

B
 BROKEN ARROW PUBLIC SCHOOLS
Educating Today R *Leading Tomorrow*

Contract Committee Review Request
MUST BE COMPLETED IN FULL

Date: 2/22/2025

Contract/Agreement Vendor: Seon Safe Fleet

Name of Vendor & Contact Person

Joy Walsh

Vendor Email Address

WAP system installation allows bus video to be downloaded automatically through a cloud-based program.

Describe Contract (Technology, program, consultant-prof Development, etc.)

Please use Summary below to fully explain the contract purchase, any titles, and details for the Board of Education to review.

District

Reason/Audience to benefit

3/10/20255

GOE Date

\$ 84,221.00

Amount of agreement

Person Submitting Contract/Agreement for Review: Jennifer Hayes *GRAFT MOORE*

PLEASE SEND THROUGH APPROPRIATE APPROVAL ROUTING BEFORE SENDING TO BOARD CLERK

Principal &/or Director or Administrator: Jennifer Hayes *J. Brown*

Does this Contract/Agreement utilize technology? YES/NO YES
If yes, Technology Admin: Ashley Bowser

Leadership Team Member: Roger W. G.

Funding Source: Bond 2740-612-000-0000-000

Fund/Project

OCAS Coding

Consent

Action

This WAP System Installation allows bus video to be downloaded automatically through a cloud-based process when buses arrive into the parking lot, upgrading from a manual hard drive pull to on-line access. Antennas for buses will be added and an annual cloud-based fee will be initiated.
 Installation of Wireless Access Point(s) hardware \$24,744.00
 Antenna upgrades current hard drive systems on each bus \$48,389.00
 Annual cloud-based fee \$11,088.00
 The agreement sets the parameters of the service provided and the annual cost and will be in place for one fiscal year. The total to the district is \$84,221.00 funded through 2023 Bond money. J. Hayes

Summary

This area must be complete with full explanation of contract

The Contract/Agreement should be received at least 2 weeks prior to a Board Meeting to ensure placement on the Agenda. The Contract Committee meets most Tuesdays at 8:00a.m. All Contracts/Agreements, regardless the amount, must be first approved by the Contract Committee and then presented to the Board of Education for approval and signature. The item will be placed on Electronic School Board for the board agenda by Janet Brown. By following this process, the liability of entering into an agreement is placed with the district rather than an individual.

MEMORANDUM

To: Mr. Chuck Perry

From: Jennifer Hayes

Date: February 22, 2025

Re: Seon Safe Fleet Camera System Upgrade and Wireless Access Points Infrastructure

SUBJECT

Accept and approve a new technology agreement between Broken Arrow Public Schools and Safe Fleet who will provide Wireless Access Points hardware to be installed at Transportation and corresponding bus antenna upgrades.

ENCLOSURES/ATTACHMENTS

Contract agreements

SUMMARY

This WAP system installation allows bus video to be downloaded automatically through cloud-based processes when buses arrive into the parking lot upgrading from a manual hard drive pull to online access. The installation location will be at the main transportation building. Antennas to buses will be added and an annual cloud-based fee will be initiated.

Installation of Wireless Access Point(s) hardware	\$24,744.00
Antenna upgrades current hard drive systems on each bus	\$48,389.00
Annual cloud-based fee	\$11,088.00

The agreement sets the parameters of the service provided and the annual cost and will be in place for one fiscal year. The total cost to the district is \$84,221.00. J. Hayes

FUNDING

2023 Bond

RECOMMENDATION

Approve



SAFE FLEET

Driving Safety Forward™

Q-69501

Date: 2025-02-27
Proposal #: Q-69501
Expiry Date: 2025-04-28
End User:

PREPARED FOR:

Jennifer Hayes
 Assistant Director of
 Transportation

918-259-4550
 jhayes@baschools.org

PREPARED BY:

Joy Walsh

SOLD TO DETAILS

Broken Arrow Public Schools
 701 South Main Street
 Broken Arrow, Oklahoma 74012
 United States

