

MINUTES

Montevallo City Council Work Session

September 26, 2022

5:30 p.m. at City Hall

Present: Mayor Rusty Nix, Council Member David King, Council Member Lelia Mitchell, Council Member Kenneth Dukes, Council Member Sonya Swords, Council Member Martha Eisenberg. Quorum present.

Work Session called to order at 5:30 p.m. by Mayor Nix.

Discussion of New Business Items on Agenda:

Discussion of Resolution 09262022-339 - A Resolution adopting the 2022-2023 Fiscal Budgets for the City of Montevallo. - Budget changes and adjustments discussed by City Clerk Gilbert.

Discussion of Recommendation to accept proposal from CMIT Solutions for the installation of surveillance cameras and DVR system in Shoal Creek Park in the amount of \$ 7,186.71.

Discussion of Recommendation to authorize Accounts Payable to establish a Credit Card Account (Purchase limit of \$2,500) with Home Depot, for Departmental Purchases.

Discussion of Recommendation to waive Vendor License Fees on October 8th, 2022 (Fire Prevention Parade) and October 18th, 2022 (National Night Out).

Discussion of Recommendation to accept the proposal from CMIT Solutions to manage and service the City's IT Systems, Door Lock System at City Hall, Surveillance Camera systems at City Hall, Parnell Library and City Parks at Dailey, Orr and Shoal Creek, and website hosting and maintenance, under a contract agreement for a period of 3 years beginning October 1, 2022.

All New Business items were discussed by City Clerk Gilbert with Council.

Mayor Nix Called for Committee Reports:

Mayor Nix called on Council Member King for Public Health & Safety: Council Member King called on Chief Littleton for the Police Department. Chief Littleton reported there were 73 Reports in September and 869 Total Reports Year to Date. See Appendix 1.

Council Member King called on Chief Davis for the Fire Department Report. Chief Davis reported there were 66 Total Calls for the first half of September. See Appendix 2.

Council Member King reported on the Planning and Zoning Commission Meeting will be Thursday, October 20 and is open to the public.

Mayor Nix called on Council Member Dukes for the Sustainability Report. Council Member Dukes called on Kirk Hamby, Head of Public Works and he reported Free Dump Day will be Saturday, October 1, 2022, 8 am – 2 pm. Kirk also reported about the TRES plastic bag program, and the Public Works Department dropped off 1,027 lbs. of plastic bags at Home Depot, Pelham and this qualifies us to order a bench.

Once the bench arrives Council will vote on where it should be placed. Kirk addresses the question about having a Home Depot credit card and this makes it easier for the store cashier to know we (the City) is tax exempt and that multiple departments would use the card. See Appendix 3.

Montevallo City Council Meeting

September 26, 2022

6:00 p.m. at City Hall

Present: Mayor Rusty Nix, Council Member David King, Council Member Lelia Mitchell, Council Member Kenneth Dukes, Council Member Sonya Swords, Council Member Martha Eisenberg. Quorum present.

Pledge of Allegiance

Council Meeting called to order at 6 p.m. by Mayor Rusty Nix. All Council Members present.

Approval and or corrections of the Minutes 9.12.22 – Motion by Council Member Mitchell, second by Council Member King, All Ayes, Motion passed.

Recognitions / Awards: None

Opportunities for Citizens to speak to the Council: None

Mayor Nix Called for Committee Reports to Continue:

Mayor Nix called on Council Member Dukes for the Sustainability Report to continue. Council Member Dukes advised report completed. Council Member Dukes complimented the Public Works Department for their dedication to getting the job done.

Mayor Nix called on Council Member Eisenberg for the Parks and Recreation Report. Council Member Eisenberg read a report submitted to her from Shane Baugh, Head of Parks and Recreation. No written report submitted for Council packets. Council Member Eisenberg asked about a facility built at Shoal Creek Park and how to get it removed. She advised procedure was not followed by Council. Consent of Council is to remove the facility.

Mayor Nix called on Council Member Mitchell for the Education, Arts and Outreach Committee Reports. Council Member Mitchell thanked Patrick Johnson with The Mission Continues, the Mayor and the volunteers for cleaning and the improvements to George Dailey Park.

Council Member Mitchell also expressed her concerns regarding vehicles driving into our parks.

Council Member Mitchell called on Julia Smith, Montevallo Junior City Council (MJCC) Junior Mayor. Julia reported the MJCC looks forward to participating in Art Stalk Art Walk; the MJCC will meet on October 3 in Council Chamber.

Council Member Mitchell advised Savannah Kitchens Director of Parnell Memorial Library could not be in attendance but had submitted a written report. Council Member Mitchell read the report. See Appendix 4.

Council Member Mitchell advised Sarah Hogan; Program Director Impact Montevallo was out of town and could not attend Council Meeting. No written report submitted.

Council Member Mitchell gave updates on the schools.

Mayor Nix called on Council Member Swords for Finance, Economic Development & Tourism. Council Member Swords called on Courtney Bennett, Executive Director, Montevallo Main Street. Courtney advised October 7 is the final Friday Nights at the Cove event; she thanked the numerous youth that participated in the Youth Banner Project and thanked Public Works for installing the 90 banners; she advised Friday, September 30 is the inaugural Community Prayer Breakfast and invited everyone to attend. See Appendix 5.

Council Member Swords called on Adele Nelson, Executive Director, Montevallo Chamber of Commerce. Adele reported October Chamber Chatter will be delivered Friday; Pecan Sale \$12 for one-pound bag; Drayer Physical Therapy Ribbon Cutting/ Open House will be October 13 at 9:30 am; the Chamber will be co-hosting Tourism and Recreation All Stars with Shelby Chamber. Montevallo Luncheon to feature UofM Coaches October 19. See Appendix 6.

Council Member Swords reported the Finance Committee will meet this Wednesday, September 28 at 5:30 pm at City Hall and is open to the public.

Public Health & Safety (Police, Fire, Code Enforcement, Housing Abatement, Planning and Zoning) – Reported during Council Work Session.

Sustainability (Streets & Sanitation, Recycling, Arbor & Beautification, ValloCycle, Environmental Preservation Initiatives, and Historical Commission) – Reported during Council Work Session and City Council Meeting.

Recreation, Preservation and Community Development (Parks & Recreation, Youth Athletics, Trails, Annexations) – Reported during City Council Meeting.

Education, Arts & Outreach (Schools, Library, UM, Boys & Girls Club, American Village, Sister City Commission, Artwalk, IMPACT) – Reported during City Council Meeting.

Finance, Economic Development & Tourism (Finance, MDCD, IDB, Chamber, Main Street) – Reported during City Council Meeting.

