

CITY OF BEAUMONT

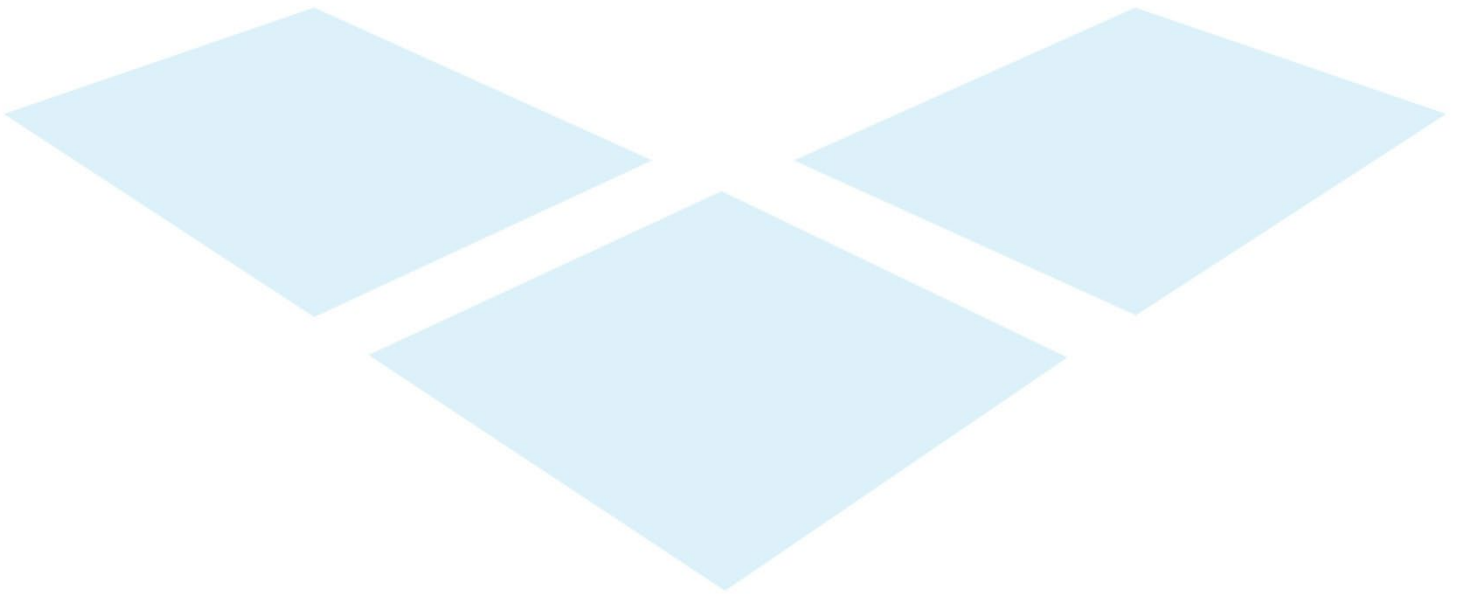
Integrated Security Alarm System



Prepared by:

Scott Shiffer
Sr. Account Executive
(909) 552-5300
sshiffer@vectorusa.com
VectorUSA

1. Cover Letter



June 2, 2025

City of Beaumont
Raveena Chara
550 E. 6th Street
Beaumont, CA 92223

RE: Proposal for Integrated Security Alarm System

Dear Ms. Chara,

Vector Resources, Inc. dba VectorUSA is pleased to submit our proposal in response to the City of Beaumont's Request for a Proposal for an Integrated Security Alarm System. We have reviewed the RFP and all associated documents thoroughly and acknowledge full compliance with the scope of services, submittal requirements, and evaluation criteria.

VectorUSA understands the city seeks a contractor capable of providing design-build services for the installation, monitoring, and maintenance of integrated security alarm systems and video surveillance equipment. We appreciate the opportunity to support the City's commitment to safety and operational excellence as it continues to grow and modernize municipal facilities. Our proposal includes detailed unit-based pricing and system component breakdowns to provide clarity and transparency. While pricing is not grouped by location, the equipment listed supports deployment across the Civic Center, Police Department, Community Services Department, and Wastewater Treatment Plant in accordance with the RFP requirements.

With over 35 years of experience, VectorUSA is a recognized leader in the design and implementation of security solutions for government entities. Our team combines deep technical expertise with a collaborative project management approach, ensuring timely and effective communication with City staff and stakeholders throughout every phase of the project.

I am authorized to bind VectorUSA contractually, and Scott Shiffer, Sr. Account Executive, will serve as the primary contact throughout the proposal process and will coordinate promptly to obtain any required approvals. Scott can be reached at (909) 552-5300 or by email at sshiffer@vectorusa.com. VectorUSA certifies, under penalty of perjury, that we comply with all applicable State and Federal non-discrimination laws.

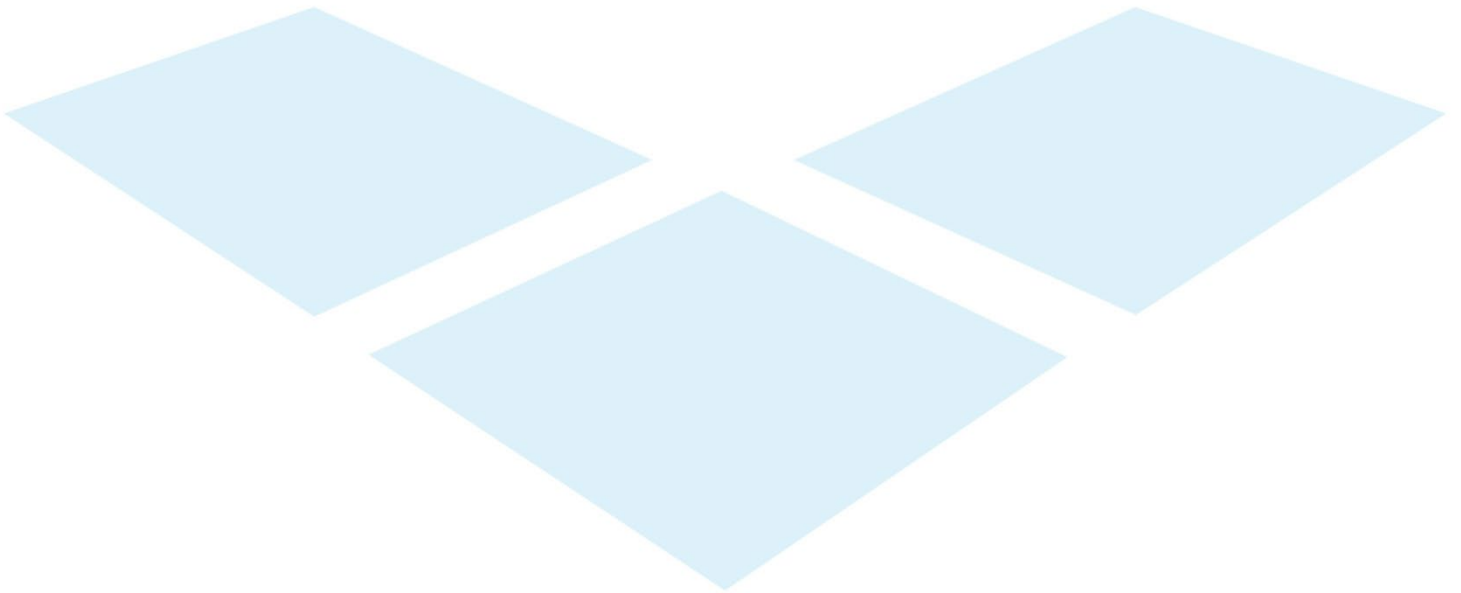
We thank the City of Beaumont for this opportunity and look forward to the potential to partner with you on this important initiative.

Sincerely,

A handwritten signature in blue ink, appearing to read "J. Zukerman".

Jeffrey Zukerman
Executive Vice President

2. Introduction/Information



Introduction/Information

Vector Resources, Inc. dba VectorUSA is pleased to submit this proposal in response to the City of Beaumont's Request for Proposal for an Integrated Security Alarm System. We understand the City is seeking a qualified firm to provide design-build services including the installation, configuration, and support of integrated intrusion detection, video surveillance, and secure access control systems across multiple municipal sites.

VectorUSA fully understands the scope of services contemplated and will deliver a turnkey solution that includes:

- **Intrusion Detection:** Replacement of existing alarm panels with new Verkada BP52 panels and BR22 keypads, reusing existing sensor infrastructure to minimize cost and maximize continuity.
- **Video Surveillance:** Installation of fifty-one (51) new high-definition Verkada cameras across Civic, Police, Community Services, and Utility sites, with cloud-based storage and analytics.
- **Access Control:** Deployment of new Verkada AD34 readers and integration of 108 existing readers into the new platform, ensuring consistent access control across all facilities.

All work will be performed by VectorUSA's internal technical staff. **No sub-consultants or third-party partners will be utilized.** Should project conditions change, VectorUSA will seek prior written approval from the City of Beaumont before engaging any additional parties, in compliance with RFP requirements.

Submitting Firm:

Vector Resources, Inc. dba VectorUSA
8647 Ninth Street
Rancho Cucamonga, CA 91730
Phone: (800) 929-4516
Website: www.vectorusa.com

Point of Contact:

Scott Shiffer
Sr. Account Executive
Phone: (909) 552-5300
Email: sshiffer@vectorusa.com

3. Approach



Approach

Our firm's approach to delivering the scope of services is grounded in structured project management, transparent communication, and collaborative engagement with City staff, officials, jurisdictional stakeholders, and the public. We understand that successful project delivery hinges on technical excellence paired with clear, continuous communication and stakeholder alignment throughout every phase.

We begin with a comprehensive Project Kickoff meeting, where project objectives, scope, and high-level schedules are reviewed collaboratively with City staff and sponsors to establish a strong foundation of shared expectations and open dialogue.

A detailed Project Schedule is developed using Gantt charts to plan and track tasks and milestones. This schedule is created in close coordination with City representatives to minimize service disruptions and keep all parties informed of progress.

A dedicated Project Manager oversees all phases—initiation, planning, execution, control, and closure—applying industry-standard methodologies such as Waterfall and Agile-Scrum to adapt flexibly to project needs.

Central to our communication strategy is maintaining an open, multi-channel dialogue through phone, email, and collaboration platforms such as Microsoft Teams. We establish a centralized project file repository using tools like Microsoft SharePoint to facilitate seamless sharing and version control of all project documentation, including deliverables, risk logs, and issue tracking.

Moreover, to enhance real-time collaboration and transparency, we leverage advanced project management platforms like Procore. This ensures all stakeholders, including City staff and other jurisdictional partners, have instant access to up-to-date project information, schedules, changes, and communications in one centralized location. This approach maintains information accuracy, builds trust among stakeholders, and allows for swift responses to emerging issues.

We actively manage risks and issues via a dedicated log and maintain an escalation plan to promptly address urgent matters with City officials and project sponsors. All requested project changes undergo a formal change management process, requiring documentation, review, and approval by the City to protect the project scope, schedule, and budget.

Our team delivers high-quality project deliverables, including hardware execution documentation such as test results and warranties. We carefully manage all phases of implementation—from site surveys, equipment procurement, staging, and installation to final testing and acceptance—ensuring each step is executed efficiently and transparently.

At project completion, a structured closure phase includes formal acceptance of deliverables, submission of final documentation, warranties, and test results, and final billing, providing assurance of project success and a smooth handover.

In summary, our approach integrates disciplined project management, transparent and accessible communications via platforms like Procore, and meticulous deliverable management to ensure successful execution and lasting value for the City and its community.

4. Firm Profile



Firm Profile

VectorUSA is a California-based corporation with over 36 years of experience delivering integrated IT and technology solutions. Founded on March 15, 1988, the company has grown into a trusted leader in the industry, with a team of over 350 highly trained and certified professionals. Our expertise spans across IT infrastructure, surveillance and security systems, unified communications, data center design, cloud services, cybersecurity, and commercial audio-visual integration.

VectorUSA is headquartered in Torrance, California, with regional offices in San Diego and Rancho Cucamonga—our principal office for this project, located at 8647 9th Street, Rancho Cucamonga, CA. This location enables us to provide local, responsive service and maintain close engagement with project stakeholders.

