

**Customer:**  
 Chesapeake Marketing Associates  
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**EXPERT | SECURITY | ADVICE**

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**Quote #:**  
 68621.0

**Started:**  
 04/16/2020

**Updated:**  
 04/16/2020

**Valid Until:**  
 06/15/2020

**Prepared By:**  
 KATIE.MCEVOY

## Winsted (MSRP)

<u>Part #</u>	<u>Vendor</u>	<u>Description</u>	<u>QTY</u>	<u>Price</u>	<u>Total</u>
11745	Winst	24/7 High Back Chair, Black	3.00	852.60	2,557.80
15504	Winst	72" x 20" Credenza, Black Base	1.00	3,103.80	3,103.80
15550	Winst	72" x 20" Laminate w/T Edge	1.00	355.60	355.60
56004	Winst	Double Bay Stringer	4.00	874.30	3,497.20
56006	Winst	Triple Bay Stringer	4.00	1,154.30	4,617.20
56044	Winst	Double Bay Hinged Cover	4.00	137.90	551.60
56046	Winst	Triple Bay Hinged Cover	4.00	172.90	691.60
56061	Winst	Sight-Line End Frames	2.00	483.00	966.00
56062	Winst	Sight-Line Intermediate Frame	5.00	233.10	1,165.50
56082	Winst	Bottom Shelf	20.00	98.00	1,960.00
56162	Winst	Rack Rail Support Brkts 56006	2.00	86.80	173.60
56166	Winst	19-1/4" Tapped Rack Rails	6.00	46.90	281.40
56262	Winst	Work Surface Support Bracket	12.00	94.50	1,134.00
56302	Winst	Vented Door	34.00	248.50	8,449.00
56520	Winst	Shark Gray Side Panels	2.00	618.79	1,237.58
56644	Winst	48" Comfort Edge Work Surface	3.00	578.90	1,736.70
56644	Winst	48" Comfort Edge Work Surface	1.00	578.90	578.90
56646	Winst	72" Comfort Edge Work Surface	2.00	788.90	1,577.80
56646	Winst	72" Comfort Edge Work Surface	2.00	788.90	1,577.80
56655	Winst	90 Deg Comfort Edge Work Surf	1.00	124.60	124.60
56659	Winst	39"W Comfort Edge Peninsula	1.00	1,297.09	1,297.09
56721	Winst	26" Jumper	8.00	28.00	224.00
56726	Winst	34" Jumper	1.00	30.10	30.10
56728	Winst	48" Jumper	4.00	34.29	137.16
57185	Winst	90 Degree Corner Assembled	1.00	1,020.60	1,020.60
W5651	Winst	Door w/CPU Shelf	6.00	364.00	2,184.00
W5762	Winst	Snap In Duplex and Mntg Plate	16.00	37.79	604.64
W5763	Winst	Power Infeed and Mntg Bracket	3.00	222.60	667.80
W5774	Winst	Pole Mount w/Extension Arm	12.00	437.50	5,250.00
W6440	Winst	4 Storage Cabinets & Credenza	1.00	2,142.00	2,142.00

# REMEMBER...

We have additional systems that support your security & communications projects.

## CAMERAS AND RECORDING

Bosch Security Systems

Bosch Security Systems product portfolio offers a wide range of IP video surveillance products including cameras, onboard video analytics, and recording.

[www.boschsecurity.us](http://www.boschsecurity.us)



## INTRUSION DETECTION PANELS AND DETECTORS

Bosch Security Systems

Bosch Security Systems product portfolio offers a wide range of intrusion detection systems.

[www.boschsecurity.us](http://www.boschsecurity.us)



## NETWORK SWITCHES

Comnet

ComNet is the source for cost-effective communication solutions for your transmission challenge.

[www.comnet.net](http://www.comnet.net)



## SECURITY FURNITURE

Winsted

Winsted is the worldwide leader in control room console and furniture solutions.

[www.winsted.com](http://www.winsted.com)



## ETHERNET EXTENDERS AND MEDIA CONVERTERS

Comnet

ComNet is the source for cost-effective communication solutions for your transmission challenge.

[www.comnet.net](http://www.comnet.net)



## UNINTERRUPTIBLE POWER SUPPLIES (UPS)

Orion Power Systems

Orion Power Systems has provided ups systems and accessories for almost every industry while maintaining the highest quality and reliability standards.