Consent to Pay the Bills

Mayor Nix asked for a Motion to Pay the Bills. Council Member King made a motion to pay the bills, second by Council Member Dukes, All Ayes. Motion passed.

New Business:

Second reading of Resolution 09262022-339 - A Resolution adopting the 2022-2023 Fiscal Budgets for the City of Montevallo. Motion to accept Resolution to adopt 2022-2023 Budget made by Council Member King, Second by Council Member Dukes. All Ayes. Motion Passed. See Appendix 7.

Recommendation to accept proposal from CMIT Solutions for the installation of surveillance cameras and DVR system in Shoal Creek Park in the amount of \$ 7,186.71. Council Member King made a motion to accept recommendation, Second by Council Member Eisenberg, All Ayes, Motion Passed. See Appendix 8.

Recommendation to authorize Accounts Payable to establish a Credit Card Account (Purchase limit of \$2,500) with Home Depot, for Departmental Purchases. Motion made to accept recommendation by Council Member Dukes, Second by Council Member King, All Ayes. Motion passed.

Recommendation to waive Vendor License Fees on October 8, 2022 (Fire Prevention Parade) and October 18, 2022 (National Night Out). Motion made by Council Member Mitchell to accept recommendation, Second by Council Member King, All Ayes. Motion passed.

Recommendation to accept the proposal from CMIT Solutions to manage and service the City's IT Systems, Door Lock System at City Hall, Surveillance Camera systems at City Hall, Parnell Library and City Parks at Dailey, Orr and Shoal Creek, and website hosting and maintenance, under a contract agreement for a period of 3 years beginning October 1, 2022. Motion to accept recommendation made by Council Member King, Second by Council Member Eisenberg, All Ayes. Motion passed. See Appendix 9.

Old Business: None

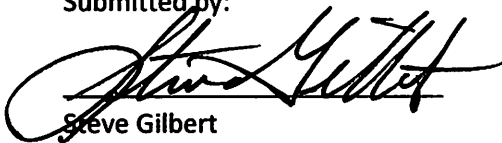
Board Appointments: None

Other Business: None

Citizen Participation: C P Pierson 1131 South Oak Street: Question about parking vehicles inside park. And he also asked about parking vehicles inside the park for special events held by the City.

There being no further business before the Council, Mayor Nix called for a Motion to Adjourn. Motion made by Council Member King, second by Council Member Eisenberg, All Ayes. Meeting Adjourned at 6:30 pm.

Submitted by:



Steve Gilbert
City Clerk / Treasurer

Montevallo City Council Work Session

September 26, 2022

5:30 p.m. at City Hall

Montevallo City Council Meeting

September 26, 2022

6:00 p.m. at City Hall

Pledge of Allegiance

Meeting Call to Order

Approval and/or corrections of the minutes – 09.12.22

Recognitions / Awards:

Opportunities for Citizens to speak to the Council :

Committee Reports and Consideration of Bills:

- Public Health & Safety (Police, Fire, Code Enforcement, Housing Abatement and Planning & Zoning). **David King- Chair**
- Sustainability (Streets & Sanitation, Recycling, Arbor & Beautification, ValloCycle, Environmental Preservation Initiatives, and Historical Commission) – **Kenny Dukes- Chair**
- Recreation, Preservation and Community Development (Parks & Recreation, Youth Athletics, Trails, Annexations) **Martha Eisenberg- Chair**
- Education, Arts & Outreach (Schools, UM, Boys & Girls Club, Library, American Village, Sister City Commission, Art Walk, IMPACT) MJCC - **Lelia Mitchell- Chair**
- Finance, Economic Development & Tourism (Finance, MDCD, IDB, Chamber, Main Street) **Sonya Swords- Chair**

Consent Agenda: Payment of Bills

New Business:

- Resolution 09262022-339 - A Resolution adopting the 2022-2023 Fiscal Budgets for the City of Montevallo.
- Recommendation to accept proposal from CMIT Solutions for the installation of surveillance cameras and DVR system in Shoal Creek Park in the amount of \$ 7,186.71
- Recommendation to authorize Accounts Payable to establish a Credit Card Account (Purchase limit of \$2,500) with Home Depot, for Departmental Purchases.
- Recommendation to waive Vendor License Fees on October 8, 2022 (Fire Prevention Parade) and October 18, 2022 (Natl. Night Out) ~~October 29, 2022 (Art Stalk)~~.
- Recommendation to accept the proposal from CMIT Solutions to manage and service the City's IT Systems, Door Lock System at City Hall, Surveillance Camera systems at City Hall, Parnell Library and City Parks at Dailey, Orr and Shoal Creek, and website hosting and maintenance, under a contract agreement for a period of 3 years beginning October 1, 2022.

Old Business:

Board Appointments:

Other Business:

Citizen Participation:

Adjourn

APPENDIX 1

	January-22	February-22	March-22	April-22	May-22	June-22	July-22	August-22	September-22	October-22	November-22	December-22	Total
Total Reports	93	103	92	88	85	94	109	132	73				869
Criminal Cases	62	80	57	57	61	70	91	104	63				645
Non-Criminal	31	23	25	27	24	24	17	28	10				209
Traffic Accidents	15	18	14	17	14	14	7	15	8				122
Traffic Citations	310	299	118	70	78	179	52	90	35				1231
DUI Arrests	9	7	7	5	6	2	4	8	8				56
Public Intox Arr	0	1	4	1	1	2	2	2	0				13
Alias Arrests	9	13	10	8	10	12	8	7	5				82
Juvenile Arrests	0	1	1	2	2	0	0	1	0				7
Misd Arrests	9	10	5	9	6	6	14	9	5				73
Felony Arrests	0	5	1	4	4	5	2	3	2				26
Total Arrest	31	37	28	28	29	28	30	30	20	0	0	0	130
Auto Thefts	0	0	0	0	0	0	1	0	0				1
Burglaries	0	0	0	0	0	2	4	3	1				10
Auto Recoveries	1	2	0	0	0	0	1	0	0				4
Auto Burglaries	2	2	3	2	2	2	0	2	1				16
Criminal Mischief	3	2	0	2	0	2	2	6	2				19
DV. Related	10	9	9	6	13	8	19	9	7				90
Assaults	2	4	4	2	5	4	7	0	3				31
Fraud/Forgery	0	1	0	1	1	2	1	6	1				13
Harass / Reck	3	0	4	2	3	2	7	6	3				30
Misc. Offenses	11	23	20	16	16	18	27	29	16				176
Robberies	0	1	0	0	0	0	0	0	0				1
Sex Crimes/Other	1	0	0	2	0	1	1	0	0				5
Thefts / Attempts	11	9	6	6	2	10	8	10	5				67
Suicide / Attempts	0	0	0	0	0	0	0	1	0				1
Deaths	0	0	0	0	0	0	0	0	0				0

Montevallo Fire and Rescue Council Report 9.26.22

9/1/2022-9/15/2022

EMS- 47

Lift assist- 6

Structure Fire- 0

Brush Fire- 0

Electrical Fire - 0

Vehicle Fire- 0

Fire Alarm - 3

MVC- 5

Fuel Spill/ gas leak- 0

Assist other agency- 1

Assist Public- 4

Total Calls for first half of September - 66

Brad Davis

Fire Chief

City of Montevallo

Montevallo Fire & Rescue Service

541 Main Street

Montevallo, AL 35115

Office- 205-666-2555. Ext. 705



MARK YOUR CALENDARS!

