



## AGENDA REPORT

**Meeting Date:** March 1, 2011  
**Item Number:** F-13  
**To:** Honorable Mayor & City Council  
**From:** David L. Snowden, Chief of Police  
**Subject:** **APPROVAL OF AN AGREEMENT BETWEEN THE CITY OF BEVERLY HILLS AND ENG MOBILE SYSTEMS, INC. FOR THE PURCHASE AND MAINTENANCE OF A MOBILE ADVANCED TECHNOLOGY CONTROL CENTER VEHICLE; AND**

**AUTHORIZE A PURCHASE ORDER FOR THIS VEHICLE AND SERVICES IN AN AMOUNT NOT TO EXCEED \$363,552**

**Attachments:**

1. Agreement
2. Bid No. 11-21
3. Bid Wining Proposal

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### **RECOMMENDATION**

Staff recommends that the City Council move to approve an agreement between the City of Beverly Hills and ENG Mobile Systems, Inc. for the purchase and maintenance of a Mobile Advanced Technology Control Center vehicle, and the issuance of a purchase order to ENG Mobile Systems, Inc. in the amount of \$363,552.

### **INTRODUCTION**

On August 21, 2008, the City was awarded a grant by the United States Department of Justice (US DOJ) under the Byrne Discretionary Grants program for \$849,631. The purpose of this grant was to facilitate the implementation of the City's Unified Network of Interoperable Technology Enhancements (UNITE) program, a state-of-the-art information sharing and interoperable system that will enable law enforcement agencies to reduce criminal activity and help emergency responders deal with disasters.

UNITE is a prevention-based program that focuses on the need to link intelligence, communication and information to identify those activities that are pre-cursors or indicators of an emerging threat. The primary objective is to provide an open utilization

and management platform that readily interfaces with external partners and enables the joint sharing of vast amounts of criminal justice and emergency management real-time information. With grant funds, the City will develop a Data Integration and Data Sharing web-based portal to integrate disparate data sources, design and purchase a Mobile Advanced Technology Control Center (MATCC) vehicle, and implement fixed site ALPR systems.

**DISCUSSION**

On January 26, 2011, the City released Bid #11-21 requesting sealed bid proposals to supply the equipment and services necessary for the purchase and maintenance of the MATCC vehicle. The bid closed on February 4, 2011. The City received two bids. E-N-G Mobile Systems, Inc. submitted the lowest bid to the request for proposals and included itemized pricing with its bid. Farber Specialty Vehicles did not include itemized pricing.

<b>VENDOR</b>	<b>BID</b>
E-N-G Mobile Systems, Inc.	\$371,882 (sales tax not included)
Farber Specialty Vehicles	\$399,000 (sales tax not included)

The City's grant budget for the MATCC vehicle is \$364,064. Because both bids exceed the grant budget, staff removed some of the items from the vehicle specifications. By removing these items, the revised total cost for this purchase including sales tax is \$363,552.

**FISCAL IMPACT**

Funding for this purchase is budgeted in the Police Department's UNITE grant account (1902105F006). The total cost of the vehicle purchase and maintenance is \$363,552. The City will be reimbursed by US DOJ for this purchase.

  
\_\_\_\_\_  
Scott G. Miller, Director  
Finance Approval

  
\_\_\_\_\_  
David L. Snowden, Chief of Police  
Police Approval

# **Attachment 1**

**AGREEMENT BETWEEN THE CITY OF BEVERLY HILLS AND ENG MOBILE  
SYSTEMS, INC. FOR THE PURCHASE AND MAINTENANCE OF A MOBILE  
ADVANCED TECHNOLOGY CONTROL CENTER VEHICLE**

<b>NAME OF CONTRACTOR:</b>	<b>ENG Mobile Systems, Inc.</b>
<b>RESPONSIBLE PRINCIPAL OF CONTRACTOR:</b>	<b>Rex A. Reed Director of Business Development</b>
<b>CONTRACTOR'S ADDRESS:</b>	<b>2245 Via de Mercados Concord, CA 94520 Attention: Rex A. Reed</b>
<b>CITY'S ADDRESS:</b>	<b>City of Beverly Hills 455 N. Rexford Drive Beverly Hills, CA 90210 Attention: Commander Theresa Goldman Beverly Hills Police Department</b>
<b>COMMENCEMENT DATE:</b>	<b>March 2, 2011</b>
<b>TERMINATION DATE:</b>	<b>March 2, 2012</b>
<b>CONSIDERATION:</b>	<b>Not to exceed \$363,552 as more fully described in Exhibit B</b>

**AGREEMENT BETWEEN THE CITY OF BEVERLY HILLS AND ENG MOBILE SYSTEMS, INC. FOR THE PURCHASE AND MAINTENANCE OF A MOBILE ADVANCED TECHNOLOGY CONTROL CENTER VEHICLE**

THIS AGREEMENT is made by and between the City of Beverly Hills (hereinafter called "CITY"), and ENG Mobile Systems, Inc. (hereinafter called "CONTRACTOR").

**RECITALS**

A. CITY desires to have certain services and/or goods provided as set forth in Exhibit A (the "Scope of Work"), attached hereto and incorporated herein.

B. CONTRACTOR represents that it is qualified and able to perform the Scope of Work.

NOW, THEREFORE, the parties agree as follows:

**Section 1. CONTRACTOR's Scope of Work.**

CONTRACTOR shall perform the Scope of Work described in Exhibit A in a manner satisfactory to CITY and consistent with that level of care and skill ordinarily exercised by members of the profession currently practicing in the same locality under similar conditions. CITY shall have the right to order, in writing, changes in the Scope of Work. Any changes in the Scope of Work by CONTRACTOR must be made in writing and approved by both parties. The cost of any change in the Scope of Work must be agreed to by both parties in writing.

**Section 2. Time of Performance.**

CONTRACTOR shall commence its services under this Agreement upon receipt of a written notice to proceed from CITY. CONTRACTOR shall complete the performance of services by the Termination Date set forth above and/or in conformance with the project timeline established by the City Manager or his designee.

The City Manager or his designee may extend the time of performance in writing for two additional one-year terms or such other term not to exceed two years from the date of termination pursuant to the same terms and conditions of this Agreement.

**Section 3. Compensation.**

**(a) Compensation**

CITY agrees to compensate CONTRACTOR for the services and/or goods provided under this Agreement, and CONTRACTOR agrees to accept in full satisfaction for such services, a sum not to exceed the Consideration set forth above and more particularly described in Exhibit B, attached hereto and incorporated herein.

**(b) Expenses**

The amount set forth in paragraph A shall include reimbursement for all actual and necessary expenditures reasonably incurred in the performance of this Agreement

(including, but not limited to, all labor, materials, delivery, tax, assembly, and installation, as applicable). There shall be no claims for additional compensation for reimbursable expenses.

(c) **Additional Services.**

City may from time to time require CONTRACTOR to perform additional services not included in the Scope of Services. Such requests for additional services shall be made by City in writing and agreed upon by both parties in writing.

**Section 4. Method of Payment.** Unless otherwise provided for herein, CONTRACTOR shall submit to CITY a detailed invoice, on a monthly basis or less frequently, for the services performed pursuant to this Agreement. Each invoice shall itemize the services rendered during the billing period and the amount due. Within 30 days of receipt of each invoice, CITY shall pay all undisputed amounts included on the invoice. CITY shall pay CONTRACTOR said Consideration in accordance with the schedule of payment set forth in Exhibit B, attached hereto and incorporated herein.

**Section 5. Independent Contractor.** CONTRACTOR is and shall at all times remain, as to CITY, a wholly independent contractor. Neither CITY nor any of its agents shall have control over the conduct of CONTRACTOR or any of CONTRACTOR's employees, except as herein set forth. CONTRACTOR shall not, at any time, or in any manner, represent that it or any of its agents or employees are in any manner agents or employees of CITY.

**Section 6. Assignment.** This Agreement shall not be assigned in whole or in part, by CONTRACTOR without the prior written approval of CITY. Any attempt by CONTRACTOR to so assign this Agreement or any rights, duties or obligations arising hereunder shall be void and of no effect.

**Section 7. Responsible Principal(s)**

(a) CONTRACTOR's Responsible Principal set forth above shall be principally responsible for CONTRACTOR's obligations under this Agreement and shall serve as principal liaison between CITY and CONTRACTOR. Designation of another Responsible by CONTRACTOR shall not be made without prior written consent of CITY.

(b) CITY's Responsible Principal shall be the City Manager or his designee set forth above who shall administer the terms of the Agreement on behalf of CITY.

**Section 8. Personnel.** CONTRACTOR represents that it has, or shall secure at its own expense, all personnel required to perform CONTRACTOR's Scope of Work under this Agreement. All personnel engaged in the work shall be qualified to perform such Scope of Work.

**Section 9. Permits and Licenses.** CONTRACTOR shall obtain and maintain during the Agreement term all necessary licenses, permits and certificates required by law for the provision of services under this Agreement, including a business license.

**Section 10. Interests of CONTRACTOR.** CONTRACTOR affirms that it presently has no interest and shall not have any interest, direct or indirect, which would conflict in any manner with the performance of the Scope of Work contemplated by this Agreement. No person having any such interest shall be employed by or be associated with CONTRACTOR.

Section 11. Insurance.

(a) CONTRACTOR shall at all times during the term of this Agreement carry, maintain, and keep in full force and effect, insurance as follows:

(1) A policy or policies of Comprehensive General Liability Insurance, with minimum limits of Two Million Dollars (\$2,000,000) for each occurrence, combined single limit, against any personal injury, death, loss or damage resulting from the wrongful or negligent acts by CONTRACTOR.

(2) A policy or policies of Comprehensive Vehicle Liability insurance covering personal injury and property damage, with minimum limits of One Million Dollars (\$1,000,000) per occurrence combined single limit, covering any vehicle utilized by CONTRACTOR in performing the Scope of Work required by this Agreement.

(3) Workers' compensation as required by the state of California.

(b) CONTRACTOR shall require each of its sub-contractors to maintain insurance coverage which meets all of the requirements of this Agreement.

(c) The policy or policies required by this Agreement shall be issued by an insurer admitted in the State of California and with a rating of at least a B+;VII in the latest edition of Best's Insurance Guide.

(d) CONTRACTOR agrees that if it does not keep the aforesaid insurance in full force and effect CITY may immediately terminate this Agreement or, if insurance is available at a reasonable cost, CITY may take out the necessary insurance and pay, at CONTRACTOR's expense, the premium thereon.

(e) At all times during the term of this Agreement, CONTRACTOR shall maintain on file with the City Clerk a certificate or certificates of insurance on the form set forth in Exhibit C, attached hereto and incorporated herein, showing that the aforesaid policies are in effect in the required amounts. CONTRACTOR shall, prior to commencement of work under this Agreement, file with the City Clerk such certificate or certificates. The general liability and auto liability shall contain an endorsement naming the CITY as an additional insured. All of the policies required under this Agreement shall contain an endorsement providing that the policies cannot be canceled or reduced except on thirty (30) days prior written notice to CITY, and specifically stating that the coverage contained in the policies affords insurance pursuant to the terms and conditions as set forth in this Agreement.

(f) The insurance provided by CONTRACTOR shall be primary to any coverage available to CITY. The policies of insurance required by this Agreement shall include provisions for waiver of subrogation.

(g) Any deductibles or self-insured retentions must be declared to and approved by CITY. At the option of CITY, CONTRACTOR shall either reduce or eliminate the deductibles or self-insured retentions with respect to CITY, or CONTRACTOR shall procure a bond guaranteeing payment of losses and expenses.

Section 12. Indemnification. CONTRACTOR agrees to indemnify, hold harmless and defend CITY, City Council and each member thereof, and every officer, employee and agent of

CITY, from any claim, liability or financial loss (including, without limitation, attorneys fees and costs) arising from any intentional, reckless, negligent, or otherwise wrongful acts, errors or omissions of CONTRACTOR or any person employed by CONTRACTOR in the performance of this Agreement.

**Section 13. Termination.**

(a) CITY shall have the right to terminate this Agreement for any reason or for no reason upon five calendar days' written notice to CONTRACTOR. CONTRACTOR agrees to cease all work under this Agreement on or before the effective date of such notice.

(b) In the event of termination or cancellation of this Agreement by CITY, due to no fault or failure of performance by CONTRACTOR, CONTRACTOR shall be paid based on the percentage of work satisfactorily performed at the time of termination. In no event shall CONTRACTOR be entitled to receive more than the amount that would be paid to CONTRACTOR for the full performance of the services required by this Agreement. CONTRACTOR shall have no other claim against CITY by reason of such termination, including any claim for compensation.

**Section 14. CITY's Responsibility.** CITY shall provide CONTRACTOR with all pertinent data, documents, and other requested information as is available for the proper performance of CONTRACTOR's Scope of Work.

**Section 15. Information and Documents.** All data, information, documents and drawings prepared for CITY and required to be furnished to CITY in connection with this Agreement shall become the property of CITY, and CITY may use all or any portion of the work submitted by CONTRACTOR and compensated by CITY pursuant to this Agreement as CITY deems appropriate.

**Section 16. Records and Inspections.** CONTRACTOR shall maintain full and accurate records with respect to all matters covered under this Agreement for a period of five (5) year(s). CITY shall have access, without charge, during normal business hours to such records, and the right to examine and audit the same and to make copies of transcripts therefrom, and to inspect all program data, documents, proceedings and activities.

**Section 17. Changes in the Scope of Work.** The CITY shall have the right to order, in writing, changes in the scope of work or the services to be performed. Any changes in the scope of work requested by CONTRACTOR must be made in writing and approved by both parties.

**Section 18. Notice.** Any notices, bills, invoices, etc. required by this Agreement shall be deemed received on (a) the day of delivery if delivered by hand during the receiving party's regular business hours or by facsimile before or during the receiving party's regular business hours; or (b) on the second business day following deposit in the United States mail, postage prepaid to the addresses set forth above, or to such other addresses as the parties may, from time to time, designate in writing pursuant to this section.

**Section 19. Attorney's Fees.** In the event that either party commences any legal action or proceeding to enforce or interpret the provisions of this Agreement, the prevailing party in such action shall be entitled to reasonable attorney's fees, costs and necessary disbursements, in addition to such other relief as may be sought and awarded.

**Section 20. Entire Agreement.** This Agreement represents the entire integrated agreement between CITY and CONTRACTOR, and supersedes all prior negotiations, representations or agreements, either written or oral. This Agreement may be amended only by a written instrument signed by both CITY and CONTRACTOR.

**Section 21. Exhibits; Precedence.** All documents referenced as exhibits in this Agreement are hereby incorporated in this Agreement. In the event of any material discrepancy between the express provisions of this Agreement and the provisions of any document incorporated herein by reference, the provisions of this Agreement shall prevail.

**Section 22. Governing Law.** The interpretation and implementation of this Agreement shall be governed by the domestic law of the State of California.

**Section 23. City Not Obligated to Third Parties.** CITY shall not be obligated or liable under this Agreement to any party other than CONTRACTOR.

**Section 24. Severability.** Invalidation of any provision contained herein or the application thereof to any person or entity by judgment or court order shall in no way affect any of the other covenants, conditions, restrictions, or provisions hereof, or the application thereof to any other person or entity, and the same shall remain in full force and effect.

EXECUTED the \_\_\_\_\_ day of \_\_\_\_\_ 201\_\_ at Beverly Hills, California.

CITY OF BEVERLY HILLS  
A Municipal Corporation

\_\_\_\_\_  
JIMMY DELSHAD  
Mayor of the City of  
Beverly Hills, California

ATTEST:

\_\_\_\_\_  
BYRON POPE (SEAL)  
City Clerk

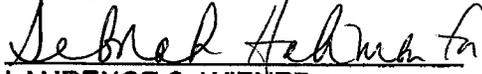
CONTRACTOR: ENG Mobile Systems, Inc.

