

From: [Steve Clifford](#)
To: [Matt Coogan](#)
Cc: [Scott Morrison](#); [Steve Greenberg](#)
Subject: Boxford Schools Security Video Projects
Date: Friday, April 21, 2023 3:29:10 PM
Attachments: [Harry Lee Cole SecVid-042123.pdf](#)
[Spofford Pond School - SecVid-042123.pdf](#)

External Sender

Good Afternoon Matt,

Please see attached estimates related to the security video projects that we have been discussing funding at the upcoming annual town meeting. At this time I am adding a 20% contingency to each estimate while we iron out some final technical details and get you project estimates as requested by today. I expect to modify the total cost of each project's cost lower but wanted to have these costs as a placeholder for your process. Any questions related to these estimates or the projects in general please contact me directly.

Cole School = 81,324.00
Spofford Pond School = \$62,158.00

Thank you,
Steve

Steve Clifford
Director of Facilities

Boxford Public Schools
Middleton Public Schools
Topsfield Public Schools
Office - 978-887-0771 ext.225
Fax - 978-887-8042



***CONNECTING & PROTECTING THE
FUTURE***

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**LAN-TEL Communications,
Inc.**

**3 Edgewater Drive
Norwood, MA 02062**



LAN-TEL Communications, Inc.
3 Edgewater Drive
Norwood, MA 02062
Phone: 781.551.8599
Fax: 781.551.8667 www.lan-tel.com

Date: **April 13, 2023**

To: Mr. Scott Morrison
Superintendent
Boxford Public Schools
28 Middleton Rd
Boxford, MA 01921

From: **John M Grennon**
LAN-TEL Communications, Inc.
Phone: (857) 939-8181
jgrennon@lan-tel.com

Re: Security Upgrades at the Spofford Pond School
31 Spofford Rd. Boxford, MA.

Thank you for the opportunity to present LAN-TEL Communications, Inc.'s quote for the requested security upgrades and enhancements at the Spofford Pond School, located at 31 Spofford Rd. Boxford, MA

Our quote is based upon the information gathered during a site visit conducted by John Grennon of Lan-Tel Communications, Matt Leonard of Avigilon and Steven Clifford of the Tri-Town School Union.

I am hopeful you will find our response to reflect our understanding and interpretation of the security scope and that the financial offer is within your budget allocation.

If you have any questions, please call me at (857) 939-8181 or e-mail me at jgrennon@lan-tel.com. I look forward to reviewing our proposal with you.

Regards,
John M Grennon

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Scope of Work

Lan-Tel Communications will furnish and install the following IP Camera and Video upgrades at the Spofford Pond School

Four (4) Avigilon 270-degree IP exterior cameras

One (1) Avigilon Exterior Mini Dome camera

Three (3) Avigilon Interior 180-degree IP cameras

One (1) Avigilon Interior 360-degree IP camera

Five (5) Avigilon Interior Mini Dome cameras

One (1) Avigilon 16 TB, rack mounted, Network Video Recorder

Two (2) 42 Inch Video Monitors

One (1) Remote Monitoring Workstation 2 Monitors ACC Client pre-installed

Lan-Tel Communications will provide all required Avigilon base and edge device licensing for all installed cameras.

Lan-Tel Communications will furnish and install all necessary Category 6 cable associated with this installation.

All work will be performed by Lan-Tel Communications Technicians. Subcontractors will not be utilized for this project.

This installation will be covered by a 1-year, material and labor warranty. In addition, all Avigilon equipment will be covered by a 5-year warranty.

Lan-Tel Communications will provide 4 hours of end user training on the Avigilon Control Center System. This training will be conducted at the Spofford Pond School and the date and time will be at the discretion of the Tri-Town School Union.

