

# i-PRO

The Power of Truth



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## RESPONSE TO REQUEST FOR PROPOSAL

NCPA #46-22 Threat and Weapons Detection Software and Equipment

Due Date: November 17, 2022 by 2:00 PM CST

Melissa Barnett, Capture & Bids Manager  
i-PRO Americas Inc. 8550 Fallbrook Drive, Suite 200 Houston, Texas 77064

Federal Tax ID: 84-2440008 DUNS#: 117342608

Email: [Melissa.Barnett@i-pro.com](mailto:Melissa.Barnett@i-pro.com)

Direct: 865-280-2676

# Letter of Transmittal

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November 16, 2022

National Cooperative Purchasing Alliance  
P.O. Box 701273  
Houston, Texas 77270

Re: Response to NCPA RFP NCPA #46-22 Threat and Weapons Detection Software and Equipment

i-PRO Americas Inc. (i-PRO) is pleased to respond to the NCPA RFP #46-22 Threat and Weapons Detection Software and Equipment issued by the Region 14 Education Services Center, Texas.

Built on a legacy of over 60 years of innovation with Panasonic, i-PRO Americas Inc. was established in 2019 as an independent company to bring to market advanced next-generation AI technology that is built in to our unrivaled Security Surveillance, Public Safety and Medical Imaging solutions. With the i-PRO network camera range with AI capabilities, we offer advanced technologies such as analysis technology and secure technology using deep learning, looking forward to the ease of artificial intelligence (AI) and IoT.

i-PRO acknowledges and agrees to comply with the terms and conditions outline in the NCPA #46-22 solicitation. As an OEM manufacturer, we do not sell directly to end-user agencies, rather we will be utilizing authorized resellers for order fulfillment and payment processing. In accordance with the required proposal format, we have enclosed the following Tabs in the manner listed in the instructions.

- Tab 1 - Master Agreement / Signature Form
- Tab 2 - NCPA Administration Agreement
- Tab 3 - Vendor Questionnaire
- Tab 4 - Vendor Profile
- Tab 5 - Products and Services / Scope
- Tab 6 - References
- Tab 7 - Pricing (submitted as a separate.xlsx file)
- Tab 8 - Value Added Products and Services
- Tab 9 - Required Documents

We are committed to ensuring that our products meet the needs of NCPA participating members and that we continue to expand our portfolio with advanced AI-driven software solutions to complement our renowned line of best-in-class imaging technologies and edge products.

Should you have any questions about our proposal, please contact me directly to expedite any required clarifications.

**Melissa Barnett**

Bids & Capture Manager  
i-PRO Americas Inc.  
Direct: 865-280-2676

[Melissa.Barnett@i-pro.com](mailto:Melissa.Barnett@i-pro.com)

8550 Fallbrook Dr, Suite 200 | Houston, TX 77064

# **TAB 1**

## **MASTER AGREEMENT - GENERAL TERMS AND CONDITIONS**

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### **Customer Support**

The vendor shall provide timely and accurate technical advice and sales support. The vendor shall respond to such requests within one (1) working day after receipt of the request.

### **Disclosures**

Respondent affirms that he/she has not given, offered to give, nor intends to give at any time hereafter any economic opportunity, future employment, gift, loan, gratuity, special discount, trip, favor or service to a public servant in connection with this contract.

The respondent affirms that, to the best of his/her knowledge, the offer has been arrived at independently, and is submitted without collusion with anyone to obtain information or gain any favoritism that would in any way limit competition or give an unfair advantage over other vendors in the award of this contract.

### **Renewal of Contract**

Unless otherwise stated, all contracts are for a period of three (3) years with an option to renew for up to two (2) additional one-year terms or any combination of time equally not more than 2 years if agreed to by Region 14 ESC and the vendor.

### **Funding Out Clause**

Any/all contracts exceeding one (1) year shall include a standard "funding out" clause. A contract for the acquisition, including lease, of real or personal property is a commitment of the entity's current revenue only, provided the contract contains either or both of the following provisions:

Retains to the entity the continuing right to terminate the contract at the expiration of each budget period during the term of the contract and is conditioned on a best efforts attempt by the entity to obtain appropriate funds for payment of the contract.

### **Shipments (if applicable)**

The awarded vendor shall ship ordered products within seven (7) working days for goods available and within four (4) to six (6) weeks for specialty items after the receipt of the order unless modified. If a product cannot be shipped within that time, the awarded vendor shall notify the entity placing the order as to why the product has not shipped and shall provide an estimated shipping date. At this point the participating entity may cancel the order if estimated shipping time is not acceptable.

### **Tax Exempt Status**

Since this is a national contract, knowing the tax laws in each state is the sole responsibility of the vendor.

## **Payments**

The entity using the contract will make payments directly to the awarded vendor or their affiliates (distributors/business partners/resellers) as long as written request and approval by NCPA is provided to the awarded vendor.

## **Adding Authorized Distributors/Dealers**

Awarded vendors may submit a list of distributors/partners/resellers to sell under their contract throughout the life of the contract. Vendor must receive written approval from NCPA before such distributors/partners/resellers considered authorized.

Purchase orders and payment can only be made to awarded vendor or distributors/ business partners/resellers previously approved by NCPA.

Pricing provided to members by added distributors or dealers must also be less than or equal to the pricing offered by the awarded contract holder.

All distributors/partners/resellers are required to abide by the Terms and Conditions of the vendor's agreement with NCPA.

## **Pricing**

All pricing submitted shall include the administrative fee to be remitted to NCPA by the awarded vendor. It is the awarded vendor's responsibility to keep all pricing up to date and on file with NCPA.

All deliveries shall be freight prepaid, F.O.B. destination and shall be included in all pricing offered unless otherwise clearly stated in writing

## **Warranty**

Proposal should address the following warranty information:

- Applicable warranty and/or guarantees of equipment and installations including any conditions and response time for repair and/or replacement of any components during the warranty period.
- Availability of replacement parts
- Life expectancy of equipment under normal use
- Detailed information as to proposed return policy on all equipment

Products: Vendor shall provide equipment, materials and products that are new unless otherwise specified, of good quality and free of defects

Construction: Vendor shall perform services in a good and workmanlike manner and in accordance with industry standards for the service provided.

## **Safety**

Vendors performing services shall comply with occupational safety and health rules and regulations. Also all vendors and subcontractors shall be held responsible for the safety of their employees and any conditions that may cause injury or damage to persons or property.

**Permits**

Since this is a national contract, knowing the permit laws in each state is the sole responsibility of the vendor.

**Indemnity**

The awarded vendor shall protect, indemnify, and hold harmless Region 14 ESC and its participants, administrators, employees and agents against all claims, damages, losses and expenses arising out of or resulting from the actions of the vendor, vendor employees or vendor subcontractors in the preparation of the solicitation and the later execution of the contract.

**Franchise Tax**

The respondent hereby certifies that he/she is not currently delinquent in the payment of any franchise taxes.

**Supplemental Agreements**

The entity participating in this contract and awarded vendor may enter into a separate supplemental agreement to further define the level of service requirements over and above the minimum defined in this contract i.e. invoice requirements, ordering requirements, specialized delivery, etc. Any supplemental agreement developed as a result of this contract is exclusively between the participating entity and awarded vendor.

**Certificates of Insurance**

Certificates of insurance shall be delivered to the Public Agency prior to commencement of work. The insurance company shall be licensed in the applicable state in which work is being conducted. The awarded vendor shall give the participating entity a minimum of ten (10) days notice prior to any modifications or cancellation of policies. The awarded vendor shall require all subcontractors performing any work to maintain coverage as specified.

**Legal Obligations**

It is the Respondent's responsibility to be aware of and comply with all local, state, and federal laws governing the sale of products/services identified in this RFP and any awarded contract and shall comply with all while fulfilling the RFP. Applicable laws and regulation must be followed even if not specifically identified herein.

**Protest**

A protest of an award or proposed award must be filed in writing within ten (10) days from the date of the official award notification and must be received by 5:00 pm CST. Protests shall be filed with Region 14 ESC and shall include the following:

- Name, address and telephone number of protester
- Original signature of protester or its representative
- Identification of the solicitation by RFP number
- Detailed statement of legal and factual grounds including copies of relevant documents and the form of relief requested

Any protest review and action shall be considered final with no further formalities being considered.

### **Force Majeure**

If by reason of Force Majeure, either party hereto shall be rendered unable wholly or in part to carry out its obligations under this Agreement then such party shall give notice and full particulars of Force Majeure in writing to the other party within a reasonable time after occurrence of the event or cause relied upon, and the obligation of the party giving such notice, so far as it is affected by such Force Majeure, shall be suspended during the continuance of the inability then claimed, except as hereinafter provided, but for no longer period, and such party shall endeavor to remove or overcome such inability with all reasonable dispatch.

The term Force Majeure as employed herein, shall mean acts of God, strikes, lockouts, or other industrial disturbances, act of public enemy, orders and regulation of any kind of government of the United States or any civil or military authority; insurrections; riots; epidemics; pandemic; landslides; lighting; earthquake; fires; hurricanes; storms; floods; washouts; droughts; arrests; restraint of government and people; civil disturbances; explosions, breakage or accidents to machinery, pipelines or canals, or other causes not reasonably within the control of the party claiming such inability. It is understood and agreed that the settlement of strikes and lockouts shall be entirely within the discretion of the party having the difficulty, and that the above requirement that any Force Majeure shall be remedied with all reasonable dispatch shall not require the settlement of strikes and lockouts by acceding to the demands of the opposing party or parties when such settlement is unfavorable in the judgment of the party having the difficulty

### **Prevailing Wage**

It shall be the responsibility of the Vendor to comply, when applicable, with the prevailing wage legislation in effect in the jurisdiction of the purchaser. It shall further be the responsibility of the Vendor to monitor the prevailing wage rates as established by the appropriate department of labor for any increase in rates during the term of this contract and adjust wage rates accordingly.

### **Termination**

Either party may cancel this contract in whole or in part by providing written notice. The cancellation will take effect 30 business days after the other party receives the notice of cancellation. After the 30th business day all work will cease following completion of final purchase order.

### **Open Records Policy**

Because Region 14 ESC is a governmental entity responses submitted are subject to release as public information after contracts are executed. If a vendor believes that its response, or parts of its response, may be exempted from disclosure, the vendor must specify page-by-page and line-by-line the parts of the response, which it believes, are exempt. In addition, the respondent must specify which exception(s) are applicable and provide detailed reasons to substantiate the exception(s).

The determination of whether information is confidential and not subject to disclosure is the duty of the Office of Attorney General (OAG). Region 14 ESC must provide the OAG sufficient

information to render an opinion and therefore, vague and general claims to confidentiality by the respondent are not acceptable. Region 14 ESC must comply with the opinions of the OAG. Region14 ESC assumes no responsibility for asserting legal arguments on behalf of any vendor. Respondent are advised to consult with their legal counsel concerning disclosure issues resulting from this procurement process and to take precautions to safeguard trade secrets and other proprietary information.

## **PROCESS**

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Region 14 ESC will evaluate proposals in accordance with, and subject to, the relevant statutes, ordinances, rules, and regulations that govern its procurement practices. NCPA will assist Region 14 ESC in evaluating proposals. Award(s) will be made to the prospective vendor whose response is determined to be the most advantageous to Region 14 ESC, NCPA, and its participating agencies. To qualify for evaluation, response must have been submitted on time, and satisfy all mandatory requirements identified in this document.

### **Contract Administration**

The contract will be administered by Region 14 ESC. The National Program will be administered by NCPA on behalf of Region 14 ESC.

### **Contract Term**

The contract term will be for three (3) year starting from the date of the award. The contract may be renewed for up to two (2) additional one-year terms or any combination of time equally not more than 2 years.

It should be noted that maintenance/service agreements may be issued for up to (5) years under this contract even if the contract only lasts for the initial term of the contract. NCPA will monitor any maintenance agreements for the term of the agreement provided they are signed prior to the termination or expiration of this contract.

### **Contract Waiver**

Any waiver of any provision of this contract shall be in writing and shall be signed by the duly authorized agent of Region 14 ESC. The waiver by either party of any term or condition of this contract shall not be deemed to constitute waiver thereof nor a waiver of any further or additional right that such party may hold under this contract.

### **Price Increases**

Should it become necessary, price increase requests may be submitted at any point during the term of the contract by written amendment. Included with the request must be documentation and/or formal cost justification for these changes. Requests will be formally reviewed, and if justified, the amendment will be approved.

### **Products and Services Additions**

New Products and/or Services may be added to the resulting contract at any time during the term by written amendment, to the extent that those products and/or services are within the scope of this RFP.

### **Competitive Range**

It may be necessary for Region 14 ESC to establish a competitive range. Responses not in the competitive range are unacceptable and do not receive further award consideration.



### **Deviations and Exceptions**

Deviations or exceptions stipulated in response may result in disqualification. It is the intent of Region 14 ESC to award a vendor's complete line of products and/or services, when possible.

### **Estimated Quantities**

While no minimum volume is guaranteed, the estimated (but not limited to) annual volume for Products and Services purchased under the proposed Master Agreement is \$500 million dollars annually. This estimate is based on the anticipated volume of Region 14 ESC and current sales within the NCPA program.

### **Evaluation**

Region 14 ESC will review and evaluate all responses in accordance with, and subject to, the relevant statutes, ordinances, rules and regulations that govern its procurement practices. NCPA will assist the lead agency in evaluating proposals. Recommendations for contract awards will be based on multiple factors, each factor being assigned a point value based on its importance.

### **Formation of Contract**

A response to this solicitation is an offer to contract with Region 14 ESC based upon the terms, conditions, scope of work, and specifications contained in this request. A solicitation does not become a contract until it is accepted by Region 14 ESC. The prospective vendor must submit a signed Signature Form with the response thus, eliminating the need for a formal signing process. Contract award letter issued by Region 14 ESC is the counter-signature document establishing acceptance of the contract.

### **NCPA Administrative Agreement**

The vendor will be required to enter and execute the National Cooperative Purchasing Alliance Administration Agreement with NCPA upon award with Region 14 ESC. The agreement establishes the requirements of the vendor with respect to a nationwide contract effort.

### **Clarifications/Discussions**

Region 14 ESC may request additional information or clarification from any of the respondents after review of the proposals received for the sole purpose of elimination minor irregularities, informalities, or apparent clerical mistakes in the proposal. Clarification does not give respondent an opportunity to revise or modify its proposal, except to the extent that correction of apparent clerical mistakes results in a revision. After the initial receipt of proposals, Region 14 ESC reserves the right to conduct discussions with those respondent's whose proposals are determined to be reasonably susceptible of being selected for award. Discussions occur when oral or written communications between Region 14 ESC and respondent's are conducted for the purpose clarifications involving information essential for determining the acceptability of a proposal or that provides respondent an opportunity to revise or modify its proposal. Region 14 ESC will not assist respondent bring its proposal up to the level of other proposals through discussions. Region 14 ESC will not indicate to respondent a cost or price that it must meet to neither obtain further consideration nor will it provide any information about other respondents' proposals or prices.

**Multiple Awards**

Multiple Contracts may be awarded as a result of the solicitation. Multiple Awards will ensure that any ensuing contracts fulfill current and future requirements of the diverse and large number of participating public agencies.

**Past Performance**

Past performance is relevant information regarding a vendor's actions under previously awarded contracts; including the administrative aspects of performance; the vendor's history of reasonable and cooperative behavior and commitment to customer satisfaction; and generally, the vendor's businesslike concern for the interests of the customer.

## **EVALUATION CRITERIA**

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### **Pricing (40 points)**

#### Electronic Price Lists

- Products, Services, Warranties, etc. price list
- Prices listed will be used to establish both the extent of a vendor's product lines, services, warranties, etc. available from a particular bidder and the pricing per item.

### **Ability to Provide and Perform the Required Services for the Contract (25 points)**

- Product Delivery within participating entities specified parameters
- Number of line items delivered complete within the normal delivery time as a percentage of line items ordered.
- Vendor's ability to perform towards above requirements and desired specifications.
- Past Cooperative Program Performance
- Quantity of line items available that are commonly purchased by the entity.
- Quality of line items available compared to normal participating entity standards.

### **References and Experience (20 points)**

- A minimum of ten (10) customer references for product and/or services of similar scope dating within past 3 years
- Respondent Reputation in marketplace
- Past Experience working with public sector.
- Exhibited understanding of cooperative purchasing

### **Value Added Products/Services Description, (8 points)**

- Additional Products/Services related to the scope of RFP
- Marketing and Training
- Minority and Women Business Enterprise (MWBE) and (HUB) Participation
- Customer Service

### **Technology for Supporting the Program (7 points)**

- Electronic on-line catalog, order entry use by and suitability for the entity's needs
- Quality of vendor's on-line resources for NCPA members.
- Specifications and features offered by respondent's products and/or services

## SIGNATURE FORM

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The undersigned hereby proposes and agrees to furnish goods and/or services in strict compliance with the terms, specifications and conditions at the prices proposed within response unless noted in writing. The undersigned further certifies that he/she is an officer of the company and has authority to negotiate and bind the company named below and has not prepared this bid in collusion with any other Respondent and that the contents of this proposal as to prices, terms or conditions of said bid have not been communicated by the undersigned nor by any employee or agent to any person engaged in this type of business prior to the official opening of this proposal.

Prices are guaranteed: **120 days**

i-PRO Americas Inc.  
Company Name

8550 Fallbrook Drive, Suite 200  
Address

<u>Houston</u> City	<u>Texas</u> State	<u>77064</u> Zip
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<u>(800) 513-5417</u> Telephone Number	<u>(832) 634-4730</u> Fax Number
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i-procontracts@i-pro.com  
Email Address

<u>Ali Haroon</u> Printed Name	<u>Director</u> Position
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*Ali Haroon*  
[Ali Haroon \(Nov 1, 2022 09:28 CDT\)](#)  
Authorized Signature

## TAB 2 NCPA ADMINISTRATION AGREEMENT

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This Administration Agreement is made as of December 1, 2022, by and between National Cooperative Purchasing Alliance ("NCPA") and i-PRO Americas Inc. ("Vendor").

### Recitals

WHEREAS, Region 14 ESC has entered into a certain Master Agreement dated December 1, 2022, referenced as Contract Number 13-22, by and between Region 14 ESC and Vendor, as may be amended from time to time in accordance with the terms thereof (the "Master Agreement"), for the purchase of Threat and Weapons Detection Software and Equipment ;

WHEREAS, said Master Agreement provides that any state, city, special district, local government, school district, private K-12 school, technical or vocational school, higher education institution, other government agency or nonprofit organization (hereinafter referred to as "public agency" or collectively, "public agencies") may purchase products and services at the prices indicated in the Master Agreement;

WHEREAS, NCPA has the administrative and legal capacity to administer purchases under the Master Agreement to public agencies;

WHEREAS, NCPA serves as the administrative agent for Region 14 ESC in connection with other master agreements offered by NCPA

WHEREAS, Region 14 ESC desires NCPA to proceed with administration of the Master Agreement;

WHEREAS, NCPA and Vendor desire to enter into this Agreement to make available the Master Agreement to public agencies on a national basis;

NOW, THEREFORE, in consideration of the payments to be made hereunder and the mutual covenants contained in this Agreement, NCPA and Vendor hereby agree as follows:

### General Terms and Conditions

- The Master Agreement, attached hereto as Exhibit 1 and incorporated herein by reference as though fully set forth herein, and the terms and conditions contained therein shall apply to this Administration Agreement except as expressly changed or modified by this Administration Agreement.
- NCPA shall be afforded all of the rights, privileges and indemnifications afforded to Region 14 ESC under the Master Agreement, and such rights, privileges and indemnifications shall accrue and apply with equal effect to NCPA under this Administration Agreement including, but not limited to, Contractor's obligation to provide appropriate insurance and certain indemnifications to Region 14 ESC.

