EXECUTIVE SUMMARY



Recommendation that the Broward College District Board of Trustees authorize an increase in fiscal authority for the piggyback agreement with Convergint Technologies LLC (Sourcewell Contract 030421-CTL) for facility security software licensing by using the bid waiver (piggyback). Fiscal Impact: \$75,322.00 (cumulative \$775,322.00)

Presenter(s): Jeffrey Nasse, Provost and SVP of Academic Affairs

What is the purpose of this contract and why is it needed? This contract provides for licensing and support for video camera and access control systems in use at Broward College. This support is required in order to maintain functioning systems used in providing for the safety of the College community.

What procurement process or bid waiver was used and why? Bid waiver exception per FDOE Rule 6A-14.0734(2)(c) and College Procedure A6Hx2-6.34 to the requirement to solicit competitive offers for goods and services:

Purchases at the unit or contract prices established through competitive solicitations by any unit of government established by law or a non-profit buying cooperative.

Is this a budgeted expenditure from the budget established at the last June Board of Trustees meeting? Yes

What fund, cost center and line item(s) were used? FD100 CC00246 64500.

Has Broward College used this vendor before for these products or services? Yes.

Was the product or service acceptable in the past? Yes.

Was there a return on investment anticipated when entering this contract? Yes.

Was that return on investment not met, met, or exceeded and how? Yes. Prior licensing and support permits the upgrading, maintenance and repair of video and access control systems, allowing the investment in hardware to continue to provide service to the safety of the community.

Does this directly or indirectly feed one of the Social Enterprise tactics and how? *Yes. Maintaining these security systems provides a safe and secure learning environment for all members of the campus community.*

Did the vendor amend Broward College's legal terms and conditions [to be answered by the Legal Office] if the College's standard contract was used and was this acceptable to the Legal Office?

The General Counsel's office has reviewed the agreement and any deviation to the College's standard terms has been deemed acceptable.

FISCAL IMPACT:

Description: \$75,322.00 BU201 CC0246 FD100 645000 PG000414

04/16/24 CC0246 · Safety & Emergency Operations (\$75,322.00)



Updated: 6/7/2024 5:00 PM by Elizabeth Beavin Q

APPROVAL PATH: 11976: Convergint Technologies LLC (Sourcewell Contract 030421-CTL) Piggyback-Amendment

Workflow Edit View Radd Work Item Due Date Status Reviewer Description Provost and SVP of Academic Affair Jeffrey Nasse 1 Completed 2 Natalia Triana-Aristizabal Contracts Coordinator Completed 1 Zaida Riollano Procurement Approval Completed 1 Christine Sims Budget Departmental Review Completed 1 Rabia Azhar CFO Review Completed 1 Review and Approval for Form and 6 Legal Services Review Group 1 Completed **Board Clerk** Agenda Preparation Pending 06/25/24 01:00 PM 8 District Board of Trustees Meeting Pending 9 Signatures obtained via DocuSig 🥌 Electronic Signature(s) Pending 10 Natalia Triana-Aristizabal Contracts Coordinator Pending



convergint

Broward College

CCURE & VideoEdge

Software Support Agreement Renewal



CUSTOMER SUPPORT PROGRAM PROPOSAL

6400 NW 6th Way

Date: 3/12/2024 **Quotation #**: DF04665914CSP

To: Broward College Attn: Lynda Nation & Mark Moore

Sourcewell Contract

Fort Lauderdale, Florida 33309 #030421-CTL

We are pleased to provide this proposal for your consideration. This quotation is valid for THIRTY (30) days.

This purchase is being made pursuant to the Sourcewell Agreement, (Convergint Technologies contract #030421-CTL), piggybacked by the District Board of Trustees of Broward College, Florida by letter dated August 21, 2022 and as amended by the Broward College Addenda for Federally Funded Projects and General.

CUSTOMER SUPPORT PROGRAM VALUE

The intent of this Customer Support Program (CSP) is to partner with you in maintaining your system(s), minimizing malfunctions and associated downtime. Convergint is committed to providing long-term customer satisfaction and support throughout the service partnership.

A properly planned Customer Support Program (CSP) will optimize the performance and integrity of your systems and extend the life of the systems without compromise to occupant safety and compliance. Upon review of the attached proposal, you'll find that Convergint is uniquely qualified to meet your objectives and become your long-term service partner:

• PREFERRED PRICING

Through a CSP, you'll receive preferred service discounts on labor rates and material costs in accordance with Convergint's published Standard Rates.

