEL cameras will report back to a common server that will be integrated into the City of Boston IT network.

Cost: \$24,676.00



Qualifications:

1. Normal working hours are between 7:00AM and 4:00PM Monday through Friday, excluding holidays, unless otherwise directed, with premium labor adjustments applied per approved change order protocol.
2. All security work is to be coordinated and completed by LAN-TEL.
3. We assume all conduits, coring, sleeves, workboxes, floor boxes, poke-thrus with trim flanges, grounding backbone & bus bars, power, and rubbish removal from the central sweep point will be completed by LAN-Tel.
4. We shall fire-stop and seal only those sleeves, conduits, cores, utilized by LAN-TEL for the work specified.
5. We shall provide a one year product warranty under FAC64 against defects and on overall craftsmanship, starting from the date of substantial completion.
6. Warranty does not include any repairs of equipment damaged by vandalism, misuse, or “Acts of God”.
7. Underground utilities are to be marked and located by the owner. LAN-Tel will not be responsible for any underground utilities improperly marked.
8. Job permits are included in the total proposal cost.
9. Full and uninterrupted access to all the work locations is required.
10. This proposal is in effect for 60 days unless otherwise extended by LAN-Tel.

LAN-Tel Communications, Inc. City Of Boston

By: *Eric Johnson*

By: _____

Date 2/18/2016

Date: _____