



**TOWNSEND POLICE DEPARTMENT  
MUNICIPAL PARK VIDEO SYSTEM PROJECT**





## Cover Letter

April 20, 2023

Sgt. Earl McCloskey  
Townsend Police Department  
661 South Street.  
Townsend, DE 19734

Sgt. McCloskey:

Thank you for providing Advantech this opportunity to submit our design and budget narrative for the Townsend Municipal Park Video System.

If afforded the opportunity, we would like to further discuss our capabilities with you. Thank you for your consideration.

Sincerely,

*James Overton*

James Overton  
Senior Accounts Manager  
Phone: (302) 674-8405 x 134  
Fax: (302) 674-3698  
[james.overton@advantechsecurity.net](mailto:james.overton@advantechsecurity.net)



Agreement # 12305-2-0

Submission Date: April 20, 2023

Division of Sales & Estimating

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Client: Townsend Police Department

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Project: Townsend Police Department – Municipal Park Video System

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Project Address: 0 Edgar Road, Townsend, DE 19734

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Bill To Address: 661 South Street. Townsend, DE 19734

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Submitted To: Sgt. Earl McCloskey [earl.mccloskey@cj.state.de.us](mailto:earl.mccloskey@cj.state.de.us)

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Submitted By: James Overton, [james.overton@advantechsecurity.net](mailto:james.overton@advantechsecurity.net) , (302) 674-8405, fax (302) 674-3698, [www.advantechsecurity.net](http://www.advantechsecurity.net)

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**Overview:**

At the request of the Townsend Police Department, Advantech completed a site assessment of the Townsend Municipal Park and surrounding area. The focus of this assessment was providing a video surveillance system.

As a result of these assessments, it is Advantech’s recommendation to install a new cloud video surveillance system with bullet, 360, and multi-sensor cameras which shall increase situational awareness.

**Video Surveillance – Scope of Work:**

Video Surveillance programming can be complicated and time consuming to learn. The reason is that there are numerous options for recording speed, motion detection, and alerts. In addition, traditional video system architecture requires a database server or appliance on site and the associated IT infra-structure to support it. Without individuals who have the expertise, training and availability; managing this tool can become time consuming and frustrating. Also, eliminating the need for a video server/appliance on site eliminates the need to maintain video storage.

***Hosted Video*** – Advantech shall host the video system on a cloud server. The client can access the video at any time via web browser and download/save video clips to it’s local computers.

**Advantech Hosted Services:**

**Key Benefits:**

- Permit or restrict access and add or delete users
- View and provide video clips for forensic analysis

