

Access Control Upgrade – Proposal Resolution Worksheet

Date: August 21, 2024

Suggested Motion:

“I move to approve option _____ Johnson Control Touchless Access Control Upgrade.”

2nd:

Vote:

	In Favor	Opposed	Abstained	Absent
Scott Buchanan				
Dave Bush				
Robin Davis				
Jeff Lisanick				
Amanda Mullan				
Scott Mulrooney				
Mike Rothenberg				
Jim Wicker				



Touchless Access Proposal for ParkFairfax Condominiums

3360 Gunston Rd
Alexandria, VA 22302
05/22/2023



This Johnson Controls Security Solutions LLC Proposal (the “Proposal”) contains Johnson Controls proprietary and business confidential information and may not be shared with third parties without the prior written consent of Johnson Controls. Johnson Controls’ provision of the equipment, systems, and/or services described in this Proposal is expressly conditioned upon Company’s acceptance of the terms and conditions of the standard Johnson Controls Security Solutions “AGREEMENT” COMMERCIAL TERMS AND CONDITIONS. The system design and specified equipment are subject to final approval by your local fire department or other authority having jurisdiction. This Proposal is valid for a period of thirty (30) days from the above date and any deletions or additions to this Proposal may result in changes to the pricing and/or terms and conditions.

Inquiries regarding this proposal may be directed to:

William Plunkett
Johnson Controls Security Solutions
Cell Phone #: (703) 344-5302
Email: william.edward.plunkett@jci.com



Parkfairfax Condominiums
3360 Gunston Rd
Alexandria, VA 22302
Estimate Name: Parkfairfax - OP - 5/23

DATE 02/09/2024

Dear Francisco Foschi:

Thank you for allowing Johnson Controls Security Solutions LLC (Johnson Controls) the opportunity to provide Parkfairfax Condominiums with our proposal for Touchless Access.

As an industry leader, Johnson Controls' desire is to bring experience, industry insight and value to our customers by providing solutions that deliver lasting results while help keeping risk to a minimum. Your business is our business and helping to reduce your losses while improving operations means Johnson Controls is consistently evaluating your issues and needs.

Johnson Controls provides integrated security solutions to businesses like yours throughout the world. In North America, Johnson Controls maintains over 200 full-service brick and mortar offices, staffed by more than 10,000 company-trained employees, including over 3,700 service personnel. With unparalleled presence across the U.S., Johnson Controls service and installation teams are specially trained and focused on our technology offerings.

We are proud of our history, financial strength and depth and breadth of services we offer and I look forward to discussing our proposal with you and showing you why Johnson Controls is the premier leader in the electronic security industry.

I offer you my personal commitment to help ensure Johnson Controls meets your business needs.

Sincerely,

William Plunkett
Commercial Business Solutions

**JOHNSON CONTROLS SECURITY SOLUTIONS CONFIDENTIAL AND PROPRIETARY BUSINESS
INFORMATION**



SCOPE OF WORK

This proposal presented by Johnson Controls is being provided at the request of Parkfairfax Condominiums to successfully meet the specifications of the Access Project at the 3360 Gunston Rd, Alexandria, VA 22302 location.

We propose to install and maintain an Access system which will consist of the following:

1. System Operation: A new **Touchless Access** system will be installed at each pool and the fitness center. 1,500 mobile credentials will be provided (more available upon request).

Scope of Work

Location: Pool A - 1117 Martha Custis Drive

The existing panel & (3) existing readers will be replaced with new Panel & Readers, existing network, power, locks and wires will be reused.

Location: Pool B - 3715 Lyons Lane

The existing panel & (2) existing readers will be replaced with new Bluetooth capable Panel & Readers, existing network, power, locks and wires will be reused.

Location: Pool C - 3314 Coryell Lane

The existing panel & existing reader will be replaced with new Bluetooth capable Panel & Reader, existing network, power, locks and wires will be reused.

Location: Fitness Center - 1409 & 1411 Martha Custis Drive

The existing panel & existing reader will be replaced with new Bluetooth capable Panel & Reader, existing network, power, locks and wires will be reused.

This system will be protected by JCI's **EXPERT** maintenance plan including:

- All parts & Labor to maintain the system.
- Proactive Battery Replacements.
- All OpenPath Subscriptions

2. Existing Equipment: JCI will dispose of old boards and readers.
3. Training Expectations: Customer to be trained on how to deploy and use mobile credentials.

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4. General Comments: No Permit Required.
Customer to deploy Upload database.

BILL OF MATERIALS

QTY	DESCRIPTION
1	OpenPath Hosted Access Service PROVIDED
1	Datasource Access PROVIDED
1	Expert Maintenance PROVIDED
1	Proactive Battery Change PROVIDED
32	Regular Labor
7	Standard Smart Reader V2 in black
4	CORE SERIES 4 PORT 12/24V SMART HUB, 4 ENTRY +2 CAPACITY POWER SUPPLY: OP-ECL1-PS, OP-ECL-C4, OP-ECL
4	Backup Battery
1	Programming
1	Training Customer
1	Removing existing panels & readers
1	Miscellaneous Hardware

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INFORMATION



Parkfairfax Condominiums
3360 Gunston Rd
Alexandria, VA 22302
Estimate Name: Parkfairfax - OP - 5/23

Current Monthly Payment Including Preferred Services: \$ 533.00/month

PAYMENT OPTIONS

Security-as-a-Service – Option 1

Provides ownership and eligible for a FREE Technology Refresh after (60) months.

