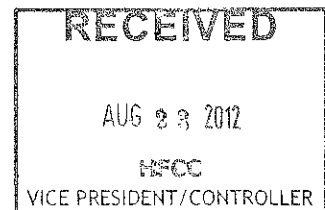




Henry Ford Community College

Technology Investment Fund

Project Funding Request



Fifteen copies of this application form must be received by the Vice President/Controller's office by 4:00 p.m. on either **the first Friday after Labor Day** (Fall semester) or **the third Friday in January** (Winter semester) in order to be eligible for funding. Applications will only be accepted on this form. Applications must include an Executive Summary which will be shared with the Campus Community. (**Attach additional sheets for any section needed.**)

Date of Application: September 2012		Project Type: [X] New [] Upgrade/Expansion	
Project Director: Sandro Silvestri Department/Division: Administrative Data & Voice Communications		How many students will directly benefit from the project? All faculty, staff, students	Total TIF Funds Requested: \$118,500
Problem Statement			
Define the problem/idea. (What do you want to do? Why?)		<p>Currently, the College has a limited number of wall mounted emergency phones located in building hallways. When the receiver is picked up, the phone automatically calls the Campus Security Office.</p> <p>There are serious problems with the current hallway emergency phones.</p> <ol style="list-style-type: none">1. At best, there is one phone in a hallway while some floors do not have any hallway phones.2. Many of the phones are non-functional as students damage the phones by ripping the receivers off the phones and kicking the phones off the wall.3. The hallway phones are connected to the old Fujitsu phone system which is being replaced by the Cisco Call Manager. <p>The solution is to replace the hallway phones with Emergency Call Boxes (ECB) which are almost indestructible, simple to use, and connected to the Cisco Call Manager.</p> <p>To further increase coverage, additional ECBs will be placed in each building/floor.</p>	
Evidence for Project Validity (What is the current situation?)			
What resources do you have/use now?		DVC personnel will work on the project.	
Why can't you use your existing resources to do this project?		General funds (DVC) are used to support IT Infrastructure.	
What evidence do you have that this project will be successful? (Cite specific information.) <ul style="list-style-type: none">• Current research• Examples from other schools or teachers• Letters of support from experts in the field		ECBs have been placed in old Science, new Science, Welcome Center, in the parking lots, and around the campus walk ways. The ECBs have worked very well.	

- Your own past experience.

Relevance to Technology Investment Committee Guidelines

(Address only those that apply.)

INNOVATION:	This is an infrastructure proposal and, while it will be used by the entire college community, is not strictly related to instruction. When fully implemented, the ECB system will cover up the entire college.
Is the proposal innovative to the field of Instructional Technology?	
Is the proposal innovative to HFCC?	This will provide a significant improvement in the level emergency phone coverage provided to the college community.
Is the proposal innovative to the specific discipline?	N/A
NEED:	N/A
Is the proposal essential for the instructional design?	
Does it create new programs or courses with the potential for increased student enrollment?	N/A
Is it necessary to remain competitive with post-secondary institutions?	Improving the emergency phone system is a safety and security issue and not an issue of competing with other institutions.
Does it provide skills that are transferable to the workplace?	N/A
Does it prepare students for transfer to upper-level curriculum?	N/A

Relevance to Technology Investment Committee Guidelines (continued)*(Address only those that apply.)*

Does it keep the course or program current in the related technology?	N/A
NATURE OF PROPOSAL:	N/A
Is the proposal a component of curricular revision?	
Is it the next logical step in the evolution of the course/curriculum?	N/A
Will it help attract students to HFCC?	N/A
Will it support HFCC community outreach/public relations activities?	N/A
Will it support student retention activities at HFCC?	N/A
Will it become an integral part of the course, program or curriculum?	N/A

Resources

Where will the project hardware be installed?	The ECBs will be located in the hallways and common areas of every building in the college. Software licensing will reside on the CallManagers which are located in the main network room.	
Who will do the job? <ul style="list-style-type: none"> • List the personnel • List their duties 	DVC personnel and consultants	
Who will use the hardware?	Anyone with an emergency and in need of contacting Campus Security will be able to use the ECBs.	
Who will conduct any necessary project-hardware training?	Training on the ECBs was completed after the first ECBs were installed.	
Who will handle any spring and summer semester duties related to hardware installation?	DVC personnel	
Do you have commitment from your administration for personnel support? <i>(Be specific, include documentation.)</i>	Yes.	
Is release time required to complete this project? If yes, has it been approved at this time by your Associate Dean?	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No <input type="checkbox"/> Yes <input type="checkbox"/> No	<i>TIF does not fund release time. If you are requesting release time, it must be approved by the appropriate administrators prior to proposal submission.</i>

Evaluation

(How will you know if it worked?)