\_\_\_\_\_  
DICK A. GLASS  
President

\_\_\_\_\_  
SHARON L. GLASS  
Corporate Secretary

[Signatures continue]

APPROVED AS TO FORM:



LAURENCE S. WIENER  
City Attorney

APPROVED AS TO CONTENT:



JEFFREY KOLIN  
City Manager



DAVID SNOWDEN  
Chief of Police



KARL KIRKMAN  
Risk Manager

**EXHIBIT A  
SCOPE OF WORK**

**BEVERLY HILLS POLICE DEPARTMENT MOBILE ADVANCED TECHNOLOGY CONTROL CENTER**

CONTRACTOR shall order, completely build and upfit, and deliver in completed and operational form, a specially-ordered and built Ford E-Series van for use by the Beverly Hills Police Department (BHPD) as a Mobile Advanced Technology Control Center ("MATCC" or "vehicle") in accordance with the specifications described in Attachment 1 to this Exhibit.

The MATCC vehicle will serve as a mobile communications interoperability platform, utilizing the latest technologies and electronics to support Citywide voice, data and video communications. The vehicle shall be built with the highest quality materials available and the highest quality workmanship.

The vehicle's primary major components include but are not limited to land mobile radios in multiple radio bands, a radio audio-bridging system for mutual aid/interoperability purposes, a mobile satellite system and capabilities to support VOIP, landline telephone connections, transmitting of streaming video and data, and a local WiFi connectivity point. The design and engineering of this platform involved the collaboration of several City Departments along with extensive research including data and input collected and evaluated from other municipal, county state and federal agencies.

**Vehicle Delivery Date:** Vehicle shall be assembled, completed and ready for delivery to CITY's Police Department on or before June 10, 2011.

## ATTACHMENT 1 TO EXHIBIT A

### **SECTION 1: Requirements/Specifications**

#### **1-1. General Requirements.**

- 1-1.1 Except as specified herein, CONTRACTOR shall use new, first quality components to upfit the required van.
- 1-1.2 CONTRACTOR shall perform the upfitting services in accordance with all applicable federal, state and local codes, regulations, and guidelines pertaining to vehicle safety and the proper operation of the van including, without limitation, Federal Motor Vehicle Safety Standards (FMVSS) and Regulations, U.S. Consumer Product Safety Commission Regulations, Division 2 ("Department of the California Highway Patrol") of Title 13 ("Motor Vehicles") of the California Code of Regulations, and Occupational Safety and Health Administration (OSHA) Regulations.
- 1-1.3 CONTRACTOR shall perform all work in a neat manner and with craftsman-like quality, in accordance with accepted modern practices and industry standards. CONTRACTOR shall exercise care in installing material and equipment so as not to unnecessarily mar or deface any portion of the vehicle or its equipment. CONTRACTOR shall not cut, omit or remove any component of the van without first obtaining the CITY's permission.
- 1-1.4 CONTRACTOR shall not install or add any component that will adversely affect the van's overall weight, electrical system, general performance or roadworthiness, or that will promote excessive and/or unnecessary wear on any of the van's components. CONTRACTOR shall, in a professional manner and using a safe method, reinforce potentially affected van components so as to protect the van and its future occupants from any potential problems.
- 1-1.5 Included as part of the bid price are quality-control inspection visits by CITY staff, including but not limited to travel, lodging, and transportation, paid for entirely by CONTRACTOR throughout the van's building process, pre-delivery, and up to the CITY's final acceptance of the upfitted van. CONTRACTOR and CITY staff shall coordinate inspection schedules.
- 1-1.6 CONTRACTOR shall provide the CITY with a professionally prepared schematic diagramming the van's electrical wiring and identifying the location of the van's electrical component's installed at time of CONTRACTOR's delivery of the van to the CITY. CONTRACTOR shall provide three (3) print copies and one (1) electronic copy of this document.
- 1-1.7 CONTRACTOR shall obtain the CITY's approval of the van's antenna locations prior to drilling mounting ports on the van. All external

connections must be leak-proof, weather-resistant and long lasting. Per CONTRACTOR specifications.

- 1-1.8 CONTRACTOR shall ensure that the van's circuit wires, breakers or fuses, relays and electrical components are of sufficient size and capacity to carry the circuit's maximum-rated load.
  - 1-1.9 CONTRACTOR shall either (i) color code the van's electrical wires for easy identification and to facilitate ease of troubleshooting, repair, and maintenance or (ii) identify each electrical wire by affixing visible tags with unique identifications at both ends of the wires and at thirty-six inch (36") intervals in between. CONTRACTOR shall securely fasten all electrical wiring materials and equipment in place and out of sight. CONTRACTOR shall route and protect the van's electrical wiring in a manner that will prevent chafing, abrasion, rubbing, shorting, exposure to moisture, etc. CONTRACTOR shall not use electrical tape.
  - 1-1.10 CONTRACTOR shall splice and fasten the van's electrical wiring and connectors by either crimping or soldering the wiring and connectors to maintain positive connectivity. CONTRACTOR shall not use Scotch locks as connectors or in-wire splices.
  - 1-1.11 CONTRACTOR shall rack-mount the van's electronic components into standard nineteen-inch (19") equipment rack (w/rear doors and enclosed sides, per CONTRACTOR) and install the equipment rack so as to provide easy maintenance access.
  - 1-1.12 CONTRACTOR shall provide detailed documentation for the entire upfitting of the van, including wiring diagrams, electrical/mechanical components, and warranty and component manufacturer information. CONTRACTOR shall provide three (3) print copies and one (1) electronic copy of each of these documents.
  - 1-1.13 CONTRACTOR shall include in provided documentation all manufacturer's OEM extended warranties and service agreements for the van's major components, including, without limitation, the van's HVAC systems, generators and electronics.
  - 1-1.14 CONTRACTOR shall provide for in-depth, on-site vehicle inspection and (16) hours of both classroom and practical training for up to (8) CITY Staff to be scheduled over a period of (3) days. All training materials to be prepared in advance of aforementioned training. CONTRACTOR shall provide a minimum of eight (8) print copies and one (1) electronic copy of the training and operational documentation.
- 1-2. Vehicle Requirements. CONTRACTOR shall order and upfit the van according to the following specifications:
- 1-2.1 Base Platform
    - 2011 Ford E-350 Super Duty Cargo - Extended
    - 6.8L EFI V10 Gasoline Engine

- Electronic 5-Speed Automatic Transmission with OD
- GVWR: 9500 lb Payload Package
- 4- Wheel Power Disc Brakes with Anti-Lock
- 3.73 Axle Ratio
- 31 Gallon capacity Fuel Tank (reduced capacity due to 4WD)
- 138" Wheelbase
- 78-Amp Heavy Duty Battery
- Auxiliary Battery per CONTRACTOR Specifications
- Boost System: CONTRACTOR Specifications
- Extra Heavy Duty Minimum 225-Amp Alternator
- Rear Leaf Spring Modification (add assist springs)
- Factory Tinted Front Windshield
- Premium Van Group/Interior Upgrade Package including: Insulation package, full length cloth headliner, polypropylene side and rear door trim panels (to be upgraded with high-quality carpet material), dual captain's chairs, cloth captain's chairs, ETR AM/FM Stereo with clock/single CD player (to be upgraded to Ford Premium combination radio/navigation system with Ford SYNC<sup>®</sup>), 4-Speakers and audio jack.
- High Series Exterior Upgrade Package: Dual seal beam with fixed lens headlamps, chrome front and rear contour bumpers, rear chrome step bumper, chrome grille.
- Power Group including: Power Door Locks, Back Door Switch, Power Windows, One Touch Down Power Driver Window, Remote Keyless Entry/Panic Alarm, Panic Button that activates anti-theft warning system and (6) complete sets of vehicle keys and remote transmitters.

1-2.2 Options. CONTRACTOR shall order and upfit the van with the following options and, if applicable, include the manufacturer's OEM extended warranty:

- Quigley Motor Company, Inc. to convert van to 4-wheel drive
- Upgrade to 16" x 7" Steel Wheels by Quigley
- Spare tire same as the road tires
- Hinged side cargo doors, 60/40 with swing out, one-way view glass. Door windows equipped with interior security shade.
- Cloth Captain's Chairs
- Interval Wipers

- 4-Speaker Radio Prep Package
- Monotone Paint Application: Black
- 50-State Emissions System
- Auxiliary Fuel Port
- Passenger Airbag Cut-Off Switch
- SecuriLock Passive Anti-Theft System
- User-Defined and Properly-Labeled Switches
- Instrument Panel Electronic Message Center
- Tire Pressure Monitoring System
- Trailer Tow Package
- Integrated Trailer Brake Controller
- Electric Telescoping Trailer Tow Mirrors
- Speed Control
- Reverse Sensing System
- Heavy-duty running boards with step pads
- Matching side access steps for front driver/passenger doors.
- Power Driver Seat Adjuster (also for passenger seat if available).
- Back-Up / Reverse Camera
- AdvanceTrac with Roll Stability Control
- High Capacity Front and Rear Air Conditioning
- Premium combination radio/navigation system with Ford SYNC® complete radio/audio system.
- Privacy Glass, right side doors.
- Medium tint on front door windows.
- Remote/Keyless Vehicle Entry with PowerCode remote start (6 sets).
- Backup Alarm: Tail-Gator, tied to the reverse lights circuit with momentary driver cut-off switch.
- Roof Deck: install rooftop platform, heavy-duty, weather-resistant, black, non-slip surfaces, ruggedized access ladder to roof, appropriately located safety grip handles (to be approved by customer).
- High-quality, high-intensity LED floodlights mounted to roof rack for illumination of both side areas and rear area of vehicle (to be approved by customer).

- Custom aluminum bumper/grill guard/winch mount, per CONTRACTOR.
- Front-mounted, auxiliary high-intensity driving lights mounted to grill guard (to be approved by customer).
- Front-Mounted WARN Powerplant Dual Force HD winch/air compressor with remote control.

1-2.3 Interior. CONTRACTOR shall order and upfit the van with the following interior features:

- (2) complete, redundant workstations in the rear work area.
- Easy clean, heavy-duty, carpeted walls; noise canceling/attenuating walls in work areas.
- Black, Gray or any matching interior color, seamless, easy clean, heavy duty floor covering; CONTRACTOR shall specify details of the floor covering.
- All Interior Lights: red and white, LED Technology, each light with its own switch in addition to front and rear master switches for all interior lights. All interior lighting to include dimming capabilities wherever possible. Avoid fluorescent lighting if possible.
- Concealable rear work area with ability to close off the work area from the front area and side door windows, creating a "covert" work area.
- Heavy-duty, multi-adjustable, ergonomic roll-around chairs with anchor or lock capability for the rear workstation areas. CONTRACTOR shall specify details of the chairs.
- Front seat passenger captain's chair to swivel and lock to face the rear work area.
- Connector access panel for the right-front passenger: Ethernet, RCA, 12V DC, 110V AC

1-2.4 Environment. Respondent shall order and upfit the van with the following environmental features:

- Air Conditioner Prep for HD Roof-Mount A/C Unit.
- Coleman or equivalent minimum 15000 BTU rooftop A/C Unit, with integrated 3600 BTU heat strip. Include manufacturer's standard warranty.
- High-quality, full-feature weather monitoring station with interior lighted display with access controls. Davis Instruments 6162 Vantage Pro2 Plus or similar.

1-2.5 Electrical System. Respondent shall order and upfit the van with the following electrical system:

- 120V Power Distribution System, high-quality construction with status meters-indicators in the cab and in the rear work area of vehicle.
- Generator: Minimum 7.0 kW Onan Platinum EFI air-cooled generator or equivalent, low oil pressure shut-down, vacu-flo cooling or equivalent, auto-start driver's switch-controlled. Street-side, Heavy Duty rustproof locking generator compartment, with exhaust direction and noise suppression, anti-rattle. Include manufacturer's standard warranty.
- Dash-mounted Control Panel with indicator lights and alarm systems for monitoring and operating generator and all other electrical systems. All gauges to have digital displays where possible. Specs per CONTRACTOR.
- Heavy-duty shore power connection system, minimum thirty feet (30') reeled cable with Control Panel indicator light.
- Charger: 120V/12V/80 amp with controlling circuit.
- Interior Carbon Monoxide monitor/alarm.
- Exterior, securable, high-quality weather-resistant connector panels with access for 110V AC, 12V DC, RJ-45, Ethernet, and RCA terminations on three (3) sides of the van (exclude front). Include OFF/ON master switch(es) with indicator inside work area for these panels.

1-2.6 Electronics. CONTRACTOR shall order and upfit the van with the following electronics:

- TracStar Mobile System or current equivalent Satellite voice/data system capable of Everything over IP (EoIP). This includes Data, Video, VoIP, and RoIP etc. System shall be modem and provider independent and shall be sized to allow for high data rate: bandwidth up to 2Mbps upload / 8Mbps download. Connectivity plan should be intended for public safety usage, minimum monthly access charge, and shall be determined/approved after installation of equipment. Two (2) full years of total activation (TracVSAT service 128/512 kbs) and connectivity/access/tax fees for dedicated channel assignments shall be included with this system, paid in full and activated at time of final van delivery. CITY reserves the right to cancel the service plan with ninety (90) days' notice to provider. Connectivity plan shall include instant 24/7/365 customer service access. Include Factory standard warranty.
- KU Band Auto Deploy VSAT antenna: Antenna must be a minimum size of 1.2M with 10W BUC, PLL LNB. Require model TracStar1200 with the following features. One button solution, auto-acquisition controller to find the satellite in minutes, providing rapid deployment and operation on any satellite worldwide without

a satellite technician. System should include a Roto-Lock® Cable Drive Positioner or equivalent. Positioner should have Az/EI Positioning Accuracy. System Backlash .002-.006°. Absolute Available .02 to .3°. Resolution Available .01 to .1°. Antenna assembly to be black in color.

- iDirect 3000 series satellite modem or similar. Satellite modem should include IP router, TCP acceleration and advanced QoS and prioritization capabilities. The 3000 Series Satellite Routers support IP data rates up to eighteen (18) Mbps downstream and up to five (5) Mbps upstream.
- TracStar SV360 In-Motion Satellite Television Antenna: Antenna must provide In-Motion Auto-Tracking capable of Direct TV and Dish Network Services. Antenna must provide a dual LNB. Antenna must utilize a single RG-6 coaxial cable connection with no additional cables required for control. Antenna must run off 110V AC with no more than one (1) Amp draw peak. Antenna must not exceed 12.75" tall. Antenna must not exceed twenty-five (25) pounds. Tracking performance must meet or exceed <50 degree per second azimuth / <50 degree per second elevation. Tracking performance must meet or exceed elevation travel of fifteen (15) to sixty-six (66) degrees. Tracking performance must have unlimited azimuth travel with no cable wrap. Antenna Control Display must provide user interface for antenna status, satellite and antenna configuration, and antenna performance diagnostics. Antenna Control Display must allow for remote install from the control unit. Antenna Control must provide a one button Start/Stop. Antenna dome to be black in color.
- Avaya IP Office Product Telephone System, per CONTRACTOR specifications. The telephone system should be able to connect to other SIP providers at teleport as a backup voice path. The system shall include four (4) desk or wall mounted handsets and two (2) high-quality cordless devices.
- One (1) Extreme Networks 48-port X450e Series Switch populated with the XGM2-2sf Option Card. Product to include two (2) SX-SFP and two (2) LX SFP 10G Optics Modules. Include factory warranty/maintenance package.
- Complete internal and external physical wiring plant consisting of Category 6 or better copper, and a hybrid of single mode and multi-mode fiber. The internal copper wiring should be aggregated and terminated on one end at a fixed rack mounted 48 Port Category 6 Patch Panel, SystemMax or equivalent, mounted adjacent to aforementioned rack-mounted Extreme Networks X450E. The other end of copper plant to be distributed to a number of inside and outside workstation locations and terminated in RJ-45 jacks.

Internal terminations of copper plant to be completed on a typical indoor office type wall-mount or surface-mount receptacle. External terminations of copper plant to be completed in a weather proof and securable enclosure. The fiber plant is to be run between an internal rack-mounted enclosure co-located with the copper plant aggregation and an exterior panel which should also house shore power and other external connections utilizing mil-spec type plug connectors.

