



Cheboygan County Board of Commissioners

MISSION STATEMENT

Cheboygan County officials and staff will strive to provide public services in an open and courteous manner and will responsibly manage county resources.

Committee of the Whole Meeting

October 23, 2018

9:30 a.m.

Agenda

1. Call to Order
2. Roll Call
3. Invocation/Pledge of Allegiance
4. Approve Agenda
5. **CITIZENS COMMENTS**
6. **SCHEDULED VISITORS/DEPARTMENT REPORTS**
 - A. Drain Commissioner Cam Cavitt – 2017 Annual Report
 - B. Airport's Annual Report
 - C. Judge Butts - Probate Court's 2017 Annual Report
7. **ADMINISTRATOR'S REPORT**
8. **OLD BUSINESS**
9. **NEW BUSINESS**
 - A. Sheriff Department's Jail Security System Bid Award
 - B. Dell Unity SAN System Server
 - C. Northern Michigan Independent Drug Screening LLC
10. **BOARD MATTERS FOR DISCUSSION**
 - A. 2019 Budget Review
11. **CITIZENS COMMENTS**
12. **BOARD MEMBER COMMENTS**
13. **CLOSED SESSION – Pursuant to MCL 15.268 (c) Union Negotiations**
14. **ADJOURN TO THE CALL OF THE CHAIR**

ADMINISTRATOR'S REPORT

10-23-18

BUDGET: Staff will have copies of the draft budget for distribution at the meeting. Staff will review proposed changes in the budget that cause significant changes in the budget as compared to this year's budget. Review will continue at the November Board meetings with The Public Hearing and Adoption scheduled for the December 11, 2018 Board Meeting.

MICHIGAN INDIGENT DEFENSE: The MIDC has provided communication that grant agreements will be provided next week. The grant agreement will be placed on the Agenda for the November 13, 2018 meeting along with a resolution to establish a new Indigent Defense Fund to receive and expend grant funding for the program. The grant agreement is retroactive to October 1st, 2018. Circuit Court staff will need to begin preparation to implement the program the week of November 5th with the program starting on November 13, 2018.

JAIL PROJECT: Internal work continues in the kitchen and dorm areas with painting being completed and floor tiling underway. The storage building contractor will be meeting with staff to develop a final punch list for the project. We are still waiting on DTE and Consumers to complete their service installations. Paving for the projects are scheduled before the end of the month contingent on weather.

Cheboygan County Board of Commissioners' Meeting

October 23, 2018

Title: Cheboygan County Sheriff Department Jail Security System

Summary: The Cheboygan County Sheriff Department Jail has received bids for the security systems for the jail.

As per Cheboygan County Purchasing Policy, dated 03/08/2016, the contract must be a competitive bid contract.

The RFP was broken down into two bid components; 1-Doors/intercoms and 2-cameras. Companies could bid on one or both.

Through an advertised closed competitive bid, five single contractor bids were received. The two lowest bids for a single contractor were selected to be reviewed by the Sheriff Department; Cornerstone and Presidio.

Cornerstone's bid for the complete system was \$182,900.00

Presidio's bid for the complete system was \$183,395.00

Grand Traverse Mobile bid on the camera component only for \$52,334.00. Cornerstone provided a split bid with the camera component being \$72,900 and the doors/intercoms \$110,000.00.

By splitting the bid into two bid components it would only involve Cornerstone and Grand Traverse Mobile. That combined bid is \$162,334.00.

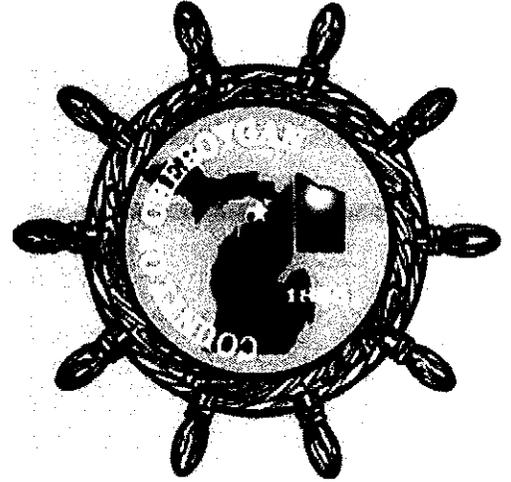
The Compatibility Report presented by the Cheboygan County Sheriff Department recommends Presidio as the single contractor.

Financial Impact: Total impact \$183,395.00

Recommendation: Motion to accept the submitted bid from Presidio dated September 26, 2018 as the single contractor and to authorize the Chairperson of the Cheboygan County Board of Commissioners to sign the Project Agreement authorizing the contractor to proceed after Civil Council review, and authorize any necessary budget adjustments.

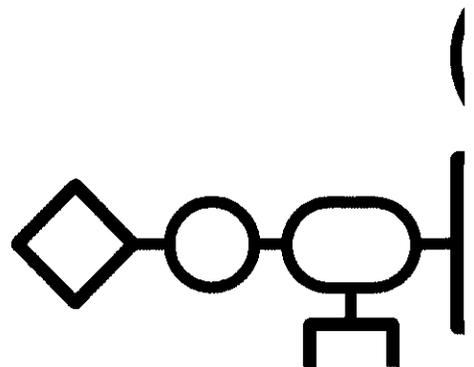
Prepared by: Sheriff Dale V. Clarmont

Department: Cheboygan County Sheriff Department



Cheboygan County

Jail Security System



**CHEBOYGAN COUNTY JAIL
CHEBOYGAN COUNTY JAIL SECURITY**

September 27, 2018

STATEMENT OF WORK

PRESIDIO[®]
Future. Built.

PROPOSAL TEAM

Name	Company/Function	Phone	Email
Matt Boes	Presidio Account Manager	616.871.1517	mortwineboes@presidio.com
Shaun Purvis	Presidio Solutions Architect	616.871.1578	smpurvis@presidio.com

REVISION HISTORY

Revision	Revision Date	Name	Notes
V0.1	9/27/2018	Shaun Purvis	First Internal Release
V1.0	9/27/2018	Matt Boes	First Client Release

Notices:

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Other product and company names mentioned herein may be the trademarks of their respective owners.

1. EXECUTIVE OVERVIEW

1.1. Introduction

Presidio Networked Solutions Group, LLC ("Presidio") is pleased to propose the following solution to Cheboygan County Jail ("Client"). The goals for the jail addition and renovation security project are the following:

- New cameras, intercoms, and security lock control equipment in the new jail addition.
- Relocate security system, radio, video monitors, and other workstation computers from the existing control room to the new control room.
- Update the lock control, camera viewing and intercoms to a software-based, user-friendly control station.

To achieve these goals, Presidio is recommending the security system be based on the Lenel OnGuard access control and alarm management platform. OnGuard is a recognized leader in facility electronic security and has integrations with both Milestone Video (the County's current video management system) and Stentofon intercom systems. Lenel OnGuard has wide experience in both public and private sectors and is the preferred security platform for the US Federal Government and Military. Lenel OnGuard features a floorplan-based graphical interface for intuitive door lock control and alarm point monitoring. Combined with integrations to video and intercom, the following features will also help Cheboygan County Jail maintain a secure and safe environment:

- Door alerts on the floorplan map will link to and/or call up camera views.
- Door intercoms to call up corresponding camera view.
- Doors can be momentarily unlocked (or locked) from the floorplan interface.

This project is based on the RFP document, drawing and addenda 1 and 2. The following scope of work details the services to be provided by Presidio.

1.2. Project Scope

Presidio is the sole contractor for this project and have not engaged subcontractors. We will provide and install new cameras and intercom equipment in the jail addition as detailed on the RFP drawing and listed on our accompanying quote's bill of materials. We will connect to the new electrified lock and door monitoring hardware as well as reconnect the existing electrified lock and door monitoring hardware. We will provide and install the Lenel OnGuard security platform with floorplan mapping to provide a graphical interface for door alerts, door unlock control, intercom response, and camera viewing. Equipment will appear on the map as symbols. When a door or intercom alerts on the floorplan map, the control room user will be able to view the corresponding camera to monitor activity in the area and correspond using the intercom door station. Presidio has included a workstation computer with monitor for door control, intercoms, and cameras in the new control room.