PREFERRED PRIORITY SERVICE RESPONSE

As a Convergint CSP customer, you will be given priority for emergency service calls. Specific response times are found under the Customer Support Program Implementation section of this proposal.

• SERVICE DOCUMENTATION

Each system test and service call will be documented using an inspection report and/or work order completed by our assigned Customer Support Specialist. The Specialist's job will not be complete until their testing and/ or service call is formally documented and presented to a designated customer representative.

• TRAINED AND QUALIFIED RESOURCES



A professional team of certified and qualified personnel deliver services performed by Convergint. Specialists have the necessary knowledge, skills, and specialized tools to ensure highest-quality and efficient execution of tasks.

• TELEPHONE SUPPORT AND CONSULTATION

Telephone diagnostic support is available for all CSP customers. Our on-call technicians will provide diagnostic and troubleshooting support to help reduce your costs by trying to resolve issues prior to our arrival.

MULTI-YEAR PARTNERSHIP

We approach service as a long-term commitment and have a strong desire to maintain your business. As such, Convergint is committed to establishing mutually beneficial long-term agreements to drive down overall cost of service while allowing you focus on your core business.

LOCAL AND GLOBAL SUPPORT

Convergint delivers services across cities, countries, and continents - but focuses on serving you where you are. When you call us, you reach the local market office - not a centralized call center.

• ONLINE CUSTOMER PORTAL:

iCare, a secure, user-friendly web-based customer portal, provides visibility, transparency, and collaboration with our customers. A seamless and efficient service experience, you can enjoy instant access to simplified work order entry, real-time updates on status and history, comprehensive service metrics and reporting, and much more – all at your fingertips.



PROPOSED SERVICES		
Software Support Agreement	⊠ Included	□ Excluded
The Software Support Agreement is required to have access to product in software updates, which keep systems operating with the latest technolog patches. It also provides Convergint access to the product manufacturer technical support is required for system troubleshooting. All labor associa and software updates is included in the PPM section below. This option doperating system updates or upgrades.	gy and secured echnical suppo ted with applyir	with the latest rt team if ng firmware
Password and Patch Management (PPM) Provided By: Customer	☐ Convergint	
Password Management:		
Default, weak, and reused passwords pose a significant vulnerability to you Convergint offers unique password management solutions to protect your By setting unique passwords on each system and site, we not only protect we also protect access to connected networks. Our industry-leading pass use 256-bit AES encryption to ensure that each system has unique, highlinestrict access according to the principles of least privilege. Additionally, to connection between Convergint's database of passwords and on-premise	systems from out your security some word managemy complex pass here is no integ	compromise. systems, but lent systems words that
Software and Firmware Maintenance:		
Convergint provides software updates and patches to ensure that your sy accordance with manufacturers' recommendations and operating with the vulnerability patches. Firmware, which controls the operation of network-omaintained in accordance with manufacturers' recommendations. Our specompatible software and firmware patch releases to the system at the time ensure system functionality and security. Systems and frequencies are id section of this proposal.	latest features connected device ecialists will inst e of password of	, fixes, and es, is also all any change to
Limitations:		
Please note that this offering does not include "user" passwords or setting specific security system devices. If the customer is self-performing PPM, Cybersecurity Services Coverage page in this proposal.		
Preventive Maintenance	\square Included	⊠ Excluded
On a scheduled basis, Convergint will provide systems preventive service the equipment list contained herein. All preventive maintenance testing w with manufacturer's recommendations and will address areas that performance. Preventive maintenance will include a visual inspection components.	ill be performed can adversely	in accordance affect system
Comprehensive Labor Coverage	☐ Included	⊠ Excluded



For these customers seeking to manage their financial risk associated with service and repair labor, this option is intended to provide comprehensive labor coverage upfront for:

- 1. Service Calls
- 2. System Troubleshooting & Diagnostics
- 3. Component Repair Labor

□ Included ⊠ Excluded

Comprehensive equipment coverage includes the replacement of failed system components noted in the bill of material at no additional cost. This allows customers to fix their potential financial risk that can be associated with unexpected repairs and/ or failed components. Please note that failed or damaged equipment is based on the conditions noted in the terms and conditions of this proposal and excludes such items as natural causes or intentional damage.

