

11/09/2020

Oxnard Union High School District  
BID: 641  
Thermal Body Scanners

Greetings,

Point Security, Inc. is pleased to submit a response to BID: 641 titled "Thermal Body Scanners".

Point Security is a small business provider of CEIA metal detectors and temperature screening solutions. We believe we can offer Oxnard Union High School District the best product on the market at a very competitive price.

Point Security is offering a CEIA metal detector with a thermal temperature camera attached to the unit. This product will offer you exceptional security with temperature screening. If you do not want to utilize the metal detection portion of the product it can be disabled. These units screen for temperature as people pass through the archway at a normal walking speed and will provide a visual and audible alarm if a person has an elevated temperature.

These units will be installed by certified CEIA technicians at all your sites. We will provide training to your staff and perform an annual inspection at your sites. I believe Point Security can offer you the very best value for your money on this project.

We appreciate your consideration of our proposal response and anxiously look forward to working with you on this project.

If you have any questions or concerns, please feel free to contact me any time, and I'll be more than glad to assist you with your efforts.

Sincerely,

Evan Hanner  
Sales Manager  
(336) 357-3417 x111  
evan@pointsecurityinc.com

## **BID FORM AND PROPOSAL**

To: Governing Board of the Oxnard Union High School District ("District" or "Owner")

From: Point Security Inc.

(Proper Name of Bidder)

The undersigned declares that Bidder has read and understands the Bid Documents, including, without limitation, the Notice to Bidders and the Instructions to Bidders, and agrees and proposes to furnish all necessary labor, materials, and equipment to perform and furnish all work in accordance with the terms and conditions of the Bid Documents, including, without limitation, the Specifications of

Bid No. **641** ("Project") and will accept in full payment for that Work the following total lump sum amount, all taxes included:

### **Thermal Body Scanners**

**Specifications:**     See attached documents that describes the products we will be offering.

Sensor Type:	Amorphous Silicon Microbolometer
Thermal Resolution:	384 x 288
Spectral Response:	7-14µm
Drift Compensation:	Real-time continuous calibration (ext. TRS)
Thermal Accuracy:	±0.18°F
Measurement Range:	86°F to 113°F
Sensitivity:	≤50mK nominal
Horizontal Field of View:	24.6°
Sensor Type:	CMOS 1/3" Sensor
Day Resolution:	2688 x 1520 (4MP)
Horizontal Field of View:	Digitally synchronized to thermal image
Frame Rate:	Up to 50FPS
Contrast:	Automatic
Brightness:	Automatic
Isotherm Color Display:	Pseudocolour specifically for fever screening
Temperature Trigger:	User-defined temperature trigger threshold
Febrile Tracking:	Yes (Synchronized dual-sensor tracking)
Zoning:	Yes
Masking:	Yes
Alarm:	Audiovisual with intelligent febrile tracking
Storage:	Micro SD Card (Up to 256 GB) or/and NVR
Recording Output:	1080p
USB Connector:	USB 3.0 x 1, USB 2.0 x 2
Input Voltage:	110 – 230V AC
Operating Temperature:	60°F to 91°F
Storage Temperature:	-40°F to 185°F
Installation Options:	Wall Mounted, Ceiling Mounted or Mobile Pedestal



SCHOOL SITE	Total Quantity	Delivery Charge	Price Per Unit	TOTAL PRICE per SITE
Adolfo Camarillo HS	3	750	\$8,863.62	\$27,340.86
Channel Islands HS	3	750	\$8,863.62	\$27,340.86
Frontier HS	2	500	\$8,863.62	\$18,227.24
Hueneme HS	3	750	\$8,863.62	\$27,340.86
Oxnard HS	3	750	\$8,863.63	\$27,340.89
Pacifica HS	3	750	\$8,863.63	\$27,340.89
Rancho Campana HS	2	500	\$8,863.62	\$18,227.24
Rio Mesa HS	3	750	\$8,863.63	\$27,340.89
Annual Support (20 Hours) 12 Months from Receipt of Goods	20 Hours		Included in Product Cost	Included in Product Cost
Annual Inspection of All Units (postage paid by supplier)	22		Included in Product Cost (We will perform annual inspection's at the sites)	Included in Product Cost (We will perform annual inspection's at the sites)
2-Year Warranty	22		Included in product cost.	Included in product cost.
<b>Base Bid</b>	<b>22</b>		Please note 7.75% sales tax is included in the pricing.	<b>\$200,499.73</b>