In addition to the security system installations above, we will also relocate several devices and workstation computers from the existing control center to the new control center. As requested in the walk through, the radio system workstation and LEIN workstation will be relocated. We will duplicate the functionality of the emergency rapid response switch and the intercom microphone for the new control room (leaving existing in place for the existing control room). We will relocate the video wall and associated computer workstations to the new control room. We will connect to the lighting system input to trigger "dimming mode." This will be configured as a software "button" in the security system interface.

Presidio will provide and install the wire and cable necessary for the new equipment. We will reuse the wire to existing equipment and extend it to the new control room when necessary. This is anticipated to require a splice enclosure somewhere in or near the existing control room for some equipment. Wire will be installed in bridal rings or with exiting bundles at the ceiling and above drop tile where present. It is our understanding that the project's electrical contractor has provided conduit rough-in at doors and in cells to camera and intercom locations. We will install wire in these runs where available.

The specified installation completion date in the RFP is a tight schedule. Please authorize this project to proceed by October 5. This potential schedule is contingent on the construction project, site access availability and network requirements readiness.

The Lenel OnGuard security platform software is covered by manufacturer software support in the first year. Based on today's pricing from Lenel and camera counts on the system, next year's support would be \$145 for the base application and \$1,334 for the cameras.

Presidio is an experienced installer in correctional settings and has a wide install base of Lenel OnGuard, Milestone Video, AXIS cameras, and Stentofon intercom systems across many institutional environments. At Jackson County Jail, we have recently completed large scale video projects and currently have other on-going projects. The primary contact at Jackson County Jail for these projects is Lt. Michael Coburn at (517) 768-1605 and MCoburn@co.jackson.mi.us.

1.3. Project Management

Presidio will provide a Project Manager (PM) who is familiar with the technology involved and experienced in project management best practice methodologies.

The Project Manager will:

- Act as the primary point of contact for the project team
- Schedule Presidio resources for tasks associated with the project
- Work with Cheboygan County Jail and Presidio project personnel to prioritize and plan the activities for the duration of the engagement and provide agendas for key meetings
- Review and communicate the status of the project with periodic status reports and/or conference calls that highlight performance on planned tasks, as well as any issues or other areas requiring attention by Presidio and/or Cheboygan County Jail
- Manage Project Change Requests (PCR) for any changes in services or deliverables, both added and removed from the scope, along with any associated charges or credits if applicable.

- Create an implementation schedule with all necessary tasks and associated timelines

1.4. Locations

Presidio will complete services work as defined in this Statement of Work for the location(s) identified in the below table:

Site Name	Installation Address
Cheboygan County Sheriff's Office	870 S. Main Street Cheboygan, MI 49721

1.5. ASSUMPTIONS

Presidio makes the following assumptions in developing this Statement of Work. By signing this SoW, client agrees that these assumptions are correct and valid. Any changes to the following assumptions must be processed using Presidio Change Management Process and may impact the project duration and labor requirements.

The following project assumptions are made and will be verified as part of the engagement:

- All Presidio activities will take place during normal working hours (Monday through Friday, 8:00 AM to 5:00 PM, excluding holidays) unless noted as "Off Hours" in this SOW.
- If product is delivered to or staged at a Presidio facility, the acceptance of equipment by Client occurs upon the receipt of goods at Presidio.
- A PoE enabled switch port will be needed for each camera and intercom within 100m cable distance from the devices's location. As specified here, it is assumed existing switch capacity is available for the additional devices. Three non-PoE ports will also be needed to support the new workstation computer, lock controller, and intercom controller.
- Storage capacity for the camera additions to be provided by Cheboygan County Jail.
- Server capacity for the access control system host software to be provided by Cheboygan County Jail. The requirements of the security platform are low and virtualized server capacity is sufficient.
- Conduit and rough-in to be provided by Cheboygan County Jail's electrical contractor.
- 120VAC 10amp power is necessary at the controller power supply location. If a generator backup circuit is available, Presidio recommends connection for this power supply.

2. PRICING

2.1. Project Pricing

Presidio is providing a Fixed Fee Price (FFP) as part of this Proposal.

Presidio will invoice Cheboygan County Jail based on the project milestone(s) listed below:

Billing Milestone	Amount
Project Start	\$ 13,350.00
Design Complete	\$ 26,700.00
Execution Complete	\$ 26,700.00
Project Closure	\$ 22,250.00
Services Total:	\$ 89,000.00

The following materials or products costs are included as part of this project:

Description	Amount
Project Parts	\$ 95,495.00

The following reflects the entire project cost:

Project Total
\$ 184,495.00

2.2. Expenses

Travel and incidental expenses incurred by Presidio in association with the execution of this Proposal are included in the pricing above.

2.3. Travel Time

Travel to and from the work site(s) by Presidio resources in association with the execution of this agreement is included in the pricing above.

3. TERMS AND CONDITIONS

The following terms and conditions shall govern this agreement unless a valid Master Services & Product Agreement or other similar agreement ("Master Agreement") between the parties has been executed and is in force, in which case the terms of the Master Agreement shall prevail to the extent that they are inconsistent with the following terms and conditions.

1. **Purchase Orders, Invoicing, Payment and Acceptance.** Any purchase order submitted by CLIENT in connection with this agreement shall be deemed subject to these Additional Terms and this agreement. Unsigned, electronically submitted purchase orders shall be deemed to include CLIENT's electronic signature and shall be binding to the extent accepted by Presidio. Presidio's performance of such purchase order shall not constitute Presidio's acceptance of new or different terms, including pre-printed terms on such order. In absence of a purchase order, CLIENT agrees that its signature below grants Presidio the right to invoice CLIENT and authorizes payment to Presidio for the amounts owed. Further, CLIENT represents that Presidio can rely on such CLIENT signature for payment.

Presidio shall invoice CLIENT for the Products and/or Services in accordance with the terms stated in the agreement.

The price included herein reflects a 3% discount for payment by cash, check or wire transfer. This discount will not apply in the event that CLIENT pays using a credit card or debit card.

CLIENT shall make payment to Presidio within thirty (30) days from the date of invoice. Except for taxes due on Presidio's net income, CLIENT shall pay all taxes. Presidio reserves the right to bill CLIENT for additional work requested by CLIENT and performed by Presidio, and for applicable expenses incurred by Presidio pursuant to providing such additional services, which are not described in this agreement.

Unless otherwise indicated in this agreement, CLIENT agrees that staff augmentation services and services performed on a time and materials basis shall be deemed accepted as performed. Unless otherwise indicated in this agreement, Projects shall be deemed accepted upon the earlier of Presidio's receipt a signed Project Completion and Acceptance document which has been signed and dated by an authorized representative of CLIENT, or thirty (30) calendar days from the date of the delivery of the final Project deliverable. If acceptance is refused, the Client shall provide, in writing to Presidio, its reasonable basis for refusal, prior to the expiration of the thirty (30) calendars day period. Presidio shall address the issue before subsequent work is undertaken.

