

## OFFICIAL ADVERTISEMENT FOR BIDS

Bids for  
**North Oaks Health System Security Surveillance Camera System Extension and Upgrade**

will be received and opened on Wednesday March 31, 2021 at 9:00 a.m. in the Material Services Department of North Oaks Medical Center located at 15790 Paul Vega MD Drive, Hammond LA 70403. Bids will be publicly opened and read at the time and date mentioned above.

North Oaks Health System requires that all bids be submitted electronically through Central Auction House at [www.centrauctionhouse.com](http://www.centrauctionhouse.com). For questions related to submitting bids electronically please call (225) 810-4814.

For information relating to the bid proposal requirements contact Johnny Poumaroux, North Oaks Director of Security at (985) 230-6720.

### SPECIFICATIONS FOR BID ARE AS FOLLOWS:

Pelco Product Catalog	Product Description	Quantity
VXCMG2-SVR	VX CORE MEDIA GWAY SRV 16 OS E45S	1
VXS2-E216-12S	VXS RAID STORAGE SVR SAS 216TB E38S	2
VXS2-T96-8	VXS RAID STORAGE SVR 96TB E46S	1
VX-WKS	VX WRKSTN, EU UK US PWR CRD D11S	2
VX-A4-SDD	VX SHRD DSPLY DEC 8GB, D14U	14

Note: The Pelco components listed above and associated manufacturer part numbers are used only to denote the quality standard of product desired and that they do not restrict bidders to the specific brand, make, manufacturer, or specification named; these specifications are used only to set forth and convey to prospective bidders the general style, type, character, and quality of product desired; and that equivalent products will be acceptable.

### Additional Specifications:

1. Bidder must certify, guarantee, and warrant that all components submitted under this bid will fully-integrate and seamlessly function with the existing Pelco system, and agree in any final contract to reimburse North Oaks for all damages, expenses, and costs (including legal fees) incurred by North Oaks if Bidder's system does not meet the requirements, without any limitation of liabilities as to amount or kind of damages that may be incurred by North Oaks.
2. Bid must include any and all costs and expenses associated with full integration and

seamless function of Pelco or non-Pelco software or equipment with the existing Pelco system. Such costs and expenses may include but are not limited to: software, interfaces, middleware, network equipment, computer equipment, server equipment, communication equipment, data center space requirements, electrical requirements, special programming, education, training, technical configurations, installation and labor costs above and beyond that typical of a Pelco to Pelco system upgrade, or any other additional equipment required other than the equivalents listed above.

3. Bid must include any and all shipping and handling costs.
4. Bid must include at least 3 years of software upgrades and maintenance.
5. Bid must include at least 3-years of warranty on equipment replacement parts and labor.
6. Bid must NOT include any tax. North Oaks Health System is tax-exempt, thus any applicable taxes will be the responsibility of the bidder.

# QUOTE CONFIRMATION



DEAR DOUG BANKSTON,

Thank you for considering CDW•G for your computing needs. The details of your quote are below. [Click here](#) to convert your quote to an order.

QUOTE #	QUOTE DATE	QUOTE REFERENCE	CUSTOMER #	GRAND TOTAL
LWXC776	2/5/2021	PELCO	304042	<b>\$189,950.00</b>

QUOTE DETAILS				
ITEM	QTY	CDW#	UNIT PRICE	EXT. PRICE
<a href="#">Pelco VideoXpert Shared Display VX-A5-SDD - video decoder</a> Mfg. Part#: VX-A5-SDD Contract: MARKET	14	6352825	\$1,950.00	\$27,300.00
<a href="#">Pelco VideoXpert Professional v 3.1 Desktop Workstation - DT - Core i7 8700</a> Mfg. Part#: VX-WKST Contract: MARKET	2	6350958	\$2,650.00	\$5,300.00
<a href="#">Pelco VideoXpert Core Media Gateway - video surveillance appliance</a> Mfg. Part#: VXCMG2-NSVR Contract: MARKET	1	6350961	\$8,350.00	\$8,350.00
<a href="#">Pelco VideoXpert Enterprise Storage Server VXS2-E216-N12S - E Series - rack</a> Mfg. Part#: VXS2-E216-N12S Contract: MARKET	2	6352826	\$54,500.00	\$109,000.00
<a href="#">Pelco VideoXpert Enterprise Storage Server VXS2-T96-N8 - T-series - rack-mo</a> Mfg. Part#: VXS2-T96-N8 Contract: MARKET	1	6352828	\$40,000.00	\$40,000.00

