



# COBB COUNTY SCHOOL DISTRICT

*One Team, One Goal: Student Success*

6975 Cobb International Blvd.  
Kennesaw, GA 30152  
Telephone: (770) 590-4524  
[www.cobbk12.org](http://www.cobbk12.org)

December 20, 2016

Mr. Mike Black  
A3 Communications, Inc.  
5000 Peachtree Industrial Blvd, Suite 155  
Norcross, GA 30071

Dear Mr. Black:


This is to advise you that your company has been awarded the following items from Cobb County School District **Bid 17-14, Video Surveillance System** as shown on the attached pages.

This award is in accordance with the terms and conditions of the Invitation for Bid. In compliance with O.C.G.A. § 20-2-506, this award is for a term of five (5) years unless earlier terminated as provided in the RFP. The contract term shall be from **January 1, 2017 through December 31, 2022**. This award letter is not an official order.

If you have any questions about this award, please contact **Gary Blount at 770-590-4546 or [gary.blount@cobbk12.org](mailto:gary.blount@cobbk12.org)**. The **Project Management** contact is **Paul Osterholt at 770-514-3809**. We appreciate your interest and participation in the CCSD solicitation process.

Sincerely,



David Odom, CPPO   
Director of Procurement Services

gb

Attachment

cc: Accounts Payable  
Paul Osterholt  
Herb Ague  
Thomas Marshall  
Cindy Boyd

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BOARD OF EDUCATION

Susan Thayer, *Chair* • David Chastain, *Vice Chair*  
David Banks • David Morgan • Randy Scamihorn • Scott Sweeney • Brad Wheeler

SUPERINTENDENT

Chris Ragsdale

<b>FIXED BOX (AXIS CAMERA ONLY)</b>			
<b>#</b>	<b>Product Name</b>	<b>Part #</b>	<b>Unit Cost</b> (Must include 3 years of Maintenance, Support, & Warranty)
1	AXIS P1365 Mk II	0897-001	\$659.56
2	AXIS P1365-E Mk II	0898-001	\$852.17
3	AXIS P1365 Mk II BULK 10PCS	0897-021	\$6,525.49
4	AXIS P1357	0526-001	\$775.13
5	AXIS P1357-E	0530-001	\$967.74
6	AXIS P1357 BULK 10PCS	0526-021	\$7,681.15
<b>FIXED DOME (AXIS CAMERA ONLY)</b>			
<b>#</b>	<b>Product Name</b>	<b>Part #</b>	<b>Unit Cost</b> (Must include 3 years of Maintenance, Support, & Warranty)
1	AXIS P3225-V MKII	0952-001	\$543.99
2	AXIS P3225-VE MKII	0953-001	\$659.56
3	AXIS P3224-LVE MKII	0991-001	\$659.56
4	AXIS P3225-LV MKII	0954-001	\$621.04
5	AXIS P3225-LVE MKII	0955-001	\$736.60
6	AXIS P3354 12MM	0467-001	\$543.99
7	AXIS P3354 6MM	0465-001	\$543.99
8	AXIS P3364-V 12MM	0471-001	\$621.04
9	AXIS P3364-V 6MM	0481-001	\$621.04
10	AXIS P3364-LV 12MM	0486-001	\$698.08
11	AXIS P3364-LV 6MM	0485-001	\$698.08
12	AXIS P3384-V	0511-001	\$775.13
13	AXIS P3364-VE 12MM	0484-001	\$775.13
14	AXIS P3364-VE 6MM	0482-001	\$775.13
15	AXIS P3364-LVE 12MM	0473-001	\$852.17
16	AXIS P3364-LVE 6MM	0476-001	\$852.17
17	AXIS P3384-VE	0512-001	\$929.21
18	AXIS P3365-V	0586-001	\$698.08
19	AXIS P3365-VE	0587-001	\$852.17
20	AXIS P3367-V	0406-001	\$852.17
21	AXIS P3367-VE	0407-001	\$1,006.26
22	AXIS P3707-PE	0815-001	\$1,006.26
<b>ACCESSORY OTHER (AXIS CAMERA ONLY)</b>			
<b>#</b>	<b>Product Name</b>	<b>Part #</b>	<b>Unit Cost</b>
1	GASKET A CABLE 3,5-7MM 10PCS	5503-741	\$6.73
2	GASKET B M20 CABLE 6-13MM 10PCS	5503-751	\$6.73
3	GASKET C M25 CABLE 8-17MM 10PCS	5503-791	\$6.73
4	CABLE GLAND A M20 5PCS	5503-761	\$6.73
5	GASKET C M20 10PCS	5505-941	\$6.73
6	AXIS WEATHERSHIELD K	5507-121	\$21.69
7	THEIA LENS CS VARIF 1.8-3MM DC-IRIS	5503-161	\$223.65
8	LENS FUJINON CS 2.2-6MM DC-IRIS B	5800-781	\$111.45
9	LENS CS VARIF 9-40MM DC-IRIS D/N	5503-171	\$201.21
10	LENS CS VARIF 9-40MM P-IRIS D/N	5504-901	\$201.21
11	LENS COMPUTAR CS 12.5-50MM P-IRIS	5800-801	\$186.25

