

MEMORANDUM

TO: Board of Education

FROM: Taw Lindsey
Superintendent of Schools

RE: ACTION ITEM – Surveillance Cameras Purchase

Date: April 21, 2026

Status: Seeking Board approval of the purchase of the nine new surveillance cameras from Advanced Communications and seven Genetec camera licenses from Convergint in the total of \$28,369.

Option 1: The Board may choose to approve the above action item as listed.

Option 2: The Board may choose to *not* approve the above action item as listed.

Issue Summary:

Annette Island School District has two cameras that have failed. We need to purchase two new cameras to replace the failed cameras. There are additional surveillance needs in the CTE building in the shops (wood, auto and welding), the upstairs hallway and replacing the Verkada test cameras in the downstairs hallway. The Verkada cameras are not compatible with our current systems. The additional seven cameras will cover these needs. The purchase of these cameras and licenses would be from the Major Maintenance Fund 501.

Recommendation:

Administration recommends the approval of the attached estimates and proposals for purchasing nine (9) new surveillance cameras and seven (7) camera licenses.

Attachment: Advanced Communications Estimate 3/19/2026 & 3/24/2026
Convergint Proposal 4/8/2026



**ADVANCED
COMMUNICATIONS**

4988 Shoreline Drive
Ketchikan, Alaska 99901
907-225-8877
fax 907-225-8713

CONTRACTOR'S ESTIMATE

QTY	ITEM	PRICE	AMOUNT
1	Replace two old Mobotix cameras, install	\$ 11,866.00	\$ 11,866.00
	three new cameras, wood, auto and metal	\$ -	\$ -
	shop	\$ -	\$ -
3	Hanwha XND-9082RV 4K IR Indoor Vandal Dome	\$ -	\$ -
1	Hanwha QNF-9010 12MP Fisheye Camera	\$ -	\$ -
1	Hanwha SBP-250WMW Wall Mount, White	\$ -	\$ -
1	Hanwha PNM-C16083RVQ 4MP 4-Channel	\$ -	\$ -
	Outdoor Vandal Dome	\$ -	\$ -
1	Hanwha SBP-156KMW Corner Mount Adapter	\$ -	\$ -
1	Hanwha SBP-140CMT Tile Grid Ceiling Mount, Wh	\$ -	\$ -
1	Cable and connectors	\$ -	\$ -
		\$ -	\$ -
	Travel expence food and lodging billed at	\$ -	\$ -
	actual cost. Receipts provided if requested	\$ -	\$ -
		\$ -	\$ -
		\$ -	\$ -
	TOTAL MATERIALS		\$ 11,866.00
40	Labor Hours	\$ 140.00	\$ 5,600.00
4	Travel Time	\$ 120.00	\$ 480.00
	TOTAL FOR ABOVE WORK:		\$ 17,946.00

This estimate is for work at the following location:

The above estimate is effective for one month unless extended in writing by estimator. Estimate does not include any applicable sales tax.

Dates: 3/19/2026

CONTRACTOR: Kirk D. Deal

By: 

WARRANTY STATEMENT

ADVANCED COMMUNICATIONS GUARANTEES THIS PRODUCT AGAINST DEFECTIVE PARTS AND WORKMANSHIP FOR TWELVE (12) MONTHS FROM THE DATE OF PURCHASE. IF ANY DEFECT APPEARS DURING THE WARRANTY PERIOD CALL ADVANCED COMMUNICATIONS AT 907-225-8877. THE UNIT WILL BE REPAIRED. ADVANCED COMMUNICATIONS ASSUMES NO LIABILITY FOR CONSEQUENTIAL OF INDIRECT DAMAGE AND ACCEPTS NO RESPONSIBILITY FOR REPAIRING DAMAGE TO THE PRODUCT CAUSED BY MISUSE, CARELESS HANDLING, OR WHERE REPAIRS HAVE BEEN MADE BY OTHERS. NO OTHER GUARANTEE, WRITTEN OR VERBAL IS AUTHORIZED BY OF ON BEHALF OF ADVANCED COMMUNICATIONS, KETCHIKAN, ALASKA.



