



Date: August 22, 2014

To: Boston Police Department  
C/O Shawn Romanoski  
Director of Telecommunications  
1 Schroeder Plaza  
Boston, Ma. 02120

From: John Bartolomucci  
Lan-Tel Communications Inc.  
1400 Providence Highway  
Suite 2000  
Building 2  
Norwood, Ma. 02062  
(Ph) 781-352-4056  
(Fax) 781-551-8667  
[jbarts@lan-tel.com](mailto:jbarts@lan-tel.com)

Re: Cronin Park project

Thank you for the opportunity to present LAN-TEL Communications, Inc.'s quote for the sale of quick deploy cameras.

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 with FAC64 and consistent with information received.

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).

I 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 to supply all labor, project management, insurances and permits to service the facility per the information, the instructions, the requirements, reviewed.



Outdoor Cameras adds

1. Provide and install (20) DVTEL CM-4221-11-I 1080P cameras at designated locations.
2. Provide and install (7) DVTEL CP 4221-201 20X PTZ camera.
3. Provide and install (8) Fluidmesh FM11100M-10MB antennas.
4. Provide and install (1) Fluidmesh FM110-UN-100MB antenna.
5. Provide and install (20) Nema enclosure.
6. Provide and install (27) Altronix 24V power supplies
7. Provide and install (20) network switches
8. Provide and install (27) DVTel cameras brackets
9. Provide and install (27) DVTel device licenses
10. Provide and install (10) photo light adapters
11. Provide cable and hardware as needed.

Total Equipment cost will be:	\$68,091.73
Total labor cost will be:	\$21,836.00
Total cost will be:	<u>\$89,927.73</u>

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 by LAN-TEL.
3. We assume all conduits, coring, sleeves, workboxes, floor boxes, poke-thru 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 against defects and on overall craftsmanship under FAC64, 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.

*Acceptance*

LAN-Tel Communications, Inc.

By *John Bartolomucci*



# LAN-TEL

COMMUNICATIONS, INC.

*Connecting & Protecting the Future*

## Wardman Road Project



LAN-TEL Communications, Inc.

1400 Providence Highway, Norwood, MA 02062

(P) 781-551-8599 (F) 781-551-8667

[www.lan-tel.com](http://www.lan-tel.com)

LAN-TEL Communications, Inc.  
1400 Providence Hwy, Ste 2000  
Norwood, MA 02062  
P: (781) 551-8599  
F: (781) 551-8667  
www.lan-tel.com

## The Company

Incorporated in MA in 1992 as  
a Private Corporation

Joseph H. Bodio -  
President/CEO

William R. Woodbury-  
Vice President

125 Employees  
IBEW Local 103  
BICSI-Certified RCDDs  
OSHA Certified  
Drug-Free Company

## Licenses

Registered System Contractor-  
MA 1631C  
Registered System Technician-  
MA 2316D  
Telecom System Contractor-  
RI 1287  
Security System Contractor-  
SS CO 000841  
MA Certificate of Clearance for  
all employees

## Industry Groups

National Electrical Constructors  
Association (NECA)- Joe Bodio,  
Boston Chapter President

Associated Subcontractors of MA  
(ASM) - Joe Bodio, President Elect

## Services Offered

- Copper & Fiber Structured Cabling Systems
- Air Blown Fiber
- Access Control
- Video Surveillance/Management Systems
- Sound Masking
- DAS/WAPs
- IT/Network
- Intercom, Paging & Clock Systems
- Audio Visual

**\* Certified to install & warranty all major manufacturers**

## Customer Care

24x7x365 Coverage & Emergency Service  
Fully-Equipped Fleet of Service Vans  
State-of-the-Art Equipment & Diagnostic Tools

## Massachusetts State Contracts

### FAC64

Security Services

### ITC54

Telecommunications/Data Infrastructure  
Cabling Services & Maintenance

### DCAMM Certified

Structured Cabling & Security Systems

### GSA Schedule 84

Total Solutions for Law Enforcement, Security,  
& Facilities Management

### City of Boston Department of Neighborhood

Development Contract for Repair Work

# ***Wardman Road Camera Surveillance Proposal***

## **Contents:**

- Project Goals
- Site Considerations
- Proposed Solution
- Deployment
- Maintenance & Service
- Reference material

# ***Wardman Road Camera Surveillance Proposal***

## **Project Goals:**

New security cameras will be deployed within and around the vicinity of Wardman Road / Walnut Avenue in Roxbury, MA. Due to recent incidents, such as theft, BPD has decided to improve security and surveillance around this area through the addition and use of security cameras. These cameras will assist in deterrence of future incidents as well as record video to help with prosecution of any future incidents.

## Key Objectives:

1. Deploy security cameras to “cover” the key areas of concern in and around the neighborhood
2. Provide reliable live and recorded video of the area utilizing Day / Night camera technology
3. Allow Boston Police Department to monitor and record all cameras
4. Require minimal maintenance

## **Site Considerations:**

Upon several visits to the site, the following points were collected:

1. General lighting is good in the area of the proposed camera locations.
2. Several street light poles will provide a good mount location for cameras.
3. Constant power is required to keep the cameras operational. It is noted during the site walks that “photocell” light controllers are located on the poles which means constant power is available at each desired camera pole location.
4. An existing wireless “hub” is located west of the Wardman Road site. This hub will allow LAN-TEL to backhaul these additional cameras to Boston Police headquarters.

# ***Wardman Road Camera Surveillance Proposal***

## **The Proposed Solution:**

LAN-TEL will install a combination of outdoor-rated security cameras and wireless transmission devices to connect all new cameras back to Boston Police Headquarters. All cameras will be recorded on existing DVTEL software and computing hardware that is already deployed at BPD. Wireless technology will be used in order to keep deployment costs down and avoid trenching wire. Site costs related to construction will be minimized and time to completion will be much faster to provide a fully operational system. Below is a picture of the actual assembly which is already being deployed around other areas of Boston and is monitored by Boston Police Department.



The cameras, made by DVTEL, are rugged and proven reliable in and around the City of Boston as well as in many other cities and towns in Massachusetts. Other large cities, such as Los Angeles and Baltimore, have been using DVTEL technology for almost 10 years.

# ***Wardman Road Camera Surveillance Proposal***

Please see the rendered picture below which depicts how the camera assemblies will look on street light poles.