OCTOBER 1ST, 2022

7:00 AM - 2:00 PM

**FREE COUNTY
DUMP DAY**

**BRING YOUR TRASH TO
THE RECYCLING CENTER
(1120 OVERLAND RD)**

**FOR A CONVENIENT DROP OFF
OR TAKE IT DIRECTLY TO THE
SHELBY COUNTY LANDFILL
(4154 HWY 70, COLUMBIANA)**

PARNELL MEMORIAL LIBRARY

SEPTEMBER 26, 2022

- October event calendars are now available at the library, on our website (parnellmemoriallibrary.org), and our events are posted on our social media sites.
 - There's still time to donate to our Diaper Drive for Bundles of a Hope, a partner of Shelby Emergency Assistance. From Sep 1 - 30, drop off your diaper donation and receive a badge to waive your Montevallo library fines!
 - Friday, Sep. 30 from 10-5 we're doing our first ever Fall Plant Swap. Bring cuttings, seedlings, and seeds and swap for something new.
 - Tuesday, Oct. 11 at 3:30 we're showing a kid's Halloween movie on the big screen
 - Take & Make Craft Kits are available Wednesday, Oct 12 while supplies last
 - ESOL Classes have resumed meeting at the library, every Thursday at 6:00 pm
 - We're doing our annual Pumpkin Painting Contest October 17-28, Take a pumpkin from the library, decorate, and send us your pictures on Facebook messenger to win the basket of candy prize. This program would not be possible without the generous sponsorship of the Chamber of Commerce
 - Classic Movie Monday is Monday, Oct. 24 at 2 pm, we're showing a '40s classic spooky movie starring Cary Grant
 - and Monday, Oct. 31 we'll be handing out goodie bags to any trick-or-treaters that stop by



Report to City Council

September 26, 2022

Updates

- Many thanks to the numerous young artists who contributed designs to our Youth Banner Project. 90 banners were installed downtown the week of September 12. Thanks to Impact Montevillo for partnering with us on this project, and Public Works for installing them. We plan to host an event to celebrate this project during Art Walk, which will be held on Saturday, October 29, and will announce more details soon.
- Please mark your calendar and plan to attend these upcoming events:
 - **This Friday, September 30:** Our first-ever Community Prayer Breakfast from 8:30-10:00 AM at the UM Stephens College of Business lobby (1010 Farmer Street), co-hosted by Montevillo Main Street and Impact Montevillo.
 - **Next Friday, October 7:** Our last Friday Nights at the Cove of the season, featuring live music by Rude and True starting at 6:30 PM, sponsored by AmFirst Bank.
 - **Saturday, October 8:** Our Annual Fire Prevention Parade begins at 10 AM down Main Street, ending at Orr Park for informational booths, giveaways, family friendly activities, and food trucks from 11 AM to 1 PM.
 - **Tuesday, October 18:** National Night Out from 5:30 – 7:30 PM at the Orr Park Pecan Grove (940 Island Street) featuring community resources, family fun, food, music, and more.
 - **Tuesday, October 25:** The 3rd Annual Chief's Challenge at 5:30 PM at the Montevillo High School Football Field. All middle and high school students are invited to participate along our first responders.

Respectfully submitted, Courtney Bennett, Executive Director

Montevallo Chamber of Commerce Council Report 9/26/22

- 1) **October Chamber Chatter** will be delivered Friday September 30
- 2) **Montevallo Pecan Sale** / \$12. for one-lb. bag / deadline to order- Oct 18 / contact Montevallo Chamber / benefits Community Grant Fund
- 3) Montevallo Chamber will be co-hosting the 2022 **Shelby County Tourism and Recreation All Stars Luncheon on Oct 6, 2022** / RSVP 205-663-4542
- 4) **Drayer Physical Therapy Ribbon Cutting & Open House** on Thurs. Oct 13 at 9:30am, 742 Main St.
- 5) Montevallo Chamber will be at **National Night Out** on Tues. Oct 18, 5:30-7:30pm, Pecan Grove @ Orr Park with prizes, free popcorn and Barney !
- 6) **Oct. Montevallo Chamber Luncheon** Wed Oct 19 "UM Athletics" Guest Speakers: New Coaching Staff, Parnell Library Networking at 11:30am & lunch at noon \$12. each RSVP by Oct 17th to 205-665-1519 or email montevallochamber@gmail.com. Luncheon Sponsor - University of Montevallo
- 7) **Montevallo Nutrition Ribbon Cutting** on Sat. Oct 29 at 10am, 746 Main St.
- 8) **Hometown Halloween** on Monday Oct 31, 3:30-5pm, Downtown Montevallo
- 9) **Montevallo Christmas Parade** on Thurs. December 1st at 6pm



Adele Nelson

Executive Director

Montevallo Chamber of Commerce

P.O. Box 270 Montevallo, AL 35115

205.665.1519 office

www.montevallocc.com

APPENDIX 7

RESOLUTION NO. 09262022-339
 A RESOLUTION OF THE CITY OF MONTEVALLO, ALABAMA
 ADOPTING ITS 2022-2023 FISCAL BUDGETS

Whereas, Generally Accepted Accounting Principles (GAAP) recommend municipalities approve an annual financial budget:

