



Introduction

When your most valued assets are being transported, you want to be able to trust the people and the equipment doing the transporting. Your peace of mind is paramount to us at Zen-tinel.

For over ten years, Zen-tinel has been offering a complete array of mobile surveillance and recording equipment that provides impartial "eyes" to enhance your comfort and security.

We have recently introduced our innovative Digital Camera System with Fish Eye lenses that capture video in between the seats. It allows you to zoom into the video to capture all of the details.

Zen-tinel understands the importance of having reliable systems and having the information available when you need it. We become your eyes, seeing and capturing activity and environments that affect passengers, bus drivers, and parent, safeguarding your most valued possessions in transport. Should anything unusual happen, you will see it.

Zen-tinel is a family owned private corporation, which believes in person-to-person service and support both before and after the sale. At Zen-tinel, we pride ourselves in putting our customers first through strong customer service and follow-up. Every call is answered by a live person and every question is addressed by people who know the equipment and take the time to understand your needs. Zen-tinel values every customer contact as part of a larger relationship.

When the protection of people and property is at stake, nothing less than a 100% dedication to personal attention will do. That's the value Zen-tinel Mobile Surveillance Systems provides through our superior quality, cost effective cameras and recording equipment.

Our Field of Vision is Your Piece of Mind

Larry Vaughn



BIDDER INFORMATION

Zen-tinel has been in business for 10 years.

Over that period we have specialized in the school bus market . We feel that it is very important to create a safe environment for the children on school buses.

We have developed high quality cameras to be used in the school bus environment as you are requesting.

Below is a list of the products that we have recently developed to make it a safer environment on school buses.

1. Digital fisheye cameras
2. Stop Arm Violation Cameras - we have developed two types of Stop Arm Violation Cameras. One is analog and the other is digital. What makes our system unique, is that it is portable. The units can be moved from bus to bus. This saves the school district a large amount of money so they do not have to outfit the entire fleet.
3. Smart Box - The Smart Box has been developed as a tool for substitute bus drivers. It gives an audio message that tells the driver when to make a left turn or a right turn and when to stop to pick up students.

Thank you for the opportunity to become involved with your school district. It is exciting to work with an organization that is forward-looking.

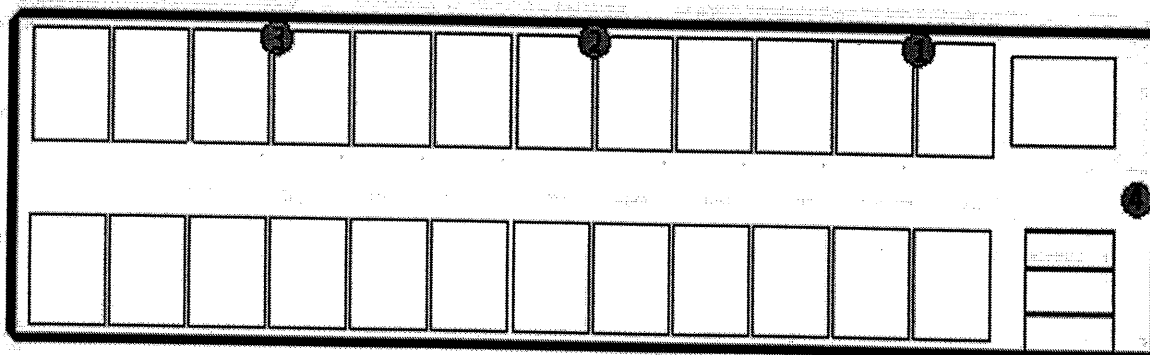


ZEN-TINEL WARRANTY

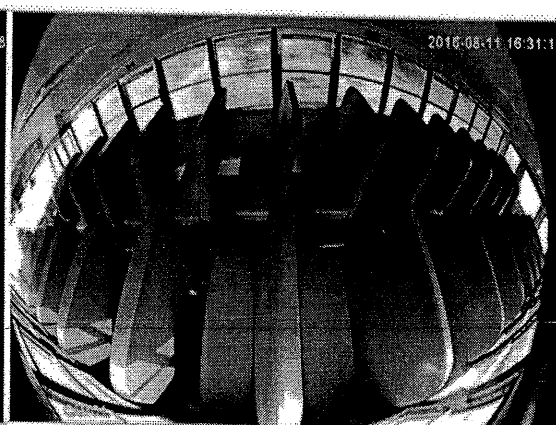
Zen-tinel warrants its NVR unit for 5 full years from the date of purchase and covers all parts and labor.

All units must be properly installed and used, according to Zen-tinel specifications, for the warranty to be valid.

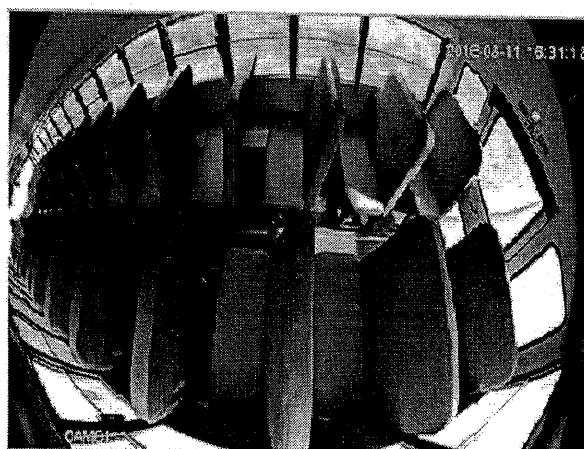
The storage device has a one year warranty.