How will you demonstrate to the college that this was an effective use of funds? <i>(How will you evaluate the goals listed as Expected Outcomes?)</i>	The success and effectiveness of the project will be readily apparent as the new ECB system is rolled out. As the system is installed, people will be able to contact Campus security quickly and efficiently.
How will you determine the success or shortcomings of the project?	If the system is installed and people can use the ECBs, the installation will be successful.

Budget

(You must also include an itemized budget statement.)

What do you need to complete this project? <i>(Be specific about equipment, software, and training.)</i>	70 Emergency Call boxes - \$80,000 ECB back box installation - \$3,500 Licensing & Analog to Digital Adapters - \$22,000 Cabling - \$13,000
What is the TOTAL COST? <i>(You must attach an itemized cost analysis with this proposal.)</i>	Total Cost - \$118,500
How recent is your quote?	Quotes were obtained within the last 90 days.
Are changes to the college infrastructure necessary to support this project?	[X] Yes [] No <i>This is an infrastructure proposal.</i>
What other monetary commitments exist? <i>(Department/Division/ External) Please be specific; include documentation wherever possible.</i>	Annual support will be covered by the general funds.
If other sources of funding are not	

available, why?

- Doesn't have the support?
- Not viewed as feasible?
- Not a priority?
- Other?

Strategic Plan

Include with your application a document that indicates the ways in which your project addresses the goals and objectives of the Henry Ford Community College Strategic Plan. Also, indicate how your project addresses your Division or Department plan. Be as specific as possible.

This project addresses the following Strategic Goals & Objects:

Develop and manage College resources to enhance the fiscal health and operations of the College.

- a.) Continually evaluate new and existing technologies and make enhancements that increase effectiveness.
- g) Ensure that the College's physical facilities, equipment, and technological infrastructure support fulfillment of the College's Mission.

If your proposal is Non-Instructional (Library Services, Learning Lab, Counseling, Placement Services), please skip this section and complete the information in the Non-Instructional section.

Instructional Proposals

Complete this section if this is an Instructional Proposal, directly impacting student teaching and learning.

Expected Outcomes

(Project Objectives)

What is your current teaching method? How will this project fit into your current plan?

How will this improve student learning? *(List specific goals.)*

As a result of this project students will:

Instructional Proposals (continued)

State how the project addresses the Seven Principles of Good Practice in Undergraduate Education. <i>(Address only the relevant criteria.)</i>	
Supports student-faculty contact	
Supports cooperation among students	
Supports active learning	
Supports prompt feedback	
Supports time on task	
Supports high expectations	
Supports diverse talents and ways of learning	

SIGNATURES:

**Project Director _____ Date	*Associate Dean/Department Head _____ Date	*Vice President _____ Date
**Director of Building & Grounds _____ Date	**Director of Data & Voice _____ Date	

* For notification purposes only
 ** For project feasibility

Non-Instructional Proposals

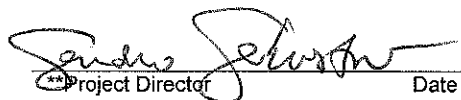
Complete this section if this is a Non-Instructional Proposal, related to college areas that serve and support student instructional progress. (Non-Instructional areas include Library Services, the Learning Lab, Counseling, and Placement Services.)

Expected Outcomes

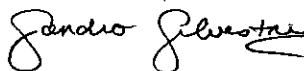
(Project Objectives)

What will this project accomplish that you can't accomplish now?	While we currently have hallway emergency phone, they are rapidly becoming obsolete, increasingly non-functional, and need to be replaced.
How does the project enrich or support the learning, teaching, or communication technology needs of students? (List specific examples.)	N/A

SIGNATURES:


 **Project Director _____ Date _____

*Associate Dean/Department Head _____ Date _____




 *Vice President _____ Date 8/23/2012

**Director of Building & Grounds _____ Date _____

**Director of Data & Voice _____ Date _____

* For notification purposes only

** For project feasibility



Henry Ford Community College

Technology Investment Fund Project Funding Request

Executive Summary

DATE OF APPLICATION	PROJECT TYPE
September 2012	<input checked="" type="checkbox"/> New <input type="checkbox"/> Upgrade/Expansion
NAME OF PROJECT DIRECTOR OR PRESENTER	DEPARTMENT/DIVISION
Sandro Silvestri	Administrative Data & Voice Communications
COST OF PROPOSED PROJECT	NUMBER OF STUDENTS SERVED ANNUALLY
\$118,500	All faculty, staff, & students

SUMMARY

Currently, the College has a limited number of wall mounted emergency phones located in building hallways. When the receiver is picked up, the phone automatically calls the Campus Security Office.

There are serious problems with the current hallway emergency phones.

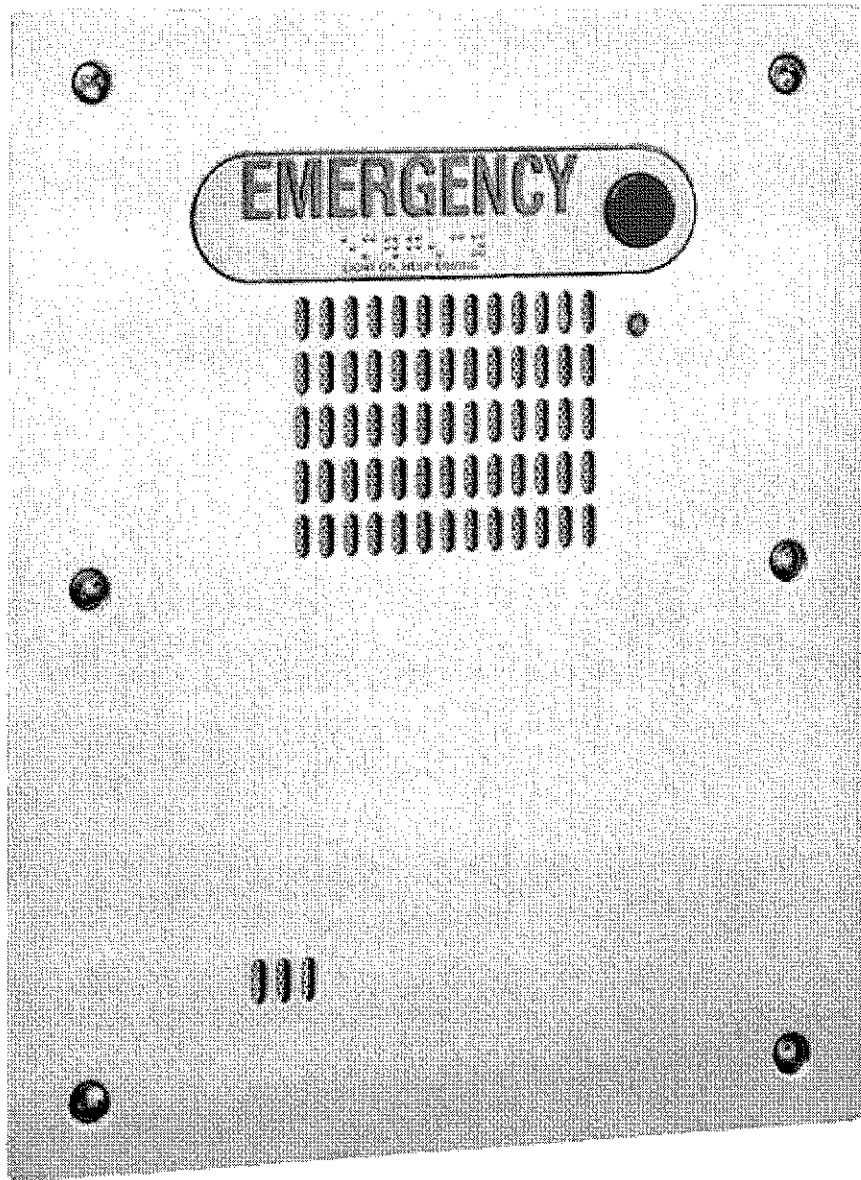
1. At best, there is one phone in a hallway while some floors do not have any hallway phones.
2. Many of the phones are non-functional as students damage the phones by ripping the receivers off the phones and kicking the phones off the wall.
3. The hallway phones are connected to the old Fujitsu phone system which is being replaced by the Cisco Call Manager.