2. **Shipment of Product.** All Products delivered to CLIENT hereunder shall be shipped FOB origin, freight collect. Title and risk of loss shall pass to CLIENT at point of origin. Products shall be deemed accepted upon delivery.
3. **Limitations of Warranties.** Presidio warrants that Services shall be provided by competent personnel in accordance with applicable professional standards. ALL PRODUCTS PROVIDED BY PRESIDIO ARE PROVIDED "AS IS", WITH ALL FAULTS. PRESIDIO MAKES NO OTHER WARRANTIES, EXPRESS OR IMPLIED, INCLUDING BUT NOT LIMITED TO WARRANTIES OF MERCHANTABILITY AND FITNESS FOR A PARTICULAR PURPOSE. ANY AND ALL ORIGINAL EQUIPMENT MANUFACTURER (OEM) WARRANTIES, CERTIFICATIONS AND GUARANTEES, IF ANY, ARE PASSED THROUGH TO CLIENT.
4. **Intellectual Property.** CLIENT acknowledges that Presidio, its vendors, and/or its licensors retain all patents and/or copyrights in and to all proprietary data, processes and programs, if any, provided in connection with Services performed hereunder; any Presidio software provided to CLIENT as part of the Services provided shall be subject to the vendor's, licensor's or OEM's copyright and licensing policy. To the extent such software is prepared by Presidio, it is provided by nontransferable, nonexclusive license for CLIENT'S internal use only, subject strictly to the terms and conditions of this Agreement, and shall terminate upon termination or expiration of this Agreement. CLIENT shall not duplicate, use or disclose for the benefit of third parties, reverse engineer or decompile any such software.
5. **Confidential Information.** The parties agree that Confidential Information means any information disclosed by the disclosing party to the receiving party, either directly or indirectly, in writing, orally or by inspection of tangible objects (including without limitation documents, prototypes, samples, plant and equipment, "CLIENT" lists or other "CLIENT" information not known to the public), which is designated as "Confidential," "Proprietary" or some similar designation, or is the type of information which should reasonably be recognized as Confidential or Proprietary. The receiving party shall not use any Confidential Information of the disclosing party for any purpose except to evaluate and engage in discussions concerning this Proposal. Each party agrees to protect the other party's Proprietary and Confidential Information to the same extent that it protects its own Proprietary and Confidential Information but with no less than a reasonable degree of care.
6. **Limitation of Liability.** IN NO EVENT SHALL PRESIDIO BE LIABLE TO CLIENT FOR ANY INDIRECT, INCIDENTAL, SPECIAL, CONSEQUENTIAL, EXEMPLARY, OR PUNITIVE DAMAGES OF ANY KIND WHATSOEVER, ARISING IN CONTRACT, TORT OR OTHERWISE, EVEN IF ADVISED OF THE POSSIBILITY OF SUCH DAMAGES. PRESIDIO'S ENTIRE LIABILITY AND CLIENT'S EXCLUSIVE REMEDY FOR DAMAGES FROM ANY CAUSE WHATSOEVER, INCLUDING, BUT NOT LIMITED TO, NONPERFORMANCE OR MISREPRESENTATION, AND REGARDLESS OF THE FORM OF ACTIONS, SHALL BE LIMITED TO THE AMOUNT WHICH HAS BEEN ACTUALLY PAID TO PRESIDIO BY CLIENT FOR SERVICES AND/OR PERFORMANCE HEREUNDER. Without limiting the foregoing, Presidio will have no

responsibility for the adequacy or performance of (in) any third party software provided to Presidio under this agreement, (ii) any hardware, and (iii) any services provided by any third party.

7. **Non-Solicitation Provision.** During the term of this agreement and for twelve (12) months thereafter, CLIENT will not solicit for a permanent or other position any employee or subcontractor of the other party to whom that party was introduced as a result of this agreement. Should CLIENT solicit and/or hire an employee or contractor from PRESIDIO, CLIENT shall pay to PRESIDIO an administrative fee equal to 1 year's salary of the employee's new salary at CLIENT.
8. **Export Law Compliance.** CLIENT has been advised that all Products purchased hereunder and Presidio Confidential Information is subject to the U.S. Export Administration Regulations. CLIENT agrees to comply with all applicable United States export control laws, and regulations, as from time to time amended, including without limitation, the laws and regulations administered by the United States Department of Commerce and the United States Department of State.
9. **Force Majeure.** Neither party shall be liable for any failure or delay in performance of its obligations hereunder where such performance is prevented or delayed by causes beyond its reasonable control, including without limitation, flood, war, embargo, strike or other labor dispute, riot, acts of God or the intervention of any government authority.
10. **Choice of Law and Venue.** The parties will attempt to settle any claim or controversy arising under this agreement through consultation and negotiation in good faith and a spirit of mutual cooperation. This agreement and all matters relating thereto shall be governed exclusively by the substantive law of the State of Michigan. Any dispute relating directly or indirectly to this agreement or any other contract or agreement between the parties which cannot be resolved through the process of consultation and negotiation shall be brought in a court of competent jurisdiction in Kent County, Michigan, that being the exclusive venue for any dispute between or any claims held by any of the parties to this agreement.
11. **Miscellaneous.** This agreement constitutes the entire agreement of the parties and supersedes all prior written or oral agreements, representations and understandings relating to the subject matter hereof, with the exception of a valid Master Services and Product Agreement between the parties under the terms of which this agreement shall be incorporated. This agreement shall not be amended or modified except by written instrument signed by the parties. Should additional work beyond the scope of the Services detailed herein by Presidio be requested by CLIENT, fees for such additional Services will be negotiated with CLIENT prior to performing such work and will be memorialized in writing between the Parties by utilizing a Project Change Request form ("PCR") or an additional agreement as appropriate. Presidio will invoice CLIENT for any additional work performed and expenses incurred which are not described in this agreement. The Parties agree that neither may assign its rights or duties under this contract without the prior written consent of the other Party, which consent shall not be unreasonably withheld.
12. **Severability.** The provisions of this Agreement are severable. If any provision of this Agreement or its application to any person or circumstance is ever held by any court of competent jurisdiction to be invalid for any reason, the remainder of this Agreement and the application of such provision or part of this Agreement to other persons or circumstances shall not be affected.

4. AUTHORIZATION TO PROCEED

The use of signatures on this Proposal is to ensure agreement on project objectives and the work to be performed by Presidio.

Presidio signature signifies our commitment to proceed with the project as described in this document. Please review this document thoroughly, as it will be the basis for all work performed by Presidio on this project.

This Proposal is valid for a period of sixty (60) days from the date that this proposal is provided by Presidio to Cheboygan County Jail unless otherwise agreed to by both parties.

Cheboygan County Jail Representative

Signature

Date

Printed Name

Invoice/Bill to Address

Presidio Representative:

Signature

Date

Printed Name & Title

Please sign and return the entire document to Presidio.

Thank you.

PRESIDIO

QUOTE: 2003418827136-01

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TO: Cheboygan County Sheriff's Office
 Timothy Cook
 870 S Main Street
 Cheboygan, MI 49721

 tcook@cheboygancounty.net
 (p) (231) 627-3155

FROM: Presidio Networked Solutions Group, LLC
 Matt Boes
 6355 East Paris Ave
 Caledonia, MI 49316-9139

 mortwineboes@presidio.com
 (p) 616.871.1517

BILL TO: Cheboygan County Sheriff's Office
 Timothy Cook
 870 S Main Street
 Cheboygan, MI 49721

 tcook@cheboygancounty.net
 (p) (231) 627-3155

SHIP TO: Cheboygan County Sheriff's Office
 Timothy Cook
 870 S Main Street
 Cheboygan, MI 49721

 tcook@cheboygancounty.net
 (p) (231) 627-3155

Customer#: CHEBO004
Account Manager: Matt Boes
Inside Sales Rep: Sandra Terrell
Title: PhySec-Security System RFP

#	Part #	Description	Unit Price	Qty	Ext Price
Access Control Security Platform - Lenel OnGuard					
1	PCS-32ES	OnGuard 32ES Server System with PC includes PC with Microsoft Windows OS (see PC Config) and SQL 2016 Express database loaded with OnGuard Server software license which includes; System Administration; Alarm Monitoring; Map Designer; License Server; Com Comments: Server (rack mount) with Lenel OnGuard host application	\$2,800.00	1.00	\$2,800.00
2	SWC-32ES	OnGuard 32ES Client Software License OnGuard Client software license includes; System Administration; Alarm Monitoring; Map Designer and Login Driver. (SOFTWARE IS SUPPORTED ON PC-CONFIG#6 PLATFORM)	\$150.00	1.00	\$150.00
3	PC-CONFIG#3F	CONFIGURATION # 3F - WORKSTATION PC: DELL PRECISION T5820 MID-TOWER; INTEL XEON W-2104 CPU (4C, 5.5MB, 4T, 3.2GHZ, 120W); 8GB (1 X 8GB) 2666MHZ DDR4 RDIMM ECC; 8X DVD+/-RW; 500GB 2.5INCH SERIAL ATA (7,200 RPM) HARD DRIVE; NVIDIA NVS 315 (1GB DMS59 TO DVI- Comments: Workstation computer for new control room	\$2,075.00	1.00	\$2,075.00
4	24MC57HQ-P	23.8" LED LCD 1920X1080 16:9 Comments: Desktop monitor	\$170.00	1.00	\$170.00
5	SWG-1360	OnGuard support for Remote Desktop Protocol; Citrix Support [see compatibility chart for versions] and Terminal Services for 32ES, ADV, and PRO Level solutions [DOES NOT INCLUDE CITRIX].	\$1,500.00	1.00	\$1,500.00
Total (Access Control Security Platform - Lenel OnGuard):					\$6,695.00