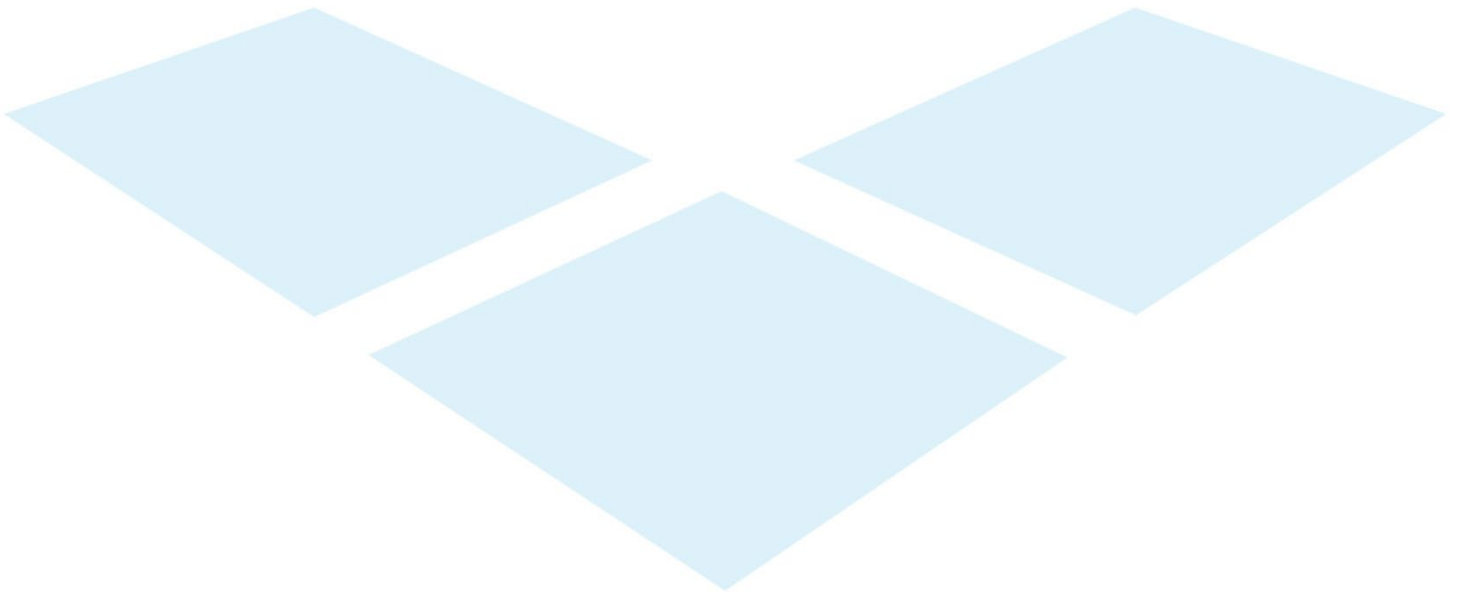
The company is led by its three original founders, who continue to play an active role in day-to-day operations and decision-making: David Zukerman (President & CFO), Jeffrey Zukerman (Executive Vice President & Secretary), and Robert Messinger (Executive Vice President)—each fully authorized to contractually bind VectorUSA. VectorUSA holds a C-7 California Contractors License (#654046) and a current DIR registration (#1000002893). Our reputation is built on delivering high-quality products and services on time and within budget, across a broad spectrum of production environments and industries.

We specialize in surveillance camera installation, repair, and maintenance, and are proud to be a strategic partner with Verkada, a recognized leader in cloud-managed enterprise building security. Our partnership enables us to deliver state-of-the-art, scalable surveillance/security solutions tailored to the unique needs of each client. We are fully licensed as an Alarm Company Operator (License No. ACO8157), ensuring compliance and professionalism in every project we undertake.

Additionally, we maintain over 3,000 industry certifications through more than 45 technology partners, reflecting our commitment to excellence and continuous improvement. A complete list of our certifications and partnerships can be found at vectorusa.com/company/partners.

Our organizational structure promotes collaboration and agility, allowing our teams to tailor solutions that meet the specific needs of each client. Whether it's large-scale network infrastructure or targeted technology upgrades, VectorUSA delivers scalable, future-ready solutions backed by decades of experience and a proven project track record.

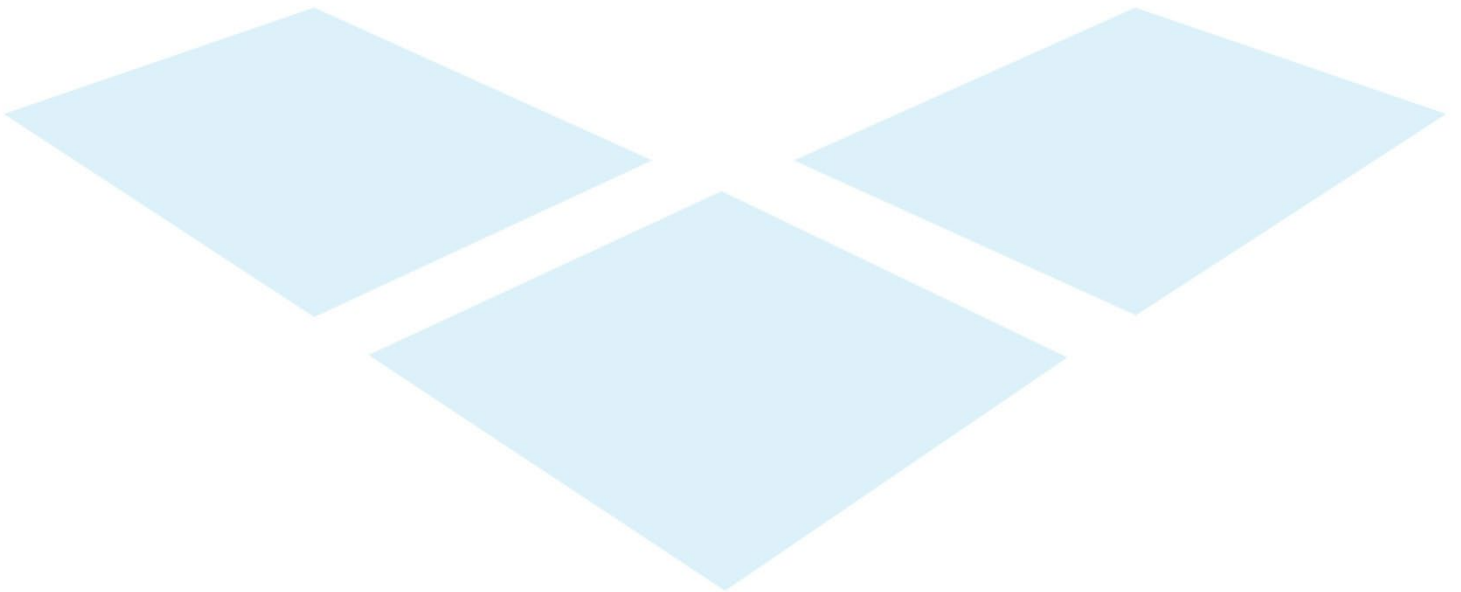
5. Location of principal office



Location of Principal Office

Our principal office is located at 8647 9th Street, Rancho Cucamonga, California. This central location allows us to efficiently serve the region with local expertise and prompt support. The Rancho Cucamonga office is fully equipped with the resources and experienced staff necessary to manage projects effectively and maintain close communication with clients and stakeholders throughout the project lifecycle. Being locally based ensures that we have a strong understanding of regional requirements and can respond quickly to any project needs or challenges.

6. Proposed Team



Proposed Team

Project Team

Security Solutions Architect (Design Phase Services Manager) – Ernest Hartoonians

Bringing over 20 years of experience, from analog systems to state-of-the-art IP-based video security solutions, complemented by expertise in centralized surveillance data centers and a profound grasp of networking and cybersecurity, excels in collaborating with diverse project teams. The skills encompass designing security solutions that align seamlessly with project specifications, industry standards, and regulatory requirements, all while adeptly selecting the most fitting security technologies and tools to meet project demands.

Physical Security Operations Manager – Antonio Cervantes

With over 30 years of experience in managing complex surveillance and security projects he possesses a proven track record of understanding security systems both in terms of management and system functionality expectations. Work alongside security consultants, architects, engineers, and project manager to review and approve surveillance system designs. His expertise extends to effectively managing changes in project scope or requirements, assessing their impact on budget, schedule, and resources.

Project Manager – Jessica Downs

Jessica serves as a Project Manager at VectorUSA, bringing over 11 years of experience with the company and a strong background in managing complex technology projects across the education sector. She has overseen multi-million-dollar initiatives involving structured cabling, wireless infrastructure, surveillance systems, VoIP, and professional services. Jessica is skilled in leading stakeholder communications, developing project schedules using Microsoft Project and Primavera, coordinating with internal teams and subcontractors, and ensuring on-time delivery through detailed reporting, documentation, and quality control processes. Her recent project experience includes work with San Diego Unified School District, Escondido Union School District, Cajon Valley Union School District, and Victor Valley UHSD, where she played a key role in the successful execution of campus-wide modernization and surveillance upgrade efforts.

Security Engineer – Carlos Ramirez

Carlos Ramirez's role is integral to the operational success of the surveillance system. An expert in video management software, he configures systems to maximize features like motion detection, facial recognition, and advanced analytics. His approach emphasizes both immediate security needs and future scalability. Beyond initial setups, Carlos conducts in-depth system tests to ensure functional coherence and reliability, while also developing and facilitating training modules for end-users to ensure optimal system utilization.

Security Technician – Nicholas Kimball

Nicholas Kimball is an experienced Security Technician with expertise in installation, maintenance, and programming of security and fire alarm systems, CCTV, and access control solutions. He has a strong background in cabling, wire termination, data backups, and troubleshooting, complemented by certifications such as OSHA 10, Avigilon ACM Operator, and CPR/First Aid. Notable projects include work for the Long Beach Unified School District, San Bernardino Police Department, and Cadence Aerospace, showcasing his ability to manage complex installations and ensure system functionality.

Resumes

1. Ernest Hartoonians, Security Solutions Architect

Education: Electronics Engineering Associated Degree – Saveh Azad University (1999)

Training and Certifications:

- Salto Software Certification
- Velocity 3.8 & Hirsch Hardware Class
- Axis Certified Professional
- Ocularis 4 and 5 Certification Training
- Wisenet Professional Certification (formerly SIPI)
- BRS Labs – Tier 3 AISight Certified Administrator
- Avigilon ACC 7 (Partner) Certified
- MCIE
- Wisenet Certified Professional
- Milestone Certified Design Engineer
- NetApp Basic Configuration and Administration Certification
- HPE Nimble Storage
- Siklu EtherHaul & MultiHaul Advanced Certification Training
- Agent Vi Installer
- CompTIA A plus
- CompTIA Network plus
- CAL/OSHA (10) and COMTRAIN Certified
- Verkada Certified Engineer

Summary of Qualifications:

Over twenty years of increasing level of experience in the areas for IP Video Surveillance systems, Access Control, VPN and Wireless Network design and installation, Network maintenance and installation, Computer maintenance, installation, and troubleshooting. Experience with the following Physical Security and Networking products: Salto Systems, Axis, Arecont Vision, Vivotek, Acti, Milestone, QNAP, Hikvision, CIT, Sony, BRS Labs, OnSSI, Cisco, Dell, SonicWall, MikroTik, Ubiquiti, Linksys, etc.

VectorUSA Start Date: September 9, 2013

Current Responsibilities:

- Assist on defining client surveillance and access control objectives, selecting devices, products, components, network and storage products.
- Responsible for all assigned CCTV and Access Control project aspects in terms of design, installation, configuration, troubleshooting, and end-user training
- Prepares plan of execution of the construction project, progress reports, and staffing requirements.
- Balances resources throughout the course of a project

Professional Experience:

IP CCTV Surveillance 9/2013 – Present

VectorUSA

Work extensively with customers on design, installation, and troubleshooting of new and existing IP CCTV Surveillance systems. Most notable projects have included:

- Westfield LLC – Responsible for all technical aspects of OnSSI implementation, camera view confirmation and encoder installation. Manage all service calls from Westfield LLC.
- Long Beach Container Terminal - Programming of all cameras and implementation of OnSSI and training of the customer.

IT Administrator 3/2012 – 9/2013 United Fabrics, Inc.

- Designed, installed, and configured high bandwidth converged networks using Dell Powerconnect switches and Sonicwall firewall routers.
- Installed and configured virtualized environment using Dell EqualLogic and VMWare systems
- Implementation of disaster recovery plan utilizing Dell Appassure and VMware SRM
- Administration and maintenance of Windows 2012/2008 servers and MDAemon email server\
- Implementation of security for other branches and VPN users
- Installed and troubleshot 100+ network devices
- Local and remote support for Servers and Desktops

Network/Video Surveillance Technical Director 3/2011 – 11/2012 Base One Systems

- CCTV, IP Video Surveillance, Computer and Network repair and maintenance
- Designed and implemented analog and IP Based Video Surveillance projects
- Devised and implemented high bandwidth unified wireless network infrastructure for transferring Video, Audio and Data
- Designed and installed Wireless and VPN multipoint connections.
- Onsite and offsite customer support.

