



Stanley Convergent Security Solutions, Inc.

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# Customized Solution Proposal

Prepared For

**NES,LLC 9 East 71st Street**

Prepared By

Andrew Mccaffrey



Stanley Convergent Security Solutions, Inc.

August 12, 2013

NES,LLC 9 East 71st Street  
9 East 71st Street  
New York, NY  
10021

Attn: Richard Barnett

RE: Fire System

Thank you for your time spent reviewing your security needs for your business. It has been a pleasure working with you to develop the solutions to meet your needs at your New York location. We understand there are choices when it comes to selecting a security provider and we trust we have demonstrated our ability and commitment to meet your business objectives.

With respect to your efforts regarding security for your facility, we've provided a "Best Fit" comprehensive solution design that combines and provides the right level of security you seek while maintaining a cost effective approach. Knowing business needs are truly unique and consistently changing, we have developed a solution that will evolve to meet your business needs.

At Stanley CSS, we believe in the value and strength of a local team backed by the power of our global resources in over 75 locations in North America. **We focus daily on delivering exceptional and consistent operational excellence against the five customer touch points: account management, installation, service, monitoring and billing.** We know that consistent measurement and improvement in all areas of customer services provides a superior experience that exceeds expectations.

Stanley's Proposal Includes:

- ✓ Introduction to Stanley
- ✓ System Objectives & Solutions
- ✓ Equipment Schedule of Protection
- ✓ Services Schedule of Protection
- ✓ Stanley Investment Options
- ✓ Clarifications

Once again, thank you for the opportunity to be your security partner and look forward to exceeding your expectations.

Sincerely,

Andrew Mccaffrey  
Stanley CSS  
D |

## Introduction to Stanley

Stanley Black & Decker is the worldwide leader in the manufacturing of professional tools, industrial hardware and security solutions. Established in 1843 in New Britain, Connecticut as a manufacturer of door bolts and other hardware from wrought iron; after 170 years, Stanley is an \$11 billion dollar, S&P 500 Company.

### Stanley Convergent Security Solutions

An industry powerhouse with a global footprint, Stanley Security Solutions builds on Stanley's development of the first automatic door with integrated solutions that provide wall-to-wall security, including doors, hardware, software and service. Stanley's Security Solutions protect buildings, airports and institutions all over the world.

The Stanley Security Solutions Product Group offers a wide array of electronic security products, mechanical security products, integration software, and installation and support services for a diverse set of industrial, institutional, and commercial facility applications.

### Products and services

Specification Writing, System Design & Integration, Installation Services, Preventative Maintenance, Emergency Repair Services, Embedded Services, Retrofit and New Construction, Financing Programs, Video Verification Services, On-Site Surveys & Analysis, Security Consultation, Consultative Partnerships, National Service Programs.



### Protecting What's Important to You™

Stanley Convergent Security Solutions, Inc. is the third largest electronic security company; second largest commercial security services company and is one of the largest system integrators in the United States. Stanley CSS has been providing world-class service for over 52 years with over 300,000 satisfied customers. Our advanced technology has allowed us to assist in over 160,000 police apprehensions. That's one apprehension every 90 minutes since 1977.

*“All security companies are not created equal. They may indeed offer similar products, but it is in the customer service arena where one company outshines the others: Stanley.”*  
-Stage Stores

### Local Company with National Resources

We have 2,000 employees located in 75+ sales and service offices in North America, making us a true coast-to-coast security provider. Stanley CSS designs, installs, monitors and services security systems for industrial, government, commercial, residential and national account customers. Stanley CSS represents a network of resources, state-of-the-art technology and a culture dedicated to excellence; where its employees have the training, the equipment and the processes they need to deliver the finest security solutions in the industry.



Stanley CSS provides the best of both worlds, a local company with global resources and one of the most trusted names in security. While we're proud to be a global player, we never lose sight of how important it is to understand and serve each community with local players.

### Award Winning National Provider

Stanley continues to be an award-winning service provider with a pledge to your complete satisfaction and a guarantee of the highest quality. We are proud to be recognized as the national leader in the electronic security industry, with superb customer service performance.