QTY:	Manufacturer:	PART#	Description:
			Cabling Scope
3000	General	7131800	CAT6 PLENUM BLUE GENSPEED 6
50	Garvin	JHK-32	J-HOOK, 2"
1	Hilti	50352	Gridwire Shots (100 ct)
1	Cert Conn	SWP612	Pretied Ceiling Wire With Pin; 6 ft, Silver 100
1	LAN-TEL	LAN-TEL	Firestop Material
1	Velcro	189645	75' Velcro
15	Cert Conn	12B2103	PATCH CORD CAT 6 3FT BLUE
2	Ortronics	PHD66U24HM	Clarity 6 hinged 24-port panel with lower cable management panel, Cat6, six-port modules, 19" x 3.5"
			Cabling Scope
Qty:	Manufacturer:	Part Number:	CCTV Scope
1	Avigilon	NVR5-STD-16TB-W10-NA	NVR5 Standard 16 TeraBytes 2U Rack Mount, W10 NA
4	Avigilon	15C-H4A-3MH-270	3x 5 MP, WDR, LightCatcher, 2.8mm, Camera Only
1	Avigilon	4.0C-H5A-DP1-IR	4.0 MP WDR, LightCatcher, Day/Night, Pendant Dome, 3.3-9mm f/1.3 P-iris lens, Integrated IR, Next-Generation Analytics. Must use with a H4A-MT-Wall1 or H4A-MT-NPTA1.
3	Avigilon	6.0C-H5DH-DO1-IR	2x 3MP H5A Dual Head Camera. Outdoor camera with built-in IR
1	Avigilon	9C-H4A-3MH-180	3x 3 MP, WDR, LightCatcher, 4mm, Camera Only
1	Avigilon	12C-H4A-4MH-360	4x 3 MP, WDR, LightCatcher, 2.8mm, Camera Only
5	Avigilon	3.0C-H6M-D1-IR	3.0 MP, H6 Mini Dome Camera, WDR, LightCatcher, Day/Night, 2.9mm f/2.0, IR
15	Avigilon	ACC7-ENT	ACC 7 Enterprise camera channel
4	Avigilon	H4AMH-AD-PEND1	Outdoor pendant mount adapter, must order one of IRPTZ-MNT-Wall1 or IRPTZ-MNT-NPTA1 and one of H4AMH-DO-COVR1 or H4AMH-DO-COVR1-SMOKE.
4	Avigilon	H4AMH-DO-COVR1	Outdoor Dome Cover for H4 Multisensor
4	Avigilon	IRPTZ-MNT-WALL1	Pedant wVideo mount adapter. For use with H4 IR PTZ or H4A-MH-AD-PEND1 on H4 Multisensor.
4	Avigilon	H4-MT-CRNR1	Corner mount adapter for use with H4A-MT-Wall1, H4-BO-JBOX1, H4SL, H4F, H4 PTZ, H4 IR PTZ and H4 Multisensor cameras.
4	Avigilon	H4AMH-AD-IRIL1	Optional IR illuminator ring, up to 30m (100ft), for use with H4AMH-DO-COVR1.
1	Avigilon	H4A-MT-WALL1	Wall mount bracket for use with H5A/H4A pendant dome cameras
1	Avigilon	H5DH-DO-JBOX1	Junction Box for H5A Dual Head Camera
1	Avigilon	H4AMH-AD-PEND1	Outdoor pendant mount adapter, must order one of IRPTZ-MNT-Wall1 or IRPTZ-MNT-NPTA1 and one of H4AMH-DO-COVR1 or H4AMH-DO-COVR1-SMOKE.

1	Avigilon	H4AMH-DO-COVR1	Outdoor Dome Cover for H4 Multisensor
1	Avigilon	IRPTZ-MNT-WALL1	Pedant wVideo mount adapter. For use with H4 IR PTZ or H4A-MH-AD-PEND1 on H4 Multisensor.
1	Avigilon	H4AMH-AD-DOME1	Outdoor surface mount adapter, must order either a H4AMH-DO-COVR1 or H4AMH-DO-COVR1-SMOKE.
1	Avigilon	H4AMH-DO-COVR1	Outdoor Dome Cover for H4 Multisensor
4	Avigilon	POE-INJ2-60W-NA	Indoor single port Gigabit PoE++ 60W, North American power cord included. Temperature range of the PoE injector is -10C to +45C (14 °F to 113 °F). When used with the H4 IR PTZ, the camera will operate in a reduced temperature range from -10 °C to +50 °C (14°F to 122 °F).
2	Neatgear	GS524PP	24-Port Gigabit Ethernet Unmanaged PoE Switch with 24 x PoE+ @ 300W, Desktop or Rackmount, and Limited Lifetime Protection
2	ViewSonic	VX4381-4K	43 Inch Ultra HD MVA 4K Monitor Widescreen with HDR10 Support, Eye Care, HDMI, USB, DisplayPort
1	Avigilon	RM5-WKS-2MN-NA	Remote Monitoring Workstation 2 Monitors ACC Client pre-installed
1	LAN-TEL	LAN-TEL-CABLES	Misc cables for workstations, monitors
2	Vertiv	PST5-850MT120	UPS backup protection for workstations and surveillance systems
15			CCTV Scope
			Programming and Commissioning
1	LAN-TEL	LAN-TEL-SVCS	Video System Programming
			Programming and Commissioning
			Misc/Admin Time/Documentation
1	LAN-TEL	LAN-TEL	Misc Materials
1	LAN-TEL	LAN-TEL	Coordination, Documentation, Meetings
			Misc/Admin Time/Documentation
			Materials Handling
1	LAN-TEL	LAN-TEL	Materials Handling/Deliveries
			Materials Handling
			Testing and Training
1	LAN-TEL	LAN-TEL	CCTV Testing and Re-aiming
			Testing and Training