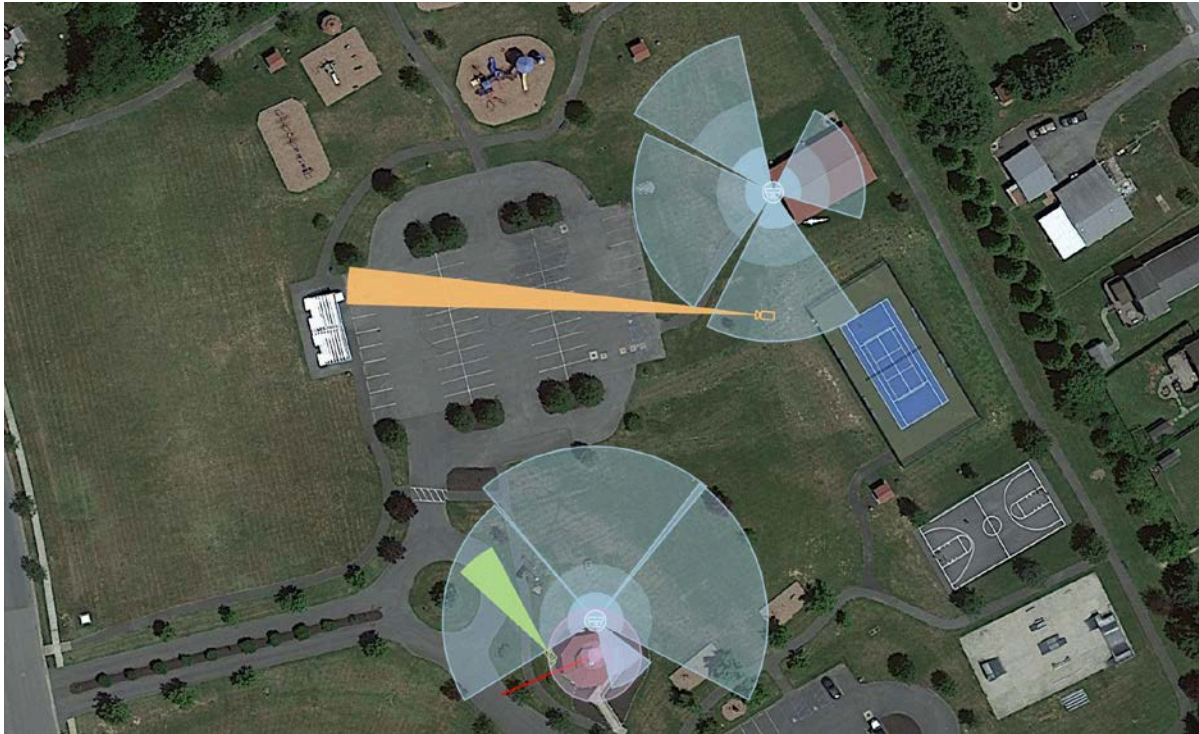
- Robust video surveillance solution that is expandable and upgradable
- Centrally hosted database is maintained on our secure servers
- **No need for dedicated servers and IT support**
- Eliminate server licensing fees and/or software maintenance agreements
- 30-Days video storage

**Hosted Cloud Video – Scope of Work:**

**A3 Communications Inc DBA Advantech (“ADVANTECH”) State of Delaware Supplier ID number 0000555214**, shall install a new hosted video system with four (4) cameras (2- four sensor, 1- Bullet, and 1 – 360 degree). This install shall include the following:

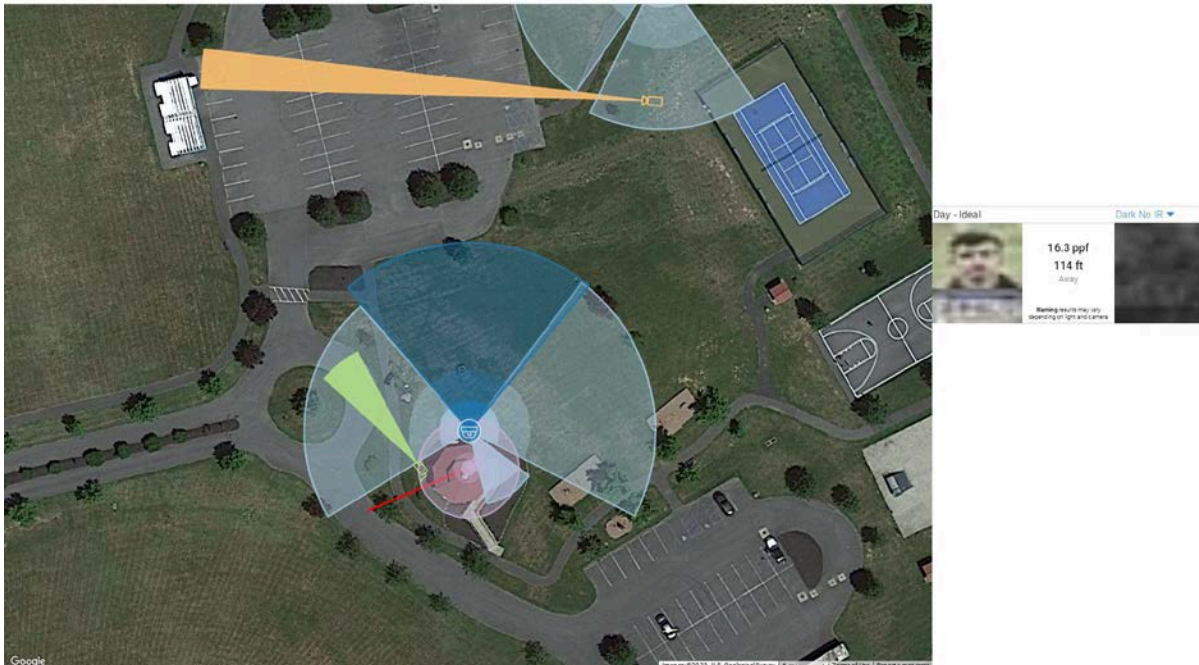
- **Gazebo**
  - Install one (1) Bullet camera to view the entrance road to view vehicular traffic in and out of the park.
  - Install one (1) 4-Sensor camera to capture views surrounding the Gazebo
  - Install one (1) 360 Degree camera to capture views within the Gazebo
  - Install point-to-point wireless equipment for connectivity to Large Pavilion camera
  - Install one (1) NEMA Enclosure to house one (1) hardened network switch and related equipment (power to be provided by Client via Towns’ electrical box at Gazebo)
- **Large Pavilion**
  - Install one (1) 4-Sensor camera to capture views surrounding the Pavilion.