[www.orionpowersystems.com](http://www.orionpowersystems.com)



## WIRELESS NETWORK

Comnet

ComNet is the source for cost-effective communication solutions for your transmission challenge.

[www.comnet.net](http://www.comnet.net)



## OPTICAL TURNSTILES

Orion Entrance Controls

Orion Entrance Control, Inc., is a global provider of optical turnstile solutions for facilities that require security and oversight of the traffic coming in and out of their spaces.

[www.orioneci.com](http://www.orioneci.com)



## INTERCOM & PUBLIC ADDRESS

Commend

The Commend product portfolio covers every intercom need, from door intercom systems to complex integrated solutions.

[www.commendusa.net](http://www.commendusa.net)



## IP MONITOR DECODERS

EIZO

EIZO manufactures industrial grade monitors with IP camera decoders built-in as well as high-performance ONVIF stand-alone decoders.

[www.eizo.com](http://www.eizo.com)



## QUOTES & INSIDE SUPPORT

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IMMEDIATE ASSISTANCE

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410-612-9640



## DVR / IP Video / Networking Policy

1. **Integrator must have two technicians with manufacturer(s)' certifications on products that they sell, install and service.**
2. **Installing integrator must have personnel with a strong networking background.**
3. **Issues related to the customer's network are not the responsibility of Midlantic Marketing.**
4. **If the integrator does not possess the proper networking skills, they must employ a firm that does.**
5. **Midlantic Marketing will provide first class onsite service and support which are outside of the normal sales and marketing responsibilities for a fee of \$1600/day to manufacturer certified integrators.**
6. **The use of digital storage for archiving video relies on methods of recovering files of various forms of media including hard drives. Various technologies are available to protect the files on the digital media if a portion of this media becomes unrecoverable. Midlantic Marketing recommends the use of file recovery through implementation of RAID 5 Plus Spare or other best efforts available. Any use of reduced protection, i.e. RAID 0, from lost file recovery must be the sole decision of the customer. Selection of proper equipment and file protection must match the requirements of the application and severity of data recovery in the event of damaged storage media.**

## Midlantic Marketing Onsite Software Support

**Software Installation/Service Support:** With the knowledge that there are resources available in the form of installation and operation manuals, manufacturers' certified training, and manufacturers' technical support by telephone, Midlantic Marketing is available by appointment to provide onsite software configuration and training support to a manufacturer certified integrator for a fee of \$1600 per day (one day minimum) per person plus travel and related expenses. Knowing that these systems require continual maintenance, service, and support, the \$1600/day onsite program is available on an ongoing basis as needed.

**IP Video Support:** The installing party must have at least two technicians available to work on the project that have successfully completed manufacturers' certified training on the specific products prior to the software and/or hardware being shipped from the factory. Additionally, they must possess a strong networking background and have resources available to support that portion of the project.

**Networking:** The network infrastructure that modern day security systems utilize is not the responsibility of Midlantic Marketing. Thus, Midlantic Marketing is willing to reasonably assist with connectivity. It is strongly recommended that if your firm does not employ certified network professionals that you contact a firm in that field for assistance.

**Training:** There may be times where end-users request training that exceeds that which can be provided by the integrator for their specific system. If an integrator requests that Midlantic Marketing provide end-user training, the \$1600/day program will be implemented. This training will be for user, administrator, and preventive maintenance. Documentation will be provided with the program. The content of the training must be specified prior to scheduling such that Midlantic Marketing can prepare the curriculum and documentation necessary.

The above support is intended to be used for but not limited to disk arrays, DVRs, IP video software and hardware, and other related items. Midlantic Marketing intends to make every effort to provide assistance as required. With that said, Midlantic Marketing will bill accordingly when the assistance provided falls outside of our normal sales and marketing responsibilities. These fees are intended to cover assisting certified integrators with setup, service, configuration, and preventive maintenance.

**Disclaimer:** We thank you for giving Chesapeake Marketing Associates Inc. the opportunity to provide this formal quotation. We furnish materials strictly on an informational basis without liability. This information is believed to be accurate, up to date and reliable. We have taken every effort to understand your needs and concerns, however Chesapeake Marketing Associates Inc. assumes no liability for the use or application of this material.