Pricing Structure

Material:	\$	40,997.00
Labor:	\$	10,801.00
Total	\$	51,798.00

Terms & Conditions

LAN-TEL Communications, Inc., having its place of business at 3 EDGEWATER DRIVE, Norwood, MA 02062, (hereinafter referred to as "LAN-TEL") sets forth the following terms and conditions to which Purchaser and LAN-TEL agree:

1. LAN-TEL agrees to provide and install all equipment as specified in accordance with manufactures specifications. All equipment will be installed in a workmanlike manner. LAN-TEL reserves the right to substitute equipment based upon installation constraints or delivery requirements.
2. Purchaser shall be responsible to provide 110VAC power as required.
3. All labor is under warranty by Lan-Tel Communications for the period of 12 months to be free of defects in material and manufacturing. This shall include on-site support including parts and labor. Warranty service is available from 8:30 a.m. to 4:30 p.m. Monday through Friday excluding holidays. Out of hours service is available for a labor charge.
4. Services required to correct conditions caused by lightning, fire, flood or other acts of God, or by equipment outside the scope of this agreement, misuse, abuse or vandalism are specifically excluded from this agreement, and are billable at current rates.
5. This quote is good for (30) thirty days.

LAN-TEL Communications, Inc.

Boxford Public Schools

By: **John M Grennon**

Date: **April 13, 2023**



About LAN-TEL Communications, Inc.

LAN-TEL is the industry leader and trusted provider of structured cabling systems, integrated public safety and security solutions and IT infrastructure services. For more than 25 years, LAN-TEL has offered an unparalleled level of client service, support and innovative technologies to New England's largest corporations, buildings and municipalities.

Decades of Telecommunications Experience

LAN-TEL has been providing telecommunication wiring services to customers in New England since 1991. Our team of experienced technicians and project managers are trained and certified to install and maintain all low voltage solutions; from traditional copper-based infrastructure to cutting-edge fiber solutions. The LAN-TEL team brings expertise throughout every phase of your project. LAN-TEL is an active member of the Building Industry Consulting Services International (BICSI) and is qualified and certified to build and test to current Electronic Industries Alliance (EIA), and Telecommunications Industry Association (TIA) standards. Our team of Registered Communications Distribution Designers (RCDD), Project Managers, and Engineers ensure your network infrastructure will utilize the latest design/installation techniques and comply with all state/local licensing requirements and building codes.

Security Teams Trusted by Top Law Enforcement

LAN-TEL is New England's relied upon security system provider, having provided hundreds of hardwired and wireless video security system installations throughout New England. At our Norwood headquarters, in our prefabrication department's special IP Lab, technicians efficiently customize security cameras and switches to precise specifications for New England's largest Police Departments, Corporations, Schools and clients. All security cameras undergo thorough pretesting prior to being delivered and installed on-site. LAN-TEL technicians provide reliable installations and maintenance of systems in a variety of field conditions, 24-7, whenever the call comes in.

Unmatched IT Infrastructure Services

LAN-TEL offers IT Infrastructure solutions from a talented team of experienced professionals. LAN-TEL Communications' IT infrastructure group provides end-to-end solutions; from the physical cabling, to data center infrastructure, and full integration of security systems. LAN-TEL Communications is a one-stop shop for all your IT infrastructure needs. As your most trusted adviser, LAN-TEL Communications has partnered with the best-of-breed IT hardware and software providers to offer the latest solutions.