- Juniper SSG 20 serial firewall system. Include ADSL 2+ and T1 modules.
- IBM Server and Storage to be included. Specifications are as follows:

System x	Config 1	
425152U	x3250 M3, Xeon 4C X3450 2.67GHz/1333MHz/8MB, 2x1GB, O/Bay HS 3.5in SATA/SAS, SR BR10ii, 351W p/s, Rack	1
44T1599	4GB (1x4GB, Dual Rankx8) PC3-10600 CL9 ECC DDR3-1333MHz LP RDIMM	2
42D0782	IBM 2TB 7200 NL SATA 3.5in HS HDD	2
51J9077	3 Year Onsite Repair 24x7 4 Hour Response	1
46M0901	IBM UltraSlim Enhanced SATA DVD-ROM	1
P72-04242	Windows Server Enterprise 2008 R2 License	1

- HP LaserJet Pro M1536DNF Network-Ready All-In-One Printer.
- One (1) Sierra Wireless MP890W-CD-D AirLink Wi-Fi GPS HSUPA for AT&T: with DC power cable and 3-year warranty. One (1) Sierra Wireless MP 597 GPS CDMA (or latest 4G LTE release) modem for Sprint Wireless. Include 2-year unlimited wireless coverage plan for each device.
- Wilson Electronics 804002 Cellular 40dB In-Vehicle Wireless Bi-Directional Amplifier for iDEN (Nextel). Include coax and external antenna connection. Install power switch for each amplifier.
- Wilson Electronics 801201 Mobile Wireless Cellular/PCS Dual-Band 824-894MHz / 1850-1990MHz Amplifier. Include coax and external antenna connection. Install power switch for each amplifier.
- Dell Latitude XT2 XFR-series ruggedized tablet computers (latest Dell release): One (1) for front driver-passenger MDT system, and one (1) for *each* rear workstation. (Features and options to be provided by the CITY's IT Department).

- Dell or equivalent high quality, High Definition computer monitors securely mounted at workstations. Touch Screens preferred. Includes mounts.
- High-quality wireless, compact, ruggedized full featured wireless keyboard and wireless mouse for each workstation.
- Logitech HD Webcam C510 or equivalent webcam at each computer workstation. Add one (1) additional interior HD webcam (wide angle, low light) positioned to view entire rear work area.
- Add two (2) deployable spools of armored fiber, each three hundred feet (300') in length, hybrid mix of single mode and multi mode fiber, pre-terminated with mil-spec'd connectors consistent with others on the vehicle. Fiber Snake on a reel, 91.4-m.
- One (1) Xirrus 8-array antenna: One (1) Xirrus XN8 to be roof-mounted on the exterior and fully encapsulated, weatherproof and integrated with the internal network. Pole-mounting kit, if necessary. Per CONTRACTOR specifications.
- AO-8ABGN 802.11 a/b/g/n ArrayOS Software for XN8 Wi-Fi Arrays.
- Six (6) exterior, roof-mounted, weather-resistant, compact size, color, high definition, wide angle, IP cameras to provide three hundred sixty degree (360°) view of exterior of the vehicle. Viewable from monitors inside workstation area. WPC-2700 Color 380TV lines, exterior housing.
- DirecTV complete satellite television receiver to be integrated with TracStar SV360 antenna system. Television to be viewable from all displays and monitors. Complete, premium service plan to be pre-paid for two (2) years.

1-2.7 Communications. CONTRACTOR shall order and upfit the van with the following communication features:

- One (1) Driver/Passenger: Motorola XTL5000 Mobile Radio, UHF 450-520 MHz, *full-feature microphone* (specs available from BHPD/Motorola). Include all mounting hardware and antenna.
- PROVIDED BY CITY: Rear Work Stations: Two (2); one (1) for each work station - Motorola XTL5000 Mobile Radio, remote-mount, UHF 450-520 MHz, *standard or control head microphone* (specs available from BHPD/Motorola). Include all mounting hardware and antenna.
- PROVIDED BY CITY: Rear Work Stations: One (1) Motorola XTL5000 Mobile Radio, VHF 136-174 MHz, *dual control-head* (specs available from BHPD/Motorola). One control head for each rear workstation position. Include all mounting hardware and antenna.

- One (1) Motorola XTL5000 Mobile Radio, 700-800 MHz band radio, control head microphone, dual head configuration for front-driver/passenger and (1) rear workstation operation (specs available from BHPD/Motorola).
- Master Radio Kill Circuit, per CONTRACTOR specifications.
- Raytheon JPS ACU-T: The ACU-T The interoperability solution shall be capable of interfacing up to five communications devices in a single chassis. It is essential that the interoperability device be controllable by the Raytheon ACU Controller Software package and capable of seamless integration with the ACU-2000 to ensure consistency and compatibility with existing equipment used by this agency. Respondent is to include all necessary cards and interface cables for: two (2) Motorola XTS5000 Portable Radios, one (1) Motorola XTL5000 Mobile Radio, one (1) Macom Jaguar series, two (2) Harris Unity portable radios, one (1) Nextel cell phone, (with cable connections to external antennas). Additional interface cables may be requested during vehicle build period. All per CONTRACTOR specifications.
- Motorola 900 series mobile phones: 1- F260309USBB for use on AT&T Mobility network unit mounted in front driver-passenger area and one (1) of same model mounted in the rear workstation area. Include privacy handsets. RAM mounts. Both cell phones to be AT&T service-activated by BHPD.
- Uniden Bearcat BCD996XT Trunking Scanner with appropriate cables, software, external antenna.
- All external antennas on vehicle to be black in color. Antenna lengths and installation on rooftop rack array must be symmetrical.

**1-2.8 Emergency Equipment.** CONTRACTOR shall order and upfit the van with the following emergency equipment:

- Interior upper windshield thin-profile LED light bar, red/clear/blue. Lightbar must include LED Take-Down Lights. Light bar shall comply with CA Vehicle Code Section 25252. CITY will provide the CONTRACTOR with details.
- Red/Blue multi-module LED grill lights, mounted behind grill. The CITY will provide the CONTRACTOR with details.
- Rear red/blue/amber LED lights and arrow stick, roof mount above rear doors. CITY will provide the CONTRACTOR with details.
- Rooftop red/blue LED light strip mounted on each side of roof rack, for side visibility. CITY will provide the CONTRACTOR with details.
- 4-corner LED Hide-A-Way system strobe-type lights. CITY will provide the CONTRACTOR with details.

- Headlight high beam wig-wag flashing system.
- Federal Signal Smart Siren System with Signal Master Control, 200-watt minimum, Remote Amplifier, Dual Output, P/A with dedicated microphone. The City must approve of the location of the controls and the indicator panel, and panel programming.

## **SECTION 2: Construction and Completion Process**

- 2-1. CITY and the BHPD are the sole and exclusive judge of quality and compliance with the proposal specifications in any of the matters pertaining to this SOW.

### **CONTRACTOR's Warranty**

CONTRACTOR shall provide on-going technical support and service based on warranties applied by the vehicle manufacturer and the manufacturers of all of the components contained within the vehicle, many with their own specific warranties. CONTRACTOR will facilitate warranty service for the vehicle and its components in order to initiate service work, unless the CITY initiates the service through internal channels such as with the Public Works Fleet Services Division. CONTRACTOR has summarized its warranty coverage as follows:

In the event that service or warranty work is required, it will be handled in the following manner:

Once CONTRACTOR is notified of the problem, CONTRACTOR may elect to respond in one of the following ways:

1. If it is a simple parts replacement of an in-stock item, that item will be sent via overnight courier to CITY.
2. Local Support: CONTRACTOR contracts with Film Vehicle Services to provide local evaluation and coordination of warranty and service items. Film Vehicle Services has extensive experience and contacts for vehicle related issues both with Ford Motor Company and with service suppliers throughout the Southern California area. Film Vehicle Services also has the necessary equipment, bonding, insurance and expertise to safely move the MATCC should it need to be transported either to a local service facility or to CONTRACTOR facilities. Film Vehicle Services understands the critical nature of the mission of the MATCC, as well as the value of the vehicle. Film Vehicle Services will provide first response "eyes on the ground" to evaluate a situation and coordinate the response with CONTRACTOR. Film Vehicle Services is already a registered vendor of CITY.

3. If requested by CITY, CONTRACTOR can field a factory Technician to the location of the MATCC within 8 hours of a determination of that need. (There are frequent flights daily between Burbank, CA and Oakland, CA, the nearest air terminal to CONTRACTOR.

4. If merited, the MATCC can be transported to CONTRACTOR facilities in Concord, CA in approximately 8 hours time. (365 miles.)

## **CONTRACTOR LIMITED WARRANTY**

### **BASIC MOBILE SYSTEM COVERAGE**

CONTRACTOR will repair or replace any part of the mobile system which proves defective in material and/or workmanship in normal use and service for the first 12 months from the date of delivery to the original owner, except as specified under "What Is Not Covered." This warranty is automatically transferred to subsequent owners, at no charge, upon notification in writing to CONTRACTOR by the new owner within 30 days of such ownership change.

### **OBTAINING SERVICE**

Notify CONTRACTOR, 2245 Via De Mercados, Concord, California 94520, Telephone (925) 798-4060 or (800) 662-4522 in order to obtain warranty or adjustment services.

CONTRACTOR, at its sole discretion, will repair or replace any component found to be defective, under terms of this warranty, upon prepaid return to its designated warranty station. Upon repair or replacement, the component will be returned prepaid to the customer.

### **WHAT IS NOT COVERED**

Major components manufactured by other companies are covered by those companies according to their published warranties. Examples are:

- Onan generators.
- Ford, GMC, International and other chassis.
- Custom bodies.
- Dometic Brisk-Air air conditioners.

(\* Please see following sample list of manufacturers for details regarding how to contact the major component manufacturers).

- Routine maintenance of the mobile system as required to keep the unit in good working order.
- Loss of time or use of the mobile system, loss of profits, inconvenience and other consequential damages.
- Repairs as a result of normal use/service (wear-out).

**NOTE:       DISCLAIMER**

THERE ARE NO WARRANTIES WHICH EXTEND BEYOND THE DESCRIPTION ON THE FACE HEREOF. THIS WARRANTY IS IN LIEU OF ALL OTHER WARRANTIES, EXPRESSED OR IMPLIED. THE COMPANY SPECIFICALLY DISCLAIMS WARRANTIES OF MERCHANTABILITY AND FITNESS FOR A PARTICULAR PURPOSE, ALL OTHER REPRESENTATIONS TO THE USER/PURCHASER, AND ALL OTHER OBLIGATIONS OR LIABILITIES. THE COMPANY FURTHER EXCLUDES LIABILITY FOR INCIDENTAL AND CONSEQUENTIAL DAMAGES, ON THE PART OF THE COMPANY OR SELLER. No person is authorized to give any other warranties or to assume any liabilities on the Company's behalf unless made or assumed in writing by the seller. Remedies Under State or Provincial Law: Some States and Provinces do not allow the exclusion or limitation of incidental or consequential damages, so the above limitation or exclusion may not apply to the owner. This warranty gives the owner specific legal rights, and he may also have other legal rights which may vary by state or province.

Following is a list of manufacturers of the major components commonly used in  
CONTRACTOR:

AMP Systems (trailer bodies)  
800-839-0630

Airxcel/RV Products (air conditions)  
877-430-8084

Bard (HVAC)  
419-636-1194

Braun Northwest (truck bodies)  
800-245-6303

Carrier (HVAC)  
800-227-7437

Dometic (air conditioners)  
800-544-4881

Ford, GMC, Freightliner  
Please contact your local dealer.

Hubbell (wiring devices)  
203-882-4800

Marathon Truck Body  
888-286-1520

Marvair (air conditioners)  
During normal business hours (Cordele, GA)  
800-841-7854 ext(s) 146 or 113  
After hours: 800-204-8210

Mighty Mover (trailer bodies)  
800-920-2233

Norcold (refrigerators)  
800-543-1219

Onan (generators)  
800-888-6626

PowerTech (generators)  
352-365-2777

Square D (load centers, circuit protectors)  
888-778-2733

Rietschle Thomas (compressors)  
920-457-4891

Wilkerson  
269-629-2550

Will Burt (masts)  
330-682-7015

**The owner's manual contains specific instructions and/or warranty cards from these manufacturers. CONTRACTOR shall assist CITY in contacting any of the manufacturers should CITY encounter a problem with the MATCC vehicle**

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## EXHIBIT B

### PRICING AND SCHEDULE OF PAYMENT

CONTRACTOR shall submit an itemized invoice to CITY for its services performed upon delivery of the goods required by this Agreement. CITY shall pay CONTRACTOR the amount of such billing within thirty (30) days of receipt of it.



Vehicle and Modifications, including interior finish and furnishings, electrical system, roof platform, training, inspections, and all other specified items not listed below.	\$ 145,681
Quigley 4 wheel drive conversion	\$14,119
Weather Monitoring Station	\$1,759
VSAT System (for internet)	\$30,275
Trackstar SV360 Satellite Antenna (for TV)	\$2,792
24 month Internet service	\$5,530
Avaya IP Office Product Telephone System	\$12,660
Extreme Networks 48-port X450E Series Switch	\$16,612
Juniper Firewall	\$2,890
IBM Server	\$8,582
HP Printer/copier/scanner/fax 4 in 1 system	\$598
Sierra Wireless MP890W-CD-D Airlink Wi-Fi GPS HSUPA for ATT	\$1,366
24 month unlimited government access for AT&T Airlink	\$2,400
Sierra Wireless MP 597 GPS CDMA Modem for Sprint wireless	\$2,507
24 months Unlimited wireless coverage for MP 597 Sprint	\$3,257
Wilson Electronics 804002 and 801201 Amplifiers	\$1,204
Dell Latitude Laptops (qty 3), with passenger mount, plus 2 each high res monitors, 2 @ webcams keyboard/mouse	\$18,918
Fiber Cable on reels for Telco	\$3,716
Xirrus XN8 in weatherproof enclosure with software	\$10,011
Exterior cameras	\$2,685
DirecTV receiver and 2 year service	\$2,632
Motorola Radios and Antennas	\$10,154
Raytheon ACU	\$20,179
MOTOROLA 900 Series mobile telephone, mounting cradles	\$2,244
UNIDEN BEARCAT BCD996XT Trunking Scanner and antenna	\$883
Emergency Lights and Siren Package	\$7,601
<b>Total Vehicle, Modifications and Equipment</b>	<b>\$331,255</b>
<b>CA Sales Tax (9.75%)</b>	<b>\$32,297</b>
<b>Total Price Proposal</b>	<b>\$363,552</b>
<b>Options (Not included in total price)</b>	
Anti sway bars - installed by Quigley (recommended)	\$665
WARN Power Plant Dual-Force air compressor	\$2,121
Custom aluminum bumper/ grill guard/winch mount (recommended)	\$2,154
Upgrade to 7.0 kW EFI Generator (as specified, plus custom fuel pump required for operation)	\$1,065
Ford Van Extended Warranty: to 7 years, \$0 deductible	\$2,124



**CERTIFICATE OF INSURANCE**

This is to certify that the following endorsement is part of the policy(ies) described below:

**NAMED INSURED**

**COMPANIES AFFORDING COVERAGE**

A.  
B.  
C.

**ADDRESS**

COMPANY (A. B. C.)	COVERAGE	POLICY NUMBER	EXPIRATION DATE	LIMITS		AGGREGATE
				B.I.	P.D.	
	<input type="checkbox"/> AUTOMOBILE LIABILITY <input type="checkbox"/> GENERAL LIABILITY <input type="checkbox"/> PRODUCTS/COMPLETED OPERATIONS <input type="checkbox"/> BLANKET CONTRACTUAL <input type="checkbox"/> CONTRACTOR'S PROTECTIVE <input type="checkbox"/> PERSONAL INJURY <input type="checkbox"/> EXCESS LIABILITY <input type="checkbox"/> WORKERS' COMPENSATION <input type="checkbox"/>					

It is hereby understood and agreed that the **City of Beverly Hills**, its City Council and each member thereof and every officer and employee of the City shall be named as joint and several assureds with respect to claims arising out of the following project or agreement:

It is further agreed that the following indemnity agreement between the **City of Beverly Hills** and the named insured is covered under the policy: Contractor agrees to indemnify, hold harmless and defend City, its City Council and each member thereof and every officer and employee of City from any and all liability or financial loss resulting from any suits, claims, losses or actions brought against and from all costs and expenses of litigation brought against City, its City Council and each member thereof and any officer or employee of City which results directly or indirectly from the wrongful or negligent actions of contractor's officers, employees, agents or others employed by Contractor while engaged by Contractor in the (performance of this agreement) construction of this project.