ADVANCED COMMUNICATIONS

4988 Shoreline Drive
 Ketchikan, Alaska 99901
 907-225-8877
 fax 907-225-8713

CONTRACTOR'S ESTIMATE

QTY	ITEM	PRICE	AMOUNT
1	Replace two old Verkada cameras and install two new cameras at each end of upper hallway in the CTE building	\$ 3,960.00	\$ 3,960.00
		\$ -	\$ -
		\$ -	\$ -
3	Hanwha QND-C8013R 5MP AI Indoor Dome	\$ -	\$ -
3	Hanwha SBV-140BW Junction Box	\$ -	\$ -
1	Hanwha XNF-9013RV X-Series 12MP AI IR 360°	\$ -	\$ -
1	Cable, conduit and connectors	\$ -	\$ -
		\$ -	\$ -
		\$ -	\$ -
		\$ -	\$ -
		\$ -	\$ -
		\$ -	\$ -
	Travel expence food and lodging billed at actual cost. Receipts provided if requested	\$ -	\$ -
		\$ -	\$ -
		\$ -	\$ -
	TOTAL MATERIALS		\$ 3,960.00
20	Labor Hours	\$ 140.00	\$ 2,800.00
4	Travel Time	\$ 120.00	\$ 480.00
	TOTAL FOR ABOVE WORK:		\$ 7,240.00

This estimate is for work at the following location:
 AISD CTE

The above estimate is effective for one month unless extended in writing by estimator. Estimate does not include any applicable sales tax.

Dates: 3/24/2026

CONTRACTOR: Kirk D. Deal

By: 

WARRANTY STATEMENT

ADVANCED COMMUNICATIONS GUARANTEES THIS PRODUCT AGAINST DEFECTIVE PARTS AND WORKMANSHIP FOR TWELVE (12) MONTHS FROM THE DATE OF PURCHASE. IF ANY DEFECT APPEARS DURING THE WARRANTY PERIOD CALL ADVANCED COMMUNICATIONS AT 907-225-8877. THE UNIT WILL BE REPAIRED. ADVANCED COMMUNICATIONS ASSUMES NO LIABILITY FOR CONSEQUENTIAL OF INDIRECT DAMAGE AND ACCEPTS NO RESPONSIBILITY FOR REPAIRING DAMAGE TO THE PRODUCT CAUSED BY MISUSE, CARELESS HANDLING, OR WHERE REPAIRS HAVE BEEN MADE BY OTHERS. NO OTHER GUARANTEE, WRITTEN OR VERBAL IS AUTHORIZED BY OF ON BEHALF OF ADVANCED COMMUNICATIONS, KETCHIKAN, ALASKA.

Proposal Name:	AISD Seven License Add Proposal	Date: 04/08/2026
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To: Ashley Scott
 Company: Annette Island School District
 Phone: 907-886-6332
 email: ascott@aisdk12.org

From: Josh Olds
 Company: Convergent Technologies
 Phone: 907-317-1633
 email: josh.olds@convergent.com

SOLUTION OVERVIEW

Our deliverables include the procurement and integration of seven (7) additional camera licenses for the existing Genetec video management system. We will obtain the appropriate licensing, ensure compatibility with the current server environment, and provide remote support application and activation of the licenses across the system. This approach works towards a seamless expansion of the customer's surveillance capabilities with minimal disruption to ongoing operations.

☐ \$3,183 Seven Genetec Camera License Add Proposal

OWNER TO PROVIDE:

- Cable, cabling, connectors, cable testing and reports, cable labels and cable prep at the headend enclosure, installation (including device aiming) and termination of Convergent-provided devices.
- Excludes all installation, on site, and hands on troubleshooting work.
- Scheduling Confirmation: For optimal project flow, we kindly request you to keep the Convergent project manager updated on any important project milestones as you become aware of them. This includes information like permit approvals, material deliveries, or subcontractor scheduling. Additionally, to facilitate a smooth site visit, please collaborate with Convergent to coordinate site readiness and access arrangements prior to our scheduled remote setup time.
- Owner's IT contact information: Provide contact details for a designated IT representative to facilitate potential network configuration adjustments related to the project. This may include remote access on a per-request/per-approved basis for project support and other IT support and network configuration information.
- Owner's IT infrastructure: Provide rack and rack space, workstations, monitors, UPS, POE switches, NVR, network switches, ports, gateways, Networking, IP addresses and all other hardware, materials and parts.