# Wardman Road Camera Surveillance Proposal

## Coverage:

Several cameras will be installed within the Wardman Road area along access and egress routes. We have taken Google Earth images of the location and depicted the suggested camera coverage areas to be provided. All access and possible paths of flight are covered.

Please refer to the image below:



# ***Wardman Road Camera Surveillance Proposal***

## **Deployment:**

LAN-TEL employs a large crew of union-based field installation technicians. The team of LAN-TEL employees, who currently manage the existing Boston Police Department system as well as the systems in the surrounding cities of Winthrop, Revere, Everett, Chelsea, Somerville, Brookline, Milton, and Quincy, will be responsible for deploying the cameras for the Wardman Road project. The team will utilize a company owned bucket truck to assist with mounting all cameras to the desired pole locations. LAN-TEL is familiar with the jurisdiction of local authorities and can work with the authorities to provide site access and traffic control to allow for a safe system deployment.

Cameras will be aligned and focused to cover the areas of interest and the corresponding wireless antennas will be adjusted and tuned to transmit video signals back to Boston Police Headquarters. All field wiring will be dressed for an outdoor environment and comply with local codes.

## **Maintenance and Service:**

Inherently, the system is low maintenance by design and the proposed electronics are all solid state with minimal moving parts. Proper installation practices, such as strain relief of cabling and proven outdoor hardware mounting practices, improve the integrity of the system and help to minimize regular maintenance.

No system is maintenance free; therefore, we have included a service and maintenance package to help maintain the deployed solution.

The service provides real-time monitoring of all connected cameras. A system health monitoring tool is used to notify if any abnormalities occur within the system. Upon incident, LAN-TEL technicians will be deployed to remedy any issues to ensure all cameras are running at all times.

Regular maintenance, such as cleaning of camera lens and housing, along with system integrity (wire termination) checks are included. Product warranty is included in this maintenance service as well.

# **Wardman Road Camera Surveillance Proposal**

<b>Equipment Pricing for Wardman Camera Project</b>		<b>QTY</b>
<b>BW-SL16147</b>	16 x 14 x 7 Outdoor/Indoor NEMA 4x Non-Metallic Enclosure	10
<b>Ubiquiti NSM5</b>	Nanostation Broadband Outdoor Wireless CPE Router	5
<b>DVTEL CM-4221-11</b>	Quasar Vandal Mini-dome Indoor/Outdoor Color IP HD 1080p Camera, D/N, WDR, 3-9mm AF Motorized VF Auto-Iris Lens, IR Cut Filter, H.264 30FPS, CMOS, Surface Mount, 12VDC/24VAC or POE.	7
<b>DVTEL CP-4221-301</b>	Quasar Pan, Tilt & Zoom Vandal Outdoor IP HD 1080p Camera 30x Optical zoom, 360 continuous pan, auto iris/focus, D/N, True WDR, IR Cut Filter, 1/2.8" CMOS imager. H.264 dual streaming, Bracket Mount 24VAC or POE++	3
<b>DVTEL CX-ARMX-1</b>	Long Wall Mount Bracket to be used with all CM-Series and CP-Series Cameras (excluding CM-4021 model)	10
<b>DVTEL LAT-NT-CHAN</b>	One (1) Channel license for a single camera scene connection from encoder, IP camera, analog monitor or Mentor	10
<b>DVTEL SSA-GLD-1Y</b>	One (1) Year Gold Software Service Agreement. Includes Phone and Remote Access Support during local office work hours. Provides Guaranteed Response Time & Software Version Upgrades for duration of contract	1
<b>DVTEL SER-CLD-1Y</b>	One (1) Year subscription for DVTEL Cloud Services. Online system health monitoring, directory database backup, email alerts and more	1



## QUASAR CM-4221 SERIES

HD 1080p Mini-dome



The Quasar CM-4221 series of HD 1080p cameras has expanded to include an IR illuminated broadcast video quality camera that guarantees frame rates in high motion, complex and low light scenes, and lowers your utility costs and carbon footprint.

Offering the industry's lowest bandwidth through its broadcast motion processing architecture, the CM-4221 series delivers predictable storage, lower utility costs and a reduction in your Total Cost of Ownership (TCO).

Now you can...deploy a CCTV HD H.264 1080p surveillance solution that easily handles wide variations in motion and lighting found in airports, city surveillance projects, critical infrastructure sites, commercial offices and campuses utilizing the most technologically advanced HD IP camera.

### FEATURES

- HD Broadcast Quality H.264 Video
- Multi-streaming at the highest frame rates
- HD 1080p at the lowest bit rate
- IR Illumination option
- Full-time analog output
- Included analytics:
  - Tamper Detection
  - Multi-zone VMD
- Wide Dynamic Range
- Privacy Masking
- Bi-directional audio
- Web interface for viewing and configuration

Features	Benefits
• Broadcast quality multi-stream H.264 video	• Crisp, clean video for supreme identification
• Guaranteed frame rates in complex, high motion scenes	• Maintains evidentiary integrity of video in challenging surveillance conditions
• Broadcast quality motion processing	• Maintains lowest bit rates regardless of motion/scene complexity; lowers TCO with predictable storage and network requirements
• Auto-tune technology	• Best out-of-the-box experience with no adjustments; auto scene adaptation eliminates service calls
• Snap-in modular camera system	• Ease of installation, service and upgrades
• 4 year+ warranty*	• Manages lifecycle costs / TCO
• Edge-based recording and meta data	• Protects against network outages
• IR model delivers more uniform high quality illumination	• Reduces utility costs, carbon footprint and TCO

\* No less than 4 years from date of purchase



Highest Quality. Lowest Bandwidth. Predictable Storage.

