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Date: May 25, 2017

To: Commonwealth of Massachusetts  
Department of State Police  
C/O Bruce Cranstoun  
124 Acton St.  
Maynard, Ma. 01754

From: John Bartolomucci  
Lan-Tel Communications Inc.  
1400 Providence Highway  
Suite 2000  
Building 2  
Norwood, Ma. 02062  
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[jbarts@lan-tel.com](mailto:jbarts@lan-tel.com)

Re: service contract for 8 facilities (Maynard, Sudbury, Danvers, Springfield, Bourne, Lakeville, Boston and Worcester Crime labs). This will be for the [REDACTED] CCTV system, the [REDACTED] access control system, the [REDACTED] intercoms and the [REDACTED] intrusion system. All factory warranties for the mentioned equipment have all now expired.

Our quote is based upon the information, the instructions, and requirements reviewed.

I am confident you will find our quotes to be complete in terms of scope, compliant and consistent with information received and under State contract FAC64 guidelines.

If you have any questions, please call me at (781) 352-4056, on my cell at (617) 413-7488 or simply e-mail me at [jbarts@lan-tel.com](mailto:jbarts@lan-tel.com).

Scope of work:

- Annual Preventative Maintenance Visit.
- All service calls/work will be performed between the hours of 8:30 AM to 5:00 PM (excluding holidays and weekends)
- This service contract will cover minor repairs including misc. hardware i.e. fasteners, control panel cabling, minor equipment adjustments at the time of service and battery replacement if needed at the time of the service call.



- This service contract does not cover replacement of intrusion, camera, access control, power supplies or access devices.
- [redacted] software updates, S.S.A and maintenance support fees are part of this service contract
- Time period from 7/1/17 through 6/30/18
- Service contract will not cover the following:
  - Negligence, abuse, theft, power problems, power or line surges, alterations of the equipment by other than the provider, vandalism, damage by water/liquid, and any accidental damage.

Exclusions:

- Any overtime labor
- All labor will be executed during regular hours between 8:30 am and 5:00 pm Monday through Friday excluding weekends and holidays.

Cost for the above proposal will be \$ 36,000.00

This price includes review and test of all installed devices, described in the associated work. Hardware will be supplied by LAN-Tel. If any intrusion, CCTV devices and or access equipment are found inoperative LAN-Tel will notify MSP. If the product requires replacement, LAN-Tel will replace the defective device upon approval of LAN-Tel's proposal of required work.

All the systems will now be monitored by [redacted] 24/7/365. The system will notify designated personal on which system and the location in the building where the disturbance is from. These systems will also test the phone line connection at a programmed time and report to designated personal any problem that occurs.

Both the Radio link system and phone line back up communication are installed and connected at each facility. The Annual monitoring fee per system will be \$400.00 (each).

The total cost for monitoring of the eight locations from 7/ 1/2017 through 6/30/18 will be \$3,200.00

|          |                   |                    |
|----------|-------------------|--------------------|
| SUMMARY: | Service Contract: | \$36,000.00        |
|          | Monitoring Fees:  | \$ 3,200.00        |
|          | Total:            | <u>\$39,200.00</u> |

*FY18*  
*[Signature]*  
*6/27/17*



**Qualifications:**

1. All work to be performed between 8:30AM and 5:00 PM 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 performed by LAN-Tel all of whom are members of the IBEW.
3. We shall only fire stop and seal only those sleeves, conduits, cores, and/or utilized by LAN-Tel.
4. We shall provide service along with the [REDACTED] maintenance contract for the annual period from 7/1/2017 through 6/30/18 on the Intrusion systems, CCTV systems, access control components and power supplies on all facilities with the owner's acceptance commencing with the activation date of the service agreement.
5. Our quote excludes identification, disconnection, removal, and disposal of any existing cabling.
6. All Cabling will be Plenum rated if required.
7. Our starting date and ending date will be as required per service contract.

LAN-Tel Communications, Inc.

By *John Bartolomucci*

Date 5/25/17