## Overview



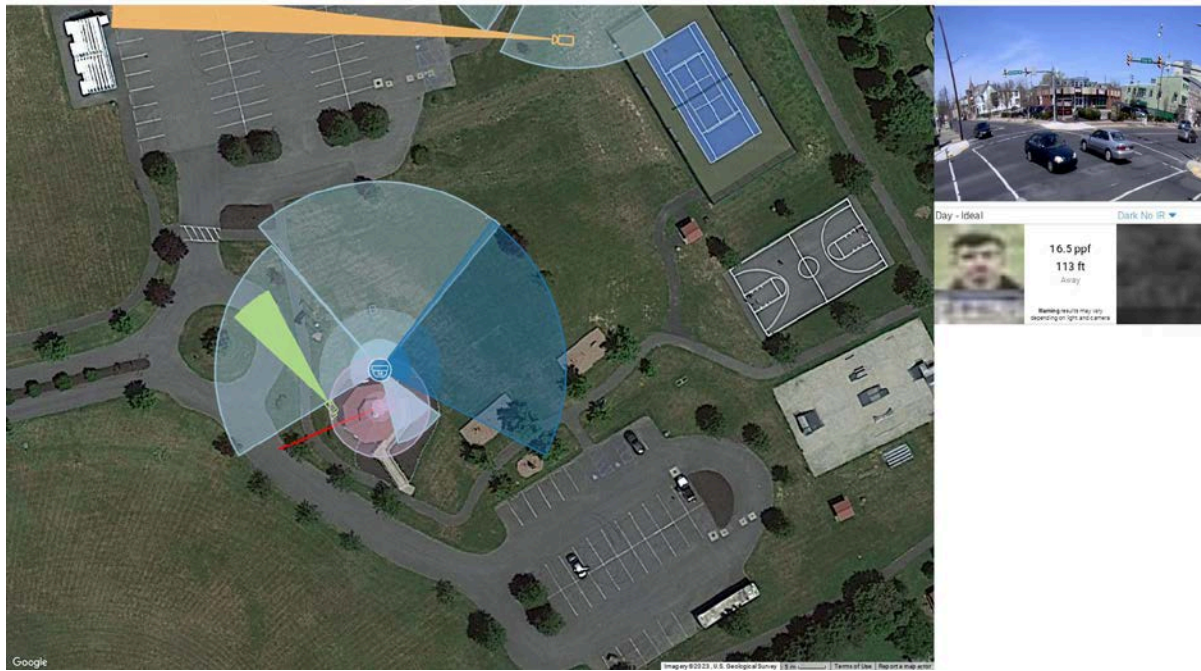
## Gazebo 4 Sensor: Imager 1

Model: Ava QUAD-20MP-30 (Single Imager) Resolution: 5MP  
H AoV: 80° Distance: 114ft Width: 158.7ft PPF: 16.3  
Imager: 1/2.7 Focal Length: 3.7 - 7.7mm Camera Height: 10.00ft Tilt: -30.00° Scene Height: 10.00ft



