

WORKERS COMPENSATION BOARD OF PEI

Request for Quotation (RFQ#4920)

Security Camera Upgrades

Date: Monday, November 27th, 2017

Return By: 2:00 p.m. Tuesday, December 12th, 2017

****Faxed or Emailed Responses Are Not Acceptable****

1.0 INTRODUCTION

1.1 RFQ OBJECTIVES

The Workers Compensation Board of Prince Edward Island (WCB) is issuing this Request for Quotation (RFQ) to seek the services of a qualified vendor to replace the existing analog security camera system and to supply & install a new digital security camera system at the WCB office at 14 Weymouth Street in Charlottetown, PE.

1.2 RFQ CONTACTS

RFQ must be received at the Provincial Procurement Services Office, 95 Rochford Street, 2nd Floor South, Shaw Building, Room 27 Charlottetown, PEI C1A 7N8 **prior to 2:00 p.m. Atlantic on Tuesday, December 12th 2017**. RFQ must be submitted in writing and be clearly marked “**Security Camera Upgrades**”. RFQ’s must be signed and submitted in writing to the attention of Larry Phelan, Manager, Facilities & Procurement, WCB of PEI.

Late RFQ documents will not be accepted and will be returned to the Proponent.

Following posting of this RFQ, any changes made to it by the WCB prior to closing will be posted on the Provincial Procurement Services website. It is the responsibility of all Proponents to regularly check the procurement website for changes.

The WCB will review the submitted quotations and determine which submission best meets the needs of the WCB. The lowest or any proposal submitted may not necessarily be accepted.

1.2.1 ASKING QUESTIONS

The proponent is responsible for obtaining any needed clarification of the RFQ requirements, while the RFQ is open. Questions should be directed **in writing** to the RFQ Contact identified. **Email is the preferred method of contact.** Only written responses from the RFQ contact will be considered an official response.

Responses to questions that are deemed by the WCB, in its sole discretion to be material to all prospective proponents **will** be made available as an addendum while the RFQ is open

2.0 SERVICE REQUIREMENTS

2.1 WORK / PROJECT DESCRIPTION

The WCB is issuing this RFQ to seek the services of a qualified vendor to replace the existing analog security camera system and to supply & install a new digital security camera system at the WCB office at 14 Weymouth Street in Charlottetown, PE.

Work generally consists of:

- Provision of all equipment identified in Appendix B. All equipment provided must be at least equal or equivalent to the specifications as identified in Appendix B. Submitting a bid with equipment that does not meet or exceed the specifications provided will eliminate the bid from consideration.
- All Coaxial cabling used by the existing analog security camera system will be removed. (Coaxial can be used as a 'pull' to run new Cat6 cabling)
- Replace 8 existing Infrared (IR) cameras on exterior of building as per site plan Appendix A (red).
- Replace 1 existing IR camera inside the building and reposition as per site plan Appendix A (green).
- Addition of 2 IR cameras inside the building as per site plan Appendix A (blue).
- Install and configure new Network Video Recorder (NVR) in 3rd floor secure network room.
- Install new Category 6 cabling from all equipment back to 3rd floor secure network room.

- Contractor to supply all wiring, mounting equipment, labour, and incidentals necessary to complete a fully functioning security camera system (subject to approval of WCB IT Services).
- Return of existing analog security camera system to WCB IT Services for sanitation and recycling.
- There will be an allowed maximum of 48 hours downtime between the existing analog security camera system being brought offline and having the new digital security camera system up and fully functional (monitoring and recording)

2.2 DELIVERABLES

- Delivery of a fully functioning digital security camera system.

3.0 TERMS AND CONDITIONS

- Signed, written RFQ must be returned to the attention of Larry Phelan at the Provincial Procurement Services Office, 95 Rochford Street, 2nd Floor South, Shaw Building, Room 27 Charlottetown, PEI C1A 7N8 prior to 2:00 p.m. Atlantic on Tuesday, December 12th, 2017.
- The lowest or any request for quotation submission may not necessarily be accepted.
- Proponents to meet the requirements of the *Workers Compensation Act of Prince Edward Island*.
- Proponents to be in compliance with the requirements under the Province of Prince Edward Island's *Occupational Health and Safety Act and Regulations*.
- The successful Proponent and its subcontractors must be registered with the WCB of Prince Edward Island, in which case WCB coverage must be maintained for the duration of the contract. Prior to receiving any payment, the successful Proponent (and any of its subcontractors) must be in good standing with the WCB of PEI.
- RFQ submissions will not be publicly opened. Proponents will be advised of the results after an evaluation of all quotations has been completed and a successful Proponent has been determined.