It is further agreed that the inclusion of more than one assured shall not operate to increase the limit of the company's liability and that insurer waives any right of contribution with insurance which may be available to the **City of Beverly Hills**.

In the event of cancellation or material change in the above coverage, the company will give **30 days** written notice of cancellation or material change to the certificate holder.

Except to certify that the policy(ies) described above have the above endorsement attached, this certificate or verification of insurance is not an insurance policy and does not amend, extend or alter the coverage afforded by the policies listed herein. Notwithstanding any requirement, term, or condition of any contract or other document with respect to which this certificate or verification of insurance may be issued or may pertain, the insurance afforded by the policies described herein is subject to all the terms, exclusions and conditions of such policies.

DATE: \_\_\_\_\_

BY: \_\_\_\_\_  
Authorized Insurance Representative

AGENCY: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

TITLE: \_\_\_\_\_  
ADDRESS \_\_\_\_\_  
: \_\_\_\_\_  
\_\_\_\_\_

RM02.DOC REVISED 10/14/96.

EXHIBIT C

# **Attachment 2**



January 26, 2011

**NOTICE INVITING PROPOSALS TO ORDER, UPFIT AND DELIVER A FORD E-SERIES VAN FOR USE BY THE BEVERLY HILLS POLICE DEPARTMENT AS A POLICE MOBILE ADVANCED TECHNOLOGY CONTROL CENTER**

**Bid No. 11 - 21**

The City of Beverly Hills (the "City") invites prospective bidders to submit sealed proposals for the provision of the following services: order, upfit and deliver a Ford E-Series Van according to the City's requirements and specifications for use by the Beverly Hills Police Department ("BHPD") as a Police Mobile Advanced Technology Control Center. Proposals must be submitted in accordance with the conditions outlined in this Request for Proposals ("RFP").

Sealed proposals must be received in the Office of the City Clerk located at 455 North Rexford Drive, Room 290, Beverly Hills, California, no later than 2:00 p.m. (Pacific) on Friday, February 4, 2011, via mail or in-person, where they will be opened and publicly read.

Late proposals will not be accepted, and will be returned unopened, regardless of postmark. Prospective respondents are responsible for having proposals deposited on time at the place specified and assume all risk of late delivery, including any delay in the mail or handling of the mail by the United States Postal System or other mail delivery service or City employees. All proposals must be in writing and must contain an original signature by an authorized officer of the submitting company. Electronic proposals (i.e., telephone, fax, e-mail, etc.) are not acceptable.

Prospective respondents who choose not to submit proposals, please complete and submit page 23.

All inquiries and comments concerning this RFP must be in writing and directed to the primary contact, Rene Biadoma, for response, and sent via e-mail to: [rbiadoma@beverlyhills.org](mailto:rbiadoma@beverlyhills.org). To ensure a timely response, please copy the secondary contacts, Ron Derderian [rderderian@beverlyhills.org](mailto:rderderian@beverlyhills.org) and Greg Smith [gsmith@beverlyhills.org](mailto:gsmith@beverlyhills.org), on all inquiries. Any inquiry should state the question only, without additional information. Responses to questions or comments provided by any other department, employee, or City office concerning the RFP will not be valid and will not bind the City. Inquiries received via telephone, fax or in-person will not receive a response.

Respondents to the RFP must submit their proposal and one (1) copy of their proposal in a sealed envelope. The envelope should be clearly marked as follows:

**Proposal for Upfitting Services  
PD Bid No. 11 - 17  
Attention: Rene Biadoma  
c/o Office of the City Clerk, Room 290  
455 North Rexford Drive  
Beverly Hills, California 90210**

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<b>Attachment D – Non-Collusion Affidavit for Respondent</b>	

individuals who have the full and proper authorization to do so and their address shall be given.

- | 2-6. Respondents to the RFP must submit their proposal and one (1) copy in a sealed envelope. The envelope should be clearly marked as follows:

**Proposal for Upfitting Services**

**PD Bid No. 11 - 21**

**Attention: Rene Biadoma**

**c/o Office of the City Clerk, Room 290**

**455 North Rexford Drive**

**Beverly Hills, California 90210**

- | 2-7. Sealed proposals must be received in the Office of the City Clerk located at 455 North Rexford Drive, Room 290, Beverly Hills, California, by no later than 2:00 p.m. (Pacific) on Friday, February 4, 2011, via mail or in-person, at which time they will be opened and publicly read.
- | 2-8. All requests for clarification or inquiries concerning this RFP must be directed to: [rbiadoma@beverlyhills.org](mailto:rbiadoma@beverlyhills.org), with a copy to [rderderian@beverlyhills.org](mailto:rderderian@beverlyhills.org) and [gsmith@beverlyhills.org](mailto:gsmith@beverlyhills.org), from Wednesday, January 26, 2010 through Tuesday, February 1, 2011 by 12:00 noon (Pacific). Any inquiry should state the question only, without additional information. Responses to questions or comments provided by any other department, employee, or City office concerning this RFP will not be valid and will not bind the City. Inquiries received via telephone, fax, or in-person will not receive a response. City's responses to requests and submissions of questions will take the form of a Bid Addenda, which will be emailed to all persons and companies whom were sent this RFP, and posted on the City's website within two (2) days of the end of the question period.
- | 2-9. Respondents' failure to duly and adequately respond to this RFP will render the proposals non-responsive and is grounds for rejection by the City.
- | 2-10. Late proposals will not be accepted, and will be returned unopened, regardless of postmark. Respondents are responsible for depositing proposals on time at the place specified and assume all risk of late delivery, including any delay in the mail or handling of the mail by the U.S. Postal Service or City employees. All proposals must be in writing and must contain an original signature by an authorized officer of the submitting company. Electronic proposals (i.e., telephone, fax, e-mail, etc.) are not acceptable.
- | 2-11. Respondents' proposals must be valid for not less than ninety (90) days after the Open Date.

- | 2-20. Respondents shall state the delivery date of the upfitted van in terms of calendar days after notification of award. Where the RFP calls for the performance of labor, Respondents shall also state the number of calendar days required for completion after notification of award.
- | 2-21. The City may consider cash discounts in the evaluation of the proposals, except that payment periods of less than thirty (30) days will not be considered in the award of the Agreement. Where cash discounts are offered, the discount date shall begin with the invoice date or delivery date to the City, whichever is later.

### **SECTION 3: Insurance and Indemnification Requirements**

- | 3-1. The selected Respondent ("Respondent") shall at all times during the term of the Agreement carry, maintain, and keep in full force and effect, a policy or policies of Comprehensive General Liability Insurance, with minimum limits of Two Million Dollars (\$2,000,000) per occurrence, combined single limit, against any personal injury, death, loss or damage resulting from the wrongful or negligent acts of Respondents.
- | 3-2. Respondent shall at all times during the term of the Agreement carry, maintain, and keep in full force and effect, a policy or policies of Comprehensive Vehicle Liability Insurance, covering personal injury and property damage, with minimum limits of One Million Dollars (\$1,000,000) per occurrence combined single limit, covering any vehicle utilized by Respondent in performing the upfitting services required by the Agreement.
- | 3-3. Respondent shall at all times during the term of the Agreement carry, maintain, and keep in full force and effect, a policy or policies of Employer's Liability Insurance with minimum limits of One Million Dollars (\$1,000,000) per accident for bodily injury or disease.
- | 3-4. Respondent shall at all times during the term of the Agreement carry, maintain, and keep in full force and effect workers' compensation insurance as required by law.
- | 3-5. Respondent shall require each of its subcontractors to maintain insurance coverage which meets the requirements of the Agreement.
- | 3-6. The policy or policies required by the Agreement shall be issued by an insurer admitted in the State of California and with a rating of at least a B+:VII in the latest edition of Best's Insurance Guide.
- | 3-7. Respondent agrees that if it does not keep the aforesaid insurance in full force and effect, the City may either immediately terminate the Agreement, or, if insurance is available at a reasonable cost, City may take out the necessary insurance and pay, at Respondent's expense, the premium thereon.
- | 3-8. At all times during the term of the Agreement, Respondent shall maintain on file with the City Clerk a certificate or certificates of insurance on the form set forth on Attachment C, or on any other form satisfactory to the City Attorney and Risk Manager, showing that the aforesaid policies are in effect in the required

*(Note: Proof of insurance need not be submitted with the proposal, but must be provided before the City can award the contract.)*

**SECTION 4: Background Information**

- 4-1. The Fleet Services Division of the Department of Public Works and Transportation of the City of Beverly Hills provides vehicles in a variety of configurations to the BHPD. These vehicle configurations vary according to each vehicle's mission, which includes Patrol, Field Supervisor (Sergeant), K-9, Traffic Enforcement, and various other specialized applications.
- 4-2. It is of the utmost importance that the vehicles provided to the BHPD are built with the highest quality materials and high-quality workmanship.
- 4-3. The City desires to contract with a firm qualified to order, upfit and deliver a Ford E-Series Van according to the requirements and specifications in Section 5 for use by the BHPD as a Police Mobile Advanced Technology Control Center.

**SECTION 5: Requirements/Specifications**

5-1. General Requirements.

- 5-1.1 Except as specified herein, Respondent shall use new, first quality components to upfit the required van.
- 5-1.2 Respondent shall perform the upfitting services in accordance with all applicable federal, state and local codes, regulations, and guidelines pertaining to vehicle safety and the proper operation of the van including, without limitation, Federal Motor Vehicle Safety Standards (FMVSS) and Regulations, U.S. Consumer Product Safety Commission Regulations, Division 2 ("Department of the California Highway Patrol") of Title 13 ("Motor Vehicles") of the California Code of Regulations, and Occupational Safety and Health Administration (OSHA) Regulations.
- 5-1.3 Respondent shall perform all work in a neat manner and with craftsman-like quality, in accordance with accepted modern practices and industry standards. Respondent shall exercise care in installing material and equipment so as not to unnecessarily mar or deface the van's components. Respondent shall not cut, omit or remove any component of the van without first obtaining the City's permission.
- 5-1.4 Respondent shall not install or add any component that will adversely affect the van's overall weight, electrical system, general performance or roadworthiness, or that will promote excessive and/or unnecessary wear on any of the van's components. Respondent shall, in a professional manner and using a safe method, reinforce potentially affected van components so as to protect the van and its future occupants from any potential problems.

5-1.14 Respondent shall provide an in-depth, on-site inspection and training to City staff and related activation/operational documentation. Respondent shall provide a minimum of five (5) print copies and one (1) electronic copy of the operational documentation.

5-2. Vehicle Requirements. Respondent shall order and upfit the van according to the following specifications:

5-3.1 Base Platform

- 2011 Ford E-350 Super Duty Cargo - Extended
- 6.8L EFI V10 Gasoline Engine
- Electronic 5-Speed Automatic Transmission with OD
- GVWR: 9500 lb Payload Package
- 4- Wheel Power Disc Brakes with Anti-Lock
- 3.73 Axle Ratio
- 35 Gallon or maximum capacity Fuel Tank
- 138" Wheelbase
- 78-Amp Heavy Duty Battery
- Heavy Duty/Auxiliary 78 Amp-Hour Battery
- Boost System: Dual Battery Isolation with Switch
- Extra Heavy Duty Minimum 225-Amp Alternator
- Rear Leaf Spring Modification (add assist springs)
- Factory Tinted Front Windshield
- Premium Van Group/Interior Upgrade Package including: Insulation package, full length cloth headliner, polypropylene side and rear door trim panels (to be upgraded with high-quality carpet material), dual captain's chairs, cloth captain's chairs, ETR AM/FM Stereo with clock/single CD player (to be upgraded to in-dash computer), 4-Speakers and audio jack.
- High Series Exterior Upgrade Package: Dual seal beam with fixed lens headlamps, chrome front and rear contour bumpers, rear chrome step bumper, chrome grille.
- Power Group including: Power Door Locks, Back Door Switch, Power Windows, One Touch Down Power Driver Window, Remote Keyless Entry/Panic Alarm, Panic Button that activates anti-theft warning system and (6) sets of vehicle keys and remote transmitters.

5-3.2 Options. Respondent shall order and upfit the van with the following options and, if applicable, include the manufacturer's OEM extended warranty:

- Backup Alarm: Tail-Gator, tied to the reverse lights circuit with momentary driver cut-off switch.
- Roof Deck: install rooftop platform, heavy-duty, weather-resistant, black, non-slip surfaces, ruggedized access ladder to roof, appropriately located safety grip handles (to be approved by customer).
- High-quality, high-intensity LED floodlights mounted to roof rack for illumination of both side areas and rear area of vehicle (to be approved by customer).
- Polished Aluminum bumper channel/Grill Guard.
- Front-mounted, auxiliary high-intensity driving lights mounted to grill guard (to be approved by customer).
- Front-Mounted WARN Powerplant Dual Force HD winch/air compressor with remote control.

5-3.3 Interior. Respondent shall order and upfit the van with the following interior features:

- A minimum two (2) (or three (3), if space permits) complete, redundant workstations in the rear work area.
- Easy clean, heavy-duty, carpeted walls; noise canceling/attenuating walls in work areas.
- Black, seamless, easy clean, heavy duty floor covering; Respondent shall specify details of the floor covering.
- All Interior Lights: red and white, LED Technology, each light with its own switch in addition to front and rear master switches for all interior lights. All interior lighting to include dimming capabilities wherever possible.
- Concealable rear work area with ability to close off the work area from the front area and side door windows, creating a “covert” work area.
- Heavy-duty, multi-adjustable, ergonomic roll-around chairs with anchor or lock capability for the rear workstation areas. Respondent shall specify details of the chairs.
- Front seat passenger captain’s chair to swivel and lock to face the rear work area.
- Connector access panel for the right-front passenger: Ethernet, RCA, 12V DC, 110V AC

5-3.4 Environment. Respondent shall order and upfit the van with the following environmental features:

- Air Conditioner Prep for HD Roof-Mount A/C Unit.

paid in full and activated at time of final van delivery. City reserves the right to cancel the service plan with ninety (90) days' notice to provider. Connectivity plan shall include instant 24/7/365 customer service access. Include Factory standard warranty.

