



# Proposal

## **Davis County Hospital-Mail Room Security**

Quote # 042344  
Version 2

Prepared for:

**Davis County Hospital**

Prepared by:

**Darla Portz**

## CEC Overview

Thank you for the opportunity to offer CEC services to Davis County Hospital. We understand the importance of having access to the best technologies available to solve your business challenges. CEC partners with leading industry manufacturers to give you choices on *the right technology* solutions for your business. The expertise of our people, the high-quality products and services we deliver, and the experience that our customers have with each interaction is what makes our partnerships great.

**Our Company** | Over the years, CEC has evolved and advanced with technology and industry changes, transforming from a local radio shop to a nationally recognized systems integrator. With offices in the Midwest, our teams work with local and national customers to custom design, implement and service technology solutions.

We differentiate ourselves from competitors in the importance given to understanding each customer's unique needs, the partnership created through discovery and our ability to deliver a complete technology solution. Staying ahead of emerging technologies isn't about simply knowing which systems are best. At the core, it's about having *the right people* with the expertise to implement and support them - CEC does that like no other organization.

**Our Mission** | To create world class technology experiences that improve the lives of our people and partners.

**New! Managed Systems Program** | Managing the complex technology systems throughout your organization can be a costly distraction from your running your core business. CEC's Managed Systems Program (MSP) packages the latest technology into an affordable monthly usage payment. With CEC's MSP, customers get installation of the system with end user training for the life of the system. You'll never worry about downtime because CEC maintains the system throughout the term including, software upgrades, programming changes, repairs, and an annual PM check to assure the system is performing optimally. At the end of the term, you will have the option to upgrade to the latest solution.

We stay ahead of technology so you don't have to.

At CEC, *The Experience Matters*. The expertise of our people, and the experience that our customers have with each interaction, is what makes our client partnerships great.

## Lead Times and Cost Increases

Dear Valued Customer,

Inflations, the Covid 19 pandemic and the war in Ukraine have created global supply chain disturbances. Shipment dates are unreliable and lead-times and costs are increasing. Unemployment has dropped to pre-pandemic levels resulting in tight talent availability.

As your partner, we want to provide transparency around the potential impact to project and service work which could include:

- Extended material lead times negatively impact our ability to meet desired schedules.
- Material availability extending project completion dates.
- Quote requiring review when pricing is over 30 days old to align with current material costs that could result in a project cost changes.
- Talent availability may push out schedules.

CEC is focused on mitigating these effects for you through these initiatives.

- Close engagement with suppliers on forecasts, lead-times, and costs impacts.
- Advanced equipment ordering within 30 days of proposal acceptance is available, when down payment requirements are met, to mitigate price increases if supplier prices at purchase order versus shipment date.
- Qualifying additional and new suppliers.
- Increased purchase commitments to suppliers to secure supply on critical components.
- Additional recruiting and subcontracting resources to manage labor constraints.

### What is the impact to you?

- **If advanced equipment order is selected, the equipment will be invoiced as it is and priced as received by CEC, once down payment value is exceeded.**
- **Equipment storage arrangements will be coordinated if necessary.**
- **Inflationary pressures may require project repricing due to product availability and subsequent price impacts.**
- **If the fair market value of equipment increases between time of order and delivery, CEC reserves the right to review and update equipment pricing.**

**Delivering a great customer experience is our priority. We will be honest and forthcoming if we find these short-term issues will impact your outcomes.**

Thank you for your partnership,

Kim Lehrman  
CEO

## System Implementation

### Responsibility Matrix:

Task	CEC	Customer	Comments
Temporary Equipment Storage		P	Provide for the secure temporary storage of equipment and cable during the project installation.
Head End	P & I	P	CEC to provide new control board. This board will mount in customer's existing enclosure. CEC Install, terminate, program, and test the head end equipment.
Programming	P		CEC to provide programming needed to bring new door online. Naming convention to be provided the customer. The customer is responsible for entering and maintaining user information.
Field Devices	P & I		Install, terminate and test the 'field devices'.  Includes: <ul style="list-style-type: none"> <li>• Card reader</li> <li>• REX</li> <li>• Door contact</li> <li>• Manual release override for maglock</li> </ul> Door maglock or other electrified locking hardware to be provided by others.
Demolition			NA
Cable	P	I	CEC will provide 150' of composite door cable for the customer to install. CEC will take care of all terminations at both ends.
Pathways		P & I	Customer to provide as desired.
Lift			NA
Network (LAN/WAN) Connection		P	Provide all LAN/WAN connections and network functionality as required for system operation.
Floor Plan Drawings		P	Provide clean building drawings in electronic CAD format.
Final Project Documentation	P		Provide 1 electronic copy of documentation drawing(s) detailing device locations on owner supplied CAD drawings.
System Training			Provide 0 training sessions in connection with this project.

**Legend: P=Provide, I=Install**

### Conditions & Clarifications:

- Customer to provide for the secure temporary storage of equipment and cable during the project

installation. In the event that adequate storage space is not available for CEC provided system equipment and/or cable, CEC will assess a storage fee of \$150 per month for the duration of the project.