PURCHASER BILLING INFO	SUBTOTAL	\$189,950.00
<b>Billing Address:</b> NORTH OAKS HEALTH SYSTEM ATTN ACCTS PAYABLE PO BOX 2668 HAMMOND, LA 70404-2668 <b>Phone:</b> (985) 345-2700 <b>Payment Terms:</b> Net 30 Days-Healthcare	SHIPPING	\$0.00
	SALES TAX	\$0.00
	GRAND TOTAL	\$189,950.00
DELIVER TO	<b>Please remit payments to:</b>  CDW Government 75 Remittance Drive Suite 1515 Chicago, IL 60675-1515	
<b>Shipping Address:</b> NORTH OAKS HEALTH SYSTEM RECEIVING 15790 PAUL VEGA MD DR HAMMOND, LA 70403-1436 <b>Shipping Method:</b> Drop Ship -FedEx Ground, Cust Acct		



Rich Klabanoff

(866) 209-8024

richkla@cdw.com

## LEASE OPTIONS

FMV TOTAL	FMV LEASE OPTION	BO TOTAL	BO LEASE OPTION
<b>\$189,950.00</b>	<b>\$5,041.27/Month</b>	<b>\$189,950.00</b>	<b>\$5,837.16/Month</b>

Monthly payment based on 36 month lease. Other terms and options are available. Contact your Account Manager for details. Payment quoted is subject to change.

## Why finance?

- Lower Upfront Costs. Get the products you need without impacting cash flow. Preserve your working capital and existing credit line.
- Flexible Payment Terms. 100% financing with no money down, payment deferrals and payment schedules that match your company's business cycles.
- Predictable, Low Monthly Payments. Pay over time. Lease payments are fixed and can be tailored to your budget levels or revenue streams.
- Technology Refresh. Keep current technology with minimal financial impact or risk. Add-on or upgrade during the lease term and choose to return or purchase the equipment at end of lease.
- Bundle Costs. You can combine hardware, software, and services into a single transaction and pay for your software licenses over time! We know your challenges and understand the need for flexibility.

## General Terms and Conditions:

This quote is not legally binding and is for discussion purposes only. The rates are estimate only and are based on a collection of industry data from numerous sources. All rates and financial quotes are subject to final review, approval, and documentation by our leasing partners. Payments above exclude all applicable taxes. Financing is subject to credit approval and review of final equipment and services configuration. Fair Market Value leases are structured with the assumption that the equipment has a residual value at the end of the lease term.

This quote is subject to CDW's Terms and Conditions of Sales and Service Projects at <http://www.cdwg.com/content/terms-conditions/product-sales.aspx>  
For more information, contact a CDW account manager

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Please note: Before the Services are to be performed, CDW will create a Statement of Work (SOW) detailing the exact scoping and pricing of the Services to be provided, which will be executed by both parties prior to the start of Services. The SOW will reflect the terms and conditions as negotiated between the parties during the bidding and contracting process.



## STATEMENT OF WORK

<b>Project Name:</b>	North Oaks Pelco	<b>Seller Representative:</b> Rich Klabanoff (703) 262-8024 richkla@cdw.com
<b>Customer Name:</b>	NORTH OAKS HEALTH SYSTEM	
<b>CDW Affiliate:</b>	CDW Government LLC	
<b>Subcontractor:</b>	IPVision, Inc.	<b>Solution Architect:</b>
<b>SOW Created Date:</b>	March 05, 2021	
<b>Drafted by:</b>	Jeni Kapelinski	

This statement of work (“**Statement of Work**” or “**SOW**”) is made and entered into on the last date that this SOW is fully executed as set forth below (“**SOW Effective Date**”) by and between the undersigned, CDW Government LLC (“**Provider**,” and “**Seller**,”) and NORTH OAKS HEALTH SYSTEM (“**Customer**,” and “**Client**,”).

