



# ***Security Proposal 172429***

## ***By Orion Security Solutions***

Date: 11/14/2025

Client: Stillwater Public Schools

Client Corporate Address: 314 S Lewis St, Stillwater, OK, 74074

Project Site: Stillwater Public Schools Administration Building

Project Site Address: 314 S Lewis Street, Stillwater, OK, 74074

Client Point of Contact: Stillwater Public Schools

Orion Account Executive: Matt Lipscomb [mlipscomb@orionsecuritysolutions.com](mailto:mlipscomb@orionsecuritysolutions.com)

## ***Scope of Work***

### Summary Overview

Orion Security Solutions (OSS) proposes to provide and install access control on 13 total doors with an existing Genetec system and a total two (2) intercoms with two (2) answering stations as well as six (6) door release buttons. Seven (7) of the 13 doors will be hardwired to a traditional access control setup with a new LSP headend with power supply for the six (6) locks per the RFP and Genetec boards to control them. Six (6) of the doors will be POE ASSA Locks as identified in the DH schedule, which will also tie back to the existing Genetec system via the network provided by the Owner/GC. Along with the access control OSS will install a total of (71) cameras per the Axis Design tool and site adjustments. The installation will ensure proper functionality and connectivity, enabling SPS to monitor and secure their premises effectively. This proposal includes:

- Material as listed in the BOM
- Labor to install Material listed in the BOM
- Labor to set up and test installed devices
- Labor to program system functions as listed in the RFP

Once Project is through the OSS Booking/Turnover Process OSS will coordinate a kickoff meeting with other relevant trades, GC and the owner (SPS).



## Access Control

- Software
  - OSS proposes to provide licensing for the BOM listed below on the existing Genetec server.
- Server & Workstation
  - OSS to utilize the existing ACS Genetec Servers and System that is in place.
  - System is assumed to be up to date and current on the ADV support.
- Head End
  - OSS proposes to install controller boards as well as (2) new headend enclosures with a power supplies to control the seven (7) new traditional ACS doors. (GC to get 120v power and network to each of the enclosures).
- Door Hardware
  - OSS proposes to install access control on each of the 13 doors listed in the RFP documents/drawings – Each door to receive new Readers, Door contacts and or an all in one IN220 per the RFP/DH hardware schedule.
  - Locks for the traditional access control doors are provided and installed by others - OSS has included time to tie into them.
  - Locks from others for the (7) traditional doors must be 12/24v for OSS to control – any locks that need special high in rush power supplies will need to be provided by others and is excluded from this pricing.
  - Door Locations (see attached DH sets from RFP that show what each door will have installed)
    - Seven (7) Traditional Hardwired Doors
      - 1ST2.1, 1V01.2, 1V02, 1V07.3, 1000.2, 1203, 1V03
    - Six (6) IN220 PoE wired Doors
      - 1002, 1002.1, 1002.2, 1002.4, 1037, 1176.4
- Certain doors have been removed from scope during different discussions and revisions - any door that needs access control or electronic control not listed above is excluded but can be added in at an additional cost.
- Programming
  - Set up and test basic door functions as listed below.
  - Valid card unlocks door
  - Invalid card has not action at door but notified in alarm monitoring
  - Rex motion unlocks door
  - Rex button (if applicable) unlocks door for 30 sec.
  - Door forced open alarm in Genetec

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- Door held alarm in Genetec
- Program in Access Levels as identified by Owner (Access Levels to be populated by the Owner with cardholders)
- Cabling
  - OSS to install ACS cabling to each door – Cable to be pulled/installed free air but secured to structure via velcro, rings, or hooks to nearest headend location.
  - Owner/GC to install Cat6A cabling to each panel location.