- Additional CAD time due to customer requested drawing updates or individual AHJ specific requirements will be included in a billable change order. In the event that up-to-date CAD (dwg) files are not made available to CEC, a billable change order will be provided to account for the CAD labor required to create the floor plans of the project.
- **NOTICE: All work performed by CEC MUST be scheduled through our Project Management Office (PMO), allowing adequate lead time for equipment delivery and scheduling of workforce. Upon receiving project PO our PMO will contact you to confirm project timelines and availability of resources. Standard lead time for labor services is 4 to 6 weeks from confirmation.**
- Designate a single key customer representative to act as project manager and approve completed work
- All CEC labor is to be performed during normal CEC business hours (excluding holidays) unless otherwise specified. Customer is to inform CEC prior project start up, of any times when work cannot be performed.
- This proposal includes travel to and from the site to perform our stated scope of work. Delays incurred by CEC employees and their subcontractors due to escorts, clearances, inability to enter workspace, and other factors beyond our control will be invoiced at our current labor rates.
- Proposal is based on Single Phase Completion of the project. If for any reason the work is to be delivered in multiple phases, additional charges will be incurred.
- Equipment items included in this proposal are based on the current model as detailed in the equipment list or in the project submittal. Changes due to discontinuation of product by the manufacturer may be subject to a change in project price.
- Any changes to this proposal will be communicated and approved in writing by an authorized customer representative prior to commencing work.
- Any installation schedules that require expedited equipment delivery will incur additional charges.
- Warranty shall begin on the date of beneficial use, or the project close out, whichever comes first. Said warranty is for equipment installed under this project and warranty does not extend to existing equipment. Standard warranty work is performed during normal CEC business hours.
- It is assumed that any existing equipment and cable used in the new system is in good operational condition. Any deficiencies found will be brought to the customer's attention, and replaced or repaired at additional cost. Any additional repairs or assessments may be done on a T&M basis at the customers written request.

Hardware		Qty
CENTRAL EQUIPMENT		
LNL-1320-S3	Dual Reader Interface Module (Series 3 â€œSupports OSDP Readers) â€œ 12/24 VDC, 2 Reader interface, W/M, 8 inputs, 6 (5A) form C relays , RoHS, CE, C-Tick and UL294 certified	1
FIELD DEVICES		
40NKS-00-000000	SIGNO40, Wall Mount, Pigtail, Profile 00	1
TREX-LT2	Request-to-Exit Detector, with Tamper, Timer and 2 Relays, W	1
TREX-PLATE	Egress PIR mounting plate	1
8080-TWG-B	Flush Door Contact - Wide Gap, Brown	1
SHARK/M	U-CHANNEL SHARK MAG	1
PRODUCT	5200C-630 Grade 1 Electric Strike, Fail Safe/Fail Secure, 12/24 VDC, Satin Stainless Steel	1
HESCUT-MTK	Strike Template Kit	1
6644	Resistor Pack	2
OTHER		
MISC	Connectors, fasteners, and cable management	1
SURCHARGE	SUPPLY CHAIN SURCHARGE	1
Subtotal:		\$2,096.55



# Davis County Hospital-Mail Room Security

Prepared by:  
**Communications Engineering Company**

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Prepared for:  
**Davis County Hospital**

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 Darrin Hamilton  
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Quote Information:

**Quote #: 042344**

Version: 2  
 Proposal Delivery Date: 03/23/2023  
 Proposal Expiration Date: 04/15/2023

Quote Summary		Amount
Hardware		\$2,096.55
Installation Services (LET)		\$3,992.45
<b>Proposal Subtotal:</b>		<b>\$6,089.00</b>
	Shipping:	\$81.58
	Estimated Tax:	\$0.00
	<b>Total:</b>	<b>\$6,170.58</b>

A deposit of 40% is required at the time of purchase for all orders over \$10,000. Progress payments for material delivered and labor expended will be invoiced monthly. Invoice terms are NET 30 with approved credit.

This Proposal for sale of equipment or performance of services by CEC is subject to, and expressly conditioned upon CEC Standard Terms and Conditions. (<http://www.cecinfo.com/terms>) CEC Standard Terms and Conditions cannot be waived or altered without the express written consent of CEC Corporate Officer. By signing this Proposal, Customer expressly agrees to be bound by the terms of this Proposal and the CEC Standard Terms and Conditions.

Information contained in this proposal, including part numbers, installation details, pricing information, and engineering drawings shall be considered Proprietary and Confidential, and shall not be duplicated or shared with persons other than the intended recipient(s) referenced above.

Communications Engineering Company

Davis County Hospital

Signature: 

Name: Darla Portz

Title: Sales Executive

Date: 03/23/2023

Signature: \_\_\_\_\_

Name: Darrin Hamilton

Date: \_\_\_\_\_

PO Number: \_\_\_\_\_

To accept please sign and return all pages of this document, or e-sign via the Order Porter web link.