NOW THEREFORE BE IT RESOLVED BY THE CITY COUNCIL
 OF MONTEVALLO, ALABAMA, AS FOLLOWS

1. The Council hereby adopts the following:

<u>2022-2023 GENERAL FUND BUDGET</u>		
REVENUES	\$	7,762,273.01
EXPENDITURES		
BEAUTIFICATION	\$	2,000.00
HISTORICAL COMMISSION	\$	11,500.00
CITY JUDGE	\$	23,394.00
CITY PROSECTOR	\$	14,250.00
MAYOR'S OFFICE	\$	29,880.00
CLERKS OFFICE	\$	85,384.00
CITY COUNCIL	\$	25,000.00
REVENUE OFFICER	\$	6,100.00
ECONOMIC DEVELOPMENT	\$	70,285.00
CITY HALL	\$	795,254.00
CITY SHOP	\$	15,300.00
POLICE	\$	1,823,055.00
IMPACT	\$	140,613.50
FIRE & RESCUE	\$	575,750.00
CEMETERY	\$	90,211.00
BUILDING INSPECTOR	\$	10,000.00
FIRE INSPECTOR	\$	58,129.00
STREETS & ROADS	\$	756,400.00
LEAF & LIMB	\$	77,324.00
SANITATION	\$	540,506.00
ANIMAL CONTROL	\$	7,100.00
AGING PROGRAM	\$	36,660.00
PARKS & RECREATION	\$	348,042.00
VALLO CYCLE	\$	600.00
COMMUNITY BAND	\$	250.00
RECYCLING CENTER	\$	40,150.00
MAHLER PROPERTY	\$	150,000.00
LOAN REPAYMENT (Storm Shelters / Projects)	\$	38,868.00
ARPA GRANT EXPENDITURES	\$	906,646.01
TOTAL EXPENDITURES	<u>\$</u>	<u>6,678,651.51</u>
NET INCOME BEFORE OTHER FINANCING SOURCES	\$	1,083,621.50
OTHER FINANCING SOURCES (USES)- TRANSFERS	<u>\$</u>	<u>(1,065,829.00)</u>
NET REVENUES LESS EXPENDITURES	<u>\$</u>	<u>17,792.50</u>

FORFEITURE - FUND 25

REVENUES		0.00
EXPENDITURES		0.00
NET REVENUES LESS EXPENDITURES		0.00

STATE CAPITAL IMPROVEMENT - FUND 26

REVENUE	\$	66,500.00
EXPENDITURES	\$	25,000.00
NET REVENUES LESS EXPENDITURES	\$	41,500.00

LIBRARY FUND - FUND 27

REVENUES	\$	21,800.00
TRANSFER IN FROM GF	\$	307,399.00
EXPENDITURES	\$	329,199.00
NET REVENUES LESS EXPENDITURES		0.00

MONTEVALLO REGIONS CAPITAL RESERVE FUND - FUND 30**OPERATING TRANSFERS IN**

TRANSFER IN FROM GF 10%	\$	68,000.00
TRANSFER IN - Library Debt Payments	\$	70,776.00
TRANSFER IN - Fire Truck Lease Payments	\$	54,654.00
TOTAL - TRANSFERS IN	\$	193,430.00

CAPITAL EXPENDITURES

CITY HALL	\$	5,000.00
POLICE - VEHICLES	\$	108,000.00
MISC. -	\$	25,000.00
PARKS AND REC MOWER	\$	13,000.00
STREET / SANITATION VEHICLES	\$	30,000.00
STREET MOWER	\$	11,000.00
TOTAL CAPITAL EXPENDITURES	\$	192,000.00

UNALLOCATED	\$	1,430.00
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REVENUE

\$	4,974,325.00	GF
\$	103,250.00	POLICE
\$	168,592.00	IMPACT
\$	29,100.00	FIRE
\$	62,000.00	CEMETERY
\$	756,000.00	SANITATION
\$	11,600.00	AGING
\$	82,160.00	PARK and REC
\$	600,000.00	90% of 1 Cent (MDCD)
\$	68,000.00	10% of 1 Cent
\$	600.00	VALLOCYCLE
\$	906,646.01	ARPA FUNDING
<u>\$</u>	<u>7,762,273.01</u>	

OTHER FINANCING SOURCES (USES)- TRANSFERS

\$	35,000.00	TRANSFER FROM COURT
\$	(600,000.00)	90% OF 1 CENT EXPENSE
\$	(68,000.00)	10% OF 1 CENT EXPENSE
\$	(54,654.00)	FIRE TRUCK REPAYMENT RESERVE
\$	(70,776.00)	LIBRARY REPAYMENT RESERVE
\$	(307,399.00)	TRANSFER TO LIBRARY
<u>\$</u>	<u>(1,065,829.00)</u>	TOTAL NET TRANSFERS

**RESOLUTION NO. 09262022-339
A RESOLUTION OF THE CITY OF MONTEVALLO, ALABAMA
ADOPTING ITS 2022-2023 FISCAL BUDGETS**

Whereas, Generally Accepted Accounting Principles (GAAP) recommend municipalities approve an annual financial budget:

**NOW THEREFORE BE IT RESOLVED BY THE CITY COUNCIL
OF MONTEVALLO, ALABAMA, AS FOLLOWS**

1. The Council hereby adopts the following:

TOTAL REVENUES	\$	8,923,376.01
TOTAL EXPENDITURES	\$	(8,209,653.51)
TOTAL TRANSFERS IN	\$	523,268.00
TOTAL TRANSERS OUT TO FUNDS	\$	(523,268.00)
TRANSFER TO MDCD	\$	(600,000.00)
NET INCOME (LOSS)	\$	113,722.50
<hr/>		
NET BUDGET SURPLUS	\$	<u>113,722.50</u>

ADOPTED AND APPROVED THIS _____ DAY OF SEPTEMBER, 2022

MAYOR
ATTEST:

CITY CLERK

Montevallo Shoal Creek Park Surveillance System - Proposal 1088



1 Chase Corporate Center, Suite 400
Birmingham, AL 35244
United States

Prepared For

Steve Gilbert
City of Montevallo
541 Main St
Montevallo, AL 35115

Email:

sgilbert@cityofmontevallo.com

Prepared By

Kerry Wheelles
Owner / President
Wheelles Technologies LLC

Phone:

(205) 960-2648

Email:

kwheelles@cmitsolutions.com

Quote Information

Quote#	1088
Created	September 15, 2022
Expires	October 31, 2022

PoE Security Camera Surveillance System The CMIT Solutions Difference

NDAA Compliant:

All components of the CMIT Solutions security camera surveillance system offering are from a USA-based manufacturer and distributor with all related product offerings NDAA compliant. The 2019 **National Defense Authorization Act (NDAA)** prohibits the use of several Chinese-made video surveillance cameras and security systems by the US government. Purchasing NDAA compliant products is important for Government entities, and private organizations that receive federal funding.

Section 889 of the 2019 National Defense Authorization Act (NDAA) **prohibits US federal government agencies, contractors, and grant and loan recipients from procuring or using certain covered telecommunications equipment and services as described in the statute.** In order for *video surveillance* equipment to be installed on U.S. government properties, it must comply with *section 889* of the 2019 NDAA.