- Contractor shall perform all duties, responsibilities and obligations required under the Master Agreement in the time and manner specified by the Master Agreement.
- NCPA shall perform all of its duties, responsibilities, and obligations as administrator of purchases under the Master Agreement as set forth herein, and Contractor acknowledges that NCPA shall act in the capacity of administrator of purchases under the Master Agreement.
- With respect to any purchases made by Region 14 ESC or any Participating Agency pursuant to the Master Agreement, NCPA (a) shall not be construed as a dealer, re-marketer, representative, partner, or agent of any type of Contractor, Region 14 ESC, or such Participating Agency, (b) shall not be obligated, liable or responsible (i) for any orders made by Region 14 ESC, any Participating Agency or any employee of Region 14 ESC or Participating Agency under the Master Agreement, or (ii) for any payments required to be made with respect to such order, and (c) shall not be obligated, liable or responsible for any failure by the Participating Agency to (i) comply with procedures or requirements of applicable law, or (ii) obtain the due authorization and approval necessary to purchase under the Master Agreement. NCPA makes no representations or guaranties with respect to any minimum purchases required to be made by Region 14 ESC, any Participating Agency, or any employee of Region 14 ESC or Participating Agency under this Administration Agreement or the Master Agreement.
- With respect to any supplemental agreement entered into between a Participating Agency and Contractor pursuant to the Master Agreement, NCPA, its agents, members and employees shall not be made party to any claim for breach of such agreement.
- This Administration Agreement supersedes any and all other agreements, either oral or in writing, between the parties hereto with respect to the subject matter hereof, and no other agreement, statement, or promise relating to the subject matter of this Administrative Agreement which is not contained herein shall be valid or binding.
- Contractor agrees to allow NCPA to use their name and logo within website, marketing materials and advertisement. Any use of NCPA name and logo or any form of publicity regarding this Administration Agreement or the Master Agreement by Contractor must have prior approval from NCPA.
- If any action at law or in equity is brought to enforce or interpret the provisions of this Administration Agreement or to recover any administrative fee and accrued interest, the prevailing party shall be entitled to reasonable attorney's fees and costs in addition to any other relief to which such party may be entitled.
- Neither this Administration Agreement nor any rights or obligations hereunder shall be assignable by Contractor without prior written consent of NCPA, provided, however, that the Contractor may, without such written consent, assign this Administration Agreement and its rights and delegate its obligations hereunder in connection with the transfer or sale of all or substantially all of its assets or business related to this Administration Agreement, or in the event of its merger, consolidation, change in control or similar transaction. Any permitted assignee shall assume all assigned obligations of its assignor under this Administration Agreement.
- This Administration Agreement and NCPA's rights and obligations hereunder may be assigned at NCPA's sole discretion, to an existing or newly established legal entity that has the authority and capacity to perform NCPA's obligations hereunder.

### **Term of Agreement**

This Agreement shall be in effect so long as the Master Agreement remains in effect, provided, however, that the obligation to pay all amounts owed by Vendor to NCPA through the

termination of this Agreement and all indemnifications afforded by Vendor to NCPA shall survive the term of this Agreement.

**Fees and Reporting**

The awarded vendor shall electronically provide NCPA with a detailed quarterly report showing the dollar volume of all sales under the contract for the previous quarter. Reports are due on the fifteenth (15<sup>th</sup>) day after the close of the previous quarter. It is the responsibility of the awarded vendor to collect and compile all sales under the contract from participating members and submit one (1) report. The report shall include at least the following information as listed in the example below:

Entity Name	Zip Code	State	PO or Job #	Sale Amount

**Total** \_\_\_\_\_

Each quarter NCPA will invoice the vendor based on the total of sale amount(s) reported. From the invoice the vendor shall pay to NCPA an administrative fee based upon the tiered fee schedule below. Vendor’s annual sales shall be measured on a calendar year basis. Deadline for term of payment will be included in the invoice NCPA provides.

Annual Sales Through Contract	Administrative Fee
0 - \$30,000,000	2%
\$30,000,001 - \$50,000,000	1.5%
\$50,000,001+	1%

Supplier shall maintain an accounting of all purchases made by Public Agencies under the Master Agreement. NCPA and Region 14 ESC reserve the right to audit the accounting for a period of four (4) years from the date NCPA receives the accounting. In the event of such an audit, the requested materials shall be provided at the location designated by Region 14 ESC or NCPA. In the event such audit reveals an under reporting of Contract Sales and a resulting underpayment of administrative fees, Vendor shall promptly pay NCPA the amount of such underpayment, together with interest on such amount and shall be obligated to reimburse NCPA’s costs and expenses for such audit.

**ACKNOWLEDGMENT OF CONTRACTOR REQUIREMENTS**

National Cooperative Purchasing Alliance  
Organization

i-PRO Americas Inc.  
Vendor Name

Matthew Mackel  
Name

David Ovesny  
Name

Director, Business Development  
Title

Sr. Contracts Manager  
Title

PO Box 701273  
Address

8550 Fallbrook Drive, Suite 200  
Address

Houston, TX 77270  
Address

Houston, Texas 77064  
Address

  
Signature

*David Ovesny*  
**Dave Ovesny** Digitally signed by Dave Ovesny  
Date: 2022.10.26 14:34:51 -04'00'  
Signature

December 1, 2022  
Date

October 26, 2022  
Date



## TAB 3 VENDOR QUESTIONNAIRE

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Please provide responses to the following questions that address your company's operations, organization, structure, and processes for providing products and services.

### Locations Covered

- Bidder must indicate any and all locations where products and services can be offered.
- Please indicate the price co-efficient for each location if it varies.

<input checked="" type="checkbox"/> <b>All 50 States &amp; District of Columbia</b> (Selecting this box is equal to checking all boxes below)			
<input type="checkbox"/> Alabama	<input type="checkbox"/> Illinois	<input type="checkbox"/> Montana	<input type="checkbox"/> Rhode Island
<input type="checkbox"/> Alaska	<input type="checkbox"/> Indiana	<input type="checkbox"/> Nebraska	<input type="checkbox"/> South Carolina
<input type="checkbox"/> Arizona	<input type="checkbox"/> Iowa	<input type="checkbox"/> Nevada	<input type="checkbox"/> South Dakota
<input type="checkbox"/> Arkansas	<input type="checkbox"/> Kansas	<input type="checkbox"/> New Hampshire	<input type="checkbox"/> Tennessee
<input type="checkbox"/> California	<input type="checkbox"/> Massachusetts	<input type="checkbox"/> New Jersey	<input type="checkbox"/> Texas
<input type="checkbox"/> Colorado	<input type="checkbox"/> Michigan	<input type="checkbox"/> New Mexico	<input type="checkbox"/> Utah
<input type="checkbox"/> Connecticut	<input type="checkbox"/> Minnesota	<input type="checkbox"/> New York	<input type="checkbox"/> Vermont
<input type="checkbox"/> Delaware	<input type="checkbox"/> Mississippi	<input type="checkbox"/> North Carolina	<input type="checkbox"/> Virginia
<input type="checkbox"/> D.C.	<input type="checkbox"/> Missouri	<input type="checkbox"/> North Dakota	<input type="checkbox"/> Washington
<input type="checkbox"/> Florida	<input type="checkbox"/> Kentucky	<input type="checkbox"/> Ohio	<input type="checkbox"/> West Virginia
<input type="checkbox"/> Georgia	<input type="checkbox"/> Louisiana	<input type="checkbox"/> Oklahoma	<input type="checkbox"/> Wisconsin
<input type="checkbox"/> Hawaii	<input type="checkbox"/> Maine	<input type="checkbox"/> Oregon	<input type="checkbox"/> Wyoming
<input type="checkbox"/> Idaho	<input type="checkbox"/> Maryland	<input type="checkbox"/> Pennsylvania	

<input checked="" type="checkbox"/> <b>All U.S. Territories and Outlying Areas</b> (Selecting this box is equal to checking all boxes below)	
<input type="checkbox"/> American Somoa	<input type="checkbox"/> Northern Marina Island
<input type="checkbox"/> Federated States of Micrones	<input type="checkbox"/> Puerto Rico
<input type="checkbox"/> Guam	<input type="checkbox"/> U.S. Virgin Islands
<input type="checkbox"/> Midway Islands	

<input checked="" type="checkbox"/> <b>All Canada Provinces and Territories</b> (Selecting this box is equal to checking all boxes below)	
<input type="checkbox"/> Alberta	<input type="checkbox"/> Prince Edward Island
<input type="checkbox"/> British Columbia	<input type="checkbox"/> Quebec
<input type="checkbox"/> Manitoba	<input type="checkbox"/> Saskatchewan
<input type="checkbox"/> New Brunswick	<input type="checkbox"/> Northwest Territories
<input type="checkbox"/> Newfoundland and Labrador	<input type="checkbox"/> Nunavut
<input type="checkbox"/> Nova Scotia	<input type="checkbox"/> Yukon
<input type="checkbox"/> Ontario	

If awarded a Master Agreement, will your company extend the terms offered in your Proposal to public agencies in Canada? If no or maybe, please explain.

Yes       Maybe       No

If awarded a Master Agreement, will your company extend the terms offered in your Proposal to private sector customers?

Yes       Maybe       No

### Minority and Women Business Enterprise (MWBE) and (HUB) Participation

It is the policy of some entities participating in NCPA to involve minority and women business enterprises (MWBE) and historically underutilized businesses (HUB) in the purchase of goods and services. Respondents shall indicate below whether or not they are an M/WBE or HUB certified.

Minority/Women Business Enterprise Respondent Certifies that this firm is a Minority / Women Business Enterprise       Historically Underutilized Business Respondent Certifies that this firm is a Historically Underutilized Business

### Small Business, MWBE and HUB Growth

If Proposer is a Large, National or Multinational Organization/Corporation, what programs are in place that partners or supports the growth of small and MWEB and HUB business? If yes, please describe.

N/A, we are a recognized small, MWEB or HUB organization

No, we do not have any programs in place.

Yes, we have programs in place.

**Residency**

Responding Company’s principal place of business is in the city of Houston,  
State of Texas.

**Felony Conviction Notice**

Please Check Applicable Box (If the 3<sup>rd</sup> box is checked, a detailed explanation of the names and convictions must be attached):

- A publicly held corporation; therefore, this reporting requirement is not applicable.
- Is not owned or operated by anyone who has been convicted of a felony.
- Is owned or operated by the following individual(s) who has/have been convicted of a felony

**Distribution Channel**

Which best describes your company’s position in the distribution channel:

- Manufacturer Direct       Certified education/government reseller
- Authorized Distributor       Manufacturer marketing through reseller
- Value-added reseller       Other: i-PRO is a manufacturer

**Processing Contact Information**

Contact Person      David Ovesny

Title      Sr. Contracts Manager

Company      i-PRO Americas Inc.

Address      8550 Fallbrook Drive, Suite 200

City/State/Zip      Houston, Texas 77064

Phone      (330) 219-1758

Email      i-procontracts@i-pro.com

**Pricing Information**

In addition to the current typical unit pricing furnished herein, the Vendor agrees to offer all future product introductions at prices that are proportionate to Contract Pricing. If answer is no, attach a statement detailing how pricing for NCPA participants would be calculated for future product introductions.

- Yes       No

Pricing submitted includes the required NCPA administrative fee. The NCPA fee is calculated based on the invoice price to the customer.

Yes       No



## Tab 4 – Vendor Profile

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Please provide the following information about your company:

**1. Company’s official registered name.**

i-PRO Americas Inc.

**2. Brief history of your company, including the year it was established.**

i-PRO Americas Inc. (i-PRO) is a provider of comprehensive security systems, public safety solutions and medical imaging products, software, and services. i-PRO designs, develops, and manufactures video technology for security, public safety, healthcare, utilities, and commercial enterprise sectors. By combining superior imaging technologies with AI-driven software and analytics solutions, i-PRO’s portfolio offers comprehensive, customizable solutions to meet the most diverse range of user-specific needs.

### Intelligent Surveillance Solutions

- Surveillance Cameras & Recorders
- Surveillance Image Integration Software Platforms (VMS)
- Image Recognition Solutions
- Surveillance System Peripherals

### Investigation & Evidence Management Solutions

- Web-based workflows: Review, redact and share evidence from wherever you are via a secure, online portal.
- Speed up repetitive tasks: Automated redaction tools and sophisticated reporting reduce time spent managing evidence.
- Share evidence via the web: Share evidence with courts and attorneys through email and a secure web portal. No more burning discs and sending out couriers.
- Audit and report every change: The original evidence data is never changed or touched. Edits and redactions happen on new versions of the file, every view, share, and change are tracked and documented.

Panasonic’s engineers developed the i-PRO brand of surveillance cameras in 2005. The Panasonic brand is known as a trusted world leader in video technologies, with technical breakthroughs that span the last 60 years. Keeping with the legacy of innovation, i-PRO’s engineers purpose-built video evidence capture technology that offers unmatched quality, image clarity and the industry’s lowest total cost of ownership. The Panasonic brand has been recognized as an industry leader for more than 60 years, known for its video imaging expertise and innovative technology, marking nearly a dozen industry firsts and video surveillance innovations. From the company that brought you the first security camera in 1957 and invented over a dozen industry standards, Panasonic provides industry-leading solutions to capture, record, manage and analyze surveillance video.

## Tab 4 – Vendor Profile

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i-PRO Americas Inc. became independent of Panasonic in April 2022, carrying with us our i-PRO brand and our comprehensive line of i-PRO video surveillance products and solutions that offer the industry’s highest picture quality, mission critical reliability and the industry’s lowest total cost of ownership.

### 3. Company’s Dun & Bradstreet (D&B) number.

11-734-2608

### 4. Company’s organizational chart of those individuals that would be involved in the contract.



### 5. Corporate office location.

i-PRO Americas Inc.’s headquarters office is in Houston, Texas at 8550 Fallbrook Drive, Suite 200, Houston, TX 77064-3338.

#### 5.1 List the number of sales and services offices for states being bid in solicitation.

i-PRO services all the U.S. and Canada. i-PRO offers Regional Sales Managers (RSMs) across the U.S. to support geographically dispersed customers. i-PRO offers a team of engineers and architects who offer support to clients. i-PRO has a large product development team and factories in various locations, along with a huge storage warehouse in Houston, TX to hold product stock.

## Tab 4 – Vendor Profile

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i-PRO's Corporate Offices are located at:

Houston, TX Office  
8550 Fallbrook, Suite 200  
Houston, TX 77064

Rolling Meadows, IL Office  
1701 Golf Road, Suite 600  
Rolling Meadows, IL 60008

Anaheim, CA Office  
2390 E. Orangewood Ave., Suite 490  
Anaheim, CA 92806

### 5.2 List the names of key contacts at each with title, address, phone, and e-mail address.

i-PRO's offices do not operate independent of each other. Our offices are all serviced by the same distribution partners and resellers.

#### Key Contacts

David Ovesny  
Sr. Contracts Manager  
(330) 219-1758  
[David.Ovesny@i-pro.com](mailto:David.Ovesny@i-pro.com)

Melissa Barnett  
Bids & Capture Manager  
(865) 280-2676  
[Melissa.Barnett@i-pro.com](mailto:Melissa.Barnett@i-pro.com)

Bids & Contracts Group Email: [i-procontracts@i-pro.com](mailto:i-procontracts@i-pro.com)

i-PRO currently has 40 salespersons located across the United States. A territory map is attached. Sales inquiries are assigned to a Regional Sales Manager (RSM) based on the region where the request is located, and the product line requested.

### 6. Define your standard terms of payment.

i-PRO's designated reseller partners will provide pre-sales, order fulfillment and payment processing for NCPA participating members.

Standard payment terms are **net 30** days from the date the invoice is issued from an authorized i-PRO reseller partner.

## Tab 4 – Vendor Profile

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### 7. Who is your competition in the marketplace?

i-PRO's primary security competitors are Axis and Hanwha. i-PRO's primary public safety competitors are Axon, Motorola, Getac, Hytera, Utility, and Watchguard.





# Tab 4 – Vendor Profile

## 10. What differentiates your company from competitors?

### WHY WORK WITH US?



We provide industry-leading solutions to capture, record, manage, and analyze surveillance video. We offer a complete comprehensive lineup of video surveillance products and solutions with the highest image quality, mission-critical reliability, and the lowest total cost of ownership in the industry.

Our goal is simple: to make your life easier. We have reengineered our hardware and software into a plug-and-play platform that delivers enhanced point-to-point data security and enterprise level management wrapped in powerful, intuitive applications.

		
<p>5-year warranty All New i-PRO Extreme cameras and NX Series recorder come with 5-year warranty.</p>	<p>Video Insight I-PRO cameras come bundled with Video insight VMS license.</p>	<p>Priority Advanced Exchange Receive advanced replacement units shipped the same day with overnight delivery.</p>

i-PRO was one of the first manufacturers to invent a security camera. We offer 130 different models of security cameras globally. i-PRO provides industry-leading solutions to capture, record, manage, and analyze surveillance video. We offer a complete comprehensive lineup of video surveillance products and solutions with the highest image quality, mission-critical reliability, and the lowest total cost of ownership in the industry.

Our goal is to make life easier. We have reengineered our hardware and software into a plug-and-play platform that delivers enhanced point-to-point data security and enterprise level management, wrapped in power, intuitive applications.



The latest 360 Research Report shows Panasonic i-PRO's Body Worn Cameras are the #2 BWC product in the market. The report is based on information from both primary and secondary research methods and provides insights into the market such as growth drivers, restraints, opportunities, and challenges.

A key differentiator of i-PRO is our grant services. i-PRO works with Grants Office LLC to provide grant application support to our clients free of charge. Grants Office helps our clients find grant funding for projects. With a primary focus on Law Enforcement and Education markets, funding is not always available to purchase or upgrade security and public safety products. Our work with the Grants Office helps our clients find the funds they need.

## Tab 4 – Vendor Profile

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### 11. Describe how your company will market this contract if awarded.

i-PRO will work with NCPA to determine the most effective way to market the NCPA Contract. Some of our standard marketing practices to promote our contracts include the following.

- Creation and distribution of a co-branded press release to trade publications

i-PRO promotes our public safety products quarterly on Officer.com and Police Magazine. i-PRO will generate a press release to be announced pending contract award.

- Announcement on i-PRO Website

i-PRO will publish a contract summary, instructions for use, and contract documentation on our website. I-PRO has an existing webpage and will include NCPA post award.

- Distribution of co-branded marketing materials

i-PRO sells through a distribution / reseller partner model. Each authorized reseller will be provided with marketing material to share with their existing and new customers.

- Attendance and participation in trade shows, conferences, and meetings throughout the term of the Master Agreement.

i-PRO participates in local and national trade shows and will promote the NCPA contract to potentially eligible contract users. Some of these trade shows include the following:

- State Technology Forums
- Digital Government Summits
- Government IT Symposiums
- CACP Annual Conference
- Security Industry Association (SIA)
  - ISC West
- National Sheriffs (NSA)
- Police Security Expo (PSE)
- CJIS Annual Training
- NIGP
- International Security Conference (ISC West)
- ASIS
- LEIM

## Tab 4 – Vendor Profile

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- Ongoing marketing and promotion of the Master Agreement throughout its term (case studies, collateral pieces, presentations, promotions, etc.)

i-PRO will add NCPA to ongoing marketing efforts such as case studies, collateral pieces, promotions, and presentations. We have a dedicated Marketing team as well as a third-party organization to support i-PRO with these efforts.

### **12. Describe how you intend to introduce NCPA to your company.**

i-PRO's Contracts Team will provide an introduction, overview, and training to our internal teams, including Sales, Marketing, Operations, and other teams. This training will instruct our teams how to use the contract, how to promote the contract, and how the contract works.

### **13. Describe your firm's capabilities and functionality of your on-line catalog / ordering website.**

i-PRO recently released our new i-PRO EZ-2 Partner Portal. Built to enhance and simplify the way integrators, resellers and distribution partners conduct business with i-PRO, the EZ-2 Partner portal features instant access to i-PRO inventory levels and enables users to create quick quotes 24/7. The EZ-2 Partner Portal represents the latest innovation from i-PRO to make researching, ordering, deal registration and accessing training and support materials as transparent and efficient as possible.

The new digital process significantly improves turnaround times and minimizes points of failure. In the past, inventory checks and the creation of quick quotes required manual steps and human intervention. The EZ-2 Portal gives resellers and partners instant access to information as well as the ability to register a deal for protection all online with no delays.

i-PRO uses a reseller and distributor network who also all have individual technology tools for ordering functionality.

### **14. Describe your company's Customer Service Department (hours of operation, number of service centers, etc.)**

i-PRO's solutions are backed by a 24/7 US-based help desk with tier escalation for advanced issue resolution, a state-of-the-art repair facility and a priority exchange program that ships a replacement part on the rare occasion an i-PRO product does not function properly. Our standard warranty offerings include personnel, hardware, and infrastructure to enable 24x7 help desk operation. Customers will be informed of the assigned priority for their request, and have an option to request an escalation, which shall be determined by a help desk supervisor.

General System Performance and Support Availability:

- Support availability: 7x24x365

## Tab 4 – Vendor Profile

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- Resellers and customers have access to the i-PRO Safety Help Desk via email
  - Emailing this address auto-generates a support ticket that goes to the whole support team for assignment.
- Resellers and customers have access to the i-PRO Safety Help Desk via toll-free phone number: 877-272-6166
  - Call Performance
    - Average Wait Time: Less than 60 seconds
    - All calls: 80% answered in 30 seconds or less
    - Abandon Rate (>30 seconds): Less than 5%
    - Calls Answered Live: 80% or greater
    - Average First Call Resolution: 55% or greater

### **15. Green Initiatives (if applicable)**

**As our business grows, we want to make sure we minimize our impact on the Earth's climate. We are taking every step we can to implement innovative and responsible environmental practices throughout NCPA to reduce our carbon footprint, reduce waste, energy conservation, ensure efficient computing and much more. To that effort we ask respondents to provide their companies environmental policy and/or green initiative.**

i-PRO Americas Inc. is deeply committed to environmental protection and is committed to helping government and commercial customers identify products and solutions which are designed to reduce their environmental impact. Our goal is to continue to strive to improve the energy efficiency of our products that can obtain EPEAT or Energy Star certification depending on the various categories or sub-categories of our security products.

