

CONTRACT

THIS AGREEMENT made and entered into this 6, day of February by and between The CBORD Group, Inc Corporation organized and existing under the laws of the State of New York, and licensed to do business in Missouri, hereinafter called "Seller," and THE CURATORS OF THE UNIVERSITY OF MISSOURI, a public corporation of the State of Missouri, hereinafter called "Buyer".

WITNESSETH: That for and in consideration of the acceptance of Seller's bid and the award of this Contract to Seller by Buyer, and in further consideration of the agreements and undertakings of the parties hereinafter set forth, it is agreed by and between the parties hereto as follows:

1. Seller shall furnish and deliver Door Access System as set forth in Seller's bid in strict accordance with, and as described in the specifications entitled, REQUEST FOR PROPOSALS FOR FURNISHING AND DELIVERY OF DOOR ACCESS SYSTEM FOR THE CURATORS OF THE UNIVERSITY OF MISSOURI FOR THE UNIVERSITY OF MISSOURI- (14 9020 DH C) dated December 4th, 2013 which were prepared by the MU Contracts Administration and Procurement Services, University of Missouri System, Columbia, Missouri, and are on file in the MU Contracts Administration and Procurement Services, University of Missouri System, Columbia, Missouri, said specifications being hereby made a part of this Contract as fully as if attached hereto, or set forth herein, said items to be provided in strict accordance with the Contract Documents.

2. Seller shall furnish and deliver Door Access System as ordered and as set forth in the Seller's Statement of Work.

3. Buyer shall pay to Seller therefore the prices as set forth in the Seller's response, dated December 31, 2013 for said payment to be made at the time and in the manner provided in the specifications forming a part of this Contract.

4. The Contract Documents shall consist of the following parts.
- a. This Instrument
 - b. Attachment A
 - b. Seller's Response dated December 31, 2013 addressed to the Curators of the University of Missouri.
 - c. Specifications referred to in the paragraph number 1 above.
 - d. Buyer's request for Proposal dated December 4th, 2013

5. This Instrument, together with the documents hereinabove mentioned, form the Contract, and they are as fully a part of this Contract as if attached hereto or herein repeated. In the event that any provision in any of the component parts of this Contract conflicts with any provision of any other component parts, the provision in the component part first enumerated herein shall govern, except as otherwise specifically stated.

6. No member or officer of the Board of Curators of the University of Missouri incurs or assumes any individual or personal liability by the execution of this Contract or by reason of the default of University in the performance of any of the terms hereof. All such liability of members or officers of the Board of Curators of the University of Missouri as such is hereby released as a condition of and consideration for the execution of this Contract.

IN WITNESS WHEREOF, the parties hereto have caused this instrument to be executed, in duplicate, on the day and year first above written.

THE CBORD GROUP, INC

BY: Christine Curkendall
SELLER

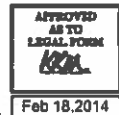
2/17/14

Christine Curkendall
Director of Contracts Administration

THE CURATORS OF THE UNIVERSITY OF MISSOURI

BY: Darcia Higgins

2/18/14



January 28, 2014

Ms. Darla Higgins
Strategic Sourcing Specialist
Office of the Manager
MU Procurement Services
113 Heinkel Building
Columbia, MO 65211

Dear Ms. Higgins:

On behalf of The CBORD Group, Inc., I would like to thank you again for the opportunity to respond to the University of Missouri's RFP for a door access system. Please find below answers to the University's follow-up questions, and see the attached for CBORD's best and final offer.