2. Antonio Cervantes

Current Position: Operations Manager, Physical Security

Training and Certifications:

1995-1997 El Camino College Business Management

Verkada Certified Engineer
Transportation Worker Identification Credential
NBFAA Level I, II, and III Certified Instructor
Member of NFPA (National Fire Protection Association)
Member of NBFAA (National Burglar Fire Alarm Association)
California Alarm Qualified Manager
Texas Alarm Qualified Manager

Vector Resources Start Date: October 10, 2022

Experience:

VectorUSA

Operations Manager, Physical Security

Schedules, coordinates, monitors, and manages the installation of physical security services and projects for all accounts. Communicates and clarifies proposals and any changes to scope of work from sales and client representatives to VectorUSA Project Managers, Engineers, Forman's, and Technicians. Ensures projects are completed based on the project's scope of work, within planned timelines, and under budget.

October 2020 to April 2022

ADT Security Services

General Operations Manager

- Responsible for the successful technical operations of 3 branches located in Southern California.
- Chatsworth and Torrance being 2 of the largest operations in the country.
- Led a team of approximately 12 managers responsible for ensuring timely delivery of established metrics. These metrics included service backlog, installation backlog, quality, utilization, and inventory control. Increased revenue 65% by implementing sales, install and service efficiencies improvement.
- Increased RMR by over 30%.
- Collaborated with the GGM an install technician certification process to improve overall skillsets and efficiencies.
- Partnered with the sales leadership to reduce backlog by over 7% and minimize installation wait times.
- Reviewed and evaluated all financial/P&L reporting to confirm fiscal compliance and identify opportunities to increase profitability.
- Developed and implemented a structured inventory tracking process to control, minimize loss and waste.

2011 to Feb 2020

Spectrum (Formerly Time Warner Cable-IntelligentHome Security)

Director Field Operations-Western US

- Recruited Pre-Launch of the IntelligentHome Security product.
- Responsible for the development of all technical training, policies and procedures, product selection and overall go to market business strategy.
- Contributed to the launch of IntelligentHome through collaboration with the Sales and Marketing team by providing specific alarm industry expertise and historical successes throughout the industry.
- Developed and implemented processes to register in excess of 800 technical operations and sales personnel within the California and Texas security and fire regulatory agencies to support IntelligentHome.
- Obtained and maintained Alarm Qualified Manager's License for California and Texas.
- Created and maintained automated reporting and tracking measures to insure that IntelligentHome services were delivered in a timely manner.
- Coordinated and supported successful delivery of all technical metrics through cross functional partnerships with local leadership organizations.
- Continuously partnered with various manufacturers, product vendors and software platform provider to maintain competitive advantage on technology and equipment offerings, pricing and availability.
- Worked with Spectrum Technical LD&I to develop and implement IntelligentHome specific training, which resulted in the on-time release of products and services, while minimizing the impact on organizational performance and service delivery.

2009 to 2011

ADT Security Services Area

Operations Manager

- Responsible for the successful technical operations of 6 branches located throughout California.
- Led a team of approximately 15 managers responsible for ensuring timely delivery of associated established metrics. These metrics included service backlog, quality, utilization, and inventory control.
- Reviewed and evaluated all financial/P&L reporting to confirm fiscal compliance and identify opportunities to increase profitability.
- Developed and implemented a structured inventory tracking process to control, minimize loss and waste.

1988 to 2009

Brink's Home Security

General Manager

- Accountable for all sales results and staff in the Los Angeles Branch, including daily review of appointments and delivery of coaching and training as needed.
- Responsible for assisting Sales Representatives with presentations for jobs larger than 10,000 sq.ft and/or with prospects that have multiple accounts, requesting fire and/or CCTV systems.
- Accountable for branch P&L by ensuring expenditures stay under budget and achieving/exceeding monthly sales and install budget.
- Responsible for all management staff in the Los Angeles Branch, including Technical Manager, Sales Manager and Supervisors as well as daily management of a staff of 40 employees (sales reps, install, service technicians and administrative staff combined).

3. Employee Name: Jessica Downs

Current Position: Project Manager

Education:

San Diego State University
Bachelor of Arts Degree in Social Science

Skills and Training:

- MS Windows XP, Vista, Project and all Microsoft Office applications
- C.P.R./ First Aid Certified
- Fire Extinguisher Trained

VectorUSA Start Date: April 22, 2013

VectorUSA Project Experience:

As a Project Manager, I am responsible to manage projects that fall under the Project Management Office from pre-sales, to installation, to post installation testing and commissioning, to invoicing, and project closeout documentation.

- Oversee and manage multi-million-dollar projects
- Projects include cable infrastructure, wireless, surveillance, VoIP, professional services and more
- Lead stakeholder meetings and primary contact for all project related status updates
- Develop and maintain project management reports and project master schedule
- Create detailed field change orders that include but are not limited to material quantity, material pricing, labor hours, labor rates, and a detailed scope-of-work
- Actively interface with project managers, subcontractors, clients, field superintendents, foreman, field engineers, network engineers and vendors
- Follow administrative procedures and processes for the management of projects on time and prepare monthly Project Management and Status Reports
- Monitor and review all projects to ensure quality standards and customer expectations are met through QC reporting data analysis
- Create and monitor submittals as well as track job material
- Determine innovative solutions to any and all problems concerning execution of jobs
- Prepare and submit invoices to clients based on QC reporting data analysis
- Track all job meeting and provide meeting minutes prior to the next job meeting
- Support other Project Managers within the department
- Prepare network schedules and Gantt charts using Microsoft Project or Primavera Develop schedules utilizing a resource pool to allocate company resources across all projects
- Develop schedules utilizing cost loading to perform EVM calculations
- Provide scheduled status updates for the stakeholders (internal and external) Interface with clients and company personnel
- Prepare and process RFI's and RFC's
- Develop Submittals (i.e. Data Sheets)
- Create/track billing (i.e. invoices, Schedule of Values, etc.)

VectorUSA Project Experience:

San Diego Unified School District
Logan Whole Site Modernization
Wilson MS Whole Site Modernization
Escondido Union School District
Cajon Valley Unified School District
Victor Valley UHSD Surveillance Upgrade

4. Carlos Ramirez, Security Engineer

Education: University of San Buenaventura, Cali, Colombia

Bachelor of Science (BS) Electronics Engineering Training and Certifications:

- Verkada Certified Engineer
- Avigilon ACC 7
- AiPhone Training
- Salto Software Certification
- Milestone Certified Design Engineer (MCDE)
- Axis Communications – Network
- Video Fundamentals
- Transportation Worker Identification Credential
- OSHA 30 Certification
- Ocularis 5
- Agent VI Installer

Summary of Qualifications:

Electronic Security Systems, Surveillance, CCTV, IP Cameras, Analog Cameras, DVR, NVR, CMS, VMS, NAS, POE, Access Control, Biometrics, Cards / Credentials, Controllers, Readers, Integrations, Automation, Fire Detection, Alarm, IT Networking, Computers, IT support, Wired/Wireless Router, Switch, AP, VPN, VLAN, TCP/IP, Rack, QoS, SAN, Dynamic/Static IP, Port forwarding, Server, Linux OS Mac OS, Windows OS, MS Office, MS Outlook, MS Visio, MS Project, VoIP, Asterisk, FreePBX , IPitomy, Structured Cabling, UTP 5E/6/6A, FTP, RG6/RG59/RG11 Coax, Fire Alarm, Optical Fiber, Multi-Mode Fiber, Mono-Mode Fiber, PVC, FPLR, Plenum, HZFR, Hardware/Software Development, Schematics and PCB Design, Embedded Software Design, Circuit Design, Thru-Hole, SMT, Embedded Programming, GSM/GPRS/UMTS Modem, Micro- Controllers, Ansi-C, C++, Assembler, ATMEL, PIC, 8/16/32 bits uC, Telemetry, Telecontrol, AT Commands, Contact ID Protocol, USB, RS232, RS485, Cadsoft Eagle software, Multimeter, Oscilloscope, Multisim software, Proteus Simulation Software, Web design, WordPress, Photoshop, SugarCRM, Email Server, Domain, Hosting, DNS, Regional Sales, Customer Service, CRM, Webinar, Technical/Commercial Support, Multi-tasking and Time Management, Sales Report

VectorUSA Start Date: March 14, 2016

Professional Experience:

Security Engineer

VectorUSA 9/2013 – Present

- Assist on defining the surveillance objectives, selecting devices, products, components, network and storage products
- Responsible for all assigned CCTV project aspects in terms of design, installation, configuration, troubleshooting, and end-user training for large-scale projects related to electronic security systems and integration.
- Provide support to the sales and project management teams to identify the requirements and/or needs of our customers in order to resolve them.

Most notable projects have included:

- San Bernardino City Unified School District – Surveillance
- Project: Ocularis Enterprise 5.6 - 70 sites (with local server per school) and 1800 IP cameras.

- Scope of Work: Designing, Planning, Coordinating and Configuring: OC VMS, IP cameras, HP servers, 2012 and 2016, Network Ports provisioning. I am currently responsible for the execution of the maintenance contract and new integration designs.
- Moreno Valley School District – Surveillance
- Project: Milestone Corporate - XProtect 2019 R1 - 32 Schools 800 IP cameras.
- Scope of Work: Designing, Planning, Coordinating and Configuring.: IP Cameras, Server and Milestone components.
- San Bernardino City Unified School District - Safety Improvements
- Project: Safety Improvements - Door Intercom solution for initial 40 sites - AIPHONE IX series
- Scope of Work: Designing, Planning, Coordinating and Configuring.
- Trona Joint Unified School District - Audio Emergency System
- Project: Audio Emergency System with VALCOM IP solution. Paging, Bell Scheduling, Two-way Audio communication, Scheduled audio messages, and Integration with Fire-Alarm System.
- Scope of Work: Designing, Planning, Coordinating and Configuring. Network Port provisioning and Valcom Devices.
- Hesperia Unified School District – Surveillance
- Project: OnSSI Enterprise 5.4 - 823 IP cameras - 28 Sites (Server per site).
- Scope of Work: Designing, Planning, Coordinating and Configuring.

Technical Support Engineer

UNIX CCTV Corp July 2015 – Mar 2016

- Provided in person and remote technical support for IT Networking, Surveillance, IP cameras, Analog cameras, HD-AHD, HD-SDI, HD-CVI, HD-TVI, DVR/NVR, PC-Based Servers, Storage connectivity and RMA procedure.

Director of Engineering

Savica Technologies Jan 2014 – Marsh 2016

- CCTV, IP Video Surveillance, Computer and Network repair and maintenance
- Designed and implemented IT Computer, Networking, Surveillance and Web design projects and provided technical support for each

IT Specialist

BLG Technologies Sept 2012 – Jan 2014

- Installed all equipment of VoIP projects (Ipitomy pbx, Asterisk pbx, IPphones, Port forwarding, Qos and VoIP hosted), computer services, IT networking (routers, POE switches, install and set different programs and network equipment with various OS) Analog and IP surveillance.
- Provided technical support and setup services

Regional Sales Engineer and Cable Line Specialist

Lince Commercial SA (Cali, Colombia) May 2010 – March 2012

- Provided technical and commercial support to integrators in the Midwest in electronic security solutions (CCTV, ACCESS CONTROL, FIRE DETECTION, INTRUSION, INTEGRATION and CONNECTIVITY).
- Worked with integrators to facilitate the electronic security projects by specifying the technical characteristics of the cables and installation conditions.
- Provided valuable support which allowed for fast negotiations and deal closure
- Trained end user in electronic security systems
- Provided technical and commercial support in wired connectivity to all integrators in the country (UTP, FTP, FIRE ALARM CABLE, COAXIAL CABLE, FIBER OPTIC CABLE, and ELECTRICAL CABLE).