**Bidder acknowledges and agrees that the Base Bid accounts for any and all costs.**  
Order will  
**Bidder will supply the units within \_\_\_\_\_ deliver by \_\_\_\_\_ calendar days of receipt of Purchase Order.**  
12/30/2020

*There are to many variables to give you an exact days after order. It depends on our stock levels at the time of order. As of right now we can have 22 units delivered by 12/30/2020.*

- A. The undersigned has reviewed the Work, Equipment and Specifications outlined in the Bid Documents and fully understands the scope of Work required in this Proposal, understands the delivery and project management function(s) described in the Bid Documents, and agrees that its Proposal, if accepted by the District, will be the basis for the Bidder to enter into a contract/purchasing order with the District in accordance with the intent of the Bid Documents.
- B. The undersigned has notified the District in writing of any discrepancies or omissions in the Bid Documents and has contacted the District Contact before bid date to verify the issuance of any clarifying Addenda.
- C. The undersigned agrees to deliver the units within the calendar days contractor specifies on this Bid Form.
- D. It is understood that the District reserves the right to reject this bid and that the bid shall remain open to acceptance and is irrevocable for a period of ninety (90) days.
- E. The following documents are attached hereto:
  - Bid Bond on the District's form or other security
  - Non-Collusion Declaration
  - Product Specifications

F. Receipt and acceptance of the following Addenda is hereby acknowledged:

No. _____, Dated _____	No. _____, Dated _____
No. _____, Dated _____	No. _____, Dated _____
No. _____, Dated _____	No. _____, Dated _____

G. Bidder hereby certifies that Bidder is able to furnish labor and equipment requested in this Bid Document.

Furthermore, Bidder hereby certifies to the District that all representations, certifications, and statements made by Bidder, as set forth in this bid form, are true and correct and are made under penalty of perjury.

Dated this 9th day of November 20 20

Name of Bidder: Point Security Inc.

Type of Organization: Small Business

Signed by: Evan Hanner

Title of Signer: Sales Manager

Address of Bidder: 5815 NC Hwy 8 South  
Lexington, NC 27292

Taxpayer Identification No. of Bidder: 56-1808713

Telephone Number: 336-357-3417 x111

E-mail: Evan@pointsecurityinc.com

END OF DOCUMENT

*Evan Hanner*

*11/9/2020*

**NON-COLLUSION DECLARATION**

STATE OF CALIFORNIA

COUNTY OF Ventura

Evan Hanner being first duly sworn, deposes

and says that he/she is Sales Manager  
(Title)

of Point Security Inc., the party making the foregoing  
(Name of Bidder)

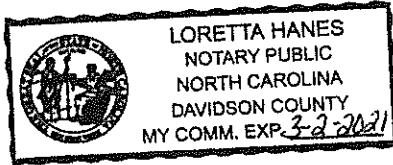
bid; that the bid is not made in the interest of, or on behalf of, any undisclosed person, partnership, company, association, organization or corporation; that the bid is genuine and not collusive or sham; that the bidder has not directly or indirectly colluded, conspired, connived, or agreed with any bidder or anyone else to put in a sham bid, or that anyone shall refrain from bidding; that the bidder has not in any manner, directly or indirectly, sought by agreement, communication, or conference with anyone to fix the bid price of the bidder or any other bidder, or to fix any overhead, profit, or cost element of the bid price, or of that of any other bidder, or to secure any advantage against the public body awarding the contract of anyone interested in the proposed contract; that all statements contained in the bid are true; and, further, that the bidder has not, directly or indirectly, submitted his or her bid price or any breakdown thereof, or the contents thereof, or divulged information or data relative thereto, or paid, and will not pay, any fee to any corporation, partnership, company associations, organization, bid depository, or to any member or agent thereof to effectuate a collusive or sham bid.

