Access Control Upgrade – Proposal
Resolution Worksheet

Date: September 18, 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				
Caitlin Counihan				
Robin Davis				
Jeff Lisanick				
Amanda Mullan				
Scott Mulrooney				
Mike Rothenberg				
Jim Wicker				

Johnson Controls

Touchless Access Proposal
for
ParkFairfax Condominiums
3360 Gunston Rd
Alexandria, VA 22302
03/08/2024

Wave to unlock

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

Johnson Controls

DATE 03//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.

Location: Leasing Office Receptionist Wall
JCI Electrician will run new access wires to the Clubroom exterior door. JCI Tech will install a 4-door access panel with integrated PSU & battery-backup on the wall and connect to existing power and high-speed internet.

Location: Clubroom exterior door
JCI Locksmith will install a new handset, closer and electronic strike. JCI Tech will install a touchless reader and door contact.

Johnson Controls

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.
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**
40	**Regular Labor**
8	**Standard Smart Reader V2 in black**
500	**Network Cable**
250	**Access Cable**
1	**Door Contact**
5	**CORE SERIES 4 PORT 12/24V SMART HUB, 4 ENTRY +2 CAPACITY POWER SUPPLY: OP-ECL1-PS, OP-ECL-C4, OP-ECL**
5	**Backup Battery**
1	**JCI Locksmith to install electronic strike, handset & closer on Clubroom Door**
1	**JCI Electrician to run wire for clubroom door**
1	**Programming**
1	**Training Customer**
1	**Removing existing panels & readers**
1	**Miscellaneous Hardware**

JOHNSON CONTROLS SECURITY SOLUTIONS CONFIDENTIAL AND PROPRIETARY BUSINESS INFORMATION

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: **$ 1,100.00/month**

Security-as-a-Service – Option 2
Provides ownership and eligible for a FREE Technology Refresh after (60) months.

    Installation Investment Package: **$ 16,000.00**
    Total Monthly Payment Including Preferred Services: **$ 690.00/month**

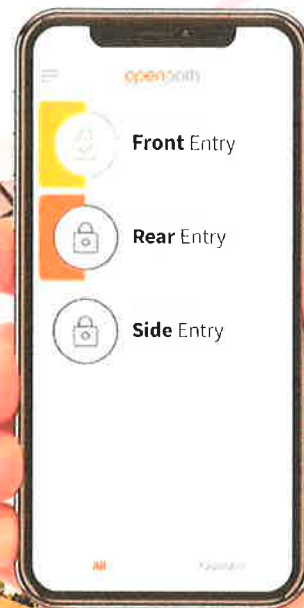**Outright Sale – Option 3**
Provides your business with ownership of the electronic security equipment upon purchase.

    Installation Investment Package: **$ 27,000.00**
    Total Monthly Payment Including Preferred Services: **$ 470.00/month**

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

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.

Front Entry

Rear Entry

Side Entry

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:
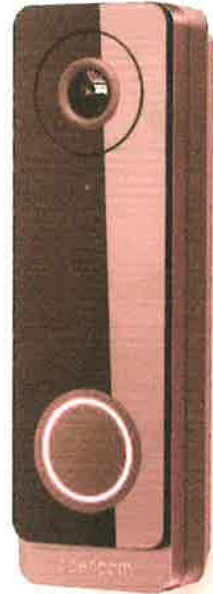
Core Product Features

- ☑ **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.

openpath.com

openpath

a Motorola Solutions Company

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
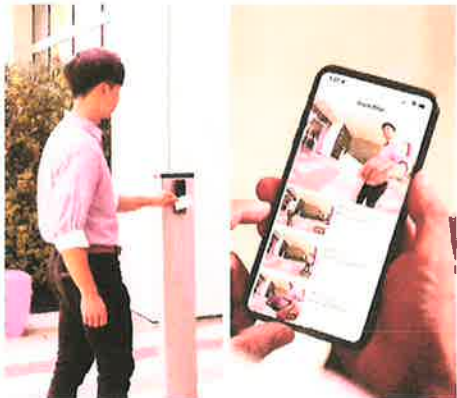
Monitoring
Built-in diagnostic and real-time troubleshooting insights

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