

08/01/04

VILLAGE OF LOMBARD
REQUEST FOR BOARD OF TRUSTEES ACTION
For Inclusion on Board Agenda
BIDS AND PROPOSALS

TO: President and Village Board of Trustees
FROM: William T. Lichter, Village Manager
DATE: February 7, 2008
TITLE: REPLACEMENT OF FCC RADIO/CONTROLLER EQUIPMENT
SUBMITTED BY: George E. Seagraves, Fire Chief

RESULTS:

Date Bids Were Published: Date Bidding Closed: N/A
Total Number of Bids Received: N/A
Total Number of Bidders Meeting Specifications: Yes
X No
Bid Security Required: Yes
X No
Performance Bond Required: Yes
X No
Were Any Bids Withdrawn: Yes
Explanation: Yes
If yes, explain:
Waiver of Bids Requested? X Yes
No
Award Recommended to Lowest Responsible Bidder: Yes
No
If no, explain:

FISCAL IMPACT:

Amount of Award: \$182,392.53

BACKGROUND/RECOMMENDATION:

Radio/phone controller and console equipment damaged during the period of August 23, 2007 and September 15, 2008. Award to three separate vendors for the replacement of ECC equipment.

Modular Communications of North Hollywood, CA \$145,394.53
SEP's, Inc. of Burr Ridge, IL \$15,795.00
Imovant of New York, NY \$21,203.00

Has Recommended Bidder Worked for Village Previously Yes ___ No ___
If yes, was quality of work acceptable Yes ___ No ___
Was item bid in accordance with Public Act 85-1295? Yes ___ No ___
Waiver of bids - Public Act 85-1295 does not apply X Yes ___ No ___

REVIEW (as needed):
Finance Director XX *[Signature]*
Village Manager XX *[Signature]*
Date 2/13/08
Date 2/14/08

NOTE: All materials must be submitted to and approved by the Village Manager's Office by 12:00 Noon, Wednesday, prior to the Board Agenda distribution.



February 12, 2008

TO : William T. Lichter, Village Manager

FROM : George E. Seagraves, Fire Chief

RE : EMERGENCY COMMUNICATION CENTER
INTEGRATED CONTROLLER FOR RADIO AND E-9-1-1

On August 23, 2007, the Emergency Communication Center (ECC) sustained a catastrophic failure to the equipment that allows the operators to control radio and phone in the ECC. The issue is that during an event the operators are unable to change frequency and pick up phone lines.

The equipment was very old (23 plus years) and has not been part-supported for years. This was used equipment that we received from DuComm and have used it for years. This was equipment we knew needed replacement and we were planning to request in the FY09 Budget. Technicians who looked at the equipment believe that the failure was caused by multi system failures from the age and various problems over the years and an electrical surge either from Com Ed, a lightning strike or a combination. For example during the August storm we lost the consoles several times requiring re-boots of the entire system. Each time this occurred damage was compiling.

Additionally we found other equipment such as the EMNET satellite system damaged along with our UPS. We believe numerous items caused the failure, but a significant electrical issue, sometime after August 23, 2007, essentially rendered the system inoperative. Much time and effort went into determining what was wrong and what needed to happen to correct the problem. My thanks goes to Brian Stuart, Deputy Director and Pete Davis, Operations Director of the ECC and also, John Lozar at DuComm provided much additional support.



The system is not repairable and regardless of how we tried to look at used equipment we could not come to a solution. There is no temporary fix.

As we reviewed replacement we wanted equipment that would be current and able to grow with technology. The replacement as recommended is a three position computer based controller for both phone and radios. It includes equipment, installation and training.

I recommend the waiving of bids and award the purchase of radio/phone controller equipment to Modular Communications of North Hollywood, California, in the amount of \$145,394.53.

The purchase of a UPS system from SEP's, Inc. of Burr Ridge, IL in the amount of \$15,795.00.

The purchase of modular dispatch furniture from Innovant of New York, NY in the amount of \$21,203.60.

Total cost is \$182,392.53.

I also estimate approximately \$9,000.00 in other costs associated with room modification, carpeting, painting, installation and other unforeseen issues.

The improvements as recommended will serve the Village of Lombard for many years to come, allowing for growth and future needs.

Attached memorandums from Brian Stuart, along with quotes, provide more detail.

