

City of Florence

November 22, 2020

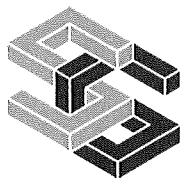
## **Proposal Submitted By:**

**James Cooper**

**Chief Business Development Officer**  
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**Phone: 254-749-6268**

**Darren Knopp**

**Chief Information Security Officer**  
**Email: [Darren@StrattmontGroup.com](mailto:Darren@StrattmontGroup.com)**  
**Office: 979-314-9644**



**STRATTMONT**  
*Group*

## Transmittal Letter:

Strattmont Group  
3131F East 29<sup>th</sup> Street STE 106  
Bryan, TX 77802  
[www.StrattmontGroup.com](http://www.StrattmontGroup.com)

The following individuals are authorized to represent the company in any business with the PD and/or City of Florence. Please direct correspondence to the following individuals:

1 <sup>st</sup> Point of Contact:	2 <sup>nd</sup> Point of Contact:
Darren Knopp Chief Information Officer Office: 979-314-9644 Cell: 979-255-1207 Email: <a href="mailto:darren@strattmontgroup.com">darren@strattmontgroup.com</a>	James Cooper Chief Executive Officer Office: 979-314-9644 Cell: 254-749-6268 Email: <a href="mailto:james@strattmontgroup.com">james@strattmontgroup.com</a>

State Taxpayer Identification Number: 32056870168  
Federal Identification Number: 47-3506866

Strattmont understands the importance and impact of the IT services and surveillance camera systems to be performed for the PD and/or City of Florence. Strattmont will provide proactive support, monitoring, help desk services, security and maintenance coupled with best practice standards for planning, operations, disaster recovery, compliance, and security. Considering the recent Ransomware attacks in the State of Texas it is of the utmost importance to have proactive maintenance, training, comprehensive tools, competent staff and a substantial resource pool. Strattmont is committed to providing the services outlined in this proposal in a professional courteous manner, that maintains outstanding communication and provides value to the City and its mission to serve the citizens of the City of Florence.

**The proposal and cost schedule will be valid and binding for thirty (30) days and will become part of the contract negotiated with the PD and/or City of Florence.**

The individual below is a corporate officer authorized to bind the company to the proposal and the cost schedule.

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Darren Knopp  
Chief Information Security Officer  
Strattmont Group

## **PD IT Services**

Strattmont can provide support for normal operations from the hours of 8am – 5pm with after-hours on-call support as needed. Scheduled maintenance will be coordinated with the appropriate staff to ensure minimal disruptions to operations.

### **Initial Assessment**

The Initial Assessment will produce an effective snapshot of where the PD is in terms of technology infrastructure, equipment, life cycle management, speed, essential security, disaster planning and data retention. Strattmont will provide guidance in terms of short term and long-term planning, strategies, and efficiencies based upon our findings.

An annual assessment is included each year the contract is renewed at no additional cost.

- Network, Backup, Disaster Recovery Assessment
- Policies and Procedures Report
- Security Assessment

### **Desktop/Laptop Support**

Strattmont Group will provide a comprehensive set of services that provide proactive monitoring, preventative maintenance, and support.

#### General Support Services:

- End User Support via Email, Phone, Remote Access
- Onsite Services Included, maximum of 8 hours onsite
- Advanced Troubleshooting
- 3<sup>rd</sup> Party Escalations
- Inventory Management
- Baseline Hardware and Software Configurations
- PCs, Laptops, Printers, Peripherals and Office Software
- Hardware problem identification and corrective action

#### Desktop/Laptop Support Services:

- Proactive Patch Management
- Desktop Alerts and Monitoring
- Remote Access
- Anti-Virus Management
- Performance Monitoring
- Policy Management
- Self-Help Center

Unlimited Services are delivered from 8am – 5pm CST and after-hours services are provided on an on call/as needed basis. After hour services are included at no additional cost. PD will provide anti-virus software. All third-party software must have a maintenance contract.

## **Server Administrative Services**

Strattmont Group will provide the following services to support the function and usability of your servers,

- Remote Monitoring, Management and Administration
- Server Issue Resolutions
- Manage Anti-Virus
- Security Administration, Monitoring and Configuration
- Alerts and Notifications
- Performance Monitoring
- Patch Management and Deployment
- Remote Management
- Scheduled Maintenance
- 3<sup>rd</sup> Party Application Escalation
- User Account Administration
- File Sharing Administration

## **Network Administration Services**

Strattmont Group will provide the following services to support the function and usability of your network equipment

- Router, Firewall, Switch Management
- Wireless Access Point Management
- Printers, Scanners or similar devices
- Service Monitoring and Troubleshooting
- Documentation
- Manage and Remediate Issues
- Update and Patch Management
- Inventory Management
- IP Address Management
- Remote Management
- Password Management
- Roll-Based User Access
- Configuration Management and Backup

## **Security and Backup Efforts**

Strattmont approaches security from a depth in defense scenario. Security is not one layer or solution. Security is multiple layers starting with PD staff. Our security is a comprehensive system that utilizes monitoring and proactive system management to mitigate threats.