# QUASAR CM-4221 SERIES

HD 1080p Mini-dome

## General Specifications

Camera	
Image Sensor	1/2.7" CMOS
Sensor Resolution	2.1MP 1920 x 1080
Scanning Mode	Progressive
Sensitivity	0.3 (color)/0.04 (BW), 0 Lux with IR illuminator ON, measured with DSS OFF at 30 IRE
Lens Type	Varifocal: 3-9 mm F1.2 Auto Iris D/N Horizontal viewing angle: 36.7 to 110° Optional motorized with auto-focus
Automatic Electronic Shutter (AES)	1.0 to 1 / 10,000 (auto)
Digital Slow Shutter (DSS)	1/1 to 1/25 or 1/30 with up to 32x sensitivity boost in color or night mode
White Balance	Auto / indoor / outdoor
Automatic Gain Control	Auto
Back Light Compression	On / Off
Iris Control	DC auto
Wide Dynamic Range (WDR)	On / Off - 3 levels
3D Noise Reduction	On / Off - 6 levels
Tamper Detection	On / Off
Privacy Zones	On / Off - 5 zones
Video Motion Detection	Up to 10 independent zones
Day / Night Mode	Smart IR / auto / on/off
Mechanical IR Cut Filter	Yes
Signal to Noise Ratio (SNR)	±50 dB
Video	
Compression	Fully compliant multi-stream H.264 main profile + MJPEG
Maximum Performance	H.264 30/25 FPS @ HD 1080 + 30/25 FPS @ D1 or 30+30 / 25+25 @ HD720
Resolution Range	Scalable from CIF to HD 1080p
Bandwidth	Configurable between 64Kbps and 8Mbps
Rate Control	CBR/VBR
SD Card Recording*	SDHC up to 32 GByte
Audio	
Bi-Directional Audio	Full duplex, line / mic in and line out, G.711, G.726
Audio Connections	Terminal block
IR Illuminator	
Distance	15 m (50 ft.)
Angle of Illumination	Full 90°
Number of IR LEDs	24
Peak Emission Wavelength (nm)	850

Network	
Network Protocols	IPv4/v6, TCP/IP, UDP Unicast / Multicast, RTP, RTSP, HTTP, HTTPS, ICMP, FTP, SMTP, DHCP, PPPoE, UPnP, IGMP, SNMP, SNTp, QoS, ONVIF Profile S, IEEE 802.1X
Ethernet	10 / 100 Base-T auto sensing, half / full duplex (RJ45)
Configuration	Remote: via web access or supported video management software
Firmware Upgrade	Flash memory for upgrade of camera firmware over the network (1GB Flash / 2GB RAM)
Supported Web Browser	Internet Explorer 6.0+
Security	User account and password protection
Alarm	
Input	1 dry alarm contact
Output	1 relay contact, 60V AC / DC at 130 mA maximum
Physical	
Enclosure	Indoor: Tamper resistant surface mount plastic case or Indoor/Outdoor: IK10 rated vandal IP66
Dimensions	Indoor / Outdoor: 151 x 130 mm (5.9 x 5.1 in.)
Unit Weight	Indoor: 0.8 Kg (1.8 lbs.) Outdoor: 1.3 Kg (2.9 lbs.)
Mechanical	
Bubble Rating	IK10 vandal resistant polycarbonate
Bubble F-Stop	F0.0 - clear bubble / F1.0 - smoke bubble (option)
Pan / Rotate / Tilt	350, 350 and ±90°
Electrical	
Input Voltage	12 VDC / 24 VAC ±10% or 802.3af PoE
Power Consumption	6W indoor or 13W outdoors with heater / fan / IR
Power Connector	AC / DC terminal block or PoE
Environmental	
Operating Temperature**	Indoor: 0° to 50° C (32° to 122° F) Outdoor: -30° to 50° C (-22° to 122° F)
Storage Temperature	-20° to 70° C (-4° to 158° F)
Humidity	95% (non-condensing)
Warranty & Regulatory	
Warranty	According to DVTEL RMA Policy and Process Notice document
USA	UL, FCC Part 15 (subpart B, class A)
International	CE marked, EN55022-1998 class A, EN55024, RoHS

## Camera Ordering Information

Type	Series	Camera Resolution	Included Analytics	Lens Options	Environmental	IR Illuminator
CM	- 42	2	1	- X	X	- I
Mini-Dome Camera	- 42 = Quasar	2 = HD 1080p	1 = Intelligent Multi-zone VMD and Tamper Detection	- 0 = 3-9mm Auto Iris / 1 = 3-9mm Motorized Auto Focus	0 = Indoor Tamper Resistant 1 = IP66 Vandal with Heater/Fan	- I = 90° Illuminator

Note: IR illuminator option is available only with motorized varifocal lens cameras

## Accessories

A complete list of mounts, brackets, pole mounts and recess kits for cameras can be found in the DVTEL Price List and Camera Accessory Guide.

\* Excluding countries where disallowed

\*\* Outdoor IR models support -30 with 12 VDC and 24 VAC only, not with POE



# QUASAR CP-4221-301

HD 1080p PTZ

The Quasar family now offers an HD 1080p PTZ camera, offering broadcast video quality and guaranteed frame rates in high motion, complex and low light scenes.

The DVTEL Quasar CP-4221-301 HD PTZ delivers one of the lowest bandwidths in the industry through its advanced H.264 motion processing technology.

Now you can...reduce your Total Cost of Ownership (TCO) by deploying this high quality surveillance solution that easily handles the wide variations in motion and lighting found in airports, city surveillance projects, critical infrastructure sites, commercial offices and campuses.



## FEATURES

- HD Broadcast Quality H.264 Video
- Multi-streaming at the highest frame rates
- HD 1080p at the lowest bit rate
- Included analytics:
  - Tamper Detection
  - Multi-zone VMD
- Wide Dynamic Range (WDR)
- 30x Indoor or Outdoor continuous auto focus HD precision zoom lens
- Privacy Masking
- Bi-directional audio
- PTZ models offer 24 VAC and PoE options
- Web interface for viewing, control & configuration

Features	Benefits
• Broadcast quality multi-stream H.264 video	• Crisp, clean video for supreme identification
• Guaranteed frame rates in complex, high motion scenes	• Maintains evidentiary integrity of video in challenging surveillance conditions
• Broadcast quality motion processing	• Maintains lowest bit rates regardless of motion/scene complexity; lowers TCO with predictable storage and network requirements
• Auto-tune technology	• Best out-of-the-box experience with no adjustments; auto scene adaptation eliminates service calls
• Edge-based recording and meta data	• Protects against network outages