Evan Hanner  
(Signature)

Evan Hanner  
(Typed Name)

SUBSCRIBED BEFORE ME on this 6<sup>th</sup> day of November, 2020

Loretta Hanes  
Notary Public



My Commission Expires: 3-2-2021

**BID NUMBER 641  
Thermal Body Scanners**

**OXNARD UNION HIGH SCHOOL DISTRICT**



# OFFICIAL CHECK

Date: 11/06/20

110501703

First National Bank

00000-

EMITTER: POINT SECURITY INC

PAY

\$20,050.00

\*\*\*TWENTY THOUSAND FIFTY and 00/100\*\*\*USDollars

TO THE ORDER OF OXNARD UNION HIGH SCHOOL DISTRICT

DRAWER:  
First National Bank of Pennsylvania

*Alison W. Welsch*  
\_\_\_\_\_  
AUTHORIZED SIGNATURE

⑈ 1 1050 1703 ⑈

⑆ 0433 18092 ⑆

1000 20 ⑈





# Point Security, Inc.

5815 NC Hwy. 8 South  
 Lexington, NC 27292  
 (336) 357-3417

## Estimate

Date	Estimate #
11/6/2020	20-3427

Customer:
Oxnard Union High School District Deanna Rantz 309 South K Street Oxnard, CA 93030

Bid Number	Job	Terms	Decision Date	Sales Rep	FOB
#630 Thermal ...		Net 30	1/11/2021	Evan	Destination
Item	Description	Quantity	Amount	Total	
Ceia, HIPE/PLUS820	HIPE/PZ-PLUS-0989, 820mm Walk-Through Metal Detector CEIA- Multi-Zone Intelligent Traffic Counters 24-month parts and depot repair warranty 820mm- ADA Compliant	22.00	4,000.00	88,000.00T	
CEIA-Thermal Camer...	Thermal Camera Kit  Thermal Detection Security Solution enables select CEIA walk-through metal detectors (WTMD) to automatically detect the high body surface temperature of people in transit, along with its current metal detection capabilities.	22.00	4,208.12	92,578.64T	
Installation W/T	Installation of Walk-Through Inspection System -Assembly, Testing and Final Commissioning -VOC (Verification of Calibration) -Operator Orientation by FSE	22.00	0.00	0.00T	
Freight-Billed To Client	Freight, Shipping and Handling  Specified Quantities will be sent to the eight different sites.	22.00	250.00	5,500.00T	
SUBTOTAL					186,078.64
				<b>Total</b>	



# Point Security, Inc.

5815 NC Hwy. 8 South  
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## Estimate

Date	Estimate #
11/6/2020	20-3427

Customer:
Oxnard Union High School District Deanna Rantz 309 South K Street Oxnard, CA 93030

Bid Number	Job	Terms	Decision Date	Sales Rep	FOB
#630 Thermal ...		Net 30	1/11/2021	Evan	Destination
Item	Description	Quantity	Amount	Total	
Sales Tax and Duties	7.75%		14,421.0946 0.00%	14,421.09T 0.00	
				<b>Total</b>	\$200,499.73