\*90% of successful network breaches were caused by user error\*  
2017 Verizon Data Breach Report

### **Security**

- Active Monitoring
- Alerts and Notifications
- Annual Network Assessment
- Anti-Virus Included
- Online Security Training
  - Over 9 hours of online training provided on demand for all PD staff. Our courses are specifically designed to help you address unwitting user error to enhance your security posture. Our courses include titles like Phishing Awareness, Physical Security, Social Media Awareness, Email Security, Working Safely and Securely, Ransomware Acts and Obligations, Password Security and many more.

### **Backup**

- Backup Software Administration, Configuration, Management and Support
- Monitoring
- Retrieve or Restore from Backup

Backup Software and Hardware to be provided by the PD

## **Planning/Consulting Services**

### **Compliance and Operations**

- Policies and Procedures assistance
- Standardization of IT Operations
- Compliance Support assistance
- CJIS Compliance assistance

### **Project Management**

- IT Project Management assistance

### **Strategic Planning & Technology Roadmap Design**

- Assist in the development of an IT Road Map.
- Assist in the development of strategic recommendations

### **Disaster Recovery and Business Continuity Planning**

- Disaster recovery planning assistance
- Business Continuity assistance
- IT Vendor Sourcing, Purchasing and Vendor assistance

## **Technology Equipment** (as necessary)

### Fortinet FortiGate 60E - UTM Bundle

The FortiGate/FortiWiFi 60E series provides a fast and secure SD-WAN solution in a compact fanless desktop form factor for enterprise branch offices and mid-sized businesses. Protects against cyber threats with system-on-a-chip acceleration and industry-leading secure SD-WAN in a simple, affordable, and easy to deploy solution. Fortinet's Security-Driven Networking securely integrates with the new generation of cybersecurity solutions.

### Fortinet Switch 248E

Mid-range layer 3 capable "Secure Simple Scalable" Ethernet switch designed for desktop to wiring closet. FortiLink enabled, the 200 series integrates with our FortiGate NGFW to offer the most secure Ethernet solution in the market.

### (2) Fortinet Wireless Access Point 221E

The FortiAP 221E their medium-density 802.11ac Wave 2 access point. These enterprise class access points are ideal for medium-density environments such as office or classroom. Provide support for MU-MIMO and performance throughput of up to 867 Mbps.

3-year warranty, updates, security subscription included

## 3 Year - PD IT SERVICES

	<u>Fee</u>	<u>Acceptance Initials</u>
Network Equipment Cost	\$5000.00	
Initial Service Onboarding	Waived	
3-Year Service	\$32,400.00	
Hourly Rate – If Applicable	\$95.00/Hr	

Proposal covers the following equipment limits. Any additional equipment would require a change request and approval of additional fees. Approximate 10 computers/laptops, peripherals, (2) printers; (2) servers; (1) Switch; (2) Wireless Access Points; (1) Firewalls; (10) email accounts.

PD must have or purchase appropriate anti-virus service and security training. Installation or upgrade of existing equipment or new equipment may result in additional charges. Additional of new services, audits, or services outside the scope may result in additional charges.

## Camera System Overview

The common exterior power and network setup for the community parks, schools and streets will be comprised of a ruggedized NEMA box, deep cell marine battery, Cradlepoint cellular modem, and solar panel with inverter. This will include appropriate mounting equipment. Solution can run via AT&T or Verizon SIM. **Customer must provide service for SIM card.**

External systems will be mounted at the locations listed below

Customer must provide or receive approval for suitable installation location (post, wall, flat object). If location is privately owned, customer must receive written permission to mount solution on private property. Proposal does not include installation of new posts. If local power is available and customer prefers to use local power vs solar, a change order will be required to modify solution. Some work will be performed remotely.

Cloud Subscription Service (36 months - prepaid) includes Cloud surveillance with a highly redundant VMS, proactive patching, and health monitoring and in-device storage (14 days). 30 days of cloud storage is included. (Longer storage options are available).