# QUASAR CP-4221-301

HD 1080p PTZ

## General Specifications

<b>Camera</b>	
Image Sensor	1/2.8" CMOS
Maximum Resolution	1920x1080 (HD 1080p)
Scanning Mode	Progressive
Optical Zoom	30x
Digital Zoom	1 to 12 variable
Focal Lengths	4.3 to 129 mm
Focus Mode	Auto / Manual
White Balance	Auto / Indoor / Outdoor / ATW / Manual
Iris Control	Auto / Manual
Digital Slow Shutter (DSS)	1.0 to 1 / 10,000 with up to 32x sensitivity boost in color or night mode
AGC Control	Auto / Manual
Back Light Compensation	On / Off
Wide Dynamic Range (Multi-shutter)	On / Off
Tamper Detection	On / Off
Electronic Image Stabilization	On / Off
Video Motion Detection	On / Off - up to 10 independent zones
Privacy Zones	On / Off - 16 zones
Day / Night: IR Cut Filter	Auto / Manual
Image Rotation	Normal / Flip / Mirror
Minimum Illumination	0.3 (color) / 0.04 (BW), measured with DSS Off at 30 IRE
Signal to Noise Ratio (SNR)	±50 dB
<b>PTZ</b>	
Pan Travel	360° continuous
Tilt Travel	-10° to 190°
Manual Speed	0.13° to 90° / s
Horizontal Viewing Angles	65.3° (Wide) to 2.2° (Tele)
Presets	256
Preset Accuracy	0.225°
Preset Speed	5° to 400° / s
Sequence	8
Auto Pan	4
Pattern	8
Auto Flip	Digital / Mechanical / Off
Proportional Pan & Tilt	On / Off (pan and tilt speed proportional to zoom ratio)
Resume After Power Loss	Yes
Home Function	Preset / Sequence / Auto Pan / Pattern
<b>Alarm</b>	
Alarm	Input: 4 dry alarm contact Output: 2 relay contact, 30 VDC at 2A or 125 VAC at 0.5A max
Alarm Reaction	Preset / Sequence / Auto Pan / Pattern
<b>Electrical</b>	
Input Voltage	PoE++ 802.3at (indoor/outdoor), AC 24V ±10%
Power Consumption	Max 65W outdoor with heater operating
Power Connector	Terminal block
<b>Video</b>	
Compression	Dual Streaming H.264 / H.264 or H.264 / MJPEG
Maximum Performance	30fps @ HD 1080p + 30fps @ D1 or 15+15 @ HD 1080p

<b>Resolution Range</b>	Scalable from CIF to HD 1080p
<b>Bandwidth</b>	Configurable between 64 Kbps and 8 Mbps
<b>Rate Control</b>	CBR / VBR
<b>SD Card Recording*</b>	SDXC up to 64 GByte
<b>Audio</b>	
<b>Bi-Directional Audio</b>	Full duplex, line / mic in and line out, G.711, G.726
<b>Bandwidth</b>	Configurable between 16 kbps & 64 Kbps (depending on compression method)
<b>Audio Connections</b>	Terminal block
<b>Network</b>	
<b>Network Protocols</b>	IPv4/v6, TCP/IP, UDP, RTP, RTSP, HTTP, HTTPS, ICMP, FTP, SMTP, DHCP, PPPoE, UPnP, IGMP, SNMP, SNTp, IEEE 802.1X, QoS, ONVIF Profile S
<b>Ethernet</b>	10 / 100 Base-T auto sensing, half / full duplex (RJ45)
<b>Configuration</b>	Remote: via web access or supported video management software
<b>Firmware Upgrade</b>	Flash memory for upgrade of camera firmware over the network (1GB Flash / 2GB RAM)
<b>Supported Web Browser</b>	Internet Explorer 6.0+
<b>Security</b>	User account and password protection
<b>Physical</b>	
<b>Enclosure Rating</b>	Tamper resistant surface mount or IK10 rated vandal IP66 outdoor housing
<b>Dimensions</b>	191.97 x 282.11 mm (7.55 x 11.1 in.)
<b>Unit Weight</b>	2.32 Kg (5.11 lbs.)
<b>Mechanical</b>	
<b>Bubble Rating</b>	IK10 vandal resistant polycarbonate
<b>Bubble F-Stop</b>	F0.0 - clear bubble
<b>Environmental</b>	
<b>Operating Temperature</b>	-45° to 50° C (-49° to 122° F)
<b>Storage Temperature</b>	-20° to 70° C (-4° to 158° F)
<b>Humidity</b>	95% (non-condensing)
<b>Warranty &amp; Regulatory</b>	
<b>USA</b>	UL, FCC Part 15 (Subpart B, class A)
<b>International</b>	CE Marked, EN55022-1998 Class A, EN55024, RoHS

## Camera Ordering Information

Type	Series	Camera Resolution	Included Analytics	Lens Option	Environmental
CP	- 42	2	1	- XX	X
PTZ Camera	- 42 = Quasar Series	2 = HD 1080p	1 = Intelligent Multi-zone VMD and Tamper Detection	- 30 = 30x Optical Zoom	1 = Outdoor IP66 Vandal with Heater/Fan

Note: Warranty – According to DVTEL RMA Policy and Process Notice document

\* Excluding countries where disallowed

## Accessories

A complete list of mounts, brackets, pole mounts and recess kits for cameras can be found in the DVTEL Price List and Camera Accessory Guide.



# LAN-TEL

COMMUNICATIONS, INC.

*Connecting & Protecting the Future*

## Wardman Road Project



LAN-TEL Communications, Inc.

1400 Providence Highway, Norwood, MA 02062

(P) 781-551-8599 (F) 781-551-8667

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## The Company

Incorporated in MA in 1992 as  
a Private Corporation

Joseph H. Bodio -  
President/CEO

William R. Woodbury-  
Vice President

125 Employees  
IBEW Local 103  
BICSI-Certified RCDDs  
OSHA Certified  
Drug-Free Company

## Licenses

Registered System Contractor-  
MA 1631C  
Registered System Technician-  
MA 2316D  
Telecom System Contractor-  
RI 1287  
Security System Contractor-  
SS CO 000841  
MA Certificate of Clearance for  
all employees

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### DCAMM Certified

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### GSA Schedule 84

Total Solutions for Law Enforcement, Security,  
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### City of Boston Department of Neighborhood

Development Contract for Repair Work

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## Key Objectives:

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## **Site Considerations:**

Upon several visits to the site, the following points were collected:

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# ***Wardman Road Camera Surveillance Proposal***

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Please see the rendered picture below which depicts how the camera assemblies will look on street light poles.