4. Nicholas Kimball, Security Technician/Forman

Education: Willow Park High School
High School Diploma

Training and Certifications:

Avigilon ACM Operator Certification
Hilti – Firestop Installation
AiPhone
OSHA 10
Transportation Worker Identification Credential
CPR, AED, First Aid
Bloodborne Pathogen
HIPAA
Lift Training
Security Clearances
Verkada Certified Engineer: Training: Essentials

Summary of Qualifications:

- Installation and servicing
- Security and fire alarm maintenance
- CCTV
- Security unit programming
- Access control systems
- Data wiring installation
- Diagram and blueprint assessments
- Wire running
- Cable termination
- Quality testing

VectorUSA Start Date: August 10, 2020

Professional Experience:

VectorUSA

Security Technician 8/2020 - Present

Installation projects include cabling, servers, VMS applications, camera installation, view settings, recorder settings, data backup and monitoring stations. Notable projects include:

- Long Beach Container Terminal
- Long Beach Unified School District – Bixby Elementary
- Superior Court of California
- San Bernardino Police Department
- Cadence Aerospace San Diego Water Authority

Alarmco

Installation Technician 8/2013 – 4/2020

- Set up and performed routine maintenance on fire alarm, security and closed circuit TV systems for various clients.
- Assessed project blueprints and drawings to assess project scope and required materials.
- Utilized effective troubleshooting methods, removed malfunctioning components and identified wiring issues to restore systems to working order.

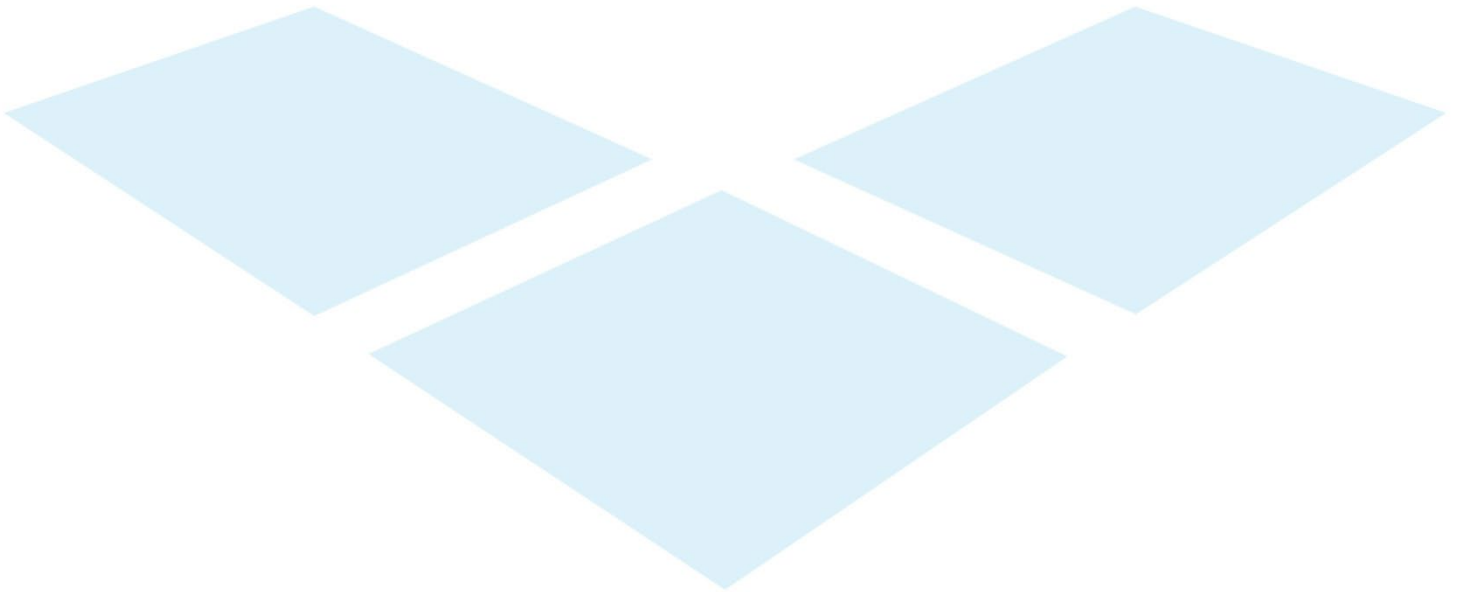
7. References



References

1. City Name: San Bernardino City Unified School District
Contact name and title:
Address: 777 North F Street, San Bernardino, CA 92410
Project Start and end dates: January 31, 2020 – January 30, 2025
Description of work/services provided: VectorUSA was awarded a 5-year contract for the maintenance, repair, and enhancement of the District's physical security infrastructure, including video surveillance and access control systems. Services are delivered on a time and materials (T&M) or project basis, depending on the District's needs. Scope includes installation, configuration, troubleshooting, and integration of surveillance cameras, access control panels, card readers, and associated security technologies across multiple school sites..
2. City Name: City of Fontana
Contact name and title: Chris Ulreich, Network/Security Administrator, (909) 350-6680, culreich@fontanaca.gov
Address: 8353 Sierra Ave., Fontana, CA 92335
Project Start and end dates: 3/22/2018 - Continuous
Description of work/services provided: VectorUSA has been supporting the City of Fontana through an open T&M purchase order, providing design, installation, and maintenance services for a wide range of physical security systems. This includes both video surveillance and access control solutions. Since 2018, VectorUSA has completed over 90 individual security projects involving camera system upgrades, access control deployments, system integration, and network infrastructure enhancements to support secure municipal operations.
3. City Name: City of Palm Desert
Contact name and title: Clayton von Helf, Information Systems Manager, (760) 776-6338, cvonhelf@palmdesert.gov
Address: 73510 Fred Waring Drive, Palm Desert, CA 92260
Project Start and end dates: October 11/2017 - Continuous
Description of work/services provided: Under a T&M agreement, VectorUSA has completed 23 security-related projects since 2017. These include the deployment and maintenance of surveillance systems, installation of access control hardware and software, integration with existing IT infrastructure, and support for system upgrades and troubleshooting across city facilities. We are currently engaged in a citywide access control upgrade project, enhancing security and standardizing access systems across multiple municipal buildings.

8. Scope of Services



Scope of Services

Summary

VectorUSA proposes to furnish and install a comprehensive integrated security solution for designated municipal facilities within the City of Beaumont. This solution will address intrusion detection, video surveillance, and secure access control systems by applicable national, state, and local codes.

Overview Video Surveillance

VectorUSA proposes the installation of high-definition IP-based security cameras, including exterior models from Verkada. These cameras will feature night vision and secure remote monitoring capabilities via a cloud-based platform. The camera deployment will be strategically designed to ensure comprehensive coverage of key access points, parking areas, and high-traffic public spaces. Designated City personnel will be granted secure access to a web-based Verkada command center for real-time viewing and management. In addition, all video streams will include shared backup retention to ensure data integrity and continuous nine (9) months of recording.

Verkada Surveillance Installation

VectorUSA will provide the installation and configuration of a total of fifty-one (51) new Verkada cameras. The work will cover multiple City of Beaumont departments, including:

- Civic Center (City Hall, Building D, Transit Yard, 514 California)
- Police Department and Annex Facilities
- Community Services (Chatney Recreation Center, Parks, 4th St Yard)
- Wastewater Treatment Plant

The table below lists the cameras at each site.

Site Name	CH52 Multi-Sensor	CF-83 Fisheye	5 year Multi-Sensor License	5 year Camera License
City Hall	5	5	5	5
Bldg. D	2	1	2	1
Bldg. B	0	0	0	0
Animal Control	0	0	0	0
Police Station	0	0	0	0
Police Annex	0	0	0	0
California Bldg.	3	0	3	0
Chatigny Rec Center	11	12	11	12
Wastewater Plant	4	6	4	6
4th St Yard	2	0	2	0
Stewart Park	0	0	0	0
Sports Park	0	0	0	0
Totals	27	24	27	24

The initial camera placement is based on a preliminary site walk. A post-award site walk will confirm and finalize the location of each camera with the client.

Storage and Licensing

Verkada cameras include 30 days of onboard video retention, with VectorUSA providing expanded cloud storage for an additional eight (8) months. This eliminates the need for centralized servers or external compute infrastructure, as each camera operates independently as its own recording device. Stored footage is accessible anytime via Verkada's secure cloud-based platform, Command. This proposal includes fifty-one (51) 1-year camera licenses to onboard all devices into the cloud environment. Verkada's Command software streamlines video review with powerful features such as Motion Detection, People Analytics, and Vehicle Analytics—allowing users to locate critical footage across all sites within seconds, without manually scrubbing through recordings.

The Verkada cameras come with edge computing resources and can run analytics on the edge rather than putting the requirements back on a centralized server environment. Verkada's People Analytics solution enhances our existing People Detection features with Face Search, Person Attributes, Person History, and Person of Interest notifications. Powered by Verkada's industry-leading edge-based processing and computer vision technology, these features give you the ability to identify and search for individuals in your camera footage, allowing you to find meaningful events and save time during critical investigations. Utilizing Verkada's hybrid cloud approach, people analytics delivers high-quality results with minimal bandwidth impact. Rest assured – all video, images, and data are encrypted at-rest and in-transit and stay within your Command Organization.

Switching

It is assumed that the client's existing switches have enough available ports and a sufficient power budget to accommodate the proposed camera devices.

Power

It is assumed that the client's existing switches have enough available ports and a sufficient power budget to accommodate the proposed camera devices. PoE injectors have been provided for the new multi-sensor camera that requires POE++ power from the switch. VectorUSA assumes that the existing switches are connected to a UPS power supply to provide backup power to the new camera system.

Connectivity

VectorUSA will provide and install new Category 6 copper cables to connect to the new cameras. Cables will have a permanent link between the patch panel in the IT Closet and a surface mount box near the camera location. One (1) new patch cord will connect each side, with one going to the camera from the surface mount box and one going to the existing switch from the patch panel. New patch panels will be utilized in the IDFs and MDFs to house data cable inserts for each new camera.

Wireless Radios and Mounts

VectorUSA will provide and install a total of two (2) new Ubiquiti wireless point-to-point links for network connectivity to the two (2) new 4th Street yard cameras. The Ubiquiti wireless radio models and types to be installed are as follows:

Wireless PTPs

- (2) Ubiquiti – UBB-US, UniFi Building to Building Bridge Pairs.
- (2) Ubiquiti – ETH-SP-G2, Ethernet Surge Protectors.

The initial camera placement is based on a preliminary site walk. A post-award site walk will confirm and finalize the location of each camera with the client.

Pathway

The following scope for the pathway will be the responsibility of VectorUSA. Any other pathway requirements not listed below are assumed to be completed by others.

- Provide and install J-hooks for horizontal cable support.
- Provide and install 3/4" EMT conduit for vertical stub-ups where cabling is exposed inside the warehouse.
- Provide and install 3/4" liquid-tight materials and bell boxes for exposed cable on the exterior of the building.
- Provide penetrations for exterior devices.

Overview Alarm System Service

VectorUSA proposes replacing the existing alarm systems at City of Beaumont sites with new Verkada BP-52 alarm panels and BR22 Keypads. These upgraded panels will enhance detection capabilities for intrusion. Alarm coverage will be customized to suit each building's function and layout. As part of this installation, VectorUSA will utilize all currently deployed alarm sensor devices throughout the City of Beaumont sites, fully integrating them into the new system to ensure continuity and cost-efficiency. The new alarm panels will be configured to align with municipal emergency response protocols and, where applicable, will interface with existing notification systems or include standalone communication solutions. Additionally, two (2) ACC-VBX-200WH LiFePO4 Backup Batteries will be installed in each new Alarm panel, providing backup power during a power outage.

Verkada Alarm Installation

VectorUSA will provide the installation and configuration of a total of twelve (12) new Verkada alarm panels and a total of twelve (12) keypads. VectorUSA will provide ten (10) 5-Year Advanced Video Alarms Licenses for 1 site with a physical address. With the Advanced License, cameras can be configured to trigger the alarm system based on motion detection. These settings can be customized by schedule and managed directly through the Verkada Command platform. Note: Chatney Recreation Center will receive one (1) 8-zone Alarm expander BE32-HW to assist with the number of zones required for this site.

The work will cover multiple City of Beaumont departments, including:

- Civic Center (City Hall, Building D, Transit Yard, 514 California)
- Police Department and Annex Facilities
- Community Services (Chatney Recreation Center, Parks, 4th St Yard)
- Wastewater Treatment Plant

The table below lists the Alarm at each site.

Sites	BP52 Panel	Alarm	5 year Alarm License	Panel	BR22 Keypad
City Hall - "Civic Center"					
Building D	1		1		1
Transit Yard	1		1		1
514 California Building	1		1		1
Police Department					
Police Dept. Annex	1		1		1
Building B – PD	1		1		1
Animal Control Office	1		1		1
Community Services Department					
Chatney Recreation Center	1		1		1

Parks (Stewart Park, Sports Park)	2	2	2
4th St. Yard/Wastewater Plant	3	3	3
Totals	12	12	12

The initial alarm placement was determined during a preliminary site walk. VectorUSA will perform a post-award site walk to confirm and finalize the alarm panel locations with the client. Before installing the new alarm panels, VectorUSA will create a sensor device port matrix for the installation and connection of existing devices before the removal of the existing panels. It's assumed that all sensor cabling, and devices are in good condition and serviceable. No additional sensor device or cabling, or locations have been proposed in this proposal.