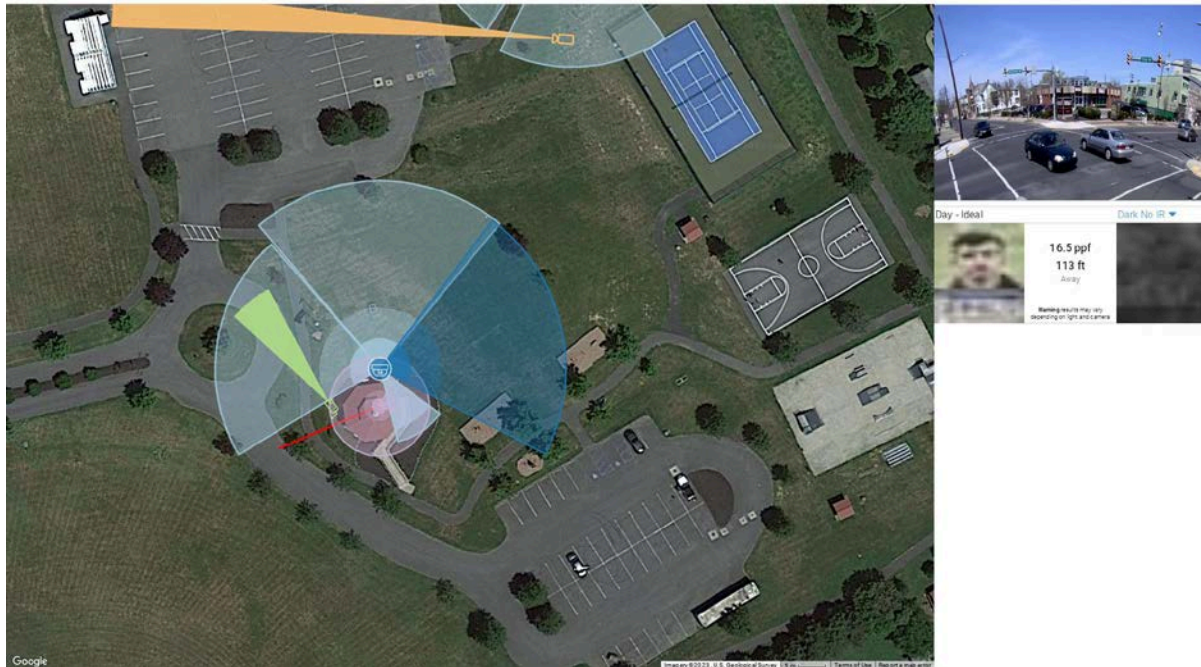
## Gazebo 4 Sensor: Imager 2

Model: Ava QUAD-20MP-30 (Single Imager) Resolution: 5MP  
H AoV: 80° Distance: 113ft Width: 157.3ft PPF: 16.5  
Imager: 1/2.7 Focal Length: 3.7 - 7.7mm Camera Height: 10.00ft Tilt: -30.00° Scene Height: 10.00ft



## Gazebo 4 Sensor: Imager 3

Model: Ava QUAD-20MP-30 (Single Imager) Resolution: 5MP  
H AoV: 80° Distance: 113ft Width: 157.3ft PPF: 16.5  
Imager: 1/2.7 Focal Length: 3.7 - 7.7mm Camera Height: 10.00ft Tilt: -30.00° Scene Height: 10.00ft