#1.) The following are the line items in the pricing proposal that do not need to be included:

a. Item 1 – will there be a partial reduction for the fact that we have already purchased the Test system

CBORD response: The Test system licensing is separate from the Production system licensing. CBORD has provided an additional \$50,000.00 project discount with our best and final offer response.

b. Item 2 – will there be a partial reduction for the fact that we have already purchased the test system
CBORD response: The Test system licensing is separate from the Production system licensing. CBORD has provided an additional \$50,000.00 project discount with our best and final offer response.

c. Item 3 – not needed as we have already purchased
CBORD response: Crystal Reports XI Developer has been removed from the best and final offer quote since it was purchased already with the Test system.

d. Item 4 – will only need 1 of this item as we have already purchased one copy
CBORD response: The WebEx which was purchased with the Test system is for use with the Test system; the two WebEx listed on the Door Access RFP quote are for the production system and required.

e. Item 5 – will there be a partial reduction for the fact that we have already purchased the test system
CBORD response: The Test system licensing is separate from the Production system licensing. CBORD has provided an additional \$50,000.00 project discount with our best and final offer response.

f. Items 6 – 19 – we will not use the hardware maintenance agreements starting the 2nd year.
CBORD response: All second year Hardware Annual Fees have been removed for the Items requested above, and these changes are reflected in the best and final offer quote. However, we highly recommend that the University of Missouri – Columbia consider spare parts, and CBORD will work with the University to determine the correct mix and quantity of spare parts.

g. Item 20 – deduct as we will handle separately

CBORD response: This required training program has been removed from the best and final offer quote because it was purchased with the Test system.

h. Item 24 – delete as we will not utilize subcontractors through CBORD.

CBORD response: All subcontractor costs have been removed from the best and final offer quote.

#2.) Provide pricing for wireless electronic interior locks equal to Sargent #P2-82276-IKM-LN-B-26D.

The quantity purchased will be between 150 – 300 each year for the next 5-7 years.

Quantities per year may exceed 300 on certain years as we expect to purchase over 4000 locks during the contract. Please provide best and final offer.

CBORD response: Prices for CBORD's best and final offer for the Sargent #P2-82276-IKM-LN-B-26D Lockset for the next 5-7 years are as follows:

List price for Sargent #P2-82276-IKM-LN-26D is \$1465.00

Year 1 2014	\$1170.00
Year 2 2015	\$1170.00
Year 3 2016	\$1205.00
Year 4 2017	\$1240.00
Year 5 2018	\$1277.00
Year 6 2019	\$1315.00
Year 7 2020	\$1354.00

Note: When the locksets are purchased from CBORD we include the \$175.00 "P2 Lock Single Location License" on each lockset at no additional charge.

#3.) Does CBORD offer a flat repair charge for sending readers in for repair?

CBORD response: For customers who elect to purchase maintenance, we offer a "spare in the air" option, which would provide a replacement product overnight. For customers who do not purchase maintenance after the 1-year warranty is expired, the repair rate for the Schlage (MTMSK15) Multi-Technology Reader with Magnetic Stripe and Keyboard is \$295 We highly recommend a quantity of spare parts, and CBORD will work with the University of Missouri – Columbia to determine the correct mix and quantity of spare parts that will be required for an installation of your size.

Thank you again for including CBORD in your RFP. Please do not hesitate to contact me with any further questions. I look forward to working with you in the near future.

Sincerely,

Frank Casso
Regional Sales Manager
The CBORD Group, Inc.
tel. 636.326.1001
c. 314.941.2727

cbord

World Headquarters
61 Brown Road, Ithaca, NY 14850
www.cbord.com
607.257.2410

fcc@cbord.com

Comprehensive Solutions. Innovative Products. Dedicated Service.





Quote # : Q1401006FCC
Date : 1/28/2014

Investment Summary For:

Harriett Green- Sappington
Associate Director, Facilities Planning
(573) 882-3080
greensappingtonh@missouri.edu

University of Missouri - Columbia CSD
0780 Defoe-Graham Hall
Columbia, MO 65211

Your CBORD Sales Representative:

Frank Casso
Regional Sales Manager-Western C&U
(836) 326-1001
fcc@cbord.com

The CBORD Group, Inc.
61 Brown Road
Ithaca, NY 14850
US

Pricing is based on CBORD's Premier GPO Legacy Member Pricing

Please review the following Quote: University of Missouri - Columbia Matrix replacement BAFO
RFP Quote for complete door access control system to replace existing Matrix System with CS Access.