Note: Components will be replaced with same or similar technology available at the time of such replacement. Technology upgrades or system enhancements are not included as part of this coverage option.

Remote Online Diagnostics

Utilization of industry standard authentication technology to remotely access your system and resolve technical issues in real time resulting in a savings of both time and system downtime. A Convergint Support Specialist, with the support of a screen sharing session, will work directly with your personnel for initial call support and troubleshooting. If the issue cannot be resolved online, a more refined service response will result including the dispatching of a service representative.

Embedded Specialist

☐ Included	□ Excluded
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The Embedded System Specialist will report directly to Convergint, with day-to-day accountability to our customer. Specific goals will be established and progress against these goals will be measured quarterly during a formal goal review meeting. The Embedded System Specialist shall manage and administer standard, operational procedures, and assist personnel in day-to-day system operations, this option provides customers with a dedicated resource ensuring system integrity, standardization, and continuity. This is accomplished through program management, technical skills, and innovative communication tools.

Priority Emergency Service Response

inciuaea	× Excluded
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We realize that many customers require a more immediate response to service calls deemed to be priority one. Be selecting this Priority On- Site Response option, Convergint will commit to responding to these service calls in (4) hours instead of the standard (8).

Staff Training

□ Inc	luded	\boxtimes Exc	luded
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Provides scheduled system training service for your staff. Convergint will provide annual training designed to improve the knowledge and efficiency of your client personnel. Training will be customized to your specific facility and system(s) and will typically include the following topics: system architecture, overall system operation, alarm response procedures, troubleshooting techniques, management report generation, etc. the benefit of this training is that your staff will become more familiar and comfortable with the system(s) and be able to respond effectively and efficiently to alarm situations.

iCare Executive

\boxtimes	Included	□ Excluded
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This value- added online service tool includes all the features of iCare Manager plus: real-time status, metric and custom report, access to "My Document Library" (i.e., document sharing platform), administrative privileges, and customized email notification.

Annual Software Upgrade	☐ Included	
To keep up with changes in infrastructure and environment, software up systems running at an optimal level.	grades are man	datory to keep
Our expertise covers various aspects of upgrades, including server resource allocation, scheduled downtime management, and risk mitigat you can upgrade your system seamlessly while minimizing potential risks	on. By leveragir	
System Administration and Data Redundancy Services	□ Included	⊠ Excluded
Convergint will supplement your internal system administration support database management services. This valued service is intended to min ensure the system database is fully backed- up in the event of losing your may include: 1. System programming changes 2. Standard & custom report set- up and report generation 3. On- sire or web- based system database back- up 4. General front- end system diagnostics	imize system do	wntime and to
Battery Testing	☐ Included	⊠ Excluded
Over time, the batteries lose their ability to provide standby power require primary power failure. For this reason, batteries should be replaced at a manufacture or in accordance with manufacturer requirements. The only will work is through proper load testing. This testing will be performed a Test and Inspection visit. Replacement of batteries is excluded from this	specified interva way to be assure as required durin	Is from date of ed the batteries
Customer Asset Reporting	□ Included	⊠ Excluded
Customer asset reporting includes the process of applying registered by loading their relevant information into a web- based database. Within 24 an on- line database and associated report of the system test will be	hours following	the inspection,

Systems are installed based on calculations provided during the design of the original project. Over time, several variables can impact the storage of your system records (e.g., scene complexity, amount of motion, light levels, etc.). This option includes an analysis of the recording to verify you receive the storage you require. In the event that the storage is lower than desired, Convergint will discuss the available options. Upgrade of the system storage may require additional pricing.

downloading, printing, or emailing. This maintenance information can be retrieved anywhere using a standard internet browser. Convergint's web-based reporting system provides immediate documentation to building owners and managers that their systems are being tested and inspected according to

manufacturer's requirements and in a timely manner.

Storage Analysis

⊠ Excluded

□ Included



CLARIFICATIONS, QUALIFICATIONS, AND EXCLUSIONS

Please reference the clarifications, qualifications, and exclusions noted below.