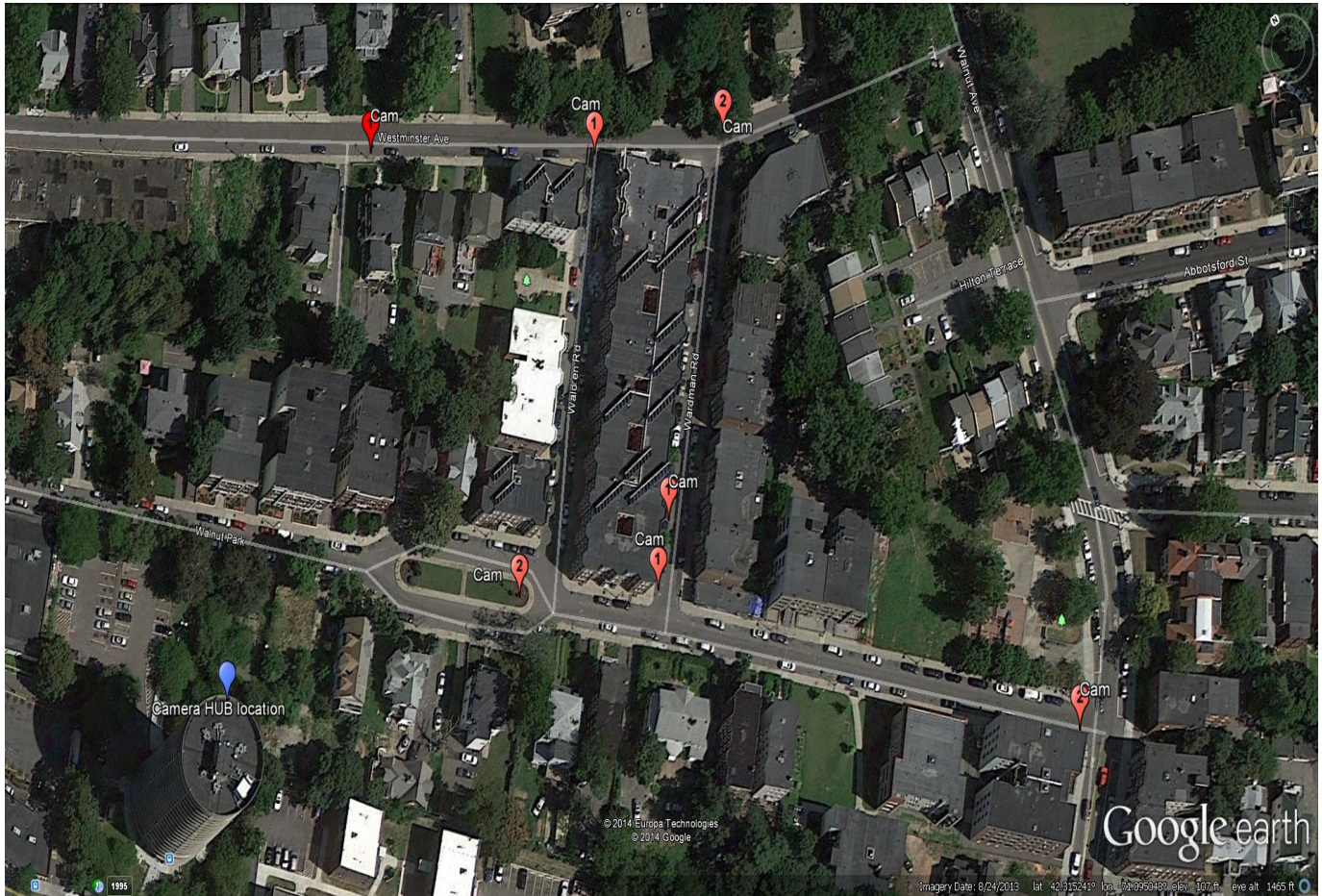


# Wardman Road Camera Surveillance Proposal

## Coverage:

Several cameras will be installed within the Wardman Road area along access and egress routes. We have taken Google Earth images of the location and depicted the suggested camera coverage areas to be provided. All access and possible paths of flight are covered.

Please refer to the image below:



# ***Wardman Road Camera Surveillance Proposal***

## **Deployment:**

LAN-TEL employs a large crew of union-based field installation technicians. The team of LAN-TEL employees, who currently manage the existing Boston Police Department system as well as the systems in the surrounding cities of Winthrop, Revere, Everett, Chelsea, Somerville, Brookline, Milton, and Quincy, will be responsible for deploying the cameras for the Wardman Road project. The team will utilize a company owned bucket truck to assist with mounting all cameras to the desired pole locations. LAN-TEL is familiar with the jurisdiction of local authorities and can work with the authorities to provide site access and traffic control to allow for a safe system deployment.

Cameras will be aligned and focused to cover the areas of interest and the corresponding wireless antennas will be adjusted and tuned to transmit video signals back to Boston Police Headquarters. All field wiring will be dressed for an outdoor environment and comply with local codes.

## **Maintenance and Service:**

Inherently, the system is low maintenance by design and the proposed electronics are all solid state with minimal moving parts. Proper installation practices, such as strain relief of cabling and proven outdoor hardware mounting practices, improve the integrity of the system and help to minimize regular maintenance.

No system is maintenance free; therefore, we have included a service and maintenance package to help maintain the deployed solution.

The service provides real-time monitoring of all connected cameras. A system health monitoring tool is used to notify if any abnormalities occur within the system. Upon incident, LAN-TEL technicians will be deployed to remedy any issues to ensure all cameras are running at all times.

Regular maintenance, such as cleaning of camera lens and housing, along with system integrity (wire termination) checks are included. Product warranty is included in this maintenance service as well.