Summary of Initial Costs

Software Total	\$66,689.00
Hardware Total	\$130,191.00
Services Total	\$44,495.00
Contract Discount Total	(\$9,949.65)
Additional Discount Total	(\$50,000.00)
Initial Investment Total	\$181,425.35

This is the total software, hardware, and service amount. Additional estimated costs are listed below.

Additional Estimated Costs

Estimated Shipping Costs	Call for Estimate
<i>Actual shipping and handling charges will be billed at the time of shipment Shipping terms are FOB shipping point prepaid and add</i>	
Estimated Travel and Living Expenses	\$9,100.00
<i>Actual costs for travel, lodging, and out-of-pocket expenses will be billed separately as incurred</i>	




Quote # : Q1401006FCC
Date : 1/28/2014

Estimated Ongoing Annual Fees

These are the estimated fees for ongoing support, licensing and maintenance billed on a recurring basis.


Total Software Annual Fees due Year 1	\$358.00
Total Hardware Annual Fees due Year 1	\$0.00
Total Estimated Annual Fees due Year 1	<u>\$358.00</u>

Year 1 Estimates: Actual amounts invoiced in the first year may be prorated in order to align the fee billing period with the organization's existing CBORD fee billings and is determined by the terms of the organization's CBORD agreement.

 (Please initial)

Total Estimated Software Annual Fees due Year 2	\$20,452.00
Total Estimated Hardware Annual Fees due Year 2	\$0.00
Total Estimated Annual Fees due Year 2	<u>\$20,452.00</u>

Year 2 Estimates: Purchase orders should not include amounts for Year 2 Fees. Amounts quoted are based on current prices which could change by the time Year 2 fees are invoiced.

 (Please initial)



Quote #: Q1401006FCC
Date: 1/28/2014

University of Missouri - Columbia Matrix replacement BAFO

Item and Cost Detail

Refer to the Summary Pages 1 and 2 for the discount totals, investment totals, and additional cost estimates for annual fees, shipping, and travel expenses. Year 2 Fees are estimates only. Purchase orders should not include amounts for Year 2 Fees.

Line #	Item # / Description	Qty	Unit List Price	Disc %	Total Discount Amount	Total Extended Net Price	Annual Fees Due YR1	Annual Fees Due YR2
1	SFT7070174 Software, CS Access, V6 - Unlimited Patrons with Action and Response Management	1	\$35,165.00	15%	(\$5,274.75)	\$29,890.25		\$11,064.00
2	SFT7070169 Software, CS Location, V6 - Unlimited Locations	1	\$29,304.00	15%	(\$4,395.60)	\$24,908.40		\$8,374.00
3	4WEBEX01 CBORD WebEx Support Center (Per server connected)	2	\$179.00			\$358.00	\$358.00	\$358.00
4	3SFTGR7071190000 CS CardLink Software	1	\$1,862.00	15%	(\$279.30)	\$1,582.70		\$656.00
5	ACS6730156 Squadron V1000 EVO Access Control Panel 32 doors, Requires Squadron 5	28	\$919.00			\$25,732.00		
6	3ACSGR6730030000 Squadron, Alarm Input Unit, HID V200	2	\$383.00			\$766.00		
7	3ACSGR6730031000 Squadron, Event Output Cntrl Unit, HID V300	2	\$434.00			\$868.00		
8	ACS6730091 RS485 Hub, for C50, D50, V100, VIP and AD-300	28	\$231.00			\$6,468.00		
9	ACS6730145 Dual-D50B with BB Retrofit plate	74	\$319.00			\$23,606.00		
10	3ACSGR6731453000 Squadron power supply, 12VDC @ 6.0A or 24VDC @ 6A, AL600ULXPD16	28	\$552.00			\$15,456.00		
11	ALM9081551 Altronix (ALT-CAM1) CAM LOCK W/MOUNTING HARDWARE	28	\$7.00			\$196.00		
12	ALM9081323 Sentrol / UTC (GES-3012N) Tamper switch: clip mount recessed pin plunger with wire leads	28	\$9.00			\$252.00		

Please submit all pages of this document with your order.