We recycle our own computers. i-PRO utilizes Panasonic's Recycling Programs that are publicly available online at: <http://www.panasonic.com/environmental/recycling-electronic.asp>

### **16. Anti-Discrimination Policy (if applicable)**

**Describe your organization's anti-discrimination policy.**

i-PRO Americas Inc. does not discriminate based on race, color, religion (creed), gender, gender expression, age, national origin (ancestry), disability, marital status, sexual orientation, or military status, in any of its activities or operations.

### **17. Vendor Certifications (if applicable)**

N/A

# Tab 5 – Products and Services

Respondent shall perform and provide these products and/or services under the terms of this agreement. The supplier shall assist the end user with making a determination of their individual needs.

i-PRO Americas Inc. (i-PRO) acknowledges and agrees to provide our proposed products and services in accordance with the terms of this agreement.

## 1. Warranties

### 1.1 Applicable Warranties

**Requirement: Address applicable warranty and/or guarantees of equipment and installations including any conditions and response time for repair and/or replacement of any components during the warranty period.**

#### 1.1.1 i-PRO’s Warranties for Intelligent Video Surveillance Products

On the rare occasion that an i-PRO intelligent video surveillance product fails, it is backed by our standard warranty programs. Full warranty details are available online at <https://i-pro.com/us/en/surveillance/warranty/>.

*Table 1. Intelligent Video Surveillance Products: Warranties*

Category	Products	Warranty
Recorder/NVRS Extension Units &	All Models except NX Series	3 Years
Recorder/NVRS Extension Units &	NX Series	5 Years
i-PRO Cameras	All i-PRO Models starting with WV-X, WV-S, WV-U	5 Years
Cameras	Legacy models starting with WV-, BL- *S/N is NJ or Older	3 Years
Advidia Products	All Advidia models	4 Years
Matrix or Switcher	All Models Starting WJ-SX PMPU	3 Years
Display	LCD & CRT Starting WV PLCD	3 Years
Encoder/ Decoder	Models Starting WV-GXE, WV-GXD BY-HPE WJ-NT	3 Years
Camera Controller	All Joysticks, EVR Jigs	3 Years
Accessories	All Brackets Cables, Housings, Lenses, Heaters, Dome Covers, Memory Cards	1 Year
Hard Drives or Canisters	All	3 Years
Mercury Hardware	All	1 Year

## Tab 5 – Products and Services

### 1.1.2 i-PRO’s Warranties for Public Safety Products

i-PRO’s Body Worn Camera (BWC) and In-Car Video Surveillance System (ICV) come with a standard 3-year warranty featuring no cost repair/replacement for any manufacturing defects, with the option to extend to 5 years. Additionally, Protection Plus is available as a no fault, no cost warranty for any accidental damage for a period of up to 5 years.

In the event an i-PRO Public Safety line product has a defect in material or workmanship, i-PRO will exchange or repair the non-functioning unit with a new or functioning refurbished product, free of charge, provided the failure occurs within the standard or extended warranty period (determined from the original date of purchase on an invoice or purchase receipt). If no proof-of-purchase is available, the date of manufacture will be determined from the model and serial number of the unit).

**Table 2. Public Safety Surveillance Products: Warranties**

Category	Products	Warranty
Body Worn Camera (BWC4000)	Body Worn Camera Main Controller Unit (Excluding Battery)	3 Years
Body Worn Camera Accessories	Body Worn Camera Battery	1 Year
	8-Bay Dock	3 Years
	Single Dock / Charger	3 Years
	8-Bay Charger	3 Years
	Single Charger	3 Years
In-Car Video	VPU4000 Recording Unit	3 Years
In-Car Video Cameras	Front Compact Wide-Angle Camera	3 Years
	Side/Rear Camera	3 Years
	Back Seat Camera with Infrared	3 Years
	Front Compact Wide-Angle Camera	3 Years
In-Car Video Accessories	Accessory/Cable Kit	1 Year
	256GB SSD with 256 AES Encryption	3 Years
	512GB SSD with 256 AES Encryption	3 Years
	Antenna Shark Fin 6-in-1, Bolt-On, Black	1 Year
	Antenna Shark Fin 6-in-1, Bolt-On, White	1 Year
	Wireless Mic Transmitter/Receiver/Desktop Charger Kit 900MHz	1 Year
	Wireless Mic Transmitter/Receiver/Desktop Charger Kit 2.4GHz	1 Year

Extended warranties and accidental damage coverage are available for i-PRO’s public safety products in 1–5-year increments.

## Tab 5 – Products and Services

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### 1.2 Availability of Replacement Parts

**Requirement: Address the availability of replacement parts.**

i-PRO keeps replacement parts in stock in our Houston, Texas warehouse, along with stock at each of our distributors. i-PRO requires our distributors to keep a certain level of stock on hand to be an i-PRO distributor. Most parts are available same-day or next-day.

#### Priority Exchange Program

In the rare instance of a technical issue relating to the i-PRO's hardware or software (excluding accessories and third-party products), our Priority Exchange Program ensures a replacement unit is shipped the same day with overnight delivery.

Priority Exchange is available for Network Video Recorders (NVRs) and extension units, surveillance cameras, matrix, switchers, displays, encoders, decoders, camera controllers, hard drives or canisters, and mercury hardware. Priority Exchange is not available for accessories.

### 1.3 Life Expectancy of Equipment Under Normal Use

**Requirement: Address the life expectancy of equipment under normal use.**

I-PRO's products are built on a legacy of reliability and have one of the lowest failure rates in the industry. The i-PRO intelligent surveillance camera system was designed with a wide range of installation environments and conditions in mind, and the cameras are made into products only after thorough tests. i-PRO cameras feature a service record history reflecting a life expectancy well beyond 5 years. Many of our customers have been using our surveillance products for 20+ years.

### 1.4 Return Policy

**Requirement: Provide detailed information as to proposed return policy on all equipment**

Demos are offered for i-PRO's products and i-PRO offers a "try" period prior to purchase. Return policies of suppliers are enforced. Some items may be returned within 30 days with restocking fees up to 25%. Software licenses and third-party items are nonrefundable.

# Tab 5 – Products and Services

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## 2. Products

**Requirement: Vendor shall provide equipment, materials and products that are new unless otherwise specified, of good quality and free of defects**

i-PRO is a manufacturer and will provide new equipment, materials, and products. i-PRO acknowledges this requirement and agrees to comply.

## 3. Construction

**Requirement: Vendor shall perform services in a good and workmanlike manner and in accordance with industry standards for the service provided.**

i-PRO is a manufacturer and will provide cameras which are rated highly for low failure rates, high stability, and maintenance-free long-term performance. Our reseller partners perform installations and integrations. i-PRO will hold our partners to a high standard to ensure any services are performed in a good and skillful manner. i-PRO's partners are high-performers in the security and safety industry and will act in accordance with industry standards for services provided.

## 4. Threat and Weapons Detection Software and Equipment Categories

**The following is a list of suggested (but not limited to) Threat and Weapons Detection Software and Equipment categories.**

- **Surveillance hardware and software**
- **Sound detection**
- **Walk through technology**
- **Other: Heatmapping, cell phone tracking, lockdown products, etc.**

**Requirement: List all categories along with manufacturer that you are responding with.**

We have reviewed the RFP solicitation and pursuant to Tab 5 instructions, i-PRO will be providing a response to the following Threat and Weapons Detection Software and Equipment categories:

- ✓ Surveillance hardware and software
- ✓ Sound detection
- ✓ Other: lockdown products, etc.

i-PRO is the manufacturer.



## Tab 5 – Products and Services

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### 4.1 Surveillance Hardware and Software

i-PRO manufactures a full suite of intelligent surveillance products and public safety products which include integrated threat and weapons detection solutions and equipment. These product categories i-PRO manufactures include, but is not limited to:

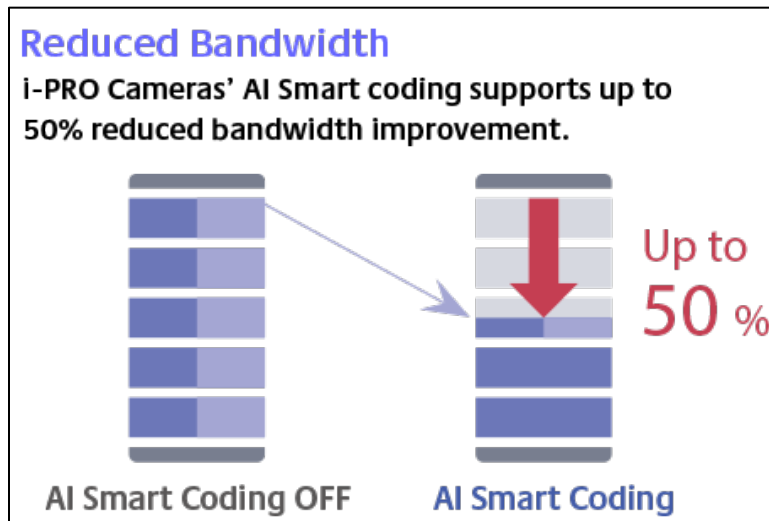
- Artificial Intelligence (AI) Cameras & Accessories
- Multi-Sensor Cameras & Accessories
- Thermal Cameras & Accessories
- Network Cameras & Accessories
- Access Control & Accessories
- In-car Video Cameras & Accessories
- Body Worn Cameras & Accessories
- Network/Video Recorders/Servers
- Injectors/Encoders/Converters
- Power Supplies/Sensors
- Mounting Equipment
- Integrated Software Applications
- Warranties & Support
- Professional Services

i-PRO's **Artificial Intelligence** (AI)-enabled surveillance cameras offer advanced analysis and security technologies using deep learning. Compared to standard solutions, cameras with embedded AI engines are much more powerful and deliver better analytical results. If video is captured by a dedicated AI-enabled i-PRO surveillance camera, high-accuracy detection, identification, and determination with AI processing become available through the powerful onboard AI engine.

**Edge processing** (a distributed computing paradigm that brings computation and data storage closer to the sources of data to improve response times and save bandwidth) executes AI processing with high loads within a camera. In-depth video analyses which may prove difficult with conventional network cameras are efficiently conducted with edge processing, reducing loads on the system and server.

i-PRO Edge AI cameras take imaging to a whole new level by providing intelligent video analytics at the edge while maximizing network and bandwidth efficiencies. These highly intelligent new cameras employ an advanced AI engine with edge analytics to detect suspicious changes in scenes, automatically adjust image settings of the scene being analyzed, and optimize video compression to conserve network bandwidth and server storage capacities.

## Tab 5 – Products and Services



*Figure 1. Reduced Bandwidth with Edge Processing*

The emergence of **deep learning** (a type of machine learning and AI that imitates the way people gain certain types of knowledge) enabled the collection and analysis of a large quantity of data that we were unable to handle up to now. With deep learning applications running directly on the cameras themselves, the need for additional servers for analytical calculations is eliminated, whilst maintaining the same elevated levels of accuracy.

The benefits of these technologies include lower Total Cost of Ownership (TCO) of security infrastructure as well as faster processing and more immediate alarms, notifications, or information from connected applications.

### 4.1.1 **Hardware Specifications**

We constantly endeavor to ensure our products are packed with the latest, most innovative technologies. We keep on challenging the evolution of technologies to be a trusted partner for NCPA participating members into the future. Due to the wide range of the proposed integrated solutions, **we have embedded the i-PRO video surveillance product lineup and Product Applications catalogs containing model specifications and detailed information.**



2022\_IS\_ProductLine  
up\_060322.pdf



IS\_2022\_SpringProd  
uctApplications\_web\_!

i-PRO cameras are designed for multiple applications and provide a wide range of capabilities, including enhanced super dynamic, high-accuracy motion detection, analytic features, face detection, wide-area monitoring, and more. i-PRO cameras include a

## Tab 5 – Products and Services

license for VI MonitorPlus Video Management Software (VMS) and are backed by a 5-year warranty.

In today's environment, more users are looking to actively manage large surveillance systems. As these systems become more complex, i-PRO's intelligent analytics can help users by reducing the learning curve and system resources required to operate the systems. From improving the accuracy of alarms and notifications, to reducing the overall system bandwidth and storage requirements, i-PRO Intelligent analytics has it covered.

- Change surveillance system from reactive to proactive and anticipate situations before they occur
- i-PRO surveillance users can gain added awareness with intelligent analytics via scene analysis
- Optimized feature set solutions for schools, municipalities, and commercial facilities
- i-PRO analytics may be deployed either at the edge or server level, providing a flexible deployment



### PTZ Cameras

i-PRO PTZ cameras combine unparalleled image quality with incredible durability and reliability. The perfect security camera for wide-area coverage requiring pan, tilt and zoom capability.



### Fixed Cameras

i-PRO fixed cameras provide a clearly visible, fixed angle of view, making it easy to see exactly where they're pointing and record a precisely defined area.



### Multi Sensor Cameras

i-PRO multi-sensor cameras capture the highest quality images even in very challenging dynamic environments. These cameras can excel at capturing clear images, even in low light conditions from multiple angles through the use of their four repositionable lenses.



### 360 Degree Cameras

i-PRO vandal resistant 360° dome cameras are ideal for surveillance applications where wide area coverage is required. This type of camera allows for multiple viewing angles and can be used to improve area management as well as detect activities in a large area.



### Dome Cameras

i-PRO fixed dome cameras have the power to be more discreet than standard fixed network cameras. i-PRO fixed dome cameras work well in busy open areas since they can conceal which direction they are pointing while still providing excellent and reliable video.



### Embedded Solutions

i-PRO embedded solutions allows the unification of large multi-recorder, multi-site networked video systems for centralized operation and ease-of-use.

**Figure 2. i-PRO Surveillance Camera Categories**

## Tab 5 – Products and Services

i-PRO also offers a line of cameras known as the Advidia line. This line of IP network video surveillance cameras comes bundled with Video Insight Enterprise Video Management Software, a 4-year warranty, and software updates for the life of the camera, all free of extra costs.



### Dome Cameras

IP Dome Cameras are the universal video surveillance camera. They include different features including built-in Mics, fixed, or motorized lens



### PTZ Cameras

The Advidia PTZ network camera delivers unparalleled image quality, versatility, and 33x optical zoom control.



### Bullet Cameras

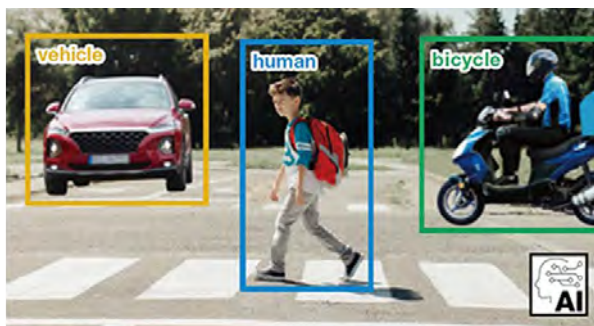
Bullet cameras are a cost-effective video surveillance solution. Perfect for indoor and outdoor applications. Bullet Cameras deliver crisp, clear images.

**Figure 3. i-PRO Advidia Line Cameras**

## Main Features of i-PRO's Edge AI Cameras

### Edge AI-based Object detection

With powerful Edge AI processor at the edge, i-PRO Edge AI camera can process advanced analytics by detecting and identifying face, human, Vehicle, and bicycles, and upgraded to advanced video surveillance solutions.



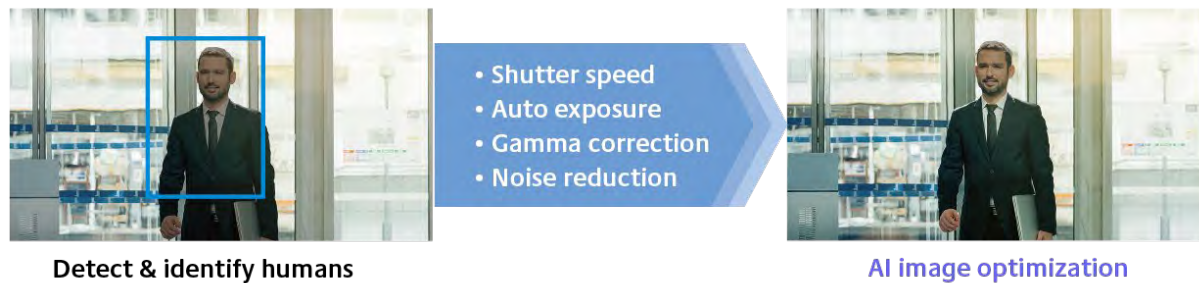
**Figure 4. AI Edge Object Detection**

## Tab 5 – Products and Services

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### AI intelligent Auto

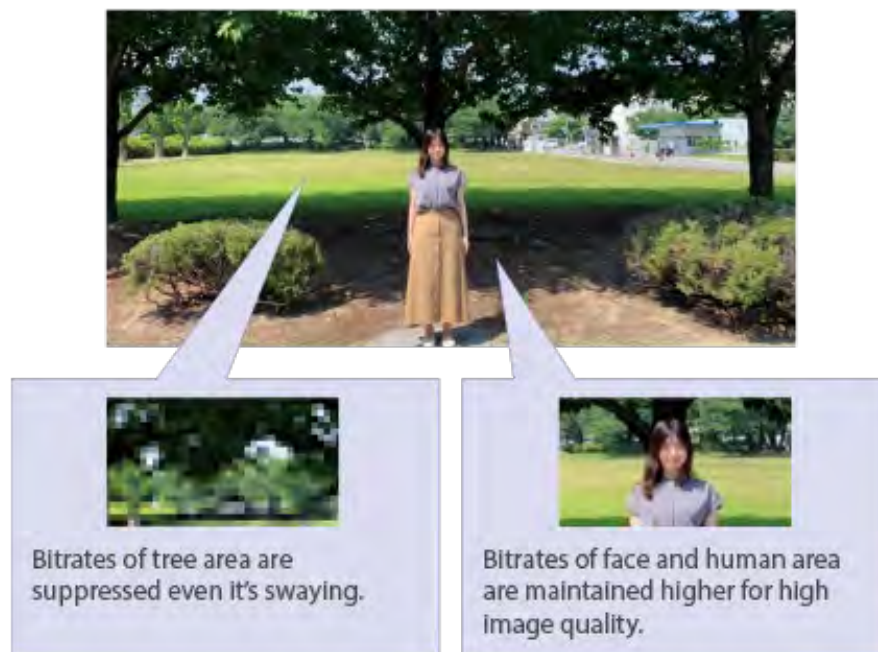
AI Intelligent Auto automatically optimizes an image depending upon the environment. The visibility of backlit human features is remarkably improved by edge AI-based object detection.



**Figure 5. AI Intelligent Auto**

### AI Smart coding

i-PRO Edge AI cameras detect people, cars, and motorcycles, and automatically adjusts the image properties. Using Smart Coding Technology, data capacity is assigned to important objects, such as people or vehicles, and those objects are recorded in high quality while background objects, such as walls and roads, are assigned less data, reducing the total bitrate for streaming and recording.



**Figure 6. AI Smart Coding - Bitrate Priorities & Differences**

## Tab 5 – Products and Services

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### 4.1.2 Video Management Software (VMS): Video Insight

Video Insight is a powerful yet easy-to-use enterprise VMS platform that allows organizations in education, law enforcement, healthcare, transportation, and the private sector with the ability to deploy a customized and robust security surveillance system. New to version 7 is enhanced functionality with our new plug-in architecture which allows even greater scalability and improved feature sets.

#### Benefits of Video Insight 7

- Lower Total Cost of Ownership (TCO)
  - Affordability, flexibility, and a simple licensing model are what sets Video Insight apart from the rest. We provide the most cost-effective enterprise class VMS solution on the market.
- Most Requested Enterprise VMS Features
  - The Video Insight VMS has a wide range of robust features users expect to find in an enterprise-level software. Health Monitor, automated failover, unlimited clients and users, and active directory/LDAP integration are included.
- Scale system without limitations
  - Our pure 64-bit VMS supports an industry leading number of cameras per server, unlimited scalability, client workstations, users with simple integration to legacy systems, centralized administration of the system, and more.
- World-class U.S. based support
  - We pride ourselves on being able to assist in a time of need in a timely manner. We guarantee a callback within one hour or less.
- Wide range of supported cameras
  - Video Insight 7 is an open platform that supports over 4,000 camera models from more than 150 manufacturers.
- License Included with i-PRO / ADVIDIA Cameras
  - Each i-PRO and ADVIDIA camera is bundled with the Video Insight VMS, requiring no camera licensing or support fees.
- Competitive Upgrade Program (CUP)
  - The CUP allows users to transition away from a current enterprise VMS solution to Video Insight at a fraction of the cost. The CUP allows a user to retain hardware investments while lowering TCO through the elimination of annual software costs, and support fees.
- Making the most of existing legacy systems
  - Video Insight easily integrates with existing systems, including access control, and building management. Our robust SDK and API make it easy to maintain a single interface and manage all systems from a centralized console.