<b>CAMERA HOUSING (AXIS CAMERA ONLY)</b>			
<b>#</b>	<b>Product Name</b>	<b>Part #</b>	<b>Unit Cost</b>
1	AXIS T92E20 OUTDOOR HOUSING	0433-001	\$246.09
2	AXIS T93F05 PROTECTIVE HOUSING	5900-261	\$118.93
3	AXIS SUNSHIELD A	5504-941	\$25.43
4	CORRIDOR FORMAT BRACKET A	5504-931	\$29.17
5	CORRIDOR FORMAT BRACKET B	5506-381	\$29.17
6	AXIS T92E CAMERA HOLDER PLATE C	5505-331	\$14.21
7	AXIS T92E CAMERA CHANGE KIT A	5505-341	\$29.17
<b>COVER/DOME (AXIS CAMERA ONLY)</b>			
<b>#</b>	<b>Product Name</b>	<b>Part #</b>	<b>Unit Cost</b>
1	AXIS P32-V SMOKED DOME A 5P	5506-021	\$126.41
2	AXIS P32-VE SMOKED DOME A 5P	5506-461	\$126.41
3	AXIS P3353/54 DOME KIT CL BLACK	5503-141	\$21.69
4	AXIS P3346 DOME KIT CL BLACK	5503-151	\$21.69
5	AXIS P3364-LV DOME KIT BLACK	5504-401	\$55.35
<b>ACCESSORY MOUNTS (AXIS CAMERA ONLY)</b>			
<b>#</b>	<b>Product Name</b>	<b>Part #</b>	<b>Unit Cost</b>
1	AXIS T94H05L RECESS MOUNT-L	5504-051	\$51.61
2	AXIS T94K01D PENDANT KIT	5505-081	\$29.17
3	AXIS T94K01L RECESSED MOUNT	5505-571	\$59.09
4	AXIS T94M01L RECESSED MOUNT	5505-581	\$81.53
5	AXIS T94M02D PENDANT KIT	5507-511	\$74.05
6	AXIS T94P01B CORNER BRACKET	5504-711	\$59.09
7	AXIS T94R01B CORNER BRACKET	5507-601	\$44.13
8	AXIS T94R01P CONDUIT BACK BOX	5505-141	\$25.43
9	AXIS T94S01D PENDANT KIT STAINLESS STEEL	5504-681	\$96.49
10	AXIS T94T01D PENDANT KIT	5505-871	\$36.65
11	AXIS T94V01D PENDANT KIT	5801-431	\$66.57
12	AXIS T94V01L RECESSED MOUNT	5801-441	\$81.53
13	AXIS T94Q01A WALL MOUNT	5505-241	\$32.91
14	AXIS T94Q01F CEILING AND COLUMN MNT	5507-591	\$81.53
15	AXIS T95A64 BRACKET CORNER	5010-641	\$66.57
16	AXIS T95A67 BRACKET POLE	5010-671	\$96.49
17	VT CEILING BRACKET BALL JOINT WCM5A	0217-061	\$89.01
18	VT CEILING BRACKET INT CABLE WCM4A	0217-051	\$81.53
19	VT COLUMN MOUNT BALL JOINT WFWCA	0217-071	\$74.05
20	VT CORNER MOUNT WCWA	0217-101	\$44.13
21	VT WALLBRACKET BALLJOINT WBJA	0217-021	\$17.95
22	WALL MOUNT AXIS PS24	5000-011	\$59.09
23	AXIS PS-24 Pole bracket	21764	\$33.66
24	YP3040 WALL BRACKET	5502-471	\$36.65