This SOW shall be governed by that certain Premier Group Purchasing Agreement for Equipment Hardware, Software, and Services #PP-IT-242 between CDW Government LLC and Premier Healthcare Alliance, L.P. dated November 1, 2020 (the “**Agreement**”). If there is a conflict between this SOW and the Agreement, then the Agreement will control, except as expressly amended in this SOW by specific reference to the Agreement. References in the Agreement to a SOW or a Work Order apply to this SOW

## PROJECT DESCRIPTION

### VIDEO SURVEILLANCE

- Install 1 each Pelco VideoXpert Cored Media gateway.
- Rack and install 3 each Pelco VideoXpert Enterprise Servers.
- Install 2 each Pelco VideoXpert Workstations
- Install Pelco VideoXpert video decoder at 14 each viewing stations.
- Provide knowledge transfer to customer on how to add up to 5 each existing cameras to the system.
- Provide Technician services for onsite work.
- Provide remote Engineering services for above scope.
- Provide all Project Management services for above scope.
- Provide up to 4 hours of system training and/or knowledge transfer in 1 hour blocks.

## PROJECT MANAGEMENT

- A Project Manager is assigned and provides the following:
  - Coordinates and facilitates kickoff, status (at agreed upon intervals) and close out calls.
  - Documents and distributes meeting notes/action items for all calls.
  - Creates and distributes escalation and contact lists.
  - Conducts daily status meetings to proactively identify any issues that may arise to mitigate risk.
  - Facilitates any necessary change orders and administrative tasks, as necessary.
  - Monitors project scope and expectations.
  - Identifies and manages project risks.
  - Monitors the status and progress of the project and quality of items provided.
  - Communicates at regular intervals as agreed upon.
  - Acts as main POC to Customer if requested.
  - Ensures project timelines, dependencies, budgets, and closure are met within the project lifecycle.

## ASSUMPTIONS

This scope of work is based on the information provide and/or survey conducted. Items not described above that are discovered will be accounted for via a change order.

### VIDEO SURVEILLANCE

1. Client servers and workstations to meet minimum manufacturer software requirements.
2. Design and compatibility of servers and software done by others.
3. All of the above equipment will be installed at same physical location.
4. All equipment, software, and licensing provided by others.
5. Any cabling items or other equipment provide by others.
6. All AC power will be provided by others.
7. VPN Remote access to customer network to be provided.
8. Customer is responsible for all change control procedures and notices that are required for the performance of this project.
9. Customer will provide a local contact to work with the Provider Implementation team. This person will have all necessary access to the local site including such areas as access closets. A list of these contacts will be provided to Provider project team in advance of the commencement of the site visits.
10. Provider will place waste in container provided by others for disposal by others.
11. Labor is quoted using NON-UNION labor only.
12. Labor is quoted using no prevailing wages assumptions.
13. Delays related to others (customer, reseller, other contractor, etc.) that require provider to pull off project and come back onsite will result in a change order.
14. Above delays that go over 30 days and delay a payment milestone will result in milestone be invoiced and due for payment. Remaining scope that is delayed by others will be documented in a change order and completed when delay is resolved.

## OUT OF SCOPE

1. Overhead utility line pulls.
2. Trenching and/or shoring
3. Core drilling
4. Cable tray/raceway and/or conduit/pull box installation.
5. Floor boxes and/or pathway
6. Temporary and/or permanent power, including power strips.
7. Grounding and/or bonding
8. Active network and/or voice equipment, including PBX cross-connect.

9. Hidden conditions
10. Hazardous material abatement
11. Expedited shipping costs.
12. Existing code violation corrections
13. Applicable taxes
14. Permits

Services not specified in this SOW are considered out of scope and will be addressed with a separate SOW or Change Order.