Camera 1



Camera 2



Camera 3



Camera 4

A fifth camera is included in your bid. You can determine the position you require.

1.3 Scope of Work & Specifications

LPSB is seeking proposals from qualified individuals and/or firms with experience in providing and installing internal cameras on school buses, to include, but not limited to, the installation of camera equipment, software, and services

- A. Firms interested in submitting proposals must have experience in installations in comparable fleet size to LPSB and systems must have at least one year of maintenance / service provided. YES
- B. LPSB desires a four (4) channel, hybrid (4 analog or 4 analog high definition and one (1) IP channels) SD card based, mobile digital video recorder (DVR) system. ALL OF OUR CHANNELS WILL SUPPORT IP CAMERAS. WE ARE INCLUDING ALL IP CAMERAS. OUR RECORDER IS AN NVR WHICH IS DIGITAL TECHNOLOGY,
- C. The DVR shall support recording of a combination of up to four (4) analog D1 video/audio channels or analog high definition channels and one (1) IP video/audio channel. WE ARE RECORDING ALL CHANNELS WITH IP CAMERAS.

The DVR must operate with 12VDC nominal and include an integrated lockable enclosure and rear cable cover. YES

- D. The DVR must support both SDXC (Secure Digital Extended Capacity) and SDHC (Secure Digital High Capacity) memory cards. OUR STORAGE DEVICE IS A HDD. THIS WILL GIVE YOU MORE STORAGE SPACE.

SDHC and SDXC cards shall be available from the awarded proposer. Proposal is to include 10% extra memory cards over the number of DVRs. WE WILL INCLUDE ADDITIONAL HDD'S

SDXC shall be available in up to 256 GB (gigabytes) in size. WE ARE GOING TO QUOTE A 2 TB HDD

- E. The analog cameras shall be dome style flush mount CCD day/night cameras with the capability of mounting to the ceiling or bulkhead. OUR IP CAMERAS ARE DAY/NIGHT AND CAN BE MOUNTED ON CEILING AND BULKHEAD
- F. The IP camera shall be dome style flush mount CCD day/night cameras with the capability of mounting to the ceiling or bulkhead. The IP camera must be true Wide Dynamic Range. Wide Dynamic range lenses are insufficient. OUR IP CAMERAS MEET YOUR REQUIREMENT. THEY HAVE A FISH EYE VIEW. WE HAD SENT YOU A VIDEO AND YOU CAN SEE WHAT IT IS CAPABLE OF.

Cameras are to have a sufficient field of view to insure coverage of inside of school bus with very minimal blind spots. OUR CAMERAS, WITH THE FISH EYE VIEW, CAN SEE BETWEEN THE HIGH BACK SEATS.

Proposer must take into consideration the cameras exposure to the elements, low light conditions and durability.

- G. All wiring harnesses, mounting hardware, and software required for installation must be

provided by the awarded proposer. YES

H. GPS system is not required; however, system can be GPS capable, if LPSB so chooses to utilize at a later date. YES. OUR GPS IS INCLUDED IN THE SYSTEM. IT IS CAPABLE OF SYNCHRONIZING WITH THE VIDEO.

I. System must be expandable to five (5) cameras
THE SYSTEM WE ARE QUOTING IS AN 8
CHANNEL. YOU ARE REQUIRING 5
CAMERAS SO YOU CAN ADD 3 MORE AT A
LATER TIME

J. System must contain driver "panic" button in order to timestamp any incident. YES

K. **Interior Camera Analog (Quantity: 4)**

1. Cameras must have capability of mounting flush to header, front bulkhead or ceiling of the school bus. WE ARE INCLUDING ALL CAMERAS THAT ARE IP. THEY CAN BE MOUNTED CEILING, HEADER OR BULKHEAD

2. Cameras must be positioned to correctly aim and capture the rear seat of a 78 passenger bus when mounted to the front bulkhead. OUR CAMERAS HAVE A FISHEYE VIEW. YOU CAN SEE IN BETWEEN ALL OF THE SEATS. YOU CAN ZOOM IN ON THE SEATS WITH THE VIDEO PLAYING

3. Cameras must support Sony 960H wide video standard. Yes

4. Cameras must have lens windshield manufactured from optically clear material OUR CAMERAS ARE MANUFACTURED WITH THE SAME MATERIAL THAT ALL OTHER CAMERAS ARE MADE.

5. Cameras must be housed in an enclosure fabricated of metal GET ANSWER FROM TESWELL

6. Cameras must possess interchangeable lenses; capability to be changed in field. YOU DO NOT NEED TO HAVE INTERCHANGEABLE LENSES. BEFORE WE START THE INSTALATION, WE WILL GIVE YOU CHOICES TO SIGN OFF THE VIEWS YOU GET AND YOU CAN PICK THE APPROPRIATE LENSE.

7. Cameras must have 24 IR LEDs with capability to turn on/off in varying light conditions. OUR CAMERAS HAVE 16 IR LED'S. WE HAVE USED THIS ON ALL OF OUR INSTALATIONS AND THEY HAVE BEEN WORKING FINE

8. Cameras sensitivity shall be 0.1LUX/F1.2 (no IR), 0.0 LUX (IR On). YES

9. Cameras minimum resolution shall be 700 TV Lines. WITH IP CAMERAS, THEY ARE NOT IDENTIFIED WITH TV LINES. THEY ARE MEASURED IN MEGAPIXELS. OURS ARE 2.