Robust & Reliable in Any Environment:

All CMIT Solutions camera offerings listed below are weather-proof (IP67) and good for both indoor or outdoor usage. IP67 provides a higher level of protection against the elements than IP65 or IP66.

All CMIT Solutions covered dome camera offerings are vandal-proof (IK10). IK10 is the highest measurement rating for protection from physical damage for security camera products using the international standard IEC 62262 scale. IK10 is the highest rating possible and should protect against many human-based forms of destructive vandalism.

CMIT Solutions IP camera system offerings come with extended PoE supporting ethernet runs of up

to 800 feet (vs standard PoE distances of just over 300 feet) and powerful night vision with WDR to combat glare from nearby lighting.

Easily Expandable & Future Proof:

CMIT Solutions Network Video Recorder (NVR) offering provides seamless, built-in expansion up to 16 cameras (up to 32, 64 or 128 channel offerings also available).

CMIT Solutions NVR and camera offerings support the ONVIF protocol making them compatible with many 3rd party systems and cameras. This capability allows a wide range of legacy, current and future device types to be supported, has the opportunity to save significant replacement and rework costs when updating an existing system and future-proofs your investment without being locked into a single vendor's offerings.

CMIT Solutions cameras are all 4MP or higher resolution (vs many lower resolution consumer offerings on the market) and support the latest H.265 high video compression technology which allows for extended video archiving with less storage.

ALL components of the CMIT Solutions security camera surveillance system are professional grade and backed by a full 3-year warranty.

Why CMIT Solutions of Birmingham South?

From Kerry Wheelles (Owner/President of CMIT Solutions of Birmingham South):

I spent over 25 years in the corporate world focused on applying the latest technologies before opening the local CMIT office. My team is excited to apply our love of technology to help you grow your business by making your technology and IT systems simple, easy to understand and reliable. Between our local staff and access to over 1000+ CMIT experts across the country, we combine the hometown service you deserve, with the power of a nationwide firm.

Security Camera Surveillance System Quote Introduction

CMIT Solutions appreciates the opportunity to quote the system offerings below and has tailored this quote to meet the requirements of the specific application requested. While we can provide a significant number of other related products and support options, the options listed below are limited to those we feel might also be applicable to the specific application. Please do not hesitate to ask for clarification on an offering below or if there are additional capabilities you would like to see.

The Network Video Recorder (NVR) is the most important component of any high quality IP surveillance system. After all, it is the NVR that stores video on the hard drive and transmits video remotely over the local LAN and/or Internet. The amount of storage suggested for each NVR offered is based on the cameras and coverage type selected and takes the following operational choices in mind:

- Total #-of-cameras in use
- Resolution of each type of camera
- #-of-days you choose to retain archived footage
- Method of recording surveillance footage
 - Continuously 24/7
 - Continuously during business hours, upon motion detection only after hours
 - Upon motion detection only 24/7

IMPORTANT:

Longer term archiving of surveillance footage can easily be supported (with automated backups) with the addition of external storage. Please do not hesitate to ask if desired.

Executive Summary:

The Surveillance Systems in George Daily Park, Orr Park and Shoal Creek Park are currently either operationally unreliable or non-functioning and are not providing the coverage capability required to protect and cover the park facilities as intended. To facilitate monitoring at 3 parks around town, local cameras were installed at each park and connected to a local switch. The local switch at each park is connected via remote cellular connections and tied directly back into the NVR (Network Video Recorder) at City Hall. The current connectivity utilizes an SD-WAN device (Sophos RED) with a 4G module added to it as well as a dedicated cellular plan at each park and a dedicated 4G modem (Cradlepoint) to receive each park's connection back at City Hall. The Sophos firewall used at City Hall requires a yearly Network Protection License to support this functionality and connection.

While the system as described above should provide dependable connectivity, historical evidence implies that, as currently implemented, it does NOT provide consistent and dependable operation, is likely limited in bandwidth and requires all camera footage to go through a very limited and unreliable pipe before even being recorded.

Solution:

CMIT Solutions proposes a solution which provides several advantages over the current system.

1. The ability to capture critical surveillance footage even when connectivity and communications with City Hall is broken or limited in bandwidth.
2. The ability to view live or historical footage even when connectivity and communications with City Hall is limited in bandwidth.
3. The ability to view live or historical footage from ANY workstation or smart phone (user name & password protected) even when the bandwidth is limited.
4. A consistent method of accessing surveillance footage with that used in the Parnell Library.
5. Potential savings as the Montevallo Police Department can use the ability to remotely monitor activity at the parks vs having to dedicate personnel to monitor them for extended periods in person.
6. Additional potential savings as the yearly Sophos Network Protection license is no longer required to monitor surveillance footage at the 3 City Parks

At each Park we recommend the following:

- 4-channel or 8-channel NVR capable of supporting up to 4 or up to 8 POE cameras

IMPORTANT: The new NVR will also support the existing ONVIF compatible cameras currently installed at Shoal Creek Park.

 - **CMIT-BHMS SV-NVR1P4-N** for parks that only require up to 4 cameras
4-channel Network Video Recorder for use in Video Security System for easy expansion to 4 POE cameras. Comes with 1TB drive capable of expansion to 10TB (see options). 4K Ultra High Definition, 4 PoE Camera Inputs, Remote Viewing – No Monthly Fees, H.265 High Video Compression, 80 Mbps Incoming Bandwidth, HDMI and VGA Display Output, 1 Hard Drive Bay
 - **CMIT-BHMS SV-NVR2P8-N** for parks that may require more than 4 cameras (up to 8)
8-channel Network Video Recorder for use in Video Security System for easy expansion to 8 POE cameras. Comes with 1TB drive capable of expansion to 10TB (see options). 4K Ultra High Definition, 4 PoE Camera Inputs, Remote Viewing – No Monthly Fees, H.265 High Video Compression, 80 Mbps Incoming Bandwidth, HDMI and VGA Display Output, 2 Hard Drive Bays
- As almost any off-the-shelf mobile hotspot will provide the capability to remotely monitor or view historical footage from each park, Montevallo can stay with the existing Cradlepoint cellular connections already installed, choose to move to a new type of hotspot or CMIT Solutions can provide and manage this service for a nominal mark-up.
- We can provide ongoing maintenance, monitoring & support for the Surveillance System in all 3 parks with one contract

- **CMIT-BHMS Surveillance System - Maintenance, Monitoring & Support** for all 3 parks
We provide ongoing health monitoring, periodic updates and patching to ensure the Security Surveillance System is secure and performing as it should. Our Surveillance System – Maintenance, Monitoring & Support provides ASAP (As Soon As Possible) response time during business hours for Technical Problems submitted by telephone or email from your authorized employees. If our Technician is not able to identify a clear path to resolution or it is determined that an on-site visit is necessary, the support issue will be reassigned. If advanced support or training is necessary, out of plan service charges may apply.