# **Wardman Road Camera Surveillance Proposal**

<b>Equipment Pricing for Wardman Camera Project</b>		<b>QTY</b>
<b>BW-SL16147</b>	16 x 14 x 7 Outdoor/Indoor NEMA 4x Non-Metallic Enclosure	10
<b>Ubiquiti NSM5</b>	Nanostation Broadband Outdoor Wireless CPE Router	5
<b>DVTEL CM-4221-11</b>	Quasar Vandal Mini-dome Indoor/Outdoor Color IP HD 1080p Camera, D/N, WDR, 3-9mm AF Motorized VF Auto-Iris Lens, IR Cut Filter, H.264 30FPS, CMOS, Surface Mount, 12VDC/24VAC or POE.	7
<b>DVTEL CP-4221-301</b>	Quasar Pan, Tilt & Zoom Vandal Outdoor IP HD 1080p Camera 30x Optical zoom, 360 continuous pan, auto iris/focus, D/N, True WDR, IR Cut Filter, 1/2.8" CMOS imager. H.264 dual streaming, Bracket Mount 24VAC or POE++	3
<b>DVTEL CX-ARMX-1</b>	Long Wall Mount Bracket to be used with all CM-Series and CP-Series Cameras (excluding CM-4021 model)	10
<b>DVTEL LAT-NT-CHAN</b>	One (1) Channel license for a single camera scene connection from encoder, IP camera, analog monitor or Mentor	10
<b>DVTEL SSA-GLD-1Y</b>	One (1) Year Gold Software Service Agreement. Includes Phone and Remote Access Support during local office work hours. Provides Guaranteed Response Time & Software Version Upgrades for duration of contract	1
<b>DVTEL SER-CLD-1Y</b>	One (1) Year subscription for DVTEL Cloud Services. Online system health monitoring, directory database backup, email alerts and more	1





## QUASAR CM-4221 SERIES

HD 1080p Mini-dome



The Quasar CM-4221 series of HD 1080p cameras has expanded to include an IR illuminated broadcast video quality camera that guarantees frame rates in high motion, complex and low light scenes, and lowers your utility costs and carbon footprint.

Offering the industry's lowest bandwidth through its broadcast motion processing architecture, the CM-4221 series delivers predictable storage, lower utility costs and a reduction in your Total Cost of Ownership (TCO).

Now you can...deploy a CCTV HD H.264 1080p surveillance solution that easily handles wide variations in motion and lighting found in airports, city surveillance projects, critical infrastructure sites, commercial offices and campuses utilizing the most technologically advanced HD IP camera.

### FEATURES

- HD Broadcast Quality H.264 Video
- Multi-streaming at the highest frame rates
- HD 1080p at the lowest bit rate
- IR Illumination option
- Full-time analog output
- Included analytics:
  - Tamper Detection
  - Multi-zone VMD
- Wide Dynamic Range
- Privacy Masking
- Bi-directional audio
- Web interface for viewing and configuration

Features	Benefits
• Broadcast quality multi-stream H.264 video	• Crisp, clean video for supreme identification
• Guaranteed frame rates in complex, high motion scenes	• Maintains evidentiary integrity of video in challenging surveillance conditions
• Broadcast quality motion processing	• Maintains lowest bit rates regardless of motion/scene complexity; lowers TCO with predictable storage and network requirements
• Auto-tune technology	• Best out-of-the-box experience with no adjustments; auto scene adaptation eliminates service calls
• Snap-in modular camera system	• Ease of installation, service and upgrades
• 4 year+ warranty*	• Manages lifecycle costs / TCO
• Edge-based recording and meta data	• Protects against network outages
• IR model delivers more uniform high quality illumination	• Reduces utility costs, carbon footprint and TCO

\* No less than 4 years from date of purchase



Highest Quality. Lowest Bandwidth. Predictable Storage.

# QUASAR CM-4221 SERIES

HD 1080p Mini-dome

## General Specifications

Camera	
Image Sensor	1/2.7" CMOS
Sensor Resolution	2.1MP 1920 x 1080
Scanning Mode	Progressive
Sensitivity	0.3 (color)/0.04 (BW), 0 Lux with IR illuminator ON, measured with DSS OFF at 30 IRE
Lens Type	Varifocal: 3-9 mm F1.2 Auto Iris D/N Horizontal viewing angle: 36.7 to 110° Optional motorized with auto-focus
Automatic Electronic Shutter (AES)	1.0 to 1 / 10,000 (auto)
Digital Slow Shutter (DSS)	1/1 to 1/25 or 1/30 with up to 32x sensitivity boost in color or night mode
White Balance	Auto / indoor / outdoor
Automatic Gain Control	Auto
Back Light Compression	On / Off
Iris Control	DC auto
Wide Dynamic Range (WDR)	On / Off - 3 levels
3D Noise Reduction	On / Off - 6 levels
Tamper Detection	On / Off
Privacy Zones	On / Off - 5 zones
Video Motion Detection	Up to 10 independent zones
Day / Night Mode	Smart IR / auto / on/off
Mechanical IR Cut Filter	Yes
Signal to Noise Ratio (SNR)	±50 dB
Video	
Compression	Fully compliant multi-stream H.264 main profile + MJPEG
Maximum Performance	H.264 30/25 FPS @ HD 1080 + 30/25 FPS @ D1 or 30+30 / 25+25 @ HD720
Resolution Range	Scalable from CIF to HD 1080p
Bandwidth	Configurable between 64Kbps and 8Mbps
Rate Control	CBR/VBR
SD Card Recording*	SDHC up to 32 GByte
Audio	
Bi-Directional Audio	Full duplex, line / mic in and line out, G.711, G.726
Audio Connections	Terminal block
IR Illuminator	
Distance	15 m (50 ft.)
Angle of Illumination	Full 90°
Number of IR LEDs	24
Peak Emission Wavelength (nm)	850