## Commitment to Service

At Stanley Convergent Security Solutions, we have a driving passion to be the industry's best electronic security company. Like the quality protection services we provide to our customers, our company is the product of careful planning, many years of high-level experience, a deep commitment to the security industry and a zest for excellence. We provide a true business partnership with an "open book" approach by allowing customers to view our performance daily on these touch points: account management, installation, service, monitoring and billing.



Stanley measures performance in five customer touch points including metrics such as:

- ✓ On-time installations
- ✓ Customer satisfaction on installations
- ✓ In standard Service response time
- ✓ Customer satisfaction on service repair
- ✓ Average time to action on alarm dispatch
- ✓ Successful apprehensions

We don't just sell equipment. We design, install, and service systems to address specific needs. Our goal is to provide our customers with peace of mind. We believe the way to do that is to develop a quality culture where our employees have the training, the tools, the equipment and the processes they need to deliver the best solutions for the needs of our customers.

### Stanley: Your Single Source Security Provider

At Stanley, we truly desire to not only be a choice for security, but the preferred provider of choice. Every Stanley team member is charged with this mission. With Stanley you will receive the very finest in security solutions. We protect what's important to you, 24 hours a day, every day of the year.

Today's business climate requires customers to streamline operations. Our customers do not have time to contact several different vendors and deal with several different personalities to accomplish your goals. Stanley tries to make it simple, deal with one vendor to service all your needs.

## ProtectionNet™ Customer Service Centers



Stanley's ProtectionNet Customer Service network is comprised of three strategically located monitoring facilities. These hi-tech centers have redundant automation servers, back-up software, hardware and operating systems for disaster recovery and continuous operations. Our ProtectionNet Centers are professionally staffed around the clock and are UL 827, UL 2050 and FM approved central stations.

### Monitoring Consistency

Our PNC's are maximized to ensure consistent response to every one of our customers' location needs. We support our

over 300,000 customers 24 x 7 x 365 monitoring operation in the U.S., Canada, Puerto Rico and U.S. Virgin Islands. We process over 4 million alarm signals and handle over 200,000 inbound and outbound phone calls every week.

We understand that any security threat needs to be dealt with quickly. Our state-of-the-art 24-hour UL & FM approved ProtectionNet Monitoring Centers employ some of the most sophisticated technology available today. We're geared to be there for you—always.

- A professional staff of trained security professionals monitors your business 24 hours a day, 365 days a year.
- Computer-assisted reporting assures quick, accurate identification of alarms so that no time is wasted in an emergency situation.
- Secure monitoring centers with standby power facilities provide uninterrupted service, even under the most adverse conditions.
- Complete documentation with printed records detail all activity and report alarm conditions.
- Periodic testing and facility inspections keep you safe. Monitoring facilities are subjected to random inspections throughout the year by UL to ensure strict adherence to UL specifications.

Stanley's services include:

- ✓ Intrusion, Fire, Video, Access & Intercom Systems
- ✓ Online, Real-Time eServices
- ✓ Video Monitoring Services
- ✓ Installation, Service, Preventative Maintenance & Testing
- ✓ UL & FM Alarm & Critical Condition Monitoring
- ✓ Best Fit Solutions for all customers
- ✓ Fully Integrated and Enterprise Solutions

### Local Branch Expertise and Resources

Stanley's strength is demonstrated by our local branch offices. Each Stanley office is staffed with a responsive local team that has the expertise to support your needs and you can rely on us to consistently exceed your expectations. When we were awarded SDM Magazine's Dealer of the Year, they cited our local service as a key reason for the recognition. Our strength has always been a national company with a local touch.

Your local branch can assist you with any questions or concerns you may have about your Fire Detection, Video Surveillance, Access Control and Electronic Security System needs.