BILLING DETAILS

Broken Arrow Public Schools
 701 South Main Street Broken
 Arrow, OK 74012 US

SHIPPING DETAILS

Broken Arrow Public Schools
 71/BA Expressway Broken
 Arrow, OK 74012 US

Corporate Office: 1.877.630.7366
 Unit 111, 3B Burbidge Street
 Coquitlam, BC V3K 7B2
 joy.walsh@seon.com

Includes:

Nexus - Cloud video upload Joliet Location

- Nexus VMS (video Management Software - video upload)
- 3 x Access Points & Installation
- Network Engineering & Set up

QTY	PRODUCT	DESCRIPTION	UNIT PRICE	TOTAL PRICE
3	INST-WRLS	Installation Smart Reach Wireless Access Point 3 x Joliet St	USD 2,881.00	USD 8,643.00
3	SRBAX-E850	ASSY,SmartReach AP,2RD,Engenius EWS850AP Joliet	USD 1,000.00	USD 3,000.00
1	FRGT-LTL	LTL Freight	USD 500.00	USD 500.00
1	CL-NVMB	Nexus Video Management Cloud Activation VMS - No renewal	USD 6,751.00	USD 6,751.00
1	PT-SET-CLD	Professional Services - New Customer Cloud Services Network services & set-up, training	USD 4,500.00	USD 4,500.00
1	PM-MGT	Project Management Per Day	USD 1,350.00	USD 1,350.00
Nexus - Cloud video upload Joliet Location Total:				USD 24,744.00

Total:	USD 24,744.00
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Q-69501

All purchases must be confirmed with an authorized signature from the purchaser; company issued purchase orders should be provided for all purchases exceeding \$10,000.00 (in addition to authorized proposal). Any purchases that are exempt from sales taxes must be accompanied by a tax exemption and/or resellers certificate.

By signing this proposal (the "Proposal") (or, if this Proposal is attached to, referenced in, or otherwise accompanies any other agreement, statement of work, purchase order, or other similar document, by or between the parties and/or their applicable affiliates (any of the foregoing, collectively, the "Accompanying Agreement"), then by signing such Accompanying Agreement), the Customer agrees to all terms and conditions set forth herein, including without limitation those set out in this Comments and Terms section, and to the Safe Fleet Video & Telematics Products and Services Standard Customer Terms & Conditions, currently available at safefleet.net/v-and-t-general-terms (as may be updated or amended by Safe Fleet from time to time in its discretion, the "Ts&Cs"), which are incorporated herein and will govern all products, services, and other matters set forth herein. Capitalized terms used but not defined herein shall have the meaning ascribed to them in the Ts&Cs.

Customer and Safe Fleet expressly agree that, notwithstanding anything to the contrary in the Accompanying Agreement, including any provision thereof relating to order of precedence, conflicts, or "battle of the forms," in the event of any conflict, ambiguity, or inconsistency (any of the foregoing, a "Conflict") between any term, provision, requirement, request, specification, or other provision (any of the foregoing, a "Provision") of the Accompanying Agreement and any Provision of this Proposal (including, for clarity, the Ts&Cs), this Proposal shall prevail and control; Customer and Safe Fleet intend this Proposal to be, and this Proposal shall be deemed to be, an amendment to any Conflicting Provision of the Accompanying Agreement.

The warranties applicable to the products, services, and other matters set forth herein are available at <https://www.safefleet.net/product-and-service-warranties> (the "Warranty Documentation"). Notwithstanding any other provision in this Agreement, the Warranty Documentation sets forth the sole warranties with respect to the products, services, and other matters set forth herein, and Safe Fleet hereby expressly disclaims all other representations and warranties, express or implied.

PO# _____ Date: _____
Name: _____ Title: _____
Signature: _____
Comments: _____



Q-69501

Seon Additional Comments & Terms:

Proposed installation prices are based on all vehicles being present and available, in a single location, at the time of scheduled installation. Any offsite installation work or the requirement to return to the site at a later date are subject to additional fees including labor and associated travel costs.