NOTE:

No special equipment is required to monitor or access live or historical footage at any of the parks from City Hall as it can be done from any workstation or smart phone with internet access. Based on the situations you want covered at your parks, we would recommend the installation of a pole at the Shoal Creek parking area. If power and ethernet are NOT run to this pole, we recommend and offer point-to-point WiFi connectivity, PTZ capable IP cameras with superior Night Vision and Solar kits that can be mounted on the pole with sufficient battery storage to power the system for multiple days and nights with limited or no sun. We also have contacts that can install the pole if required. While not bid below, a similar approach could be taken to cover the Orr Park parking area as well.

Additional Setup Price

\$0.00



IMPORTANT:

The monthly maintenance, monitoring & service fee will cover all 3 parks.

\$0.00

1

\$0.00

Each

Subtotal \$7,186.71

Monthly \$70.00

Tax \$0.00

Total \$7,256.71

We hope you find this acceptable; if you have any queries please let us know. If you wish to proceed, please accept the quote. By signing below, you agree to our standard Terms & Conditions and/or Managed Services Agreement. We reserve the right to cancel orders arising from pricing or other errors.



(Steve)

Name: Steve Gilbert

Date:



Technology Action Plan for

The City of MONTEVALLO

REVISION DATE: September 12, 2022

Valid Through: October 31, 2022

Prepared by: Kerry Wheelles

CMIT Solutions

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Birmingham, AL 35244
(205) 960-2648

Proprietary and Confidential

This document contains confidential information belonging to both City of Montevallo and CMIT Solutions. Both parties agree to keep this information confidential, and not disclose it to 3rd parties.

Executive Summary

The City of Montevallo currently outsources their IT support to VC3, a company based in different state with no local staff. VC3 attempts to perform most work remotely and utilizes a couple of remote contractors based out of Montgomery, AL when on-site work is required. Their contract expires in August or September 2022 and the City Clerk / Treasurer is looking for competitive quotes from companies that can provide more expedient support (with staff more local to the area) for issues that require on-site work.

The City of Montevallo also has both a security camera system and a separate secure access system (ie. with FOBs to enter building) which they inherited from Shelby County. Shelby County installed and used to maintain both of these systems for the City prior to organizational and budget changes a few years ago. These system are supported on an ad hoc basis by Gorrie-Regan, a company based in Birmingham, AL. As both the security camera system and the secure access system utilize the City of Montevallo's IT system and require IT support to make changes and debug issues, both the City Clerk / Treasurer and the Chief of Police would strongly prefer "One Stop Shopping" and would like the provider of IT services to also support the security camera and secure access systems.

Situation Summary

MAIN CURRENT CHALLENGES:

- Ability to receive qualified on-site support expediently when required
 - Sometimes you just need someone local to handle an issue
 - Some issues that you can demonstrate in 5 seconds in person can take 4 hours to describe in writing or to try and capture remotely
 - To resolve some issues multiple actions must be taken or tried locally. Without a local resource handy, City Hall or Police Department personnel must spend long hours performing these tasks
- One-stop-shopping / One-throat-to-choke
 - Being able to have issues resolved with a single service call or ticket
 - *REGARDLESS* of whether they involve the IT system, Security Camera Surveillance System or Security Access System or any combination.
- Ability to stay focused on Montevallo City or Police business
 - Verses spending time on IT, Surveillance or Secure Access system issues
 - *WITHOUT* requiring City Hall or Police Department staff to spend long periods of time personally installing SW updates, making configuration changes or performing tests to get a resolution.

OTHER / SPECIFIC & RELATED REQUESTED CAPABILITIES:

- Improved WiFi coverage throughout City Hall and Police Department
- Ability for Police to send a file with footage to the DA via email as an attachment without running into a size limitation
- Ability to create and configure new Secure Access FOBs & disable or reconfigure access to existing FOBs
- Someone to address their Security Camera system(s) to:
 - Make them work reliably
 - Make the cellular cameras from the parks to work reliably
 - Make the desktop app work reliably from each desk (ie. the Chief's!)
 - Keep the system up-to-date (so they don't have to spend hours trying to do so while on the phone with the vendor remotely)
 - Add and replace cameras as required
- Ability for the Police Chief to view interviews from his office (Video & Audio)

WHAT HAS BEEN TRIED TO DATE:

When previous county and city organizational and budget changes resulted in Shelby County no longer providing support for Montevallo's IT, Security Camera Surveillance and Secure Access systems a 3-year contract for IT support with a remote vendor whose marketing is tailored toward municipalities was signed. This vendor has demonstrated a limited ability to provide local, on-site support for which it is using contract labor out of Montgomery. A decision to renew or end (and replace) this contract must be decided on by the end of September, 2022.

A separate company in Birmingham is now being used on an ad hoc basis to address some of the issues related to the Security Camera Surveillance System and Secure Access System. This company has also not proven to respond as expediently as desired and requires local City or Police Department staff to be involved to coordinate tasks locally and to bridge the overlap between those products and the IT system (and the company which is being paid to service the IT system).

Currently local City and Police Department staff are being used to bridge the gap in local support from multiple companies able to support all 3 systems: IT Systems, Security Surveillance Camera System and Secure Access System. This is resulting in a loss of staff productivity and more time and money required to resolve many issues. In addition, even more money is being spent as each (multiple) of the same companies not providing that capability already have to be involved and paid for even more of their time.

Making no change will likely continue to result in lower productivity, longer times to resolve issues and higher costs. Having each of these services provided and supported by a single, trusted local partner can potentially improve staff productivity, reduce the time it takes to resolve issues and lower costs.

See APPENDIX - FACILITIES OVERVIEW for list of current equipment.

Solution

CMIT Solutions will provide the deliverables and services on the following pages to support all 3 Montevallo City Hall Systems:

- IT System (i.e. network, servers, workstations)
- Security Surveillance Camera System
- Secure Access System

One stop service with CMIT Solutions will save you time, money & effort!

I. CMIT-BHMS Ultra Package Site License

A. CMIT-BHMS Enterprise Firewall Maintenance & Support

We guard your network by keeping your existing enterprise level firewall configured to isolate critical vs non-critical operations and to prevent undesirable access from external entities while keeping it maintained and up-to-date.