GES:jh

Attachments

Memorandum

To: Chief George E. Seagraves
CC: P. Davis, Operations Director OEM
From: Brian A. Stuart, Deputy Director OEM
Date: 12/12/2007
Re: Proposal Status on ECC Dispatch Counsel and E911 Phone System

Current Status

On or about August 23rd, 2007 a severe tornadic thunderstorm system struck the Lombard area crippling our village and many communities around us. Sometime during the event, several power outages caused the village hall campus to revert to emergency generator power. The outages were so frequent and rapid in succession that they caused a severe overload to our currently under powered and outdated back up systems. The resulting power issues caused surge overloading and voltage spiking to several key pieces of infrastructure.

After the event the ECC's central electronics bank suffered a complete failure causing us to lose total communication capabilities from the ECC. Following its departure we also lost a vital secure satellite uplink/downlink used for our communications with the Department of Homeland Security EM-Net system.

The current infrastructure we are utilizing is 23 years old and no longer supported by the vendor. When purchased used in 1994, the total cost for the \$150,000 system was approximately \$6000. It has served us very well to this point, but it has surpassed its useful life span. No support or parts are available on the market today and it cannot be repaired.

With the recent catastrophic failure of the Emergency Communication Centers 23 year old Motorola Centracomm II communications system, the Office of Emergency Management has been unable to function to its full capacity or fulfill its obligation to the community.

The Emergency Communication Center plays a key role in protecting our residence and visitors during times of severe weather, disaster or other civil emergencies. The center provides a vital service in the coordination of emergency services and the dissemination of information not only to the public, but the members of the village Crisis Management Team.

Since 1993, the Village of Lombard has been a state leader with the proactive stance it's taken on Emergency Preparedness. In 1996 the Village of Lombard was one of only a handful of Illinois communities to receive the prestigious "Storm Ready Community" accreditation from the National Weather Service. This accreditation required a multitude of preparatory contingency planning, infrastructure and community awareness training. Our inspection from state and federal officials earned us very high praise and we were called a "Model Facility" by which all others should be judged.

In keeping with the high expectations of our village officials and residents who have come to expect nothing less than perfection from our Police, Fire, EMS and Emergency Services, the Office of Emergency Management has gone to great lengths to research and develop a strategic plan for a long term replacement solution to our failed Emergency Communications Center.

In the information to follow, you will find various proposals and recommendations for replacement of our current infrastructure. The design principals outlined were based on the needs and operations of the Village of Lombard. The final solution must fit into a strategic vision for the future of the Village of Lombard, as well as provide for technological advancement and flexibility.

Submission of Proposals

The Lombard Office of Emergency Management has contacted the 3 major vendors of E911 Radio/Telephone solutions and requested bid proposals for the ECC replacement project. These vendors are:

- Motorola Inc
- Modular Communications Inc
- Zetron Inc

The proposals must include and support all of the options listed below. To be considered for award of contract, vendors must meet the base option requirements, but are not limited to the amount extras or additional items included in the final system.

Basic system requirements are:

- Integrated (Sole Vendor) Radio and E911 "Inclusive Solution".
- Population of 3(Three) Stand Alone operator positions.
- Open Architecture Technology (supporting numerous systems).
- IP connectivity and integration with VOIP (Cisco) phone networks.
- Upgrade ability for future system improvements.
- FREE software upgrades and support.
- Base warranty of 1 year with in-house support.
- Easy In-house CEB changes with PC based RSS.
- Built-in Radio and Phone playback recorders.
- Minimum of 16 T1-R1 modules for radio communications.
- Touch screen operator positions.
- External encoder access for paging applications.

Proposals

Zetron was excluded and was a non-proposal company, as they DO NOT have a product which meets the base system requirements or needs of the VOL. (This information was received from regional Zetron sales rep at Chicago Communications) He stated as the local supplier, he WOULD NOT provide us with a proposed system because product can not support our needs.

Motorola

Motorola representatives were contacted and ask to provide us with a proposal based on the listed criteria. Senior outside sales representative Coty Cooper was contacted but stated they could not provide the system we require for under \$100,000 per position. This is almost 3 times the cost of Modular Communications.

On December 19th 2007 Motorola stated they would be turning over the project to Chicago Communications. I was contacted by Tom Treichler from Chicago Communications but, as of January 18th they have not supplied us with a proposal sighting continued need to research the issue with outside Plant CML.

Motorola's proposal was also NOT including an E911 phone solution. (Again, see Requirement #1). They DO NOT make an integrated phone/radio solution and would need to bid that part of the project to PLANT CML Inc.

After much delay and many excuses, Chicago Communications submitted a proposal for a Motorola MC5500 non-IP based, non-touch screen radio system at a cost of \$285,679.50. This price does NOT include software updates, or an E911 phone solution. Plant CML who will supply the phone portion stated it would be approximately \$60,000 per operator position to add E911 phone integration. This brings the total non compliant Motorola system cost to over \$365,000.