Installation Investment Package: \$ 0.00
Total Monthly Payment Including Preferred Services: \$ 800.00/month

Security-as-a-Service – Option 2

Provides ownership and eligible for a FREE Technology Refresh after (60) months.

Installation Investment Package: \$ 10,000.00
Total Monthly Payment Including Preferred Services: \$ 550.00/month

Outright Sale – Option 2

Provides your business with ownership of the electronic security equipment upon purchase.

Installation Investment Package: \$ 17,000.00
Total Monthly Payment Including Preferred Services: \$ 425.00/month

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SCOPE OF WORK – VIDEO READERS

This proposal presented by Johnson Controls is being provided at the request of Parkfairfax Condominiums to successfully meet the specifications of the Access Project at the 3360 Gunston Rd, Alexandria, VA 22302 location.

We propose to install and maintain an Access system which will consist of the following:

5. System Operation: A new **Touchless Access** system with **Video Readers** will be installed at each pool and the fitness center. 1,500 mobile credentials will be provided (more available upon request). The Video Readers will record to the cloud for 30-days (more available upon request).

Scope of Work

Location: Pool A - 1117 Martha Custis Drive

A new PoE Switch will be installed and new network wire will be run. The existing panel & (3) existing readers will be replaced with new Panel & Readers, existing network, power, locks and wires will be reused.

Location: Pool B - 3715 Lyons Lane

A new PoE Switch will be installed and new network wire will be run. The existing panel & (2) existing readers will be replaced with new Bluetooth capable Panel & Readers, existing network, power, locks and wires will be reused.

Location: Pool C - 3314 Coryell Lane

A new PoE Switch will be installed and new network wire will be run. The existing panel & existing reader will be replaced with new Bluetooth capable Panel & Reader, existing network, power, locks and wires will be reused.

Location: Fitness Center - 1409 & 1411 Martha Custis Drive

A new PoE Switch will be installed and new network wire will be run. The existing panel & existing reader will be replaced with new Bluetooth capable Panel & Reader, existing network, power, locks and wires will be reused.

This system will be protected by JCI's **EXPERT** maintenance plan including:

- All parts & Labor to maintain the system.
- Proactive Battery Replacements.

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- All OpenPath Subscriptions

6. Existing Equipment: JCI will dispose of old boards and readers.
7. Training Expectations: Customer to be trained on how to deploy and use mobile credentials.
8. General Comments: JCI will provide permits.
Customer to deploy Upload database.

BILL OF MATERIALS – VIDEO READERS

QTY	DESCRIPTION
1	OpenPath Hosted Access Service PROVIDED
1	Datasource Access PROVIDED
1	Expert Maintenance PROVIDED
1	Proactive Battery Change PROVIDED
32	Regular Labor
7	Video Reader Pro
2000	Network Cable
4	PoE Switch
4	CORE SERIES 4 PORT 12/24V SMART HUB, 4 ENTRY +2 CAPACITY POWER SUPPLY: OP-ECL1-PS, OP-ECL-C4, OP-ECL
4	Backup Battery
1	Programming
1	Training Customer
1	Removing existing panels & readers
1	Permit Fees
1	Miscellaneous Hardware

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Parkfairfax Condominiums
3360 Gunston Rd
Alexandria, VA 22302
Estimate Name: Parkfairfax - OP - 5/23

Current Monthly Payment Including Preferred Services: \$ 533.00/month

PAYMENT OPTIONS – VIDEO READERS

Security-as-a-Service – Option 1

Provides ownership and eligible for a FREE Technology Refresh after (60) months.

Installation Investment Package: \$ 0.00
Total Monthly Payment Including Preferred Services: \$ 1,200.00/month

Security-as-a-Service – Option 2

Provides ownership and eligible for a FREE Technology Refresh after (60) months.

Installation Investment Package: \$ 20,000.00
Total Monthly Payment Including Preferred Services: \$ 750.00/month

Outright Sale – Option 2

Provides your business with ownership of the electronic security equipment upon purchase.