### Local Branch Account Management

District General Manager	Antonio Ambrosio
District Sales Manager	Glenn Walter
Branch Operations Manager	Peter Halkias
Customer Account Manager	Leona Harper
	Andrew Mccaffrey

### Supporting our ongoing local performance & delivery

- ✓ Installation Technicians
- ✓ Service Technicians
- ✓ Fire Inspectors
- ✓ Security Consultants

### Important Information:

Telephone	Branch Phone
Fax	Branch Fax
Website	<a href="http://www.stanleycss.com">www.stanleycss.com</a>

### Local Servicing Branch:

Stanley Convergent Security Solutions  
230 Park Avenue, 18th Floor, Suite 1813  
New York, NY 10169



**Scope of Work: NES,LLC 9 East 71st Street - New York - Fire**

**Customer Theory of Operation:**

UPGRADE AND REPLACEMENT OF THE CUSTOMER RADIONICS FIRE ALARM AND SPKINLER ALARM SYSTEM.  
FILINING FEES ARE NOT REQUIRED AS PER MILES FISHER P. E.

**Customer Equipment Notes:**

ANY MODIFICATIONS REQUIRED BY THE HVAC CONTRACTOR FOR CONNECTION OF THE NEW DUCT SMOKE DETECTORS ARE NOT INCLUDED.  
ANY MODIFICATIONS REQUIRED BY THE ELEVATOR AND SPRINKLER CONTRACTOR FOR CONNECTION OF THE NEW FIRE ALARM SYSTEM ARE NOT INCLUDED.



**Equipment Schedule of Protection**

After conducting our business risk assessment, we have developed a solution with your specific business in mind. We never take a one-size-fits-all approach to addressing our customer’s business requirements. Our approach is to find the “Best Fit” for that is unique as your business and addresses your specific business concerns.

After reviewing your requirements, Stanley proposes to furnish and install the following equipment:

**Solution: NES,LLC 9 East 71st Street - New York - Fire**

**Quote: Q-00416828**

Equipment		
Quantity	Part Number	Description
1	DISCONTINUED	Vista 128Fb Control Only
2	6160CR-2	KEYPAD,ALPHA COMMER,FIRE RED
12	D4120W	NEMA4 WATERTIGHT,4-WIRE,PHOTO
12	MR-201/CR	Relay Dpdt In Metal/Plastic Enclosure 24VDC, 24-230VAC 10A
8	5623	135 FXD TMP 2 CIRCUIT HEAT DET
1	BAT-121000	12V 100Ah Battery
1	MPS-24AF	Power Supply & Charger F/Larger Cab-B3
12	BK-RTS151KEY	REMOTE TEST STATION W/KEY
12	DST10	10' STEEL SAMPLING TUBE
26	HF-HFSMM	MINI MONITOR MODULE HONEYWELL FIRE (HLS DIV)
1	OH-F902ULADA	9A 24VDC F/A NAC POWER SUPPLY
6	CO1224TR	CARBON MONOXIDE DETECTOR W/TEST 4 WIRE 12/24VDC CARBON MONOXIDE
1	659EN	LINE FAULT MONITOR
1	4193SN	Addressable 2 Point Module (SIM), Converts Conventional to Addressable
7	4208U	8-Zone Addressable Hardwired Expansion Module, Converts Conventional Devices to Addressable
1	INACTIVE AS OF 7/26/13	8 Zone Hardwired Expansion Module (do not use with CO)
1	INACTIVE AS OF 7/26/13	V-Plex Loop Isolation/Extender Module - 128mA
1	4204CF	ADDRESS NAC EXPANDER MODULE
15	4193SN	Addressable 2 Point Module (SIM), Converts Conventional to Addressable
1	4208SN	8 ZONE EXPANDER
6	5800RP	Wireless Repeater, Range Extender
6	5881ENM	16 Zone 5800 Series Wireless Receiver
68	B114LPBT	FLANGED CONVENTIONAL BASE
60	D4120	4-WIRE, PHOTO, LOW FLOW
1	DISCONTINUED	Phone Cord - Telco Connector Cord
3	GD-2A	GAS DETECTOR SURFACE MOUNT



Stanley Convergent Security Solutions, Inc.