Access Control Additions					
6	FPO150/250-2C82D8PE8M2	FPO150/250-2C82D8PE8M2 Comments: Access control power supply and board enclosure	\$1,020.00	1.00	\$1,020.00
7	BB12-7	7AH Battery Backup (1) 12VDC	\$20.00	3.00	\$60.00
8	LNL-2220	Intelligent Dual Reader Controller 12 or 24 VDC @ 700mA, size (6in (152mm) W x 8in (203mm) L x 1in (25mm)H), (5 year lithium battery or 3 months full run) 6 MB standard cardholder flash memory, 50,000 of Event memory, maximum of 32 devices, On-board Eth Comments: Primary controller board	\$1,170.00	1.00	\$1,170.00
9	LNL-1100-S3	Input Control Module (Series three) 12/24 VDC, 16 zone input monitor module, (32) 1K resistors (with 2 programmable output relays) , RoHS, CE, C-Tick and UL294 certified Comments: Input boards	\$490.00	3.00	\$1,470.00

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10	LNL-1200-S3	Output Control Module (Series three) 12/24 VDC, 16 relay output control module, RoHS, CE, C-Tick and UL294 certified	\$490.00	4.00	\$1,960.00
		Comments: Output boards			

Total (Access Control Additions): \$5,880.00

Intercoms and System Additions

11	STENTO-1070629110	6291 2-Gang Analog Substation	\$225.00	25.00	\$5,625.00
		Comments: Replacements for existing analog intercom door stations			
12	STENTO-1008116020	TMIS-2, SS 1-Button	\$575.00	27.00	\$15,525.00
		Comments: IP Intercom stainless steel door station for new interior doors			
13	STENTO-1008111030NL	TCIS-3 with No Logo	\$650.00	3.00	\$1,950.00
		Comments: IP intercom exterior door stations			
14	STENTO-ACXE7363005	Stentofon XE7 Audio Server Pkg	\$8,275.00	1.00	\$8,275.00
		Comments: Intercom system controller			
15	STENTO-1009291120	92911 AlphaPro Professional-USB	\$2,200.00	1.00	\$2,200.00
		Comments: Intercom system host software license (supports 500+ IP intercom stations)			
16	STENTO-1009641006	9641-006 6 Station License	\$1,475.00	6.00	\$8,850.00
		Comments: IP intercom station 6-pack licenses			
17	STENTO-1008001000	IP desk master, display	\$775.00	1.00	\$775.00
		Comments: Desktop intercom master station with phone handset			
18	STENTO-1008007000	IP Desk Dual Display Station	\$775.00	1.00	\$775.00
		Comments: Desktop intercom master station with microphone			
19	SWG-1340	Intercom Communication Interface for OnGuard- check compatibility chart for intercom systems.	\$850.00	1.00	\$850.00

Total (Intercoms and System Additions): \$44,825.00

Camera and Video System Additions

20	0709-001	AXIS Q8414-LVS Metal	\$1,000.00	6.00	\$6,000.00
		Comments: 1MP resolution, stainless steel, anti-ligature housing			
21	01048-001	AXIS P3807-PVE Fixed Dome Network Camera	\$1,050.00	1.00	\$1,050.00
		Comments: 8MP resolution, multi-sensor 180 degree view angle, exterior dome			
22	01039-001	Q3515-LV 1080P 9MM WDR IK10	\$650.00	23.00	\$14,950.00
		Comments: 2MP resolution, interior dome			
23	01041-001	Q3515-LVE 1080P 9MM WDR IK10	\$770.00	3.00	\$2,310.00
		Comments: 2MP resolution, exterior dome			
24	0815-001	AXIS P3707-PE FIXED DOME NETWORK CAMERA	\$930.00	1.00	\$930.00
		Comments: 8MP resolution, multi-sensor 360 degree dome, interior dome			
25	5507-511	AXIS T94M02D PENDANT KIT	\$75.00	1.00	\$75.00
26	5801-711	AXIS T91D67 POLE MOUNT	\$65.00	1.00	\$65.00
27	XPPCL	Xprotect Professional	\$110.00	34.0000	\$3,740.00
		Comments: New camera licenses			
28	YXPPCL-35	1YR PROF CAMERA LICENSE 35	\$20.00	92.00	\$1,840.00
		Comments: One year per channel software support, 92 total cameras in system			

Total (Camera and Video System Additions): \$30,960.00

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Installation Services and Materials

29	PS-SVC-PHYSEC-FF	Physical Security Presidio Professional Services Fixed Fee	\$89,000.00	1.0000	\$89,000.00
30	MISC-PhySec-CONSUMABLE	Physical Security / AV Consumable Supplies	\$2,500.00	1.00	\$2,500.00
31	991804-10	18-4C STR BC PLENUM WHITE	\$185.00	5.00	\$925.00
32	M58281B	23/4PR 6LAN CAT6 CMP BLUE 550MHZ	\$230.00	5.00	\$1,150.00
33	MISC-PhySec-CONSUMABLE	Physical Security / AV Consumable Supplies	\$2,760.00	1.00	\$2,760.00

Comments: Performance bond price

Total (Installation Services and Materials): \$96,335.00

Option 1: Optional Modules

34	OCP-OMC-E-1	Non-expiring license for OnGuard Monitor client for 32ES systems only. One required per concurrent client seat. Requires OnGuard 7.4 or higher. Comments: Browser based system monitor light client (note: does not have graphic floorplan map)	\$150.00	1.00	\$150.00
35	LSM-WATCH-ES	Non-expiring license for OnGuard WATCH Module. Requires OnGuard 7.1 or higher and active SUSP-ES support plan. Comments: System data monitor with alerts for performance indicators of equipment and system trouble	\$950.00	1.00	\$950.00

Total (Option 1: Optional Modules): \$1,100.00

Sub Total: \$184,495.00

Grand Total: \$184,495.00

PRESIDIO

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DATE: 09/27/2018

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Quote valid for 30 days unless otherwise noted.

Additional Terms

The following terms and conditions shall govern this agreement unless a valid Master Services & Product Agreement or other similar agreement ("Master Agreement") between the parties has been executed and is in force, in which case the terms of the Master Agreement shall prevail to the extent that they are inconsistent with the following terms and conditions.

1. Purchase Orders, Invoicing, Payment and Acceptance. Any purchase order submitted by CLIENT in connection with this agreement shall be deemed subject to these Additional Terms and this agreement. Unsigned, electronically submitted purchase orders shall be deemed to include CLIENT's electronic signature and shall be binding to the extent accepted by Presidio. Presidio's performance of such purchase order shall not constitute Presidio's acceptance of new or different terms, including pre-printed terms on such order. In absence of a purchase order, CLIENT agrees that its signature below grants Presidio the right to invoice CLIENT and authorizes payment to Presidio for the amounts owed. Further, CLIENT represents that Presidio can rely on such CLIENT signature for payment.

Presidio shall invoice CLIENT for the Products and/or Services in accordance with the terms stated in the agreement. The price included herein reflects a 3% discount for payment by cash, check or wire transfer. This discount will not apply in the event that CLIENT pays using a credit card or debit card.

CLIENT shall make payment to Presidio within thirty (30) days from the date of invoice. Except for taxes due on Presidio's net income, CLIENT shall pay all taxes. Presidio reserves the right to bill CLIENT for additional work requested by CLIENT and performed by Presidio, and for applicable expenses incurred by Presidio pursuant to providing such additional services, which are not described in this agreement.

Unless otherwise indicated in this agreement, CLIENT agrees that staff augmentation services and services performed on a time and materials basis shall be deemed accepted as performed. Unless otherwise indicated in this agreement, Projects shall be deemed accepted upon the earlier of Presidio's receipt a signed Project Completion and Acceptance document which has been signed and dated by an authorized representative of CLIENT, or thirty (30) calendar days from the date of the delivery of the final Project deliverable. If acceptance is refused, the Client shall provide, in writing to Presidio, its reasonable basis for refusal, prior to the expiration of the thirty (30) calendar day period. Presidio shall address the issue before subsequent work is undertaken.

2. Shipment of Product. All Products delivered to CLIENT hereunder shall be shipped FOB origin, freight collect. Title and risk of loss shall pass to CLIENT at point of origin. Products shall be deemed accepted upon delivery.