#### Intercom

- Answering Station
  - OSS to install two (2) answering units per the RFI. These units will be tied in directly and unlock the two (2) doors where the 2N video door stations listed above are installed.
- Door Station
  - OSS to install two (2) 2N Video intercoms as shown in the drawings and to release the associated door as shown in the drawings.
- Cabling
  - Owner/GC to install Cat6A cabling to each intercom/answering station

#### Video Surveillance

- Software
  - OSS will utilize the existing Genetec software and main server that is in place and running the current system. OSS to provide the licensing needed to accommodate the 71 new cameras.
- Cameras
  - Mount and install the 45 interior cameras in strategic locations as determined by the RFP and shown in the approved drawings attached.
  - Mount and install 26 exterior cameras in suitable positions to cover the desired outdoor areas as determined by the RFP and shown in the drawings.
  - OSS to ensure proper alignment and positioning of the cameras for optimal coverage and minimal blind spots.
  - Securely attach the cameras, taking into consideration factors such as visibility, durability, and protection against tampering or vandalism.
  - Owner to program the IP addresses of each camera and bring it into the Genetec system.



- Set up recording parameters per the RFP.

<b>Description - Provided by Owner</b>	<b>Setting</b>
Frame Rate (FPS)	10FPS
Compression Type	H265
Min. Video Retention (Days)	45 Days

- OSS to setup camera locations on a map provided by owner.
- OSS to setup time in space analytics, motion and crossline as well as object left behind.

#### Cabling/Headend

- Owner to run a new Cat6A cable from the new cameras to the each perspective IT closet in each area (must be within 330ft of each camera location).

#### Documentation/Training

- Prepare comprehensive documentation detailing the door and headend locations, passwords, Mac addresses for all OSS IP devices provided (these to be provided prior to installation), IP settings and panel layout for each access control panel etc.
- Hand over all relevant documentation and ensure the Owners satisfaction with the installed doors and their integration into the access control system at the end of the adjustment period.
- Provide 2 remote training session at 4hrs per training.
- User Session
- Admin Session

#### Adjustment Period

- OSS has included time for (2) days to return 30 days after the system is up and running for camera adjustments if needed.



## Deliverables By Others

### Network

- GC/Owner to supply, install, terminate and program all POE network switches and network infrastructure including fiber and fiber infrastructure for the network, also we will need to have terminated network drops located at the access control headend panels, camera locations and intercom locations as well. GC/Owner to have a POE/POE+ switches located within 330ft of each ASSA IN220 lock.

### Exclusions

In this proposal, OSS will not be responsible for the following scope of work. However, if requested, OSS can provide the excluded scope for an additional fee. It is assumed that others will take care of the specified scope below.

- Electrical power
- Site and facility drawings
- Permit and other fees
- Fire alarm connections and coordination
- Network equipment and configurations
- Network connectivity outside of cabling scope.
- Demo of old equipment
- Conduit, back boxes, pathways, and accessories
- Equipment not listed in the bill of material
- Scaffolding, and hoists
- Fire caulking and penetration sleeves
- Stand – Alone maglock doors or Delayed egress doors and associated release buttons or controls.
- Power supplies and controls/triggers for stand alone maglocks or delayed egress maglocks.
- Patch cables
- Taxes

### Assumptions

- Pricing is based on information at the time of bidding. OSS reserves the right to adjust pricing once the actual location, site, environment, and schedule are revealed and site survey results are confirmed.
- Work will be performed during regular business hours, Monday through Friday, 8:00 am - 5:00 pm.
- All existing cabling has sufficient pairs and is in good working condition.
- Communication exists between buildings.
- All existing security and network equipment are in good working condition.
- There is sufficient connectivity for all buildings and areas needing connectivity.
- Conduit & Infrastructure is in place and available for use with sufficient capacity for the new cable.



The materials, software, and labor that are included in this proposal are listed in the table below.