The solution is to replace the hallway phones with Emergency Call Boxes (ECB) which are almost indestructible, simple to use, and connected to the Cisco Call Manager.

To further increase coverage, additional ECBs will be placed in each building/floor.

DVC worked with Campus Safety to review each building/floor to determine where the ECBs should be located.

Talk-A-Phone Emergency Call Box



ECB Deployment

Building	Floor	ECBs	Drop Cost	VG 202	VG 204	Costs	
ASCC	1	2	400	1		ECBs	80,000
Athletic Memorial	1	2	400		1	ECB install	3,500
	2	1	200			Cabling	13,000
CDC	1	0	-			Licensing	22,000
College Store	1	0	-				118,500
Facilities Mgmt	1	0	-				
Fine Arts	LL	0	-				
	1	3	600		2		
	2	2	400				
HCEC	LL	1	200	1			
	1	2	400		1		
	2	2	400				
Liberal Arts	LL	2	400	1			
	1	5	1,000		3		
	2	3	600				
	3	3	600				
LRC	LL	2	400	1			
	1	2	400	1			
Library	1	2	400		1		
	2	2	400				
LTC	LL	2	400	1			
	UL	0	-				
Pat Tech	1	3	600	2			
Tech	1	4	800	2			
	2	4	800	2			
Student Center	1	3	600		1		
DHC	1	6	1,200	3			
Mtec	1	3	600		1		
Nursing	A	1	200	2			
	B	2	400		2		
	C	1	200				
Completed							
Science - old							
Science - new							
Welcome Center							
Total		65	13,000	17	12		



June 14, 2012

Mr. Sandro Silvestri
Director, Administrative Data & Voice Communications
Henry Ford Community College
5101 Evergreen Road
Dearborn, MI 48128-1495

VIA EMAIL: Sandro@hfcc.net

Dear Mr. Silvestri,

Security Corporation and I would like to thank you for the opportunity to submit the following proposal to replace the hallway emergency phones with the Talk-a-Phone ECALL. This unit will standup to the abuse better than the emergency phones.

Pricing is per our standard Terms and Conditions, as outlined on the last page, and includes installation. Pricing is valid for a period of 30 days from date of proposal. A 30% deposit is required on all jobs with the balance being billed progressively. Customer is to supply all 110V AC electrical service as required to complete delivery. Our Protection Plus Plan covers the equipment proposed for one year.

I hope this information meets with your approval. If you have any questions or require additional information, please do not hesitate to contact me at (248) 374-5787 or email me at john.baker@securitycorp.com.

Sincerely,

SECURITY CORPORATION

A handwritten signature in black ink, appearing to read 'John C. Baker', is written over a faint, larger version of the same signature.

John C. Baker
Vice President, Sales



**PROPOSAL
HENRY FORD COMMUNITY COLLEGE
June 14, 2012**

**INTERCOM SYSTEM
EQUIPMENT TO BE INSTALLED**

Quantity & Description

- 70 ETP-400 ADA Hands Free VR ECALL
- 70 ETP-SM-SS Surface Mount Back Box for ETP-400
- * All Necessary Labor

Total Purchase and Installation (Tax Exempt #20-0027170)

\$79,275.00

ACCEPTANCE OF PROPOSAL: The prices, specifications, terms and conditions contained herein are hereby accepted. Security Corporation is authorized to do work as specified. Payment will be made within 30 days of invoicing unless otherwise specified.

Purchaser: _____

Date: _____

By: _____

Title: _____



1. A. Security Corporation (hereinafter Security) agrees, WITHOUT LIABILITY AND NOT AS AN INSURER, to sell to Customer/Subscriber and install the system or equipment listed in the proposal. Upon completion of installation, Customer/Subscriber agrees to pay to Security the sale price and installation charges outlined on the reverse. Security will compute and bill applicable sales tax upon completion. One and one-half percent (1-1/2%) per month will be added to all invoices in excess of 30 days.