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Phone: 781.551.8599
Fax: 781.551.8667 www.lan-tel.com

Date: **April 13, 2023**

To: Mr. Scott Morrison
Superintendent
Boxford Public Schools
28 Middleton Rd
Boxford, MA 01921

From: **John M Grennon**
LAN-TEL Communications, Inc.
Phone: (857) 939-8181
jgrennon@lan-tel.com

Re: Security Upgrades at the Harry Lee Cole School
26 Middleton Rd. Boxford, MA.

Thank you for the opportunity to present LAN-TEL Communications, Inc.'s quote for the requested security upgrades and enhancements at the Harry Lee Cole School, located at 26 Middleton Rd. Boxford, MA.

Our quote is based upon the information gathered during a site visit conducted by John Grennon of Lan-Tel Communications, Matt Leonard of Avigilon and Steven Clifford of the Tri-Town School Union.

I am hopeful you will find our response to reflect our understanding and interpretation of the security scope and that the financial offer is within your budget allocation.

If you have any questions, please call me at (857) 939-8181 or e-mail me at jgrennon@lan-tel.com. I look forward to reviewing our proposal with you.

Regards,
John M Grennon

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Scope of Work

Lan-Tel Communications will furnish and install the following IP Camera and Video upgrades at the Harry Lee Cole School

Four (4) Avigilon 270-degree IP exterior cameras

One (1) Avigilon Exterior Mini Dome camera

Six (6) Avigilon Interior 180-degree IP cameras

Ten (10) Avigilon Interior Mini Dome cameras

One (1) Avigilon Interior 360-degree IP camera

Two (2) 42 Inch Video Monitors

One (1) Remote Monitoring Workstation 2 Monitors ACC Client pre-installed

Lan-Tel Communications will provide all required Avigilon base and edge device licensing for all installed cameras.

Lan-Tel Communications will furnish and install all necessary Category 6 cable associated with this installation.

All work will be performed by Lan-Tel Communications Technicians. Subcontractors will not be utilized for this project.

This installation will be covered by a 1-year, material and labor warranty. In addition, all Avigilon equipment will be covered by a 5-year warranty.

Lan-Tel Communications will provide 4 hours of end user training on the Avigilon Control Center System. This training will be conducted at the Harry Lee Cole School and the date and time will be at the discretion of the Tri-Town School Union.

QTY:	Manufacturer:	PART#	Description:
			Cabling Scope
5000	General	7131800	CAT6 PLENUM BLUE GENSPEED 6
100	Garvin	JHK-32	J-HOOK, 2"
1	Hilti	50352	Gridwire Shots (100 ct)
1	Cert Conn	SWP612	Pretied Ceiling Wire With Pin; 6 ft, Silver 100
1	LAN-TEL	LAN-TEL	Firestop Material
1	Velcro	189645	75' Velcro
22	Cert Conn	12B2103	PATCH CORD CAT 6 3FT BLUE
2	Ortronics	PHD66U24HM	Clarity 6 hinged 24-port panel with lower cable management panel, Cat6, six-port modules, 19" x 3.5"
			Cabling Scope
Qty:	Manufacturer:	Part Number:	CCTV Scope
1	Avigilon	NVR5-STD-24TB-W10-NA	NVR5 STD 24TB 2U Rack Mnt, W10 NA
4	Avigilon	15C-H4A-3MH-270	3x 5 MP, WDR, LightCatcher, 2.8mm, Camera Only
1	Avigilon	4.0C-H5A-DP1-IR	4.0 MP WDR, LightCatcher, Day/Night, Pendant Dome, 3.3-9mm f/1.3 P-iris lens, Integrated IR, Next-Generation Analytics. Must use with a H4A-MT-Wall1 or H4A-MT-NPTA1.
6	Avigilon	9C-H4A-3MH-180	3x 3 MP, WDR, LightCatcher, 4mm, Camera Only
1	Avigilon	12C-H4A-4MH-360	4x 3 MP, WDR, LightCatcher, 2.8mm, Camera Only
10	Avigilon	3.0C-H6M-D1-IR	3.0 MP, H6 Mini Dome Camera, WDR, LightCatcher, Day/Night, 2.9mm f/2.0, IR
22	Avigilon	ACC7-ENT	ACC 7 Enterprise camera channel
4	Avigilon	H4AMH-AD-PEND1	Outdoor pendant mount adapter, must order one of IRPTZ-MNT-Wall1 or IRPTZ-MNT-NPTA1 and one of H4AMH-DO-COVR1 or H4AMH-DO-COVR1-SMOKE.
4	Avigilon	H4AMH-DO-COVR1	Outdoor Dome Cover for H4 Multisensor
4	Avigilon	IRPTZ-MNT-WALL1	Pedant wVideo mount adapter. For use with H4 IR PTZ or H4A-MH-AD-PEND1 on H4 Multisensor.
4	Avigilon	H4-MT-CRNR1	Corner mount adapter for use with H4A-MT-Wall1, H4-BO-JBOX1, H4SL, H4F, H4 PTZ, H4 IR PTZ and H4 Multisensor cameras.
4	Avigilon	H4AMH-AD-IRIL1	Optional IR illuminator ring, up to 30m (100ft), for use with H4AMH-DO-COVR1.
1	Avigilon	H4A-MT-WALL1	Wall mount bracket for use with H5A/H4A pendant dome cameras
6	Avigilon	H4AMH-AD-PEND1	Outdoor pendant mount adapter, must order one of IRPTZ-MNT-Wall1 or IRPTZ-MNT-NPTA1 and one of H4AMH-DO-COVR1 or H4AMH-DO-COVR1-SMOKE.
6	Avigilon	H4AMH-DO-COVR1	Outdoor Dome Cover for H4 Multisensor