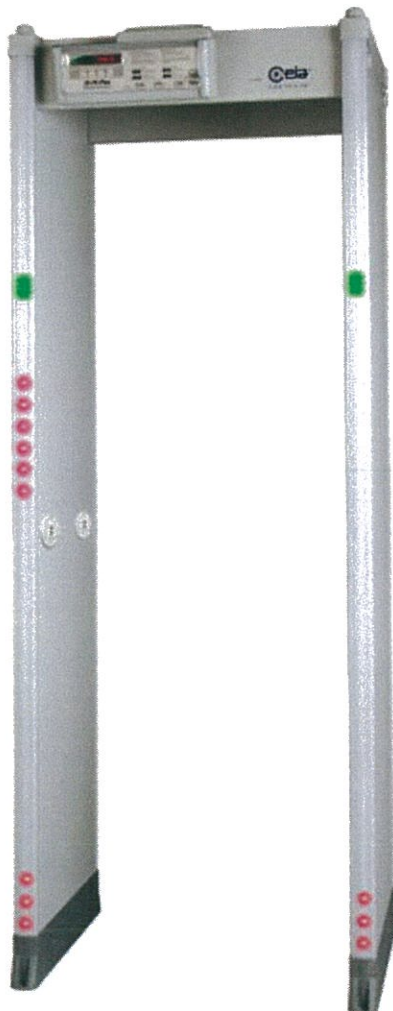


# HI/PE Plus

## Enhanced Walk-Through Multi-Zone Metal Detector

Accurate detection of all metals, high level of discrimination, full compliance with the latest Security Standards and exceptional immunity to external interferences are among the main peculiarities of the new *HI/PE Plus*.

- Accurate Detection of magnetic, non-magnetic and mixed-alloy metal weapons
- 60 localization zones: 20 vertical; 3 lateral
- High Discrimination and Throughput
- Compliant with and Certified to the Strictest Security Standards for weapons detection
- Exceptional Immunity to external interferences
- Unmatched Reliability
- Rapid Installation



### Key features

- Wide range of threat detection from guns to ½ cutter blade
- Automatic Environmental Noise Compensation (ENA)
- Excellent discrimination of personal metal effects
- Met-Identity technology identifies and signals the metal type in real time
- 60 localization zones (20 vertical x 3 lateral) with left, center and right indication
- High precision bidirectional counter with automatic rescreening compensation
- One touch automatic self installation (OTS)
- Chip Card capability for fast, simple, and secure programming
- Automatic Operational Functional Verification (OFV)
- Random alarm capability programmable from 0% to 100%
- Automatic Vibration Compensation (AVS,EVA)
- Exceptional Immunity to external interferences
- Automatic Channel Search (CS)
- Powered by safe low voltage DC
- Automatic Floor Gain Adjustment (FGA)
- Standard Interfaces: RS-232, Bluetooth, Infrared
- Automatic Technical Functional Verification (TFV)
- Other available interfaces: Wi-Fi, Ethernet, USB

## Technical Information **HI/PE Plus**

### Quality

- Continuous self diagnostic system
- Proven reliability
- No periodic re-calibration and preventive maintenance required
- No scheduled maintenance
- Fully digital design
- State-of-the-art, robust and washable panels

### Central Control Unit

- Ergonomic and robust design
- High visibility alphanumeric display and programming keyboard
- Made of advanced plastics or stainless steel and anti-vandalism construction (option)
- Access to the front panel protected by hardware key and 3 levels of passwords

### Alarm signaling

- Visual signals
  - Visual: Fixed or proportional to the mass in transit - visible from 6m under lighting of 4000lux
  - Visual zone indication: 60 distinct zones (20 vertical x 3 lateral) entry and exit side
  - Multi-zone display bar for "height on person" localization
  - 4 light bars with selectable entry/exit and pacing indication
  - Green and red metering signals proportional to the mass of the detected target
- Audio signals
  - 10 selectable continuous and pulsed tone plus 34 special tones
  - 10 selectable sound intensities ranging from 0 to 90 dbA at 1m

### Programming

- Up to 50 built-in security programs (up to 30 International Standards, up to 20 Customizable Levels)
- Remote via RS-232, Infrared Remote Control Unit, Bluetooth or Ethernet 10/100 base T (option) interface
- Security level
  - International Standard (IS) command
  - Chip card
- Local by Control Unit alphanumeric display and keyboard
- Programming and chip card access protected by user and super-user passwords