B. CMIT-BHMS Elite Server Care for up to 6 servers

We provide asset discovery, ongoing health monitoring, regular updates, and security patching and other automation of IT tasks to ensure servers are secure and performing as they should. To help provide analysis and remediation of any detected issues and to process any service requests, in addition to our local resources we have the following:

1. 24x7 NOC Service Request Team
2. 24x7 NOC Remote Support Team
3. 24x7 NOC Critical Notification Team
4. 24x7 NOC Product Support Team

C. CMIT-BHMS Preventative Maintenance & Monitoring for up to 20 workstations

We provide asset discovery, ongoing health monitoring, regular updates, and security patching and other automation of IT tasks to ensure laptop and desktop workstations are secure and performing as they should.

D. CMIT-BHMS Fortify for Endpoint Security for up to 6 servers & 20 workstations

We provide advanced security for both servers and workstations with SOC monitoring and remediation services to stop active threats and minimize harm. Powered by Sentinel One.

E. CMIT-BHMS Microsoft 365 Business Basic for up to 20 users

We provide access & support for the web & mobile versions of the following Microsoft Business applications: Microsoft Word, Excel, Powerpoint, Outlook & One-Note.

IMPORTANT:

We need to determine when your existing licenses expire (are these month to month or a year subscription) to keep from paying twice.

F. CMIT-BHSM Complete Protection for up to 20 users

We provide a secure gateway and resilience that includes Advanced Email Security to protect against email-borne cyberthreats, Cloud Archiving and Cloud-to-Cloud backup which provides backup of email, OneDrive, SharePoint, Teams and Groups. Email is the #1 attack vector so a true email security is essential to your business. Keep your email, users and data safe with software that detects and blocks email-based cyber attacks.

G. CMIT-BHMS Help Desk 24x7x365 - Per Ticket Pricing for up to 10 users

Per Ticket Charge (IMPORTANT - See minimum requirements below description) We provide access to a dedicated, North American based Managed Services Helpdesk & NOC team 24x7, 365 days of the year via phone, chat, or email. Our Helpdesk & NOC team support all major commercial SW packages and operating systems and can resolve connectivity and usage issues with PC's, Mac's, tablets, mobile devices, printers, servers and even consumer wares. Allowing your employees to get help quickly and get back to work in minutes.

MINIMUM REQUIREMENTS:

- Minimums required are based on the total #-of users requiring access to Help Desk
- Minimums are charged as a re-occurring monthly service
- Overages based on additional tickets are charged post occurrence
 - Up to 2 users = 1 ticket/mth minimum
 - Up to 5 users = 3 tickets/mth minimum
 - *** - Up to 10 users = 5 tickets/mth minimum ***
 - Up to 20 users = 8 tickets/mth minimum

H. CMIT-BHMS Datto Siris 5 - 2TB

SIRIS 5 COMES WITH A ONE-YEAR SERVICE COMMITMENT.

HW \$ up front - **FREE THIS TIME!** then a monthly service fee. Easy SW licensing to increase from 2TB to 3TB or 4TB. SIRIS BCDR (Business Continuity and Disaster Recovery). An all-in-one solution that incorporates local backup and recovery with a secure, cloud-based repository and full disaster recovery in the cloud with 1-Year Time-Based Retention and an unlimited # of agents.

I. CMIT-BHMS Website Hosting, Maintenance & Support

We offer fast, secure, and reliable U.S. based website hosting, regular maintenance and support for simple edits or updates to existing pages. with automatic server failover across redundant servers. Our website hosting is built on reliability with automatic server failover across redundant servers. Our specialized servers offer lightning-fast page loads with a 99.9% average uptime rate. Each hosting account we offer comes included with a security certificate and is hardened against common virtual attacks.

J. CMIT-BHMS Surveillance System – Maintenance, Monitoring & Support

We provide ongoing health monitoring, periodic updates and patching to ensure the Security Surveillance System is secure and performing as it should. Our Surveillance System – Maintenance, Monitoring & Support provides ASAP (As Soon As Possible) response time during business hours for Technical Problems submitted by telephone or email from your authorized employees. If our Technician is not able to identify a clear path to resolution or it is determined that an on-site visit is necessary, the support issue will be reassigned. If advanced support or training is necessary, out of plan service charges may apply.

Examples of coverage would include pro-actively researching and either fixing or proposing required changes to ensure reliable surveillance coverage from the 3 parks around town. Significant work to research or address new issues would be charged by the hour. Simple research, answering questions or periodically changing settings as requested would be covered under the monthly support.

K. CMIT-BHMS Secure Access System – Maintenance, Monitoring & Support

We provide ongoing health monitoring, periodic updates and patching to ensure the Secure Access System is secure and performing as it should. Our Secure Access System –

Maintenance, Monitoring & Support provides ASAP (As Soon As Possible) response time during business hours for Technical Problems submitted by telephone or email from your authorized employees. If our Technician is not able to identify a clear path to resolution or it is determined that an on-site visit is necessary, the support issue will be reassigned. If advanced support or training is necessary, out of plan service charges may apply.

L. CMIT-BHMS Quarterly Business Review

We are your virtual Chief Technology Officer and help grow your business and operational capabilities from an IT perspective. To facilitate this we offer a regular review of your IT operations, status, risks and requirements.

II. CMIT-BHMS Basic Package

A. CMIT-BHMS Preventative Maintenance & Monitoring for 29 workstations

We provide asset discovery, ongoing health monitoring, regular updates, and security patching and other automation of IT tasks to ensure laptop and desktop workstations are secure and performing as they should.

B. CMIT-BHMS Endpoint Protection Webroot AV/AM for 29 workstations

We provide anti-virus and anti-malware protection to keep critical computers and mobile devices safe from ransomware, phishing, malware, and other cyberattacks.

C. CMIT-BHMS Basic IT Support for 29 users

Our Basic IT Support provides ASAP (As Soon As Possible) response time during business hours for Technical Problems submitted by telephone or email from your authorized employees. If our Technician is not able to identify a clear path to resolution or it is determined that an on-site visit is necessary, the support issue will be reassigned. If advanced support or training is necessary, out of plan service charges may apply.

Examples of coverage would also include the effort required to research how to solve issues brought to our attention such as how to send video files larger than 150MB to the DA working

on related cases. Significant work to research or address new issues would be charged by the hour. Simple research, answering questions or periodically changing settings as requested would be covered under the monthly support.

III. Additional Business Applications & Protection

A. CMIT-BHMS Microsoft 365 Business Standard for 5 users

Desktop versions of Microsoft Office applications: Microsoft Word, Excel, Powerpoint, Outlook, One-Note (plus Access and Publisher for PC only).

IMPORTANT:

We need to determine when your existing licenses expire (are these month to month or a year subscription) to keep from paying twice.