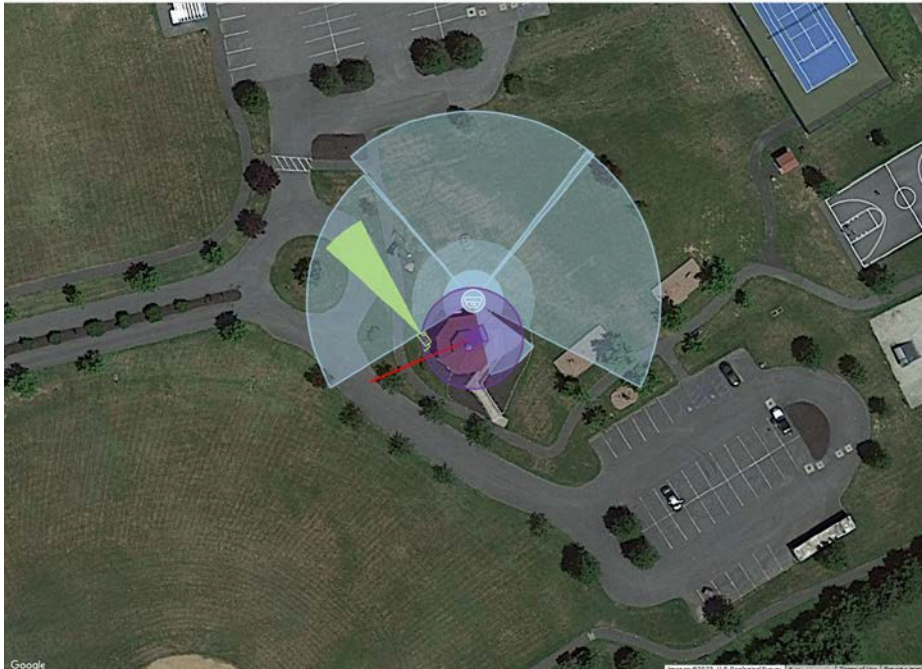
## Gazebo 4 Sensor: Imager 4

Model: Ava QUAD-20MP-30 (Single Imager) Resolution: 5MP  
H AoV: 80° Distance: 100ft Width: 139.7ft PPF: 18.6  
Imager: 1/2.7" Focal Length: 3.7 - 7.7mm Camera Height: 10.00ft Tilt: -30.00° Scene Height: 10.00ft

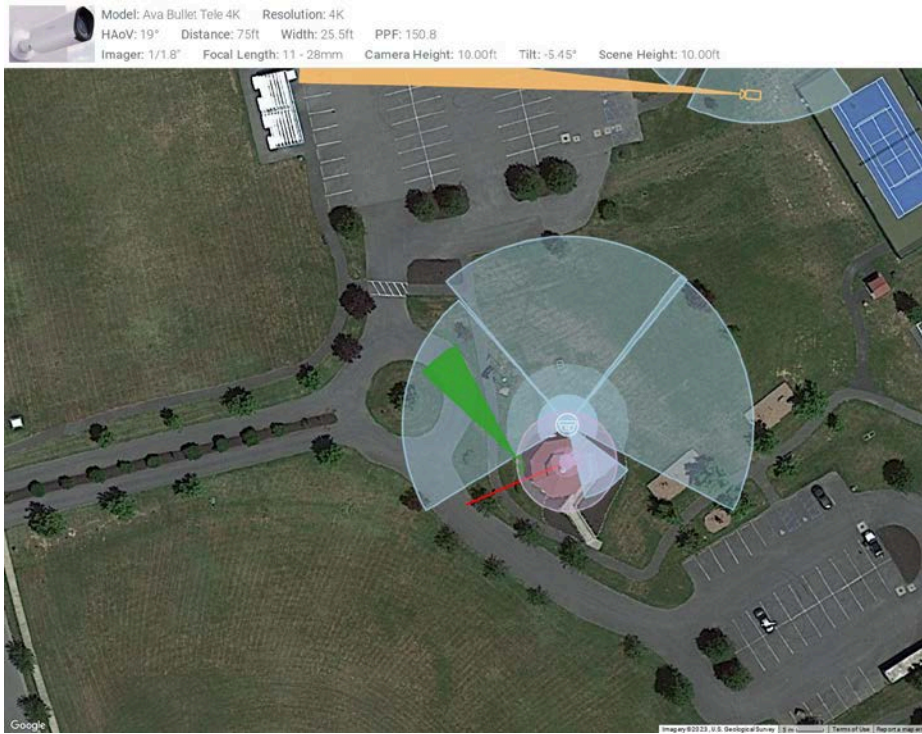


## Gazebo 360

Model: Ava 4K 360 Resolution: 3000 x 3000  
H AoV: 360° Distance: 30ft Width: 190.4ft PPF: 15.8  
Imager: 1/2.3" Focal Length: 1.6mm Camera Height: 10.00ft Tilt: -180.00° Scene Height: 10.00ft