10. Cameras dimensions shall be no larger than 2.8" (7cm) high x 3.3" (8.5cm) base

Diameter. Ours is Base 4 ¼, Height 3 1/4

11. Cameras shall include an audio microphone YES
12. Cameras shall support 3D gimbal functionality in order to square up an image. THE CAMERAS CAN BE ADJUSTED FOR BETTER VIEWS. THE BEST WAY TO ACHIEVE THIS IS BY THE KIND OF LENSE THAT YOU USE.
13. Cameras shall have option to be ordered in 2.8mm, 4.0mm, 6.0mm, and 8.0mm sizes. YES. WE EVEN HAVE MORE OPTIONS AND WILL ALLOW YOU TO PICK THE PROPER ONES BEFORE THE SYSTEM IS ORDERED
14. Cameras shall utilize Sony Effio Super HAD II 1/3" CCD (Charge Coupled Device) imaging sensor and Sony DSP (digital signal processor). YES
15. Cameras must be IP 65 compliant. YES
16. Cameras housing shall consists of no vents thus making the cameras resistant to water spray. YES
17. Cameras shall operate at the following temperature range: -40° F to +158° F (-40°C to +70°C)YES
18. Cameras shall be tamper proof once installed. THEY ARE TAMPER RESISTANT. WE HAVE HAD SOME INSTALATIONS THAT THERE IS GUM PUT OVER THE LENSE OR SOMEBODY USES MAGIC MARKER TO COVER UP LENSE. DOES THIS MAKE IT TAMPER RESISTANT?
19. Cameras shall have a 5 year warranty. YES

L. Interior IP Camera (Quantity: 1)

1. Camera must have capability of mounting flush to header, front bulkhead or ceiling of the school bus. . OUR CAMERAS HAVE A FISHEYE VIEW. YOU CAN SEE IN BETWEEN ALL OF THE SEATS. YOU CAN ZOOM IN ON THE SEATS WITH THE VIDEO PLAYING
ES
2. Camera must be positioned to correctly aim and capture the rear seat of a 78 passenger bus when mounted to the front bulkhead. OUR CAMERAS HAVE A FISHEYE VIEW. YOU CAN SEE IN BETWEEN ALL OF THE SEATS. YOU CAN ZOOM IN ON THE SEATS WITH THE VIDEO PLAYING
3. Camera must have lens windshield manufactured from optically clear material. material OUR CAMERAS ARE MANUFACTURED WITH THE SAME MATERIAL THAT ALL OTHER CAMERAS ARE MADE.
4. Camera must be housed in an enclosure fabricated of metal. YES ALUMINUM ALLOY

5. Camera must possess interchangeable lenses; capability to be changed in field. YOU DO NOT NEED TO HAVE INTERCHANGEABLE LENSES. BEFORE WE START THE INSTALATION, WE WILL GIVE YOU CHOICES TO SIGN OFF THE VIEWS YOU GET AND YOU CAN PICK THE APPROPRIATE LENSE.

6. Camera must possess 720p (1280 x 1080) resolution up to 30 frames per second. OURS POSSESS 1080 SINCE THEY ARE IP CAMERAS

7. Camera must compress video using H.264 compression YES

8. Camera must have 24 IR LEDs with capability to turn on/off in varying light conditions. . OUR CAMERAS HAVE 16 IR LED'S. WE HAVE USED THIS ON ALL OF OUR INSTALATIONS AND THEY HAVE BEEN WORKING FINE

9. Camera shall be compliant with ONVIF Profile S, V2.4. YES

10. Camera sensitivity shall be 0.1LUX/F1.2 (no IR), 0.0 LUX (IR On). YES

11. Camera dimensions shall be no larger than 2.8" (7cm) high x 3.3" (8.5cm) base diameter. Ours is Base 4 1/4, Height 3 1/4

12. Camera shall include an audio microphone. YES

13. Camera shall support 3D gimbal functionality in order to square up an image THE CAMERAS CAN BE ADJUSTED FOR BETTER VIEWS. THE BEST WAY TO ACHIEVE THIS IS BY THE KIND OF LENSE THAT YOU USE.

14. Camera shall have option to be ordered in 2.8mm, 4.0mm, 6.0mm, and 8.0mm sizes. YES. WE EVEN HAVE MORE OPTIONS AND WILL ALLOW YOU TO PICK THE PROPER ONES BEFORE THE SYSTEM IS ORDERED

15. Camera shall utilize Sony IMX238 1/3" CMOS sensor. YES

16. Camera must support 12V Power over EthernetYES. IT IS BUILT INTO THE NVR

17. Camera must have a RJ45 connector enabling wiring with industry standard CAT 5e cable (proprietary connectors are not acceptableWE USE AVIATION CABLE

18. CAT 5 cables with industry standard RJ45 jacks must be available in the following sizes: 15', 30', 45', and 60' with strain resistant connectors.YES WE CAN GET ANY LENGTH

19. Camera must be IP 65 compliantYES

20. Camera housing shall consists of no vents thus making the cameras resistant to water spray. YES

21. Camera shall operate at the following temperature range: -40° F to +158° F (-40°C to +70°C). YES

22. Camera shall be tamper proof once installed. THEY ARE TAMPER RESISTANT. WE HAVE HAD SOME INSTALATIONS THAT THERE IS GUM PUT OVER THE LENSE OR SOMEBODY USES MAGIC MARKER TO COVER UP LENSE. DOES THIS MAKE IT TAMPER RESISTANT?