B. CMIT-BHMS Complete Protection for 5 users

We provide a secure gateway and resilience that includes Advanced Email Security to protect against email-borne cyberthreats, Cloud Archiving and Cloud-to-Cloud backup which provides backup of email, OneDrive, SharePoint, Teams and Groups. Email is the #1 attack vector so a true email security is essential to your business. Keep your email, users and data safe with software that detects and blocks email-based cyber attacks.

C. CMIT-BHMS Microsoft Exchange Online (Plan 1) for 57 users

On-line email with support for up to 50 GB per mailbox and messages up to 150 MB each. With support for Outlook on the web, users are provided a premium browser-based experience. Microsoft Exchange Online (Plan 1) also provides built-in security capabilities including Anti-malware and anti-spam filtering.

IMPORTANT:

We need to determine when your existing licenses expire (are these month to month or a year subscription) to keep from paying twice.

IV. Initial Setup & Configuration

A. CMIT-BHMS Setup & Configuration – 40 hours

Estimated labor charges for Setup & Configuration. If the work is achieved in less time, less will be charged. If the work requires more time, we will verify prior to additional charges being made.

V. Potential Additional Investments Required

A. CMIT-BHMS Website Development

The existing www.CityofMontevallo.com website is based on ASP.NET and may or may not be portable depending on the current vendor's design, tools used and willingness to do so. Even if it can be made portable, it will still likely take some effort and potential modifications depending on the portability of the backend database(s) and connections. It is our **STRONG** recommendation that the website be redesigned in WordPress even if only reproducing the current functionality and look-n-feel. Moving to WordPress will provide easier portability for hosting, the capability to make most edits very simply by almost anyone, and the capability to easily add support for billing and payments if ever desired (likely at some point in time).

B. Sophos Network Protection License for XG 210 Firewall for 1, 2 or 3 years

IMPORTANT:

May only be required to support RED devices for remote cameras at the local parks around town. A different approach to remotely monitoring cameras at the local parks may prevent the need for this license.

License is required to support:

1. RED devices (Remote Ethernet Device) VPN

Currently providing secure network connectivity to cameras at the 3 remote parks around town.

2. Client-less VPN using Sophos unique encrypted HTML5 self-service portal

Provides secure remote access to employees without the need to purchase or install a VPN client on each laptop or remote workstation.

3. Intrusion Prevention (IPS): High-performance, next-gen IPS deep packet inspection engine

4. ATP and Security Heartbeat: Advanced Threat Protection

IMPORTANT:

If required we will need to determine if there is an existing license and when this expires (are these month to month or a year subscription) to keep from paying twice.

VI. Video Surveillance System Options

While we will maintain and support the existing video surveillance system used at the Montevallo City Hall, we recommend updating and standardizing your Video Surveillance capabilities while replacing the missing cameras at your park(s) with our vandal-proof 4MP or 8MP cameras. A new NVR with capability to expand to 32 POE cameras would allow the use of the same interface for remotely monitoring both the City Hall and Library (and potentially the local parks as well). As the newer NVR supports both your existing cameras as well as newer, higher resolution, and NDAA compatible cameras, there would be no need to replace your current cameras and wiring, only the NVR.

A. CMIT-BHMS SV-NVR432-N

32-channel Network Video Recorder (NVR) for use in an advanced Video Security Surveillance System. NVR supports easy, plug-n-play expansion for up to 32 POE cameras and comes with 2TB drive capable of expansion to 40TB (see options below).

B. CMIT-BHMS NVR or DVR HDD +2TB

The CMIT-BHMS NVR or DVR comes with 2TB of storage standard. Select from 1-9 additional 2TB's of storage to increase this to a maximum of 20TB for a 16-channel NVR/DVR (or from 1-19 for a 32-channel NVR/DVR with up to 40TB of storage).

Choose storage required for NVR or DVR based on: #-of-cameras, Frame Rate, Resolution, #-of-hours per day to record, #-of-days to retain (see reference chart).

C. CMIT-BHMS Camera SV-VP4-N

NDAA Starlight 4MP IP Infrared Fixed Dome Camera - Color White Camera Features: 4 Megapixel IP Camera (2688×1520), 2.8mm Lens (110° Wide Angle View), Up to 100ft Infrared Night Vision, Starlight - low light performance, H.265 Video Compression, Weather-proof (IP67), Vandal-proof (IK10), Wide Dynamic Range (120dB), Power Over Ethernet - PoE, Measurement: 3.2" H x 4.3" D Approximate Distances: Identify (Up to 21ft), Recognize (Up to 41ft), Detect (Up to 207ft)

C. CMIT-BHMS Camera SV-VD8-N

NDAA 4K POE IP Infrared Vandal Dome Security Camera - Color White Camera Features: 8 Megapixel IP Camera (3840×2160), 2.8mm Lens (110° Wide Angle View), Up to 100ft Infrared Night Vision, H.265 Video Compression, Weather-proof (IP67), Vandal-proof (IK10), Wide Dynamic Range (120dB), Power Over Ethernet - PoE, Measurement: 3.2" H x 4.3" D Approximate Distances: Identify (Up to 28ft), Recognize (Up to 56ft), Detect (Up to 276ft)

VI. Cybersecurity Training & Compliance Tracking Options

We also offer numerous options related to Cybersecurity Training and Compliance Tracking.

A. CMIT-BHMS Cybersecurity Training

We tailor Cybersecurity Training to each site and situation. While we do offer "1- time training", we recommend this be combined with an on-going, on-line training and testing program for best results. Call for details and quote.

B. CMIT-BHMS Compliance Tracking

We offer a wide variety of compliance tracking (NIST, GRC, GDPR, CMMC, HIPAA, etc.). Analysis and tracking is tailored to each site and situation. Call for details and quote.

Total

\$12,900.75

Discount Options:

As both economies of scale and length of contracts with our suppliers offer opportunities for us to save costs, we like to share those cost savings with our customers. Therefore we are able to offer the following discounts for multi-year contracts.

IMPORTANT: Minimum contract length = 1 year.

DISCOUNT OPTIONS	1-Time Charges	Monthly Charges	Yearly Total	Yearly Savings
Upfront Costs (discount not applicable)	\$ 6,000.00	\$ -	\$ -	\$ -
Monthly Charges (month to month - NOT AVAIL)	\$ -	\$ 6,900.75	\$ 82,809.00	\$ -
Monthly Charges (1-year contract 4% discount)	\$ -	\$ 6,624.72	\$ 79,496.64	\$ 3,312.36
Monthly Charges (2-year contract 8% discount)	\$ -	\$ 6,348.69	\$ 76,184.28	\$ 6,624.72
Monthly Charges (3-year contract 12% discount)	\$ -	\$ 6,072.66	\$ 72,871.92	\$ 9,937.08