- KU Band Auto Deploy VSAT antenna: Antenna must be a minimum size of 1.2M with 10W BUC, PLL LNB. Require model TracStar1200 with the following features. One button solution, auto-acquisition controller to find the satellite in minutes, providing rapid deployment and operation on any satellite worldwide without a satellite technician. System should include a Roto-Lock® Cable Drive Positioner or equivalent. Positioner should have Az/EI Positioning Accuracy. System Backlash .002-.006°. Absolute Available .02 to .3°. Resolution Available .01 to .1°. Antenna to be black in color.
- iDirect 3000 series satellite modem or similar. Satellite modem should include IP router, TCP acceleration and advanced QoS and prioritization capabilities. The 3000 Series Satellite Routers support IP data rates up to eighteen (18) Mbps downstream and up to five (5) Mbps upstream.
- TracStar SV360 In-Motion Satellite Television Antenna: Antenna must provide In-Motion Auto-Tracking capable of Direct TV and Dish Network Services. Antenna must provide a dual LNB. Antenna must utilize a single RG-6 coaxial cable connection with no additional cables required for control. Antenna must run off 110V AC with no more than one (1) Amp draw peak. Antenna must not exceed 12.75" tall. Antenna must not exceed twenty-five (25) pounds. Tracking performance must meet or exceed <50 degree per second azimuth / <50 degree per second elevation. Tracking performance must meet or exceed elevation travel of fifteen (15) to sixty-six (66) degrees. Tracking performance must have unlimited azimuth travel with no cable wrap. Antenna Control Display must provide user interface for antenna status, satellite and antenna configuration, and antenna performance diagnostics. Antenna Control Display must allow for remote install from the control unit. Antenna Control must provide a one button Start/Stop. Antenna dome to be black in color.
- Telephone system compatible with the City's existing Avaya infrastructure that is capable of VoIP, SIP, H.323, such as the Avaya IP Office product. The telephone system should be able to connect to other SIP providers at teleport as a backup voice path. The system should include four (4) desk or wall mounted handsets and two (2) high-quality cordless devices.
- One (1) Extreme Networks 48-port X450e Series Switch populated with the XGM2-2sf Option Card. Product to include two (2) SX-

- Wilson Electronics 804002 Cellular 40dB In-Vehicle Wireless Bi-Directional Amplifier for iDEN (Nextel). Include coax and external antenna connection. Install power switch for each amplifier.
- Wilson Electronics 801201 Mobile Wireless Cellular/PCS Dual-Band 824-894MHz / 1850-1990MHz Amplifier. Include coax and external antenna connection. Install power switch for each amplifier.
- Dell Latitude XT2 XFR-series ruggedized tablet computers (latest Dell release): One (1) for front driver-passenger MDT system, one, and one (1) for each rear workstation. (Features and options to be provided by the City's IT Department).
- Dell or equivalent high quality, High Definition computer monitors securely mounted at workstations. Touch Screens preferred.
- High-quality wireless, compact, ruggedized full featured wireless keyboard and wireless mouse for each workstation.
- Logitech HD Webcam C510 or equivalent webcam at each computer workstation. Add one (1) additional interior HD webcam (wide angle, low light) positioned to view entire rear work area.
- Add two (2) deployable spools of armored fiber, each three hundred feet (300') in length, hybrid mix of single mode and multi mode fiber, pre-terminated with mil-spec'd connectors consistent with others on the vehicle.
- One (1) Xirrus 8-array antennas: One (1) Xirrus XN8 to be roof-mounted on the exterior and fully encapsulated to be weatherproof and integrated with the internal network.
- Four (4) exterior, roof-mounted, weather-resistant, compact size, color, high definition, wide angle, IP cameras to provide three hundred sixty degree (360°) view of exterior of the vehicle. Viewable from monitors inside workstation area.
- DirecTV complete satellite television receiver to be integrated with TracStar SV360 antenna system. Television to be viewable from all displays and monitors. Complete, premium service plan to be pre-paid for two (2) years.

5-3.7 Communications. Respondent shall order and upfit the van with the following communication features:

- One (1) Driver/Passenger: Motorola XTL5000 Mobile Radio, UHF 450-520 MHz, full-feature microphone (specs available from BHPD/Motorola). Include all mounting hardware and antenna.
- One (1) Driver/Passenger: Motorola XTL5000 Mobile Radio, VHF 136-174 MHz, full-feature microphone (specs available from BHPD/Motorola). Include all mounting hardware and antenna.

- All external antennas on vehicle to be black in color. Antenna lengths and installation on rooftop rack array must be symmetrical.

5-3.8 Emergency Equipment. Respondent shall order and upfit the van with the following emergency equipment:

- Interior upper windshield thin-profile LED light bar, red/clear/blue. Lightbar must include LED Take-Down Lights. Light bar shall comply with CA Vehicle Code Section 25252. The City will provide the Respondent with details.
- Red/Blue multi-module LED grill lights, mounted behind grill. The City will provide the Respondent with details.
- Rear red/blue/amber LED lights and arrow stick, roof mount above rear doors. The City will provide the Respondent with details.
- Rooftop red/blue LED light strip mounted on each side of rack, for side visibility. The City will provide the Respondent with details.
- 4-corner LED Hide-A-Way system strobe-type lights. The City will provide the Respondent with details.
- Headlight high beam wig-wag flashing system.
- Federal Signal Smart Siren System with Signal Master Control, 200-watt minimum, Remote Amplifier, Dual Output, P/A with dedicated microphone. The City must approve of the location of the controls and the indicator panel, and panel programming.

5-3.9 Warranty.

- Respondent shall provide a Ford OEM ESP PremiumCare Bumper-to-Bumper Factory Warranty, \$0 Deductible, minimum 7 yrs./60,000 mile limits.
- Should the upfitted van require warranty work after Respondent's delivery of the van to the City, Respondent shall provide on-site warranty repairs, or transport the van to an authorized warranty repair facility for repair within a reasonable, pre-determined amount of time. Respondent shall specify the distance between the City's Fleet Services Division located at 9355 W. 3<sup>rd</sup> Street, Beverly Hills, CA 90210 and Respondent's location in road miles.
- Respondent shall specify detailed factory and extended warranty periods in months for van and all added components.

**SECTION 6: Format of Response/Proposal**

- 6-1. All material submitted must be clearly labeled.
- 6-2. Respondents interested in responding should submit a packet that includes a table of contents

- | 7-1. The City reserves the right to accept or reject any and all bids and reserves its right to waive technicalities where such action best serves the interest of the City. The City reserves the right to accept or reject any and all bids and reserves the right to waive informalities and irregularities in the proposal process. The City also reserves the right to withdraw this RFP or decline to award a contract in its sole discretion. The City may reject proposals from Respondents who cannot satisfactorily prove the experience and qualifications required by this RFP and/or provide the upfitting services required herein.
- | 7-2. The City reserves the right to require any or all Respondents to either make a presentation that illustrates their abilities to provide upfitting services and/or attend an interview session to gauge their suitability to provide upfitting services. If so requested, the respondent(s) shall make their personnel available within ten (10) calendar days of the City's request. No cost allowance shall be permitted for this requirement.
- | 7-3. The City reserves the right to inspect the Respondents equipment and/or facility to determine if the equipment and/or facility necessary to provide the upfitting services are in compliance with applicable federal, state or local laws or regulations.
- | 7-4. The City is the sole and exclusive judge of quality and compliance with the proposal specifications in any of the matters pertaining to this RFP. The City reserves the right to award this contract in any manner it deems to be in the best interest of the City and make the selection based on its sole discretion, including negotiating with one or more of the Respondents for the upfitting services.
- | 7-5. Any agreement entered into by the City and Respondent is on a non-exclusive basis.

**ATTACHMENT A-BID FORM – Page 2 of 2**  
(Must be Completed by Respondent)

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If your response is "NO BID", please explain below:

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**COMPANY NAME:** \_\_\_\_\_

**ADDRESS:** \_\_\_\_\_

**CITY, STATE, ZIP CODE:** \_\_\_\_\_

**TELEPHONE NUMBER:** \_\_\_\_\_

**FAX NUMBER:** \_\_\_\_\_

**BY:** \_\_\_\_\_  
Name

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Title

\_\_\_\_\_  
Date

**ATTACHMENT D–NON-COLLUSION AFFIDAVIT FOR RESPONDENT**

I, \_\_\_\_\_ declare and state the following:

- 1. That I am the (owner, partner, representative, or agent) of \_\_\_\_\_ hereinafter referred to as the Respondent.
- 2. That I am fully informed regarding the preparation and contents of this proposal for certain work for the City of Beverly Hills, State of California.
- 3. That the proposal submitted is genuine and is not collusive or a sham proposal.
- 4. The officers, owners, agents, representative, employees or parties in interest, including this affiliate, have not in any way colluded, conspired, connived or agreed, directly or indirectly, with any other proposers, firm or person to submit a collusive or sham proposal in connection with such contract or to refrain to submitting a proposal in connection with such contract, or have in any manner, directly or indirectly, sought by unlawful contract or connivance with any other proposer, firm, or person to fix the price or prices in said proposal, or to secure through collusion, conspiracy, connivance or unlawful contract any advantage against the City of Beverly Hills or any person interested in the proposed contract.
- 5. That the price or prices quoted in the proposal are fair, proper and are not tainted by any collusion, conspiracy, connivance, or unlawful contract on the part of the proposer or any of its agents, owners, representatives, employees or parties in interest, including this affiliate.

I certify or declare under penalty of perjury, that the foregoing is true and correct.

Dated this \_\_\_\_\_ day of \_\_\_\_\_ 2010, at \_\_\_\_\_, California.

Signed: \_\_\_\_\_

Title: \_\_\_\_\_

# **Attachment 3**



## **PROPOSAL**

### **City of Beverly Hills**

**Proposal for Upfitting Services**

**PD Bid No: 11-21**

**Bid Opening: February 4, 2011**

## **Police Mobile Advanced Technology Control Center**

### **E-N-G Mobile Systems, Inc.**

2245 Via de Mercados

Concord, CA 94520

**(925) 798-4060**

**Fax: (925) 798-0152**

**Rex A. Reed**

**Director of Business Development**

**rex@e-n-g.com**

**(801) 386-0009**



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## BID FORM

Having examined this RFP and the specifications referred to herein and all conditions affecting the work, the undersigned proposes and agrees to furnish all materials, supplies, equipment and/or services set forth herein, subject to all conditions outlined in the RFP at the following price:

\$331,255 (not including sales tax). See itemized **Price Proposal** on following page.

### General Terms:

1. The Respondent understands and agrees that it will be bound by its proposal as expressed on this Bid Form and its attachments and the proposal submitted if Respondent is selected and subsequently approved by the City.
2. The RFP, Bid Form and its attachments, the Response to the RFP and Addenda, if any, are made a part of the proposal submitted by Respondent.
3. The Respondent acknowledges that it has received the following Addenda:  
Addenda # **none received**
4. The Respondent understands and agrees that the City reserves the right to reject any or all proposals or waive any informality or irregularity in the proposal process as set forth in the RFP.
5. Respondents' quoted price shall remain in effect for not less than ninety (90) days after the Open Date.

### Exceptions:

Any exceptions to these terms or conditions or deviations from the written specifications shall be in writing and attached to bid form. Such exceptions or deviations may result in bid rejection.

**PAYMENT TERMS: E-N-G terms are as follows: 50% deposit required with purchase order. Balance upon completion, net 30.**

EXCEPTIONS OR DEVIATIONS ATTACHED: YES  (as noted in Compliance Matrix)

COMPANY NAME: **E-N-G Mobile Systems, Inc.**  
 ADDRESS: **2245 Via de Mercados  
 Concord, CA 94520**  
 TELEPHONE: FAX: **(925) 798-4060 / (925) 798-0152**  
 EMAIL: CELL PHONE **DAGlass@e-n-g.com  
 REX@e-n-g.com / (801) 386-0009 (contact for sales / technical)**

SUBMITTED BY: Dick Glass, President

Signature: \_\_\_\_\_ Date: \_\_\_\_\_



## PRICE PROPOSAL

Vehicle and Modifications, including interior finish and furnishings, electrical system, roof platform, training, inspections, and all other specified items not listed below.	\$ 145,681
Quigley 4 wheel drive conversion	\$14,119
Weather Monitoring Station	\$1,759
VSAT System (for internet)	\$30,275
Trackstar SV360 Satellite Antenna (for TV)	\$2,792
24 month Internet service	\$5,530
Avaya IP Office Product Telephone System	\$12,660
Extreme Networks 48-port X450E Series Switch	\$16,612
Juniper Firewall	\$2,890
IBM Server	\$8,582
HP Printer/copier/scanner/fax 4 in 1 system	\$598
Sierra Wireless MP890W-CD-D Airlink Wi-Fi GPS HSUPA for ATT	\$1,366
24 month unlimited government access for AT&T Airlink	\$2,400
Sierra Wireless MP 597 GPS CDMA Modem for Sprint wireless	\$2,507
24 months Unlimited wireless coverage for MP 597 Sprint	\$3,257
Wilson Electronics 804002 and 801201 Amplifiers	\$1,204
Dell Latitude Laptops (qty 3), with passenger mount, plus 2 each high res monitors, 2 @ webcams keyboard/mouse	\$18,918
Fiber Cable on reels for Telco	\$3,716
Xirrus XN8 in weatherproof enclosure with software	\$10,011
Exterior cameras	\$2,685
DirecTV receiver and 2 year service	\$2,632
Motorola Radios and Antennas	\$10,154
Raytheon ACU	\$20,179
MOTOROLA 900 Series mobile telephone, mounting cradles	\$2,244
UNIDEN BEARCAT BCD996XT Trunking Scanner and antenna	\$883
Emergency Lights and Siren Package	\$7,601
<b>Total Vehicle, Modifications and Equipment</b>	<b>\$331,255</b>
<b>CA Sales Tax (9.75%)</b>	<b>\$32,297</b>
<b>Total Price Proposal</b>	<b>\$363,552</b>

**Options (Not included in total price)**

Anti sway bars - installed by Quigley (recommended)	\$665
WARN Power Plant Dual-Force air compressor	\$2,121
Custom aluminum bumper/ grill guard/winch mount (recommended)	\$2,154
Upgrade to 7.0 kW EFI Generator (as specified, plus custom fuel pump required for operation)	\$1,065
Ford Van Extended Warranty: to 7 years, \$0 deductible	\$2,124



## COMPANY DESCRIPTION

E-N-G Mobile Systems, Inc. is a leader in the design and production of mobile technical systems.

E-N-G Mobile Systems' predecessor, E-N-G Corporation, was established in 1977 in Concord, CA to build electronic news gathering ("ENG") vehicles for television stations. E-N-G was a pioneer and leader in developing these products in the US and is still an industry leader in the broadcast market.

In 1988, Dick Glass bought the assets of E-N-G Corporation, and formed E-N-G Mobile Systems, Inc., a California S-Corp. To diversify the business and assure growth, Mr. Glass developed a line of mobile chemistry laboratories to meet the growing need for on-site testing and analyses in the environmental market in both public and private sectors. With its MobiLab™ line of mobile laboratories, E-N-G is a worldwide leader in the design and production of mobile laboratories.

Building on this experience, E-N-G expanded into other markets for mobile technical systems, such as command and communications, cellular/wireless communications, infrared video and radio frequency monitoring.

Company employment has grown from the original six people in 1988 to over 30 at present.

E-N-G is an authorized distributor of Onan, Kohler, and PowerTech generators, Coleman, Dometic and Marvair air conditioners, Will-Burt masts, and many other components that will be included in the proposed system. E-N-G has open accounts with over 100 suppliers and is in good credit standing with all of its vendors.

E-N-G operates in a 12,000 sq.ft. headquarters facility in Concord, CA. This building includes an office block, a large assembly area, cabinet shop, spray booth, metal shop with fabrication and welding facilities and parts warehousing space. The facility is well-maintained and outfitted for efficient production of specialized vehicles. In addition, E-N-G has a 2,000 sq.ft. service and integration facility in PA and several Approved Service Centers in the continental US.

EIN: **680162947**

Business Size: **Small**

GSA Contract Number: **GS-30F-0015V**

CCR Cage Code: **66494**

DUNS: **198558637**



## EXPERIENCE

E-N-G has built over 900 mobile technical vehicle systems since 1988 for federal, state and local agencies and private companies.

Applications have ranged from communications/command centers and broadcast news systems to laboratories for chemical/biological monitoring, testing and analysis plus a wide variety of mobile systems for emergency preparedness and threat response. Platforms are cargo vans, SUVs, trailers, trucks and containers of all types and sizes.

E-N-G's products are known for their rugged design and human-factor engineering that pay off in everyday usage. E-N-G's wide experience assures that all vehicle systems are designed for optimal worker safety, durability, and ease of use.