23. Camera shall have a 5 year warranty YES

**M. Interior Analog High
Definition Camera: WE ARE
NOT OFFERING ANALOG
HIGH DEFINITION
CAMERAS. OUR'S ARE
UPGRADED TO IP DIGITAL.
PLEASE SEE ABOVE
ANSWERS. IF WE WERE TO
USE ANALOG HIGH
DEFINITION, EVERYTHING
BELOW WOULD BE A YES.**

1. Camera must have capability of mounting flush to header, front bulkhead or ceiling of the school bus. .
2. Camera must be positioned to correctly aim and capture the rear seat of a 78 passenger bus when mounted to the front bulkhead.
3. Camera must have lens windshield manufactured from optically clear material
4. Camera must be housed in an enclosure fabricated of metal
5. Camera must possess interchangeable lenses; capability to be changed in field
6. Camera must possess 1080p (1280 x 1080) resolution up to 30 frames per second
7. Camera must compress video and audio in high definition analog format.
8. Camera must have 24 IR LEDs with capability to turn on/off in varying light conditions

9. Camera sensitivity shall be 0.001LUX/F1.2 (no IR), 0.0 LUX (IR On)
11. Camera dimensions shall be no larger than 2.8" (7cm) high x 3.3" (8.5cm) base diameter
12. Camera shall include an audio microphone.
13. Camera shall support 3D gimbal functionality in order to square up an image
14. Camera shall have option to be ordered in 2.8mm, 4.0mm, 6.0mm, and 8.0mm sizes.
15. Camera shall utilize Sony EXMOR IMX225 1/3" CMOS sensor
16. Camera must support Nextchip NVP2431H video processor
17. Camera must be IP 65 compliant
18. Camera housing shall consists of no vents thus making the cameras resistant to water spray
19. Camera shall operate at the following temperature range: -40° F to +158° F (-40°C to +70°C).
20. Camera shall be tamper proof once installed.
21. Camera shall have a 5 year warranty

N. Digital Video Recorder

1. Must record minimum of four analog video/audio channels and 1 IP video/audio channel. OUR NVR IS REORDING UP TO 8 CHANNELS IP
2. Must have GPS recording capability in addition to 5 separate video/audio channels. THE GPS DOES NOT USE A VIDEO CHANNEL
3. Must not cannibalize one of the video channels to record any GPS data. IT DOES NOT
4. Must record minimum of five audio channels; one with each video channel. YES
5. IP channel must be compliant with ONVIF Profile S, V2.4. YES. ALL CHANNELS ARE IP
6. Analog High Definition channels must be analog high definition signal up to 1080p. ALL CHANNELS ARE IP WITH 1080

7. Must support Sony 960H wide video standard YES
8. Must use H.264 video compression technology on analog channels. YES
9. Must support analog video resolution D1 (720 x 480), HD1 (704 x 240), and CIF (352 x 240) Yes
10. Must support up to 4 analog High Definition channels up to 1080p (1280 x 1080) ALL CHANNELS ARE IP WITH 1080P
11. Shall have capability to connect analog cameras and analog high definition channels in groups of two up to a max of 2 groups of two for a total of 4 channels. SINCE ALL CHANNELS ARE IP, THIS IS NOT NECESSARY
12. Must be solid state without any spinning hard drive. YES
13. Must support download of video and/or video of marked events to a USB memory stick that can be inserted into a DVR. YES
14. Must accommodate two (2) SD Cards. WE ARE USING A HDD SO YOU CAN HAVE MORE STORAGE
15. Must allow recording up to 4 analog cameras simultaneously at 120 frames per second at D1 resolution, best quality.

Ours is 30 FPS, 120 total if 4 channels

16. Must support recording frame rates for analog cameras from 1 to 30 fps in 1 frame per second increments and also independently set the frame rate on each video channel independently. YES
17. Must provide adjustable frame rate, resolution and video quality setting for each analog camera independently. YES FOR EACH IP CAMERA
18. Must support at least seven (7) video quality settings for each analog camera We have 8
19. Must support daylight savings time and automatically change time on the appropriate day. Yes
20. Must be capable of operating up to ambient temperature range: -40°C (-40°F) to 60°C (+140°F) YES
21. Must record to solid state Secure Digital High Capacity (SDXC) card capacities up to

128 GB. WE USE A SOLID STATE HDD

22. Must record to solid state Secure Digital High Capacity (SDHC) card capacities up to

32 GB. WE USE A SOLID STATE HDD

23. SD Cards must be industrial rated with an operating temperature of -40°C (-40°F) to

60°C (+140°F) and not consumer grade SD cards. WE USE A SOLID STATE HDD

24. Must allow for solid state cards to interface with a PC directly (no docking station) or via a SD card reader with a USB 2.0 interface. WE USE A SOLID STATE HDD

25. Must not contain a fan. NO FAN

26. Must provide a high quality full resolution image that can be stored on the SD card while a lower resolution image is streamed over the optional cellular connection (dual streaming). YES FOR OUR STORAGE DEVICE

27. Must have a keyed electrical interlock. YES

28. Must be small and light for easy mounting.

29. Dimensions must not exceed: 6.5" x 6.8" x 2.5" without cable cover and 11.3" x

6.8" x 2.5" with optional cable cover. OUR SYSTEM IS LARGER BECAUSE IT USES A HDD STORAGE DEVICE.