## Tab 5 – Products and Services



**Figure 7. Video Insight Platform**

Video Insight IP Server runs as a Windows Service on a 32- or 64-bit OS. Requesting images from the cameras, the IP Server processes the images for motion alarms, stores the video in a folder structure, and saves all configuration, motion, and system logs in a SQL server database. Clients connect to the IP Server – not directly to the cameras – and the web client uses Microsoft Internet Information Server (IIS). From an architecture perspective, Video Insight has four components: Server; Storage; SQL and IIS – each of which can be configured several ways to adapt to your organization’s needs.

Minimum specifications depend highly on total camera load placed on each individual server, and total bandwidth availability of network which the cameras reside on. Please consult with an i-PRO sales professional for accurate system requirements based on your site’s needs.

Component	Minimum	Recommended
Processor	2.0 GHz quad-core	Dual 2.4 GHz quad-core
Memory	4 GB	8 GB+
Network	1 Gb/s	Dual-Port 1 Gb/s+
Display Resolution	1600 x 900	1920 x 1080 or higher
OS	Win 10 Pro	Server 2012 R2

**Figure 8. Video Insight Minimum Specs for Installation**

## Tab 5 – Products and Services

### 4.1.3 Uptime & Failover Architecture

Built on a legacy of reliability, i-PRO products have one of the lowest failure rates in the industry. Uptime is typically a local network, server or cloud operational availability metric that reflects uptime. In contrast, an edge device uptime is calculated based on historical service records known as a Mean Time Between Failure (MTBF) report. Based on our actual service history records across the i-PRO camera lineup - the average MTBF is more than 10 years of operational availability.

With regards to our “failover architecture,” the Video Insight Server supports automated failover at no additional software cost. A standalone server or a virtual OS can be configured at one or more locations running the Video Insight Server in failover mode. This failover mode monitors the other servers via the SQL Server Database. Within one minute of an outage, the failover server will inherit all the cameras and configuration settings of a failed server. Recordings can be saved to a shared storage of failover storage and can be easily merged back into the production server upon repair. Client applications will see the failover server as dormant until activation.

i-PRO solutions also integrate with various third-party VMS platform cloud providers that utilize Microsoft Azure Government Cloud storage which provide SLA terms of service uptime of 99.9%.

### 4.1.4 Screening and Flow Control

Many types of AI applications can be installed on i-PRO surveillance cameras at no additional cost. Although i-PRO cameras are edge devices, they oversee various detection processes. As a result, the camera is responsible for the advanced processing and the server does not require expensive hardware.

For screening and workflow, i-PRO AI applications can enable alerts to detect intruders, loitering, direction or crossing a line.



**Figure 9. AI Video Motion Detection (AI-VMD)**



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### **4.1.5 Weapon Detection: Visual / Sound**

i-PRO has partnered with specialized third-party technology providers to offer integrated weapon detection technology within our AI-enabled surveillance systems.

#### **Visual Detection**

These integrations monitor i-PRO's AI-enabled cameras to visually detect **knives/blades, firearms, and other weapons**.

**Visual Weapon Detection by ZeroEyes** is a third-party AI weapons detection platform that helps **identify visible guns at first sight, not first shot**. In the case of an alert, ZeroEyes will confirm the alarm and send a live alarm window notification to the VI MonitorPlus client. This advanced integration can even warn a user when a gun is detected within the scene, thus providing real-time site awareness. ZeroEyes was founded in 2018 by a team of Navy SEALs and military veterans who have lived through countless active shooter situations and is top-of-the-line technology.

**Advanced Object Detection by A.I. Tech** is a third-party integration utilizing AI technology to recognize abandoned or removed object detection by detecting those objects which enter the scene and remain stationary for a minimum configurable time interval, or which are removed from the scene. This plugin can be suited for scenarios like airports, stations, museums, and campus detection.

#### **Audio Detection**

Sound detection includes **gunshots, yelling, vehicle horns and glass breakage**.

**Gun Shot Detection by Databuoy (ShotPoint)** is a third-party integration using acoustic sensors to monitor the environment. ShotPoint provides real-time gunshot detection and localization, providing responders with immediate notification and actionable information expediting response times. ShotPoint provides 2-Second Reporting of gunshot sounds – in time to matter. ShotPoint can precisely locate the sound event on a map within 1-2 meters and instantly communicate the information to the user via real-time notifications. With the addition of real-time camera cueing, ShotPoint provides immediate visual identification of shooter(s) and possible victims, along with bullet trajectory resolution which can locate rifle shooters by only sensing the bullet.

i-PRO supports additional advanced integration and analytics with various third-party product applications designed to enable weapons detection.

#### **Control over configuration of decibel level or sound type**

Sound attributes and settings are managed within the software applications and are configurable.

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Classification target	<ol style="list-style-type: none"> <li>1. Gunshot</li> <li>2. Yell</li> <li>3. Vehicle horn</li> <li>4. Glass break</li> </ol>
Classification condition	<p>Target sound is 6 dB louder than crowd.</p> <p>Target sound continues more than a second. (except for gunshot)</p>

External microphone is required.\*

\*Frequency characteristics: support 200Hz to 8kHz, Omnidirectional microphone.

**Figure 10. Sound Detection Classifications**

### 4.1.6 Monitoring and Alert Process/Event Response

**Include details on alerting site staff, law enforcement, and tracking subjects.**

i-PRO's AI detects and identifies pre-selected events, such as weapons detection, gunshot detection, glass breaking, unauthorized entry into specified areas, objects left unattended for a specified amount of time, etc., and sends notifications.

Alerts and notifications can be configured within the software. These configurations can be customized to include notifications for specific internal personnel based on event types and/or outside agencies such as emergency services. The notification / alert format options include a live pop-up notification within the Video Insight software, e-mail, and/or text alerts.

The Visual Weapon Detection application sends an image to the ZeroEyes 24/7/365 monitoring team **when the AI identifies a firearm**. The image is analyzed to positively identify the threat, reducing the risk of false positives. Then, **a camera image is sent via text alert to the designated security personnel for your building and to local emergency dispatch with the exact location of the shooter**. The generation of the

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alert, monitoring, and dispatch occurs within 3-5 seconds, allowing for security protocol to be triggered and lives to be saved.

Once a gun is detected you will receive a custom notification through Video Insight that will tell you where the gun was as well as provide you with video so that you can act quickly to apprehend the perpetrator before a shot is even fired.

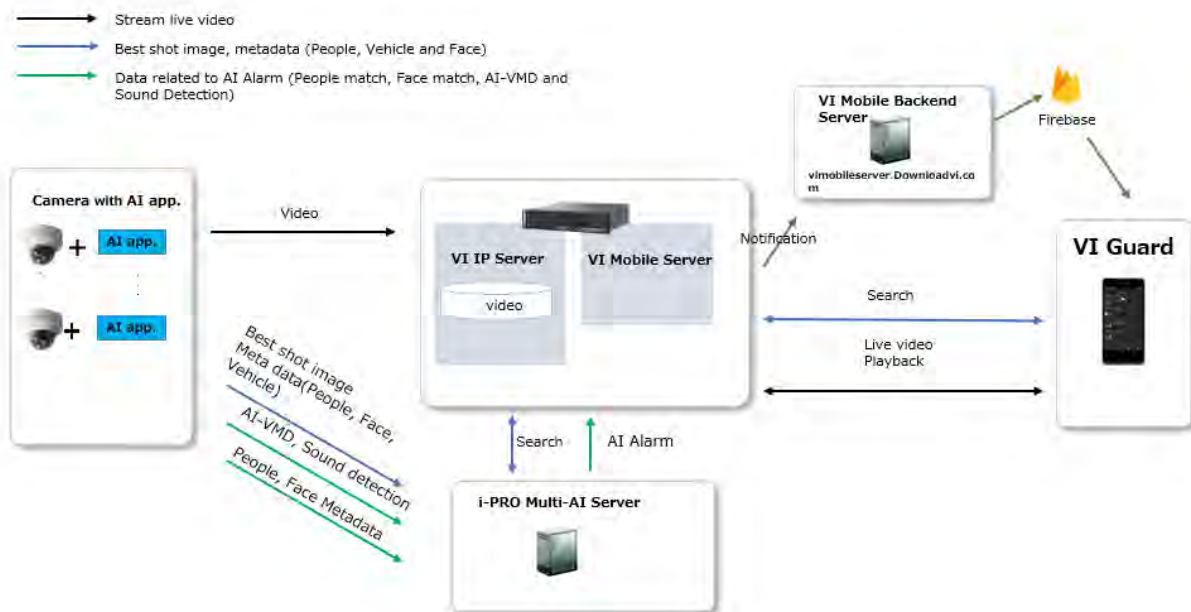


Figure 11. Alarm Notification Flow

Both i-PRO VI VMS and MonitorCast utilize configurable setting called “Action Items” that can be clicked to initiate certain actions. When these actions are clicked, they automatically generate actions such as sounding an alarm and sending email and text messaging (SMS) notifications to staff and law enforcement via mobile apps.

### 4.1.7 Touchless

i-PRO’s AI technology is a touchless solution based on classifications and attribute settings that trigger automated alerting.

### 4.1.8 Dashboard

Video surveillance is just one of the components needed to achieve a secure environment. Another main element of any safety roadmap should be an access control system that enables users to quickly and efficiently set schedules, manage users, produce reports, and lock down the entire site in the event of an emergency.

When using the Video Insight Platform, you instantly have access to our fully integrated Access Control Solution known as **MonitorCast**. MonitorCast is an Enterprise level door

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management solution that can either run as a stand-alone platform or can merge video with door events together through its full integration with Video Insight.



Figure 12. Video Insight Platform

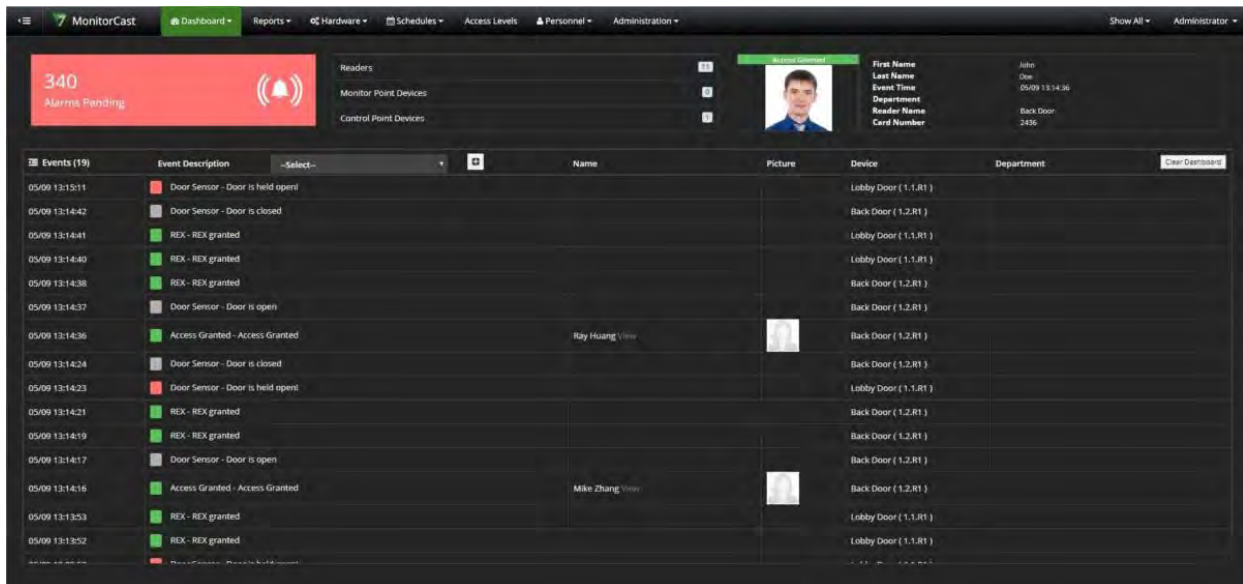


Figure 13. MonitorCast Platform

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### **4.1.9 Technologies Used**

i-PRO's proposed solutions use Artificial Intelligence (AI) in combination with Edge processing built into our hardware.

### **4.1.10 Staff Required to Operate**

Typically, **one System Administrator** can easily manage multiple sites through a browser-based management dashboard with extremely scalable client connections that provide access from web *or* mobile clients. The System Administrator can secure a facility or share camera feed access to law enforcement or other officials from anywhere.

### **4.1.11 False Positives**

False positive rates are a result of detection accuracy and depend heavily upon installation conditions when using the proposed applications. Based on our vast experience with AI technology, i-PRO has identified several causes of false positive alarms and true negative alarm occurrences. As a matter of practice, we encourage administrators and security staff to investigate all alarms and identify any of the conditions below that can be reduced or eliminated to optimize the system.

Typical causes of false alarms include:

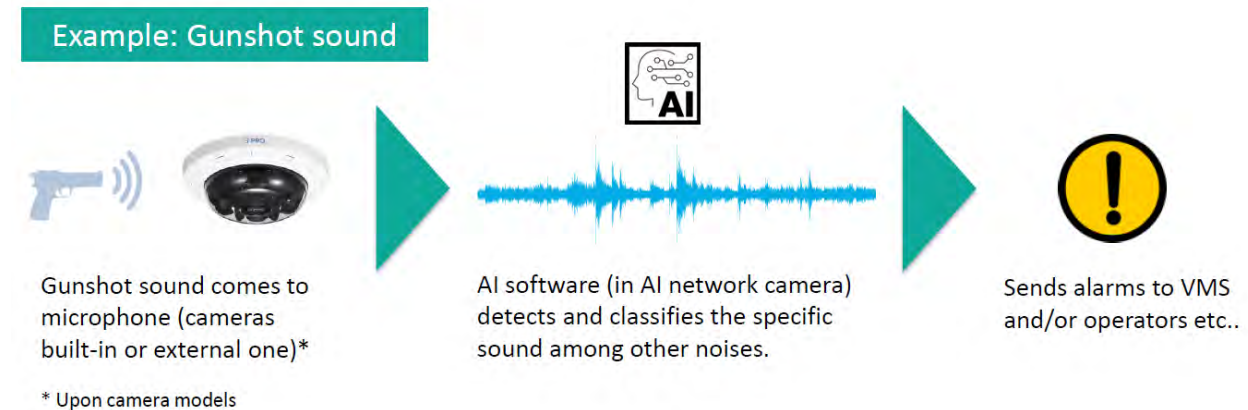
1. Difference in brightness between the background and the moving object is too small
2. Object is too small or too large
3. Outside light (sunlight, headlights) come into the shooting area
4. Surveillance camera is shaking heavily
5. Weather is extreme
6. Reflected light from water or glass interferes with the visual area
7. Objects fluttering in the wind (such as flags)
8. Insects and animals come into the visual area

i-PRO's AI-based detection technologies can install and use up to four distinct types of AI applications, working together. Using an AI processor which identifies and categorizes objects (such as people or vehicles) will reduce false alarms compared to conventional surveillance camera models. i-PRO's new multi-sensor cameras also offer Infrared (IR)-LED functionality, which will increase AI intruder detection accuracy in low light environments.

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### 4.2 Sound Detection

There are many types of AI applications that can be installed on network cameras at no additional cost. Although i-PRO network cameras are edge devices, they oversee various detection processes. As a result, the camera is responsible for the advanced processing and the server does not require expensive hardware.



**Figure 14. How Sound Detection Works**

#### 4.2.1 Hardware Specifications

i-PRO's next generation AI cameras feature a built-in microphone that enables additional sound classification analytics, saving the cost of standalone sound sensors.

**There are five categories of sounds which can be selected as target sounds for detection:**

1. **Yelling**: Female or male yells or screams, as well as children's screams, and various voices detected at an angry volume level
2. **Gunshot**: Firearm discharge and reverberation sounds, as well as similar explosion/collision noises
3. **Vehicle horn**: Honking which lasts for more than one second
4. **Glass breaking**: Sounds of glass breaking and/or shattering
5. **Other**: An alarm is issued whenever the AI determination result does not correspond to any of the four categories above

Multiple target sound categories can be selected simultaneously. Since the alarm includes information on the sound category detected, the operator can use the VMS to search for video clips in which a specific target sound occurs.

By selecting all categories as the target sound categories, any sounds above a certain volume level will trigger an alarm. This setting is useful when any such loud sounds are regarded as abnormal.

In addition to our i-PRO cameras with built-in microphones, we are excited to also offer third-party server-based analytics with **HALO IoT Smart Sensors** that integrate with

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i-PRO's VI MonitorPlus. The Halo IOT Smart Sensor integrates with VI MonitorPlus to send instant notifications when hazardous chemicals are detected, such as smoke, vape, cigarettes (including products containing THC). This smart sensor can also detect gunshots, AQI conditions and spoken keyword triggers.

And as a stand-alone external microphone solution, our proposed i-PRO accessories offer the MIC-LR-1 microphone kit comes with 20' pre-made 3.5 stereo cable which can be plug directly to any i-PRO network camera that has mic level audio input. The MIC-LR-1 is purpose-built with anti-static, omni-directional capabilities to capture exceptional quality of sound and a wide frequency response. It has exceptional durability thanks to its robust, high impact ABS design and can be mounted to wall or ceiling surface.

### **4.2.2 Uptime & Failover Architecture**

Built on a legacy of reliability, i-PRO products have one of the lowest failure rates in the industry. Uptime is typically a local network, server or cloud operational availability metric that reflects uptime. In contrast, an edge device uptime is calculated based on historical service records known as a Mean Time Between Failure (MTBF) report. Based on our actual service history records across the i-PRO camera lineup - the average MTBF is more than 10 years of operational availability.

With regards to our “failover architecture,” the Video Insight Server supports automated failover at no additional software cost. A standalone server or a virtual OS can be configured at one or more locations running the Video Insight Server in failover mode. This failover mode monitors the other servers via the SQL Server Database. Within one minute of an outage, the failover server will inherit all the cameras and configuration settings of a failed server. Recordings can be saved to a shared storage of failover storage and can be easily merged back into the production server upon repair. Client applications will see the failover server as dormant until activation.

i-PRO solutions also integrate with various third-party VMS platform cloud providers that utilize Microsoft Azure Government Cloud storage which provide SLA terms of service uptime of 99.9%.

### **4.2.3 Screening and Flow Control**

i-PRO Active Guard stores the best shot images and metadata captured by i-PRO's surveillance cameras. Then, it collates this data with the watch list registered in the client software and issues an alarm when a match is found. The server does not require expensive hardware because i-PRO's cameras manage the advanced processing. The server can also be installed on the same hardware as the VMS. The system comprises the i-PRO Active Guard, the AI application installed on i-PRO network cameras utilizing AI engines, and the i-PRO Active Guard Plug-in software for the VMS client.

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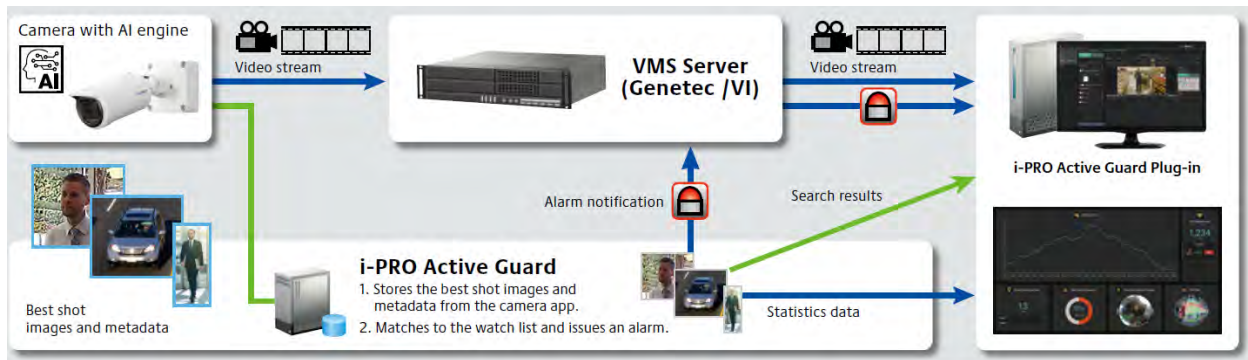


Figure 15. Active Guard Flow

### 4.2.4 Weapon Detection: Visual / Sound

Sound detection includes **gunshots, yelling, vehicle horns** and **glass breakage**.

**Gun Shot Detection by Databuoy (ShotPoint)** is a third-party integration using acoustic sensors to monitor the environment. ShotPoint provides real-time gunshot detection and localization, providing responders with immediate notification and actionable information expediting response times. ShotPoint provides 2-Second Reporting of gunshot sounds – in time to matter. ShotPoint can precisely locate the sound event on a map within 1-2 meters and instantly communicate the information to the user via real-time notifications. With the addition of real-time camera cueing, ShotPoint provides immediate visual identification of shooter(s) and possible victims, along with bullet trajectory resolution which can locate rifle shooters by only sensing the bullet.