B. WARRANTY: Security hereby gives Customer/Subscriber a limited one year warranty (unless otherwise specified on the reverse) on parts and labor that the system or equipment sold will be free from defects of material or workmanship under normal use. Security's sole obligation under this warranty is to provide replacement of component parts which are defective, which defect is not caused by improper maintenance or abuse by Customer/Subscriber or Acts of God, and which defect Security is notified of, in writing, by Customer/Subscriber during the warranty period. THIS WARRANTY IS EXPRESSLY IN LIEU OF ALL OTHER WARRANTIES, EXPRESSED OR IMPLIED, INCLUDING WARRANTIES OF MERCHANTABILITY OR FITNESS FOR A PARTICULAR PURPOSE.

C. INCREASES: Notwithstanding the terms and conditions set forth herein, after the expiration of one (1) year from the date of completion of installation, Security may, at any time, increase the monthly service charge (monitoring) upon giving the Customer/Subscriber notice in writing. In the event Customer/Subscriber shall be unwilling to pay the increased monthly charge, the Customer/Subscriber may terminate this agreement upon giving notice, in writing, within thirty (30) days from receipt of Security's notice, provided Customer/Subscriber shall not be in default of any of the terms and conditions of this agreement. Failure to notify Security within said thirty (30) day period will constitute Customer/Subscriber's consent to the increase and all other terms and condition of this agreement shall remain in full force and effect.

2. LIMITATION OF LIABILITY AND EXCLUSION OF WARRANTIES: The Customer/Subscriber understands and agrees that Security is NOT AN INSURER; that insurance, if any, shall be obtained by the Customer/Subscriber; that the payments or charges provided for herein are based solely on the value of the service as set forth herein and are unrelated to the value of the Customer/Subscriber's property or the property of others located on the Customer/Subscriber's premises; that SECURITY MAKES NO GUARANTEE OR WARRANTY, INCLUDING ANY IMPLIED WARRANTY OF MERCHANTABILITY OR FITNESS THAT THE EQUIPMENT OR SERVICES SUPPLIED WILL AVERT OR PREVENT OCCURRENCES OR THE CONSEQUENCES THERE FROM WHICH THE SYSTEM OR SERVICE IS DESIGNED TO DETECT OR AVERT.

The Customer/Subscriber acknowledges that it is impractical and extremely difficult to fix the actual damages, if any, which may proximately result from a failure to perform any of the obligations herein, or the failure of the system to properly operate with resulting loss to the Customer/Subscriber because of, among other things: (A) the uncertain amount or value of the Customer/Subscriber's property or property of others kept on the premises which may be lost, stolen, destroyed, damaged or otherwise affected by occurrences which the system or service is designed to detect or avert; (B) the uncertainty of the response time of any police or fire department, should the police or fire department be dispatched as a result of a signal being received or an audible device surrounding; (C) the inability to ascertain what portion, if any, of any loss would be proximately caused by Security's failure to perform or by failure of the equipment to operate; (D) the nature of the service to be performed by Security.

The Customer/Subscriber understands and agrees that if Security should be found liable for loss or damage due from a failure to perform any of the obligations herein, but not limited to installation, maintenance, monitoring, service or the failure of the system or equipment in any respect whatsoever, Security's liability shall be limited to Two Hundred Fifty (\$250.00) Dollars, as liquidated damages and not as a penalty, and this liability shall be exclusive; and that the provisions of this section shall apply if loss or damage, irrespective of cause of origin results directly or indirectly to persons or property, from performance or non-performance of the obligations imposed by this contract, or from negligence, active or otherwise, of Security, its agents, assigns, or employees. In the event that the Customer/Subscriber wishes to increase the maximum amount of such damages, Customer/Subscriber may, as a matter of right, obtain from Security a higher limit by paying an additional amount proportioned to the increase in

damages, but such additional obligation shall in no way be interpreted to hold Security as an insurer.

In the event a connection is made with, or an alarm signal is transmitted to, a police department or other organization, such department or other organization may invoke the provisions hereof against any claims made against them by the Customer/Subscriber or by others.