30. Must operate on standard 12V and have range of 8 to 32 volts. YES

31. Must have max weight of 2.4 lbs and capable of vertical or horizontal installation., 910 32. Must begin recording upon activation of 12V trigger. YES

33. Must have option to include a G Sensor. IT IS BUILT IN\

34. Must be designed for rugged mobile environment, shock and vibration tested, as well as tested under MIL-STD 810G (Trucks on Highways). YES

35. Must be configurable to overwrite ate or power off when storage is full. YES

36. Must be capable of recording and playing back video when connected to a NTSC monitor. YES

37. Must have Auto-Record Schedule capability and programmable on/off up to three times over a 24 hour period. We can do this, but don't understand why
38. Must have video quality adjustment on each camera independently (analog and IP). YES
39. Must have capability to record for p to 23 hours, 59 minutes and 59 seconds after school bus has been powered off. YES
40. Must include capability to record up to eight event triggers that can be analyzed once played back. YES
41. Must include two (2) output triggers. YES
42. Must have capability to connect to a driver alarm push button switch. YES
43. Must have motion detection capability. YES THROUGH CAMERA
44. Must have a boot time of 60 seconds max. YES
45. Must have minimum 3 year warranty. OUR WARRANTY IS FIVE YEARS FOR BOTH CAMERAS AND RECORDER
46. SD Card must have minimum 3 year warranty. THE HDD IS ONLY FOR ONE YEAR.
47. Must be based on an embedded operating system with the ability to upgrade software in the field without returning to manufacturer. YES
48. Must have built-in real time clock YES
49. SD Card video must be viewable/playable using a Windows Vista, Windows 7, Windows 8, or Windows 10 equipped computer. WE USE A HDD AND IT PLAYS ON ALL VERSIONS
50. When equipped with GPS must automatically update the digital video recorders real time clock. YES
51. Must pass ISO 7637-2, Road Vehicles – Electrical disturbances from conduction and coupling – Part 2: Electrical transient conduction along supply lines only. YES
52. Must include options for cellular and Wifi data transmission. YES
53. Must cooperate with a driver alert button which at minimum contains a power LED and record LED. YES

54. Must be designed to secure SD card removal and changing of configuration without need for a lockbox. YES
55. Must include a key lock mechanism that will allow access to SD card when unlocked and simultaneously stop recording to the SD card. YES
56. Must come with 4 pin molex connectors OUR CAMERA CABLES ARE AVIATIO
57. Must include 15' power cable and multi-conductor sensor cable. YES

O. Viewing Software

1. Must incorporate capabilities as found in the G4 Viewer or equivalent. IS EQUIVALENT OR BETTER
2. Must be included in proposal at no extra charge to LPSS. Yes
3. Must be capable of playback up to five channels of analog, analog high definition and IP channels simultaneously. YES ALL IP
4. Must display School Bus ID, time, date, event triggers, GPS information and speed. Yes
5. Must display video file time, date, School Bus ID, and number of alarms. Yes
6. Must have capability to save portions of video file into a clip specified by the owner/user. Yes
7. Must provide means by which to fast forward, rewind, pause, and play all video file. Yes
8. Must have ability to capture still images at any point in the video as specified by owner/user; capability to be saved as a JPEG or BMP. Yes
9. Must operate on Windows operating system (Vista, 7, 8, 10, Pro, and etc.). Yes
10. Must provide a map view which displays location of vehicle using Google Maps when video is playing. Yes
11. Must support blurring of selective areas of the image. Yes
12. Must allow user to dynamically move the blur area to track a moving target in the field of view on the school bus. WE CAN MODIFY SOFTWARE TO ACHIEVE THIS.
13. Must allow the user to dynamically move clear area to track a moving target in the field of view while the rest of the field is blurred. WE CAN MODIFY SOFTWARE TO ACHIEVE THIS

14. Blurred video must be savable and/or downloadable to an AVI or mini player format which will be a light version of a viewer. Blurred content must be permanently burnt into video. WE CAN MODIFY SOFTWARE TO ACHIEVE THIS.

15. Must include sufficient viewing software which can be installed on several LPSB computers at no additional charge. Yes

16. Must be password protected before software launching for up to six (6) users. Yes

P. Additional Requirements

1. Must be a minimum of 4 cameras, 1 being an IP camera and 3 others analog.

Cameras are to have sufficient view to ensure coverage of inside of school bus

(minimal blind spots). OURS ARE ALL IP. WE ARE USING AN 8 CHANNEL SYSTEM SO WE CAN SUPPORT THE 5 CAMERAS YOU ARE REQUESTING.

2. System must be expandable to 5 cameras. Ours is 8

3. System must contain driver "panic" button to timestamp any incident. Yes

4. GPS System is not required; however, system shall be GPS capable if needed at a later date. Yes built in

5. Installation charge shall be provided as one-time fee, regardless if all school buses are available for initial install.