Modular Communications is a California based that has been manufacturing E911 public safety dispatch solutions for over 30 years. Moducom's philosophy is to provide the customer with complete control of their system configuration. They believe that their customers are the experts at knowing their systems. They assist in creating the user interface based on our input and provide the tools which allow us to change or customize it for the life of the equipment.

Software used on the product is common to all customers of that product line. **Moducom provides free software updates for the life of the equipment.** All Moducom software features are available to all purchasers.

Moducom's product completely met our needs and did it in a fiscally responsible manner. Their systems are completely user configurable from a PC and are constructed on an open architecture platform. Motorola is solely a proprietary platform and not easily changed without great expense and effort.

Moducom's total turn-key proposal cost for 3 operator positions with inclusive Radio/E911 integration, factory, in-house training totals \$145,394.53.

Currently, the **ONLY** vendor meeting all the listed requirements is **Modular Communications** of California.

Recommendation

I recommend waiting the bid process and to award the contract to Modular Communications Inc. of Hollywood, CA. in the amount of \$145,394.53 for the installation of a three (3) operator position all inclusive radio and E911 telephone solution.

I have enclosed a copy of the completed quotes for your review. I am sure you will see the quality and superb customer support they have provided. I would also like to note that Modular Communications Inc. was the first company to respond with the correct proposal and the last contacted. I received the package by close of business the same day.

Moducom stated they could have the system here and installed within 90 days of receipt of order.

If you have any further questions or concerns regarding this matter please feel free to contact me.



MODULAR COMMUNICATION SYSTEMS, INC.

13309 Saticoy Street, North Hollywood, California 91650 ~ (818) 764-1333

November 20, 2007

Brian Stuart

Village of Lombard
255 East Wilson
Lombard, Illinois 60148

Dear Brian,

Modular Communication Systems is pleased to submit the attached firm quote to the Village of Lombard. This firm quote is based on the information that you provided to us. We will honor the price for 90 days.

Our standard warranty is one year parts based upon your sending any defective board back to the factory for repair or replacement.

Our normal delivery is 90 days from receipt of purchase order and our normal terms are net 30 days upon delivery.

Let us know if we can provide any additional information. You can call us at 770~965~1754.

Sincerely,

Modular Communication Systems, Inc.

Erin Jensen
Marketing Manager

Attachments: Price Summary and Equipment List



Price Summary For
Village of Lombard

ULTRACOM NT POSITION ELECTRONICS

Item	Qty	Description	Unit Price	Total Price
1	3	Workstation Electronics Includes: Intel Industrial Grade CPU, Computer Audio Module (CAM), Windows XP Operating System, Application Software License, Speakers, Cabling, Microphone, Footswitch, Headset Jack Box, Headset/Teico Interface, Dual Recall Recorder, & 19" LCD Touch Display	\$ 17,617.28	\$ 52,851.84
2	1	Main Electronics Package Includes: Rack, Dual Power Supply, Diagnostic Printer, Punch Blocks, & Cabling	\$ 9,909.27	\$ 9,909.27
3	1	MEP II Card Cage, 16 Slots (includes power cables) – ModUcom	\$ 6,027.65	\$ 6,027.65
4	3	Position Interface Card (PIC) required for each Operator Position Workstation – ModUcom, Model: Position Interface Card (PIC)	\$ 2,175.00	\$ 6,525.00
5	12	MEP II Transmit Receive Card (TRC), one required for each radio base station – ModUcom, Model: Transmit Receive Card (TRC)	\$ 1,967.85	\$ 23,614.24
6	3	Factory System Installation	\$ 2,105.60	\$ 6,316.80
7	1	Operator Training	\$ 3,500.00	\$ 3,500.00
8	1	Maintenance Training	\$ 3,500.00	\$ 3,500.00
9	1	Engineering and Technical Support	\$ 1,800.00	\$ 1,800.00
10	1	Screen Design	\$ 3,500.00	\$ 3,500.00
11	4	Packing, Handling and Shipping	\$ 840.00	\$ 3,360.00
			Total Radio Price	\$ 120,904.80

E911/Telephone Option:

Item	Qty	Description	Unit Price	Total Price
1	1	MEP II Telephone Card Cage, 16 Slots (for Quad Phone and Quad Trunk Card expansion, includes power cables) – ModUcom	\$ 6,027.65	\$ 6,027.65
2	1	MEP II Telephone Dual Power Supply Assembly (power 3 telephone cages) – ModUcom	\$ 5,800.00	\$ 5,800.00
3	3	Quad Phone Line Card (QPL) required for 4 analog phone lines – ModUcom, Model: Quad Phone Line Card (QPL)	\$ 1,967.85	\$ 5,903.56
			Unit Price	Total Price