#### **HALO IoT Smart Sensor**

The HALO IoT Smart Sensor integrates with VI MonitorPlus to receive instant notifications when hazardous chemicals are detected, such as smoke, vape cigarettes (including products containing THC). This smart sensor can also detect gunshots, AQI conditions and spoken keyword triggers.

i-PRO supports additional advanced integration and analytics with various third-party product applications designed to enable weapons detection.

#### **Control over configuration of decibel level or sound type**

Sound attributes and settings are managed within the software applications and are configurable.



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<b>Classification target</b>	<ol style="list-style-type: none"> <li>1. Gunshot</li> <li>2. Yell</li> <li>3. Vehicle horn</li> <li>4. Glass break</li> </ol>
<b>Classification condition</b>	<p>Target sound is 6 dB louder than crowd.</p> <p>Target sound continues more than a second. (except for gunshot)</p>

External microphone is required.\*

\*Frequency characteristics: support 200Hz to 8kHz, Omnidirectional microphone.

**Figure 16. Sound Detection Classifications**

### 4.2.5 Monitoring and Alert Process/Event Response

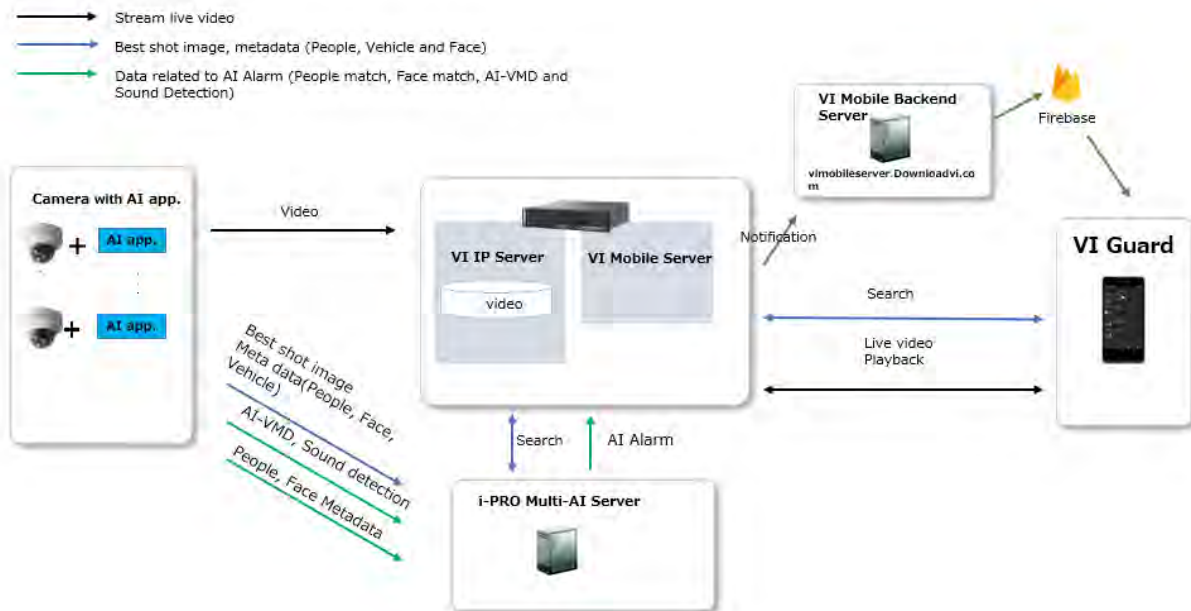
**Include details on alerting site staff, law enforcement, and tracking subjects.**

i-PRO's Intelligent Video Motion Detection (i-VMD) has six Intelligent Video features: Intruder Detection, Loitering Detection, Direction Detection, Scene Change Detection, Object Detection and Cross Line Detection. The i-VMD extracts information such as position, size, moving direction and staying time from the moving object detected and analyses its behavior. As an example, the i-VMD determines, if the moving object is loitering or walking normally and sends an alarm to the operators. Therefore, i-VMD eliminates the need to constantly watch the screen in the control room. Configuration is also smart. Accurate definition with polygonal detection and the non-detection areas, perspective target size and the schedule for operating and non-operating times enables easily setting them through intuitive GUI.

Alerts and notifications can be configured within the software. i-PRO Video Insight VMS and MonitorCast utilize configurable settings called "Action Items" that can be clicked to initiate certain actions. When these actions are clicked, they automatically generate actions such as **sounding an alarm** and **sending email and text messaging (SMS)**

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**notifications** to staff and law enforcement via mobile apps. These configurations can be customized to include notifications for specific internal personnel based on event types and/or outside agencies such as emergency services.



**Figure 17. Alarm Notification Flow**

For users responsible for monitoring cameras across multiple facilities, the latest version of VI now includes a dynamic Live Maps feature that vastly improves situational awareness for security officers. i-PRO's Live Maps feature is a new camera and facility site map navigation tool that allows users to find cameras based on geographical location. The feature supports quick access to cameras of interest with an easy drag and draw selector tool creating view layouts on the fly for secondary monitor viewing. Cameras and groups can be assigned colors to easily identify them. Any alarming events appear in red on the map to instantly show where an event is taking place in real time.

Video Insight provides its users with unlimited viewing client instances. A campus can easily add any personnel from any police department to their list of approved users, allowing them to monitor the site and to gain critical knowledge.

### 4.2.6 Touchless

i-PRO's AI technology is a touchless solution based on classifications and attribute settings that trigger automated alerting.

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### 4.2.7 Dashboard

i-PRO's Video Insight 7 is a powerful yet easy-to-use enterprise Video Management platform that allows organizations in education, law enforcement, healthcare, commercial, and transportation the ability to deploy a customized and robust security surveillance system. With an intuitive UI Video Insight's main client empowers its users with great functionality, customization, and control all designed with efficiency in mind. The latest enhancements to its Video Insight (VI) VMS featuring live maps, enhanced Vaxtor LPR integration supporting vehicle make, model, and color (MMC), body-worn camera streaming, and third-party integrations.



Figure 18. Video Insight Platform

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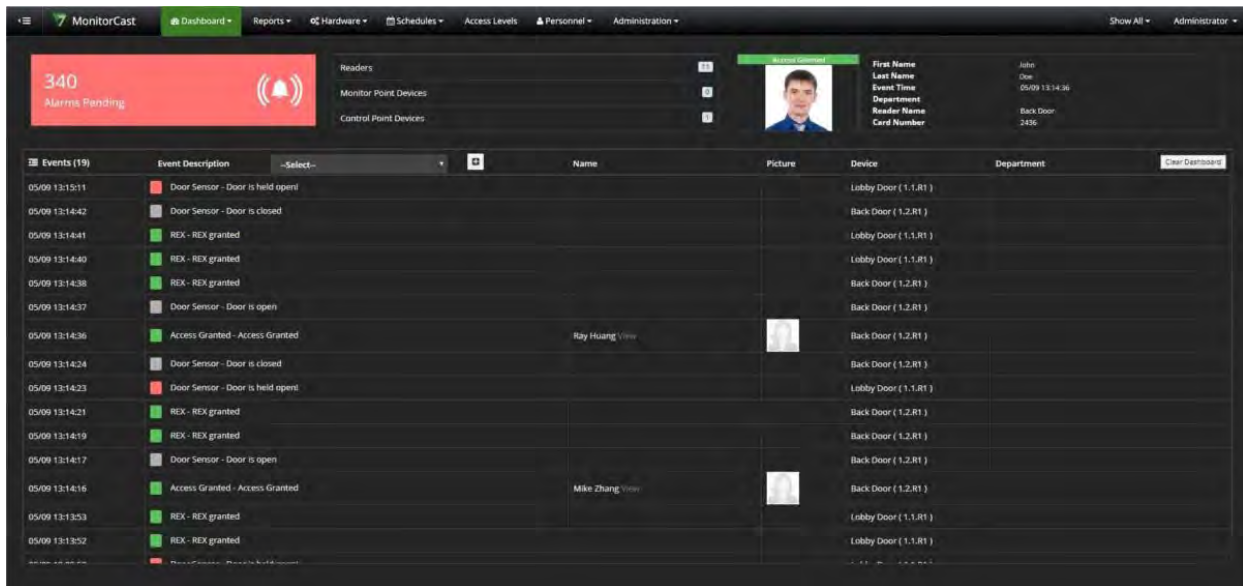


Figure 19. MonitorCast Platform

### 4.2.8 Technologies Used

i-PRO's proposed solutions use Artificial Intelligence (AI) in combination with Edge processing built into our hardware.

### 4.2.9 Staff Required to Operate

Typically, **one System Administrator** can easily manage multiple sites through a browser-based management dashboard with extremely scalable client connections that provide access from web *or* mobile clients. The System Administrator can secure a facility or share camera feed access to law enforcement or other officials from anywhere.

### 4.2.10 False Positives

False positive rates are a result of detection accuracy and depend heavily upon installation conditions when using the proposed applications. Based on our vast experience with AI technology, i-PRO has identified several causes of false positive alarms and true negative alarm occurrences. As a matter of practice, we encourage administrators and security staff to investigate all alarms and identify any of the conditions below that can be reduced or eliminated to optimize the system.

Typical causes of false audio alarms include:

1. Volume sensitivity
2. Microphone frequency range
3. The duration of Yell, Vehicle Horn or Glass Break is shorter than one second
4. The difference between the sound to be detected and noise is less than 6dB
5. Raindrops directly hit the camera or microphone

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Option 1: First Party using Omni directional Spec'd MIC, New S Series/X series with Ai camera, Multi Ai software on server.

The AI sound classification technology uses two indicators, the captured sound volume level, and an AI score, to determine whether an alarm should be issued.

To identify a sound, the system first compares the captured sound volume level with a preset threshold value. If it is greater than the threshold, AI is then used to determine what kind of sound it could be. To produce an AI score, the system determines whether the captured sound corresponds to any of four target sound categories: Yell, Glass break, Vehicle horn, and Gunshot. To do this, the captured sound is divided into regular segments, signal processing is performed, and the feature quantity for the target sound is determined. By inputting the feature quantity into an AI model and performing inference calculation, the degree of similarity to any target sound is calculated. When the similarity level exceeds a certain value, target detection is sent out as an alarm. As mentioned before, the AI model uses four types of target sounds: Yell, Glass break, Vehicle horn, and in this case Gunshot. The model was created by providing the system with various sound sources and training it to learn the characteristics unique to each target sound. Moreover, by having the system learn to identify target sounds under various conditions the possibility of false positives caused by background noise is minimized.

Once a sound analytic is triggered a user can be notified in numerous ways by setting off a string of custom rules/events through the Video Insight software. These custom events will let the user know where the gun shot was located and display the associated video with it, so you get all the needed information instantly. This will allow you to be proactive when important events take place which will lead to quicker response times and increased security.

Option 2: Third Party Integration with Databuoy Shotpoint Platform. Using the Databuoy software and sound sensors placed in strategic positions, a user can quickly be notified of an active shooter and visually see the trajectory and location of gunfire. With the integration that this platform has into the Video Insight VMS, this data can be tied to live/recorded Video and used to trigger custom actions through the Video Insight Rules Manager.

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### 4.3 Walk-Through Technology













i-PRO is not responding to the Walk-Through Category.

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## 4.3 Other Technologies

**Other: Heatmapping, cell phone tracking, lockdown products, etc.**

i-PRO is pleased to offer our comprehensive access control system solutions combining best-in-class hardware, management software and AI-driven analytics. I-PRO offers integrated solutions with some of the largest access control hardware manufacturers in the market.

	Providing an electronic solution to mechanical locks.	
	Power and data transmission solutions for professional security, surveillance, access control.	
	Power and data transmission solutions for professional security, surveillance, access control.	
	ProWire solutions are ready-to-install to simplify and standardize access installations across the enterprise.	
	The controller platform supplier of choice for true open architecture-based deployments.	
	Comprehensive electronic access control solutions, Schlage provides protection at critical moments.	

**Figure 20. Integration Partners**

Our proposed integrated access control solutions are a critical element of any safety roadmap should be an access control system that enables its users to quickly and efficiently set schedules, manage users, produce reports, and lock down the entire site in the event of an emergency. MonitorCast 4 is an enterprise-grade access control application that comes integrated with Video Insight 7 to provide a seamless, unified security solution that allows security officials to increase readiness and quickly respond to incidents.

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- Easy to use, browser-based management with extremely scalable client connections
- Door licenses are bundled when Mercury controllers are purchased from i-PRO
- No re-occurring fees or client license fees
- Fully integrated into Video Insight video management software
- Access the platform from web or mobile clients to secure your facility from anywhere

### 4.2.11 Hardware Specifications

i-PRO's MonitorCast has the most requested features including unlimited scalability and card holders, simultaneous users, and integration to video management. It, however, includes features such as mustering, anti-pass back, and partitioning as well as the following:

- Interactive Facility Map with Door Status
  - Lock Status (enabled / disabled)
  - Door status (opened / closed)
  - Lock Release (continues / temporary)
  - Lock Enable
  - Image of the nearby cameras (one / many)
- Individual or multiple readers can be selected and controlled but not by groups.
  - Release all group (continues / temporary)
  - Status of individual Locks (enabled / disabled)
  - Door status (opened / closed)
- List of Individual AC status
  - Lock Status (enabled / disabled)
  - Door status (opened / closed)
  - Lock Release (continues / temporary)
  - Lock Enable
  - Image of the nearby cameras (one / many)
- List of Panel status (master and slave)
- Alarms and alerts – screen popup (access granted / failed attempt / forced open)  
Supported (web client)
  - AC name
- Relevant camera (one or many)
- Cardholder Photo
- No limit to card formats.
- Facility codes within the card formats.

Perfect for large multi-location facilities and campuses with multiple locations, MonitorCast provides the ability to partition controllers into multiple primary and secondary sites. Each site contains independent controllable hardware, cardholders, and schedules all managed in one central console.



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### **4.2.12 Uptime & Failover Architecture**

Built on a legacy of reliability, i-PRO products have one of the lowest failure rates in the industry. As with i-PRO network cameras, uptime is typically a local network, server or cloud operational availability metric that reflects uptime. In contrast, an edge device uptime is calculated based on historical service records known as a Mean Time Between Failure (MTBF) report. Based on the actual MTBF Reports that are published by Mercury Security/HID Global, the average MTBF for the proposed access control modules is more than 10 years of operational availability.

With regards to our “failover architecture,” the Video Insight Server supports automated failover at no additional software cost. A standalone server or a virtual OS can be configured at one or more locations running the Video Insight Server in failover mode. This failover mode monitors the other servers via the SQL Server Database. Within one minute of an outage, the failover server will inherit all the cameras and configuration settings of a failed server. Recordings can be saved to a shared storage of failover storage and can be easily merged back into the production server upon repair. Client applications will see the failover server as dormant until activation.

i-PRO solutions also integrate with various third-party VMS platform cloud providers that utilize Microsoft Azure Government Cloud storage which provide SLA terms of service uptime of 99.9%.

### **4.2.13 Screening and Flow Control**

i-PRO’s MonitorCast offers a simple dashboard that displays door alarms on a facility or campus map. It is perfect for large multi-location facilities and campuses with multiple locations, MonitorCast provides the ability to partition controllers into multiple primary and secondary sites. Each site contains independent controllable hardware, cardholders, and schedules all managed in one central console.

MonitorCast provides intuitive door management and access levels. System Administrators can configure levels to be on a schedule, consisting of a single or multiple location, and be linked to video events. MonitorCast can deliver instant alarms and event notifications via email or live notifications on the dashboard. Instant alarm notifications range from Forced Door or Access Denied alarms, allowing first responders to react quickly and effectively. Alarms can be configured based on sites and configured with any time schedule. It is designed to help security officials increase readiness and respond to incidents faster.

MonitorCast 4.x can be used as a standalone platform through its native web-based UI which does not require any software installation, or client licensing fees. This makes MonitorCast 4.x an extremely scalable platform regarding users, and doors alike.

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### 4.2.14 Weapon Detection: Visual / Sound

The proposed access control solutions are primarily door lock components that do not have weapons detection capabilities.

### 4.2.15 Monitoring and Alert Process/Event Response

Include details on alerting site staff, law enforcement, and tracking subjects.

i-PRO's Intelligent Video Motion Detection (i-VMD) has six Intelligent Video features: Intruder Detection, Loitering Detection, Direction Detection, Scene Change Detection, Object Detection and Cross Line Detection. The i-VMD extracts information such as position, size, moving direction and staying time from the moving object detected and analyses its behavior.

MonitorCast can deliver instant alarms and event notifications via email or live notifications on the dashboard. Instant alarm notifications range from Forced Door or Access Denied alarms, allowing first responders to react quickly and effectively. Alarms can be configured based on sites and configured with any time schedule.

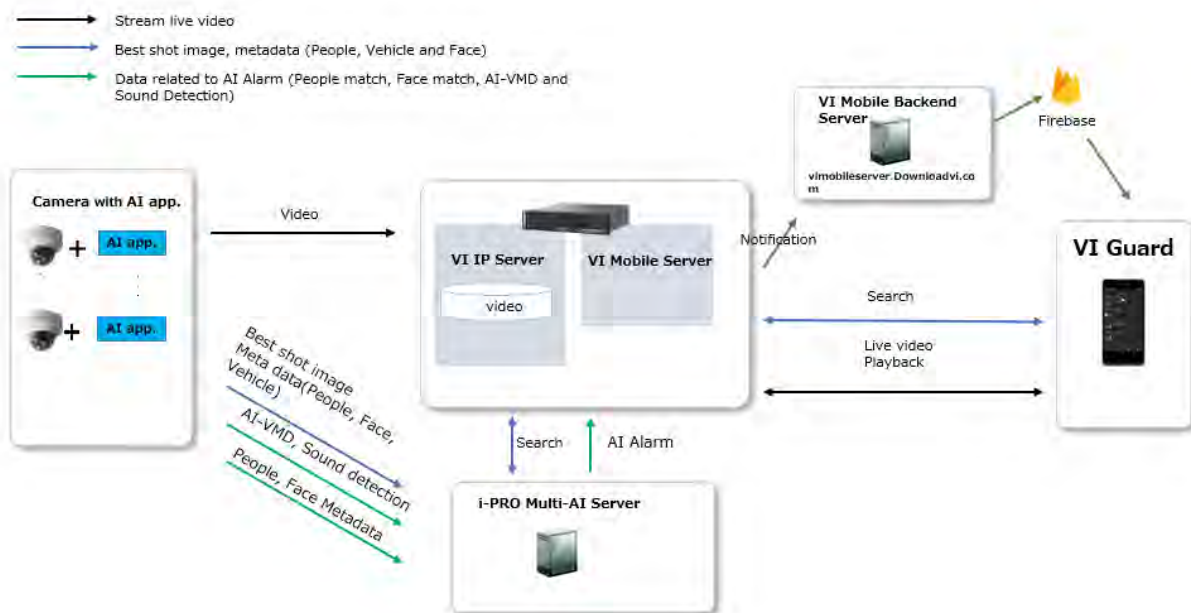


Figure 21. Alarm Notification Flow

MonitorCast native client is fully web-based meaning access to the platform can be achieved through any hardware capable of running a modern web-browser to share alerting details and live camera feeds with staff security and law enforcement. The MonitorCast integration with Video Insight also supports i-OS, Mac OS and Android OS providing authorized users with full visibility into your system anywhere you are.

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Most importantly, MonitorCast can proactively protect a facility with a Panic Button configured to input which can instantly change reader or door-states, override schedules, or enact any rule deemed fit for an emergency.

Alerts and notifications can be configured within the software. i-PRO Video Insight VMS and MonitorCast utilize configurable settings called “Action Items” that can be clicked to initiate certain actions. When these actions are clicked, they automatically generate actions such as **sounding an alarm** and **sending email and text messaging (SMS) notifications** to staff and law enforcement via mobile apps. These configurations can be customized to include notifications for specific internal personnel based on event types and/or outside agencies such as emergency services.

For users responsible for monitoring cameras across multiple facilities, the latest version of VI now includes a dynamic Live Maps feature that vastly improves situational awareness for security officers. i-PRO’s Live Maps feature is a new camera and facility site map navigation tool that allows users to find cameras based on geographical location. The feature supports quick access to cameras of interest with an easy drag and draw selector tool creating view layouts on the fly for secondary monitor viewing. Cameras and groups can be assigned colors to easily identify them. Any alarming events appear in red on the map to instantly show where an event is taking place in real time.

### **4.2.16 Touchless**

While many of the proposed i-PRO access control door lock solutions are touchless RFID card reader systems, there are some keyboard door locks that require touch buttons to manually enter the door lock code/pin number.