6. Maintenance and parts must be reliable. Yes

7. System must be repaired within 2-3 days of reported failure. WE ARE PLANNING ON PARTNERING WITH A LOCAL PERSON THAT YOU USE FOR YOUR RADIOS ETC. WE WILL TRAIN. ALSO, WE WILL GIVE YOU SPARES SO THEY CAN BE CHANGED OUT IN CASE THERE IS AN ISSUE SO YOU ARE NOT WITHOUT RECORDERS

8. Maintenance personnel shall be located within 1 day driving time of LPSS Central

Office / School Bus Shop. SEE ABOVE ANSWER

9. Proposal shall include 10% extra memory cards over the number of

DVRs. YES WE WILL SUPPLY HDD

10. Proposal shall include scheduled maintenance program of all systems. Maintenance cost shall be stated as cost for Year 1 and the reoccurring cost for optional Years 2 and 3. Optional renewal will be mutual agreement of awarded proposer and LPSB.
11. School Buses are to be inspected by LPSB shop personnel after installation of awarded proposer. Any findings from the inspection following the installation of the camera systems are to be corrected by the awarded proposer at no additional cost to LPSB.
12. Installation is expected to be complete within two months of receipt of a purchase order from LPSB.
13. Installation of camera systems may take place at four satellite locations within our school district depending on location of school bus and timeframe in which installation is scheduled to be performed.
14. Awarded proposer will not be required to uninstall any current cameras on school buses; LPSB will uninstall these cameras prior to installation of new camera system.



Wi-Fi MANAGEMENT

Management of video can be very time consuming. In the conventional method, a storage device is removed from a vehicle that has had a video incident. A person then has to review the incident, and copy it and then give to the appropriate individuals to decide on a disciplinary action. The storage device then has to be put back into the vehicle.

Our new management tool can be operated from your local computer.

The management of the video can be handled in two ways through the Wi-Fi infrastructure.

1. The days video can be automatically downloaded onto a server at the end of the run .
2. The incident can also be viewed thru the Wi-Fi connection on the bus. It can then be recorded onto a server for anyone, like a principal, and it can view the incident at anytime.

The savings on manpower can be astronomical.



SYSTEM SPECIFICATIONS

CAMERAS

- Digital Fish Eye Lens
 - * Ability to view in between high back seats for entire bus
 - * Ability to zoom in video, not still shots
- Stand alone microphones can be easily placed anywhere on vehicle
- Low light viewing
 - * 1/2.7 " CMOS
 - * Resolution 1920 x 1080 pixels (not TV lines)
- Placement of cameras to be determined by you before installation



SYSTEM REQUIREMENTS

- 5 Channel video and audio
- Panic button for marking events
- Built in G Sensor (accelerometer) for monitoring driver behavior
- Daylight Savings Time
- Continues recording from 5 minutes to 24 hours after bus is shut down
- 30 fps recording
- firmware upgrades included at no charge
- 8 I/O inputs
- LED status board
- *** Built in Wi-Fi**
- *** Built in 4G**

ELECTRICAL REQUIREMENTS

- DC 8-36 volts @12 watts

*** These features are built in. It would be too difficult to add at a later time.**



VIDEO RETREIVAL

- H 26 format (.mp4) and can be converted to AVI format
- HDD can be connected directly to computer
- Video is watermarked
- Encrypted File management
- Adjustable image quality, resolution & bitrates
- Can download on USB flash drive
- Video data can be stored and copied on external devices
- Uses password
- Includes GPS map overlay played back beside video
- Video overlay of date, time bus number, speed
- *Recorder and cameras are totally digital
- *IT IS NOT A HYBRID
- *Capable of Wi-Fi download

WARRANTY

- 5 Year Warranty

TRAINING & TECHNICAL SUPPORT

- Available during normal working hours

*indicates:

BETTER QUALITY THAN YOU EXISTING REQUIREMENT



INSTALLATION/SUPPORT

We have a professional team that we oversee for installation.

We also want to train your local people, such as a radio supplier, to trouble shoot on a regular basis.

After installation is complete, we will spend time training your people on how to retrieve and save video.

As firmware is upgraded, it will become available at no charge.

Before we begin installation, we will allow you to pick the placement of the cameras so you can achieve the most desirable views.



REFERENCES

Krise Transportation
1325 Scotland Avenue
Punxsutawney, PA 15767
724-388-9524
Kelly Wood

All Aboard - Hotard
2838 Touro Street
New Orleans, LA 70122
903-328-0068
Ralph Williams

Community Bus Services
1415 Gibson Street
Youngstown, OH 44502
330-369-6060
Randy Baltes

Central Dauphin SD
714 Rutherford Road
Harrisburg, PA 17109
717-541-0680
Jay Omslear

Lower Dauphin SD
291 E. Main Street
Hummelstown, PA 17036
717-566-5300
Scott Downey



PRICE QUOTATION

OUR PRICE INCLUDES THE FOLLOWING:

- Digital 8 Channel NVR recorder
- 5 IP cameras. (You will have the ability to choose which lenses you want to meet your requirement.)
- All cabling
- Accelerometer
- Wi-Fi capable
- 4G capable
- Microphones
- 2TB HDD
- GPS
- Panic Button/LED status
- Installation

First year maintenance - if the issue cannot be resolved with a phone consultation. We would send the local person we are going to contract with to fix the issue.

Extras Included:

20 extra HDD's
5 extra NVR's
5 extra cameras

UNIT COST: \$2,120.00

Year two and three maintenance: \$50.00 per system

A handwritten signature in black ink, appearing to be "Q 743" followed by a long horizontal stroke.