4	3	Split Punch Block Telephone control line interface with 25 ft cable and clips	\$ 54.38	\$ 163.13
5	1	Project Management – ModUcom	\$ 2,900.00	\$ 2,900.00
6	1	Engineering/Test/Programming – ModUcom	\$ 2,900.00	\$ 2,900.00
7	3	Speakerphone Speaker – ModUcom with cable	\$ 265.13	\$ 795.40

Total E911 Add On \$ 24,489.73

Total Radio & E911 System Price \$ 145,394.53

Memorandum

To: Chief George E. Seagraves
CC: P. Davis III, Operations Director OEM
From: Brian A. Stuart, Deputy Director OEM
Date: 1/25/2008
Re: UPS Bid Status

The Office of Emergency Management received bid proposals from 2 distributors meeting the requirements. The UPS, or "Un-Interruptible Power Supply" system is designed to augment the power supply of critical locations by providing an un-interrupted source of clean power, capable of sustaining critical communications or data transfer for a limited amount of time. This time is designed to augment generator backed facilities and allow NO loss of power or operation during the time utility provider power is lost and generator power is supplied to the building.

Secondly, the system developed and designed by the Lombard Emergency Communications Center will not only provide 18 to 25 minutes of "Full Capacity Run Time" to the ECC, but will also filter, condition and surge protect ALL ECC infrastructure including the lighting. This will prevent a re-occurrence of the issues leading up to the loss of the current radio counsel and Elnet satellite system.

Below are the MANDATORY system requirements for the Village of Lombard Emergency Communications Center UPS system and its components.

- Full system runtime support of at least 15 minutes while ECC is FULLY operational
- Built-in TVSS Surge Protection and Power Conditioning of all outputs
- Self System Monitoring
- Computer Interfacing for Failure Notification
- External System By-Pass Switching
- Yearly Preventive Maintenance Agreement
- Emergency Repair Response 24/7 within 8 hours of failure notification
- Door to Door Delivery and Final Site Commissioning

Recommendations

After careful consideration of both submitted bid proposals, it is my recommendation that the system purchase be awarded to **SEP'S Inc, 7531 Brush Hill Road, Burr Ridge, Illinois** in the amount of \$ 15,795. The vendor complied will all aspects of the requirements and came in with the lowest total inclusive cost.

Please review the attached bid proposals and contact me with any questions or concerns.

Respectfully,

Brian A. Stuart, FF/NREMT-P
Deputy Director, OEM

QUOTATION

TO:
 Village of Lombard OEM
 255 E. Wilson
 Lombard, Illinois 60148

Brian Stuart
 630-873-4508

Shipping Destination (City, State, Zip) Lombard, Illinois
 Installation Location (City, State, Zip) Lombard, Illinois

Date: 1/24/2008
 Quote No.: 071206PMB
 Revision No.: 2
 Project Name: 20KVA UPS - Powerware
 Sales Representative: Pat Miller
 Quote Valid Until: 2/29/2008
 Expected Installation: February-08

SEPS, Inc. is pleased to submit the following quotation for your consideration:

Line	Qty	Item Number	Description	Wt (lbs)	Price	Extended
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1	1	16-30020-2020-0N	PW 9355 20KVA/18KW, 3 Phase, 208V Input/Output, provides 18 minutes of runtime at full load	1160	\$12,290.96	\$12,290.96
2	1	60-037-000	SNMP/Web Card	2	\$268.00	\$268.00
3	1	50-003-000N	Wall mount maintenance bypass switch	66	\$1,855.36	\$1,855.36
4	1	35-000-000N	APC TVSS for Distribution Panel, 80kA/ph, 208V 3PH*	4	\$258.83	\$258.83
5	1	35-000-001N	Flush Mount Kit*	4	\$31.25	\$31.25
6	1	82-000-000N	Start Up (5x8), 1 year service protection plan, 8 hour response.		\$1,090.60	\$1,090.60
					Total	\$15,795.00
					Sales Tax	\$0.00
					Grand Total	\$15,795.00

Method of Shipment: Dock-to-Dock
 Estimated Shipping Charges: Included

Quotation Notes:

All runtimes quoted are approximate and will vary based on actual load and environment.
 UPS Dimensions: 66"H x 20"W x 34.1"D
 Maintenance Bypass Switch: 48"H x 20"W x 34.1"D

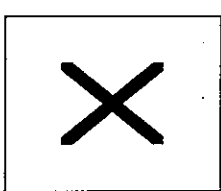
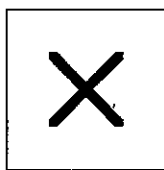
* We may substitute Powerware PVL080208K for the APC TVSS at the same cost.