**SPS New High School ACS**

<b>EQUIPMENT</b>	<b>MODEL NUMBER</b>	<b>QTY</b>	<b>UNIT PRICE</b>	<b>EXTENDED PRICE</b>
Professional Reader Connection	GSC-SY-P-1R	6.00	\$193.20	\$1,159.20
Mercury 2-Reader Module	Sy-MR52-S3	2.00	\$840.42	\$1,680.84
Mercury 2-Reader Controller	Sy-LP1502	2.00	\$1,743.63	\$3,487.26
Synergis™ Cloud Link with 4GB of RAM, 16GB Flash, second generation, installed with Synergis™ access control firmware, four RS-485 ports, PoE.	SY-CLOUDLINK-G2	1.00	\$1,210.30	\$1,210.30
Genetec™ Advantage for 1 Synergis™ Pro Reader – 1 year	ADV-RDR-P-1Y	13.00	\$12.56	\$163.28
AC Comp 1000' Plenum - Yellow	658AMJ 0041000	2.50	\$1,919.70	\$4,799.25
22-4C 1000' Plenum Yellow	6502UE 004U1000	1.00	\$227.99	\$227.99
J-Hooks 1 5/16"	BCH21	150.00	\$5.25	\$787.50
Conduit & Accessories	2" 10' Segment	2.00	\$37.50	\$75.00
Remote Door Release Button (not hold up version) Momentary	HUB2S-ES	7.00	\$43.20	\$302.40
GRI 1" Door Position Sensor (White)	184-12-W	19.00	\$8.00	\$152.00
Signo Single Gang Reader	40NKS-00-000000	7.00	\$375.69	\$2,629.83
Life Safety 8 Door Kit - Mercury	FPO75/150-C8D8E4M1	2.00	\$1,461.20	\$2,922.40
12V 8AH Battery	BD128	6.00	\$32.46	\$194.76
6' Power Cord	LC2	2.00	\$8.56	\$17.12
Door Control Logic Relay, SPDT, 3 Segment LED Display, 12 to 30 Volt AC/DC, 105 Milliampere, 6" Width x 7.8" Depth x 2" Height	CX-33	5.00	\$108.16	\$540.80
Mechanical Butt Hinge, Full Mortise Hinge,	T4A3786 4.5X4.5 26D POE	1.00	\$714.56	\$714.56

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<b>EQUIPMENT</b>	<b>MODEL NUMBER</b>	<b>QTY</b>	<b>UNIT PRICE</b>	<b>EXTENDED PRICE</b>
US26D Satin Chrome, 4-1/2 in. H, 4-1/2 in. W, Steel Base				
ML20606NSA630SN200 BIPSB03SEC INTEGRATED HID ICLASS READER FSE,12/24VDC	IN220-ML20134 LSB B BIPS x CT6 LSB B BIPS x CT6	6.00	\$2,970.00	\$17,820.00
CEPT - US32D, Concealed, CAT-5E	CEPT-C5E	6.00	\$421.52	\$2,529.12
POE-C300PRJ 36IN WIRING HARNESS 94211	POE-C300PRJ	6.00	\$88.00	\$528.00
POE-C300P ELECTROLYNX POE HINGE 36" CABLE,94038	POE-C300P	6.00	\$88.00	\$528.00
QC-C300 QC12-38"WIRE HRNSS	QC-C300	6.00	\$116.80	\$700.80
Misc Mounting Hardware/Connections and Fittings	Mounting Hardware/ Connections and Fittings	1.00	\$3,656.00	\$3,656.00
PoE Door Harness Assembly, 54 in. L	POE-C406P	1.00	\$100.00	\$100.00
2N IP Solo - surface mount	01301-001	2.00	\$1,191.97	\$2,383.94
2N IP Intercom Security Relay	01386-001	2.00	\$158.99	\$317.98
2N Indoor View 7" Touchscreen Answering Unit	02087-001	2.00	\$800.75	\$1,601.50
2N Indoor Desk Stand for 2N View Answering Station	02039-001	2.00	\$115.63	\$231.26
Labor & Other Charges	Labor & Other Charges	1.00	\$62,061.69	\$62,061.69
Shipping	Shipping	1.00	\$2,400.00	\$2,400.00
			<b>TOTAL</b>	<b>\$115,922.78</b>

