



3 Reuten Drive, Suite E, Closter, NJ 07624  
Telephone: 201-488-1022 Facsimile: 201-488-1244  
www.safeguards.com

August 24, 2016

Mr. Brian Nassif  
Anamosa State Penitentiary  
406 North High Street  
Anamosa, IA 52205

Tel: 319-462-3504 Ext. 2260  
Email: [brian.nassif@iowa.gov](mailto:brian.nassif@iowa.gov)

**Re: Taut Wire Intrusion Detection System – Perimeter Control Center Repair**

Dear Mr. Nassif:

Based on the recent computer failure and system malfunction due to the lighting strike at the Anamosa Correctional Facility Safeguards Technology proposes to repair the existing perimeter control center as well complete an upgrade to the system. Over the past few years, most of Safeguards' clients have elected to upgrade their control system to the "Secunet" software. Some of the facilities that have already upgrades to the "Secunet" Hot backup option are Mt. Pleasant Correctional Facility and Fort Dodge Correctional Facility. The "Secunet" software is Windows based, providing the operator with greater system stability, a more user friendly system, and to further align the system with today's technology.

Safeguards offers two upgrade options for our clients:

Option 1 – Basic upgrade and repair

Option 2 – Upgrade with "Hot" backup capability and repair of system.

**Option 1 – Basic upgrade and repair:**

Option 1 will repair the system malfunction and provide the facility with a new computer and communication boards in the command and control center. The new command and control center will replace the existing computer and operating system with the "Secunet" windows based command center. This will allow the facility to get support on equipment as well as software.

**Option 2: - Upgrade with "Hot" back-up capability and repair of system:**

Option 2 includes everything that option 1 offers plus an additional computer that will be installed as a "Hot" back-up computer system where in case the main computer fails the backup computer will start working without any downtime, providing the facility the sufficient time to repair the main computer while the system is fully operational.

**Proposal:**

Description	Cost
Option 1 – Basic upgrade and repair	\$41,137.00
Option 2 – Upgrade with "Hot" back-up capability and repair of system	\$49,107.00



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**Proposal Breakdown:**

Option 1:

**A. Equipment:**

Description	Cost	Qty	Subtotal
Communication card set for "Secunet"	\$683.00	1	\$683.00
Secunet software package	\$4,220.00	1	\$4,220.00
Rack mount Computer	\$2,633.00	1	\$2,633.00
Multi-purpose Reporting Unit (MRU)	\$2,806.00	3	\$8,418.00
Power Line Protector (PLP)	\$76.00	1	\$76.00
Data Line Protector (DLP)	\$76.00	2	\$152.00
Rack Shelve	\$65.00	1	\$65.00
Miscellaneous cables and hardware	\$85.00	1	\$85.00
Shipping & handling (Estimated)	\$150.00	1	\$150.00
	<b>Total:</b>		<b>\$16,482.00</b>

**B. Labor:**

Description	Cost	Unit	Qty	Subtotal
Manpower for in house programming (days)	\$1,000.00	Days	2	\$2,000.00
On Site manpower for computer installation only (including travel time)	\$1,200.00	Man Days	4	\$4,800.00
Field technical support required due to lighting strike (2 technicians)	\$1,460.00	Days	10	\$14,600.00
Training	\$1,200.00	Day	1	\$1,200.00
Airfare (estimate)	\$600.00	Each	2	\$1,200.00
Per diem	\$150.00	Man Day	4	\$600.00
Car Rental	\$85.00		3	\$255.00
	<b>Total:</b>			<b>\$24,655.00</b>

Option 2:

**A. Equipment:**

Description	Cost	Qty	Subtotal
Communication card set for "Secunet"	\$683.00	2	\$1,366.00
Optical Isolators	\$188.00	8	\$1,504.00
Secunet software package	\$4,220.00	1	\$4,220.00
KVM Switch	\$280.00	1	\$280.00
Rack mount Computer	\$2,633.00	2	\$5,266.00
Multi-purpose Reporting Unit (MRU)	\$2,806.00	3	\$8,418.00
Power Line Protector (PLP)	\$76.00	1	\$76.00
Data Line Protector (DLP)	\$76.00	2	\$152.00
Rack Shelve	\$65.00	1	\$65.00



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Miscellaneous cables and hardware	\$85.00	1	\$85.00
Shipping & handling (Estimated)	\$150.00	1	\$150.00
<b>Total:</b>			<b>\$21,582.00</b>

**B. Labor:**

Description	Cost	Unit	Qty	Subtotal
Manpower for in house programming (days)	\$1,000.00	Days	2	\$2,000.00
On Site manpower for computer installation only (including travel time)	\$1,200.00	Man Days	6	\$7,200.00
Field technical support required due to lighting strike (2 technicians)	\$1,460.00	Days	10	\$14,600.00
Training	\$1,200.00	Day	1	\$1,200.00
Airfare (estimate)	\$600.00	Each	2	\$1,200.00
Per diem	\$150.00	Man Day	6	\$900.00
Car Rental	\$85.00		5	\$425.00
<b>Total:</b>				<b>\$27,525.00</b>

**Notes:**

- Both options include equipment, installation and training for the guards and maintenance people.
- Facility to choose option 1 or option 2.
- Above price quote includes two on site technicians to install and test the system.
- Monitor will be provided by the site (existing monitor can be used). Safeguards can provide a flat screen for an additional cost of \$400.00.
- New printer is not included. If the facility currently uses a line printer Safeguards or the facility will need to provide a new printer as the old printer will not be supported by the software.
- A Rack for the computer/s is not included. Safeguard's assumes that there is enough room to install the required equipment in the existing racks.
- Both Fort Dodge and Mt. Pleasant have already upgraded their command center to a "Hot" backup option (option 2).
- Any replacement spare parts that will be required in the field will be added as additional charge due to the fact that the fence condition is currently unknown. If the facility has the spare parts available on site, Safeguards' technicians will replace them as part of the on-site repair.



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**Terms and Conditions:**

1. F.O.B. – Destination.
2. Delivery – 4-6 weeks ARO.
3. Payment – net 30.
4. Taxes are not included. Should any taxes be levied they will be paid for by the purchaser.
5. These Prices are valid for 90 days.

If additional information is needed, please do not hesitate to call.

Sincerely,

A handwritten signature in black ink, appearing to read 'Yaron Getter', is placed above the typed name.

Yaron Getter  
VP Sales & Marketing  
Safeguards Technology LLC