- The Proponent shall be responsible for paying its own costs and expenses incurred in connection with the negotiation, preparation, execution and delivery of this RFQ.
- The Proponent shall at all times fully indemnify, save and keep harmless the WCB, its directors, officers, employees and agents, from and against all suits, judgments, claims, demands and losses (including, without limitation, reasonable legal expenses, penalties or interest) incurred as a result of any claim, demand or action arising out of or in any way related to the lease agreement (including any claim made under federal or provincial legislation) or the services provided under the agreement, unless caused by the negligence of an officer, employee or agent of the WCB while acting within the scope of employment.
- The successful Proponent agrees to have in place and maintain a policy of insurance listing the WCB of PEI as a named insured and to provide proof of such coverage to the WCB of PEI upon request. Such coverage will be for an amount not less than \$2,000,000.00 (two million dollars in Canadian funds) per occurrence inclusive, which will include coverage for occurrences of bodily harm, personal injury, or property damage. The Proponent will provide the WCB of PEI with (10) days advance written notice of cancellation or material change to this policy of insurance.
- All the terms and conditions of this RFQ are assumed to be accepted by the Proponent. Proponents who have obtained RFQ electronically must not alter any portion of the document, with the exception of adding the information requested.
- Proponent submissions must meet all requirements in order to be considered.
- This RFQ will be awarded to a single Proponent.
- All equipment prices include delivery. The maximum allowable time for product delivery is three weeks. If a Proponent fails to meet the delivery requirement, the WCB reserves the right to cancel the purchase order and reorder the products from an alternate Proponent.

- Prices for hardware quoted are to be FOB 14 Weymouth Street, Charlottetown, P.E.I. C1A 4Y1, at a fixed price with shipping or delivery charges applied.
- All price quotations provided in Schedule A are to exclude sales tax amounts. Any fees (i.e. Recycling Fees) are to be itemized in the associated area provided in Schedule A.

4.0 FREEDOM OF INFORMATION AND PROTECTION OF PRIVACY ACT

- The Proponent acknowledges that the WCB is bound by the terms of the Province of Prince Edward Island's Freedom of Information and Protection of Privacy Act (FOIPP Act) and agrees to strictly abide by its terms.
- The Proponent and any of its subcontractors will comply with the FOIPP Act related terms contained in Schedule B.
- By submitting a bid, the Proponent agrees to disclosure of the information supplied, subject to the provisions of the Freedom of Information and Protection of Privacy Act.
- Anything submitted in the bid that the Proponent considers to be “confidential information” because of its proprietary nature should be marked as “Confidential” and will be subject to appropriate consideration under the Freedom of Information and Protection of Privacy Act.

5.0 SITE VISIT

To assist proponents with providing accurate costing, the WCB will be permitting vendors with the opportunity for a site visit of the 14 Weymouth Street office on December 1st, 2017 from 1 – 3 pm Atlantic. Larry Phelan, Manager of Facilities and Procurement will escort potential proponents through the building and respond to questions. All Proponents must confirm attendance prior, with Larry Phelan via email. ljphelan@wcb.pe.ca

6.0 PROPOSAL FORMAT

To help ensure consistency in proponent responses and facilitate the evaluation process, the proposal should be prepared and packaged, as outlined in the sections that follow. Please print double-sided whenever possible and limit promotional and/or marketing materials to the information specifically requested in this RFQ.

6.1 RFQ PROPOSAL PACKAGE

A complete proposal package is comprised of the elements below, presented in the order listed.

- Hardware Technical Specifications and Costing
- Three (3) References
- Pricing Response

6.2 EXTERNAL PACKAGING

- Proponents name
- RFQ #

7.0 PROPOSAL REQUIREMENTS

This section describes the proposal requirements to be included, which will be evaluated as per Section 8.