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## New HS Cameras

<b>EQUIPMENT</b>	<b>MODEL NUMBER</b>	<b>QTY</b>	<b>UNIT PRICE</b>	<b>EXTENDED PRICE</b>
Equipment Rental	Equipment Rental	1.00	\$3,200.00	\$3,200.00
Ent Cam Connection	GSC-OM-E-1C	71.00	\$269.10	\$19,106.10
Genetec™ Advantage for 1 Omnicast™ Enterprise Camera – 1 month	ADV-CAM-E-1M	639.00	\$5.46	\$3,488.94
Plastic 1" Flex Conduit & Accessories	25123541	6.00	\$27.00	\$162.00
Misc Mounting Hardware/Connections and Fittings	Misc Mounting Hardware/Connections and Fittings	1.00	\$3,500.00	\$3,500.00
5MP 3-8mm (P3267-LV)	02329-001	2.00	\$818.10	\$1,636.20
P3267-LVE	02330-001	3.00	\$962.64	\$2,887.92
AXIS M4317-PLVE	02510-001	16.00	\$741.01	\$11,856.16
(4 x 5mp) 3-8 mm Varifocal Outdoor Multi-Sensor Dome Camera IR 20fps (P3737-PLE)	02634-001	12.00	\$1,733.52	\$20,802.24
(4 x 8mp) 3-8 mm Varifocal Outdoor Multi-Sensor Dome Camera IR 15fps (P3738-PLE)	02635-001	3.00	\$1,926.24	\$5,778.72
AXIS T94N02D Pendant Mount Kit for P47 Camera Series	02076-001	1.00	\$70.34	\$70.34
AXIS T94K01D Pendant Kit for Mounting the Camera on 1.5" NPS Threaded Brackets	5505-081	1.00	\$50.11	\$50.11
AXIS T94N01D Pendant Kit for P3727-PLE Cameras	01513-001	5.00	\$101.18	\$505.90
Axis T91D61 Wall Mount 1.5" NPS	5504-821	6.00	\$101.18	\$607.08
AXIS T91E61 Wall Mount Bracket w/ 1.5" NPS Thread	5506-481	1.00	\$50.11	\$50.11
Axis Corner Mount Bracket for (T91A64)	5017-641	5.00	\$90.58	\$452.90
Pendant Kit, Wall-mount, Ceiling-mount	TM4101	3.00	\$38.83	\$116.49
AXIS T91B50	T91B50	3.00	\$202.26	\$606.78

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EQUIPMENT	MODEL NUMBER	QTY	UNIT PRICE	EXTENDED PRICE
TELESCOPIC CEIL MNT				
Axis M4216-LV Dome Camera	02113-001	4.00	\$492.95	\$1,971.80
AXIS P3818-PVE Panoramic Camera	02060-001	5.00	\$1,848.78	\$9,243.90
AXIS P3827-PVE Panoramic 180 7MP Dome Camera	02450-001	12.00	\$1,435.74	\$17,228.88
(P4707-PLVE)	02416-001	10.00	\$1,040.67	\$10,406.70
Axis P4708-PLVE Panoramic Camera	02944-001	4.00	\$1,238.20	\$4,952.80
AXIS T94R01B Corner Bracket	5507-601	1.00	\$65.55	\$65.55
Labor & Other Charges	Labor & Other Charges	1.00	\$84,207.60	\$84,207.60
Shipping	Shipping	1.00	\$2,000.00	\$2,000.00
			TOTAL	\$204,955.22

## *Roles and Responsibilities*

Below is a checklist of who has responsibility to provide some of the key system components and infrastructure to clearly define roles and responsibilities of the customer and OSS. OSS is available to provide the items that are marked for the customer to provide upon request for an additional fee.

DESCRIPTION	OSS	CUSTOMER	N/A	NOTES
Network Switches	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
Cable	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	OSS to supply and install ACS cable only
Cable Installation	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
Cable infrastructure	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
Lift equipment	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
System servers	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
Equipment racks	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
UPS/Battery Backup	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
Poles or Towers	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
Pedestals	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	

<b>Cable provided by OSS</b>	Plenum Rated <input checked="" type="checkbox"/>	Riser Rated <input type="checkbox"/>
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## *Additional Project Details*

Customer agrees to provide a secure storage location for all materials shipped to site unless explicitly stated otherwise and accounted for separately by OSS. Customer agrees to sign for receipt of all materials. Whether a customer signature is received by OSS or not, the customer accepts full responsibility for and takes possession and ownership of the materials once the materials arrive on site.