CONVERGENT ALASKA'S EXCLUSIONS (unless specifically included above, the following standard exclusions apply):

- Fire Alarm, Fire, fire/smoke or smoke dampers; elevator shaft exhaust vents; and sprinkler monitoring switches.
- Permits/review fees, bonds, taxes (unless itemized above with base bid), fire watch, security guard duty, system downtime management plan or services, demolition, asbestos abatement, providing high lift devices, cutting/patching/painting, phone line for modem, development of auto-cad floor plans (usually available from architect or consultant).
- Excludes Davis Bacon Wages. (Not State or Federally Funded Project)
- Excludes escalation. Typically, industry costs escalate at 5+/-% year over year, each calendar year.
- Excludes additional licenses, license expansions, license renewals.
- CAD, Floorplan Generation
- Work outside of normal business hours, Weather Delays, Standby Time
- Owner Provided Items as listed above.
- Material/Hardware not listed in the Bill of Materials (BOM).
- System Integration to other systems i.e. Hugs, Maglocks, Door Drops, Fire Alarm, Elevators, etc.

TAXABLE AND TAX-EXEMPT CUSTOMERS:

- Price does not include applicable tax(es).
- Taxability: If the location where work is being performed is taxable, please confirm whether this project is tax-exempt.
- Tax-Exemptions: If this project sales tax-exempt, please send over a copy of your tax exemption or resale certificate. Include this certificate with your Purchase Order.
- Taxable Customers: If this project is taxable, please include the applicable tax itemized on your Purchase Order, separate from the contract value.
- Site Address: Please provide the physical site address where work is taking place on your Purchase Order.

TARIFF TERMS & CONDITIONS:

- Pricing is based on current market conditions and does not include any potential tariffs, duties, or manufacturer-imposed surcharges that may arise during the project. If such costs are incurred due to changes in trade policies, supply chain disruptions, or other external factors beyond Convergent's control, Convergent will assess their impact and submit a formal change order for review. Project continuation may require an adjustment to the budget accordingly. Customers' agreement to the change request will not be unreasonably withheld.
- Due to everchanging market conditions, Convergent Technologies excludes any liability for project/schedule delays due in any part to tariffs. Supply chains are experiencing delays. Convergent Technologies excludes any liability for project/schedule delays due in any part to shipping delays and material delivery delays outside of Convergent Technologies control.
- Our quote should be considered budgetary only until all product is received.

CONVERGENT ALASKA'S GENERAL TERMS & CONDITIONS:

- Price valid for 30 days from date of quote.
- Price does not include applicable tax(es).
- Price does not include credit card fees, credit card convenience fees, or other credit card processing fees. (Currently estimated at approximately 3%)
- Standard warranty 1-year labor for programming and troubleshooting. The manufacturer's material warranty is separate and follows their terms. Service calls to support the manufacturer's warranty will be billed at our listed T and M rates. Warranty takes effect upon substantial completion defined as beneficial use of the system. Excludes acts of God, or damage or programming changes caused by others, etc.



- Convergent Technologies excludes all liability for the reuse of existing devices, cabling, materials, and labor that were not originally provided and installed by Convergent as part of the scope of work proposed in this document.
- This proposal and any attachments to it are intended only for the identified recipients. It may contain proprietary or otherwise legally protected information of Convergent. Any unauthorized use or disclosure of this communication is strictly prohibited. If you have received this communication in error, please notify the sender and delete or otherwise destroy the e-mail and all attachments immediately.
- Quote includes Standard Shipping, FOB Convergent's Anchorage Alaska Warehouse.
- Payment Terms, Net 30. Convergent will invoice upon acceptance of this proposal at 25% of the sell price for contract execution, project setup and management.
- Material will be billed 50% upon material release and the remainder upon delivery. The remaining total will be billed through the end of the project.
- Governed by Convergent's Ts and Cs, available upon request.

Materials

Qty	Manufacturer	Description
7.00	Genetec	Omnicast Education camera connection for K12. Must purchase Security Center Education K12 Edition (GSC-EDU-BASE). Includes Genetec™ Advantage for 1 Omnicast Education camera connection for K12 5 years.

Grand Total: \$3,183.00

For us to proceed, we require a project schedule, an electronic copy of auto-cad floor plans, and a copy of the signed proposal or a Purchase Order Number referencing the approved amount. Thank you for your consideration.

Proposal Submitted by:	<i>JOlds</i>	Proposal accepted by (signature):	
Name:	Josh Olds	Name (print):	
Title:	Account Executive	Title:	
Company:	Convergent Technologies	Company:	
Date:	04-08-2026	Date:	