### Operational features

- Very high discrimination and transit flow rates five or more times greater than other metal detection systems
- Quick reset time as short as 0.2 seconds for high throughput rate
- Very high detection speed (up to 50 ft/sec.)
- One-touch key reading of inbound, outbound and Security Level Data

### Installation data

- Automatic synchronization between two or more metal detectors with distance of down to 2" (5 cm) without the use of external cables

### Power Supply

- 100-240V~ -10/+15%, 47-63Hz, 40VA max

### Operating temperature

- -4°F to 158°F

### Storage temperature

- -35°F to 158°F

### Relative humidity

- 0 to 95% (without condensation)

### Dimensions

- 32.8" / 36.8" (ADA) x 88.8" x 28"
- 28.3" / 32.3" (ADA) x 80.7" - Passage Way

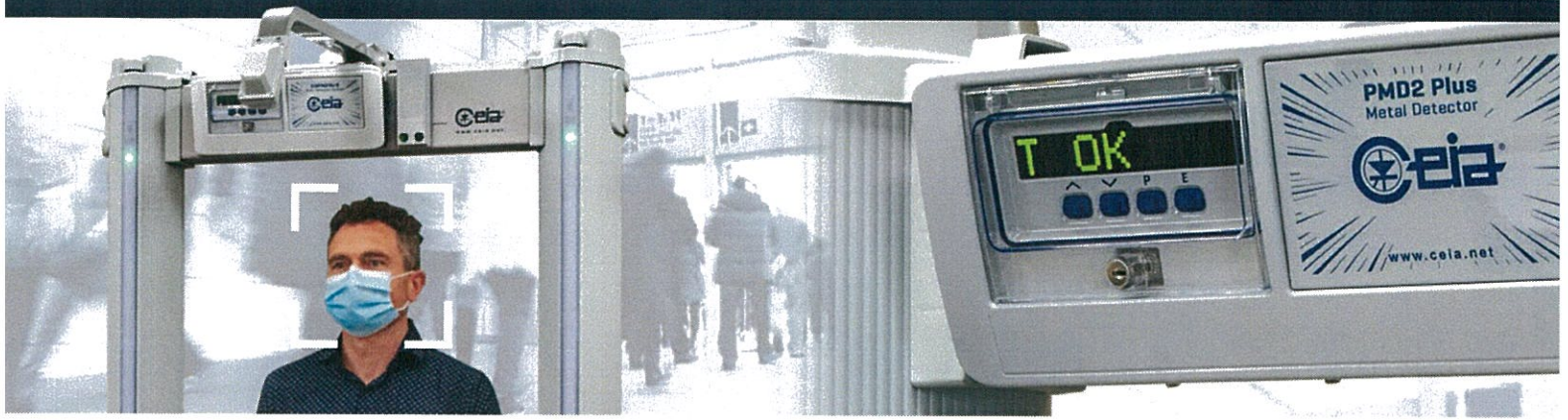


**POINT SECURITY INC.**  
FIRST IN SECURITY SCREENING

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

Point Security, Inc.  
5815 NC Hwy 8 South  
Lexington, NC 27292  
1-800-476-1607