OSS is responsible for providing, installing, configuring, and integrating all hardware listed in the proposal.

All cable provided and installed by OSS will be free run per customer's specifications using mounting methods in accordance with ANSI and NEC standards.

Comprehensive equipment schedules will be provided upon the completion of the project along with system documentation.

The systems will be viewed and managed by the authorized individuals who have access to the system. The systems are scalable and robust.

OSS is not responsible for delays outside of its control.

The customer shall provide wall power (120 VAC) in the designated location where the servers, workstations, switches, and other equipment will be mounted. The customer acknowledges that the provided wall power can be used for these purposes.

For existing systems, this proposal assumes that all software maintenance licenses are current for vendors who require these types of agreements to provide technical support. If the software maintenance agreements have expired, then the client will need to renew them either through OSS or directly to ensure support is available during the project. Additional charges may be applied if the software maintenance expiration results in delays or demobilization.

The new laws from the federal government may result in tariffs being applied to orders. OSS will make reasonable efforts to stay informed of the tariffs that affect its orders. However, with the rapidly changing laws, OSS is not responsible for unknown tariff costs. This proposal does not include tariff costs other than ones that are explicitly listed. If additional tariffs are applied for an order, then OSS will add the cost to the invoice as a separate line item as an additional cost.



Unless otherwise specified in the Request for Proposal (RFP), the closeout documentation will include the following deliverables:

- Equipment matrix
- Digital manufacturer-provided operating manuals
- Customer signoff on equipment installed (can be added to the equipment matrix)

Other deliverables are available for an additional fee when not specified in the RFP.

If magnetic locks are part of this scope of work, then the customer is responsible for coordinating with their fire alarm company to provide a relay output that OSS can connect as an input to the access control system. If the customer is unable to coordinate this scope of work, then OSS can for an additional fee.

OSS is not responsible for the time and expense of any additional permit or other fees that may be required in the project location.

## ***Warranties***

Manufacturer warranty for the equipment will be passed onto the customer.

Installation has a 1-year warranty.

## ***Proposal Cost***

The cost for this project is \$320,878.00. This price is valid for 14 days from the date of this proposal. This project is a firm fixed price.

Any transaction fees or other fees applied as a result of the form of payment, for example, fees charged by a credit card, will be charged back to the customer.



## *Proposal Acceptance*

To accept the proposal, please sign below. Upon receipt of the purchase order or down payment, OSS will order the equipment and coordinate the installation with the customer's designated project manager.

Terms and Conditions for this quote shall be per Statewide Contract Number SW10480

\_\_\_\_\_  
Board President

\_\_\_\_\_  
Date

\_\_\_\_\_/s/Sean Crain\_\_\_\_\_  
Authorized OSS Representative  
(conformed signature)

\_\_\_\_11/14/2025\_\_\_\_  
Date

The person signing this Agreement on behalf of the client listed above in this proposal (Client) individually warrants that he or she has full legal power to execute this Agreement on behalf of the Client for whom he or she is signing, and to bind and obligate the Client with respect to all provisions contained in this Agreement.

## *Conclusion*

OSS appreciates the opportunity to serve your facility, patrons, employees, and interests in order to enhance your security infrastructure. OSS is committed to designing and integrating a system that will detect and deter threats to keep your environment safe. OSS's security professionals have a comprehensive understanding of the various types of security systems and excel in integrating them together to create an extremely robust and capable security aggregate. Deriving innovative solutions is the trademark of OSS's security experts.

While working in over 150 countries around the world, OSS's experts have unique experience with and understanding of extremely diverse threats and situations. The repeated success with resolving complex security issues in the world's most challenging environments defines the level of expertise that will be shared with you.

OSS hopes to maintain a lasting business relationship with you and is committed to providing you with excellent products and services. Please contact your support team with any questions at (888) 674-6608.

Sincerely,

/s/Sean C. Crain  
President/CEO  
Orion Security Solutions

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