Seon cloud-based services, metadata retention duration: Transit systems

Metadata for Seon's vMax Commander and vMax Live Plus cloud-based services (standard service), is maintained for 12 months and then permanently deleted from the Seon cloud servers.

Metadata refers to all records created, input, or collected through the cloud-based service and stored on our cloud servers, excluding Media Files as described below:

Metadata includes

- Data created, input, logged or collected through the cloud-based service related to the fleet, vehicle location, or vehicle speed, and operational data related to alarms.
- Equipment health check information

Metadata does NOT include

- User names and passwords
- Media Files – **any audio, video, or photo data that is** created, input, or collected through use of the Software service
- Any fleet set-up data entered by users such as bus IDs, route IDs, driver IDs, vehicle types

This quote is valid for up to 60 days. All sales are final. A restocking fee of 20% will apply for any product returns and/or exchanges requested after initial shipment of the product. Note that product returns and/or exchanges will only be accepted for new, unused product that is within the original, unopened packaging.

Thank you for the opportunity to provide a Proposal for your mobile surveillance and fleet management needs. We trust this customized solution will help you meet your goals for passenger and driver safety and security.

Please feel free to contact me directly at 1.877.630.7366 if you have any questions or concerns. We look forward to partnering with you.

Best regards,

Joy Walsh
Sales Executive - School Bus
1.877.630.7366 | joy.walsh@seon.com

SAFE FLEET

Driving Safety Forward™

Q-10172

Date: 2025-02-27
Proposal #: Q-10172
Expiry Date: 2025-04-28
End User:

PREPARED FOR:

Jennifer Hayes
Assistant Director of
Transportation

918-259-4550
jhayes@baschools.org

PREPARED BY:

Joy Walsh

SOLD TO DETAILS

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joy.walsh@seon.com

Nexus wi-fi Video Upload with Cloud
Storage

Existing TH & DH Nexus Upgrade
(TL DVR Upgrade quoted separately as they are not Nexus compatible)

QTY	PRODUCT	DESCRIPTION	UNIT PRICE	TOTAL PRICE
49	SRLN07NP	SmartReach Lite,2.4/5GHz,ANT, No PoE TH series DVRs. Please confirm total	USD 192.00	USD 9,408.00
30	ANTK-W22W6	Dual Band White WiFi Antenna Kit with Two Cables 1ft Length plus 2x 060-1109 5M (16Ft) WIFI Extension Cables and RP-SMA Male Terminating Connectors FOR DH DVR	USD 188.00	USD 5,640.00
79	INST-ANT-RETRO	Retrofit install one roof mounted antenna and connection of associated antenna cables to receiving devices at one location. Receiving device install not included. Antenna Retrofit	USD 169.00	USD 13,351.00
84	CL-NVMV-Y1	Nexus Video Management Vehicle Activation (per vehicle) - Annual Renewal Fees Apply Includes License for 5 x New Buses	USD 160.00	USD 13,440.00
1	FRGT-LTL	LTL Freight	USD 500.00	USD 500.00
1	PT-SET-17	BACK OFFICE SYSTEM SETUP PACKAGE B - 50 to 149 Vehicles Includes: - 2 Days on-site and/or remote deployment services - Management System and Network configuration and setup - Admin and User Training Project Implementation, Single Platform On-site / Remote Project Implementation. On-site Existing DVR reconfiguration to Cloud service	USD 6,050.00	USD 6,050.00
Nexus wi-fi Video Upload with Cloud Storage Total:				USD 48,389.00

Annual Renewal - Year 2

Includes:

- Cloud Storage


SAFE FLEET
Driving Safety Forward™

• Nexus Wi-Fi Vehicle license

QTY	PRODUCT	DESCRIPTION	UNIT PRICE	TOTAL PRICE
84	CL-NVMV-RY1	Nexus Video Management Vehicle Activation (per vehicle) - Annual Renewal Fee Per Year	USD 132.00	USD 11,088.00
Annual Renewal - Year 2 Total:				USD 11,088.00

Total: USD 48,389.00



Q-10172

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PO#

Date:

Name:

Title:

Signature:

Comments:



Q-10172

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