PO Box 640, Indiana, PA 15701
Phone: (724) 357-9709 Fax: (724) 357-9661

DEBARMENT CERTIFICATION

- (1) The prospective primary participant certifies to the best of its knowledge and belief that it and its principals:
- (a) Are not presently debarred, suspended, proposed for disbarment, declared ineligible, or voluntarily excluded from covered transactions by any Federal department or agency;
 - (b) Have not within a three-year period preceding this application been convicted of or had a civil judgment rendered against them for commission of fraud or a criminal offense in connection with obtaining, attempting to obtain, or performing a public (Federal, State, or local) transaction or contract under a public transaction; violation of Federal or State antitrust statutes or commission of embezzlement, theft, forgery, bribery, falsification or destruction of records, making false statements, or receiving stolen property;
 - (c) Are not presently indicted for or otherwise criminally or civilly charged by a governmental entity (Federal, State, or local) with commission of any of the offenses enumerated in paragraph (1)(b) of this certification; and
 - (d) Have not within a three-year period preceding this application had one or more public transactions (Federal, State, or local) terminated for cause or default.
- (2) Where the prospective primary participant is unable to certify to any of the statements in this certification, such prospective primary participant shall attach an explanation to this proposal.

Business Name Zen-tinel, Inc Date 7-10-17

By LARRY VAUGHAN Signature of Authorized Representative
Name and Title of Authorized Representative

Envelope containing proposal should be marked on the outside "RFP #29-18, Internal Bus Cameras due July 11, 2017 at 11:00 a.m. CST"


The proposer acknowledges receipt of addendum:

No.1 DATED NO DATE No.2 DATED 6/28/17 No.3 DATED 6/30/17

No.4 DATED _____ No.5 DATED _____ No.6 DATED _____

**** Debarment Certification Form must be signed and included with Proposal in addition to this page****

Zen-tinel, INC
Name of Firm


Signature of Proposer

650 SOUTH 13TH STREET
INDIANA, PA 15701
Address

LARRY VAUGHN
Typed Name of Proposer

724-357-9709
Telephone Number

lvaughn@zen-tinel.com
Email Address



CERTIFICATE OF LIABILITY INSURANCE

ZENTI-1

OP ID: RK

DATE (MM/DD/YYYY)

07/10/2017

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an **ADDITIONAL INSURED**, the policy(ies) must be endorsed. If **SUBROGATION IS WAIVED**, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER
S&T-Evergreen Insurance, LLC
196 Industrial Park
PO Box 505
Ebensburg, PA 15931
Melissa Baird Kittelmann

CONTACT NAME: **Melissa Baird Kittelmann**PHONE (A/C, No, Ext): **814-472-7961**FAX (A/C, No): **814-472-7020**E-MAIL ADDRESS: **melissa.kittelmann@st-evergreen**

INSURED
Zen-Tinel Inc
Larry Vaughn
P.O. Box 640
Indiana, PA 15701

INSURER(S) AFFORDING COVERAGE

NAIC #

INSURER A: **Firemen's Ins Co of Wash DC****21784**

INSURER B:

INSURER C:

INSURER D:

INSURER E:

INSURER F:

COVERAGES

CERTIFICATE NUMBER:

REVISION NUMBER:

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL SUBR INSD WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY					
	<input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR		CPA425319544	03/01/2017	03/01/2018	EACH OCCURRENCE \$ 1,000,000
						DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 500,000
						MED EXP (Any one person) \$ 10,000
						PERSONAL & ADV INJURY \$ Excluded
						GENERAL AGGREGATE \$ 2,000,000
						PRODUCTS - COMP/OP AGG \$ 2,000,000
						\$
A	<input checked="" type="checkbox"/> AUTOMOBILE LIABILITY					
	<input type="checkbox"/> ANY AUTO		CPA425319544	03/01/2017	03/01/2018	COMBINED SINGLE LIMIT (Ea accident) \$ 1,000,000
	<input type="checkbox"/> ALL OWNED AUTOS	<input type="checkbox"/> SCHEDULED AUTOS				BODILY INJURY (Per person) \$
	<input type="checkbox"/> HIRED AUTOS	<input type="checkbox"/> NON-OWNED AUTOS				BODILY INJURY (Per accident) \$
						PROPERTY DAMAGE (Per accident) \$
						\$
A	<input checked="" type="checkbox"/> UMBRELLA LIAB	<input checked="" type="checkbox"/> OCCUR				
	<input type="checkbox"/> EXCESS LIAB	<input type="checkbox"/> CLAIMS-MADE	CPA425319544	03/01/2017	03/01/2018	EACH OCCURRENCE \$ 1,000,000
	<input type="checkbox"/> DED <input checked="" type="checkbox"/> RETENTION \$ 0					AGGREGATE \$ 1,000,000
						\$
	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY					
	ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH)	Y/N				PER STATUTE
	If yes, describe under DESCRIPTION OF OPERATIONS below	N/A				OTH-ER
						E.L. EACH ACCIDENT \$
						E.L. DISEASE - EA EMPLOYEE \$
						E.L. DISEASE - POLICY LIMIT \$

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

CERTIFICATE HOLDER

CANCELLATION

Lafayette Parish School Board
Purchasing Department
Attn: Mr Lee Francis
113 Chaplin Drive
Lafayette, LA 70508

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE

Rhonda Kewer



VIDEO CLIP

We have enclosed a CD for you to view a sample video.

We believe with the new digital technology, you will be duly impressed.