Systems designed and built by E-N-G are in service in the U.S. and worldwide:

- US Department of Homeland Security Customs and Border Protection: 3 Sprinter van-based mobile laboratory systems delivered October 2010
- US Army: over 100 systems including mobile laboratories, command and communications centers, and other technical systems
- TCI International: over 60 RFM systems in operation in 22 countries
- SAT Corporation: 8 technical communications systems for White Sands Missile Base and Hill Air Force Base
- Los Angeles Department of Water and Power: turnkey trailer-based water quality lab, including testing and analytical instruments, and emergency communications system

Accommodating the operators is a major dimension of the design and engineering challenge. E-N-G works with the customer to understand those needs and work out a practical solution that not only meets functional requirements, but also fits the ambient conditions, mobility requirements, local regulations, and available resources and budgets.

Responsiveness in meeting the schedules of customers is one of E-N-G's hallmarks. In 1992, the U.S. Army required five mobile labs in six weeks to meet treaty commitments. E-N-G delivered those five turnkey systems on time, as well as five more on the initial contract and 30 more on a follow-on contract in less than six months. E-N-G has been meeting customer schedules ever since, and today, is even better prepared to respond to customers' needs utilizing an order processing/ production system that includes CAD packages for shop specifications, an MRP materials system, increased inventory of standard materials, a larger shop workforce and an extensive supplier network that responds to custom requirements.



**E-N-G Mobile Systems Customers (partial list)**

**Command/Communications, Cellular, Infrared and Other Technical Systems**

AT&T	San Mateo County OES
Aerospace Corp.	SAT Corporation (Hill AFB and White Sands Missile Base)
Arizona Public Services	Sonoma County, CA OES
CA Air Resources Board	South Carolina Law Enforcement
City of Houston	State of California OES
City of Los Angeles OES	TCI International
CT DEP	T-Mobile
DRS Codem Systems, Inc.	University of California
EAI Corporation	US Army
Florida Power and Light	Washington River Protection Solutions
Los Angeles Air Force Base OES	
Pacific Gas and Electric	
San Francisco Water Dept. OES	

**Broadcast Vehicle Systems**

Comcast	KCOP	KNBC	KSTU	TMC Design
City of Phoenix	KCRA	KNTV	KSWB	Tractstar
City of	KDTV	KOMO	KTLA	TV Magic
Chesapeake	KFMB	KOVR	KTTV	WHNS
Comcast Cable	KFTY	KPHO	KTUL	WMC
Gearhouse	KGET	KPIX	KTVN	WNEP
Broadcast	KGPE	KPTV	KTVU	WSIL
KAKE	KGO	KPWB	KVAL	WSYM
KBAK	KIRO	KRDO-TV	KVVU-TV	WTMJ
KBWB	KJEO	KRON	KXTV	WXOW-TV
KCAL	KMAX	KRXI-TV	LA36	XETV
KCBS	KMPH	KSBY	NBC	
KCNC	KMTR	KSJO	Televisa	

**Mobile Laboratories**

3M Corporation	Mexico Dept. of Agriculture
Australia Federal Police	New York City Police Department
Bechtel Nevada	PA Dept. of Environmental Protection
CA Air Resources Board	PA Dept. of Health
CA Dept. of Fish and Game	PA Dept. of Agriculture
CA Dept. of Health Services	PA State Police
CA Dept. of Toxic Substance Control	South Carolina DHEC
Centrum Analytical	State of MI Crime Lab
City of Los Angeles Standards Lab	Sunoco
EAI Corporation	Tennessee Valley Authority
Exxon	US Air Force
FBI Geo-Centers	US ATF
GA Dept. of Environmental Protection	US Army
Hamilton Sundstrand	US Customs and Border Protection
Korea Department of Environment	US EPA
Lawrence Livermore National Laboratory	US Mine Safety and Health Admin
Los Angeles Dept. of Water and Power	US National Guard
MA Dept. of Environmental Protection	Vietnam Police



## SCOPE OF WORK

Description of how E-N-G Mobile System will provide the requested Upfitting Services:

E-N-G Mobile Systems, Inc. has been providing upfitting of mobile technical environments for over thirty years. This includes, but is not limited to, mobile testing laboratories, satellite uplink platforms, mobile Cellular transmitters, RF Direction Finding vehicles and mobile terrestrial microwave platforms. These are very complex technology-laden projects. We deliver from 30 to 50 such vehicles each year. Virtually all disciplines necessary to complete the upfitting of the Beverly Hills Police Mobile Advanced Technology Control Center are in-house capabilities.

In the largest view, E-N-G Mobile Systems is a Project Management supplier. Our expertise is to locate, procure, schedule, and manage the materials and the labor necessary to complete highly complex mobile projects on a timely basis.

No vendor, however large in scope and experience, can claim to be an expert at each and every technology that will be employed in the MATCC vehicle. E-N-G Mobile Systems cultures and maintains very close relationships with the technology vendors and benefits from that pool of expertise in the selection and configuration of equipment. We are technology Partners with several equipment manufacturers, and equipment dealers for many others. Additionally, on an as-needed basis, E-N-G contracts with industry experts to oversee the design of critical element and technologies. The unique nature of our business is that most of our customers are experts in their given fields, so our resources for expertise often need extend out no farther than our own customer base. One distinct advantage is our location in the Bay Area of Northern California where there exists an enormous pool of technology expertise.

Unlike many companies, E-N-G maintains total people continuity from start to finish. The Sales Engineer does not hand the project off to operations and disappear. The Sales Engineer remains the primary point of contact throughout the project and is actively involved in maintaining all communication. The Sales Engineer will supply weekly status updates, will coordinate meetings and on-site visits and will even conduct the training and acceptance process at the end of the project. There will be many additional people assigned to the project, from Design engineer, Operation Manager, and Team Leader, Purchasing Manager and Administration Coordinator, but the Sales Engineer will be the primary contact from inception to completion, and thereafter, for the project.

The Beverly Hills Police Mobile Advanced Technology Control Center vehicle is a challenging project, but well within the scope, capability and expertise of E-N-G Mobile Systems.

## COMPLIANCE MATRIX

In order to address each specification requirement fully, we have provided details and clarifications as follows.

EXCEPTIONS are as noted.

Qty	<b>5-1 General Requirements</b>	E-N-G's proposal complies with all general requirements and includes the following:
1	5-1.5 Quality Control Inspection Costs	E-N-G will fund 10 round-trip air fares on Southwest Airlines between Burbank, CA and Oakland, CA and will provide transportation between Oakland Airport and E-N-G's facilities.  Because of the short travel time, most round trips can be accommodated same day.  E-N-G will fund four nights lodging at Crowne Plaza Concord.
	5-1.7 Antenna Sealing Methodology	No antenna mounts are actually installed directly through the O.E.M. roof member. All antenna mounts are installed into the roof deck, which resides above the O.E.M roof. A single point of entry for all antenna cables as a bundle is provided through the vehicle roof. This point of entry is a weather-tight electrical conduit that is elevated above roof level and secured with exterior electrical compression fittings. Additionally the surface around this fitting is fully caulked with a silicone sealing material. The entry/exit location of the cable into the conduit pass-through is concealed from sight in the void between O.E.M. roof and the roof deck and the placement is such that a solid portion of the roof deck is directly over the pass-through location. In addition, the point at which the antenna cables enter the conduit is also sealed to prevent moisture from entering the vehicle interior by traveling along the coax. A cable drip loop is created at that transition point to further protect against moisture traveling along the coax. Overall penetrations into the roof of the vehicle are greatly minimized and significantly controlled by utilizing this method.
1	5-1.14 In-depth on-site training and inspection	ON-SITE Training will be conducted for a period of 16 hours to be scheduled over a period of three days, for up to 8 people, both classroom and hands-on. Training materials will be prepared and presented in advance of training.

**Qty 5-2 Vehicle**

1	Ford Cargo Van, Black, V10	As specified, with the following comments: 1. The fuel tank capacity will be reduced by the 4x4 conversion to 31 Gallons. 2. The Aux battery will not be ordered from Ford. See Aux battery below. 3. Boost System will be by E-N-G, not Ford.  <b>EXCEPTION:</b> the In-Dash Computer by Magneti Marelli is not compatible with the SYNC System. The Premium combination radio/navigation system with SYNC has been selected.
4	Additional Key Sets with remote transmitters	As Requested
1	QUIGLEY Four Wheel Drive Conversion	As specified
1	Upgrade tires	Tires and Wheels will be upgraded to 17" by Quigley as part of the 4x4 conversion.
1	Anti sway bars - Installed by Quigley	Not included. (see option price)
1	Springs	Recommended upgrade
1	Re-alignment of completed vehicle	Required safety procedure
1	Black Paint and Black Powder Coat of compartment doors, roof deck, ladder	As specified
1	Backup Alarm: Tail-Gator, with kill switch	As specified
1	Roof deck, full-length, powder coat black	As specified
10	Radio antenna bases on roof deck	A quantity of 10 MNO antenna bases will be spaced around perimeter of roof deck.
1	Heavy Duty Ladder, black with safety grips	As specified
1	LED Flood Lights on both Sides and Rear	As specified
1	Grill guard	<b>EXCEPTION</b> –May not be available as polished aluminum. A recommended upgrade is offered as an option. (see option price)
1	Front mount high intensity driving lights	As specified
1	WARN POWER-PLANT DUAL FORCE AIR COMPRESSOR	Not included (see option price provided)

**Qty 5-3.3 INTERIOR**

2	INTERIOR WORK STATIONS	See layout drawing for details
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1	One 19" Equipment rack with rear doors, enclosed sides	Required to support electronics
1	Interior insulation and wall panels. Extra insulation because of black exterior. Aluminum wall and ceiling panels to reduce weight.	Included in base upfitting
1	Easy clean heavy-duty carpeted walls	As specified
1	Black interior vinyl flooring	As specified
1	Carpeted ceiling treatment	Included in base upfitting
4	INTERIOR LIGHTS, LED, CLEAR	As specified
4	INTERIOR LIGHTS, LED, RED	As specified
2	DIMMERS FOR LED interior lighting(2)	As specified
2	Interior work lights fluorescent	Included in base upfitting
1	"CONCEALABLE REAR WORK AREA"	A curtain will be supplied between driver/passenger area. Curtains will also be supplied on the right side door glass.
2	Heavy duty secretarial chairs for work area	As specified
1	PASSENGER SEAT TO SWIVEL	As specified
1	Connector panel at the passenger seat to include Ethernet, RCA, 12V AND 110V	As specified

**Qty 5-3.4 ENVIRONMENT**

1	Heavy duty roof mount air conditioner, 15000 BTU with heat strip	As specified
1	Weather Monitoring Station	Davis Instruments 6162 Vantage Pro2 Plus

**Qty 5-3.5 ELECTRICAL SYSTEM**

1	Control panel	A custom power control panel will be installed just inside of the double side door way. All breakers will be backlit. Indicator lights for each breaker. Power LINE-ALIVE status indicator. Digital multi meter. Generator remote start.
2	Install aluminum perimeter wireway	All wiring is contained in professional aluminum wire channels with removable cover. This provides access to all wiring for service and upgrade.
1	Electrical wiring	Combination of color-coded and numbered wires.
1	Wiring finish and test	Included in Base Upfitting
1	Wiring, alarms, DC fuse blocks	Included in Base Upfitting

1	Shore Power outlet	Included in Base Upfitting
1	Shore Power Inlet	Included in Base Upfitting
2	Light, exterior	Included in Base Upfitting
1	Dual Charge and Push-to-boost Circuit	Included in Base Upfitting: Push to boost switch that connects START battery to AUX battery. Switch located at driver position.
1	Battery Box, above floor. Exterior Access, lockable, Includes Dual AGM batteries and DC mains disconnect.	Included in Base Upfitting NOTE: This replaces Ford O.E.M. Aux battery. Ford Aux Battery location is unserviceable and unsafe.
1	Engine housing mount for radios and other equipment	CLARIFICATION: The O.E.M. engine housing mounted storage and cup-holder will be eliminated and replaced with a custom-manufactured equipment housing. The housing and wiring harness will be removable from the engine cover to allow for engine service.
1	Power Status Indicator in the cab	Power LINE ALIVE status indicator at Dash
1	Status meter in rear of vehicle	Part of Base Electrical design. Digital Meter in Power Control panel
1	7.0kW EFI GENERATOR	<b>EXCEPTION:</b> Recommend change to Onan 7kW Commercial carbureted generator in lieu of fuel injected generator. It is CARB and EPA certified for use in CA. It is more reliable and cost is less.
1	Generator compartment, lockable	As specified
1	Slide out service tray for generator	<b>NO BID.</b> It is very difficult to manipulate the fuel (2 lines) and Exhaust systems in the tight confines of the Econoline Van. We have hundreds of like sized generator installations and they are easily and routinely serviced without a slide mechanism.
1	Dash mounted control for Generator and Electrical. Digital Display	<b>CLARIFICATION:</b> Dash mounted control panel will contain the following indicator lights and alarms: Jacks down, antenna up, Line Alive, Passenger seat not forward facing. A generator start-stop switch will be included. A DC Master/Radio-Kill switch will be included. A battery-Boost switch will be included. Metering is not included in the Dash-Mounted control.
1	SHORE CORD, 30' with connectors	<b>CLARIFICATION and EXCEPTION:</b> A lightweight manual reel will be included, but is probably unnecessary. Note that LINE-ALIVE indicator lights are included in the power system description.
1	80A battery charger	As Specified
1	Carbon monoxide detector	Standard Safety Item

2	MINI BSP panels on sides and rear. Must contain 110vAC, 12vdc, RJ45 ethernet, and RCA. These circuits to show up on control panel as breakers with indicator lights.	As Requested
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### 5-3.6 ELECTRONICS

<b>MOBILE VSAT SYSTEM</b>		
1	TRACSTAR 1200 antenna	As Specified
1	10 Watt Standard KU-BUC	Included
1	SkyEdge II Pro Modem by Spacenet	Meets all requirements
1	TrackStar SV360 Satellite Antenna	As Specified
1	Connectivity / Two (2) full years of total activation	Spacenet ECS Standby
1	Avaya IP Office Product Telephone System	Avaya IP Office System IP Office 500 Processor v2 4 Digital 5410 phones 2 DuraFON cordless phones 2 SIP backup trunks 4 SCN licenses for VoIP connectivity Power lead, rack mount kit, etc... 1 year parts and labor warranty. Complete Installation
1	Extreme Networks 48-port X450E Series Switch. To include 2 SX-SFP and 2 LX sfp 10G Optics Modules.	As Specified
2	SX-SFP	As Specified
2	LX-SFP	As Specified
1	External Power Supply EPS 600LS	As Specified

### Physical Wiring Plant

1	SystemMax 48port Cat 6 Patch	As Specified
1	Interior telephone panels, RJ-45	As Specified
1	Exterior telephone panels, RJ-45	As Specified
1	Exterior Connector Panel with Fiber connector, AC power, and MIL Spec plugs	As Specified
1	Juniper SSG 20 Serial firewall Systems Includes ADSL 2+	As Specified
1	T-1 Module for the Juniper SSG 20	As Specified

**IBM Server**

1	x3250 M3, Xeon 4C X3450 2.67GHz/ 1333MHz/8MB, 2x1GB, O/Bay HS 3.5in SATA/SAS, SR BR10il, 351W p/s, Rack	425152U
2	4GB (1x4GB, Dual Rankx8) PC3-10600 CL9 ECC DDR3-1333MHz LP RDIMM	44T1599
2	IBM 2TB 7200 NL SATA 3.5in HS HDD	42D0782
1	3 Year Onsite Repair 24x7 4 Hour Response	51J9077
1	IBM UltraSlim Enhanced SATA DVD-ROM	46M0901
1	Windows Server Enterprise 2008 R2 License	P72-04242

1	HP Printer/copier/scanner/fax 4 in 1 system	HP - LaserJet Pro M1536DNF Network-Ready All-In-One Printer
1	Sierra Wireless MP890W-CD-D Airlink Wi- Fi GPS HSUPA for ATT, with DC power cable and warranty	As Specified
1	Sierra Wireless MP 597 GPS CDMA Modem for Sprint wireless.	As Specified
2	Antenna, tri mode black for MP 597, MP series	
2	Power Cable, DC 12 V MP series for MP 597	
2	USB Kit MP Series for MP 597	
2	Wi-Fi Antenna RP-SMP for MP 597	
24	2 year Unlimited wireless coverage for MP890W-CD-D Airlink	24 month, estimated
24	2 year Unlimited wireless coverage for MP 597 Sprint	24 month, estimated
1	Wilson Electronics 804002 Cellular 40db in-Vehicle Wireless Bi-directional Amplifier for Nextel. Include coax and external antenna connection. INSTALL POWER SWITCH for Each Amplifier	As Specified
1	Wilson Electronics 801201 Mobile Wireless Cellular/PCS Dual Band Amplifier	As Specified