3. Limitations of Warranties. Presidio warrants that Services shall be provided by competent personnel in accordance with applicable professional standards. ALL PRODUCTS PROVIDED BY PRESIDIO ARE PROVIDED "AS IS", WITH ALL FAULTS. PRESIDIO MAKES NO OTHER WARRANTIES, EXPRESS OR IMPLIED, INCLUDING BUT NOT LIMITED TO WARRANTIES OF MERCHANTABILITY AND FITNESS FOR A PARTICULAR PURPOSE. ANY AND ALL ORIGINAL EQUIPMENT MANUFACTURER (OEM) WARRANTIES, CERTIFICATIONS AND GUARANTEES, IF ANY, ARE PASSED THROUGH TO CLIENT.

4. Intellectual Property. CLIENT acknowledges that Presidio, its vendors, and/or its licensors retain all patents and/or copyrights in and to all proprietary data, processes and programs, if any, provided in connection with Services performed hereunder, any Presidio software provided to CLIENT as part of the Services provided shall be subject to the vendor's, licensor's or OEM's copyright and licensing policy. To the extent such software is prepared by Presidio, it is provided by nontransferable, nonexclusive license for CLIENT'S internal use only, subject strictly to the terms and conditions of this Agreement, and shall terminate upon termination or expiration of this Agreement. CLIENT shall not duplicate, use or disclose for the benefit of third parties, reverse engineer or decompile any such software.

5. Confidential Information. The parties agree that Confidential Information means any information disclosed by the disclosing party to the receiving party, either directly or indirectly, in writing, orally or by inspection of tangible objects (including without limitation documents, prototypes, samples, plant and equipment, "CLIENT" lists or other "CLIENT" information not known to the public), which is designated as "Confidential," "Proprietary" or some similar designation, or is the type of information which should reasonably be recognized as Confidential or Proprietary. The receiving party shall not use any Confidential Information of the disclosing party for any purpose except to evaluate and engage in discussions concerning this Proposal. Each party agrees to protect the other party's Proprietary and Confidential Information to the same extent that it protects its own Proprietary and Confidential Information but with no less than a reasonable degree of care.

6. Limitation of Liability. IN NO EVENT SHALL PRESIDIO BE LIABLE TO CLIENT FOR ANY INDIRECT, INCIDENTAL, SPECIAL, CONSEQUENTIAL, EXEMPLARY, OR PUNITIVE DAMAGES OF ANY KIND WHATSOEVER, ARISING IN CONTRACT, TORT OR OTHERWISE, EVEN IF ADVISED OF THE POSSIBILITY OF SUCH DAMAGES. PRESIDIO'S ENTIRE LIABILITY AND CLIENT'S EXCLUSIVE REMEDY FOR DAMAGES FROM ANY CAUSE WHATSOEVER, INCLUDING, BUT NOT LIMITED TO, NONPERFORMANCE OR MISREPRESENTATION, AND REGARDLESS OF THE FORM OF ACTIONS, SHALL BE LIMITED TO THE AMOUNT WHICH HAS BEEN ACTUALLY PAID TO PRESIDIO BY CLIENT FOR SERVICES AND/OR PERFORMANCE HEREUNDER. Without limiting the foregoing, Presidio will have no responsibility for the adequacy or performance of (i) any third party software provided to Presidio under this agreement; (ii) any hardware, and (iii) any services provided by any third party.

7. Non-Solicitation Provision. During the term of this agreement and for twelve (12) months thereafter, CLIENT will not solicit for a permanent or other position any employee or subcontractor of the other party to whom that party was introduced as a result of this agreement. Should CLIENT solicit and/or hire an employee or contractor from PRESIDIO, CLIENT shall pay to PRESIDIO an administrative fee equal to 1 year's salary of the employee's new salary at CLIENT.

8. Export Law Compliance. CLIENT has been advised that all Products purchased hereunder and Presidio Confidential Information is subject to the U.S. Export Administration Regulations. CLIENT agrees to comply with all applicable United States export control laws, and regulations, as from time to time amended, including without limitation, the laws and regulations administered by the United States Department of Commerce and the United States Department of State.

9. Force Majeure. Neither party shall be liable for any failure or delay in performance of its obligations hereunder where such performance is prevented or delayed by causes beyond its reasonable control, including without limitation, flood, war, embargo, strike or other labor dispute, riot, acts of God or the intervention of any government authority.

10. Choice of Law and Venue. The parties will attempt to settle any claim or controversy arising under this agreement through consultation and negotiation in good faith and a spirit of mutual cooperation. This agreement and all matters relating thereto shall be governed exclusively by the substantive law of the State of Michigan. Any dispute relating directly or indirectly to this agreement or any other contract or agreement between the parties which cannot be resolved through the process of consultation and negotiation shall be brought in a court of competent jurisdiction in Kent County, Michigan, that being the exclusive venue for any dispute between or any claims held by any of the parties to this agreement.

11. Miscellaneous. This agreement constitutes the entire agreement of the parties and supersedes all prior written or oral agreements, representations and understandings relating to the subject matter hereof, with the exception of a valid Master Services and Product Agreement between the parties under the terms of which this agreement shall be incorporated. This agreement shall not be amended or modified except by written instrument signed by the parties. Should additional work beyond the scope of the Services detailed herein by Presidio be requested by CLIENT, fees for such additional Services will be negotiated with CLIENT prior to performing such work and will be memorialized in writing between the Parties by utilizing a Project Change Request form ("PCR") or an additional agreement as appropriate. Presidio will invoice CLIENT for any additional work performed and expenses incurred which are not described in this agreement. The Parties agree that neither may assign its rights or duties under this contract without the prior written consent of the other Party, which consent shall not be unreasonably withheld.

12. Severability. The provisions of this Agreement are severable. If any provision of this Agreement or its application to any person or circumstance is ever held by any court of competent jurisdiction to be invalid for any reason, the remainder of this Agreement and the application of such provision or part of this Agreement to other persons or circumstances shall not be affected.

Customer hereby authorizes and agrees to make timely payment for products delivered and services rendered, including payments for partial shipments

Customer Signature

Date

E. Independent Contractor Status:

1. The bidder who is selected as the Contractor shall be an independent Contractor. The employees, servants and agents of the Contractor or any sub-contractor shall not be deemed to be and shall not hold themselves as employees, servants, or agents of the County and shall not be entitled to any fringe benefits received by the County's personnel, such as, but not limited to, health and accident insurance, life insurance, longevity or paid sick leave or vacation leave.
2. The contractor shall enter into a written contract with the County specifying the parties' respective rights and obligations in connection with the work and services to be performed by the contractor, consultant or sub-contractor. The terms of the written contract shall be mutually acceptable to both parties.
3. The Contractor or any sub-contractor shall not discriminate against any person on the grounds of race, color, creed, religion, height, weight, sex, age, national origin, handicap, or marital or familial status except as provided by law. The Grantee, contractor and sub-contractors shall comply with all requirements imposed by Title VIII of the Civil Rights Act of 1968 (as amended by the Fair Housing Amendments Act of 1988), the Americans with Disabilities Act, the Elliott-Larsen Civil Rights Act, and the Michigan Persons with Disabilities Civil Rights Act as required by law.

F. Bonds

Contractor must provide Surety/Performance Bond if component project cost exceeds \$50,000- in an amount equal to one hundred percent (100%) of the total contract amounts. Bonds must a) be issued by a bona fide company authorized to do business in the SOM and b) comply with state regulations.

ATTACHMENT V
COMPENSATION

The undersigned, having examined the bid proposal forms and specifications and property, does hereby offer to complete the identified security system components at 870 S. Main Street Cheboygan, Michigan 49721 at the following prices to wit:

Please note that contractor can bid on one or both components:

Component 1:

Component I: installing new access door control and alarm monitoring system in Master Control/ Booking 127 room. Install control wiring to new doors and connect existing doors to new access door control system. Install new intercom system in Master Control/Booking room. Install intercom wiring to new doors and connect new intercom to existing intercoms.

Price: \$ Bidding combined system only

Component II

Component II: Relocate existing cabling from existing cameras and computer tower ports in current control room to new Master Control/Booking room. Install 25 new cameras as identified and run cabling to connect with computer towers in new Master Control/Booking room. Add one new PC for new Master Control/Booking room. Add one new monitor. Provide licensing for all new cameras. Connect computer tower units in new Master Control/Booking room to main server room in County Building. Existing monitors shall be relocated to new Master Control/Booking room. The contractor shall visit the site to make sure their own determination of the extent of existing control system functions and the work necessary to complete improvements.

Price: \$ Bidding combined system only

Total Price \$ \$183,395

On behalf of Presidio, I hereby submit this proposal for your consideration. In submitting this proposal, it is understood that the right is reserved by the County to reject any and all proposals, and waive any irregularities in the bidding process. The County may award this contract based on any combination of the total bid and/or alternates.