## Gazebo LPR



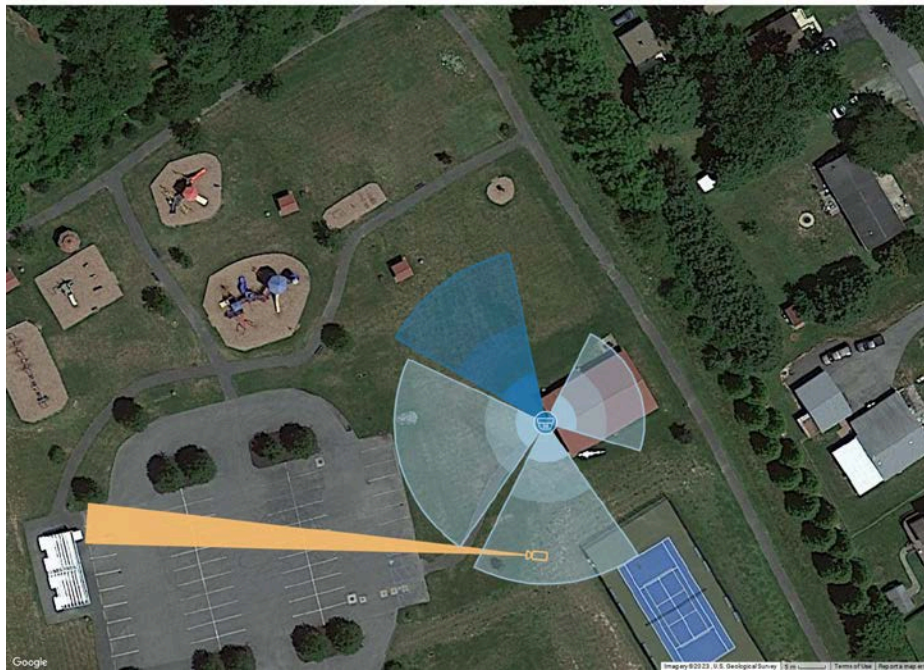
## Option for PTZ





## Pavilion 4 Sensor: Imager 1

Model: Ava QUAD-20MP-30 (Single Imager) Resolution: 5MP  
H AoV: 48° Distance: 104ft Width: 87.6ft PPF: 29.6  
Imager: 1/2.7" Focal Length: 3.7 - 7.7mm Camera Height: 10.00ft Tilt: -18.07° Scene Height: 10.00ft