Physical Access Control

VectorUSA will provide complete installation, configuration, and implementation of a secure access control solution as outlined in the project scope. This includes the installation of all necessary electrified door hardware and access devices at designated staff entry points. The system will incorporate existing and new card readers with logging capabilities for secure entry tracking. VectorUSA will configure role-based access permissions tailored to department and site-specific requirements. Additionally, the system will be designed with future expansion in mind, allowing for the integration of remote intercoms and monitoring stations in subsequent project phases.

Verkada Access Control Installation

VectorUSA will provide the installation and configuration of a total of forty-seven (47) new Verkada AD34 Card readers. VectorUSA will configure one hundred and eight (108) existing card readers to work with the new Verkada access controller. The readers provided will have the capability to read high and low frequency cards and credentials. Three hundred (300) DesFire EV3 Encrypted Cards will be provided.

The work will cover multiple City of Beaumont departments, including:

- Civic Center (City Hall, Building D, Transit Yard, 514 California)
- Police Department and Annex Facilities
- Community Services (Chatney Recreation Center, Parks, 4th St Yard)
- Wastewater Treatment Plant

The table below lists the cameras at each site.

Site	Existing Badge Reader Count	New AD34 Reader	Door type Interior	Door-type exterior	External Gate Badge Reader	Total Card Reader	AC62 16 Door	AC41 4 Door	5-year door license
City Hall	18	23	23		1	41	3	0	23
Bldg D	6	0	0	0	1	6	1		0
Bldg B	2	1	0	1	1	3		1	1
Animal Control	0	3	1	2	1	3		1	3
Police Station	18	10	8	2	3	28	2		10

Police Annex	1	0	0	0	0	1		1	0
California Bldg	0	4	3	1	0	4		1	4
Chatigny Rec Center	56	0	0	0	0	56	4		0
Wastewater Plant	6	5	1	4	0	11	1		5
4th St Yard	1	1	0	1	0	2		1	1
Stewart Park	0	0	0	0	0	0			0
Sports Park	0	0	0	0	0	0			0
Totals	108	47	36	11	7	155	11	5	47

The initial card reader placement was determined during a preliminary site walk. VectorUSA will perform a post-ward site walk to confirm and finalize all card reader locations with the client.

Electrified Door Hardware

VectorUSA will furnish all necessary materials and labor to electrify designated building doors and pedestrian gates throughout the City of Beaumont facilities. The new electrified door hardware will be integrated with the card reader system to enable secure, controlled access. The following scope will be completed for the doors:

The work will cover multiple City of Beaumont departments, including:

- Civic Center (City Hall, Building D, Transit Yard, 514 California)
- Police Department and Annex Facilities
- Community Services (Chatney Recreation Center, Parks, 4th St Yard)
- Wastewater Treatment Plant

The table below lists the cameras at each site.

Site	New AD34 Reader	Door type Interior	Door-type exterior	External Gate Badge	AC62 16 Door	AC41 4 Door	Panic Rim Device	PT-3V Door Loop	ST2DF Double Door Strike	Universal Door Strike	Gate Lock GL160 AI
City Hall	23	23	0	1	3	0	0	0	0	23	1
Bldg D	0	0	0	1	1	0	0	0	0	0	1
Bldg B	1	0	1	1	0	1	1	1	1	0	1
Animal Control	3	1	2	1	0	1	2	2	2	1	1
Police Station	10	8	2	3	2	0	2	2	2	8	3
Police Annex	0	0	0	0	0	1	0	0	0	0	0
California Bldg	4	3	1	0	0	1	1	1	1	3	0
Chatigny Rec Center	0	0	0	0	4	0	0	0	0	0	0

Wastewater Plant	5	1	4	0	1	0	4	4	4	1	0
4th St Yard	1	0	1	0	0	1	1	1	1	0	0
Stewart Park	0	0	0	0	0	0	0	0	0	0	0
Sports Park	0	0	0	0	0	0	0	0	0	0	0
Totals	47	36	11	7	11	5	11	11	11	36	7

The initial electrified door hardware was determined during a preliminary site walk. VectorUSA will perform a post-award site walk to confirm and finalize all door hardware with the client before installation.

Connectivity

VectorUSA will provide and install the following cables to each door for the access control hardware:

- Genesis 31965002 22/6 Stranded Shielded + 22/4 Stranded + 22/2 Stranded + 18/4 Stranded Composite Access Control Cable, Plenum,

Pathway

VectorUSA will provide and install J-hooks to support cabling throughout City of Beaumont buildings and will install LD-5 plastic surface raceway where necessary to conceal cable runs along wall surfaces.

Deliverables

Upon completion of work outlined in the Statement of Work, VectorUSA will provide the client with a closeout package containing the following documentation:

Access Control Closeout Documentation Checklist			
Included	Not Included	Description	Notes
<input checked="" type="checkbox"/>	<input type="checkbox"/>	As-Built Drawings	
<input checked="" type="checkbox"/>	<input type="checkbox"/>	Asset List	
<input type="checkbox"/>	<input checked="" type="checkbox"/>	Security Groups	
<input type="checkbox"/>	<input checked="" type="checkbox"/>	Inspection Report	
<input type="checkbox"/>	<input checked="" type="checkbox"/>	Door Schedule	

Physical Infrastructure Closeout Documentation Checklist			
Included	Not Included	Description	Notes
<input checked="" type="checkbox"/>	<input type="checkbox"/>	As-Built Drawings	
<input checked="" type="checkbox"/>	<input type="checkbox"/>	Test Results	
<input checked="" type="checkbox"/>	<input type="checkbox"/>	Manufacturer Cable Warranty	
<input type="checkbox"/>	<input checked="" type="checkbox"/>	Inspection Report	

Surveillance Closeout Documentation Checklist			
Included	Not Included	Description	Notes
<input checked="" type="checkbox"/>	<input type="checkbox"/>	As-Built Drawings	
<input checked="" type="checkbox"/>	<input type="checkbox"/>	Asset List	
<input checked="" type="checkbox"/>	<input type="checkbox"/>	Final Camera FOV Images	
<input type="checkbox"/>	<input checked="" type="checkbox"/>	Inspection Report	
<input type="checkbox"/>	<input checked="" type="checkbox"/>	IPVM Drawings	

Deliverable Definitions

Access Control Asset list: Asset lists provide information on devices pertinent to the project. This includes but is not limited to the following:

- Server Information
- Access Control Software Information
- IP Information
- Network Topology Information (if applicable)
- Control Panel Information
- Power Panel Information
- Admin Rights
- User Groups

User security groups: User Security Groups provide varying levels of access dependent on factors including sensitivity of information and time of access.

Door schedule: A door schedule is a drawing or schedule that outlines details pertaining to doors within a structure. These details may include location, type, fire rating, locking hardware type, ancillary devices (e.g. contacts, REX, etc.) and other door information pertinent to the project.

As-Built Drawings: As-built drawings are revised drawing sets submitted by a contractor upon completion of a job. They serve to document all changes made during the construction process and allow contractors to track changes as work is performed. Any logical diagrams, schematics, or line diagrams produced during the installation of the project are included.

Inspection report: Inspection reports outline the inspection of a project, ensuring that its installation process, products, and methods meet a specific set of standards. These standards may be codes, industry-established standards, construction details, client preferences, or internal standards. The inspection report also cites project status and outstanding areas of improvement along with specific correction recommendations. Upon correction, a secondary inspection is issued to verify compliance to stated requirements.

Test Results: VectorUSA will provide the client with all test results including cable tests for continuity and performance. Certified “Pass” or “Fail” results are generated using a certified and calibrated test unit which determines whether a link is compliant with a category (TIA) or class (ISO); for example, category 6 or class E.

Permanent Link Certification: Permanent link certification tests the permanent portion of the channel which is the cable and terminations that exist between the patch panel and user outlet. It does not test the patch cables since these are not permanent and can be moved. The maximum permitted length of the permanent link is 90 meters.

Permanent link testing is preferred over channel testing since permanent links are considered the true foundation of the network. While this may not seem intuitive since proper data transmission relies on the performance of the entire channel, industry standards offer more headroom in the channel due to patch cords being the weakest link. This means that when channel testing with quality patch cords, the channel can pass even if the permanent link has failed.

Channel Certification: Channel certification tests the connection from one active device to another (think switch to server or switch to laptop), and it includes any patch cords and equipment cords. In the data center, the channel would include any cable between two switches or between a switch and server and any patch cords used for cross-connects or interconnects. In the LAN, this would include any cable between the switch in the telecom room and the end device, including any patch cords from the switch to a patch panel and any equipment cords from the outlet to end device. The maximum permitted length of the channel is 100 meters

Fiber Line Diagram: Fiber line diagrams are flat, two-dimensional depictions of vertical fiber cables, representing start and end points, pathway variations, and all applicable splice/termination points.

Splicing Worksheet: Splicing worksheets are spreadsheets or matrices containing fiber optic cable and strand counts, fiber types, and building locations.

Manufacturer Cable Warranty: Manufacturer cable warranties financially cover specific components that break down due to flaws and defects within the product itself. These are typically offered as a Standard option providing 1-Year coverage, or an Extended option that may cover up to twenty-five (25) years of coverage if properly tested and certified – receiving a “Pass” on all standard parameters.

Surveillance Asset list: Asset lists provide information on devices pertinent to the project. This includes but is not limited to the following:

- Server Information
- VMS Information
- Camera Information
- IP Information
- Network Topology Information (if applicable)

Final Camera Field-of-View (FOV) Images: The final camera FOV is the coverage provided by a camera within the surveillance system after configuration and alignment. This is the view that the end-user will receive and approve prior to completion of a job.

IPVM - IP Video Market (surveillance industry information) Drawings: IPVM drawings provide an overview of proposed camera installations and can provide information on camera types, lens types, FOVs, frame rates, storage requirements, and other important surveillance information.

Assumptions

Any preconditions not met below will be subject to additional fees. All dependencies, assumptions, and preconditions for the project are listed below:

- This project has been based on performing all work during normal business hours, Monday through Friday.
- The pricing for the Services under this SOW is based upon the service, configurations, and quantities provided and specified within this SOW. VectorUSA reserves the right to requote prices for the Services under this SOW if the City of Beaumont requests any changes to the service, configurations, or quantities.
- VectorUSA assumes that our installation team will have full and timely access to all related locations during normal working hours. This proposal does not take into consideration additional time required for security access or escorts. If additional time for access is required, a written change order will be provided to account for the additional time.
- It is assumed that the switching for this scope is existing or will be provided by others.
- It is assumed that the existing switches to support the new devices are PoE and have sufficient power budget to accommodate the new proposed devices.
- VectorUSA assumes that someone from the City of Beaumont will be available to confirm camera view adjustments when installation of the cameras is complete.
- New Cat6 cables will be terminated on new patch panels.
- It is assumed that there are existing Alarm sensor devices and cabling in place to use for this project that is serviceable and in good condition.
- It is assumed that there are existing card readers, and VectorUSA will incorporate these new readers into the new Verkada access control platform for functionality.
- It is assumed that there is an existing conduit pathway to the exterior pedestrian Gates.
- VectorUSA assumes there are some existing card readers and access control door hardware that can be reused for this project.
- It is assumed that the City of Beaumont will provide their own alarm permit for each alarm location.

