



**DCSD- Dekalb County High Schools**  
**Halo Systems**

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3630 Shallowford Rd NE  
Doraville, GA 30340

TIPS Contract Number 230105

**Proposal for**  
**DEKALB CO SCHOOL DISTRICT**  
**(GA)**

SWC of Atlanta  
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Suwanee, GA 30024

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*Proposal valid for 30 days.*

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# Scope

SWC is pleased to submit this proposal for the installation of 436 Halo 3C-PC environmental Sensors and the neXus smart campus solution with cloud storage. Successful completion of this project will provide Dekalb County School District with an integrated, comprehensive, and district-wide safety and security solution. SWC will design, deploy, configure, test, and train users on each of the following system components/applications:

## **IPVideo Halo Environmental Sensors:**

- Furnish and install 436 Halo 3C-PC device
- Provide and program all devices
- Connected facilities include: See section labeled “Connected Facilities”

## **neXus controllers and core software:**

- A dedicated cloud hosted district-level neXus controller with the core neXus application for aggregation of system events, district-wide visibility to system status, and alerts
- A dedicated neXus controller with the core neXus application in each connected facility, designed for survivability and to limit traffic on the WAN
- Connected facilities include: See section labeled “Connected Facilities”
- Site specific license for the neXus core application to support integration, visibility, and alerting at each connected facility
- Unlimited concurrent user licenses
- Active Directory integration for user authentication and security
- Software License and Maintenance Agreement for the first year after issuance of certificate of warranty
- Four(4) additional years of Software License and Maintenance Agreement after expiration of year one agreement

## **Integration Engine:**

- The neXus controller and application leverage an open API to support unlimited third-party integrations
- The integration engine aggregates inbound system events and applies business rules to drive output actions.
- Connection licenses for integration with each of the following existing systems (already installed and in use):
  - oRauland Telecenter U system

# Scope (cont)

- Connection licenses for integration with each of the following new systems, which will be provided and installed as a part of the neXus deployment: (name of breakout(s) if applicable)
  - o Environmental monitoring by IPVideo, including 436 Halo Sensors

## Data Warehouse:

- All system events are captured in a secure database
- Users may generate historical reports for analysis of events and notifications

## Remote monitoring application:

- District wide license for the remote monitoring application
- Allows 24-7-365 active and real time monitoring of system health of the neXus platform and connected systems
- Monitored points include all system controllers, any IP addressable field devices, and various stored procedures and system services
- Active alerting of any detection of hardware or software issues or failures
  - o Alerts may be routed to district personnel and/or SWC service dispatch

## Custom Configuration:

The following specific use cases will be configured as a part of the initial system deployment

- Vape detection in restroom will alert predetermined staff via text message or notification through nexus app. SWC will provide 104 perpetual app licenses at no cost for a period of 5 years.

## Needs Assessment/Training:

Needs Assessment/training credits are included as follows:

- Needs Assessment – 1 session
- Super user training – 45 sessions - one per facility

## Network Data Cable and Switches:

- Provide and install CAT6 cable to each Halo device.
- Provide necessary connectors, patch panels, and patch cords for termination in existing IDF racks
- Provide Juniper EX4100-F-12P -12 port PoE switches for any devices in areas beyond 290ft from an IDF closet. Copper uplinks will be used for these switches and no fiber is included in this price

**Pricing utilizes TIPS contract number 230105.**

# Scope (cont)

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## Customer responsibilities:

- Provide SWC full access to the facility for planning & design & implementation during normal business hours, unless specifically stated otherwise
- 2U Rack Space and cable management in each IDF at each school.
- Provide and program POE switch ports in existing MDF/IDF locations-
- Program any PoE switches provided by SWC for devices in areas exceeding 290ft.
- Emergency power and/or UPS backup power is strongly recommended in all MDF/IDF locations
- Current and accurate floorplans in .dwg format for interactive map
- Any fees for software, hardware, or services provided or performed by third party
- If dedicated cloud hosting is utilized for district level oversight, open communication (inbound and outbound) for port is required
- Dedicated IP addresses for SWC provided equipment. Assigned IP addresses must be able to communicate with connected systems
- Remote Access to SWC neXus platform
- Execution of the Software Licensing and Maintenance Agreement
- Any required 110V power for new equipment

# Scope (cont)

## Connected Facilities:

High Schools-

1. Arabia Mountain High School
2. Cedar Grove High School
3. Chamblee Charter High School
4. Clarkston High School
5. Columbia High School
6. Cross Keys High School
7. DeKalb Alternative School
8. DeKalb Early College Academy
9. DeKalb High School of Technology - South
10. DeKalb High School of the Arts
11. Druid Hills High School
12. Dunwoody High School
13. Elizabeth Andrews High School
14. Lakeside High School
15. Lithonia High School
16. Margaret Harris Comprehensive School
17. Martin Luther King Junior High School
18. Miller Grove High School
19. Redan High School
20. Ronald E McNair Senior High School
21. Southwest DeKalb High School
22. Stephenson High School
23. Stone Mountain High School
24. Towers High School
25. Tucker High School
26. Warren Technical School