- 1. Convergint shall be provided unobstructed access to all devices in the building during the system test and inspection.
- 2. Convergint reserves the right to propose an annual adjustment to the CSP program cost if additional devices or appliances are added to the system during the term of the agreement.
- 3. Testing of the system does not include troubleshooting of pre-existing system conditions (ground faults, etc.).
- 4. The customer agrees to provide any necessary equipment to reach inaccessible or limited access equipment. A separate waiver, provided by Convergint Technologies, must be signed prior to operating customers lift.
- 5. Printouts of the existing system databases shall be made available to Convergint for validation of point count and device type.
- 6. If available, a copy of the system drawings shall be provided to Convergint prior to beginning the testing program.
- 7. Waterflow and sprinkler supervisory testing are dynamic tests assuming inspector's test points are available, and drains are installed. Otherwise, simulated tests shall be performed at the monitoring device.
- 8. The device quantities listed are approximate counts that were estimated during the site walk. All currently installed devices will be included in the inspection.
- 9. This proposal pricing is based on a 1 Year Customer Support Program package deal. Rates are subject to change if services are individualized.
- 10. For comprehensive coverages on Fire Alarm Panels, not installed by Convergint Technologies, parts and/or labor will not take effect until the system has been fully inspected by Convergint Technologies and all deficiencies have been corrected.

Convergint's Responsibilities

- a. Company will, once annually, update the CCURE and Videoedge Software Support Agreement. This proposal only covers one year.
- b. Company will provide the necessary corrective maintenance (the "Corrective Maintenance") upon Customer request to correct a malfunction and will place the Equipment in operating condition, subject to the Exclusions contained in Section 3. Unless the Corrective Maintenance service call is covered by this Agreement, Customer will be billed separately pursuant to the customary billing rates of Company in effect at that time.
- c. Convergint will provide on-site/remote support for necessary SSA upgrade during normal business hours of Monday through Friday, 8:00AM to 5:00PM.



Customer Responsibilities

- a. Customer agrees to cooperate in the care of the Equipment and to promptly notify Company in the event of any malfunction in the operation of the Equipment. Requests for service are accepted by phone or online at iCare.convergint.com
- b. Customer agrees to give Company employees and representatives full and free access to the Equipment for the purpose of performing the required service hereunder. It is the responsibility of Customer to provide a safe working environment and safe access to Equipment for technicians. The final determination of a safe working environment will reside with the technician.
- c. Customer agrees to maintain at its expense, any software licensing agreements and installed software media required for the operation and or diagnostics of the Equipment.
- d. Customer agrees that when service must be provided when cash, negotiable securities, and other valuables are readily accessible, Company employees and representatives shall always be accompanied by Customer's employee or representative.
- e. Customer agrees that additional equipment of like nature may be added to this Agreement at the same pricing rates as included herein and prorated to match the applicable coverage dates. Equipment coming out of warranty will automatically be added to your contract to prevent lapse of coverage.
- f. Payment is acceptance of terms of this agreement.
- g. Customer agrees to obtain and pay for all permits and licenses, and to discharge any fines, imposed by any governmental body or agency relating to the Equipment, its operation or malfunction.
- h. Customer acknowledges that it is its sole responsibility to determine the nature and extent of alarms and other security devices and measures necessary to protect its Equipment and other property, which is not in the possession of Company. Company shall not be liable for losses made possible or arising out of Customer's or any of its contractor's failure to provide, maintain, use or properly monitor and respond to alarms and other security devices necessary to protect Customer's Equipment and other property.
- i. Customer will indemnify and defend Company, its officers, employees, representatives and agents against and hold them harmless from, without limitation, any and all liabilities, losses, costs, damages, claims, expenses, attorneys' fees, expenses of litigation, judgments and encumbrances brought, suffered or incurred by Company or third parties attributable to the acts or omissions of Customer, its employees, officers, agents, representatives or agents, while engaged in the performance of their duties under this Agreement.

NOTE: REVIEW IMPORTANT PRODUCT SAFETY AND SERVICE INFORMATION PRIOR TO USING A CONVERGINT-INSTALLED SOLUTION: See "IMPORTANT PRODUCT SAFETY AND SERVICE INFORMATION" documentation, available at convergint.com/terms.