<b>ACCESSORY MOUNTS (AXIS CAMERA ONLY)</b>			
<b>#</b>	<b>Product Name</b>	<b>Part #</b>	<b>Unit Cost</b>
25	AXIS WALL BRACKET K	5503-491	\$89.01
26	AXIS COLUMN BRACKET K	5506-411	\$89.01
27	AXIS T91A03 DIN RAIL CLIP 5PCS	5800-511	\$14.21
28	AXIS MIDSPAN DIN CLIP A	5503-931	\$14.21
29	DROP CEILING KIT CL AXIS P3346	5502-781	\$51.61
30	DROP CEILING KIT SM AXIS P3346	5502-791	\$51.61
31	DROP CEILING KIT CL AXIS P3343/4	5502-361	\$51.61
32	DROP CEILING KIT SM AXIS P3343/4	5502-371	\$51.61
33	PENDANT KIT AXIS P334X	5502-351	\$29.17
34	ACC MOUNTING BRACKET AXIS P3343	5502-401	\$21.69
<b>ACCESSORY MOUNTS (AXIS CAMERA ONLY)</b>			
<b>#</b>	<b>Product Name</b>	<b>Part #</b>	<b>Unit Cost</b>
35	AXIS P33XX-VE 3/4" NPS CONDUIT ADAPTER	5503-711	\$29.17
36	AXIS P33XX-VE 3/4" NPS COND ADPT 4P	5503-721	\$107.71
37	AXIS P33XX-VE 3/4" NPS ADAPT	5503-131	\$21.69
38	PENDANT KIT AXIS P334X-VE	5502-321	\$36.65
39	AXIS P33XX-VE CABLE COVER 4 PCS	5503-731	\$44.13
40	AXIS ACI COND ADAP 3/4" U-SHAPE 30MM 5PCS	5505-191	\$17.95
41	AXIS ACI CONDUIT BRACKET A 5P	5505-971	\$29.17
42	AXIS ACI CONDUIT BRACKET B 5P	5506-041	\$14.21
43	AXIS ACI CONDUIT ADAPTER 1/2"-3/4" A 2P	5505-541	\$29.17
44	PL ADAPTER FLAT L GREY M311X 10 PCS	5503-071	\$21.69
45	AXIS ACI COND ADAP 1/2 " U-SHAPE 20MM 5P	5505-521	\$14.21
<b>EXTENDED WARRANTY (AXIS CAMERA ONLY)</b>			
<b>#</b>	<b>Product Name</b>	<b>Part #</b>	<b>Unit Cost</b>
1	EXT. WARRANTY AXIS P1357	0526-600	\$123.09
2	EXT. WARRANTY AXIS P1357-E	0530-600	\$135.06
3	EXT. WARRANTY AXIS P1365	0690-600	\$115.91
4	EXT. WARRANTY AXIS P1365 Mk II	0897-600	\$115.91
5	EXT. WARRANTY AXIS P1365-E	0740-600	\$127.88
6	EXT. WARRANTY AXIS P1365-E Mk II	0898-600	\$127.88
7	EXT. WARRANTY AXIS P1427-E	0624-600	\$115.91
8	EXT. WARRANTY AXIS P1427-LE	0625-600	\$119.10
9	EXT. WARRANTY AXIS P1428-E	0637-600	\$127.08
10	EXT. WARRANTY AXIS P3354 6MM	0465-600	\$113.52
11	EXT. WARRANTY AXIS P3354 12MM	0467-600	\$113.52
12	EXT. WARRANTY AXIS P3364-V 6MM	0481-600	\$118.30
13	EXT. WARRANTY AXIS P3364-VE 6MM	0482-600	\$126.28
14	EXT. WARRANTY AXIS P3364-LV 6MM	0485-600	\$123.09
15	EXT. WARRANTY AXIS P3364-LVE 6MM	0476-600	\$131.07