Note: The current cost to upgrade a 20 KVA unit to 30KVA is \$3,652.00

Terms and Conditions:

All prices are valid through the date listed above, provided that the price may be revised if the reason for a change in price is due to a change or inaccuracies in the data provided to SEPS for purposes of preparing the quote (a mis-configuration). All products are quoted FOB from SEPS' shipping points, which may be its own docks or manufacturers docks, to such destinations as you may state in a Purchase Order. All payments to SEPS are due Net 15 days, subject to approved credit. This quote, unless stated otherwise, does not include all taxes, duties, or freight and such additional fees will be added to invoice if applicable. You acknowledge and agree that this quote in no way binds SEPS to any other terms of sale not expressly accepted and approved by SEPS. All products quoted are subject to availability at SEPS' own facility and at applicable manufacturers' facilities. Orders for certain custom manufactured products may not be canceled. Cancellation of such orders may result in cancellation fees up to 100%. SEPS expresses no warranty of any kind and passes thru all manufacturers' warranties for products supplied.

The Conrardy Company
 1020 W. Fullerton Unit B * Addison, Illinois 60101 * Fax: 630-543-7750 * Conrardyco.com
 630-543-2226 Phone * 414-272-0121 (Wis)



Quotation
 VALID FOR 30 DAYS

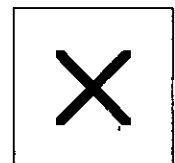
Quote Number 3P1127-7JP REV 3
 Job Name VILLAGE OF LOMBARD

Powerware 9355-20 KVA
Features and Benefits

- Protects mission-critical applications with innovative backup power technology designed specifically for high-density computing environments
- Supports the constant moves, adds and changes of today's dynamic data center with a tower configuration.
- A true online, double conversion topology protects connected equipment from all nine of the most power problems
- Provides more real power in less space (5,500 watts per square foot) with a 0.9 output power factor – protecting more equipment for every utility dollar and leaving more room for expansion of the data center
- Reduces energy costs and cooling needs through high efficiency performance
- Increases battery life through microprocessor controlled ABM (Advance Battery Management) technology, resulting in more uptime and fewer battery replacements

QTY (1) Powerware 9355-20 KVA UPS Module
20 KVA, 27 kW, 3 phase,

- UPS input 208 VAC, 4 Wire, 60 Hz
- UPS output 208 VAC, 4 Wire, 60 Hz
- UL 1778 certified
- UPS Efficiency Rating greater than 90% across all load ranges in normal operation (reduces utility costs, extends battery runtimes and produces cooler operating conditions
- Internal Bypass with Static Switch in case of high overload condition, output load fault or internal failure
- Automatic UPS restart and load pickup
- Total Input Current Harmonic Distortion less than 5% without compromising overall efficiency
- Fan cooled, temperature microprocessor monitored, front air entry, rear exhaust
- Advanced Battery Management Technology (ABM) – significantly extends battery service life with unique three stage charging technique
- Control Panel LCD display showing metering, events, status
- Emergency power off and external EPO
- Two standard communication bays (X-slots), two additional X-slots available as option
- X-slot 1 for Web/SNMP card with EMP (Environmental Monitoring Probe) monitoring eNotify (Remote Monitoring Service) compatible
- Communication Ports: (1) RS232, (1) Relay contact, **SNMP CARD**
- UPS ships with Software Suite CD containing LanSafe Power management software and a trial version of PowerVision



Quotation

VALID FOR 30 DAYS

- Internal Batteries will provide 18 min of Battery Run Time at 18 KW load
- On-site normal hour Start up and Commissioning 1 YEAR PARTS 7 x 24 8 hour response for 1 YEAR TOTAL LABOR WARRANTY
- Dimensions: 20"W x 34.1"D x 66"H, Weight: 1160 lbs
- WALL MOUNT MBS (2 FEEDER BREAKERS REQUIRED)
- Dimensions: 20"W x 5.8"D x 48"H, Weight: 66 lbs
- 80 KA TVSS PN # PVL080208YK
- Dimensions: 5"W x 2.6"D x 11.5"H, Weight: 6 lbs

\$ 15,800.00 FRT. INC. DOCK TO DOCK

Quotation Notes:

- Price quote is good for 30-days and may change without notice.
- This quotation is for the equipment and services listed above. Installation of this equipment is not included.
- Inventory Status – Eaton will allocate inventory according to submitted and approved Purchase Orders first come first served basis.
- Taxes will apply unless tax exempt certificate is submitted with PO.
- New customers require Completed and Signed Eaton Credit Application and Terms & Conditions with PO.
- Be sure to indicate on your PO the dates requested for delivery to the site and the date for factory warranty site start-up.
- Shipping Charges will be pre-paid and added to the invoice.
- P.O. TO BE MADE OUT TO EATON ELECTRICAL C/O CONRARDY COMPANY

Memorandum

To: Chief George E. Seagraves
CC: P. Davis III, Operations Director OEM
From: Brian A. Stuart, Deputy Director OEM
Date: 1/30/2008
Re: Operator Position Proposals

In December, 2007, the Office of Emergency Management conducted a vendor search to solicit proposals for the purchase of replacement operator positions within the emergency communications center. The purpose of these new operator positions were to support the installation of new E911 telephone and radio equipment within the facility and to increase the operational capabilities of our center.

The research included cost effectiveness, design capabilities and system flexibility. Three companies were reviewed for these purposes.

- AFC Public Safety Inc
- Innovant Inc
- XYBIX Systems Inc

Due to the current space limitations and room design of the existing ECC, AFC Public Safety and XYBIX were eliminated in the initial phase of research, as these companies did not provide a modular design system needed to accommodate our requirements. Both XYBIX and AFC Public Safety designs consisted of a standalone island type configuration and could not be properly incorporated within the space constraints of the facility.

The second company, Innovant Inc of New York, provided the necessary design solution best suited to the needs of the ECC. The company provides for a multi-component system of attachable workspace capable of supporting all the necessary equipment and computer screens utilized by the OEM. The system is custom designed to fit within our existing facility and has the capability future expansion. This design ability gave us flexibility to support the request for the addition of a new Public Works operations position. This brings the total operational positions capabilities to 3.

Brian A. Stuart, FF/NREMT-P
Deputy Director, OEM

Respectfully,

After reviewing all three proposed solutions, it is my recommendation that the replacement operator positions be purchased from Innovant Inc of New York, NY in the amount of \$21,203.60. The vendor supplied us with a written contract for purchase. Please review the attached proposals and contact me with any questions or concerns.

Recommendations

February 8, 2008

Quotation: 02433-1

January 24, 2008

Project: Lombard Office of Emergency Management

255 E. Wilson

Lombard, IL 60148

Scope: Supply, deliver and install four (4) consoles and two (2) transition assemblies based on Innovant layout 02433-Q-L1 Rev D, dated 1/18/2008.

Consoles

4 no. Single base frame, 56" wide x 30" deep

Finishes: Powdercoat

*Heavy-duty extruded aluminum and steel components

*Gridiron cable tray with MDF technology panel behind

*MDF technology panels at either end of frame

4 no. Single accessory beam (AX50), 56" wide

Finishes: Satin Silver Anodized

*Heavy-duty extruded aluminum

4 no. Sliding access door assembly, 56" wide

Finishes: Powdercoat

*Punched metal doors

*Doors can slide to adjacent desks, stack behind each other or be removed from track completely

4 no. Worksurface with infills, 56" wide

Finishes: HP Laminate, Black, 01

*Cast polyurethane front edge nosing

*Lamello and coach bolt connections for precision alignment

*Infills with wire management brush and pop-up hardware

2 no. BBF pedestal, 18.75" wide x 18" deep

Finishes: HP Laminate, HP Laminate, Chamfered

*Mobile

*Maple drawer boxes with clear lacquer finish

*Heavy-duty full extension slides

*Gang lock

*File bars suitable for legal and letter filing

2 no. Single end panel

Finishes: HP Laminate, 01

4 no. Back panel

Finishes: HP Laminate

2 no. Transition assembly 34 3/4" wide x 34 3/4" deep

Finishes: HP Laminate, Black, 01

*Worksurface

*AX50 accessory beam mount to rear

Innovant Group
37 West 20th Street
New York, NY 10011
www.innovant.com
Tel. 212.929.4883
Fax 212.929.5174

INNOVANT

Quotation: 02433-1

January 24, 2008

Equipment Racks

4 no. 19" Table top rack cabinet 21" wide x 17 1/2" deep x 7 1/4" high
Finishes: *Black Powder Coat*