# Pricing Summary

**OFFER:** In accordance with the Scope of Work and Terms and Conditions attached hereto, SWC is pleased to offer this pricing, **valid through 8/8/2025**, for the following project:

**DCSD- Dekalb County Middle and High  
Schools Halo Systems**

**REF #: 64583\_EST\_2**

ESTIMATE GROUP	TOTAL PRICE
HS Cabling	
HS Halo System	
HS Nexus	
HS Halo Switches	
HS Halo 5yr Sub	
HS Nexus 5yr Sub	

<b>SUB-TOTAL:</b>	\$1,647,443.27
<b>TAX (EXEMPT):</b>	\$0.00
<b>DISCOUNT:</b>	\$45,000.00
<b>TOTAL:</b>	<b>\$1,602,443.27</b>

Per my authority as an executing agent, please accept this as an intent to award and enter into a contractual agreement with SWC.

# Bill of Materials

## EST. GROUP - HS Cabling

Mfg	Part Num	Description	Quantity
Mohawk	M58288B	Cat6 Plenum, Orange, 6P4P24-OR-P-MOH-APC	93.00
Panduit	NKFP24Y	24 port MFP Patch Panel	220.00
Panduit	NK2BXWH-A	Panduit Netkey 2 Port Surface Mount Box	436.00
Lynn Elec	CAT6PL-07-OR	Patch Cable CAT6 Plenum 7ft Orange	436.00
Panduit	NK688MOR	CAT6 JACK-ORANGE	880.00
Panduit	NKBMBL-X	Black Blank Insert - 10 PACK	152.00
Graybar	J-Hook	J-Hooks & Hardware	7,380.00

## EST. GROUP - HS Halo System

Mfg	Part Num	Description	Quantity
Avigilon	HALO-V3.00C-PC	HALO Multit IoT Sensor with People Counti	436.00
IPVideo	HALO-SMADAPT	Halo Surface Mount Adapter	436.00
Lynn Elec	CAT6PL-35-OR	Patch Cable CAT6 Plenum 35ft Orange	436.00

## EST. GROUP - HS Nexus

Mfg	Part Num	Description	Quantity
SWC Software	neXus1	SWC neXus software site license	25.00
SWC Software	neXus4	SWC neXus connection	25.00

**EST. GROUP - HS Halo Switches**

Mfg	Part Num	Description	Quantity
MGT Impact Solutions LLC	EX4100-F-12P	EX4100-F 12-Port Fanless 10/100/1000Base	8.00
MGT Impact Solutions LLC	EX4100-F-12- RMK	Rack Mount Kit for EX4100-F-12P and EX41	8.00
SWC	Misc-Cable	Misc. Cable, Connectors and Consumables	3.00

# Terms & Conditions

**Article A. Scope Includes:**

Scope includes the following unless specifically modified by the written, project specific scope of work contained in this proposal.

1. Furnishing and installing wire and cable for systems listed. Installation and termination of field devices. Installation and termination of head-end equipment in Equipment Rooms and MDF and IDF areas. Factory and field testing of equipment and systems. Project management in coordination with SWC scope of work. Applicable Permit Fees.
2. Project Management services in coordination with SWC scope of work. Site Supervision during the installation of SWC scope of work ONLY. As required; site conditions verification for SWC Scope of work ONLY.
3. The Project Schedule will be a mutually agreed upon document between the parties, including all revisions. Scope and price are based on regular working hours Monday through Friday; any deviation, unless requested by SWC, may be cause for additional compensation.
4. Final payment including will is remitted within 30 days of substantial completion of our scope of work regardless of the status and nature of other trades and the overall project status. No Retainage to be withheld.

**Article B. Scope Excludes:**

Scope excludes the following unless specifically modified by the written, project specific scope of work contained in this proposal.

1. Service and circuit power requirements including final connections to all our electronic equipment. Server(s) and workstation(s) hardware and Microsoft operating system. All demolition work, trenching, concrete work and finish painting. Patching of concrete, tile, drywall or masonry, core drilling, sleeves and caulking with sealants.
2. Quote is based on SWC's scope of work being performed during normal business hours Mon-Fri. Performance and Payment Bond is available if required at 1% of total contract value to SWC. It is not included in our price. No Retainage to be withheld.

**ARTICLE C. TERMS & CONDITIONS:**

Term and Conditions are as follows unless specifically modified by the written, project specific scope of work contained in this proposal.

1. All terms and conditions of the Master Agreement on file at the Purchasing Department will apply.

**PROPOSAL ACCEPTANCE**

By signing this Proposal, the Customer accepts this Proposal, enters into a Subcontract Agreement with SWC in the amount of \$1,602,443.27 and authorizes SWC (South Western Communications, Inc.) to commence with the noted Work of Proposal 64583\_EST\_2.

By:

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*Customer Authorized Signature*

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*SWC Authorized Signature*

\_\_\_\_\_  
Printed Name

\_\_\_\_\_  
Printed Name

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Title

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Title

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Acceptance Date

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Acceptance Date