Dated and signed at Caledonia State of Michigan

This 27th day of September, 2018.

Matt Boes
Bidder

Witness: Adam Glaser By/s/

6355 East Paris Ave. SE, Caledonia, MI 49316

Business Address

[Signature]
Signature

Account Executive
Title

(616) 340-4125
Telephone

Cheboygan County Board of Commissioners' Meeting

October 23, 2018

Title: Dell Unity SAN Storage Server

Summary: The Cheboygan County Information Systems office is requesting the Cheboygan County Board of Commissioners approve the purchase of a new SAN Storage Server. The county has approached the top end of what the current system can handle. With the addition of 25 new cameras included in the jail expansion and offices moving towards paperless practices we are in need of more storage. With a new SAN unit we will be able to maintain video storage on our camera systems as well as future storage expansion needs for all county offices. The current storage unit can potentially be used for off-site backup purposes to ensure a backup outside the building for disaster recovery purposes. We received a quote from Dell EMC.

- Dell EMC (\$70,147.10)

Dell EMC is a sole vendor who we purchase most all of our computer equipment from. The price of the new SAN storage server also includes 5 years of hardware/software maintenance as well as hardware installation/implementation and training.

Financial Impact: \$70,147.10

Recommendation: Recommend the purchase of the Dell Unity SAN storage server system, authorize the Board Chair to sign purchase agreement and authorize any necessary budget adjustments.

Prepared by: David Berg

Department: Information Systems

Quote



EMC Corporation
 176 South Street
 HOPKINTON MA 01748
 USA

Quote Prepared By: BRYAN PARNELL

Email: bryan.parnell@dell.com

Quote #: 6002239095 V01

Date: 08.08.2018

Valid Until: 07.09.2018

Sold To:	Bill To:	Ship To:	Install At:	End User:
COUNTY OF CHEBOYGAN	COUNTY OF CHEBOYGAN	COUNTY OF CHEBOYGAN		COUNTY OF CHEBOYGAN
870 S MAIN ST CHEBOYGAN MI 49721 USA	870 S MAIN ST CHEBOYGAN MI 49721 USA	870 S MAIN ST CHEBOYGAN MI 49721 USA		870 S MAIN ST CHEBOYGAN MI 49721 USA

Item	Description	Qty	UOM	Extended Price (USD)
UNITY 300				
SYSTEM	UNITY 300	1		
D3SFP10I	UNITY 4X10GB SFP ISCSI/ETH CONNECTION	1	EA	0.00
D3SL10ICU	UNITY 2X4 PORT 10GBASE-T ISCSI IO	1	EA	1,169.06
D3-2S10-1800	UNITY 1.8TB 10K SAS 25X2.5 DRIVE	16	EA	10,711.71
D3-VS12FX-400	UNITY 400GB FLASH 15X3.5 DRIVE	1	EA	1,082.84
D3123F	UNITY 3U 15X3.5 DRIVE DAE FLD RCK	1	EA	1,100.59
D3-2S12FX-400	UNITY 400GB FLASH 25X2.5 DRIVE	8	EA	8,662.69
D3SP-L9X4000-NL	UNITY SYSPACK 9X4TB NLSAS 12X3.5	1	EA	5,842.75
D3FC-PS12FX-400	UNITY 400GB FAST CACHE 12X3.5 DRIVE	2	EA	2,165.67
D31D24AF12	UNITY 300 2U DPE 12X3.5 DRIVE FLD RCK	1	EA	5,003.36
D31DEMCKK12KIT	UNITY 12 DRIVE DPE FLD INSTALL KIT	1	EA	0.00
D3122F	UNITY 2U 25X2.5 DRIVE DAE FLD RCK	1	EA	1,237.53
M-PSP-HWE-004	PROSUPPORT PLUS HARDWARE SUPPORT	1	EA	25,883.69

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Item	Description	Qty	UOM	Extended Price (USD)
Hardware Sub-total				\$36,976.20
Hardware Wty and Maint Sub-total				\$25,883.69
458-001-839	UNITY 300 BASE SOFTWARE+ D@RE=IC	1	EA	0.00
M-PSP-SWE-004	PROSUPPORT PLUS SOFTWARE SUPPORT	1	EA	0.00
Software Sub-total				\$0.00
Software Wty and Maint Sub-total				\$0.00
Basic Deployment				
PS-BAS-UXHWIN	HARDWARE INSTALLATION	1	EA	1,786.91
PS-BD-UNYTRACKING	UNITY BASIC DEPLOYMENT TRACKING	1	EA	0.00
PS-BAS-IAUX	CUSTOMER IMPLEMENTATION ASSISTANCE	1	EA	1,367.29
PSINST-ESRS	ZERO DOLLAR ESRS INSTALL	1	EA	0.00
CE-UNITYDD	UNITY TRAINING CLASS 1 PERSON	1	EA	3,985.92
Services Sub-total				\$7,140.12
Configuration Sub-total				

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Item	Description	Qty	UOM	Extended Price (USD)
	Hardware Sub-total			\$36,976.20
	Software Sub-total			\$0.00
	Prepaid HW Maintenance Sub-total			\$25,883.69
	Prepaid SW Maintenance Sub-total			\$0.00
	Services Sub-total			\$7,140.12
	Configuration Total			\$70,000.01
SYSTEM	VPLEX VS2	1		
458-000-066	VPLEX MIGRATION PRODUCT	1	EA	0.00

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Item	Description	Qty	UOM	Extended Price (USD)
456-107-848	VPLEX 180 DAY MIGRATION LIC=IC	1	EA	0.00
M-PSM-SW-VP-015	PROSUPPORT W/MISSION CRITICAL-SOFTWARE	1	EA	0.00
Software Sub-total				\$0.00
Software Wty and Maint Sub-total				\$0.00
Configuration Sub-total				
Software Sub-total				\$0.00
Prepaid SW Maintenance Sub-total				\$0.00
Configuration Total				\$0.00
SYSTEM	RECOVERPOINT	1		

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Item	Description	Qty	UOM	Extended Price (USD)
458-001-374	RP BASIC FOR UNITY 300/300F/350F =IC	1	EA	0.00
M-PSM-SWE-004	PROSUPPORT W/MISSION CRITICAL-SOFTWARE	1	EA	0.00
458-001-440	RECOVERPOINT FOR VM STARTER PACKS	1	EA	0.00
456-107-803	RP4VM ESSENTIAL SW FOR UNITY=IB	1	EA	0.00
M-PSM-SW-D3-001	PROSUPPORT W/MISSION CRITICAL-SOFTWARE	1	EA	0.00
Software Sub-total				\$0.00
Software Wty and Maint Sub-total				\$0.00
Configuration Sub-total				
Software Sub-total				\$0.00
Prepaid SW Maintenance Sub-total				\$0.00
Configuration Total				\$0.00

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Item	Description	Qty	UOM	Extended Price (USD)
SYSTEM	APPSYNC	1		
458-001-425	APPSYNC BASIC FOR UNITY 300 =IC	1	EA	0.00
456-109-802	APPSYNC BASIC FOR UNITY 300 =IC	1	EA	0.00
M-PSM-SWE-004	PROSUPPORT W/MISSION CRITICAL-SOFTWARE	1	EA	0.00
Software Sub-total				\$0.00
Software Wty and Maint Sub-total				\$0.00
Configuration Sub-total				
Software Sub-total				\$0.00
Prepaid SW Maintenance Sub-total				\$0.00
Configuration Total				\$0.00

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Item	Description	Qty	UOM	Extended Price (USD)
SYSTEM	SRM	1		
458-002-287	STORAGE M&R FOR UNITY=IC	1	EA	0.00
456-113-338	STORAGE M&R FOR UNITY LIC=IC	1	EA	0.00
M-PSM-SWE-005	PROSUPPORT W/MISSION CRITICAL-SOFTWARE	1	EA	0.00
Software Sub-total				\$0.00
Software Wty and Maint Sub-total				\$0.00
Configuration Sub-total				
Software Sub-total				\$0.00
Prepaid SW Maintenance Sub-total				\$0.00
Configuration Total				\$0.00

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Item	Description	Qty	UOM	Extended Price (USD)
	UNITY 300 Sub-total			
	Hardware Sub-total			\$36,976.20
	Prepaid HW Maintenance Sub-total			\$25,883.69
	Services Sub-total			\$7,140.12
	Configuration Total			\$70,000.01
	Proposal Summary			