3	Dell Latitude XT2 XFR-Series Computer Quantity: 3	Latitude XT2 XFR Intel® Core™ 2 Duo SU9600 w/VT(1.6GHz,3M L2Cache,800MHz FSB)Capacitive Multi-Touch LCD,TAA Genuine Windows® 7 Professional, 32-bit, no Media MicroSoft Office Professional Memory: 1.0GB DDR3, 1GB Integrated Hard Drive: 128GB Encrypted Mobility Solid State Drive 6 Cell Primary Battery 2 Years Extended Battery Service for Years 2 and 3 of System Life 5 Year CompleteCare Accidental Damage Protection 5 Year ProSupport and 5 Year NBD Onsite Service 5 Yr PREMIUM PANEL Ltd. Warranty, 5 yr Advanced Exchange
1	Mount for Laptop at driver passenger seat area	RAM Mount
2	Dell High Definition Monitors	Includes mounts
2	Rugged Wireless Keyboard and mouse	As Specified
3	Logitech HD Webcam C510 at each work station	As Specified
1	One Interior HD Webcam to view rear work area	As Specified
2	Fiber Cable on spools 300' for telco interconnection	Fiber Snake on a Reel, 91.4-m
2	Xirrus XN8	As Specified
1	XIRRUS weatherproof enclosure for XN8. XE-4000-AC	XE-4000-AC. Outdoor Protective Enclosure with AC option comes with Fan, Heater, and Lightning Protection operating on 110/220V AC power. Fits all Arrays models. Rated for operation from -40°C to +55°C ambient temperature.
1	XE-4005-POLE Mounting Kit for Xirrus XN8	May not be necessary
1	AO-8ABGN 802.11a/b/g/n ArrayOS Software for XN8 Wi-Fi Arrays.	As Required
6	Exterior Cameras, 90 degree wide angle WPC-2700 Color 380TV lines, exterior housing	Quantity: 6 Four cameras will not provide a full 360 coverage without blind spots.
1	DIRECT TV receiver	Supplied as part of Service Plan
24	Service Plan for DIRECT TV	Monthly Service for 24 months paid for by E-N-G



Qty **5-3.7 COMMUNICATIONS**

1	MOTOROLA XTL5000 UHF Driver/Pass full feature microphone	As Specified
1	MOTOROLA XTL5000 VHF Driver/Pass full feature microphone	As Specified
2	MOTOROLA XTL-5000 UHF w/ CONTROL HEAD MIC	As Specified
2	MOTOROLA XTL-5000 VFH w/ CONTROL HEAD MIC	As Specified
1	MOTOROLA DUAL HEAD XTL-5000 700-800mhz	As Specified
4	UHF radio antenna, black	As Specified
4	VHF radio antenna black	As Specified
1	700-800 MHZ antenna, black	As Specified
9	E-N-G mounting hardware shelves/facia for XTL5000	Included
1	DAVID CLARK INTERCOM SYSTEM	SERIES 3800 VEHICLE INTERCOM. Consists of U3800 master station, Qty of 4 H3432 headsets
1	Master Radio Kill Circuit, 12 VDC. Switch located at dash control panel. This Kill switch will disconnect all DC loads to prevent any battery drain when the vehicle is inactive.	E-N-G feature
1	R.A.M. Brand Cell phone holders, Cup Holders, as required in Driver Compartment	It is all about the cup holders.
1	Safety Group, fire extinguisher and first-aid kit	Included in Base Upfitting
1	<b>Raytheon ACU-T BUNDLE KIT: CHASSIS, HSP4, CPM4, 5 MODULES - TBD, CASE OPTION, BATTERY, MANUALS &amp; ACCESSORY KIT</b>	5030-210000
5	DSP-2 DIGITAL SIGNAL PROCESSOR MODULE	5961-818000
1	CABLE ACU-T to MOTOROLA HT-1000	5961-281130-15
1	CABLE; ACU-T to MOTOROLA XTL-5000;15 FT	5961-281262-15
1	CABLE NEXTEL i305 DIRECT KIT	As Required
1	Technical Training 2 days	Class

2	MOTOROLA 900 Series Mobile Telephone	As Specified
1	2 YEARS PREPAID UNLIMITED SERVICE PLAN FOR AT&T MOBILITY	Estimated 2 years Family Talk Unlimited Minutes, and Add-A-Line for 2nd phone
2	Cradle for MOTOROLA 900 Series phones	RAM BRAND
1	UNIDEN BEARCAT BCD996XT TRUNKING SCANNER	As Specified
1	Scanner antenna	Required

**5.3.8 EMERGENCY EQUIPMENT**

1	LED LIGHT BAR upper windshield	As Specified
4	LED GRILL LIGHTS BEHIND GRILL	As Specified
1	LED LIGHTS REAR WITH ArrowSTICK ROOF MOUNT	As Specified
1	LED roof-top light strip on each side	As Specified
1	LED four corner hide away strobe	As Specified
1	HEADLIGHT HIGH BEAM WIG WAG	As Specified
1	FEDERAL SIGNAL SMART SIREN WITH SIGNAL MASTER CONTROL 200W MIN.	As Specified



### **5-1.13 WARRANTY**

In the event that service or Warranty is required, it will be handled in the following manner:

Once E-N-G is notified of the problem, E-N-G may elect to respond in one of the following manners:

1. If it is a simple parts replacement of an in-stock item, that item will be sent via overnight courier.
2. **Local Support:** E-N-G Mobile Systems contracts with Film Vehicle Services to provide local evaluation and coordination of warranty and service items. Film Vehicle Services has extensive experience and contacts for vehicle related issues both with Ford Motor Company and with service suppliers throughout the Southern California area. Film Vehicle Services also has the necessary equipment, bonding, insurance and expertise to safely move the MATCC should it need to be transported either to a local service facility or to E-N-G Mobile Systems facilities. Film Vehicle Services understands the critical nature of the mission of the MATCC, as well as the value of the vehicle. Film Vehicle will provide first response "eyes on the ground" to evaluate a situation and coordinate the response with E-N-G Mobile Systems. Film Vehicle Service is already a registered vendor for City of Beverly Hills.
3. If merited, E-N-G Mobile Systems can field a factory Technician to the location of the MATCC within 8 hours of a determination of that need. (There are frequent flights daily between Burbank, CA and Oakland, CA, the nearest air terminal to E-N-G Mobile Systems.)
4. IF merited, the MATCC can be transported to E-N-G Mobile Systems facilities in Concord, CA in approximately 8 hours time. (365 miles.)

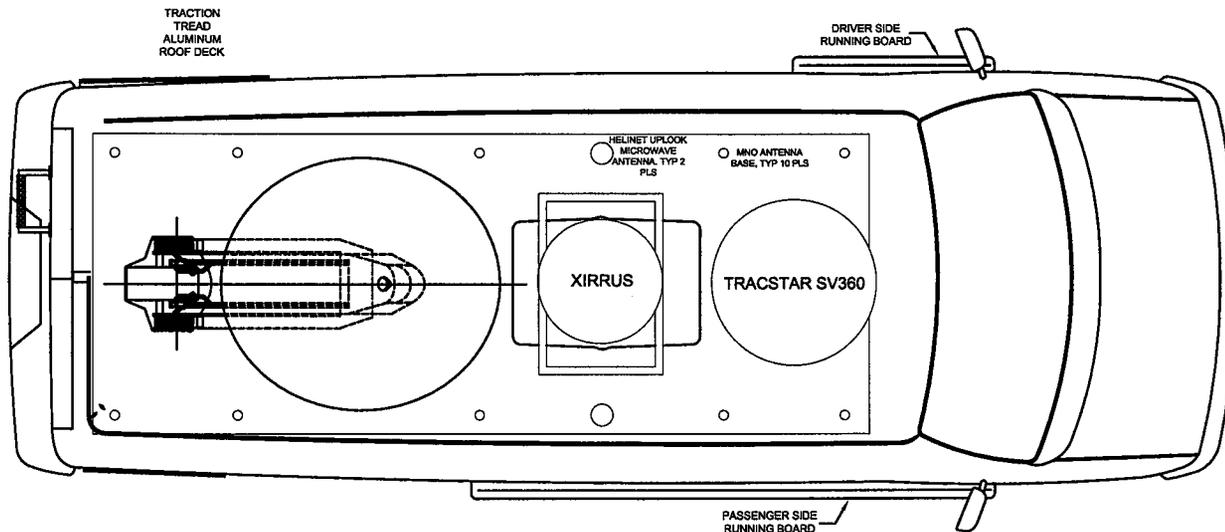
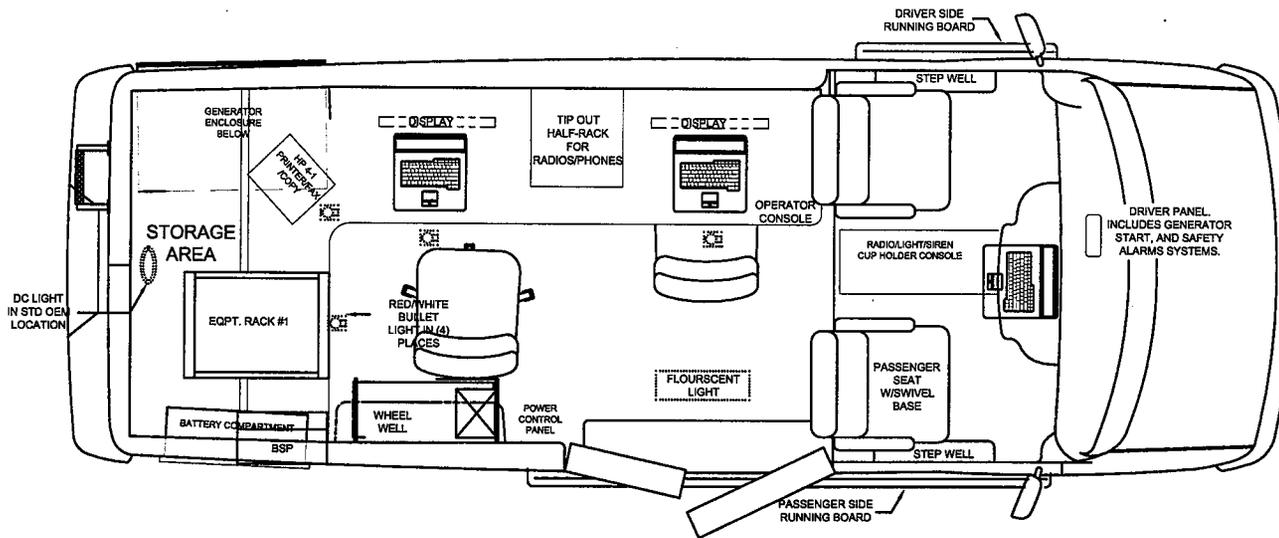


## **PROJECT TIMELINE**

**120 Days as required.**



## PROPOSAL DRAWINGS

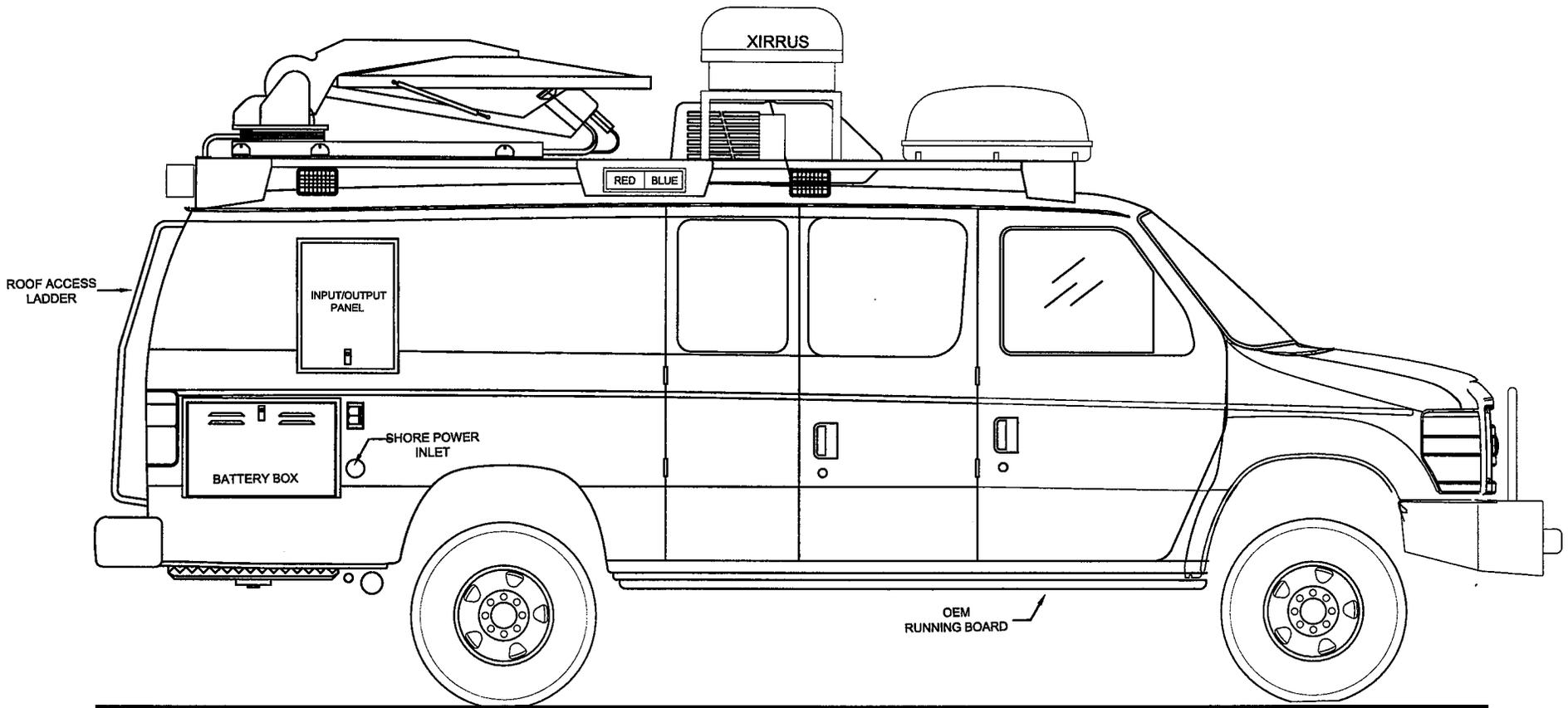


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 2245 VIA DE MERCADOS  
 CONCORD, CA. 94520  
 (925) 798-4060 (800) 662-4522

**CUSTOM DESIGNED FOR:**  
**BEVERLY HILLS POLICE**  
**EASYLINK MTE - FLOOR PLAN/ROOF**  
**FORD E350 4X4**  
 DRAWING NO: 0000-00

