



Total Connectivity Solutions

One Trusted Partner

## Connectivity Solutions Proposal

May 13, 2016

LIEUTENANT  
Calderon  
Webb County Sheriff's Office  
902 Victoria St. Laredo, TX 78040

SUBJECT: Thermal day/night camera  
**Proposal Number: Maintenance/Thermal camera**

Dear Lieutenant Calderon,

Thank you for the opportunity to provide pricing for the above referenced project. Please find the details of our proposal, below:

### **Bid Documents**

Our proposal is based on previous conversation.

We will supply Training, material and equipment to complete the below scope of work:

### **Scope of Work will include, but not limited to the following:**

1. Maintenance Package for Command Center Electronics- Does not include Motor, Hydraulics, or Radios

### **Clarifications**

1. The pricing in this proposal is valid as long as the contract is fully executed within 30 calendar days of the proposal date.
2. This proposal is part of the agreement and takes precedence over all other information.
3. Work/ Support will be completed during normal business hours (8a.m. to 4:30p.m, Monday through Friday). We have not included any costs to work outside of normal business hours.
4. All work is to be performed by Tri-M's non-union labor force.
5. All work is estimated at standard rate and not prevailing wage.
6. Lead times on equipment may vary significantly depending upon availability and project timelines may need to be altered based upon equipment availability.
7. This proposal and all subsequent agreements are governed by Tri-M's Standard Terms & Conditions, a copy is available.

### **Warranty**

1. The warranty is for one year from the date of substantial completion.
2. The warranty is governed by Tri-M's Standard Terms & Conditions.
3. There is no charge for warranty work during normal business days and hours. A charge will be made for the premium cost of after hour warranty work.

### **Optional Service Agreement: Available Upon Request**

Initials \_\_\_\_\_

**Pricing:**

Command Center Maintenance Package.....\$8000.00 + tax and delivery  
Installation support ..... \$1,000.00

Travel expenses not included. They will be billed separately.

Please initial and date each page of this proposal and sign and date the last page to indicate your acceptance of this proposal. Do not hesitate to call me at (610) 444- 1000 extension 184 if you have any questions.

Sincerely,

*Pablo Perez*  
*Senior Sales Engineer*  
The Tri-M Group, LLC

**Company:**\_\_\_\_\_

**Authorized Signature:**

**By:** \_\_\_\_\_

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

**Date:** \_\_\_\_\_

**Initials**\_\_\_\_\_

**Melissa Ramos**

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**From:** Federico Calderon  
**Sent:** Monday, June 20, 2016 11:22 AM  
**To:** Melissa Ramos  
**Subject:** cam info

FLIR was contacted they only warranty new products they sell not older equipment not purchased directly from them  
DRS technologies was contacted and never got back to us, later a tech on the phone advised they don't offer that kind of service even though our camera was  
their product.  
We would have to hire them directly to fix at full cost

New cameras in this field can cost from 25 to 250 thousand dollars

Lt. Federico Calderon  
Webb County Sheriffs Office  
Criminal Investigations Division  
956-718-8084