### **4.2.17 Dashboard**

Blending the key strengths and powerful features of both i-PRO VI VMS and MonitorCast integrated access control allows end users to view critical information from both systems within one interface.

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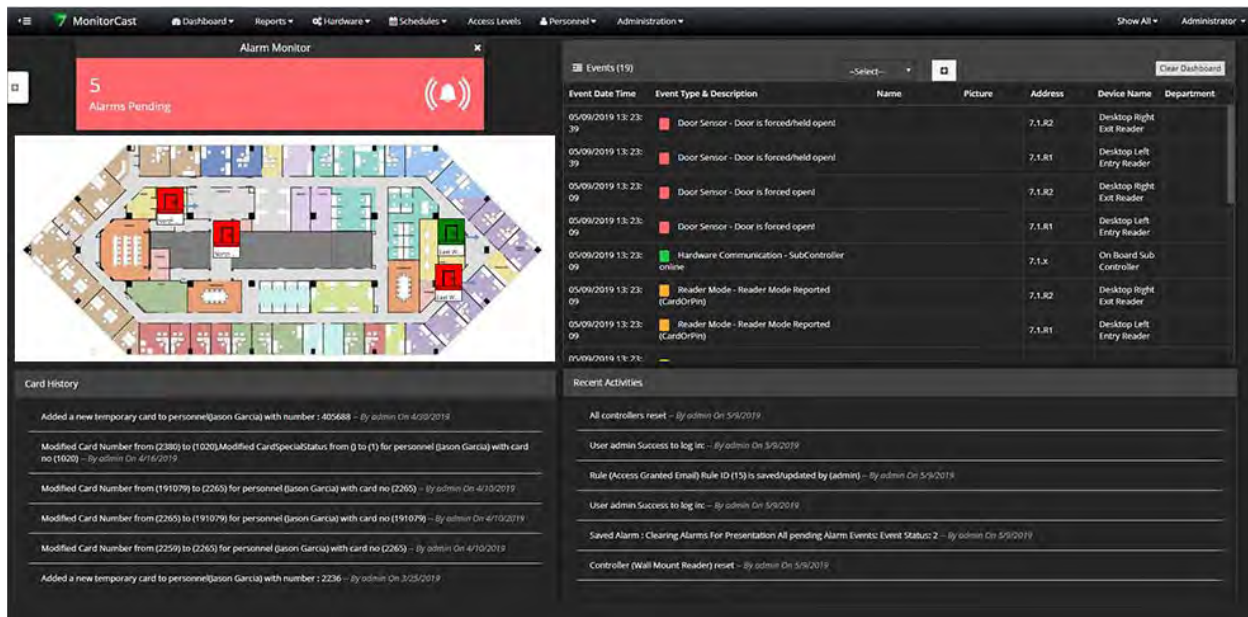


Figure 22. MonitorCast Dashboard

### 4.2.18 Technologies Used

The proposed access control solutions utilize a network controller and reader interface that have a communication type of RS485 will connect to one of the intelligent controllers through an available RS485 port to operate a maglock.

### 4.2.19 Staff Required to Operate

Typically, **one System Administrator** can easily manage multiple sites through a browser-based management dashboard with extremely scalable client connections that provide access from web *or* mobile clients. The System Administrator can secure a facility from anywhere.

### 4.2.20 False Positives

Rather than a false positive alarm, integrated access control solutions provide real-time door status:

- Interactive Facility Map with Door Status
  - Lock Status (enabled / disabled)
  - Door status (opened / closed)
  - Lock Release (continues / temporary)
  - Lock Enable
  - Image of the nearby cameras (one / many)
- Individual or multiple readers can be selected and controlled but not by groups.
  - Release all group (continues / temporary)
  - Status of individual Locks (enabled / disabled)
  - Door status (opened / closed)
- List of Individual AC status

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- Lock Status (enabled / disabled)
- Door status (opened / closed)
- Lock Release (continues / temporary)
- Lock Enable
- Image of the nearby cameras (one / many)
- List of Panel status (master and slave)
- Alarms and alerts – screen popup (access granted / failed attempt / forced open)  
Supported (web client)
  - AC name
- Relevant camera (one or many)
- Cardholder Photo
- No limit to card formats.
- Facility codes within the card formats.

A DoorAlarmed event provides notification that a door alarm was triggered for the time and date specified. Please verify that the door is functioning properly.

### 5. Patents

#### Do you hold any patents?

Yes, as a spin-off from Panasonic Corporation, formerly known as Panasonic i-PRO Sensing Solutions, i-PRO Americas Inc. holds hundreds of technology patents. A small sampling of i-PRO patent awards in 2022 include:

- Patent number: 11386700 - Face detection system
- Patent number: 11380177 - Monitoring camera and detection method
- Patent number: 11373334 - Camera setting assist system & camera setting assist method
- Patent number: 11375161 - Wearable camera, wearable camera system, and information processing apparatus for detecting an action in captured video
- Patent number: 11356615 - Camera device and IR light irradiating method
- Patent number: 11323692 - Asset management system and asset management method
- Patent number: 11281914 - Vehicle monitoring system and vehicle monitoring method
- Patent number: 11276193 - Information processing device
- Patent number: 11258928 - Wearable camera
- Patent number: 11252382 - 3 MOS camera
- Patent number: 11223794 - Wearable camera and video data generating method
- Patent number: D940223 - Surveillance camera
- Patent number: D940224 - Surveillance camera
- Patent number: D947146 - Video recorder

## **Tab 5 – Products and Services**

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### **6. Deployment Timeframes**

Many of the proposed i-PRO products are designed with plug & play functionality and easy installation. For those solutions that require customized setup or configurations mounting, electrical service, i-PRO's professional services team works with our authorized reseller partners to develop project-based Statement of Works (SOWs) that provide implementation and deployment schedules.

### **7. Supply Chain Information & Issue Mitigation**

Because i-PRO is a global OEM, we can optimize all facets of supply chain management and shipping, allowing i-PRO to maintain readily available inventory supply that speeds up the deployment of mission-critical technology modernization. Unlike our competitors who outsource manufacturing, i-PRO has its own factories in Japan that help mitigate any supply chain risks and expedites shipping to our customers.

i-PRO keeps most of our products in stock in our main warehouse in Houston, Texas. We also partner with several distributors who keep stock in their warehouses. By providing several sources of supply for our products, we ensure the best possible supply chain outcomes.

To optimize its U.S. operations, i-PRO uses four different channel distribution partners that maintain stock of i-PRO products at regional warehouse facilities across the U.S. Typically, our channel distribution partners maintain a stock inventory supply for order fulfillment within 14-21 days and we can usually fulfill large order quantities within 30 days.

i-PRO's Public Safety products are 95% distributed through our distributor partners and 5% from our warehouse. We use two (2) distributor partners for our public safety products: Synnex and Ingram Micro. Synnex has 10 National Distribution Centers across the United States. Ingram Micro has 6 National Distribution Centers across the United States. Our distributor partners are required to keep our products in stock as part of the relationship.

i-PRO's security products are 85% distributed through our distributor partners and 15% from our warehouse. We use three (3) distributor partners for our security products: Jenne, ScanSource, and Synnex. Jenne's main distribution center is in Avon, Ohio. ScanSource's main distribution center is in Southaven, Mississippi. Synnex has 10 National Distribution Centers across the United States. Our distributor partners are required to keep our products in stock as part of the relationship.

### **8. Legacy Equipment Integration**

i-PRO always considers backward compatibility with legacy models as a core design factor. i-PRO's Video Insight VMS provides deep integration to over 5,600 camera models from 160+ manufacturers and is continually adding new models to each release of the software. i-PRO's new H.265 cameras include H.264 compatibility mode, enabling customers to migrate portions of their system to the new standard at their own pace. This allows users to maximize existing investments in H.264 products while reducing overall TCO and helping to future proof their networks.

## Tab 5 – Products and Services

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### 9. Infrastructure Upgrades Required to Deploy Solution(s)

i-PRO's solutions engineers evaluate infrastructure at integration sites to determine if upgrades are needed. To fully evaluate a site, i-PRO's engineers would need to conduct a walk-through. In most instances, no upgrades are needed if a network exists. In some cases, wiring requires replacement or upgrading. Each site is individually evaluated.

i-PRO's easy kitting package is helpful for pre-configuration. Cameras can be configured quickly without opening the box. i-PRO provides useful installation tools to support system design and configuration works easier and more efficient.

Video Insight can be delivered preloaded on a server or as a software platform. When delivered pre-loaded, our hardware is the Dell Poweredge series of servers. Camera count, resolution, and storage requirements determine which physical boxes are options. When delivered as software, any standard COTS server can be used. Video Insight supports all virtual platforms, including VMware, Hyper-V and XenServer, and is compatible with all 32- and 64-bit Windows OS including Server 2012. The Server can support a wide range of storage options, including local, direct attached, NAS and SAN storage.

### 10. Major Integration Partners

As a manufacturer, i-PRO uses a network of reseller and distributor partners to sell our products and provide services, such as installation and integration. Our network of distributors and reseller partners are located across the U.S.

Our public safety products (Body Worn Cameras, In-Car Video Systems, Law Enforcement Interview Rooms, etc.) partner network includes forty authorized integrators and/or resellers. Our intelligent security products (Surveillance Products, Access Control, Surveillance AI Technology, etc.) partner network includes over 1,000 authorized integrators and/or resellers.

#### **Software Integration Partners**

In collaboration with our strategic technology partners, i-PRO is proud to offer our expanded broadline catalog of new and emerging solutions that will provide NCPA participating members a comprehensive offering of advanced integrated products:

#### **Ai-RGUS**

Ai-RGUS is comprehensive software that gives diagnostic information specific to camera systems. It was developed for Duke University to automatically verify that security cameras are "on," recording, and showing a clear view. Ai-RGUS checks that you have the number of days of recording required by regulation. Ai-RGUS uses Artificial Intelligence to determine if your cameras have problems of blur, block, tilt, glare, or low-light. With this information, you can respond to any surveillance system issues quickly.

## **Tab 5 – Products and Services**

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### **Allegion**

Allegion helps keep people safe and secure where they live, work and visit. With more than twenty-five brands sold globally we specialize in security around the doorway and adjacent area: everything from residential locks and portable security to commercial locks, exit devices, openers and closers, electronic access control and workforce productivity solutions.

### **Altronix**

A global leader in power and data transmission solutions for professional Security, Surveillance, Fire and Access Control applications, Altronix designs and manufactures state-of-the-art products that maximize overall performance and efficiency.

### **AMAG Technology**

Symmetry provides a leading-edge Access Control platform integrating the most advanced security technologies with innovative networking capabilities.

### **ASSA ABLOY**

The global leader in access solutions. The ASSA ABLOY Group provides opening solutions, trusted identities, entrance automation and service for institutional and commercial customers, as well as for the residential market

### **BriefCam®**

The BriefCam® complete Video Content Analytics platform drives exponential value from surveillance system investments by making video searchable, actionable, and quantifiable. The unique fusion of VIDEO SYNOPSIS® and Deep Learning solutions enable rapid video review and search, face recognition, real-time alerting, and quantitative video insights.

### **Continental Access**

Continental Access provides state-of-the-art access control software and hardware in an easy-to-implement and easy-to-use access control solution that seamlessly integrates with a wide range of facility management products.

### **Databuoy**

Databuoy, a leader in acoustic sensor technology was founded on a decade of research, development and testing sponsored by the Defense Advanced Research Projects Agency (DARPA), the Army and Navy. Their ShotPoint solution consists of a network of IP acoustic sensors that instantly detects and reports the location of when and where a shot has been fired. The system is designed to cover areas such as school campuses, office buildings, retail centers and more. Their unique sensors can easily be mounted on walls, Ceilings, or integrated into outdoor lighting locations. When a shot occurs the system's patented sensor network reliably detects and localizes on the source of gunfire ranging from small handguns to high caliber rifles.



## **Tab 5 – Products and Services**

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### **DSX Access Systems, Inc.**

DSX Manufactures Hardware, Software, and Integrated Solutions for the Access Control and Security Industries. Based in Dallas Texas, DSX designs all Software and Hardware in house.

### **Extreme Networks**

Extreme Networks delivers end-to-end, cloud-driven networking solutions and top-rated services and support to advance our customers' digital transformation efforts and deliver progress like never before.

### **Gallagher**

Gallagher security solutions cater for all levels of security from fully monitored access control for a critical infrastructure site to cost-effective wireless and data-on-card options for securing dormitories and lockers.

### **Genetec Inc.**

Genetec Inc. is a technology company that offers on-premises and cloud-based solutions encompassing security, intelligence, and operations. The company's flagship product, Genetec™ Security Center, is a physical security platform that unifies IP-based video surveillance, access control, automatic license plate recognition (ALPR), communications, and analytics. Genetec also develops cloud-based solutions and services designed to improve security in the communities in which we live.

### **HID Global**

HID Global is the trusted leader in solutions for the delivery of secure identity solutions for millions of customers around the world and is committed to enhancing customer value by delivering the most trusted, advanced, and dependable secure identity solutions in the market.

### **IMRON CORPORATION**

IMRON helps companies integrate their separate security activities into one complete, efficient, and effective security solution that works to promote the customers' business goals and culture. This is achieved with a fully networked Access Control Solution.

### **ISONAS**

We are changing the game in access control. Unlike traditional panel-based or IP-panel systems, ISONAS delivers the one proven access control solution that offers network-based, "Pure IP" to the door technology.

### **Lenel**

OnGuard Access is an advanced access control application that includes a feature-rich alarm monitoring module. IP-enabled controllers allow the application to extend easily to all parts of the enterprise with the appropriate degree of security at the door.

## **Tab 5 – Products and Services**

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### **LifeSafety Power**

LifeSafety Power is the leader in Smarter Power Solutions and remote monitoring capabilities, providing modular AC, DC, and PoE systems to meet the growing needs of the lifesafety industry.

### **Mercury Security**

Mercury Security is the leader in the delivery of today's highest quality, most innovative and cost-effective access control hardware that flexibly meets your most demanding facility security applications.

### **MOBOTIX**

MOBOTIX is a pioneering global company that is developing solutions based on the German way of engineering and approaching things as this is appreciated as being particularly innovative and of high quality. MOBOTIX stand apart with their uncompromisingly reliable, intelligent solutions that can be expanded virtually without limits, and which ensure long-term investment security.

### **Open Options**

Open Options is a leading provider of innovative access control solutions with a commitment to customer service and open platform products. Open Options' flagship access control software, DNA Fusion, is an open platform solution that provides a seamless, bi-directional interface into Video Insight's VI Monitor VMS platform. This integrates video with access control to offer a complete security solution with a choice in user interface.

### **Optex Group**

The Optex Group is a global solutions provider that never stops inventing to create a safe, secure, and comfortable society. Optex produces a wide variety of high quality, innovative sensors which are ideal for security and crime prevention applications.

### **Paxton**

Paxton Access specializes in the manufacture of access control systems. The systems we manufacture will keep your buildings, staff, and assets secure. From one door up to hundreds of doors across multiple sites, we have a solution to suit your needs.

### **RS2 Technologies**

RS2 has developed a reputation as a "one-stop" solution by delivering cost-effective access management solutions to customers in industries as diverse as shipbuilding, energy, hospitals, education, defense, financial institutions, government, museums, information technology, and a variety of diverse manufacturing companies. From small office buildings to large industrial facilities, RS2 has the products to meet the needs of business and industry.

## **Tab 5 – Products and Services**

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### **S2 Security**

S2 Security pioneered the use of network appliances with 100% browser-delivered content to build flexible security and video management systems that meet the demands of both the security and the IT departments.

### **SureView**

SureView Systems owns, develops, sells, and supports the Immix® product line. Immix® is a video centric software platform designed to receive alarm events from video, video analytics, access control, automation systems and GPS location aware devices. The products are UL Certified in the USA and BS8418 compliant in Europe.

### **System Surveyor**

The System Surveyor mobile, SaaS-based platform enables everyone involved in system design, installation, and maintenance to collaborate on an unprecedented scale. Working together in one system of record, professionals can better plan and manage the systems organizations rely on every day: video surveillance, access control, fire alarm, IT, building automation, AV, healthcare, and more. From system integrators to end customers to subcontractors, the benefits are increased sales, faster project completions, higher satisfaction, and enhanced long-term service levels.

### **Vaxtor**

Vaxtor develops high-performance optical character recognition products (OCR) and solutions with a focus on license plate recognition (LPR) in any scenario from any platform. Our in-house-developed products are continuously evolving, including tried and tested OCR and LPR specific solutions for any segment of the market, such as parking, law enforcement, traffic and tolling, security, access control, logistics and smart cities, as well as special applications for embedded systems.

### **viDix**

viDix Control, an all-in-one security platform, provides complete security, giving visibility to your day-to-day security operations. An array of hardware and software modules are available with viDix Control to manage and secure any size building. From new installations to taking over existing ones, while protecting your existing security investment, the options available provide for maximum adaptability and growth. Premise or Cloud, Client or Web, Mobile APPS, MNS (Mass Notification), Floor Plan Views, Integrated Video Surveillance, Crisis Event Alert & Status, and a lot more.

### **WCCTV**

Wireless CCTV LLC (WCCTV) is the USA's leading supplier of mobile video surveillance solutions. WCCTV's products include rapid-deployment pole-mounted security cameras, solar-powered surveillance trailers, body cams and time lapse video filming and production – all optimized for secure 4G LTE video transmission.

## Tab 5 – Products and Services

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### ZeroEyes

ZeroEyes is a security company which produces AI powered video analytics focused on fast and accurate weapons detection. Led by former Navy SEALs, this veteran-owned business is dedicated to protecting lives and providing security personnel with the information they need to keep people safe.

### 11. Network/Cybersecurity Plan

i-PRO cameras are designed and built with trust, safety, and security in mind. We take cyber security just as seriously as the lives and assets our products are made to protect. Our cameras include robust security features to meet the needs of customers who comply with security frameworks such as CJIS, HIPPA, SOC II, CMMC, RMF, NIST, ISO 27001, GDPR, FISMA and more.

i-PRO products are designed, developed, and verified to be secure by using industry standard security frameworks and development best practices, helping to protect users from possible cyberattacks. To help create a safer world, i-PRO works hard to ensure that all our practices and products are up to date and in compliance with governmental standards. Our ability to adjust our products and solutions is a sign of the flexibility and commitment that i-PRO offers. Our goal is to be your trusted partner and deliver a safe, healthy, and peaceful world to you.

i-PRO's Product Security Incident Response Team (PSIRT) is dedicated to designing proactive safeguards against unauthorized device access and intrusions, as well as, addressing security vulnerabilities as they are disclosed.

i-PRO's Built-In cybersecurity features include:

- **Authentication**

The basic method of preventing unauthorized access to surveillance equipment is to set a username and password to restrict access. i-PRO cameras support further authentication functions, such as digest authentication, host authentication and IEEE 802.1X.

- **Secure Communication**

i-PRO cameras support mutual authentication for secure communication, such as SSL and TLS. SSL/TLS communications use pre-installed certificates on i-PRO cameras to provide an encrypted communication to help prevent eavesdropping and spoofing of devices.

- **Data Encryption**

Data encryption secures the video and audio data so that is it unusable to anyone that intercepts the traffic. i-PRO cameras do this through secure protocols such as HTTPS and RTSP. Any audio or video stored on the SD card can also be encrypted in case the device is compromised.

## Tab 5 – Products and Services

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- **Alteration Detection**

The Alteration Detection feature checks if video or audio (MP4) files have been modified. i-PRO cameras support Alteration Detection on the camera SD card by using certificates pre-installed in i-PRO cameras and the Integrity Verifier tool.

- **GlobalSign Certificates Pre-Installed**

i-PRO uses trusted third-party certificates from GlobalSign and our own in-house embedded cryptography technology to provide a highly secure and robust protection layer. Third-party certificates ensure that the certificates come from a trusted source.

- **FIPS 140-2 Level 3 Certified Secure Element**

A Secure Element<sup>1</sup> is a chip that is built into many of our new S-series cameras and is used to prevent unauthorized access and store confidential and cryptographic data. Selected i-PRO cameras have an embedded Secure Element\* with Trusted Platform Module (TPM) functionality which is certified FIPS 140-2 Level 3 compliant.

- **i-PRO Configuration Tool (iCT)**

iCT is an innovative tool that enables you to operate up to 1,024 cameras or NVRs connected to a centralized video surveillance system as well as conduct day-to-day maintenance. The following setting changes in the security system can be done comprehensively through iCT preferred CA certificates: HTTPS, TLS/SSL, and IEEE 802.1X.

### **NATIONAL DEFENSE AUTHORIZATION ACT (NDAA)**

i-PRO Americas Inc. is proud to confirm our products are compliant under the National Defense Authorization Act (NDAA). i-PRO does not use any manufacturers, system on chips (SoC) or any other components that have been banned under Section 889 of the NDAA. Our company was founded on the principles of trust, safety, and security. We are committed to ensuring that our products meet the needs of all our customers and that we continue being a trusted partner to our educational clients and our federal, state, and local governments.