Exclusions

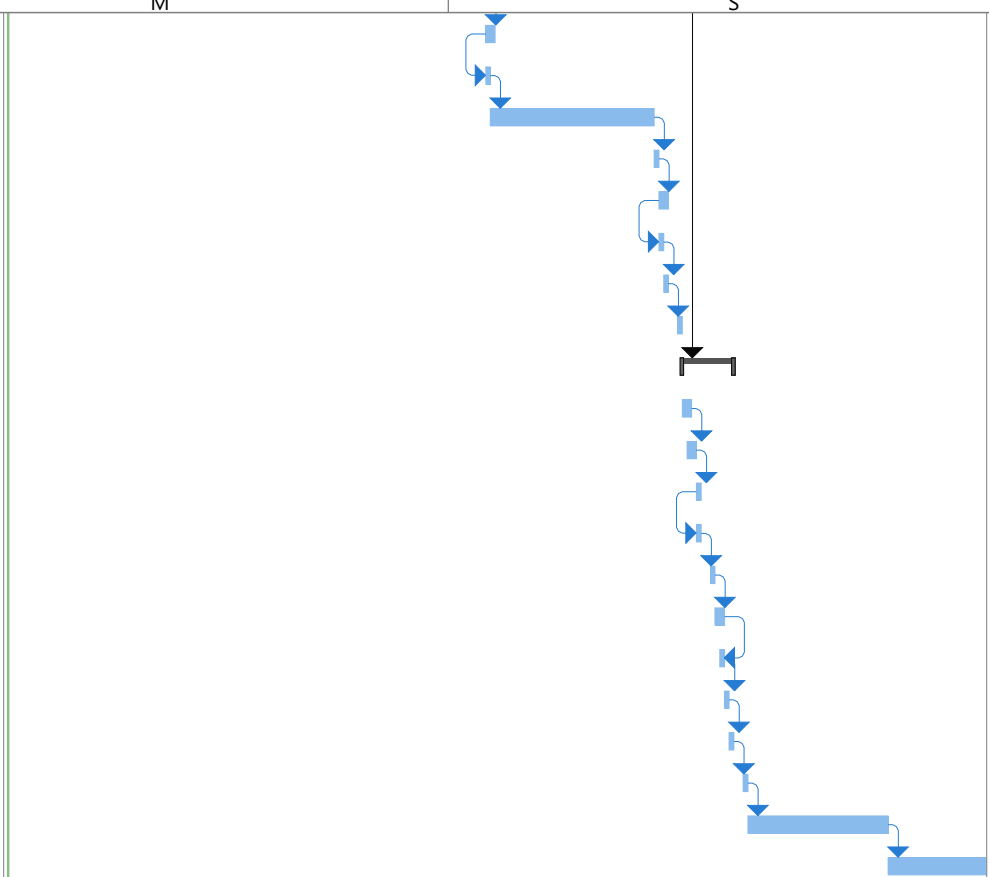
The City of Beaumont acknowledges that VectorUSA is not responsible for the following exclusions:

- No Troubleshooting of existing infrastructure cabling.
- No Coring costs have not been included for any data or power services in this proposal.
- No network equipment will be provided in this proposal, i.e., switches, routers, etc.
- No services for the modification or addition of electrical circuits will be provided.
- This proposal does not include weekend or holiday labor.
- This proposal does not include any structural engineering.
- This proposal does not include any trenching or underground conduit.
- This proposal does not include the alarm sensor devices and cabling.

9. Project Schedule

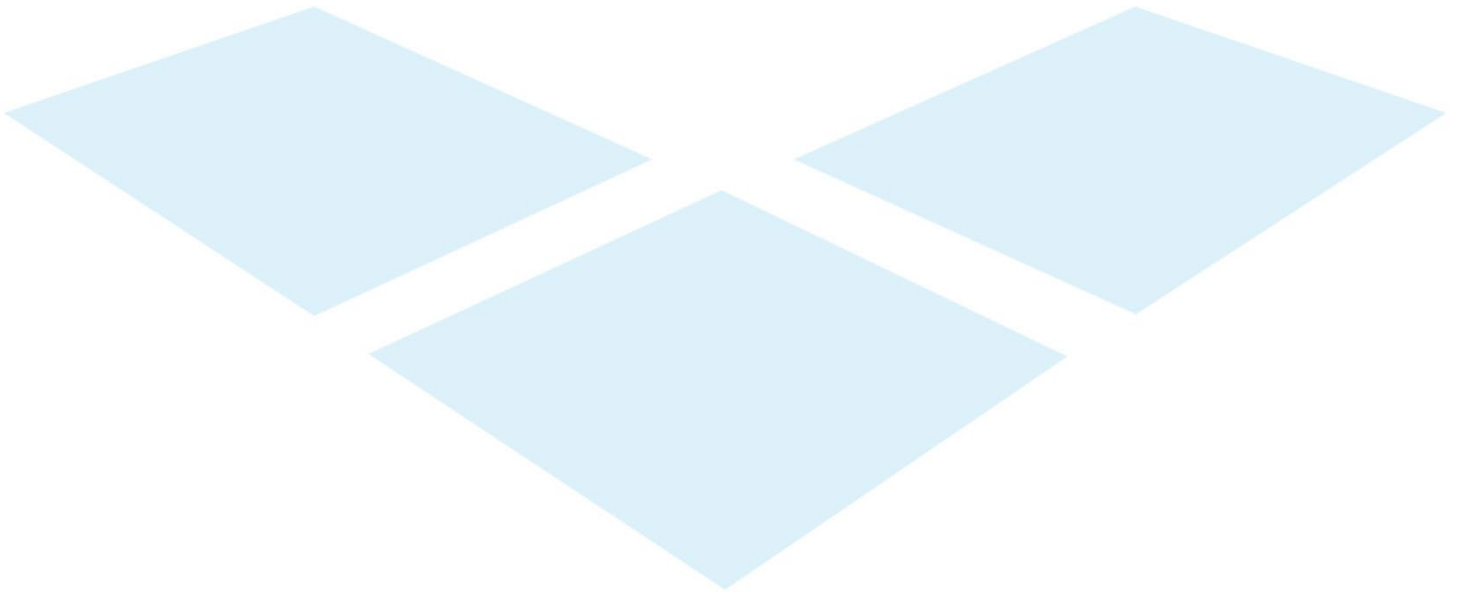


ID	Task Mode	Task Name	% Complete	Duration	Start	Finish	Predecessors			1st Quar
38		Alarm System Installation	0%	2 days	Tue 9/9/25	Wed 9/10/25	36			
39		Door Hardware Installation	0%	1 day	Tue 9/9/25	Tue 9/9/25	38SS			
40		Access Control Installation	0%	25 days	Wed 9/10/25	Tue 10/14/25	39			
41		Mount Installation	0%	1 day	Wed 10/15/25	Wed 10/15/25	40			
42		Camera Installation	0%	2 days	Thu 10/16/25	Fri 10/17/25	41			
43		Camera Adjustments	0%	1 day	Thu 10/16/25	Thu 10/16/25	42SS			
44		Testing and Commissioning	0%	1 day	Fri 10/17/25	Fri 10/17/25	43			
45		Punch Walk	0%	1 day	Mon 10/20/25	Mon 10/20/25	44			
46		Waste Water Treatment Plant	0%	9 days	Tue 10/21/25	Fri 10/31/25	34			
47		Horizontal Cabling Installation	0%	2 days	Tue 10/21/25	Wed 10/22/25				
48		Copper Testing	0%	2 days	Wed 10/22/25	Thu 10/23/25	47FS-1 day			
49		Door Hardware Installation	0%	1 day	Fri 10/24/25	Fri 10/24/25	48			
50		Access Control Installation	0%	1 day	Fri 10/24/25	Fri 10/24/25	49SS			
51		Mount Installation	0%	1 day	Mon 10/27/25	Mon 10/27/25	50			
52		Camera Installation	0%	2 days	Tue 10/28/25	Wed 10/29/25	51			
53		Camera Adjustments	0%	1 day	Wed 10/29/25	Wed 10/29/25	52FF			
54		Testing and Commissioning	0%	1 day	Thu 10/30/25	Thu 10/30/25	53			
55		Punch Walk	0%	1 day	Fri 10/31/25	Fri 10/31/25	54			
56		User Training	0%	1 day	Mon 11/3/25	Mon 11/3/25	55			
57		Final Documentation	0%	20 days	Tue 11/4/25	Wed 12/3/25	56			
58		Final Invoice	0%	15 days	Thu 12/4/25	Wed 12/24/25	57			



City of Beaumont Project Sched	Task		Project Summary		Manual Task		Start-only		Deadline	
	Split		Inactive Task		Duration-only		Finish-only		Progress	
	Milestone		Inactive Milestone		Manual Summary Rollup		External Tasks		Manual Progress	
	Summary		Inactive Summary		Manual Summary		External Milestone			

10. Cost proposal



PROPOSAL V E

Material Description	Units	Unit Price	Material	Labor	Total
VERKADA CAMERAS					
Outdoor Multisensor Camera, 8TB, 365 Days	27	7,883.97	212,867.19	9,882.00	222,749.19
CF83-E Outdoor Fisheye Camera, 512GB, 30 Days Max	24	944.48	22,667.52	8,784.00	31,451.52
Camera Viewsets	108	0	0.00	1,954.44	1,954.44
Sub-Total			235,534.71	20,620.44	256,155.15
VERKADA MOUNTS					
Pendant Cap Mount	27	36.23	978.21	549.00	1,527.21
Arm Mount	27	51.98	1,403.46	549.00	1,952.46
Corner Mount	15	104.48	1,567.20	305.00	1,872.20
Angle Mount, 30 deg	10	78.23	782.30	203.33	985.63
Pole Mount, 2nd Generation	1	109.73	109.73	61.00	170.73
PoE++ (802.3bt) injector, GigE	27	78.23	2,112.21	823.50	2,935.71
Sub-Total			6,953.11	2,490.83	9,443.94
VERKADA ACCESS CONTROL					
AC42 4 Door Controller	5	944.48	4,722.40	1,830.00	6,552.40
Verkada AC62 16 Door Controller	11	2,781.98	30,601.78	4,026.00	34,627.78
AD34 Multi-format Card Reader	47	183.23	8,611.81	11,468.00	20,079.81
Desfire EV3 Encrypted Cards	3	419.48	1,258.44	0.00	1,258.44
Verkada 4AH Backup Battery for AC41	5	67.73	338.65	152.50	491.15
Verkada 18AH Backup Battery for AC62	11	366.98	4,036.78	447.33	4,484.11
Sub-Total			49,569.86	17,923.83	67,493.69
DOOR HARDWARE					
Electrified Rim Exit Devices	11	1,198.98	13,188.78	4,026.00	17,214.78
Armor Loop Cover	11	39.33	432.63	1,006.50	1,439.13
Double Door Strike	11	42.12	463.32	2,684.00	3,147.32
Universal Strike for cylindrical locks, mortise locks	36	431.28	15,526.08	8,784.00	24,310.08
Door Prep	54	0	0.00	3,294.00	3,294.00
GL Series Electric Gate Locks	7	652.47	4,567.29	3,416.00	7,983.29
Sub-Total			34,178.10	23,210.50	57,388.60
VERKADA ALARM HARDWARE					
BK22 Touchscreen Alarm Keypad	12	209.48	2,513.76	1,464.00	3,977.76
BP52 32-Zone Alarm Panel, North America Type B Plug	12	471.98	5,663.76	2,928.00	8,591.76
ACC-VBX-200WH LiFePO4 Backup Battery	24	104.48	2,507.52	732.00	3,239.52
8-Zone Alarm Expander	1	183.23	183.23	183.00	366.23
Sub-Total			10,868.27	5,307.00	16,175.27
HORIZONTAL INSTALLATION					
Plenum Composite Access Control Cable - Yellow	10,000	1.02	10,200.00	10,166.67	20,366.67
CAT6 4 Pair Plenum Blue Cable	11,500	0.53	6,095.00	10,054.83	16,149.83
23/4 PR SOL NS CAT6 OSP 1000' REEL - BLACK	1,000	0.41	410.00	1,118.33	1,528.33
CAT6 Insert Blue	132	6.78	894.96	2,147.20	3,042.16
1 Port Surface Mount Box White	66	2.28	150.48	2,013.00	2,163.48
3FT CAT6 Patch Cord Blue	66	5.6	369.60	671.00	1,040.60
CAT6 5FT Blue Patch Cord	66	5.99	395.34	671.00	1,066.34
25FT CAT6 Patch Cord Blue	16	30	480.00	227.73	707.73
24 Port High Density Unloaded Patch Panel	10	44.22	442.20	305.00	747.20
2 In J-Hook w/ Multi Function Clip	250	6	1,500.00	4,066.67	5,566.67