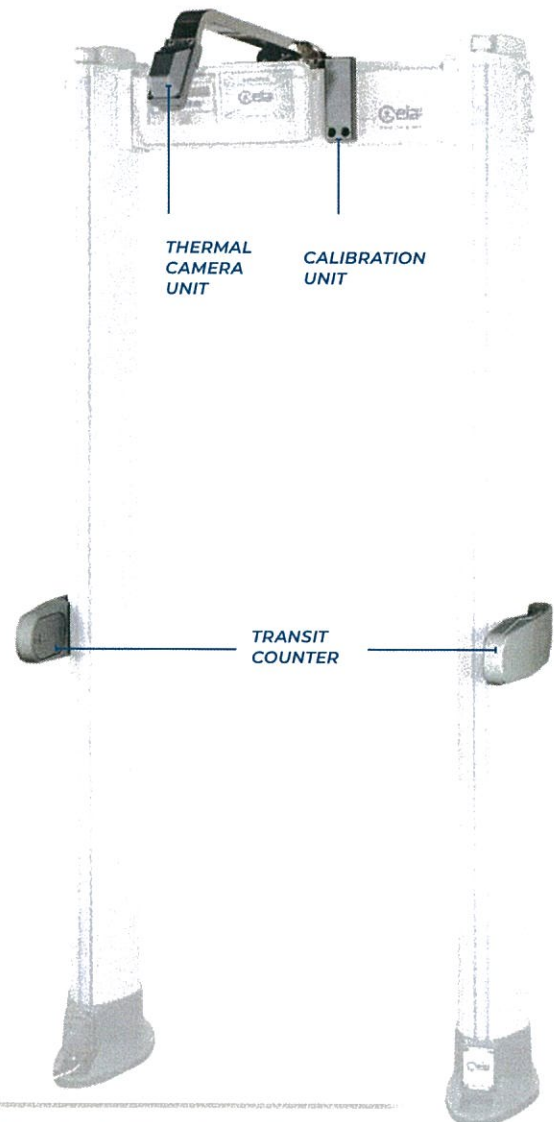
# TDU THERMAL DETECTION UNIT

**ANTI-COVID  
SECURITY SOLUTION**

## ANTI-COVID EMBEDDED SENSOR FOR CEIA SECURITY WALK-THROUGH DETECTOR GATES

- **DESIGNED FOR FAST AND COST EFFECTIVE SCREENING OPERATIONS**
  - ▶ Simultaneous threat and fever detection
  - ▶ No separate screeners for body temperature control needed
- **EMBEDDED UPGRADE**
  - ▶ No additional installation checkpoint space required
- **AUTOMATIC DETECTION OF HIGH BODY SURFACE TEMPERATURE** through infrared thermal camera
- **TEMPERATURE COMPLIANCE OR ALARM SIGNALLING** provided by the gate control unit display
- **EXCLUSIVE INTEGRATED THERMAL CALIBRATION SYSTEM** with Dual Temperature-Stabilized Reference
- **SELECTIVE MEASUREMENT ON ONE PERSON ONLY IN TRANSIT**
- **EASY TO INSTALL AND TO OPERATE**
- **STAINLESS STEEL AND TECHNICAL POLYMERS CONSTRUCTION**
- **COLUMN AND PANEL TDU UPGRADE VERSIONS AVAILABLE**

*CAN BE INSTALLED ON ALL CURRENT  
CEIA SECURITY GATES*



[www.ceia-usa.com](http://www.ceia-usa.com)

*Threat Detection through Electromagnetics*



## TDU - ANTI-COVID EMBEDDED SENSOR FOR CEIA SECURITY WALK-THROUGH DETECTOR GATES

The rapid spread of COVID-19 infections has required the introduction of containment measures at all levels. Measures include the use of face masks, social distancing and also the measurement of body temperature as an indicator of possible virus infections.

**Security checkpoints at the entries to airports and other sensitive buildings should now be equipped with security systems compliant with the new measures.** This means detecting target threats with the minimum rate of nuisance alarms in order to limit the number of secondary checks necessary, reduce contacts between checkpoint operators and persons in transit and reduce waiting times upstream from the system. **All in all, this requires a metal detector with a very low nuisance alarm rate.** In order to comply with COVID containment measures, **screening operations should also include the measurement of body surface temperature to intercept fever temperatures.** This has to be done without adding any extra manual operations and avoiding any contact between screeners and the persons screened.