3. SECURITY'S REPRESENTATION: SECURITY REPRESENTS THAT THE ALARM SYSTEM OR EQUIPMENT INSTALLED PURSUANT TO THE TERMS OF THIS AGREEMENT IS ONLY A DETERRENT AND SECURITY DOES NOT REPRESENT OR WARRANT THAT THE SYSTEM WILL IN ALL CASES PROVIDE THE PROTECTION FOR WHICH IT IS INSTALLED OR INTENDED. CUSTOMER/SUBSCRIBER ACKNOWLEDGES THAT SECURITY IS NOT AN INSURER, THAT CUSTOMER/SUBSCRIBER ASSUMES ALL RISK FOR LOSS OR DAMAGE TO CUSTOMER/SUBSCRIBER'S PREMISES OR TO ITS CONTENTS; THAT SECURITY HAS MADE NO REPRESENTATIONS OR WARRANTIES, NOR HAS CUSTOMER/SUBSCRIBER RELIED ON ANY REPRESENTATION OR WARRANTIES, EXPRESSED OR IMPLIED, INCLUDING ANY WARRANTIES OR MERCHANTABILITY OR FITNESS, EXCEPT AS SET FORTH HEREIN, AND CUSTOMER/SUBSCRIBER ACKNOWLEDGES THAT CUSTOMER/SUBSCRIBER HAS READ AND UNDERSTANDS, PARTICULARLY PARAGRAPH 2 OF THIS AGREEMENT WHICH SETS FORTH SECURITY'S OBLIGATION AND MAXIMUM LIABILITY IN THE EVENT OF ANY LOSS OR DAMAGE TO CUSTOMER/SUBSCRIBER.

4. RECEIPT OF COPY: Customer/Subscriber acknowledges receipt of a copy of this Agreement.

5. INDEMNIFICATION: The Customer/Subscriber agrees to and shall indemnify and save harmless Security, its employees and agents, for and against all third-party claims, lawsuits and losses alleged to be caused by Security's performance, negligent performance or failure to perform its obligations under this Agreement.

6. SUBROGATION: Customer/Subscriber hereby releases, discharges and agrees to hold Security harmless from any and all claims, liabilities, damages, losses, or expenses arising from or caused by any hazard covered by insurance in or on the premises of Customer/Subscriber whether said claim is made by Customer/Subscriber, Customer/Subscriber's agents, or Customer/Subscriber's insurance company or by any other parties claiming under or through Customer/Subsubscriber. Customer/Subsubscriber agrees to indemnify Security against, defend and hold Security harmless from any action for subrogation which may be brought against Security by any insurer or insurance company or its agents or assigns including the payment of all damages, expenses, costs and attorney fees.

7. CUSTOMER/SUBSCRIBER'S DUTIES: Customer/Subsubscriber agrees to comply with all instruction of Security with respect to the operation and maintenance of the system or equipment, to conduct such tests as may be recommended by Security to determine the system or equipment is operative, and to determine that the system or equipment is activated when required. Customer/Subsubscriber shall carefully and properly set the alarm system each night or at such other time as Customer/Subsubscriber shall immediately report to Security any claimed inadequacy in or failure of the system. Security shall make such repairs as shall be necessary as soon after receipt of notice as is reasonably possible.

8. DEFAULT: In the event Customer/Subsubscriber fails to make any payment within thirty (30) days of the date when the payment is due, or defaults in the performance of any of the terms or conditions of this Agreement, Security, at its option, may give written notice of default and terminate this Agreement and declare the entire amount of charges for the balance of the then existing term of this Agreement immediately due and payable.

9. DELAY IN INSTALLATION AND FACTORS BEYOND SECURITY'S CONTROL: Security assumes no liability for delay in installation of the system, or interruption of service due to strikes, riots, floods, fires, acts of God or any cause beyond the control of Security, including interruption in telephone service. Security will not be required to supply service to the Customer/Subsubscriber while interruption of service due to any such cause shall continue.

10. ARREST: Customer/Subsubscriber authorizes Security to cause the arrest of any person or persons on or around the premises unauthorized by the Customer/Subsubscriber to enter the premises of Customer/Subsubscriber during the scheduled closed periods and to hold such Customer/Subsubscriber or persons until released by Customer/Subsubscriber or his known representative.



11. FALSE ALARMS: In the event Customer/Subscriber shall cause an excessive number of false alarms through the carelessness of Customer/Subscriber or the malicious or accidental use of the alarm system or in the event Customer/Subscriber shall in any manner misuse or abuse the alarm system, it shall constitute a material breach of contract on the part of Customer/Subscriber and Security may, at its option, in addition to all other legal remedies, be excused from further performance upon the giving of ten (10) day notice to Customer/Subscriber. Security's excuse from performance will not affect Security's right to recover damages from Customer/Subscriber. In the event a fine, penalty or fee shall be assessed against Security by any governmental or municipal agency as a result of any false alarm originating from Customer/Subscriber's premise, Customer/Subscriber agrees to forthwith reimburse Security for payment of the said false alarm fine, penalty or fee. In the event Security shall dispatch an agent to respond to a false alarm originating from Customer/Subscriber's premise, where Customer/Subscriber intentionally or negligently activated the alarm system and no alarm condition exists, then and in that event, Customer/Subscriber agrees to pay to Security their standard service call fee.