Day - Ideal Dark No IR

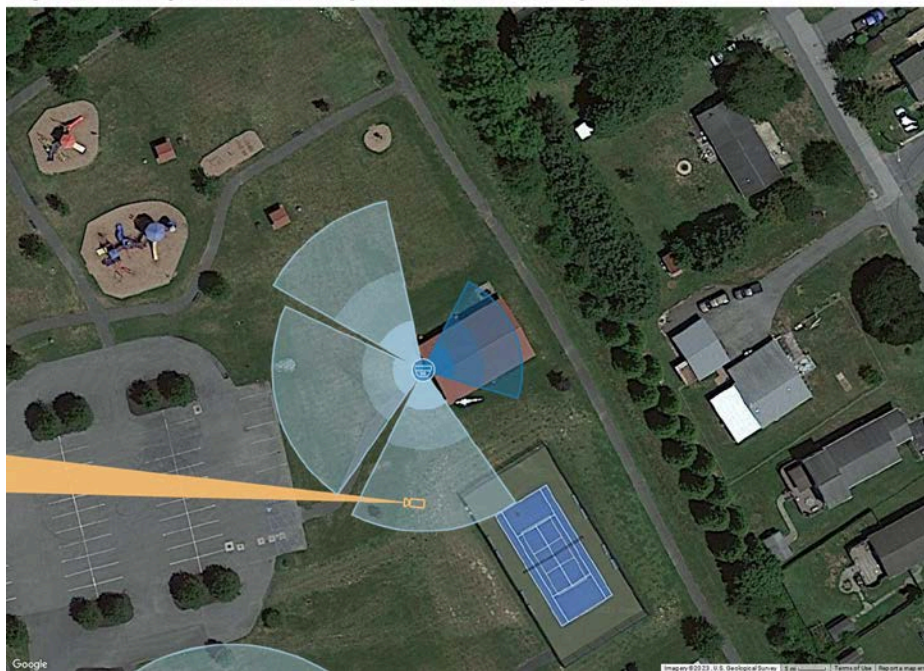


29.6 ppf  
104 ft  
Away

Warning results may vary depending on light and camera

## Pavilion 4 Sensor: Imager 2

Model: Ava QUAD-20MP-30 (Single Imager) Resolution: 5MP  
H AoV: 80° Distance: 60ft Width: 83.5ft PPF: 31.1  
Imager: 1/2.7" Focal Length: 3.7 - 7.7mm Camera Height: 10.00ft Tilt: -30.00° Scene Height: 10.00ft



Day - Ideal Dark No IR

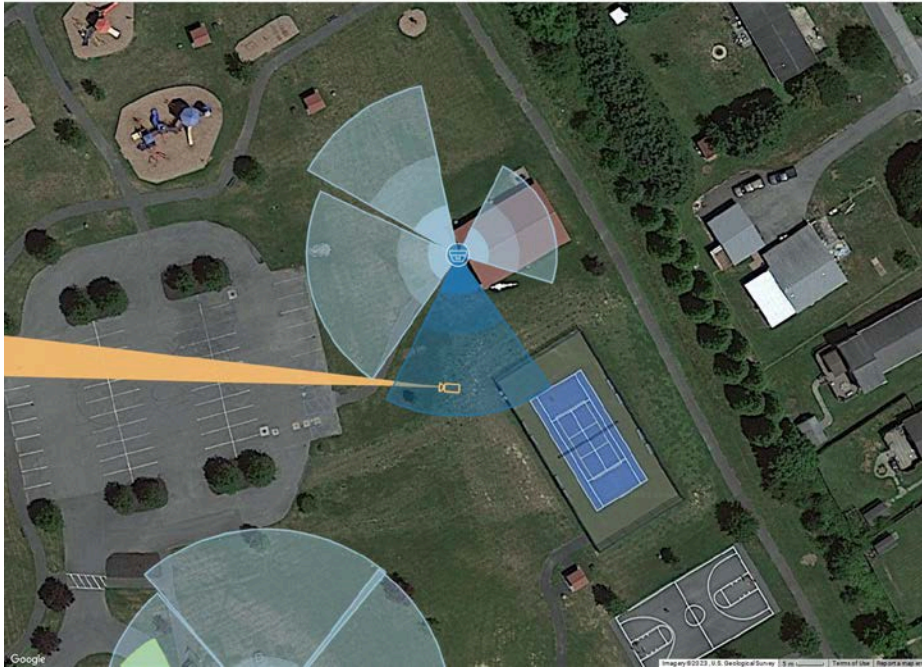


31.1 ppf  
60 ft  
Away

Warning results may vary depending on light and camera

### Pavilion 4 Sensor: Imager 3

Model: Ava QUAD-20MP-30 (Single Imager) Resolution: 5MP  
HAAoV: 61° Distance: 98ft Width: 104.3ft PPF: 24.8  
Imager: 1/2.7 Focal Length: 3.7 - 7.7mm Camera Height: 10.00ft Tilt: -22.96° Scene Height: 10.00ft