Existing Equipment



**Services Schedule of Protection**

After reviewing your requirements, Stanley proposes to furnish the following services:

**Quote: Q-00416828**

Services		
Selected or Quantity	Service Name	Service Description
X	24 Hour Auto Dialer Testing	(non-fire alarm systems) On alarm controls, a 24-hour auto dialer test is programmed to automatically send a test signal to PNC to verify the control's communication status. When an Auto Dialer Test signal is not received, PNC notifies the customer.
1	Technical Assistance Center Support	PNC provides 24x7 telephone technical support. PNC Technical Specialists are available over the telephone to assist customers with troubleshooting, panel programming and system operations on most system controls. This service is provided on most intrusion alarms, fire alarms and CCTV DVR/VCR controls. Price per location.
X	Basic eDataManager	(online support & basic account maintenance) Basic eDataManager provides the real time ability to; view & edit open/close schedules, view & edit notification & contact lists, view alarm test reports, contact the Stanley data entry team, change the eDataManager access password, create service requests, view frequently asked questions & system enhancements. Open and Close reports are available if subscribed. Limited access and usage.
72	Semi-Annual Fire Test & Inspections	Scheduled tests and inspections on fire alarm system. The scheduled appointments include a visual inspection of devices, operational test of system components and verification of communication link. Tests and inspections are documented and provided for customer records. Includes access to the PNC TAC - Technical Assistance Center (24x7). System repair, equipment replacement and lift rentals are excluded.
X	Fire Alarm & Sprinkler Monitoring	Alarm signal sent to PNC initiated by a fire alarm detection device. PNC will notify the fire department and customer when an alarm signal is received. This service includes 1-800 toll-free signal transmission, 24-hour auto dialer test and Basic eDataManager.

**Summary - Investment Information**

<b>Stanley Security Direct</b>	
<b>Pricing and Deposit Terms</b>	
Total Installation Price*:	\$63,000.00
Up-front Deposit*:	
Balance Due Upon Completion*:	
Total Monthly Fee*:	\$91.00
Payment Frequency:	Monthly in Advance
Progress Payments:	
*Prices do not include taxes	

**Stanley to Also Provide:**

- ✓ Equipment and installation using low voltage wire
- ✓ System setup, test and inspection
- ✓ Customer training
- ✓ Owner's manuals
- ✓ Completed drawing showing device locations

**Customer to Provide:**

120 vac Power Outlets	All Patching & Painting	Payment for Permits & Fees
Payment for Plan Submittals	Network Connectivity	Access to Device Locations
Any Add'l Devices Req'd by Local AHJ	RJ31x Phone Jacks or dedicated lines	Add'l Wireless Receivers Req'd by Const
Aux'ry relays for Fire / sup'ory Devices	Secured storage of on-site equipment	UPS

**Delays in Installation**

Abnormal idle time that is incurred by Stanley's employees due to escorts, clearances, inability to enter workspace, and other factors beyond our control, will be invoiced at our current labor rates. All work will be scheduled for normal working hours, Monday through Friday.

**Next Steps**

In conclusion, we thank you for the opportunity to present our security solutions to address your business needs. We believe these solutions will meet and exceed your business requirements and look forward to working together to implement our solution. Again, we feel the strength of our organization is in our ability to deliver locally in every market. We are eager to be your trusted business partner that will continue to grow with your business. Should you need additional references, we are always ready to demonstrate our past success.

**Price Protection:**

All prices quoted are valid for ninety (90) days from the date of this proposal.

NOTE: Equal quality part from a different manufacturer may be substituted to overcome delivery problems or replacement of discontinued items. Substituted item will be of equal or greater value and will meet or exceed original parts specifications.



Stanley Convergent Security Solutions, Inc.

All products and services provided by SCSS are subject to SCSS's standard terms and conditions which can be found at <http://www.stanleycss.com/web-tac.html>. Any additional or different terms set forth by Customer, whether in Customer's purchase order or another communication, are expressly objected to and will not be binding on SCSS unless agreed to in writing by an authorized representative of SCSS.