Exclusions

- a. In the event of a failure of the Equipment to function due to: burglary, storm, power surge, power failure, fire, flood, war, riot, civil commotion, other acts of God, rodent/insect issues, settling of walls or foundation, abuse or usage of Equipment for purposes other than designed and/or intended or work performed by other than Company employees or representatives, Company shall have no obligation to perform any services whatsoever. Necessary repairs created by these conditions shall be billable to the Customer in full pursuant to the customary billing rates of Company then in effect.
- b. Problems related to network issues, communication issues, source voltage problems and other issues not directly related to Equipment components, circuitry or software are not covered under the terms of this Agreement.
- c. Consumable items are not included under this Agreement, such as carriers, print heads, batteries and other items consumed during normal use of the Equipment.
- d. When in Company's evaluation, the Equipment or any major sub-system or major component thereof as so classified by Company 1) becomes worn out due to normal wear and tear or, 2) becomes obsolete or outdated due to advances in technology, Company will submit to the Customer a cost estimate for its replacement. If the Customer does not authorize such replacement (the cost of which is outside of this Agreement,) Company may terminate the portion of this Agreement which covers the affected Equipment.
- e. Company will not be responsible for failure or delay, or the consequences thereof, in rendering service occasioned by any circumstances beyond its reasonable control.
- f. The Annual Agreement Fee does not include costs for parts or labor incurred by Company for relocating equipment, changing set-up, changing original features or functions, modifications, or any major overhaul of the Equipment. If any Equipment is relocated, altered, or serviced by persons other than Company representatives during the term of this Agreement, then Company shall have the right to inspect the Equipment for any damage which may have occurred, and Company shall have the right to charge customer for parts and labor required to repair such Equipment at its prices and rates then in effect. If Customer refuses such inspection or repair, then Company has the option to delete such Equipment for coverage hereunder.
- g. This Agreement covers only the services detailed herein that Company is expressly agreeing to undertake. Any service not expressly provided by Company herein is specifically not covered under this Agreement. If Company is requested to provide emergency service outside the times set forth above, which service Company shall have the right to elect or not elect to undertake in its sole discretion, Customer agrees to pay Company overtime rates for hours worked or traveled during such times. This proposal is only to provide the annual Software Support Agreement update for CCURE and Videoedge for one year. There will be no other items, equipment, material, software, labor, etc. provided or installed under this proposal.



Software Support Agreement (SSA/SUSP) Sourcewell Contract #030421-CTL

The following bill of material is intended to establish the baseline for this proposal. This bill of material is not intended to be a comprehensive list of all system parts.

Line	Qty	Description (Sourcewell Contract #030421-CTL)
1	1	ADNSNVR-PKG-MA (American Dynamics VideoEdge/Victor NVR, Per Camera
		License Software Support Agreement) \$48,562.89
2	1	CC9-LDAP-LG-S (Large Series S LDAP) \$2,964.02
3	1	CC9000-SESA1 (Annual Software Support Agreement for CCURE9000 Series S) \$21,213.49
4	16	Service Tech Labor \$2,581.60

ADVE1 SSA Video Edge NVR's, SSA Victor

Serial Number Model Model Description Last Recommended Version Name NV5070620218105 ADVER10N0N2G Bldg17-library-401c NV4041520143584 2U Hybrid B 6.0 Central-B0003 ADVER03N0H2B NV4010920155129 ADVER06N0H2B 2U Hybrid B 6.0 Central-B0004 NV4070720147461 2U Hybrid B 6.0 ADVER12N0H2B Central-B0006 NV4063020154799 2U Hybrid B 6.0 ADVER06N0H2B Central-B0007 NV5041420182903 ADVER06N0H2G Central-B0011 6.0 NV4121720151766 ADVER06N0H2B 2U Hybrid B Central-B0013 NV4021020176607 2U Hybrid B 6.0 ADVER06N0H2B Central-B0016 NV4102020154548 ADVER12N0H2B 2U Hybrid B 6.0 Central-B0017 2U Hybrid B 6.0 NV4110320166970 ADVER06N0H2B Central-B0019 NV5100520204731 ADVER04N0NP16G Central-B0019-145A NV5122120179665 ADVER06N0H2D Central-B0020 NV4092220152300 ADVER06N0H2B 2U Hybrid B 6.0 Central-B0021 NV4092220158775 ADVER06N0H2B 2U Hybrid B 6.0 Central-B0023 2U Hybrid B NV4061620144799 ADVER06N0H2B 6.0 Central-B1008-S2 NV4010720164308 2U Hybrid B 6.0 Central-Parking-1 ADVER15R5H2B NV4022820131284 ADVER06N0H2A 2U Hybrid A 5.4.1 Cypress-Creek NV4020720148629 ADVER15R5H2A 2U Hybrid A 5.4.1 Miramar-West 2U Hybrid B 6.0 NV4120920161103 ADVER06N0H2B North-B0041 NV4022520161031 ADVED02N0H4B Desktop Hybrid 4B 6.1 North-B0042 NV4110320169354 ADVERO6N0H2B 2U Hybrid B 6.0 North-B0046