## GENERAL RESPONSIBILITIES AND ASSUMPTIONS

- Customer is responsible for providing all access that is reasonably necessary to assist and accommodate Seller's performance of the Services.
- Customer will provide in advance and in writing, and Seller will follow, all applicable Customer's facility's safety and security rules and procedures.
- Customer is responsible for security at all Customer-Designated Locations; Seller is not responsible for lost or stolen equipment, other than solely as a result of Seller's gross negligence and willful misconduct.
- This SOW can be terminated by either party without cause upon at least fourteen (14) days' advance written notice.

## CONTACT PERSONS

Each Party will appoint a person to act as that Party's point of contact ("**Contact Person**") as the time for performance nears and will communicate that person's name and information to the other Party's Contact Person.

Customer Contact Person is authorized to approve materials and Services provided by Seller, and Seller may rely on the decisions and approvals made by the Customer Contact Person (except that Seller understands that Customer may require a different person to sign any Change Orders amending this SOW). The Customer Contact Person will manage all communications with Seller, and when Services are performed at a Customer-Designated Location, the Customer Contact Person will be present or available. The Parties' Contact Persons shall be authorized to approve changes in personnel and associated rates for Services under this SOW.

## CHANGE MANAGEMENT

This SOW may be modified or amended only in a writing signed by both Customer and Seller, generally in the form provided by Seller ("**Change Order**"). Services not specified in this SOW are considered out of scope and will be addressed with a separate SOW or Change Order.

In the event of a conflict between the terms and conditions set forth in a fully executed Change Order and those set forth in this SOW or a prior fully executed Change Order, the terms and conditions of the most recent fully executed Change Order shall prevail.

## PROJECT SCHEDULING

Customer and Seller, who will jointly manage this project, will together develop timelines for an anticipated schedule (“**Anticipated Schedule**”) based on Seller’s project management methodology. Any dates, deadlines, timelines or schedules contained in the Anticipated Schedule, in this SOW or otherwise, are estimates only, and the Parties will not rely on them for purposes other than initial planning.

- The following scheduling scenarios that trigger delays and durations to extend beyond what's been planned may require a change order:
  - Site preparation, such as power, cabling, physical access, system access, hardware/software issues, etc. must be completed in a timely manner.
  - Project tasks delegated to customer PMs/Engineers/Techs/Management/Resources must be completed in a timely manner. For example, in the event a project 's prioritization is demoted, and customer resources are reallocated causing the project's schedule to extend on account of experiencing interruptions to its momentum requiring complete stop(s) and start(s).
  - External projects/dependencies that may have significant impact on the timeline, schedule and deliverables. It is our assumption that every reasonable attempt will be made to mitigate such situations.

## TOTAL FEES

The total fees due and payable under this SOW (“**Total Fees**”) include both fees for Seller’s performance of work (“**Services Fees**”) and any other related costs and fees specified in the Expenses section (“**Expenses**”).

Seller will invoice for Total Fees. Customer will pay invoices containing amounts authorized by this SOW in accordance with the terms of the Agreement. Unless otherwise specified, taxes will be invoiced but are not included in any numbers or calculations provided herein. Any objections to an invoice must be communicated to the Seller Contact Person within fifteen (15) days after receipt of the invoice.

## SERVICES FEES

Services Fees hereunder are FIXED FEES, meaning that the amount invoiced for the Services will be \$8,000.00.

The invoiced amount of Services Fees will equal the amount of fees applicable to each completed project milestone (see Table below).



Table – Services Fees

<b>Milestone</b>	<b>Percentage</b>	<b>Fee</b>
Signed SOW	100%	\$8,000.00
<b>Totals</b>	<b>100%</b>	<b>\$8,000.00</b>

## **EXPENSES**

Neither travel time nor direct expenses will be billed for this project.

## **TRAVEL NOTICE**

Two (2) weeks' advance notice from Customer is required for any necessary travel by Seller personnel.

## **CUSTOMER-DESIGNATED LOCATIONS**

Seller will provide Services benefiting the locations specified on the attached Exhibit (“**Customer-Designated Locations**”).

## EXHIBIT A

### CUSTOMER-DESIGNATED LOCATIONS

Seller will provide Services benefiting the following locations (“**Customer-Designated Locations**”).

Location(s)	Address
North Oaks Health System	15790 Medical Center Drive, Hammond, LA 70403