Falcon 360

zen tinclTM
Mobile Surveillance & Management Systems

Amazing Clarity & Coverage

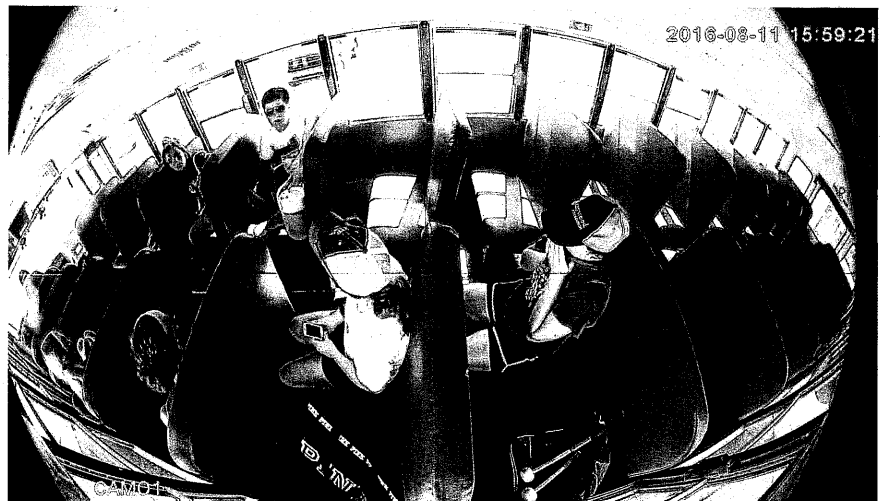
The Falcon 360 records high-quality digital video. Each lens gives 5 views for 360 degree coverage. See between high-back seats with unique zoom and play capability.

The advanced surveillance used in buildings is now available for mobile applications. The Falcon 360 offers the quickest downloads, best coverage and highest quality video.



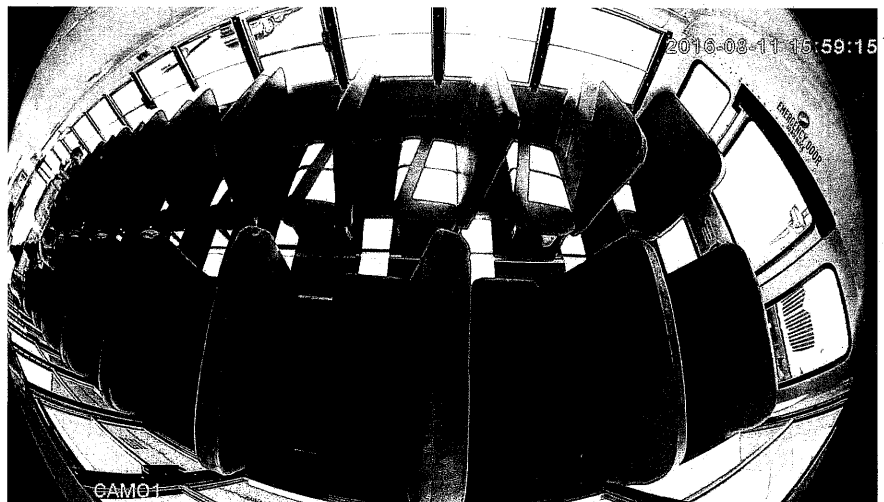
Features

- Fisheye lens for enhanced coverage
- Audio
- H.264 Compression
- ID overlay
- Hard Drive storage



Add Ons

- Download via Wi-Fi or 4G device
 - 8 hour video can download in 30 minutes
- GPS with map overlay
- Event download
- 3 year warranty



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1-800-357-9709
www.zen-tinel.com

Falcon 360

1080p HDD MNVR

zen tinclTM
Mobile Surveillance & Management Systems

4 or 8 Channel Mobile Network Video Recorder

1. Supports REAL TIME 1080P recording on every channel, H.26 format (.mp4) & it can be converted to .avi format
2. Standard H.264 video compression
3. Supports dual stream network transmission
4. Supports Pentaplex operation: preview, record, playback, backup & network transmission
5. 2.5 inch SSD/HDD - max 2 TB
6. Supports alarm pre-recording & motion detection
7. Supports real-time remote viewing through 3G/4G/WIFI
8. Provides a WIFI "Hot Spot" in/around the vehicle that you can provide to your customers/clients
9. GPS information embedded in screen
10. Supports "Geo-Fencing" electronic fence and historical track playback
11. Resolution: 1920 x 1080
12. Digital zoom capabilities when previewing the video
13. Password protection function
14. Supports transmitting audio via network
15. Supports backup and upgrade
16. Stable aluminum alloy structure with shock absorber
17. Includes CMS Software & NVR Player Video Viewer w/ Zoom Functionality
18. Includes ability to download to server via WI-FI
19. Video is watermarked
20. Can be connected to a "Panic Button" or any I/O device
21. Adjustable "File Size" from 5-60 Minutes
22. Linux Embedded Operating System with Graphical User Interface (GUI)
23. Encrypted File Management
24. Audio provided on all channels & each channel can be isolated
25. Adjustable image quality, resolution & bitrate



26. 8 I/O inputs
27. RS232 & RS485 ports
28. Built in G-Sensor (accelerometer)
29. Built in intercom
30. Operates using CANBUS
31. DC 8-36 volts @ 12 watts
32. Built in clock & timer
33. Size: 9 ½ in x 7 ½ in x 2 ¾ in
34. 6 ½ lbs with hard drive
35. Operating temperatures: -45°F to 135°F
36. Is able to monitor the entire vehicle operating system using the option "Vehicle Reader," including historical reports
37. Optional remote start and shutdown (keyless) via the network through OBD 2 port
38. Remote "overspeed" alarm & monitoring that gives a historical report of the driver
39. Automatic shutdown can be configured from 5 minutes to 24 hours after vehicle is shut down

Warranty: 3 years hardware; 1 year storage device

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