Line #	Item # / Description	Qty	Unit List Price	Disc %	Total Discount Amount	Total Extended Net Price	Annual Fees Due YR1	Annual Fees Due YR2
13	3ACSGR1061038000 Squadron Battery Backup, 12V, 7 Amp Hours, Sealed Lead Acid, UL Recognized Component	56	\$23.00			\$1,288.00		
14	ACS6730151 Squadron 4 Board Flat Squadron Enclosure with one 2 board panel	2	\$362.00			\$724.00		
15	ACS6760064 Additional Squadron 2 Board Panel with Hardware for 4 Board Flat Enclosure	2	\$71.00			\$142.00		
16	ACS6760065 Squadron 2 Duct Wire Management Kit for 4 Board Flat Enclosure	4	\$87.00			\$348.00		
17	ACS6730130 D50B with BB Retrofit plate	1	\$230.00			\$230.00		
18	ACS6780040 Schlage (MTMSK15) Multi-Technology Reader with Magnetic Stripe and Keypad	137	\$395.00			\$54,115.00		
19	SVS0980005 ISSG Services	1	\$4,400.00			\$4,400.00		
20	3SVS0901900001 Systems Engineering Services - Custom Quote	1	\$23,365.00			\$23,365.00		
21	3SVS090190000C Project Management (Travel and Living costs Billed Separately)	1	\$16,730.00			\$16,730.00		

Special Instructions and Notes:

- 1.) The University of Missouri - Columbia Campus will either operate the CBORD CS Access Door Security System in a virtual environment per CBORD's specifications and recommendations or on physical servers per CBORD's specifications which will be provided by the University of Missouri - Columbia.
- 2.) The University of Missouri - Columbia Campus will provide the required Oracle DB.
- 3.) The University of Missouri - Columbia will provide the Windows Server 2008 Standard R2 64-Bit with 5-Cals SP1,1-4CPU, "OEM 1-Pack" #P73-05128 operating system.
- 4.) If growth of the door access system is anticipated to be over 1000 access points/locations within a year, then CBORD recommends that the University of Missouri - Columbia consider a physical DB server versus a virtual DB server environment to ensure the needed performance.
- 5.) CBORD is a partner with Allegion (formerly Ingersoll Rand) and ASSA ABLOY and as such can sell to the University of Missouri-Columbia both the Allegion CO/CL and AD-Series off-line and on-line locksets as well as the ASSA ABLOY off-line and on-line locksets for the interior residence hall doors, classroom and lab doors, etc. Both the off-line and on-line locksets from Allegion and ASSA ABLOY require a lock license and this license is provided at no charge when you purchase the locksets from CBORD. If the University of Missouri - Columbia purchases the locksets either directly from Allegion, ASSA ABLOY or a third-party dealer, CBORD charges a fee for the lock license; we highly recommend that the University of Missouri -Columbia purchase these locksets directly from CBORD to avoid the additional costs.

See the attached additional terms for CBORD's quotes and orders.

Please submit all pages of this document with your order.



Quote #: Q1401006FCC
Date: 1/28/2014

University of Missouri - Columbia Matrix replacement BAFO

CBORD Terms for Quotes and Orders

Pricing

All prices quoted are valid for 30 days from the date of the quote unless otherwise specified.

The Initial Investment Total does not include customer provided hardware or software, actual shipping costs, sales tax, travel and daily living expenses.

Hardware items included that do not list an Annual Fee are serviced on a time and materials basis.