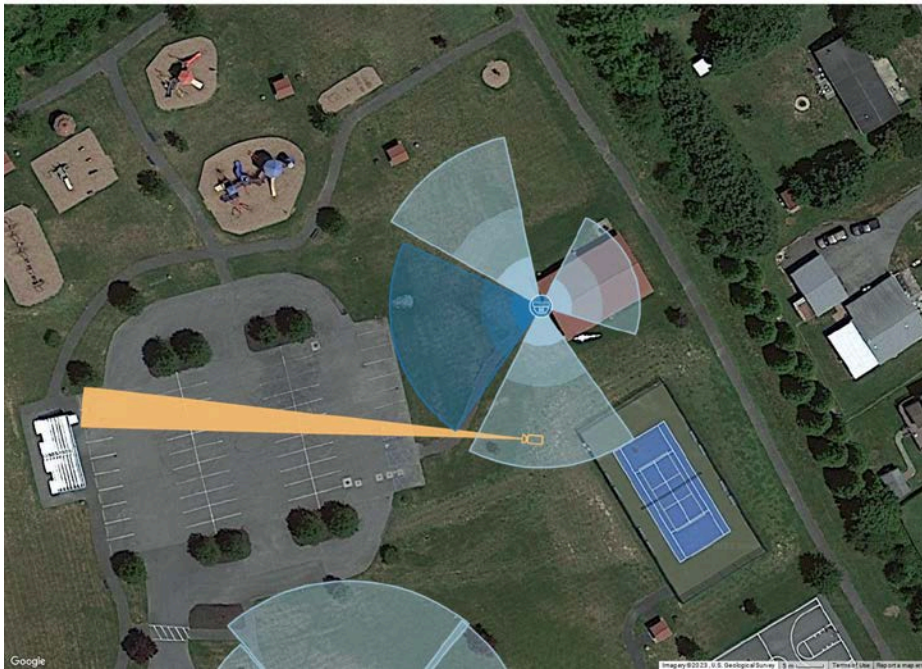


Day - Ideal Dark No IR

	24.8 ppf 98 ft Away	
Warning: Results may vary depending on light and camera.		

### Pavilion 4 Sensor: Imager 4

Model: Ava QUAD-20MP-30 (Single Imager) Resolution: 5MP  
HAAoV: 80° Distance: 92ft Width: 127.9ft PPF: 20.3  
Imager: 1/2.7 Focal Length: 3.7 - 7.7mm Camera Height: 10.00ft Tilt: -30.00° Scene Height: 10.00ft



Day - Ideal Dark No IR

	20.3 ppf 92 ft Away	
Warning: Results may vary depending on light and camera.		

**Special Conditions:**

1. Pricing is subject to change if this Agreement is not accepted within 30 days of the Submission date.
2. This project has been priced assuming first shift hours which are Monday – Friday 7:00AM – 4:00PM, excluding Federal Holidays. Work requested outside first shift hours will be subject to overtime rates.
3. Any necessary connections required for remote connectivity including dial tone phone lines, network connections, modems, or related items, to be supplied by the CLIENT at the ADVANTECH specified location.
4. Any necessary Servers and / or Workstations to be supplied by others must meet the minimum specification requirements of the proposed system’s manufacturer.
5. Any necessary patching, painting, drywall repair, etc. by CLIENT.
6. NOTICE: THIS PROPOSAL IS CONTINGENT ON A LACK OF IMPACT BY THE CORONAVIRUS NATIONAL EMERGENCY. Given the existence of the coronavirus pandemic, Advantech will use its best efforts to staff and supply this project to be meet the scheduled completion date. However, Advantech reserves its right to seek an excusable extension of time if the work is unable to maintain planned crew sizes due to the illness, material/supply shortages, or governmental restraints on business, travel and/or assembly. To the extent that the project is suspended pursuant to the terms of the proposed we may seek additional costs associated with the suspension.

**Investment Summary**

**Video Surveillance System:**

*Cloud Video 30day retention:*

**Purchase**

**\$39,750.00**

*\$60.00 per month*

**Video Surveillance System Additional Option:**

One (1) PTZ camera near Tennis Courts, mounted on new pole with point-to-point wireless device. **\$9,850.00 + \$15.00 per month Cloud Video Retention**

**State of Delaware Supplier ID number 0000555214**

**Accepted By:** \_\_\_\_\_

**Date:** \_\_\_\_\_

**Print Name:** \_\_\_\_\_

**Project Pricing and Payment Terms and Conditions, unless otherwise noted in this Agreement:**

- Payment Terms – 50% upon acceptance & mobilization, 40% upon system operational, 10% upon final training and commissioning.

**General Conditions:**

This agreement must comply with the terms and conditions of Contract No. GSS19599-BLDG\_SECURE. If any terms and conditions of this agreement conflict with the terms and conditions found in Contract GSS19599-BLDG\_SECURE, the terms and conditions of Contract GSS19599-BLDG\_SECURE will prevail.