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Item	Description	Qty	UOM	Extended Price (USD)
	Hardware Summary			\$36,976.20
	Software Summary			\$0.00
	Services Summary			\$7,140.12
	Prepaid HW Maintenance Summary			\$25,883.69
	Prepaid SW Maintenance Summary			\$0.00
	Total Products and Services (USD)			\$70,000.01
	Total Freight (USD)			\$147.09

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Item	Description	Qty	UOM	Extended Price (USD)
	Total Price (USD)			\$70,147.10

Notes:

This Quote is subject to the terms and conditions specified in the applicable signed agreement between EMC and Customer, or, if none, to the appropriate, then current, EMC Agreement for the products or services quoted. The following terms and conditions can also be separately provided in paper or electronic copy upon request:

Infrastructure Equipment & Software: EMC Master Ordering Agreement (MOA) - United States terms are posted at www.dell.com/dellemcterms.
 Support Services: EMC Support Services Agreement
 Consulting, Technical Solutions, Professional or customized Training Services: EMC Professional Services Agreement
 Cloud Services Offerings: Dell EMC Cloud Services Terms of Service – Terms are posted at www.dell.com/dellemcloudterms.

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Item	Description	Qty	UOM	Extended Price (USD)
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Unless specified otherwise in the terms and conditions contained in an applicable signed agreement between EMC and Customer, the warranty for Equipment upgrades and add-ons is coterminous with that of the existing system in which the upgrade or add-on is installed. Pricing is valid for a period of thirty (30) days from the date of this Quote. Taxes and/or freight charges, if any, listed on this Quote are only estimates and the final amounts shall be as stated on the relevant invoice. Additional freight charges will be applied if expedited shipping is requested. Customer Education Subscriptions, ValuePaks and Training Units are valid for one (1) year from date of invoice.

The prices on this Quote are dependent upon EMC's use of its applicable remote access capabilities, if any, during the EMC warranty and/or maintenance or support period. If Customer disconnects, or otherwise does not allow the use of such remote access capability, then EMC shall invoice, and Customer shall pay, the amount of EMC's then current, standard surcharge for all impacted products during the affected portion of the EMC warranty and/or maintenance or support period.

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Item	Description	Qty	UOM	Extended Price (USD)
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SPECIAL NOTICE FOR EMC SELECT PRODUCTS ("SEL"): Notwithstanding any contrary terms or conditions in any agreement between the parties, or any order submitted by or Quote accepted by, Customer, all offerings distributed by EMC pursuant to the "EMC Select" program (identified as "SEL" or "SELECT" in the Quote) are provided by EMC to Customer to facilitate the sale of the EMC Select offerings to Customer only on an "AS IS" basis and with EMC having no warranty, maintenance, support or indemnity obligations with regard thereto. While the quoting, ordering and payment terms of the agreement governing this Quote continue to apply between EMC and Customer, the other terms and conditions governing an EMC Select offering are the applicable license, warranty, indemnity, support and other terms contained in (i) an agreement directly between Customer and the third party supplier or manufacturer, or (ii) if none exists, the corresponding terms found through the website of the applicable third party supplier or manufacturer located on the EMC Select Products webpage at: <http://www.emc.com/collateral/software/warranty-maintenance/h1712-warranty-maint-emc-select-prod.pdf>. Customer's purchase order for EMC Select Products signifies agreement to these terms.

Quote



EMC Corporation
 176 South Street
 HOPKINTON MA 01748
 USA

Quote Prepared By: BRYAN PARNELL

Email: bryan.parnell@dell.com

Quote #: 6002239095 V01

Date: 08.08.2018

Valid Until: 07.09.2018

Sold To:	Bill To:	Ship To:	Install At:	End User:
COUNTY OF CHEBOYGAN	COUNTY OF CHEBOYGAN	COUNTY OF CHEBOYGAN		COUNTY OF CHEBOYGAN
870 S MAIN ST CHEBOYGAN MI 49721 USA	870 S MAIN ST CHEBOYGAN MI 49721 USA	870 S MAIN ST CHEBOYGAN MI 49721 USA		870 S MAIN ST CHEBOYGAN MI 49721 USA

Item	Description	Qty	UOM	Extended Price (USD)
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SPECIAL NOTICE FOR EMC SOFTWARE: Additional descriptions of the various maintenance/support options, use rights, policies and restrictions governing Software are listed on the EMC Product Notice website located at http://www.emc.com/products/warranty_maintenance/index.jsp. EMC Software is licensed on the basis of a quantity (identified in the "Qty" column on the EMC Quote) and the related unit of measure ("UOM"). The UOM, if applicable, for an item of Software is indicated by an equals sign (=) immediately followed by two (2) capitalized alphabet letters (the "UOM Code") at the end of the information in the "Description" column for the Software product. For example, a Software product with a UOM based on the total data storage capacity of the storage array or other device on which the Software product is licensed for use is indicated by "=CB" at the end of the Description. Each UOM is described in more detail, along with definitions of the terms used, at the EMC Software Use Rights document located at <http://www.emc.com/collateral/software/warranty-maintenance/h2483-sw-use-rights.pdf>. Except to the extent specifically stated otherwise on this Quote, each UOM Code and its related Unit of Measure are shown on the following UOM Code Chart.

UOM Code Chart

UOM Code	UOM (Unit of Measure)
CA	Registered Capacity of Data measured in Terabytes
CB	Raw Capacity of Data measured in Terabytes
CC	Usable Capacity of Data measured in Terabytes
CF	Raw Capacity of Data measured in Gigabytes
CG	Usable Capacity of Data measured in Gigabytes
FA	Foundation

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Item	Description	Qty	UOM	Extended Price (USD)
	FB			Foundation related Service Connector
	FC			Foundation related Application Instance
	FD			Foundation related Advanced Logging Instance
	FE			Foundation related Service Instance
	IA			Instance measured per Server
	IB			Instance measured per Virtual Machine
	IC			Instance measured per Storage Array
	ID			Instance measured per Node
	IE			Instance measured per Engine
	IF			Instance measured per Cluster
	IG			Instance measured per total number of Processors per Node
	MA			Managed Entity measured per Device
	MB			Managed Entity measured per Inbox or Mailbox
	MC			Managed Entity measured per User
	MD			Managed Entity per Consistency Group
	PA			Process Rate measured in Pages per Year
	PD			Pod (contains one or more containers, depending on application)

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Item	Description	Qty	UOM	Extended Price (USD)
	UA		Named User	
	UB		Concurrent User	
	UC		Single unique user for Video Instructor-Led Training Streaming service (VILTS); (One user, one title or one Valupak)	
	UD		Multiple unique users for Video Instructor-Led Training Streaming service (VILTS); (Multiple users or titles, subscriptions or partner collections)	
	ZA		Central Processing Unit Cores (quantity 1-6 cores)	
	ZB		Central Processing Unit Cores (quantity 7-12 cores)	
	ZC		Individual Central Processing Unit Core	
	ZD		Central Processing Unit by MSU (Millions of Service Units)	

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Item	Description	Qty	UOM	Extended Price (USD)
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SPECIAL NOTICE FOR EMC SOFTWARE SUBSCRIPTIONS: All offerings provided by EMC as a software subscription (identified by a model number or sku containing "SH" or "SU" in the "Item" column of the Quote) are provided subject to the terms contained in this paragraph. The software subscription fee listed on this Quote includes both the license to use the Software and access to the specified EMC support option (which may be identified as a separate line item at no additional charge) for the time period stated in the Quote ("Original Term"). The Original Term begins on the date that EMC ships the Software media (if any) or sends Customer notice that the Software is available for electronic download. Unless other arrangements are made to properly continue the software subscription at the end of the Original Term, Customer shall immediately cease using the software subscription and shall erase or return the Software to EMC.