12. CUSTOMER/SUBSCRIBER OWNED EQUIPMENT: Customer/Subscriber agrees to supply 24-hour 110-volt circuits as required to power the alarm system circuit. Customer/Subscriber further agrees to modify or replace, at its sole expense, all wet and dry sprinkler valves now installed which are not acceptable to the Board of Fire Underwriters or other authority having jurisdiction. Customer/Subscriber agrees to place hoods over all open fires and forges, to pipe out all blow-off valves and to properly vent all chemical vats at Customer/Subscriber's expense.

13. SUSPENSION OR CANCELLATION OF THIS AGREEMENT: This Agreement may be suspended or cancelled, without notice and without liability of Security in the event Security Central, connecting wires or other equipment are destroyed by fire, other catastrophe or by any other means, or is so substantially damaged that it is impractical to continue service; or in the event that Security is unable to either secure or retain the connections or privileges necessary for the transmission of signals between Customer/Subscriber's premise and Security Central or between Security Central and the Public Policy and Fire Department for any reason whatsoever.

14. INSTALLATION OF SYSTEM: Customer/Subscriber authorizes Security to install or cause to be installed the protective system as specified including connections necessary to transmit the necessary signals from the premises of Customer/Subscriber. All signals are transmitted over telephone company lines, which are wholly beyond the control and jurisdiction of Security and which are maintained and serviced by the applicable telephone company or utility.

15. ERRORS IN INSTALLATION: Errors or omissions of said system, including but not limited to failure to wire points of protection shall be called to the attention of Security by Customer/Subscriber in writing within fifteen (15) days of completion of the installation. Upon the expiration of said fifteen (15) day period, the installation and the protection provided shall be deemed acceptable by Customer/Subscriber. (Customer/Subscriber acknowledges that additional protection may be obtained over and above that provided herein at an additional cost.)

16. SERVICE AND INSPECTIONS: Customer/Subscriber hereby authorizes and empowers Security, its agent or assigns to service the aforesaid system and to make any necessary inspections, tests, and repairs as required. In the case of fire alarm protection, Customer/Subscriber will notify Security, in writing, of any change in its fire rating bureau or agency, Customer/Subscriber shall pay for all charges including increase in monthly service charge, which may result from any alteration, remodeling, repair or other change to the Customer/Subscriber's premises. Additions to, changes in or re-arrangement of the space protection components, necessitated by stock, fixture or structural changes, which shall be necessary to retain the original protection provided shall be at Customer/Subscriber's expense. Repairs necessitated by ordinary wear and tear shall be at Security's expense. All other repairs shall be at Customer/Subscriber's expense. At installation, necessary inspections and tests which may be required on the part of Security shall be performed between the hours of 9:00 a.m. and 5:00 p.m. on normal business days.

17. AUTHORIZED PERSONNEL: Customer/Subscriber agrees to furnish to Security forthwith a list of the names, titles, residence addresses, residence

phone numbers and signatures of all persons authorized to enter the premises of Customer/Subscriber during the regularly scheduled closed period. Customer/Subscriber agrees to furnish Security forthwith an authorized daily and holiday opening and closing schedule in writing. All changes, revisions and modifications to the above shall be supplied to Security in writing.

18. ATTORNEY FEES: In the event it shall become necessary for Security to institute legal proceedings to collect the cost of installation or the monthly service charge as set forth herein, then and in such proceeding the unsuccessful party shall pay to the successful party reasonable attorney fees where permitted by law.

19. DISTURBING CONDITIONS: Where any device or protection is supplied, including but not limited to space protection, which is affected by turbulence or air or other disturbing conditions, Customer/Subscriber agrees to run off or remove all things, animate or inanimate, including but not limited to all forced air heater, air conditioners, animated display signs, animals, and any other source of air turbulence or movement which may interfere with the effectiveness of the system during closed periods while alarm system is on.

20. POWER FAILURE: In the event of a power failure or other interruption, at Customer/Subscriber's premises, Customer/Subscriber shall immediately notify Security.