**REFERENCE INFO.**  
 PROPOSAL NO:  
 MODEL NO.: MATCC  
 START DATE:  
 PLOT DATE:  
 DRAWN BY: RAR

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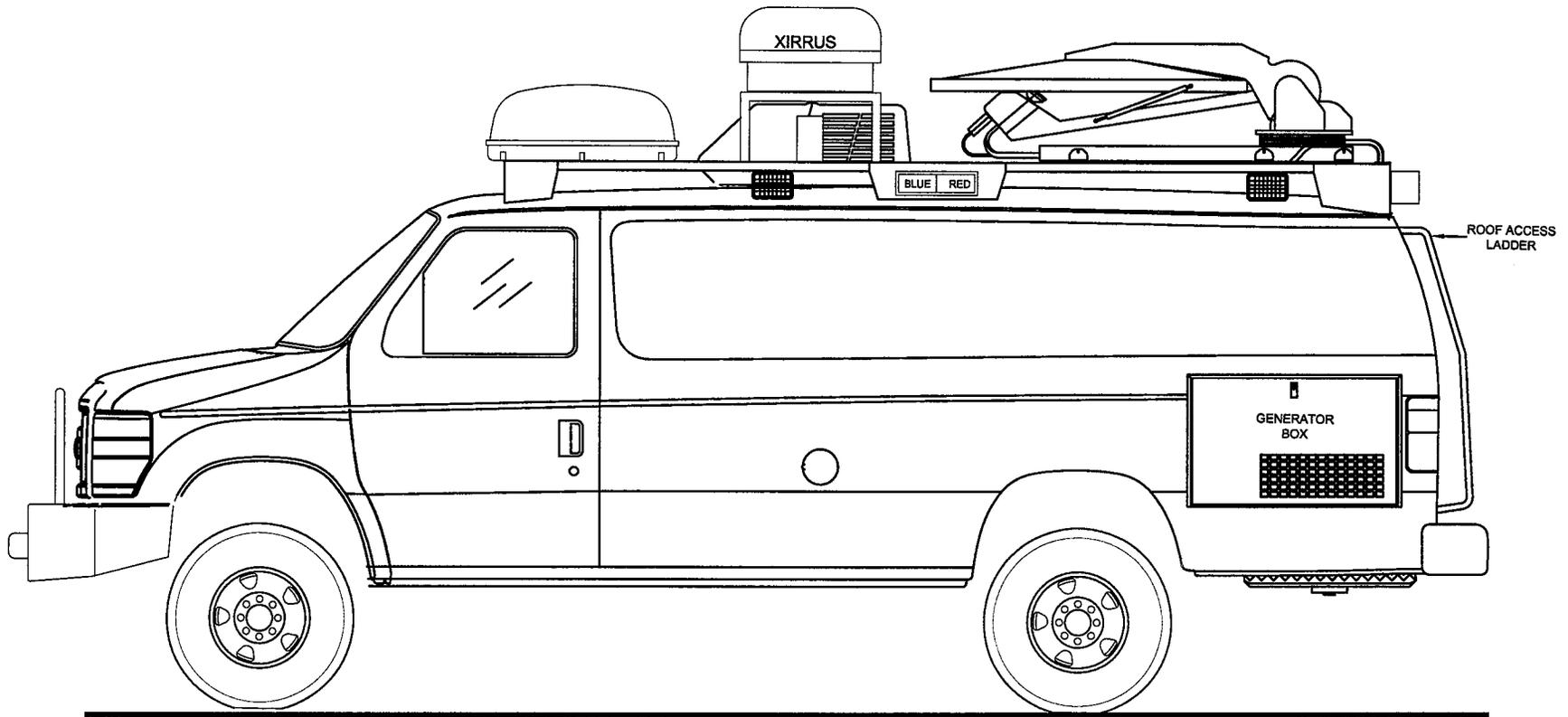
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(925) 798-4060 (800) 662-4522

**CUSTOM DESIGNED FOR:**  
**BEVERLY HILLS POLICE**  
**EASYLINK MTE - CURBSIDE VIEW**  
**FORD E350 4X4**  
DRAWING NO: 0000-00

**REFERENCE INFO.**  
PROPOSAL NO:  
MODEL NO.: MATCC  
START DATE:  
PLOT DATE:  
DRAWN BY: RAR

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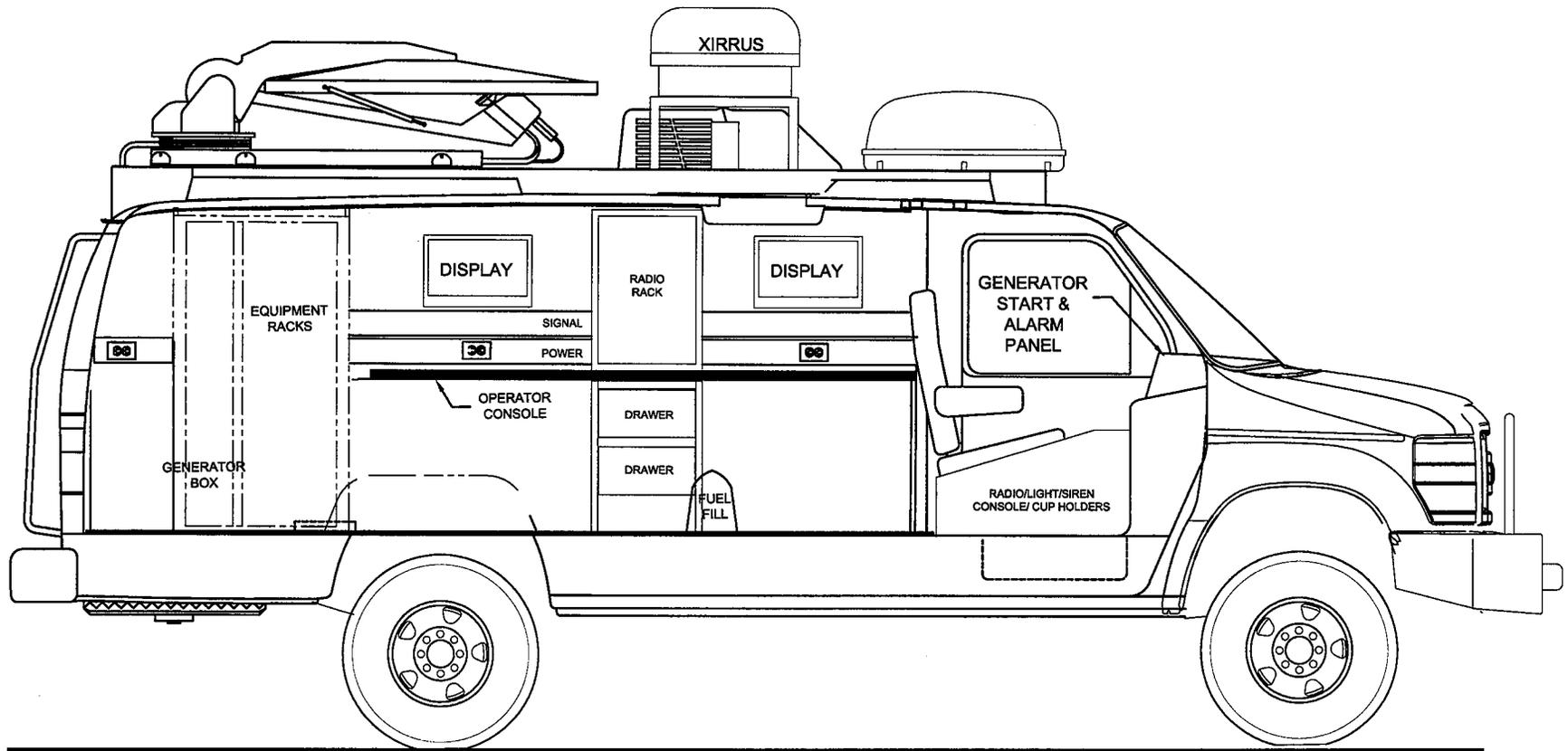
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**CUSTOM DESIGNED FOR:**  
**BEVERLY HILLS POLICE**  
**EASYLINK - EXTERIOR STREETSIDE**  
**FORD E350 4X4**  
DRAWING NO: 0000-00

**REFERENCE INFO.**  
PROPOSAL NO:  
MODEL NO.: MATCC  
START DATE:  
PLOT DATE:  
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**CUSTOM DESIGNED FOR:**  
**BEVERLY HILLS POLICE**  
**EASYLINK MTE - INTERIOR CURBSIDE**  
**FORD E350**  
DRAWING NO: 0000-00

**REFERENCE INFO.**  
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START DATE:  
PLOT DATE:  
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## REFERENCES

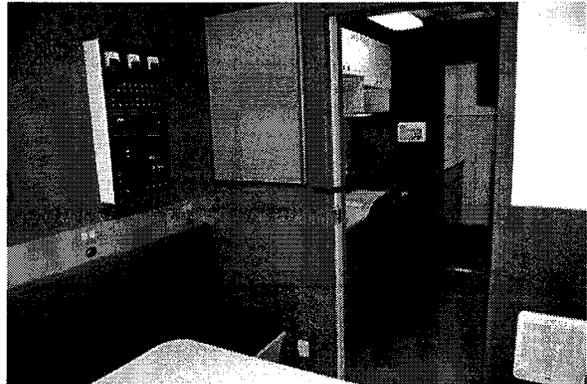
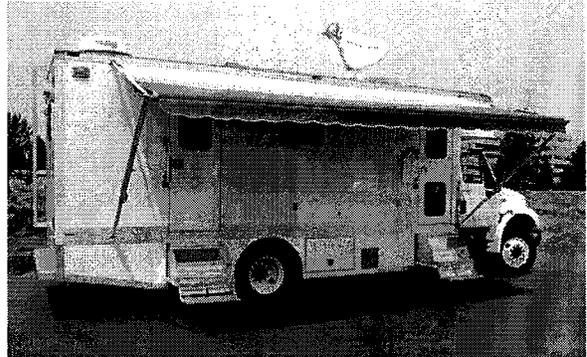
**Command and Communications Center  
San Francisco Water Department  
Emergency Services**

**2008**

**San Francisco Water Department  
Emergency Services**  
1000 El Camino Real  
Millbrae, CA 94030

Ed Forner  
(650) 782-5920  
eforner@sfgwater.org

Custom 24ft. body on International chassis. Features include a 20kW generator, full electrical system, satellite antenna for internet, lavatory, separate conference room with bench seating and table, communications area with radio operation consoles, hospitality center, emergency lights and sirens, walk-on roof platform with ladder, antenna mounting system on roof.



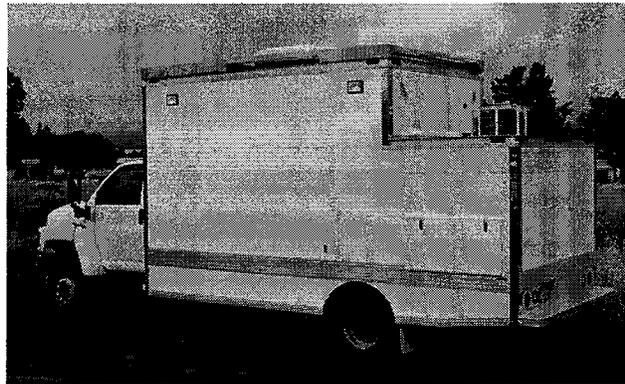


**Communications  
and Air Transportable  
Operations Vehicles  
for White Sands Missile Base  
and Hill Air Force Base**

**2010**

**SAT Corporation**  
321 Soquel Way  
Sunnyvale, CA 44085

Paul Isaac  
(408) 530-1020  
pisaac@sat.com



**Communications Trailers  
Pacific Gas and Electric Company  
(PG&E)**

2009

Custom 16 ft trailers with communications center modifications including mast and air system, walk-on roof platform and ladder, communications consoles, 3 equipment racks, generator and full electrical system.



PG&E  
725 Missouri Street  
Fairfield, CA 94533

Jeff Tracy  
Emergency Communications Engineer  
(707) 423-2433  
JMTf@pge.com

John Peters  
(530) 902-4828  
JAPq@pge.com



**Command / Communications Centers  
San Mateo County Sheriff's  
Office of Emergency Services**

**2006**

San Mateo County  
400 County Center  
1st Floor  
Redwood City, CA 94063

Charles Davenport  
(650) 363-4406  
cdavenport@co.sanmateo.ca.us



**RFM Systems  
TCI**

**1999 -2009**

Custom radio frequency monitoring modifications in a variety of vehicle platforms. These clandestine law enforcement technology vehicles are in service in 22 countries worldwide, including the US. Each system features custom equipment racks, a roof platform and ladder, hydraulic mast and air system, custom operator consoles, power generator, electrical system to destination country's requirements.

TCI, an SPX Company  
3541 Gateway Blvd.  
Fremont, CA 94538 USA

Ann Bustamante  
Vice President of Contracts  
(510) 687-6217  
ann.bustamante@spx.com





**Broadcast Satellite Uplink Truck  
and  
Suite of Crew Vans**

**NBC Network News**

**2008**

NBC Universal Network News  
3000 W. Alameda Ave.  
Burbank, CA 91523

John Bevard  
Operations Engineer  
(818) 840 3459  
[John.Bevard@nbcuni.com](mailto:John.Bevard@nbcuni.com)



## **ADDITIONAL INFORMATION**

### **Design and Engineering Standards**

E-N-G Mobile Systems is committed to building flexible, easy-to-use, effective and safe mobile systems of the highest quality. The design and engineering standards used have been developed through experience and incorporate the following government and industry regulations, guidelines, and conventions as applicable.

#### **Vehicle GVWR**

All truck and trailer based mobile systems are designed to operate within the vehicle manufacturer's certified GVWR and allow for expected payload. Chassis are properly sized for the intended application, and all systems are designed with optimum weight distribution for driving and towing stability and maximum safety.

#### **Electrical Systems**

All installed electrical systems follow the US National Fire Protection Association's (NFPA) National Electric Code (NEC) for safe installation of electrical wiring and equipment. Electrical distribution is designed with adequate number of properly-sized circuits for the instruments or equipment to be used.

#### **CA Health and Safety Regulations**

E-N-G's mobile systems, which are classified as special purpose commercial coaches, comply with Health and Safety Regulations for construction, fire safety, electrical, heating, mechanical, plumbing, occupancy, and energy conservation of the CA Health and Safety Code, Division 13, Part 2, Mobile Homes – Manufactured Housing Act of 1980.

#### **Generator Installation**

All generators installed follow the installation guidelines and specifications of the generator manufacturers. Generators are properly sized for the application, vehicle and electrical requirements.

#### **Mast Safety**

All telescoping masts installed comply with CA Code of Regulations, Title 8, Article 37, High-Voltage Safety Orders, and include a mast-up safety alarm tied to the vehicle ignition. E-N-G strongly recommends installation of optional high voltage mast safety system which provides another level of worker safety.

#### **Construction Materials**

Materials used in construction of interior insulation, walls, ceilings, floors and cabinetry are selected for durability, light-weight properties, ease of cleaning and maintenance, and fire ratings.

#### **Other Safety Features**

Operator safety is a primary consideration in the design of E-N-G's mobile systems. All systems include easily accessible fire extinguishers and CO detectors. On models where appropriate, back-up camera systems, entry door assist handles, eye wash, drench showers, and other safety features are standard.

## NON-COLLUSION AFFIDAVIT

### ATTACHMENT D–NON-COLLUSION AFFIDAVIT FOR RESPONDENT

I, Dick Glass, declare and state the following:

1. That I am the representative of E-N-G Mobile Systems, Inc. hereinafter referred to as the Respondent.
2. That I am fully informed regarding the preparation and contents of this proposal for certain work for the City of Beverly Hills, State of California.
3. That the proposal submitted is genuine and is not collusive or a sham proposal.
4. The officers, owners, agents, representative, employees or parties in interest, including this affiliate, have not in any way colluded, conspired, connived or agreed, directly or indirectly, with any other proposers, firm or person to submit a collusive or sham proposal in connection with such contract or to refrain to submitting a proposal in connection with such contract, or have in any manner, directly or indirectly, sought by unlawful contract or connivance with any other proposer, firm, or person to fix the price or prices in said proposal, or to secure through collusion, conspiracy, connivance or unlawful contract any advantage against the City of Beverly Hills or any person interested in the proposed contract.
5. That the price or prices quoted in the proposal are fair, proper and are not tainted by any collusion, conspiracy, connivance, or unlawful contract on the part of the proposer or any of its agents, owners, representatives, employees or parties in interest, including this affiliate.

I certify or declare under penalty of perjury, that the foregoing is true and correct.

Dated this 3rd day of February 2011, at Concord, California.

Signed: \_\_\_\_\_

Title: President