Discounts apply to this quote only, based on the configuration proposed. CBORD reserves the right to modify any quoted discounts based upon changes in configuration, terms, or cancellations of quoted items.

GPO Member pricing is contingent upon customer being an active member at the time the order is received.

Billing Terms

CBORD invoices are issued upon shipment of the products and/or delivery of the services, unless otherwise specified in a payment schedule and/or your agreement with CBORD.

Actual shipping costs will be added to each invoice.

Actual sales tax will be added to each invoice unless a tax exempt certificate or resale certificate is provided with the order or is on file with CBORD.

CBORD standard payment terms are NET 30.

CBORD standard shipping terms are FOB origin, prepaid and add.

CBORD annual license and maintenance fee invoices are billed annually.

Third Party (Non-CBORD) Service Plans are offered at the then current rates.

WebEx Remote Support Access

The terms of CBORD's Agreement may require remote access for certain systems. The preferred method for remote access is via WebEx. If WebEx is not authorized for your organization, we offer alternative support access solutions. Additional charges may apply.

General Hardware

Customer provided hardware must meet or exceed CBORD published specifications.

Customer is responsible for installation and related costs of all electrical and communications wiring unless otherwise defined specifically in the Quote.

CBORD hardware specifications are subject to change, based on manufacturer revisions.

CBORD Hardware Return Policy

Hardware purchased from CBORD may be returned for credit providing the following requirements are met:

- o An RMA (Return Material Authorization) is obtained from CBORD within 30 days of either the receipt of the product, or completion of an installation by CBORD personnel whichever is later.
- o An RMA is valid for 30 days after issuance.
- o For full credit (minus restocking fees), hardware must be returned in new condition and in the original, unmarked carton with the packing materials, instruction manuals, discs, and accessories included in the original package.
- o If upon receipt and review it is determined that the hardware was defective, full credit will be applied and no restocking fee will be charged.

CBORD will not credit the original shipping cost or the return shipping costs. A minimum restocking fee of 30% of the net cost will be applied.

The RMA number must be indicated on the shipping label.

Please submit all pages of this document with your order.



Quote # : Q1401006FCC
Date : 1/28/2014

Investment Summary For:

Harriett Green- Sappington
Associate Director, Facilities Planning
(573) 882-3080
greensappingtonh@missouri.edu

University of Missouri - Columbia CSD
0780 Defoe-Graham Hall
Columbia, MO 65211

Your CBORD Sales Representative:

Frank Casso
Regional Sales Manager-Western C&U
(636) 326-1001
fcc@cbord.com

The CBORD Group, Inc.
61 Brown Road
Ithaca, NY 14850
US

Investment summary for: University of Missouri - Columbia Matrix replacement BAFO

This is authorization to ship and invoice the items listed on this quote.

Customer agrees to pay for products listed on this quote and the annual fees on a yearly basis for as long as the products are in use.

Darla Higgins
Authorized Signature (Please sign in ink)

02-18-2014
Date

Darla Higgins
Name (printed)

573 882-8195
Telephone Number

SBS
Title

Email

Requested ship date for orders without CBORD implementation services

Check Box for Applicable Payment Authorization:

Credit Card (CBORD accepts VISA and MasterCard)

Contact Name and Telephone Number:

Name: _____

Telephone Number: _____

*Please note that our accounting representative will contact you.
Please do not include credit card information with this quote.*

Purchase Order

Purchase Order Number: _____

Please submit your purchase order with this signed quote to place the order and authorize payment.

Check box if no Paper Purchase Order issued or required.

Signed Quote

Please sign and submit the signed quote via fax or email as your authorization to purchase and process payment if you do not require a purchase order.

Please submit your order documents to:

Order Fax: 607-330-3949

E-mail to: salesorders@cbord.com

Please list below any special instructions or notes and include shipping and/or billing contact name, address, and phone number if different from the information on this quote and/or attached purchase order.

Please submit all pages of this document with your order.