Any travel, labor, per diem, equipment rental or similar is included in the quote. All parts are included.



## City CCTV Surveillance System/17 Cameras

Location	Camera	Type
College Ave and East Main		
La Fuente to College	Q1647-LE	Solar / Local Storage / Cloud Storage
Elementary School/College Avenue	Q1647-LE	Solar / Local Storage / Cloud Storage
(2) Patterson and 970 Intersection	Q1647-LE	Solar / Local Storage / Cloud Storage
(3) High School Park	P5655-E	Solar / Local Storage / Cloud Storage
(3) Middle School	P5655-E	Solar / Local Storage / Cloud Storage
Florence Main Street looking to Patterson	P5655-E	Solar / Local Storage / Cloud Storage
(3) Patterson	Q1647-LE	Solar / Local Storage / Cloud Storage
Main Street		
Story Avenue	Q1647-LE	Solar / Local Storage / Cloud Storage
Story East main to West	Q1647-LE	Solar / Local Storage / Cloud Storage
Story East Main towards Patterson	Q1647-LE	Solar / Local Storage / Cloud Storage

Included in the proposal is all necessary equipment for installation including but not limited to:

- CP/Power Cord
- Antenna
- Mind Span Power
- Mounting Hardware
- SD Card
- External Install
- Cloud
- Cabling
- Project Management
- Configuration
- NEMA Plugs
- Cradle Point Hardware
- Solar Power Solution
- 5 Year Hardware Warranty included
- 3 Year Service Included

Strattmont Group may utilize a subcontractor for rendering of some services related to the camera installation, cabling, and configuration.

## City CCTV Surveillance System

	<b><u>Fee</u></b>	<b><u>Acceptance Initials</u></b>
Total Cost	\$225,000	
Hourly Rate – Additional Services	\$125/Hr	

## **Park Surveillance Replacement/9 Cameras**

Location	Camera	Type
(5) Florence Park with Pool	P3375-VE	Local Storage / Cloud Storage
(4) Community Park	P3227-LVE	Local Storage / Cloud Storage

Included in the proposal is all necessary equipment for installation including but not limited to:

- CP/Power Cord
- Antenna
- Mind Span Power
- Mounting Hardware
- SD Card
- External Install
- Cloud
- Cabling
- Project Management
- Configuration
- 5 Year Hardware Warranty included
- 3 Year Service Included

Strattmont Group may utilize a subcontractor for rendering of some services related to the camera installation, cabling, and configuration.

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## **Park Surveillance System**

	<b><u>Fee</u></b>	<b><u>Acceptance Initials</u></b>
Total Cost	\$90,000	
Hourly Rate – Additional Services	\$125/Hr	

### **Proposal Signature Page**

These Terms and Conditions of Service shall apply to the relationship ("Schedule," "Schedule of Services," "Web Services Contract," "IT Services Contract," and/or "Web Services Contract Schedule of Services," "Proposal", or similar) executed by Strattmont Group ("Strattmont," "Strattmont Group," "Company," and/or "Service Provider") and

\_\_\_\_\_. Dated \_\_\_\_ day of \_\_\_\_\_, 2020

("Client Name," "Customer", "Purchaser" and/or "Client")

(Effective Date")

By executing this Schedule of Services, Client agrees to purchase the services designated above subject to the Terms and Conditions list below and on the Company website. All terms are for two years unless otherwise specified.

Company/Client/Purchaser:	Company/Service Provider: Strattmont Group
By:	By: Jeremiah Knopp, Darren Knopp, or James Cooper
Signature:	Signature:
Title:	Title: CEO, COO/CIO or CBDO
Date:	Date:
Email Address:	Email Address: info@StrattmontGroup.com

Custom acknowledges that they have read, viewed, understand, and agree to the current Terms and Conditions with the above signature.

**All current Terms and Conditions can be viewed at <http://www.strattmontgroup.com/terms>.**

#### **PAYMENT**

We accept the following payment methods:

- Development work: VISA, MASTERCARD, or BUSINESS CHECK
- Subscriptions: VISA, MASTERCARD, or BUSINESS CHECK
- Late Fees, Cancellation fees, or additional service charges may be included in billing

#### **TERMS**

- 50% Down
- 40% Due Upon Delivery
- 10% Due Upon Completion

Camera systems are not a guarantee to prevent crime or record any actual event that pertains to a crime or any incident. Clients agree to hold Company harmless in any incident or crime that may happen in terms of the functionality of the camera system. Strattmont Group, nor any of its subcontractors, will be held liable for any failure of the system.