**The TDU [Thermal Detection Unit] is an upgrade sensing kit for COVID screening compliance that can be installed on all current CEIA Security Gates, allowing the following functions:**

- Simultaneous threat and fever detection on all screened persons
- Accurate body surface measurement using an infrared camera with automatic determination of the highest body temperature
- Indication of the thermal alarm on the control unit display
- Continuous calibration of the thermal measuring system using **two temperature-stabilized Reference Bodies**. Each reference is **constantly controlled by a sensor device that is 100% tested on a production setup** that is **NIST traceable** and verified with equipment that is calibrated to **ISO/IEC 17025** accredited standards.
- Transit direction and count verification with synchronization of the temperature measurement of the inspected person inside the gate. This ensures maximum accuracy and unique signalling

### TDU - SIGNALING



**OK**  
NO THERMAL ALARM



**THERMAL ALARM**  
THE CONTROL UNIT SHOWS THE "HI-T" MESSAGE

### TDU - SPECIFICATIONS

INFRARED TECHNOLOGY	Bolometric
	Measurement sensitive elements: 19.200
MULTISPECTRAL INFRARED	8 μm - 14 μm
THERMAL ALARM THRESHOLD	Programmable from 93°F to 108°F [34°C to 42°C]
ACCURACY	+/- 0.54°F (+/- 0.3°C)
MEASUREMENT HEIGHT	39.5" (minimum) / 81" (maximum)
CALIBRATION	Automatic, by exclusive integrated thermal calibration system with double reference (patented)
WORKING ENVIRONMENT CONDITIONS	50°F - 86°F [10°C - 30°C] / Relative humidity < 80%



CEIA USA Ltd - 9155 Dutton Drive, Twinsburg OH - 44087  
Phone: 330-405 3190 • Fax: 330-405 3196 • E-mail: security@ceia-usa.com • Call [833] 224-2342 [CEIA]

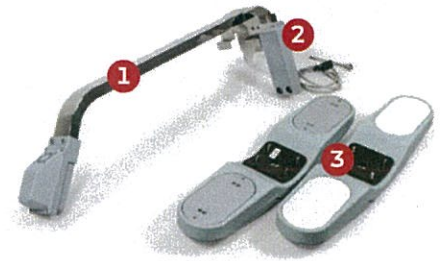
[www.ceia-usa.com](http://www.ceia-usa.com)

CEIA USA reserves the right to make changes, at any moment and without notice, to the models (including programming), their accessories and options, to the prices and conditions of sale - DP060K0091v3000uUS-2020

### TDU - UPGRADE KIT

#### ORDERING INFORMATION

- 1 THERMAL CAMERA ARM
- 2 DUAL REFERENCE CALIBRATION UNIT
- 3 TRANSIT COUNTER  
(not needed if already installed on the gate)

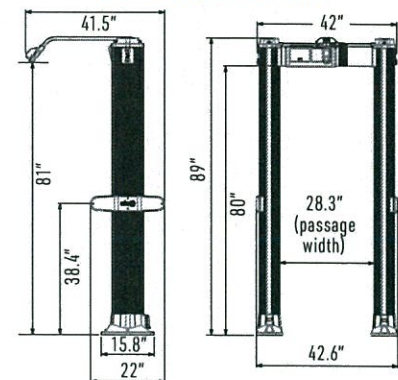


part # TDU/E 1 + 2  
ELLIPTIC COLUMN version 4-Beam Transit counter 3  
part # 46983

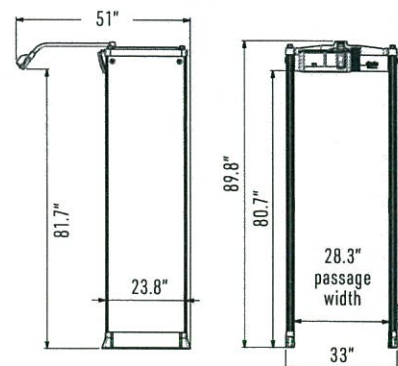
PANEL version part # TDU/P 1 + 2

### DIMENSIONS

#### ELLIPTIC COLUMN



#### PANEL





### **CEIA-USA WARRANTY**

**WARRANTY AND LIMITATION OF LIABILITY:** Seller warrants that, for a period of two years from the date of shipment, all of the goods delivered will be of the kind designated or specified (normal wear and tear accepted). CEIA USA offers a 24-month warranty that includes parts and bench labor. Transportation to the site for service is the responsibility of the customer. Batteries of any kind, including rechargeable batteries are excluded from this warranty.