Monitor Arms

6 no. Humanscale single monitor arm

Finishes: *Silver*

*Accommodates one monitor

*One row high stackable post

*One 75/100mm quick release VESA plate

*AX50 mount

3 no. Humanscale double over double monitor arm

Finishes: *Silver*

*Accommodates four monitors

*Two row high stackable post

*Four 75/100mm quick release VESA plates

*AX50 mount

Innovant Group
 37 West 20th Street
 New York, NY 10011
 www.innovant.com
 Tel. 212.929.4883
 Fax 212.929.5174

INNOVANT

Quotation: 02433-1

January 24, 2008

Service

Freight *Dedicated Truck
 Unloading *Regular Time
 Installation *Regular Time

Options

*Additional power strips: (12) 4 outlet strips with 6' chords
 Add \$441.00 Total
 *Humanscale Diffrent fluorescent task lighting with double arm and base
 Add \$194.16
 Each

Estimated Schedule

This expected schedule is predicated on mutual adherence to milestone dates, production volume and material availability.
 Order Date 2/8/2008
 Drawing Submittal 2/19/2008
 Drawing Approval 2/22/2008
 First Delivery 4/23/2008
 Project Completion 4/25/2008

Finishes

Pricing includes the following finishes unless otherwise noted.
 Veneer *Oak *Nevamar *Wilsomar *Formica
 HP Laminate *Matte Black Powdercoat
 *Black Chrome *Silvadillo
 *Maple *Birch *Ash *Cherry *Mahogany
 Pricing includes wood veneer species from Innovant standard suppliers. Should exotic species, specialty finishes or other veneers be required, further charges may apply.
 Pricing excludes metal or wood laminates.

TOTAL CONTRACT

\$21,203.60

Innovant Group
37 West 20th Street
New York, NY 10011
www.innovant.com
Tel. 212.929.4883
Fax 212.929.5174

Quotation: 02433-1

January 24, 2008

Terms and Conditions

The following stage payments are due upon receipt of invoice. Freight and sales tax billed on last invoice.
50% 1st Stage / 40% 2nd Stage / 10% Final Bill, Freight billed

Any delay which is not the fault of Innovant, Inc. will not affect the payment schedule. A delay that extends beyond thirty days is subject to possible storage charges.

This quote will expire on Thursday, April 24, 2008.

Warranty

Innovant warrants that all non electrical goods shall substantially conform to the performance data and detail shop drawings and be free from defects in materials and workmanship under normal use for a period of ten (10) years, provided that Seller is notified in writing of any such defects within ten (10) days of observed defect or malfunction.

Electrical goods such as lifting columns, task lights and power delivery components are warranted for a period of one (1) year.

This warranty is expressly in lieu of all other warranties, express or implied, including the warranty of merchantability or fitness for a particular purpose.

In the event of a breach of the above warranty, Innovant shall repair or replace the goods or any part thereof, at its option. Innovant shall not be liable for any consequential damages or incidental damages arising out of any breach of the above warranty or any other term of this agreement. Innovant's maximum liability shall not exceed in any case or for any reason the purchase price actually paid for the goods.

INNOVANT

Innovant Group
37 West 20th Street
New York, NY 10011
www.innovant.com
Tel. 212.929.4883
Fax 212.929.5174

INNOVANT

Quotation: 02433-1

January 24, 2008

To place an order with Innovant

1. Sign and fill out section below:

PO or Reference #

Authorized Signature

Date

Print Name

2. Billing contact info:

Billing Contact

Company Name

Address

Office Phone Fax Cell Phone

Email

3. Fax / Email this page with your Purchase Order to:

Innovant, Inc.
Attn: Sales Support
37 West 20th Street
Suite 1101
New York, NY 10011
212.929.4883 (Phone)
212.929.5174 (Fax)
ss@innovant.com