<b>EXTENDED WARRANTY (AXIS CAMERA ONLY)</b>			
<b>#</b>	<b>Product Name</b>	<b>Part #</b>	<b>Unit Cost</b>
16	EXT. WARRANTY AXIS P3364-V 12MM	0471-600	\$118.30
17	EXT. WARRANTY AXIS P3364-VE 12MM	0484-600	\$126.28
18	EXT. WARRANTY AXIS P3364-LV 12MM	0486-600	\$123.09
19	EXT. WARRANTY AXIS P3364-LVE 12MM	0473-600	\$131.07
20	EXT. WARRANTY AXIS P3365-V	0586-600	\$118.30
21	EXT. WARRANTY AXIS P3365-VE	0587-600	\$127.88
22	EXT. WARRANTY AXIS P3367-V	0406-600	\$135.86
23	EXT. WARRANTY AXIS P3367-VE	0407-600	\$137.46
24	EXT. WARRANTY AXIS P3384-V	0511-600	\$127.88
25	EXT. WARRANTY AXIS P3384-VE	0512-600	\$135.86
26	EXT. WARRANTY AXIS P3707-PE	0815-600	\$137.46
<b>SPARE - COVER/DOME (AXIS CAMERA ONLY)</b>			
<b>#</b>	<b>Product Name</b>	<b>Part #</b>	<b>Unit Cost</b>
1	AXIS P32-V CLEAR DOME A 5P	5506-131	\$126.41
2	AXIS P32-VE CLEAR DOME A 5P	5506-121	\$126.41
3	AXIS P32-LV SEMI SMOKED DOME A 5P	5504-981	\$126.41
4	AXIS P32-LVE SEMI SMOKED DOME A 5P	5504-991	\$126.41
5	SPR AXIS P3343 DOME KIT	5700-321	\$21.69
6	SPR AXIS P3343-V DOME KIT	5700-311	\$51.61
7	SPR DOME KIT AXIS P3343-VE	5700-341	\$51.61
8	SPR AXIS P3346 DOME KIT	5700-901	\$25.43
9	SPR AXIS P3346-V DOME KIT	5700-911	\$55.35
<b>SPARE - COVER/DOME (AXIS CAMERA ONLY)</b>			
<b>#</b>	<b>Product Name</b>	<b>Part #</b>	<b>Unit Cost</b>
10	SPR AXIS P3346-VE DOME KIT	5700-921	\$55.35
11	AXIS P3364-LV DOME KIT	5800-691	\$55.35
12	AXIS P3364-LVE DOME KIT	5800-681	\$55.35
13	AXIS P3707-PE CLEAR DOME KIT	5801-521	\$74.05
<b>SPARE - MOUNTING HARDWARE (AXIS CAMERA ONLY)</b>			
<b>#</b>	<b>Product Name</b>	<b>Part #</b>	<b>Unit Cost</b>
1	SPR AXIS P3343-VE SCREW KIT	5700-351	\$3.74
2	SPR AXIS P3343/-V SCREW KIT	5700-301	\$2.99
3	AXIS T94S01S MOUNTING BRACKET 4P	5506-061	\$51.61
4	AXIS T94T01S MOUNTING BRACKET 4P	5506-071	\$66.57
5	MOUNTING BRACKET AXIS P33XX-VE	5700-691	\$21.69
<b>SPARE - OTHER (AXIS CAMERA ONLY)</b>			
<b>#</b>	<b>Product Name</b>	<b>Part #</b>	<b>Unit Cost</b>
1	AXIS P3367-VE CASING KIT	5800-601	\$160.82
2	CONN KIT AXIS P1311	5500-851	\$6.73
3	LENS 3-8MM TG320312FCS-MPIR-12	5700-611	\$145.86
4	LENS CS VF 2.8-8MM F1.2 P-IRIS	5800-671	\$111.45
5	LENS CS VF 2.8-8MM F1.2 DC-IR	5800-661	\$111.45
6	LENS CS 2.8-8.5MM P-IRIS	5801-491	\$118.93
7	AXIS P3343-VE/44-VE CASING KIT	5700-841	\$103.97