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NV4042220161312	ADVER06N0H2B	2U Hybrid B	6.0	North-B0047
NV4120920169595	ADVER06N0H2B	2U Hybrid B	6.0	North-B0049
NV5120520183390	ADVER06N0H2G			North-B0050
NV5120520182356	ADVER06N0H2G			North-B0051
NV5123020196545	ADVER12R5N2G			North-B0052
NV4121720154552	ADVER12N0H2B	2U Hybrid B	6.0	North-B0062
NV4121720153631	ADVER06N0H2B	2U Hybrid B	6.0	North-B0063
NV4110320167237	ADVER06N0H2B	2U Hybrid B	6.0	South-B0068
NV5112020189334	ADVER06N0H2G			South-B0070
NV4100320146995	ADVER03N0H2B	2U Hybrid B	6.0	South-B0072-1
NV4100320148362	ADVER03N0H2B	2U Hybrid B	6.0	South-B0072-2
NV4092220152226	ADVER15R5H2B	2U Hybrid B	6.0	South-B0081
NV4102020162496	ADVER06N0H2B	2U Hybrid B	6.0	South-B0090
NV4102720161910	ADVER06N0H2B	2U Hybrid B	6.0	South-B0098
NV4021020153089	ADVER12N0H2B	2U Hybrid B	6.0	South-ChillerPlant
NV5103020175511	ADVER06N0NP16			Tigertail
NV4121920164673	ADVER06N0H2B	2U Hybrid B	6.0	Weston
NV4062420134665	ADVER03N0H2A	2U Hybrid A	5.4.1	WHC-B0033-1
NV4063020154643	ADVER06N0H2B	2U Hybrid B	6.0	WHC-B0033-2
NV4041520144444	ADVER06N0H2B	2U Hybrid B	6.0	Central-B0022
NV4121120156573	ADVER15R5H2B	2U Hybrid B	6.0	Central-Parking-2
ESS011620141345	ADVSMC10			PRD-VICTORSITEM
NV4021020151256	ADVER12N0H2B	2U Hybrid B	6.0	South-B0066
NV4070920144557	ADVER06N0H2B	2U Hybrid B	6.0	Central-B1008-S1



SERVICE RATES					
Current labor rates					
	(8:00am to 5:00pm)	(Monday- Saturday)			
Standard Rates	\$185.00	\$277.50	\$370.00		
Sourcewell Contract	\$161.35	\$242.03	\$322.70		
#030421-CTL Rates					

- No mileage of travel time charge if within a 50-mile radius of local CTC.
- Emergency service and T&M work will be subject to a two-hour minimum.
- Same day emergency requests are subject to afterhours rates.
- Standard rates are subject to change due to Sourcewell Contract #030421-CTL labor escalations.
- Rate pricing under this proposal is provided using the Sourcewell Contract #030421-CTL.

AGREEMENT DETAILS (Sourcewell Contract #030421-CTL)					
CSP Start Date	4/1/2024	4/1/2024			
CSP Duration	1 Year				
	Year 1	Year 2	Year 3	Year 4	Year 5
Total Annual Cost	\$75,322.00				
Sales Tax	Exempt				
Payment	The CSP will be invoiced annually in the first month of the agreement				
Schedule	period unless	period unless mutually agreed otherwise.			

BILLING CONTACT

Please provide all applicable billing information and point of contact for coordination and questions.

Customer Name	Attn	
Address	Work Phone	
Suite (If Applicable)	Cell Phone	
City, State & Zip	Email	

This pricing is valid for 30 calendar days from the date of this proposal. To accept this proposal, please sign and date below and return to Convergint.

Date	
Drinted Name and Title	
	Date Printed Name and Title