Network	
Network Protocols	IPv4/v6, TCP/IP, UDP Unicast / Multicast, RTP, RTSP, HTTP, HTTPS, ICMP, FTP, SMTP, DHCP, PPPoE, UPnP, IGMP, SNMP, SNTp, QoS, ONVIF Profile S, IEEE 802.1X
Ethernet	10 / 100 Base-T auto sensing, half / full duplex (RJ45)
Configuration	Remote: via web access or supported video management software
Firmware Upgrade	Flash memory for upgrade of camera firmware over the network (1GB Flash / 2GB RAM)
Supported Web Browser	Internet Explorer 6.0+
Security	User account and password protection
Alarm	
Input	1 dry alarm contact
Output	1 relay contact, 60V AC / DC at 130 mA maximum
Physical	
Enclosure	Indoor: Tamper resistant surface mount plastic case or Indoor/Outdoor: IK10 rated vandal IP66
Dimensions	Indoor / Outdoor: 151 x 130 mm (5.9 x 5.1 in.)
Unit Weight	Indoor: 0.8 Kg (1.8 lbs.) Outdoor: 1.3 Kg (2.9 lbs.)
Mechanical	
Bubble Rating	IK10 vandal resistant polycarbonate
Bubble F-Stop	F0.0 - clear bubble / F1.0 - smoke bubble (option)
Pan / Rotate / Tilt	350, 350 and ±90°
Electrical	
Input Voltage	12 VDC / 24 VAC ±10% or 802.3af PoE
Power Consumption	6W indoor or 13W outdoors with heater / fan / IR
Power Connector	AC / DC terminal block or PoE
Environmental	
Operating Temperature**	Indoor: 0° to 50° C (32° to 122° F) Outdoor: -30° to 50° C (-22° to 122° F)
Storage Temperature	-20° to 70° C (-4° to 158° F)
Humidity	95% (non-condensing)
Warranty & Regulatory	
Warranty	According to DVTEL RMA Policy and Process Notice document
USA	UL, FCC Part 15 (subpart B, class A)
International	CE marked, EN55022-1998 class A, EN55024, RoHS

## Camera Ordering Information

Type	Series	Camera Resolution	Included Analytics	Lens Options	Environmental	IR Illuminator
CM	- 42	2	1	- X	X	- I
Mini-Dome Camera	- 42 = Quasar	2 = HD 1080p	1 = Intelligent Multi-zone VMD and Tamper Detection	- 0 = 3-9mm Auto Iris / 1 = 3-9mm Motorized Auto Focus	0 = Indoor Tamper Resistant 1 = IP66 Vandal with Heater/Fan	- I = 90° Illuminator

Note: IR illuminator option is available only with motorized varifocal lens cameras

## Accessories

A complete list of mounts, brackets, pole mounts and recess kits for cameras can be found in the DVTEL Price List and Camera Accessory Guide.

\* Excluding countries where disallowed

\*\* Outdoor IR models support -30 with 12 VDC and 24 VAC only, not with POE



# QUASAR CP-4221-301

HD 1080p PTZ

The Quasar family now offers an HD 1080p PTZ camera, offering broadcast video quality and guaranteed frame rates in high motion, complex and low light scenes.

The DVTEL Quasar CP-4221-301 HD PTZ delivers one of the lowest bandwidths in the industry through its advanced H.264 motion processing technology.

Now you can...reduce your Total Cost of Ownership (TCO) by deploying this high quality surveillance solution that easily handles the wide variations in motion and lighting found in airports, city surveillance projects, critical infrastructure sites, commercial offices and campuses.



## FEATURES

- HD Broadcast Quality H.264 Video
- Multi-streaming at the highest frame rates
- HD 1080p at the lowest bit rate
- Included analytics:
  - Tamper Detection
  - Multi-zone VMD
- Wide Dynamic Range (WDR)
- 30x Indoor or Outdoor continuous auto focus HD precision zoom lens
- Privacy Masking
- Bi-directional audio
- PTZ models offer 24 VAC and PoE options
- Web interface for viewing, control & configuration

Features	Benefits
• Broadcast quality multi-stream H.264 video	• Crisp, clean video for supreme identification
• Guaranteed frame rates in complex, high motion scenes	• Maintains evidentiary integrity of video in challenging surveillance conditions
• Broadcast quality motion processing	• Maintains lowest bit rates regardless of motion/scene complexity; lowers TCO with predictable storage and network requirements
• Auto-tune technology	• Best out-of-the-box experience with no adjustments; auto scene adaptation eliminates service calls
• Edge-based recording and meta data	• Protects against network outages



# QUASAR CP-4221-301

HD 1080p PTZ

## General Specifications

<b>Camera</b>	
Image Sensor	1/2.8" CMOS
Maximum Resolution	1920x1080 (HD 1080p)
Scanning Mode	Progressive
Optical Zoom	30x
Digital Zoom	1 to 12 variable
Focal Lengths	4.3 to 129 mm
Focus Mode	Auto / Manual
White Balance	Auto / Indoor / Outdoor / ATW / Manual
Iris Control	Auto / Manual
Digital Slow Shutter (DSS)	1.0 to 1 / 10,000 with up to 32x sensitivity boost in color or night mode
AGC Control	Auto / Manual
Back Light Compensation	On / Off
Wide Dynamic Range (Multi-shutter)	On / Off
Tamper Detection	On / Off
Electronic Image Stabilization	On / Off
Video Motion Detection	On / Off - up to 10 independent zones
Privacy Zones	On / Off - 16 zones
Day / Night: IR Cut Filter	Auto / Manual
Image Rotation	Normal / Flip / Mirror
Minimum Illumination	0.3 (color) / 0.04 (BW), measured with DSS Off at 30 IRE
Signal to Noise Ratio (SNR)	±50 dB
<b>PTZ</b>	
Pan Travel	360° continuous
Tilt Travel	-10° to 190°
Manual Speed	0.13° to 90° / s
Horizontal Viewing Angles	65.3° (Wide) to 2.2° (Tele)
Presets	256
Preset Accuracy	0.225°
Preset Speed	5° to 400° / s
Sequence	8
Auto Pan	4
Pattern	8
Auto Flip	Digital / Mechanical / Off
Proportional Pan & Tilt	On / Off (pan and tilt speed proportional to zoom ratio)
Resume After Power Loss	Yes
Home Function	Preset / Sequence / Auto Pan / Pattern
<b>Alarm</b>	
Alarm	Input: 4 dry alarm contact Output: 2 relay contact, 30 VDC at 2A or 125 VAC at 0.5A max
Alarm Reaction	Preset / Sequence / Auto Pan / Pattern
<b>Electrical</b>	
Input Voltage	PoE++ 802.3at (indoor/outdoor), AC 24V ±10%
Power Consumption	Max 65W outdoor with heater operating
Power Connector	Terminal block
<b>Video</b>	
Compression	Dual Streaming H.264 / H.264 or H.264 / MJPEG
Maximum Performance	30fps @ HD 1080p + 30fps @ D1 or 15+15 @ HD 1080p