<b>SPARE - OTHER (AXIS CAMERA ONLY)</b>						
#	Product Name	Part #	Unit Cost			
8	AXIS P3364-VE CASING KIT	5506-471	\$103.97			
9	NETWORK CABLE WITH GASKET 5M	5700-331	\$7.48			
10	AXIS WEATHERSHIELD KIT E	5506-751	\$13.46			
11	WEATHERSHIELD KIT P3343/44-VE	5800-011	\$14.96			
12	WEATHERSHIELD KIT P3346/67-VE	5800-021	\$14.96			
13	FRONT GLASS KIT AXIS T92E20/21	5700-831	\$14.96			
14	ELECTRONIC KIT AXIS T92E20	5700-971	\$133.89			
15	AXIS P135X CONN KIT	5800-381	\$6.73			
<b>ADDITIONAL (AXIS CAMERA ONLY)</b>						
1	% Discount off list or mark-up from cost for related items not listed above	% Discount	25.2% off list for Hardware; 20.2% off list for extended warranty (Axis only)			
2	Hourly Rate for related services not listed	per hour	\$65.00			
<b>ADDITIONAL COSTS</b>						
#	Product Name	Unit Cost				
1	Program Management Fees	\$85/hr				
2	Deinstallation/Relocation of existing equipment (price per camera)	\$45 for deinstallation only/\$95 for relocation (in addition to deinstallation of said camera)				
3	Site Assessments	\$65/hr				
4	Installation of new cameras (pricing per camera)	\$160 - includes up to a maximum of 10' of conduit				
5	Bi-annual AXIS camera adjustments and cleaning	\$27.50 per camera per year (2 visits)				
6	Hourly maintenance	\$65/hr				
<b>SOFTWARE</b>						
#	Product Name	Part #	Unit Cost (Must include 1 year of Maintenance, Support, & Warranty)	Cost 2 Additional Years (3 Total yrs)	Cost 4 Additional Years (5 Total yrs)	Cost Single Additional Year (Maintenance, Support & Warranty Only)
<b>MILESTONE VIDEO MANAGEMENT SYSTEM (VMS) SOFTWARE ONLY</b>						
1	XProtect Corporate Base License	XPCOBT	\$0.00	**	**	**
2	XProtect Corporate Device License	XPCODL	\$210.30	**	**	**
3	Care Plus for XProtect Corporate Base License	YXPCOBT	\$289.97	\$627.71	\$962.89	\$289.97
4	Care Plus for XProtect Corporate Device License	YXPCODL	\$29.86	\$64.72	\$99.56	\$29.86
5	Care Premium for XProtect Corporate Base License	MCPR-XPCOBT	\$112.38	\$288.90	\$441.66	\$112.38

SOFTWARE						
#	Product Name	Part #	Unit Cost (Must include 1 year of Maintenance, Support, & Warranty)	Cost 2 Additional Years (3 Total yrs)	Cost 4 Additional Years (5 Total yrs)	Cost Single Additional Year (Maintenance, Support & Warranty Only)
<b>MILESTONE VIDEO MANAGEMENT SYSTEM (VMS) SOFTWARE ONLY</b>						
6	Care Premium for XProtect Corporate Device License	MCPR-XPCODL	\$10.16	\$23.18	\$25.00	\$10.16
7	Xprotect LPR Base License, including 5 Country Modules	XPLPRBL	\$191.80	N/A	N/A	N/A
8	Xprotect LPR Camera License	XPLPRCL	\$817.65	N/A	N/A	N/A
9	Xprotect Technical Certification Training (Level 1 & 2)		\$5,235.00	N/A	N/A	N/A

ADDITIONAL REQUIREMENT (MILESTONE VMS ONLY) SOFTWARE ONLY			
#	Product Name	Part #	Unit Cost
10	Guaranteed pricing/discount structure. Explain what percentage discount is related to catalog, MSRP, etc.).	% Discount	36% off MSRP for device licenses and LPR licenses (Milestone)

ADDITIONAL LABOR RATE INFORMATION	
#	Unit Cost
1	Security Field Technician - \$65/hr
2	Milestone Certified Engineer - \$95/hr
3	Cisco Certified Network Engineer - \$125/hr
4	Security Project Manager - \$85/hr

**NOTES:**

MILESTONE VIDEO MANAGEMENT SYSTEM (VMS) SOFTWARE ONLY section:

\* Line 1: The Corporate Base License is a one-time charge per district and is included at no charge for existing OnSSI XPCO conversion.

\*\* Lines 1 & 2: The licenses priced above are for **NEW** device licenses - **existing** conversion licenses are priced as follows per Milestone: Out of 2706 existing licenses, 2139 are free of charge; the remaining 567 licenses (elementary schools) are \$38/license for a total of \$21, 546. This covers the device licenses for all 2,706 licenses. Care Plus or Care Premium would then be added per unit based on how many years are selected. A3 Communications cannot include support and maintenance pricing in the device licenses without knowledge of the choice for Care Plus or Care Premium. The chosen support licenses would have to be added to the device license for the term preferred (1, 3 or 5 yr).

\*\*\* Lines 3, 4, 5 & 6: Per Milestone's instructions, we are providing previously negotiated pricing in 1 yr, 3 yr, 5 yr and single additional year increments for Care Plus and Care Premium support licenses.

\*\*\*\* Lines 7 & 8: Per Milestone there are no fees for Care Plus or Care Premium for LPR Base License or LPR Camera Licenses.

Lines 5 & 6: Care Premium requires Care Plus - You must add the associated cost for care premium to care plus to get total cost.