### **TRADE AGREEMENT ACT (TAA)**

i-PRO Americas Inc. makes it easy for government agencies to do business with us. As a trusted partner of the U.S. Federal Government, we offer many camera models through General Services Administration (GSA) Schedule Contracts which are compliant under the Trade Agreements Act (TAA). Please contact us for a list of TAA compliant models.

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<sup>1</sup> EdgeLock® SE050F (NXP® Semiconductors)

## **Tab 8 – Value Added Products and Services**

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**Include any additional products and/or services available that vendor currently performs in their normal course of business that is not included in the scope of the solicitation that you think will enhance and add value to this contract for Region 14 ESC and all NCPA participating entities.**

i-PRO Americas Inc. offers several key differentiators in the marketplace which serve as value-added products and services.

### **Public Safety Solutions**

A key theme for i-PRO is empowering public safety organizations to become more proactive, rather than merely reactive to events, by utilizing advanced, edge-based AI analytics. Our latest enhancements to the Video Insight (VI) VMS include enhanced Vaxtor LPR integration supporting vehicle make, model, and color (MMC), body-worn camera streaming, and third-party integrations.

### **Body-Worn Cameras**

Traditional body-worn camera use cases require an officer to bring the camera back and dock it to offload and view captured footage. With the latest version of VI, body-worn cameras now live stream video over Wi-Fi to the VMS, providing true real-time situational awareness for operators monitoring personnel operating in the field. Perfect for school resource officers on active patrol, this capability offers extra eyes in the field so they can quickly call for assistance if needed.

Our new Arbitrator 4000 series body-worn camera is the first to provide the ability to quickly swap out the battery in the field. This innovation allows law enforcement agencies to avoid investing in extra camera hardware to support extended deployments. An officer can now carry a swappable spare battery that will go well beyond 12 hours. The new easy-to-read LCD makes it simple to keep the officer informed of the unit's complete status. The enhanced field of view and its 1080p recording capabilities allow the camera to capture every detail. Additionally, H.265 compression allows the officer to collect more high-quality evidence with faster upload times, while using significantly less storage. Best of all, this revolutionary body camera provides GPS data, along with Wi-Fi and Bluetooth connectivity

The BWC4000 is activated via Wireless LAN or Bluetooth from a variety of triggers. Options include light bar, siren, G-force sensor, weapons lock, and others. Integration with the Arbitrator 360-HD in-car system allows the recording to start simultaneously on the vehicle and body-worn systems.

### **Vehicle Camera Systems**

The new i-PRO ICV4000 360° FHD in-car digital video recording system offers industry-leading image quality for unmatched critical mobile video evidence capture. The WV-VC35 Full HD 1080p front camera delivers amazing clarity and color reproduction even in low light. The ICV4000 system supports up to four additional HD cameras, for complete 360 degree situational awareness

## **Tab 8 – Value Added Products and Services**

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As with all evidence-capture technology, securing the integrity of video and audio data is a top priority. The ICV4000 uses new and improved security features such as SSD drive lock and AES/256 data encryption at rest, which ensure that evidence data is completely secure and cannot be accessed or forcibly removed by unauthorized parties.

With several options for front-end cameras, the ICV4000 offers industry leading 1080p Full HD recording along with a wider field of view and multiple optical/digital zoom levels. This provides users with superior video evidence quality and ensures that every detail is clearly captured, even under challenging conditions.

The ICV4000 incorporates embedded Bluetooth (BLE) and two wireless LAN modules to support seamless integration with i-PRO's BWC4000. Additionally, the ICV4000 features a consolidated system design that combines multiple system features, which results in reduced vehicle installation time and easier deployment and usability.

Our new i-PRO WV-VCF41P 4K Sensor Panoramic Front Camera harnesses the power of the advanced Ambarella™ AI Vision processor for AI Edge applications.

### **LPR Enhancements**

VI's existing integration with Vaxtor VaxALPR has now been enhanced to detect vehicle MMC when utilizing i-PRO AI-enabled cameras. With i-PRO's open AI platform, additional hardware and servers are not required since the VaxALPR application runs solely on the edge, leveraging the i-PRO AI camera's powerful Ambarella SoC. Users only need a single license for one install and do not need to buy licenses in bulk.

### **Digital Evidence Management**

Evidence management for law enforcement agencies has become more complex as the volume of video evidence being collected and managed continues to grow rapidly. Data comes from a range of different sources and often must be shared with various parties. Managing all of this, while ensuring a clear and verifiable chain of custody, is a monumental task for law enforcement.

Our Unified Digital Evidence (UDE) system puts compliance and evidence documentation on autopilot. Preset policies to trigger camera recording, authorize permissions to view and edit files, and programmed file archival — our powerful UDE system turns your policies into operating rules to automatically enforce compliance. All video and audio data can be stored on premises, in the cloud or in any combination of both knowing you own all the data regardless of where it resides. The software maintains all original files entered into the system. Every redaction and edit happens on a separate, tracked file, so you document changes and authenticate evidence integrity. Most importantly i-PRO's UDE system works with existing i-PRO Camera systems, so it can be upgraded to more efficient, more secure workflows without investing in new hardware.

CloUDE powered by Genetec is a digital evidence management system (DEMS) for law enforcement agencies that stores video evidence and data in the cloud or on-premises

## Tab 8 – Value Added Products and Services

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on a secure and scalable open platform. CloUDE is an end-to-end DEMS solution that combines with i-PRO body-worn cameras and in-vehicle camera systems to provide a truly comprehensive video and data solution for law enforcement applications.

### Grants Consulting

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i-PRO Americas offers grant support to our clients and end users free of charge. i-PRO invests in a partnership with Grants Office LLC to provide this offering to our clients and end users.

i-PRO decided to offer grant funding support to our clients after finding there was a huge need for funding within the schools and law enforcement agencies we work with. School districts regularly expressed frustration with obtaining funding to upgrade safety and security systems. By offering assistance with grants, i-PRO overcame this challenge for the schools.

Grants Office helps our clients find grant funding for projects, then guides the clients through the process of applying for grants. Grants Office also provides ongoing monitoring of new funding available and upcoming initiatives. i-PRO shares this information with end users and partners.

Since i-PRO began this partnership with Grants Office in 2015, our end users have been given **155 grant awards** equating to **over \$42,000,000 in grant funds**.



## Tab 8 – Value Added Products and Services

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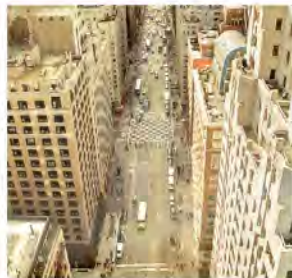


### GRANTS SUPPORT PROGRAM

#### Expanding Access To Funding You Need

Federal and state grants are part of the budget picture for nearly every public sector agency in the country, but many agencies are understaffed for grants development or lack experience with grant programs that could dramatically increase their capacity to leverage technology to advance their missions and impact their communities.

The i-PRO Grants Support Program provides public sector agencies, educational institutions, and hospitals with grants information, customized funder research, and consultation that will help develop project ideas, get technology-rich projects funded, and even expand initiatives that are already in the works.



#### TOP GRANT RECIPIENTS

- Local Governments
- Public Safety Agencies
- Courts and Corrections Institutions
- K-12 Schools
- Colleges and Universities
- Hospitals and Regional Health Organizations

## Tab 8 – Value Added Products and Services

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### PROJECT CONSULTATION

Grants tend to fund projects that address a clearly identified need, either for a specific population or a defined geographic community. In addition, fundable projects should have measurable objectives and a compelling reason for including technology as a means to achieving those objectives.

Grants Development Consultants with the i-PRO Grants Support Program work with public sector agencies, schools, colleges, and healthcare institutions, to help them develop and define their projects in the context of what funders want to support.

If you already have an idea of the technology you'd like, Grants Development Consultants will help you clarify and articulate the needs the technologies will address and provide input on other elements that might further develop and strengthen your project.

### FUNDER RESEARCH

More than 5,000 grant programs are opened each year in the US, providing approximately \$500 billion dollars in funding. Of course, not all of these programs are technology-friendly, and most of them have very specific parameters that define who may receive funding and what it may be used for.

With a few specifics on your concept, i-PRO Grants Support Program consultants will develop customized reports on funding opportunities that are the best fit with the project.

The reports will identify the most relevant funders, based on the your project type, your organization type (or types, in the case of a consortium project), and the geographic location where the project will be deployed. Then the consultants will review their findings with you on a conference call, scheduled at your convenience.

### GRANTS DEVELOPMENT SUPPORT

In order to obtain funding for your technology projects, you will ultimately need to develop and submit competitive grant applications to a qualified list of funding prospects. Whatever capacity and resources customers have to dedicate to developing grant proposals, the i-PRO Grants Support Program will help you see the process through.

A range of proposal support services are available, from review and consultation with the your organization's grantwriter to full proposal development, if you don't have one.

Grants Development Consultants will work with you to evaluate your needs and determine the level of support that will maximize the funding you can obtain and optimize the technology you are able to purchase with the grant funds you receive.

## Tab 8 – Value Added Products and Services

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### Municipal Leasing and Financing Programs

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i-PRO Americas offers financing through NCL Government Capital. This financing resources was designed for public entities and the legal requirements that come along with financing within the public sector.



i-PRO is continually looking for ways to expand the support we provide our clients and end users. For this reason, i-PRO is also exploring other financing firms and will have additional offerings available for our clients soon.

### Cross-Sector AI Analytics Technology Solutions

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We understand that every organization has its unique challenges and finding the right solution for specific needs is an important decision. i-PRO is pleased to offer our entire portfolio of integrated solutions as value-added products and services for the benefit of NCPA participating members such as:

- **Airports**  
Our advanced surveillance systems not only help to deter transportation-specific trouble, but also resolve unique problems such as anti-social behavior at stations and on trains, intrusions, and sabotage of railway facilities. We ensure safety and security for passengers and guarantee cargo security with high anti-shock and weatherproof hardware for outdoor use, and advanced software that can instantly detect targets at terminals where an unspecified number of people come and go.
- **Commercial Business**  
Contemporary businesses are required to make investments to ensure the safety of employees, equipment, and information assets within company facilities along with the advancement of today's information society. We provide security solutions that can contribute to boost reliability and credibility for facilities, installed by an advanced access control system for improving security levels from a physical perspective and visual surveillance inside and outside buildings.
- **Corrections / Prisons**  
Intelligent integrated system solutions provide better protection for both prisoners and guards, improving facility-wide operations. Our sophisticated video analytics,

## Tab 8 – Value Added Products and Services

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paired with artificial intelligence (AI), can further identify and alert authorities to emerging situations.

- **Education**  
One of the most important tasks for educational institutions is to ensure student safety across large or multiple campuses. Our advanced security solutions include video surveillance to prevent suspicious individuals and reduce vandalism to valuable campus property. By maintaining the learning environment in a safe way, students and educators can focus on study, research, and education.
- **Government**  
To serve the public effectively, you need technology that serves you appropriately, without fail. i-PRO's security solutions for governmental organizations are designed to support the many different functions and activities that security officers carry out, ensuring better communication, greater engagement, and more efficiency in everything they do to keep employees and the public safe.
- **Healthcare**  
i-PRO medical imaging solutions are designed specifically for use in medical imaging devices and systems. When precision and accuracy matter the most, our imaging solutions deliver the extreme accuracy only available with Ultra HD technology. Our micro head cameras are used around the globe in today's most sophisticated surgical robotics, scopes and diagnostic devices with outstanding results and reliability when it counts most.
- **Law Enforcement**  
Law enforcement professionals have unique needs and requirements for real-time field operations and evidence analysis that only specialized solutions can deliver. As a recognized global leader in video technologies and cameras, our evidence capture, management, and analytics provide law enforcement professionals with the high-performance tools they need to keep the communities they serve and the officers safe.
- **Logistics**  
Advanced surveillance systems with AI are demonstrating their capabilities to solve various problems that occur at logistics fields, such as the loss of goods, damage to goods and collisions between forklifts and other forklifts, people, or goods. We provide solutions for these problems through 360-degree monitoring without blind spots and offering heat-maps that can visualize the traffic patterns by people and how long they stay in one place. It leads to safety and productivity improvement in your company.
- **Mass Transit**  
Roadway networks spread throughout the city and a stream of passengers at mass transportation systems such as airports, public spaces are always embraced by

## Tab 8 – Value Added Products and Services

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the flow of mobility. We create safe environment to protect citizens and secure cities with not only our AI technologies for highly accurate license plate number recognition, but also with our advanced high-visibility technologies for monitor intersections and streets 24/7.

- **Pharmacies**  
To safeguard drugs, you need to control entry to restricted areas where they are stored and document who has access to controlled substances. By implementing an electronic access control system that is integrated with video surveillance cameras, a pharmacy can verify and document any attempt to enter an area where controlled substances are kept.
- **Retail**  
Shoplifting, vandalizing store facilities and deterrence of trouble in parking lots cause a wide range of losses that damages business performance. We also contribute to facilitate store operations and service quality improvement with the visualization of in-store traffic flows, the degree of congestion and customer service situations.
- **Special Venues / Stadiums**  
Wide range surveillance from seating areas to authorized personnel areas, which can be confirmed in detail, is required at stadiums where many people gather. With a surveillance network comprised of multiple cameras, it is possible to quickly search and track only the necessary images. Also, with a facial recognition system, we can prevent the admission of suspicious parties such as inveterate hooligans or booze benders. The prevention with our system can be supportive solutions for stadiums' operators and managers because it creates enjoyable spaces in an easy way for general audiences.

As a recognized industry leader, i-PRO is committed to continuous research and rapid development to expand our portfolio of integrated solutions that are designed to meet the growing demands for technology modernization.

## **TAB 9**

### **REQUIRED DOCUMENTS**

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- Federal Funds Certifications
- Clean Air and Water Act & Debarment Notice
- Contractors Requirements
- Required Clauses for Federal Assistance by FTA
- Federal Required Signatures
- Antitrust Certification Statements Texas Government Code § 2155.005
- State Notice Addendum

## **FEDERAL FUNDS CERTIFICATIONS**

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Participating Agencies may elect to use federal funds to purchase under the Master Agreement. The following certifications and provisions may be required and apply when a Participating Agency expends federal funds for any purchase resulting from this procurement process. Pursuant to 2 C.F.R. § 200.326, all contracts, including small purchases, awarded by the Participating Agency and the Participating Agency's subcontractors shall contain the procurement provisions of Appendix II to Part 200, as applicable.

### **APPENDIX II TO 2 CFR PART 200**

(A) Contracts for more than the simplified acquisition threshold currently set at \$250,000, which is the inflation adjusted amount determined by the Civilian Agency Acquisition Council and the Defense Acquisition Regulations Council (Councils) as authorized by 41 U.S.C. 1908, must address administrative, contractual, or legal remedies in instances where contractors violate or breach contract terms, and provide for such sanctions and penalties as appropriate.

- Pursuant to Federal Rule (A) above, when a Participating Agency expends federal funds, the Participating Agency and Offeror reserves all rights and privileges under the applicable laws and regulations with respect to this procurement in the event of breach of contract by either party.

(B) Termination for cause and for convenience by the grantee or subgrantee including the manner by which it will be effected and the basis for settlement. (All contracts in excess of \$10,000)

- Pursuant to Federal Rule (B) above, when a Participating Agency expends federal funds, the Participating Agency reserves the right to terminate any agreement in excess of \$10,000 resulting from this procurement process in the event of a breach or default of the agreement by Offeror as detailed in the terms of the contract

(C) Equal Employment Opportunity. Except as otherwise provided under 41 CFR Part 60, all contracts that meet the definition of "federally assisted construction contract" in 41 CFR Part 60-1.3 must include the equal opportunity clause provided under 41 CFR 60-1.4(b), in accordance with Executive Order 11246, "Equal Employment Opportunity" (30 CFR 12319, 12935, 3 CFR Part, 1964-1965 Comp., p. 339), as amended by Executive Order 11375, "Amending Executive Order 11246 Relating to Equal Employment Opportunity," and implementing regulations at 41 CFR part 60, "Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor."

- Pursuant to Federal Rule (C) above, when a Participating Agency expends federal funds on any federally assisted construction contract, the equal opportunity clause is incorporated by reference herein.

(D) Davis-Bacon Act, as amended (40 U.S.C. 3141-3148). When required by Federal program legislation, all prime construction contracts in excess of \$2,000 awarded by non-Federal entities must include a provision for compliance with the Davis-Bacon Act (40 U.S.C. 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 CFR Part 5, "Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction"). In accordance with the statute, contractors must be required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specified in a wage determination made by the Secretary of Labor. In addition, contractors must be required to pay

wages not less than once a week. The non-Federal entity must place a copy of the current prevailing wage determination issued by the Department of Labor in each solicitation. The decision to award a contract or subcontract must be conditioned upon the acceptance of the wage determination. The non-Federal entity must report all suspected or reported violations to the Federal awarding agency. The contracts must also include a provision for compliance with the Copeland "Anti-Kickback" Act (40 U.S.C. 3145), as supplemented by Department of Labor regulations (29 CFR Part 3, "Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States"). The Act provides that each contractor or subrecipient must be prohibited from inducing, by any means, any person employed in the construction, completion, or repair of public work, to give up any part of the compensation to which he or she is otherwise entitled. The non-Federal entity must report all suspected or reported violations to the Federal awarding agency.

- Pursuant to Federal Rule (D) above, when a Participating Agency expends federal funds during the term of an award for all contracts and subgrants for construction or repair, offeror will be in compliance with all applicable Davis-Bacon Act provisions
- Any Participating Agency will include any current and applicable prevailing wage determination in each issued solicitation and provide Offeror with any required documentation and/or forms that must be completed by Offeror to remain in compliance the applicable Davis-Bacon Act provisions.

(E) Contract Work Hours and Safety Standards Act (40 U.S.C. 3701-3708). Where applicable, all contracts awarded by the non-Federal entity in excess of \$100,000 that involve the employment of mechanics or laborers must include a provision for compliance with 40 U.S.C. 3702 and 3704, as supplemented by Department of Labor regulations (29 CFR Part 5). Under 40 U.S.C. 3702 of the Act, each contractor must be required to compute the wages of every mechanic and laborer on the basis of a standard work week of 40 hours. Work in excess of the standard work week is permissible provided that the worker is compensated at a rate of not less than one and a half times the basic rate of pay for all hours worked in excess of 40 hours in the work week. The requirements of 40 U.S.C. 3704 are applicable to construction work and provide that no laborer or mechanic must be required to work in surroundings or under working conditions which are unsanitary, hazardous or dangerous. These requirements do not apply to the purchases of supplies or materials or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence.

- Pursuant to Federal Rule (E) above, when a Participating Agency expends federal funds, offeror certifies that offeror will be in compliance with all applicable provisions of the Contract Work Hours and Safety Standards Act during the term of an award for all contracts by Participating Agency resulting from this procurement process.

(F) Rights to Inventions Made Under a Contract or Agreement. If the Federal award meets the definition of "funding agreement" under 37 CFR §401.2 (a) and the recipient or subrecipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance of experimental, developmental, or research work under that "funding agreement," the recipient or subrecipient must comply with the requirements of 37 CFR Part 401, "Rights to Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements," and any implementing regulations issued by the awarding agency.



- Pursuant to Federal Rule (F) above, when federal funds are expended by Participating Agency, the offeror certifies that during the term of an award for all contracts by Participating Agency resulting from this procurement process, the offeror agrees to comply with all applicable requirements as referenced in Federal Rule (F) above

(G) Clean Air Act (42 U.S.C. 7401-7671q.) and the Federal Water Pollution Control Act (33 U.S.C. 1251-1387), as amended— Contracts and subgrants of amounts in excess of \$150,000 must contain a provision that requires the non- Federal award to agree to comply with all applicable standards, orders or regulations issued pursuant to the Clean Air Act (42 U.S.C. 7401- 7671q) and the Federal Water Pollution Control Act as amended (33 U.S.C. 1251- 1387). Violations must be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA).

- Pursuant to Federal Rule (G) above, when federal funds are expended by Participating Agency, the offeror certifies that during the term of an award for all contracts by Participating Agency member resulting from this procurement process, the offeror agrees to comply with all applicable requirements as referenced in Federal Rule (G) above

(H) Debarment and Suspension (Executive Orders 12549 and 12689)—A contract award (see 2 CFR 180.220) must not be made to parties listed on the government wide exclusions in the System for Award Management (SAM), in accordance with the OMB guidelines at 2 CFR 180 that implement Executive Orders 12549 (3 CFR part 1986 Comp., p. 189) and 12689 (3 CFR part 1989 Comp., p. 235), “Debarment and Suspension.” SAM Exclusions contains the names of parties debarred, suspended, or otherwise excluded by agencies, as well as parties declared ineligible under statutory or regulatory authority other than Executive Order 12549.