6	Avigilon	IRPTZ-MNT-WALL1	Pedant wVideo mount adapter. For use with H4 IR PTZ or H4A-MH-AD-PEND1 on H4 Multisensor.
1	Avigilon	H4AMH-AD-DOME1	Outdoor surface mount adapter, must order either a H4AMH-DO-COVR1 or H4AMH-DO-COVR1-SMOKE.
1	Avigilon	H4AMH-DO-COVR1	Outdoor Dome Cover for H4 Multisensor
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2	Neatgear	GS524PP	24-Port Gigabit Ethernet Unmanaged PoE Switch with 24 x PoE+ @ 300W, Desktop or Rackmount, and Limited Lifetime Protection
2	ViewSonic	VX4381-4K	43 Inch Ultra HD MVA 4K Monitor Widescreen with HDR10 Support, Eye Care, HDMI, USB, DisplayPort
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1	LAN-TEL	LAN-TEL-CABLES	Misc cables for workstations, monitors
2	Vertiv	PST5-850MT120	UPS backup protection for workstations and surveillance systems
CCTV Scope			
Programming and Commissioning			
1	LAN-TEL	LAN-TEL-SVCS	Video System Programming
Programming and Commissioning			
Misc/Admin Time/Documentation			
1	LAN-TEL	LAN-TEL	Misc Materials
1	LAN-TEL	LAN-TEL	Coordination, Documentation, Meetings
Misc/Admin Time/Documentation			
Materials Handling			
1	LAN-TEL	LAN-TEL	Materials Handling/Deliveries
Materials Handling			
Testing and Training			
1	LAN-TEL	LAN-TEL	CCTV Testing and Re-aiming
Testing and Training			

Pricing Structure

Material:	\$	51,704.00
Labor:	\$	16,066.00
Total	\$	67,770.00

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2. Purchaser shall be responsible to provide 110VAC power as required.
3. All labor is under warranty by Lan-Tel Communications for the period of 12 months to be free of defects in material and manufacturing. This shall include on-site support including parts and labor. Warranty service is available from 8:30 a.m. to 4:30 p.m. Monday through Friday excluding holidays. Out of hours service is available for a labor charge.
4. Services required to correct conditions caused by lightning, fire, flood or other acts of God, or by equipment outside the scope of this agreement, misuse, abuse or vandalism are specifically excluded from this agreement, and are billable at current rates.
5. This quote is good for (30) thirty days.

LAN-TEL Communications, Inc.

Boxford Public Schools

By: **John M Grennon**

Date: **April 13, 2023**



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Unmatched IT Infrastructure Services

LAN-TEL offers IT Infrastructure solutions from a talented team of experienced professionals. LAN-TEL Communications' IT infrastructure group provides end-to-end solutions; from the physical cabling, to data center infrastructure, and full integration of security systems. LAN-TEL Communications is a one-stop shop for all your IT infrastructure needs. As your most trusted adviser, LAN-TEL Communications has partnered with the best-of-breed IT hardware and software providers to offer the latest solutions.

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