<b>Resolution Range</b>	Scalable from CIF to HD 1080p
<b>Bandwidth</b>	Configurable between 64 Kbps and 8 Mbps
<b>Rate Control</b>	CBR / VBR
<b>SD Card Recording*</b>	SDXC up to 64 GByte
<b>Audio</b>	
<b>Bi-Directional Audio</b>	Full duplex, line / mic in and line out, G.711, G.726
<b>Bandwidth</b>	Configurable between 16 kbps & 64 Kbps (depending on compression method)
<b>Audio Connections</b>	Terminal block
<b>Network</b>	
<b>Network Protocols</b>	IPv4/v6, TCP/IP, UDP, RTP, RTSP, HTTP, HTTPS, ICMP, FTP, SMTP, DHCP, PPPoE, UPnP, IGMP, SNMP, SNTp, IEEE 802.1X, QoS, ONVIF Profile S
<b>Ethernet</b>	10 / 100 Base-T auto sensing, half / full duplex (RJ45)
<b>Configuration</b>	Remote: via web access or supported video management software
<b>Firmware Upgrade</b>	Flash memory for upgrade of camera firmware over the network (1GB Flash / 2GB RAM)
<b>Supported Web Browser</b>	Internet Explorer 6.0+
<b>Security</b>	User account and password protection
<b>Physical</b>	
<b>Enclosure Rating</b>	Tamper resistant surface mount or IK10 rated vandal IP66 outdoor housing
<b>Dimensions</b>	191.97 x 282.11 mm (7.55 x 11.1 in.)
<b>Unit Weight</b>	2.32 Kg (5.11 lbs.)
<b>Mechanical</b>	
<b>Bubble Rating</b>	IK10 vandal resistant polycarbonate
<b>Bubble F-Stop</b>	F0.0 - clear bubble
<b>Environmental</b>	
<b>Operating Temperature</b>	-45° to 50° C (-49° to 122° F)
<b>Storage Temperature</b>	-20° to 70° C (-4° to 158° F)
<b>Humidity</b>	95% (non-condensing)
<b>Warranty &amp; Regulatory</b>	
<b>USA</b>	UL, FCC Part 15 (Subpart B, class A)
<b>International</b>	CE Marked, EN55022-1998 Class A, EN55024, RoHS

## Camera Ordering Information

Type	Series	Camera Resolution	Included Analytics	Lens Option	Environmental
CP	- 42	2	1	- XX	X
PTZ Camera	- 42 = Quasar Series	2 = HD 1080p	1 = Intelligent Multi-zone VMD and Tamper Detection	- 30 = 30x Optical Zoom	1 = Outdoor IP66 Vandal with Heater/Fan

Note: Warranty – According to DVTEL RMA Policy and Process Notice document

\* Excluding countries where disallowed

## Accessories

A complete list of mounts, brackets, pole mounts and recess kits for cameras can be found in the DVTEL Price List and Camera Accessory Guide.



Date: August 26, 2014

To: Boston Police Department  
C/O Shawn Romanoski  
Director of Telecommunications  
1 Schroeder Plaza  
Boston, Ma. 02120

From: John Bartolomucci  
Lan-Tel Communications Inc.  
1400 Providence Highway  
Suite 2000  
Building 2  
Norwood, Ma. 02062  
(Ph) 781-352-4056  
(Fax) 781-551-8667  
[jbarts@lan-tel.com](mailto:jbarts@lan-tel.com)

Re: ADDITIONAL CAMERAS

Thank you for the opportunity to present LAN-TEL Communications, Inc.'s quote for the sale of cameras and required equipment.

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 with FAC64 and consistent with information received.

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).

I 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 to supply all labor, project management, insurances and permits to service the facility per the information, the instructions, the requirements, reviewed.



Cameras project

1. Provide (3) DVTEL CM-4221-11-I 1080P cameras at designated locations.
2. Provide (1) DVTEL CP 4221-201 20X PTZ camera.
3. Provide (4) Ubiquity antennas.
4. Provide (3) Altronix 24V power supplies
5. Provide (3) DVTEL cameras brackets
6. Provide (4) DVTEL device licenses

Total Equipment cost will be:           \$5,996.71

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 by LAN-TEL.
3. We assume all conduits, coring, sleeves, workboxes, floor boxes, poke-thru 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 against defects and on overall craftsmanship under FAC64, 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.

*Acceptance*

LAN-Tel Communications, Inc.

By *John Bartolomucci*



Date: August 26, 2014

To: Boston Police Department  
C/O Shawn Romanoski  
Director of Telecommunications  
1 Schroeder Plaza  
Boston, Ma. 02120

From: John Bartolomucci  
Lan-Tel Communications Inc.  
1400 Providence Highway  
Suite 2000  
Building 2  
Norwood, Ma. 02062  
(Ph) 781-352-4056  
(Fax) 781-551-8667  
[jbarts@lan-tel.com](mailto:jbarts@lan-tel.com)

Re: Winter Street project

Thank you for the opportunity to present LAN-TEL Communications, Inc.'s quote for the sale of quick deploy cameras.

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 with FAC64 and consistent with information received.

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).

I 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 to supply all labor, project management, insurances and permits to service the facility per the information, the instructions, the requirements, reviewed.



Outdoor Cameras - Winter street project

1. Provide and install (3) DVTEL CM-4221-11-I 1080P cameras at designated locations.
2. Provide and install (3) DVTEL CP 4221-201 20X PTZ camera.
3. Provide and install (5) Ubiquity antennas.
4. Provide and install (4) Nema enclosure.
5. Provide and install (6) Altronix 24V power supplies
6. Provide and install (4) network switches
7. Provide and install (6) DVTel cameras brackets
8. Provide and install (6) DVTel 1-1/2 pipe adapters
9. Provide and install (6) DVTel device licenses
10. Provide and install (10) photo light adapters
11. Provide cable and hardware as needed.

Total Equipment cost will be:	\$14,888.70
Total labor cost will be:	\$ 6,976.00
Total cost will be:	<u>\$21,864.70</u>

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 by LAN-TEL.
3. We assume all conduits, coring, sleeves, workboxes, floor boxes, poke-thru 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 against defects and on overall craftsmanship under FAC64, 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.

*Acceptance*

LAN-Tel Communications, Inc.

By *John Bartolomucci*