PROPOSED V.E

Material Description	Units	Unit Price	Material	Labor	Total
3FT Stiffy Straight Rod With 45 Degree Support	250	9.6	2,400.00	4,066.67	6,466.67
Sub-Total			23,337.58	35,508.10	58,845.68
TESTING & CERTIFICATION					
Testing & Labeling - Copper	66	0	0.00	1,073.60	1,073.60
Sub-Total			0.00	1,073.60	1,073.60
CONDUIT PATHWAY					
3/4" EMT Conduit Kit	200	4.2	840.00	4,503.60	5,343.60
Sub-Total			840.00	4,503.60	5,343.60
LIQUID TIGHT CONDUIT					
3/4" Liquid Tight Flex	150	2.23	334.50	1,518.75	1,853.25
3/4" Liquid Tight Flex Connector	64	5.46	349.44	1,728.00	2,077.44
1 In One Hole EMT Strap	64	0.73	46.72	172.80	219.52
Two Gang Bell Box w/ 3/4" knockout	32	26.97	863.04	2,592.00	3,455.04
2 Gang Bell Box Blank Cover	32	4.74	151.68	432.00	583.68
3/4" KO Seals for Bell Boxes	32	2.02	64.64	432.00	496.64
Sub-Total			1,810.02	6,875.55	8,685.57
RACEWAY					
LD5					
LD5 Surface Raceway International White	40	17.1	684.00	1,728.00	2,412.00
LD5 Entrance End	4	1.79	7.16	54.00	61.16
LD5 End Cap International White	20	1.31	26.20	108.00	134.20
LD5 Coupler Fitting White	20	1.32	26.40	108.00	134.40
LD5 Internal Corner Off White	10	2.01	20.10	54.00	74.10
LDPH5 Right Angle Fitting Off White	10	1.89	18.90	54.00	72.90
LD5 Off White Tee Fitting	10	2.03	20.30	54.00	74.30
Boxes					
Single Gang 2 Piece Snap Together Box White	8	7.37	58.96	216.00	274.96
Sub-Total			862.02	2,376.00	3,238.02
WIRELESS POINT TO POINT					
Power & Pathway					
Altelix 10x8x8 Fiberglass Weatherproof NEMA 4X	1	226.79	226.79	250.00	476.79
2" EMT Pole Mounts Custom	1	240	240.00	480.00	720.00
Point to Point Wireless					
UniFi Building-to-Building Bridge	1	581.99	581.99	240.00	821.99
Ethernet Surge Protector, Gen2	2	12.63	25.26	60.00	85.26
Sub-Total			1,074.04	1,030.00	2,104.04
VERKADA ALARM LICENSING					
5 Year Alarm License	10	3,937.5	39,375.00	0.00	39,375.00
5-Year Camera License, Capacity Increase	24	471.98	11,327.52	0.00	11,327.52
5-Year Cloud Storage License - 30 Day, Capacity	192	261.98	50,300.16	0.00	50,300.16
5-Year Door License, Capacity Increase	162	524.48	84,965.76	0.00	84,965.76
5-Year Four-Camera Multisensor License, Capacity	27	1,416.98	38,258.46	0.00	38,258.46
Sub-Total			224,226.90	0.00	224,226.90
PROFESSIONAL SERVICES					
Alarm Configuration	13	0	0.00	13,650.00	13,650.00
Access Control Systems Testing	1	0	0.00	1,620.00	1,620.00

PROPOSED

Material Description	Units	Unit Price	Material	Labor	Total
Existing Alarm Panel Zone Matrix	12	0	0.00	1,440.00	1,440.00
Surveillance Configuration	51	0	0.00	2,975.00	2,975.00
Access Control Configuration	162	0	0.00	9,450.00	9,450.00
Wireless Configuration	2	0	0.00	840.00	840.00
Sub-Total			0.00	29,975.00	29,975.00

CONSUMABLES & RENTAL COSTS

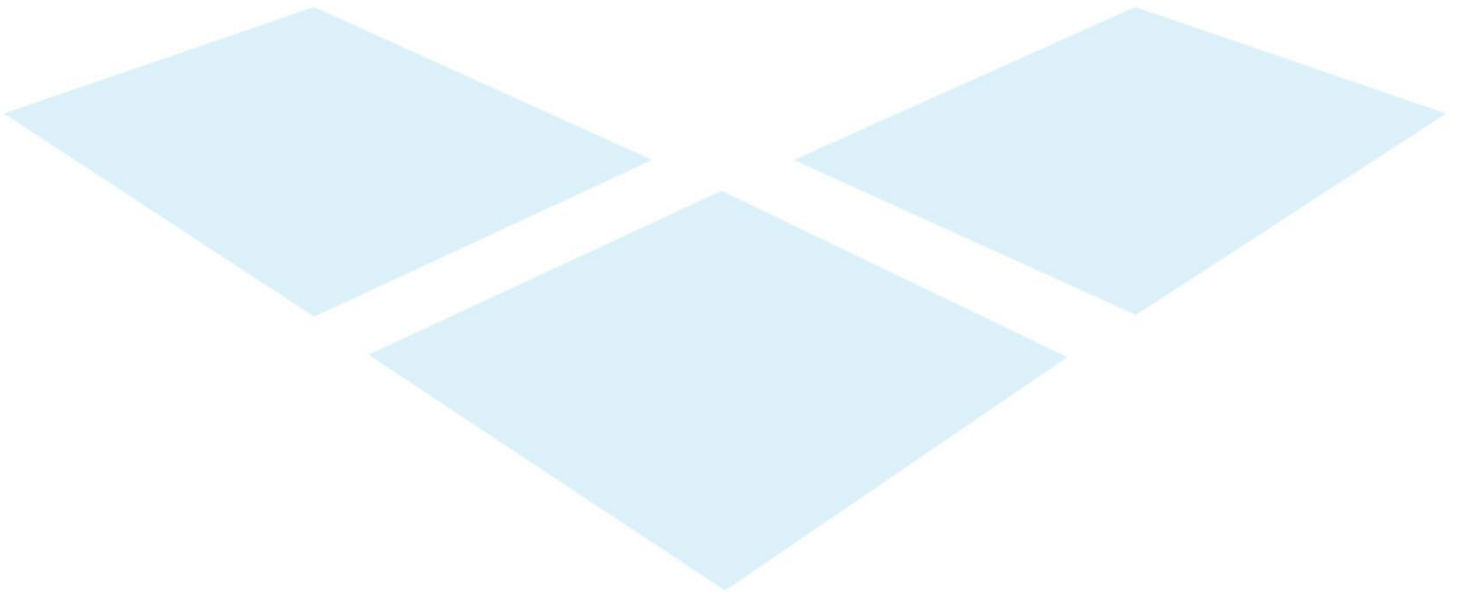
Project Setup and Teardown	98	0	0.00	3,307.50	3,307.50
Lift Rental	1	0	0.00	270.00	270.00
Consumables Materials & Labor	1	4,200	4,200.00	1,080.00	5,280.00
Sub-Total			4,200.00	4,657.50	8,857.50

VECTOR SERVICES

Receiving and Inventory	51	0	0.00	386.75	386.75
Training	1	0	0.00	1,400.00	1,400.00
Project Engineering	82	0	0.00	4,783.33	4,783.33
Documentation	1	0	0.00	3,040.00	3,040.00
Mobilization	1	0	0.00	1,822.50	1,822.50
Project Oversight	1	0	0.00	27,481.75	27,481.75
Sub-Total			0.00	38,914.33	38,914.33

PROJECT SUB-TOTAL	593,454.61	194,466.29	787,920.90
SALES TAX			28,615.15
PROJECT TOTAL			816,536.05

11. List of all current/outstanding contracts

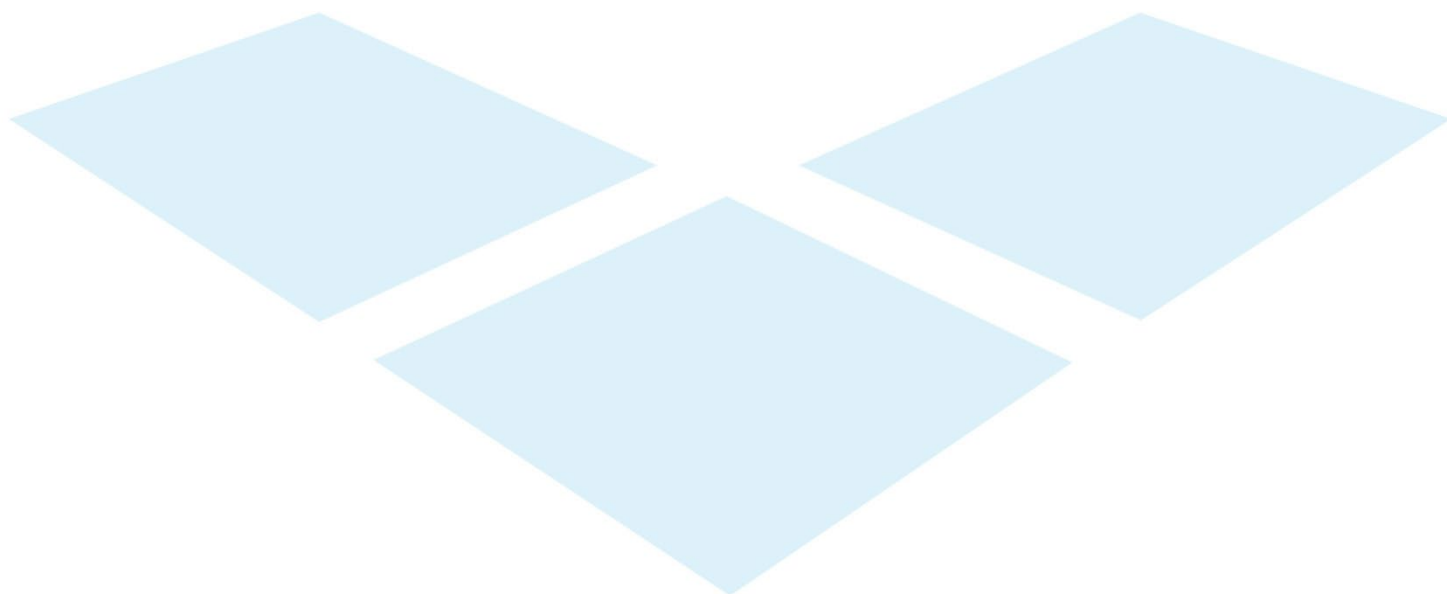


List of all Current/Outstanding Contracts

VectorUSA currently has a project backlog totaling \$14,161,309.04. Given the number of active contracts—spanning into the hundreds, providing a complete list of status and completion dates at this time is not practical. Furthermore, many of these contracts involve proprietary or confidential information.

However, if such details are deemed essential for evaluation purposes, we are prepared to provide the requested information upon award or under appropriate confidentiality agreements.

12. Other Information





6/2/2025

VectorUSA
20917 Higgins Ct.
Torrance, CA 90501

Ref: VectorUSA as Verkada Authorized Reseller / El Rancho Charter; Orange Unified School District

To Whom It May Concern,

This letter is to serve as proof that VectorUSA is an Authorized Reseller for Verkada's hardware, software and services. Please feel free to contact me if any further information with respect to Verkada's products is needed. My contact information is provided below.

Sincerely,

DocuSigned by:

A handwritten signature in black ink that reads 'Caleb Augustin'.

DEDA27FB4D8B497...

Caleb Augustin

Director of Channel

Verkada, Inc.

405 E. 4th Ave

San Mateo, CA 94401

caleb.augustin@verkada.com

Bureau of Security and Investigative Services



Alarm Company Operator

License No. ACO8157

Issue Date: 09/18/2024

Valid Until: 09/30/2026

VECTOR RESOURCES INC DBA VECTORUSA
20917 HIGGINS CT
TORRANCE, CA 90501-1723

The above is licensed as a Corporation with the State of California Bureau of Security and Investigative Services.

Qualified Manager - ANTONIO CERVANTES
CEO - DAVID ZUKERMAN
Secretary - JEFFREY ZUKERMAN
CFO - ROBERT MESSINGER

PLACE RENEWAL HERE

Valid Until: 09/30/2026

Receipt No. 7911

This Original License must be kept for the life of the license and posted in Public View.

The above named is a licensed Alarm Company Operator in the State of California, subject to the filing for renewal and the payment of the statutory fee by the expiration date.

The license is issued pursuant to, and continues in effect subject to compliance with, the provisions of Chapter 11.6 of Division 3 of the Business and Professions Code of the State of California, and the Rules and Regulations established thereunder, and the above named licensee is duly authorized under said Chapter.