- Pursuant to Federal Rule (H) above, when federal funds are expended by Participating Agency, the offeror certifies that during the term of an award for all contracts by Participating Agency resulting from this procurement process, the offeror certifies that neither it nor its principals is presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation by any federal department or agency. If at any time during the term of an award the offeror or its principals becomes debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation by any federal department or agency, the offeror will notify the Participating Agency

(I) Byrd Anti-Lobbying Amendment (31 U.S.C. 1352)—Contractors that apply or bid for an award exceeding \$100,000 must file the required certification. Each tier certifies to the tier above that it will not and has not used Federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any Federal contract, grant or any other award covered by 31 U.S.C. 1352. Each tier must also disclose any lobbying with non-Federal funds that takes place in connection with obtaining any Federal award. Such disclosures are forwarded from tier to tier up to the non-Federal award.

- Pursuant to Federal Rule (I) above, when federal funds are expended by Participating Agency, the offeror certifies that during the term and after the awarded term of an award for all contracts by Participating Agency resulting from this procurement process, the

offeror certifies that it is in compliance with all applicable provisions of the Byrd Anti-Lobbying Amendment (31 U.S.C. 1352). The undersigned further certifies that:

- No Federal appropriated funds have been paid or will be paid for on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of congress, or an employee of a Member of Congress in connection with the awarding of a Federal contract, the making of a Federal grant, the making of a Federal loan, the entering into a cooperative agreement, and the extension, continuation, renewal, amendment, or modification of a Federal contract, grant, loan, or cooperative agreement.
- If any funds other than Federal appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of congress, or an employee of a Member of Congress in connection with this Federal grant or cooperative agreement, the undersigned shall complete and submit Standard Form-LLL, "Disclosure Form to Report Lobbying", in accordance with its instructions.
- The undersigned shall require that the language of this certification be included in the award documents for all covered sub-awards exceeding \$100,000 in Federal funds at all appropriate tiers and all subrecipients shall certify and disclose accordingly.

#### **RECORD RETENTION REQUIREMENTS FOR CONTRACTS INVOLVING FEDERAL FUNDS**

When federal funds are expended by Participating Agency for any contract resulting from this procurement process, offeror certifies that it will comply with the record retention requirements detailed in 2 CFR § 200.334. The offeror further certifies that offeror will retain all records as required by 2 CFR § 200.334 for a period of three years after grantees or subgrantees submit final expenditure reports or quarterly or annual financial reports, as applicable, and all other pending matters are closed.

#### **CERTIFICATION OF COMPLIANCE WITH THE ENERGY POLICY AND CONSERVATION ACT**

When Participating Agency expends federal funds for any contract resulting from this procurement process, offeror certifies that it will comply with the mandatory standards and policies relating to energy efficiency which are contained in the state energy conservation plan issued in compliance with the Energy Policy and Conservation Act (42 U.S.C. 6321 et seq.; 49 C.F.R. Part 18).

#### **CERTIFICATION OF COMPLIANCE WITH BUY AMERICA PROVISIONS**

To the extent purchases are made with Federal Highway Administration, Federal Railroad Administration, or Federal Transit Administration funds, offeror certifies that its products comply with all applicable provisions of the Buy America Act and agrees to provide such certification or applicable waiver with respect to specific products to any Participating Agency upon request. Participating Agencies will clearly identify whether Buy America Provisions apply in any issued solicitation. Purchases made in accordance with the Buy America Act must still follow the applicable procurement rules calling for free and open competition.

### **CERTIFICATION OF ACCESS TO RECORDS**

Offeror agrees that the Inspector General of the Agency or any of their duly authorized representatives shall have access to any non-financial documents, papers, or other records of offeror that are pertinent to offeror's discharge of its obligations under the Contract for the purpose of making audits, examinations, excerpts, and transcriptions. The right also includes timely and reasonable access to offeror's personnel for the purpose of interview and discussion relating to such documents. This right of access will last only as long as the records are retained.

### **CERTIFICATION OF APPLICABILITY TO SUBCONTRACTORS**

Offeror agrees that all contracts it awards pursuant to the Contract shall be bound by the foregoing terms and conditions.

## **CLEAN AIR AND WATER ACT AND DEBARMENT NOTICE**

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By the signature below (Under Federal Required Signatures), I, the Vendor, am in compliance with all applicable standards, orders or regulations issued pursuant to the Clean Air Act of 1970, as Amended (42 U.S. C. 1857 (h)), Section 508 of the Clean Water Act, as amended (33 U.S.C. 1368), Executive Order 117389 and Environmental Protection Agency Regulation, 40 CFR Part 15 as required under OMB Circular A-102, Attachment O, Paragraph 14 (1) regarding reporting violations to the grantor agency and to the United States Environment Protection Agency Assistant Administrator for the Enforcement.

I hereby further certify that my company has not been debarred, suspended or otherwise ineligible for participation in Federal Assistance programs under Executive Order 12549, "Debarment and Suspension", as described in the Federal Register and Rules and Regulations.

## **CONTRACTOR REQUIRMENTS**

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### **Contractor Certification**

#### **Contractor's Employment Eligibility**

By entering the contract, Contractor warrants compliance with the Federal Immigration and Nationality Act (FINA), and all other federal and state immigration laws and regulations. The Contractor further warrants that it is in compliance with the various state statues of the states it is will operate this contract in.

Participating Government Entities including School Districts may request verification of compliance from any Contractor or subcontractor performing work under this Contract. These Entities reserve the right to confirm compliance in accordance with applicable laws.

Should the Participating Entities suspect or find that the Contractor or any of its subcontractors are not in compliance, they may pursue any and all remedies allowed by law, including, but not limited to: suspension of work, termination of the Contract for default, and suspension and/or debarment of the Contractor. All costs necessary to verify compliance are the responsibility of the Contractor.

The offeror complies and maintains compliance with the appropriate statutes which requires compliance with federal immigration laws by State employers, State contractors and State subcontractors in accordance with the E-Verify Employee Eligibility Verification Program.

Contractor shall comply with governing board policy of the NCPA Participating entities in which work is being performed.

### **Fingerprint & Background Checks**

If required to provide services on school district property at least five (5) times during a month, contractor shall submit a full set of fingerprints to the school district if requested of each person or employee who may provide such service. Alternately, the school district may fingerprint those persons or employees. An exception to this requirement may be made as authorized in Governing Board policy. The district shall conduct a fingerprint check in accordance with the appropriate state and federal laws of all contractors, subcontractors or vendors and their employees for which fingerprints are submitted to the district. Contractor, subcontractors, vendors and their employees shall not provide services on school district properties until authorized by the District.

The offeror shall comply with fingerprinting requirements in accordance with appropriate statutes in the state in which the work is being performed unless otherwise exempted.

Contractor shall comply with governing board policy in the school district or Participating Entity in which work is being performed.

### **Business Operations in Sudan, Iran**

In accordance with A.R.S. 35-391 and A.R.S. 35-393, the Contractor hereby certifies that the contractor does not have scrutinized business operations in Sudan and/or Iran.

## **REQUIRED CLAUSES FOR FEDERAL ASSISTANCE PROVIDED BY FTA**

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### **ACCESS TO RECORDS AND REPORTS**

Contractor agrees to:

- a) Maintain all non-financial books, records, accounts and reports required under this Contract for a period of not less than two (2) years after the date of termination or expiration of this Contract or any extensions thereof except in the event of litigation or settlement of claims arising from the performance of this Contract, in which case Contractor agrees to maintain same until the FTA Administrator, the U.S. DOT Office of the Inspector General, the Comptroller General, or any of their duly authorized representatives, have disposed of all such litigation, appeals, claims or exceptions related thereto.
- b) Permit any of the foregoing parties to inspect all non-financial work, materials, and other data and records that pertain to the Project, and to audit the non-financial books, records, and accounts that pertain to the Project and to reproduce by any means whatsoever or to copy excerpts and transcriptions as reasonably needed for the purpose of audit and examination. The right of access detailed in this section continues only as long as the records are retained.

*FTA does not require the inclusion of these requirements of Article 1.01 in subcontracts.*

### **CIVIL RIGHTS / TITLE VI REQUIREMENTS**

- 1) Non-discrimination. In accordance with Title VI of the Civil Rights Act of 1964, as amended, 42 U.S.C. § 2000d, Section 303 of the Age Discrimination Act of 1975, as amended, 42 U.S.C. § 6102, Section 202 of the Americans with Disabilities Act of 1990, as amended, 42 U.S.C. § 12132, and Federal Transit Law at 49 U.S.C. § 5332, Contractor or subcontractor agrees that it will not discriminate against any employee or applicant for employment because of race, color, creed, national origin, sex, marital status age, or disability. In addition, Contractor agrees to comply with applicable Federal implementing regulations and other applicable implementing requirements FTA may issue that are flowed to Contractor from Awarding Participating Agency.
- 2) Equal Employment Opportunity. The following Equal Employment Opportunity requirements apply to this Contract:
  - a. Race, Color, Creed, National Origin, Sex. In accordance with Title VII of the Civil Rights Act, as amended, 42 U.S.C. § 2000e, and Federal Transit Law at 49 U.S.C. § 5332, the Contractor agrees to comply with all applicable Equal Employment Opportunity requirements of U.S. Dept. of Labor regulations, "Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor, 41 CFR, Parts 60 et seq., and with any applicable Federal statutes, executive orders, regulations, and Federal policies that may affect construction activities undertaken in the course of this Project. Contractor agrees

to take affirmative action to ensure that applicants are employed, and that employees are treated during employment, without regard to their race, color, creed, national origin, sex, marital status, or age. Such action shall include, but not be limited to, the following: employment, upgrading, demotion or transfer, recruitment or recruitment advertising, layoff or termination, rates of pay or other forms of compensation; and selection for training, including apprenticeship. In addition, Contractor agrees to comply with any implementing requirements FTA may issue that are flowed to Contractor from Awarding Participating Agency.

- b. Age. In accordance with the Age Discrimination in Employment Act (ADEA) of 1967, as amended, 29 U.S.C. Sections 621 through 634, and Equal Employment Opportunity Commission (EEOC) implementing regulations, "Age Discrimination in Employment Act", 29 CFR Part 1625, prohibit employment discrimination by Contractor against individuals on the basis of age, including present and prospective employees. In addition, Contractor agrees to comply with any implementing requirements FTA may issue that are flowed to Contractor from Awarding Participating Agency.
  - c. Disabilities. In accordance with Section 102 of the Americans with Disabilities Act of 1990, as amended (ADA), 42 U.S.C. Sections 12101 *et seq.*, prohibits discrimination against qualified individuals with disabilities in programs, activities, and services, and imposes specific requirements on public and private entities. Contractor agrees that it will comply with the requirements of the Equal Employment Opportunity Commission (EEOC), "Regulations to Implement the Equal Employment Provisions of the Americans with Disabilities Act," 29 CFR, Part 1630, pertaining to employment of persons with disabilities and with their responsibilities under Titles I through V of the ADA in employment, public services, public accommodations, telecommunications, and other provisions.
  - d. Segregated Facilities. Contractor certifies that their company does not and will not maintain or provide for their employees any segregated facilities at any of their establishments, and that they do not and will not permit their employees to perform their services at any location under the Contractor's control where segregated facilities are maintained. As used in this certification the term "segregated facilities" means any waiting rooms, work areas, restrooms and washrooms, restaurants and other eating areas, parking lots, drinking fountains, recreation or entertainment areas, transportation, and housing facilities provided for employees which are segregated by explicit directive or are in fact segregated on the basis of race, color, religion or national origin because of habit, local custom, or otherwise. Contractor agrees that a breach of this certification will be a violation of this Civil Rights clause.
- 3) Solicitations for Subcontracts, Including Procurements of Materials and Equipment. In all solicitations, either by competitive bidding or negotiation, made by Contractor for work to be performed under a subcontract, including procurements of materials or leases of equipment, each potential subcontractor or supplier shall be notified by Contractor of Contractor's obligations under this Contract and the regulations relative to non-discrimination on the grounds of race, color, creed, sex, disability, age or national origin.

- 4) Sanctions of Non-Compliance. In the event of Contractor's non-compliance with the non-discrimination provisions of this Contract, Public Agency shall impose such Contract sanctions as it or the FTA may determine to be appropriate, including, but not limited to: 1) Withholding of payments to Contractor under the Contract until Contractor complies, and/or; 2) Cancellation, termination or suspension of the Contract, in whole or in part.

*Contractor agrees to include the requirements of this clause in each subcontract financed in whole or in part with Federal assistance provided by FTA, modified only if necessary to identify the affected parties.*

## **DISADVANTAGED BUSINESS PARTICIPATION**

This Contract is subject to the requirements of Title 49, Code of Federal Regulations, Part 26, "Participation by Disadvantaged Business Enterprises in Department of Transportation Financial Assistance Programs", therefore, it is the policy of the Department of Transportation (DOT) to ensure that Disadvantaged Business Enterprises (DBEs), as defined in 49 CFR Part 26, have an equal opportunity to receive and participate in the performance of DOT-assisted contracts.

- 1) Non-Discrimination Assurances. Contractor or subcontractor shall not discriminate on the basis of race, color, national origin, or sex in the performance of this Contract. Contractor shall carry out all applicable requirements of 49 CFR Part 26 in the award and administration of DOT-assisted contracts. Failure by Contractor to carry out these requirements is a material breach of this Contract, which may result in the termination of this Contract or other such remedy as public agency deems appropriate. Each subcontract Contractor signs with a subcontractor must include the assurance in this paragraph. (See 49 CFR 26.13(b)).
- 2) Prompt Payment. Contractor is required to pay each subcontractor performing Work under this prime Contract for satisfactory performance of that work no later than thirty (30) days after Contractor's receipt of payment for that Work from public agency. In addition, Contractor is required to return any retainage payments to those subcontractors within thirty (30) days after the subcontractor's work related to this Contract is satisfactorily completed and any liens have been secured. Any delay or postponement of payment from the above time frames may occur only for good cause following written approval of public agency. This clause applies to both DBE and non-DBE subcontractors. Contractor must promptly notify public agency whenever a DBE subcontractor performing Work related to this Contract is terminated or fails to complete its Work, and must make good faith efforts to engage another DBE subcontractor to perform at least the same amount of work. Contractor may not terminate any DBE subcontractor and perform that Work through its own forces, or those of an affiliate, without prior written consent of public agency.
- 3) DBE Program. In connection with the performance of this Contract, Contractor will cooperate with public agency in meeting its commitments and goals to ensure that DBEs shall have the maximum practicable opportunity to compete for subcontract work, regardless of whether a contract goal is set for this Contract. Contractor agrees to use good faith efforts to carry out a policy in the award of its subcontracts, agent agreements, and procurement contracts which will, to the fullest extent, utilize DBEs consistent with the efficient performance of the Contract.



## **ENERGY CONSERVATION REQUIREMENTS**

Contractor agrees to comply with mandatory standards and policies relating to energy efficiency which are contained in the State energy conservation plans issued under the Energy Policy and Conservation Act, as amended, 42 U.S.C. Sections 6321 *et seq.* and 41 CFR Part 301-10.

## **FEDERAL CHANGES**

Contractor shall at all times comply with all applicable FTA regulations, policies, procedures and directives, listed directly or by reference in the Contract between Public Agency and the FTA, and those applicable regulatory and procedural updates that are communicated to Contractor by Public Agency, as they may be amended or promulgated from time to time during the term of this contract. Contractor's failure to so comply shall constitute a material breach of this Contract.

## **INCORPORATION OF FEDERAL TRANSIT ADMINISTRATION (FTA) TERMS**

The provisions include, in part, certain Standard Terms and Conditions required by the U.S. Department of Transportation (DOT), whether or not expressly set forth in the preceding Contract provisions. All contractual provisions required by the DOT and applicable to the scope of a particular Contract awarded to Contractor by a Public Agency as a result of solicitation, as set forth in the most current FTA Circular 4220.1F, published February 8<sup>th</sup>, 2016, are hereby incorporated by reference. Anything to the contrary herein notwithstanding, all FTA mandated terms shall be deemed to control in the event of a conflict with other provisions contained in this Contract. Contractor agrees not to knowingly perform any act, knowingly fail to perform any act, or refuse to comply with any reasonable public agency requests that would directly cause public agency to be in violation of the FTA terms and conditions.

## **NO FEDERAL GOVERNMENT OBLIGATIONS TO THIRD PARTIES**

Agency and Contractor acknowledge and agree that, absent the Federal Government's express written consent and notwithstanding any concurrence by the Federal Government in or approval of the solicitation or award of the underlying Contract, the Federal Government is not a party to this Contract and shall not be subject to any obligations or liabilities to agency, Contractor, or any other party (whether or not a party to that contract) pertaining to any matter resulting from the underlying Contract.

*Contractor agrees to include the above clause in each subcontract financed in whole or in part with federal assistance provided by the FTA. It is further agreed that the clause shall not be modified, except to identify the subcontractor who will be subject to its provisions.*

## **PROGRAM FRAUD AND FALSE OR FRAUDULENT STATEMENTS**

Contractor acknowledges that the provisions of the Program Fraud Civil Remedies Act of 1986, as amended, 31 U.S.C. §§ 3801 *et seq.* and U.S. DOT regulations, "Program Fraud Civil Remedies," 49 CFR Part 31, apply to its actions pertaining to this Contract. Upon execution of the underlying Contract, Contractor certifies or affirms, to the best of its knowledge, the truthfulness and accuracy of any statement it has made, it makes, it may make, or causes to me

made, pertaining to the underlying Contract or the FTA assisted project for which this Contract Work is being performed.

In addition to other penalties that may be applicable, Contractor further acknowledges that if it makes, or causes to be made, a false, fictitious, or fraudulent claim, statement, submission, or certification, the Federal Government reserves the right to impose the penalties of the Program Fraud Civil Remedies Act of 1986 on Contractor to the extent the Federal Government deems appropriate.

Contractor also acknowledges that if it makes, or causes to be made, a false, fictitious, or fraudulent claim, statement, submission, or certification to the Federal Government under a contract connected with a project that is financed in whole or in part with Federal assistance originally awarded by FTA under the authority of 49 U.S.C. § 5307, the Government reserves the right to impose the penalties of 18 U.S.C. § 1001 and 49 U.S.C. § 5307 (n)(1) on the Contractor, to the extent the Federal Government deems appropriate.

*Contractor agrees to include the above clauses in each subcontract financed in whole or in part with Federal assistance provided by FTA. It is further agreed that the clauses shall not be modified, except to identify the subcontractor who will be subject to the provisions.*

## **FEDERAL REQUIRED SIGNATURES**

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Offeror certifies compliance with all provisions, laws, acts, regulations, etc. as specifically noted in the pages above. It is further acknowledged that offeror agrees to comply with all federal, state, and local laws, rules, regulations and ordinances as applicable.

Offeror i-PRO Americas Inc.

Address 8550 Fallbrook Drive, Suite 200

City/State/Zip Houston, Texas 77064

Authorized Signature *Ali Haroon*  
Ali Haroon (Nov 1, 2022 09:27 CDT)

Date 11/01/2022

**ANTITRUST CERTIFICATION STATEMENTS**  
**TEXAS GOVERNMENT CODE § 2155.005**

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I affirm under penalty of perjury of the laws of the State of Texas that:

(1) I am duly authorized to execute this contract on my own behalf or on behalf of the company, corporation, firm, partnership or individual (Company) listed below;

(2) In connection with this bid, neither I nor any representative of the Company has violated any provision of the Texas Free Enterprise and Antitrust Act, Tex. Bus. & Comm. Code Chapter 15;

(3) In connection with this bid, neither I nor any representative of the Company has violated any federal antitrust law; and

(4) Neither I nor any representative of the Company has directly or indirectly communicated any of the contents of this bid to a competitor of the Company or any other company, corporation, firm, partnership or individual engaged in the same line of business as the Company.

Company Name           i-PRO Americas Inc.          

Address           8550 Fallbrook Drive, Suite 200          

City/State/Zip           Houston, Texas 77064          

Telephone Number           (800) 513-5417          

Fax Number           (832) 634-4730          

Email Address           ali.haroon@i-pro.com          

Printed Name           Ali Haroon          

Title           Director          

Authorized Signature           Ali Haroon            
Ali Haroon (Nov 1, 2022 09:27 CDT)

## **STATE NOTICE ADDENDUM**

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The National Cooperative Purchasing Alliance (NCPA), on behalf of NCPA and its current and potential participants to include all county, city, special district, local government, school district, private K-12 school, higher education institution, state, tribal government, other government agency, healthcare organization, nonprofit organization and all other Public Agencies located nationally in all fifty states, issues this Request for Proposal (RFP) to result in a national contract.

For your reference, the links below include some, but not all, of the entities included in this proposal:

[http://www.usa.gov/Agencies/State\\_and\\_Territories.shtml](http://www.usa.gov/Agencies/State_and_Territories.shtml)

<https://www.usa.gov/local-governments>