21. INVALID PROVISIONS: In the event of any of the terms or provisions of this Agreement shall be invalid or inoperative, all of the remaining terms and provisions shall remain in full force effect.

22. THIS AGREEMENT CONTROLS: It is understood and agreed by and between the parties hereto, that if there is a conflict between the Agreement and Customer/Subscriber's purchase order, or any other document, this agreement will govern, whether such purchase order or other document is prior or subsequent to this Agreement.

23. TERMS OF PAYMENT: It is understood and agreed by and between the parties hereto, that the payment terms for contracts less than five thousand dollars (\$5,000.00) will be 40% upon signing of the contract and 60% upon completion of the installation and/or delivery of equipment. Contracts for five thousand (\$5,000.00) dollars and over, payment terms are as follows; 30% upon signing of the contract, 30% 30 days from contract date of the project, and the final 40% due upon completion of the installation and/or delivery of equipment.

24. SERVICE HOLD: Should the Customer/Subscriber have unpaid invoices outstanding to Security for more than 60 days, Security reserves the right to place all service under this agreement on "Service Hold" and not provide service until the past due balance is paid.

25. Customer/Subscriber agrees that Security Corporation may increase the Extended Warranty on going monthly charges anytime after the first 12 months of this Agreement and Customer/Subscriber agrees to pay the full amount of such increase unless Customer/Subscriber notifies Security in writing within thirty (30) days of notification of such increase.

26. PURCHASER'S RESPONSIBILITIES: Furnishing clear access routes through the building to the installation site, strengthening of floors to accommodate equipment weight, altering or moving obstacles and restoration of the site to its original condition, if required. Any additional labor costs due to contractor insistence on use of local trades. Extra costs incurred by the Seller for correcting any deviations from the Seller's drawings, plans and/or specifications.

PROPOSAL TERMS AND CONDITIONS



s e n t i n e l *

Henry Ford Community College Emergency Call Box Replacement

Presented By:

Mike Guy
Sr. Account Executive
Sentinel Technologies, Inc.
734-794-5707
mguy@sentinel.com

Architect:

Dan Ristovski
Solutions Architect
Sentinel Technologies, Inc.
734-794-5715
dristovski@sentinel.com

Hardware

VG 202 & 204s	19,194.00
Section Total	19,194.00

Solution Maintenance & Support

Hardware Maintenance	2,439.00
Maintenance Annual Total	2,439.00

Note: Multi-year discounted plans available upon request.

TOTAL PROJECT

Hardware	19,194.00
Solution Maintenance & Support	2,439.00
Professional Services	-
Project Total	21,633.00

Plus applicable tax, shipping & handling



Hardware



Hardware and Software				
Description	Qty	Special Notes	Unit	Ext. Price
Licensing				
Top Level Sku For Adding User License	1		-	-
UC Manager Essential - Less than 1K Users	70		22	1,540
UC Manager UCSS - 1 Essential User One Year Sub Tier A	70		2	140
VG202				
Cisco VG202 Analog Voice Gateway	19		436	8,284
AC Power Cord (North America) C13 NEMA 5-15P 2.1m	19		-	-
Cisco Voice Gateway 20x Series IP VOICE W/O CRYPTO	19		-	-
Yellow Cable for Ethernet Straight-through RJ-45 6 feet	19		-	-
Power Supply 30 Watt AC	19		-	-
VG204				
Cisco VG204 Analog Voice Gateway	13		710	9,230
AC Power Cord (North America) C13 NEMA 5-15P 2.1m	13		-	-
Cisco Voice Gateway 20x Series IP VOICE W/O CRYPTO	13		-	-
Yellow Cable for Ethernet Straight-through RJ-45 6 feet	13		-	-
Power Supply 30 Watt AC	13		-	-
Hardware & Software Sub-Total				19,194

Support & Monitoring



Maintenance				
Description	Qty	Special Notes	Unit	Ext. Price
Sub-Title				
ESSENTIAL SW Top Level Sku For Adding User License	1		-	-
ESSENTIAL SW UC Manager Essential - Less than 1K User	70		1	70
SMARTNET 8X5XNBD Cisco VG202 Analog Voice Gateway	19		59	1,121
SMARTNET 8X5XNBD Cisco VG204 Analog Voice Gateway	13		96	1,248
Hardware & Software Sub-Total				2,439