Department of Consumer Affairs
Bureau of Security and Investigative Services
P.O. Box 989002
West Sacramento, CA 95798-9002
(916) 322-4000

--- POST IN PUBLIC VIEW ---

STATE OF CALIFORNIA

Contractors State License Board

Pursuant to Chapter 9 of Division 3 of the Business and Professions Code and the Rules and Regulations of the Contractors State License Board, the Registrar of Contractors does hereby issue this license to:

VECTOR RESOURCES INC

License Number 654046

to engage in the business or act in the capacity of a contractor in the following classification(s):

C-7 - LOW VOLTAGE SYSTEMS
C10 - ELECTRICAL
B - GENERAL BUILDING CONTRACTOR
D56 - TRENCHING (ONLY)

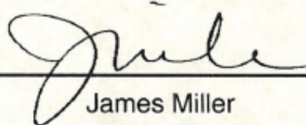
Witness my hand and seal this day,

December 7, 2012

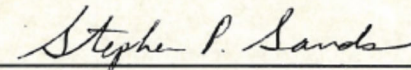
Issued September 11, 1992

This license is the property of the Registrar of Contractors, is not transferrable, and shall be returned to the Registrar upon demand when suspended, revoked, or invalidated for any reason. It becomes void if not renewed.

 dca DEPARTMENT OF CONSUMER AFFAIRS	CONTRACTORS STATE LICENSE BOARD ACTIVE LICENSE	
License Number 654046	Entity CORP	
Business Name VECTOR RESOURCES INC DBA VECTORUSA		
Classification(s) C-7 C10 B C61/D56		
Expiration Date 09/30/2026	www.cslb.ca.gov	



James Miller
Board Chair



Stephen P. Sands
Registrar of Contractors



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Phone (951) 572-3236
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City of Beaumont

Addendum #2

Request for Proposal: **INTEGRATED SECURITY ALARM SYSTEM**

Please note that the plans for the POLICE DEPARMENT, CITY HALL AND WASTEWATER have now been uploaded onto planetbids.

Acknowledgement of Addendum #2 (To be included with proposal)

6/2/2025

Signature

Date

Jeffrey Zukerman, Executive Vice President
Print Name



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Jeffrey Zukerman, Executive Vice President
Print Name



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City of Beaumont

Addendum #3

Request for Proposal: **INTEGRATED SECURITY ALARM SYSTEM**

Please note that additional plans for the have now been uploaded onto planetbids.

Acknowledgement of Addendum #3 (To be included with proposal)

6/2/2025

Signature

Date

Jeffrey Zukerman, Executive Vice President
Print Name



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City of Beaumont

Addendum #4

Request for Proposal: Integrated Security Alarm Systems

Please note that the RFP due date has now been extended to 6/02/25 3:00 pm. As mentioned in the RFP, we are requesting vendors to submit 1 color copy submitted on planetbids.

Acknowledgement of Addendum #4 (To be included with proposal)

6/2/2025

Signature

Date

Jeffrey Zukerman, Executive Vice President

Print Name



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Addendum #5

Request for Proposal: **INTEGRATED SECURITY ALARM SYSTEM**

Please note that additional plans for the have now been uploaded onto planetbids.

Acknowledgement of Addendum #5 (To be included with proposal)

6/2/2025

Signature

Date

Jeffrey Zukerman, Executive Vice President
Print Name



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Addendum #6

Request for Proposal: **INTEGRATED SECURITY ALARM SYSTEM**

Please note that additional documents have now been uploaded onto planetbids.

Acknowledgement of Addendum #6 (To be included with proposal)

6/2/2025

Signature

Date

Jeffrey Zukerman, Executive Vice President
Print Name



Addendum #7

RFP: INTEGRATED ALARM SYSTEM FOR CITY PROPERTIES

Questions & Answers

1. Can you please provide the zone list for burglar, cameras and access control if available?
 - The zone alarm list has been uploaded
2. By moving to a higher encrypted access system, new cards will need to be provided, how many cards does the city need?
 - 400 (estimated)
3. Are there any high value doors (IT Room) that require 2 factor authentication? I.E. present a card and a 4 digit pin?
 - Not at this time
4. How long do you want the recording of the cameras to be stored?
5. For some of the gates, like police department, they have keypads that us the input/output on the gate motor to open. To make these apart of the access control, trenching may be required. Is that something the City wants?
 - We would prefer a wireless system if possible, to avoid trenching. Yet, if trenching is the only option, please bid with trenching.
6. Could you share what the budget is for this project?
 - Unfortunately not at this time.
7. Can you confirm that the fire suppression system and monitoring of said system is to be removed from the SOW.
 - Yes
8. If the fire suppression system and monitoring is not removed from the SOW can it be no bid?
 - Yes
9. California Building Drawing – Can you confirm where the IT closets are within the building?
 - First floor diagram, that is 9'2" x 8'4" / second floor diagram labeled "Kitchen".
10. City Hall Campus Drawing – Which building is the California Building on this drawing?
 - The California building is at 514 California Ave and not at the City Hall Campus.
11. City Hall Campus Drawing – You show an "Animal Control" building but it's listed in the RFP under Police Department. Is there a floor plan for that building?
 - Unfortunately no there is no floor plan that exist at this time.



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12. For your needs per location - Are all the needs listed under the primary site valid for the 3 sub sites? i.e. Police Department only has Physical Access Control. So the 3 sub sites, Police Dept Annex, Building B – PD and Animal Control Office will only require Physical Access Control.
 - No, we will update with a document that will list out our needs per site.
13. During the walk it was stated that Fire safety was being removed from the scope of this project, please confirm.
 - Correct, we are removing that portion from RFP.
14. During the walk it was stated that all existing access control card readers were to be replaced with new, please confirm.
 - We would like to replace all AC readers.
15. During the walk it was stated that all existing alarm contacts and sensors were operational and can be used, please confirm.
 - If the contacts can be reused, we would prefer to keep the existing ones to cut costs. If not, then they will need to be replaced.
16. There is not camera specifications provided for existing or new. Please provide a specification required for all new camera types, ie. Outdoor dome, indoor dome, 180. Multi-sensor, ect. This will ensure all vendors are providing the City what is desired.
 - See uploaded document for specification.
17. During the walk there were conflicting counts given for both new access control doors and cameras. Please provide a count of new & existing cameras and access control, per building and site.
 - We will need a combination of multi-sensor(4 camera) for the external of the buildings and single sensors/ 360 degree for the interior of the buildings. We are working getting a count of cameras and the type of camera.

1080p or 2K no need for 4k.
18. For the cameras, please provide the type of camera required, by type and specification.
 - We will need a combination of multi-sensor(4 camera) for the external of the buildings and single sensors/ 360 degree for the interior of the buildings. We are working getting a count of cameras and the type of camera.

1080p or 2K no need for 4k.
19. For new alarms, please provide the quantity of buildings, number of doors per building and quantity of sensors required.
 - See uploaded document.
20. For alarms, please provide the zone list for your existing.
 - See uploaded zone alarm list.



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21. Due to the due date for this RFP being a holiday and RFI responses expected back on May 22, this will leave vendors 1 day to turn around a response. Can the City please extend the due date 2 weeks?
 - We have extended the response date.
22. For all new gate access control, please confirm that there is existing pathway from the closest building to the existing pedestal.
 - Yes
23. Alarm – How are the current alarm contacts cabled to the alarm panel? Are they installed in a home run fashion (1 cable per contact)? Or are they daisy chained (multiple contacts connecting back to the panel through 1 main cable)?
 - Every site is unique and different. From our knowledge, we believe each contact is set up with 1 cable per contact. We also know that each alarm panel is different in age as well.
24. Will the existing network switching infrastructure be available for the new cameras? a. If so, can you confirm there is enough existing port capacity for the new components? b. Can you confirm there is enough PoE budget to support the new components?
 - Yes, on both questions.
25. Do all locations requiring new AC and/or Surveillance have some type of internet access or access to the Beaumont City network?
 - Yes
27. Does each location receiving a new Alarm currently have a PSAP (public safety answering point) associated with the building's physical address?
 - Yes, currently our alarm service provider responds to alarms and reaches out to the PoC. We would like to continue the services like that.
28. Support & Maintenance – How frequently would you like to see maintenance efforts for the new installed equipment?
 - Support should be continuous, and preventative maintenance should be performed annually.
29. Training and Documentation – What type of training would you like. On-site or remote? How many sessions would you like for your administrative team? How many sessions would you like for the user group?
 - A minimum of 2 sessions per group.
 -
30. Term - Unless otherwise agreed to by the parties or as may be required by law, any renewal shall be based on the same prices, terms and conditions as the initial term. a. The installation company is unable to control manufacturer prices. Given current market volatility, will an opportunity to provide revised pricing if the manufacturer's MSRP has gone up in 5 years, be available?
 - We understand that cost changes and support and maintenance costs will also change. We added this as a potential option, not as a hard requirement.
31. Is the submission of a bid bond, and/or payment and performance bonds, required for this project?
 - No, it will not be required.



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32. Camera Recording Mode - Does the City require continuous 24/7 recording, motion-based recording, or event-triggered recording for each camera? What would be the on-premises recording retention policy?
- The city would like to have motion and event recording only.
33. Network Infrastructure Clarification - Can the City provide a current network topology or switch list for each facility to assess PoE capacity and uplink bandwidth per IDF?"
- The city has ample room on our switches to accommodate all the cameras, new and old.
34. Cybersecurity Requirements - Are there specific cybersecurity compliance requirements (e.g., CJIS, NIST, SOC2) that the proposed solution must meet?
- No
35. Alarm Monitoring Service - Does the City plan to use a third-party monitoring center for alarms, or will they be monitored by the City (e.g., Police Dispatch)?
- We would prefer a 3-party company handling burglary alarms. Please bid with 3rd party.
36. Does every site have a generator for backup power that can be relied upon for this project?
- Most building have generators, but please bid with backup solution.
37. Are UPS batteries required to provide failover for the switches in this project?
- No, the city switches are already on UPS.
38. What is the city's failover time requirement for this project?
- Please elaborate on the question?
39. Per the RFP, "Cameras should be suitable for both indoor and outdoor installation." Does this mean indoor cameras should be used indoors, and outdoor cameras should be used outdoors? Or should outdoor cameras be used for all installation locations?
- Indoor cameras will be used for indoor and outdoor cameras will be used for outdoors.
40. Sensor Types and Specifications - Please provide a list of existing alarm sensor types per site (e.g., door contacts, motion sensors, glass break sensors, duress buttons, etc.). Are any new sensor types expected to be added per site?
- Please review the uploaded zone list document.
41. Sensor Condition and Reuse - Can the City confirm that all existing alarm sensors are functional and tested, and specify if any are known to require replacement or upgrade?
- If the sensors are compatible with your solution, we would like to reuse. If not, then we need to replace them.
42. Wiring and Infrastructure - Are all existing alarm sensors hardwired back to a central alarm panel, or are there any wireless or hybrid deployments in place?
- They are all wired at this time.
43. Motion Sensor Requirements - Are new motion detectors required in any buildings or areas where currently not installed? If so, please indicate expected coverage areas.



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- No, please refer to the zone alarm list for areas.
 - 44. Under 7.L. it is requesting a list of all current/outstanding contracts. Could you clarify what contracts this is referring to?
 - 45. As per our job walk on 5/13, we would like to request the final counts of all devices for all the buildings to have a consistent count for all bidders.
- Please reference the badge camera alarm count document, plus add 23 cameras for the Chatney Recreation Center.
 - 46. As per the job walk, please confirm that the fire suppression, indicated in the bid documents, and fire alarm system will not be included in the scope of work for this project.
- Confirmed
- 47. Will there be an interview of the bidders?
- No
- 48. Is this a 5 year term contract or a lump sum install contract?
- 5-year contract
- 49. Could you please confirm whether the camera quantities listed represent only the new cameras being requested at each location? Also, will existing camera counts be added to the same spreadsheet later?
- The spreadsheet list the total amount of cameras including new and old. Except for the Chatney Recreation Center. Please add additional 23 cameras for the recreation center.
- 50. Lastly, will zone lists for the existing alarm systems be included in the final RFP documentation?
- The zone list has been uploaded.
- 51. What is the required video storage retention period for each location?
- 9 month retention policy.
- 52. Should we assume the same storage duration across all sites, or will requirements vary by location?
- Across all locations.
- 53. Approximately how many access control/badge users are expected across the sites?
- Approx. 300
- 54. Will detailed zone lists be provided for all locations currently equipped with intrusion alarm systems?
- The zone list has been uploaded for your review.



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55. Will the existing intrusion devices and HID readers at the Chatigny Recreation Center remain in place, or should we plan for all components of both systems to be replaced?
- If your solution can utilize our current HID readers we would like to keep them, but if not, then replace the readers.
56. Can a formal list be provided detailing the existing camera counts and their specific locations for each site, along with a separate list of the new cameras to be added for verification purposes?
- We have a spreadsheet with the total of cameras needed. Though, we need to add an additional 23 cameras that is not on the spreadsheet for the Chatigny Recreation Center.
57. No camera details were provided for the Chatigny Rec Center during the job walk, and the information for the other sites was difficult to interpret due to the hand-drawn equipment site maps that were provided.
- 23 cameras are needed for the Chatigny Recreation Center.

Acknowledgement of Addendum #7 (To be included with proposal)

6/2/2025

Signature

Date

Jeffrey Zukerman, Executive Vice President

Print Name