Seller shall be promptly notified of any failure to meet this warranty. The conditions of any test designed to resolve any alleged breach of warranty shall be mutually agreed upon, and Seller shall be notified of and may be represented in all such tests that may be made. Seller's obligation to Purchaser with respect to any goods found to be defective shall be limited to (at Seller's sole option) replacing or repairing such goods at Seller's facility (labor charges not included) or such other point as Seller may designate, provided that written notice of such defect is received by Seller from Purchaser within two years from the date of shipment by Seller. Any claim not made within such two year period shall be conclusively deemed waived by Purchaser, provided, however, notwithstanding the notice requirement contained in the preceding sentence, if Purchaser failed to inspect the goods or to send Seller written notice of all claims within ten days of receipt of goods, as set forth in the preceding subsection, Purchaser shall be conclusively deemed to have waived any claim against Seller based upon, arising out of, or related to any defect that was ascertainable upon adequate inspection of the goods. No goods are to be returned to Seller without its written authorization. There will be a ten percent (10%) restocking fee in addition to any shipping costs incurred as well as Seller's technician's expense and repair costs, if applicable, for any returned product. If warranty service is required at Purchaser's location, labor and travel charges shall apply. Seller shall not be liable for any expense incurred by Purchaser in order to remedy any defect in its goods. Title to all goods that have been replaced shall thereafter vest in Seller, where Purchaser had previously acquired title pursuant to the provisions hereof. If goods furnished to Purchaser's specifications are used or combined by Purchaser with other products or items not furnished herein, Purchaser shall indemnify and hold harmless Seller from all claims resulting from the use or incorporation of such goods in Purchaser's product. IT IS EXPRESSLY AGREED THAT THIS WARRANTY IS IN LIEU OF ANY AND ALL OTHER WARRANTIES AND LIABILITIES, EXPRESSED OR IMPLIED, INCLUDING BUT NOT LIMITED TO ANY WARRANTY OF MERCHANTABILITY OR FITNESS FOR ANY PURPOSE AND ANY LIABILITY FOR CONSEQUENTIAL DAMAGES ARISING OUT OF THE USE OF THE GOODS SOLD HEREUNDER. THE FOREGOING STATES PURCHASER'S SOLE AND EXCLUSIVE REMEDY AND SELLER'S SOLE AND EXCLUSIVE LIABILITY FOR ANY CLAIM OF DAMAGES IN CONNECTION WITH THE SALE OF GOODS HEREUNDER, WHETHER SUCH CLAIM IS BASED ON WARRANTY, CONTRACT, TORT (INCLUDING NEGLIGENCE), STRICT LIABILITY OR OTHERWISE. SELLER WILL IN NO EVENT BE LIABLE FOR ANY CONSEQUENTIAL, INCIDENTAL, SPECIAL OR CONTINGENT DAMAGE OR EXPENSE ARISING DIRECTLY OR INDIRECTLY FROM ANY DEFECT IN ITS GOODS OR FROM THE USE OF ANY DEFECTIVE GOODS, NOR IS ANY OTHER PERSON AUTHORIZED TO ASSUME FOR SELLER ANY SUCH LIABILITY. SELLER'S LIABILITY FOR LOSSES OR DAMAGES ARISING OUT OF THE SUPPLY OR USE OF ITS GOODS SHALL IN NO EVENT EXCEED THE PRICE CHARGED FOR THE GOODS. THIS WARRANTY SHALL EXTEND TO THE FIRST PURCHASER OF SUCH GOODS FROM SELLER AND SHALL NOT BE ASSIGNED OR TRANSFERRED.



9155 Dutton Drive Twinsburg, OH 44087

Tele: 330-405-3190

Fax: 330-405-3196

Visit our Web Site at [www.ceia-usa.com](http://www.ceia-usa.com)

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