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SPECIAL NOTICE FOR ANNUAL MAINTENANCE RENEWAL PRICE: If specified, the Annual Maintenance Renewal Price ("Renewal Price") set forth above is the non-negotiable annual maintenance or support renewal fee for the identified maintenance or support option, if purchased. Notwithstanding anything to the contrary, this Renewal Price is valid for annual maintenance or support purchased prior to the expiration of the Renewal Price Validity Period ("Validity Period"). If the Validity Period is expressed as a number, the Renewal Price is valid for annual maintenance or support purchased within the specified number of months after the expiration date of (i) the warranty period; or (ii) the initial prepaid maintenance or support period bought at the time of the product procurement, whichever occurs later. If the Validity Period is expressed as "EOPS" (meaning the date on which the End of Primary Support ("EOPS") period ends), the Renewal Price is valid for annual maintenance or support purchased prior to the EOPS date. The Renewal Price is offered to the Customer listed above on the Quote. The Renewal Price is being offered in lieu of, and may not be combined with, any other applicable discounts or contractual pricing agreements. By issuing a purchase order for the renewal based on this quoted Renewal Price, Customer acknowledges and agrees that no other discounts will apply to the Renewal Price. To be eligible for the Renewal Price, Customer must maintain, and remain current on payment for, the related maintenance or support option for the specified Product(s) with no gaps in coverage for the duration of any and all renewal periods. The Renewal Price is limited to the specified duration of the maintenance or support renewal period(s) and to the quoted Product configuration on this Quote only. Maintenance or support for future Equipment upgrades (a) is not included in the Renewal Price, (b) must be purchased separately, and (c) at a minimum, must be coterminous with and at the same maintenance or support option level as the underlying Equipment into which the upgrade is installed. The Renewal Price is only available during the period in which the quoted Product configuration remains generally available, covered by EMC primary support, and has not been designated as EOPS by EMC. The Renewal Price is payable only in the currency specified above. The provision of the maintenance or support services obtained during a renewal is contingent on the existence of, and remains subject to the terms and conditions contained in, the applicable signed maintenance or support agreement in effect with EMC or, in the absence thereof, the agreement specified above on this Quote. Additional descriptions of the various maintenance or support options, use rights, policies and restrictions for the renewal term(s) are listed on the EMC Product Notice website which is currently located at http://www.emc.com/products/warranty_maintenance/index.jsp.

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SPECIAL NOTICE FOR PRODUCTS AND SERVICES BEING FINANCED: If Customer intends to enter into a financing arrangement ("Financing Agreement") for the items on this Quote with Dell Financial Services LLC or another company pre-approved by EMC prior to the date of this Quote (collectively the "Funding Source" or "FS"), Customer may issue its purchase order to EMC or to FS. If issued to FS, EMC will fulfill and invoice FS upon confirmation from FS that FS (i) intends to enter into a Financing Agreement with Customer for these items, and (ii) agrees to procure these items from EMC. Notwithstanding the Financing Agreement, Customer's use of the these items is subject to the applicable governing agreement between Customer and EMC, except that title to the equipment/hardware shall transfer from EMC to FS in the same manner as title would have otherwise transferred to Customer. If FS notifies EMC after shipment that Customer is no longer pursuing a Financing Agreement for these items, or if Customer fails to enter into such Financing Agreement within 120 days after shipment by EMC, Customer shall promptly pay the EMC invoice amounts directly to EMC. Upon receipt of such payment, EMC shall instruct FS to transfer title to Customer.

SPECIAL NOTICE FOR EMC CLOUD SERVICES OFFERINGS: All offerings provided by EMC as cloud services (identified by a model number or SKU containing SAS in the "Item" column of the Quote) are provided subject to the Dell EMC Cloud Services Terms of Service contained at www.dell.com/dellemcloudterms. The fee listed on this Quote includes the right to access and use the applicable cloud services offering for the time period stated in the Quote ("Service Period"). The Service Period begins on the date that EMC sends Customer notice with the information needed for Customer to access the cloud services offering. Unless other arrangements are made to properly continue the cloud services offering at the end of the Service Period, Customer will cease use of the cloud services and retrieve its data in accordance with the Dell EMC Cloud Services Terms of Service.

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SPECIAL NOTICE FOR STORAGE AND DATA PROTECTION PRODUCTS SUBJECT TO THE DELL EMC SATISFACTION GUARANTEE: A storage product or data protection product, if any, set forth above on this Quote and identified in the DELL EMC Satisfaction Guarantee Terms and Conditions located here: http://www.emc.com/collateral/sales/dellemc-satisfaction-guarantee-terms-and-conditions_ex-gc.pdf ("Satisfaction Guarantee"), which is purchased together with three (3) years of a ProSupport Service for the product, is eligible for the Satisfaction Guarantee, subject to the terms and conditions therein.

SPECIAL NOTICE FOR VBLOCK AND VXBLOCK PRODUCTS. Vblock and VxBlock products contain components that are subject to Cisco Systems, Inc. terms and conditions. Those terms are stated at: http://www.cisco.com/en/US/docs/general/warranty/English/EU1KEN_.html. Customer authorizes EMC to accept those terms on Customer's behalf if EMC is performing installation of one or more of these Products and is required to accept such terms as part of the installation process.

Customer may order the items on this Quote by (i) issuing a purchase order to EMC that references this Quote; or (ii) with the prior approval of EMC (a) signing this Quote and returning it to EMC; or (b) sending an email or other writing to EMC referencing and ordering the items on this Quote. Customer's order is accepted by EMC (1) issuing an e-mail or other written communication to Customer accepting such order; (2) shipping the applicable Products; (3) sending notice of availability for electronic download; or (4) commencing performance of the applicable Services.

Agreed by the undersigned, authorized Customer representative:

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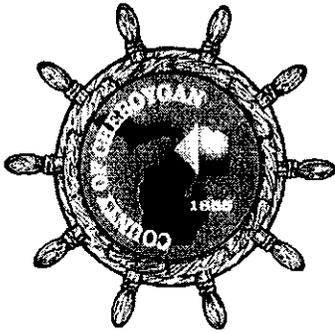
By (Sign): _____

Name (Print): _____

Title: _____

Date: _____

Rev: 9 JUN 2018



Cheboygan County Board of Commissioners' Meeting

MEETING DATE: October 23, 2018

Title: Contract with Northern Michigan Independent Drug Screening, LLC

Summary: 53rd Circuit Court is seeking approval of the amended Contract between the Cheboygan County Drug Court and Northern Michigan Independent Drug Screening, LLC. The contract has been signed by Victoria R. Tebo and Judge Scott L. Pavlich.

Financial Impact: The contract is for the reimbursement of Drug Testing fees. Further, these amounts are reimbursed to the County of Cheboygan through a Drug Court grant. This contract raises the rate for testing of drug court participants from \$4.00 to \$5.00 per test, effective beginning October 1, 2018.

Recommendation:

Motion to approve the above stated contract and authorize the chair to sign same and all other required documentation after review by the finance director.

Prepared by:
Judge Scott Pavlich, Chief
Judge

Department: 53rd Circuit Court

DRUG COURT TESTING AGREEMENT

Whereas, Cheboygan County Drug Court requires drug testing of all participants, and Northern Michigan Independent Drug Screening, LLC (“Service Provider”) provides drug testing as part of its services. It is agreed between these parties that the Service Provider will perform and administer drug tests for the Cheboygan County Drug Court participants in Phase 1.

Cheboygan County Drug Court will reimburse the Service Provider \$5.00 for each Phase 1 drug screen. The testing agency shall present a monthly statement to the Drug Court for these services.

Notwithstanding any other provision of this Agreement to the contrary, Service Provider shall not be paid any amount for the above stated testing beyond the budgeted funds approved for drug testing by the Cheboygan County Board of Commissioners.

The Service Provider shall not disclose information relating to the Cheboygan County Drug Court’s operations or to clients or persons other than (a) members of Cheboygan County Drug Court’s staff, (b) members of Community Corrections Services and its adjoining offices or (c) third party reimbursement agencies and professional organizations, without written consent of Cheboygan County Drug Court or duly issued court process or orders.

This Agreement is terminable at will by either party.

Provider is providing these services as an independent contractor.

All notices or communications pursuant to this Agreement shall be directed as follows:

To Contractor:

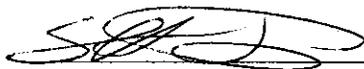
Victoria R. Tebo
Northern Michigan Independent Drug
Screening, LLC
1015 W. State St.
Cheboygan, MI 49721

To Cheboygan County Drug Court:

Karen J. Chapman
c/o Circuit Court
870 S. Main Street
Cheboygan, MI 49721



Victoria R. Tebo
Northern Michigan Independent
Drug Screening, LLC



Scott L. Pavlich
Circuit Court Judge

John B. Wallace, Chairman
Cheboygan County
Commissioners