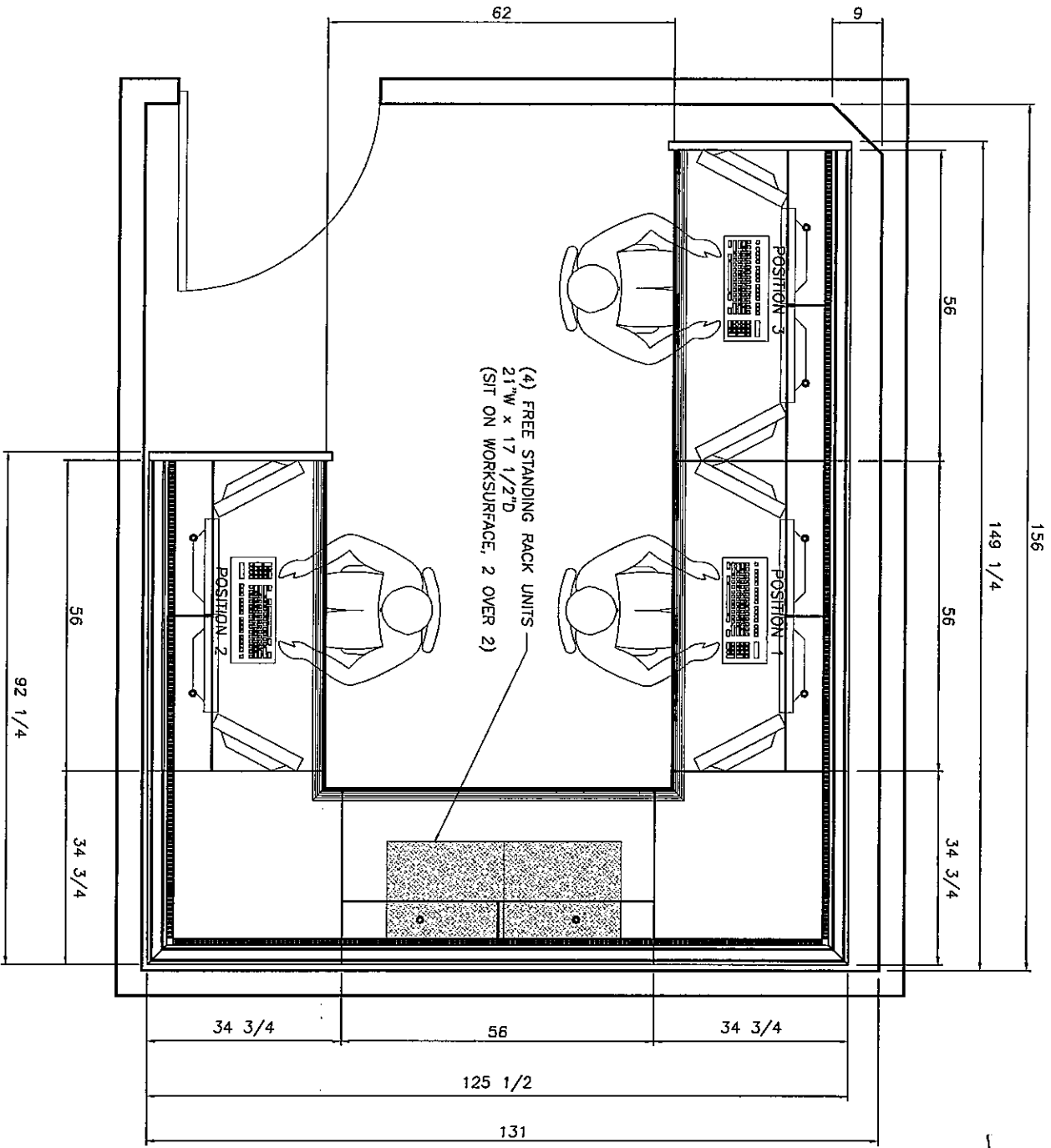
4. Send all payments to:

Innovant, Inc.
Attn: Accounts Payable
84 Ferris Hill Road
New Canaan, CT 06840
203.966.1305 (Phone)
203.966.6904 (Fax)
ap@innovant.com

Make checks payable to Innovant, Inc.

Tax ID # 45-04-99207

Please direct all questions to your local sales representative or Innovant Sales Support department.



REV	DESCRIPTION	DATE	BY	CHKD
D	ISSUED FOR REVIEW & APPROVAL	01/18/08	WCM	
C	ISSUED FOR REVIEW & APPROVAL	01/17/08	WCM	
B	ISSUED FOR REVIEW & APPROVAL	01/07/08	WCM	
REV	DESCRIPTION	DATE	BY	CHKD

GENERAL NOTES:

1. CLARIFY ANY PRODUCTIONS NOT TO SCALE
 ALL DIMENSIONS EXTERNAL UNLESS NOTED OTHERWISE
 ALL DIMENSIONS ARE IN INCHES
 REMOVE ALL SHARP EDGES
 IF IN DOUBT, ASK

DESIGN APPROVAL:

DESIGN APPROVAL

This drawing is a proposed design solution and is issued for the purpose of approval.

The drawing is the exclusive property of Innovant Group and contains confidential and/or trade secret information. All rights (including copyright) of this drawing are reserved by Innovant Group. This drawing is issued on the condition that it is not copied or disclosed to any third party without the written consent of Innovant Group.

INNOVANT

DATE	01/18/08
DESIGNED BY	WCM
ISSUED BY	1
OF TOTAL SHEETS	1
TITLE	LC LAYOUT