Installation Investment Package: \$ 27,000.00
Total Monthly Payment Including Preferred Services: \$ 550.00/month

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INFORMATION**

Tailored Security Service Solutions

	Essential	Enhanced	Expert	Optimum
Access Control	Powered by OpenBlue			
Plan Coverage				
• Labor coverage		✓	✓	✓
• Material coverage			✓	✓
• Preventative Maintenance Inspections			Included	✓
• Proactive Battery Replacement				✓
Technology Health and Assessment				
• Technology Assessment at customer request				✓
• Annual Cyber Security Assessment				✓
Predictive Services				
• Health Monitoring				✓
Remote Technical Support				
• Remote Troubleshooting		✓	✓	✓
• 10 hours Professional Services Annually				✓
• Online learning			✓	✓
• 5 hours Training Annually				✓
Onsite SLA				
• First Available Onsite SLA	✓	✓	✓	✓
• End of Next Business Day Onsite SLA				✓
Pre-Onsite Visit Enhancement				
• Service status notifications	✓	✓	✓	✓
Customer Portal				
• Account information online	✓	✓	✓	✓
• Pay bill online	✓	✓	✓	✓
• Customer Portal Service Details			Included	✓
• Customer Portal Install Project Dashboard			Included	✓
• Customer Portal Service Request			Included	✓
Customer Support				
• Tier 1 agent technical support	✓	✓	✓	✓
• Optimum Agent support				✓

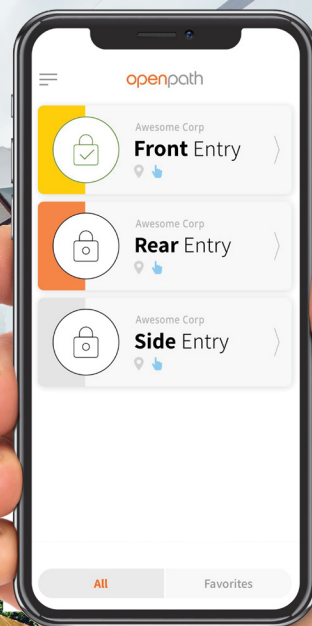
Level of service
 Included
 Optional add-on (not included in base price)
 NA

Enhanced services

- Credentialing Support
- Embedded Resources
- QBR Support & Performance Dashboards
- Software Support Agreement
- Install Base Tracking
- Professional Services (ESS, Commissioning, Programming, etc.)
- Premium Onsite SLA (Variable)

You just got upgraded

In an effort to continue delivering the latest and greatest in community amenities and modern conveniences, we are excited to announce a very important upgrade to the community access control system.



openpath

Openpath is an award-winning access control leader offering a best-in-class platform that elevates both security and convenience, making it an ideal way for residents to enjoy a frictionless experience while prioritizing safety.

Learn about the benefits of your new system:

Core Product Features

- ✔ **Wave to unlock.** The completely touchless system lets you unlock the door with a quick wave of your hand. You don't even need to take your phone out of your pocket or bag.
- ✔ **Mobile credentials.** Your smartphone is your key. Unlock the door via the mobile app for iOS, Android, or Apple watch.
- ✔ **End-to-end encryption.** Secure communication channels prevent key cloning and improve safety.
- ✔ **Remote unlock.** Unlock a door via the Openpath app anytime from anywhere.
- ✔ **Guest pass.** Send a temporary "key" to a visitor via text or email.
- ✔ **Supports keycards and fobs.** Openpath provides encrypted keycards and fobs, which work alongside the mobile credentials on the same system.
- ✔ **Enhanced security.** Enable two-factor authentication for an extra layer of security.

Video Reader Pro

The Openpath Video Reader Pro combines the heightened security of a built-in high resolution camera with the form factor of a mullion door reader. Automatically associate video footage with access events and visually monitor entries in the Openpath Control Center. The Video Reader Pro is a multi-technology reader that supports both low (125 kHz) and high (13.56 MHz) frequencies. The camera angle is adjustable during installation, ensuring optimal video footage.

Features

Fast & Reliable

Patented Triple Unlock with Bluetooth, WiFi and cellular data

Touchless Access

Supports hands-free Wave to Unlock, mobile or watch app, tablet, HF and LF keycards, fobs, and Cloud Key

Video at the door

Associate video with access events or alerts and visually monitor entries from the app or Control Center

Cloud Security

Encrypted end-to-end communication, strong public key cryptography

Interoperability

Easily integrates with physical on-premise systems and logical software systems

Simple Management

Software runs in the cloud, no need to set up or maintain local servers and software

Capacity Tracking

Track occupancy and enforce capacity limits with innovative BLE functionality

Monitoring

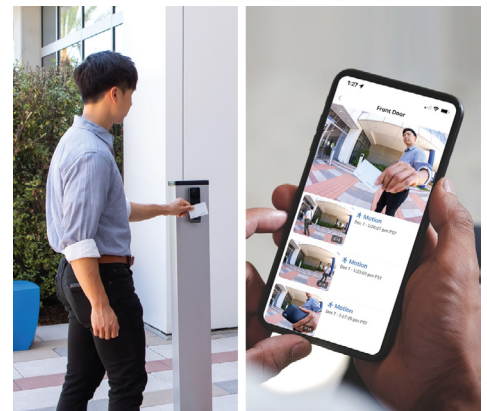
Built-in diagnostic and real-time troubleshooting insights

Reliability

Instant software upgrades ensure consistent, high-quality performance

Works Offline

Use Standalone Mode** and Wiegand wiring to connect to existing legacy systems, no Openpath subscription or Internet required



Choose your way in