Complete templates in Schedule A.

7.1 HARDWARE TECHNICAL SPECIFICATIONS AND COSTING

Provide a listing of all solution components required for a fully functional system. Indicate make, model, and provide applicable technical specifications data sheets.

In the event that the Proponent decides to provide equipment that exceeds specifications or has extra features not outlined in Appendix B, there will be an evaluation criterion to weight / score the equipment accordingly. It is at the discretion of Evaluation Team to determine if additional features would provide a benefit to the WCB. If so, additional points may be awarded.

7.2 PROPONENT REFERENCES

Provide **three references** for any work done by your firm in the past three years that is similar in nature, complexity and size to the requirements specified in this RFQ.

7.3 PRICING RESPONSE

- Provide total fixed price for all equipment (including but not limited to all hardware, wiring, mounting equipment, and incidentals) necessary to complete a fully functioning security camera system;
- Provide total fixed price for related labor for installation; and
- Provide a total fixed price and description for any other additional costs (if applicable).

8.0 PROPOSAL EVALUTATION

8.1 GENERAL INFORMATION

The Evaluation Team will consist of representatives of the WCB. It is understood and accepted by the Proponent that all decisions about the degree to which a proposal meets the requirements of this RFQ are in the sole determination of this Evaluation Team.

To assist in the evaluation of proposals, the Evaluation Team may, but is not required to:

- Conduct reference checks relevant to the proposal with any or all of the references cited in a proposal to verify information regarding a Proponent and rely on and consider any relevant information from such cited references in the evaluation of a proposal.
- Conduct any background investigations that it considers necessary and consider any relevant information resulting there from.
- Seek clarification from a Proponent with respect to their proposal. Such clarification will not offer the Proponent the opportunity to change or provide

new information. To the extent possible, requests made by the Evaluation Team will be sent from the email addresses of the RFQ Contact.

A proposal will be examined in accordance with the evaluation process and criteria outlined in the sections below.

8.2 EVALUATION CRITERIA

Step 1 - Mandatory Requirements (Pass / Fail)

If all mandatory requirements have been met, Proponents will proceed to Step 2 – Evaluation. If any Mandatory Requirements in the table below receive a fail, it will eliminate the Proponents bid from consideration.

Mandatory Requirements	Pass / Fail
Delivery Time	
48 Hour Window	
Three References	
Technical Hardware Specifications met or exceeded	

Step 2 – Evaluation

Proposal will be evaluated using the Evaluation Criteria set out in the table below. Scores will be recorded (out of 10) for each criterion and a total score will be determined.

Criterion	Weight	Score (Out of 10)	Weight Adjusted Score
NVR Features	2		
Bullet IP/IR Camera Features	1		
Dome Vari-Focal IP/IR Camera Features	1		
Total Score (Out of 40):			

Step 3 – Cost per Point

A cost per point value will be calculated based on dividing the total score from Step 2 into the Total Fixed Price provided.

$$\text{Cost Per Point} = (\text{Total Fixed Price} / \text{Total Score Step 2})$$

Total Fixed Price	Total Score	Cost Per Point (CPP)

Proponent with lowest Cost Per Point (CPP) will be awarded the RFQ.

9.0 NOTIFICATION OF AWARD

- The successful Proponent will be notified by telephone and in writing.
- The unsuccessful Proponent(s) will be notified in writing.

WORKERS COMPENSATION BOARD OF PEI

**Request for Quotation
Security Camera Upgrades**

PROPONENT RESPONSE

Request for Quotation SUBMITTED BY:

NAME: _____

SIGNATURE: _____

FIRM NAME: _____

ADDRESS: _____

TELEPHONE NO.: _____

DATE: _____

Delivery Confirmation

Please confirm that delivery can be completed within three weeks of award of the RFQ:

Delivery Confirmation

Implementation Timeframe Confirmation

Please confirm that all implementation services will be completed within a of 48 hour period once the existing analog security camera system is brought offline with the new digital security camera system up and fully functional within this time period. (Monitoring and recording).

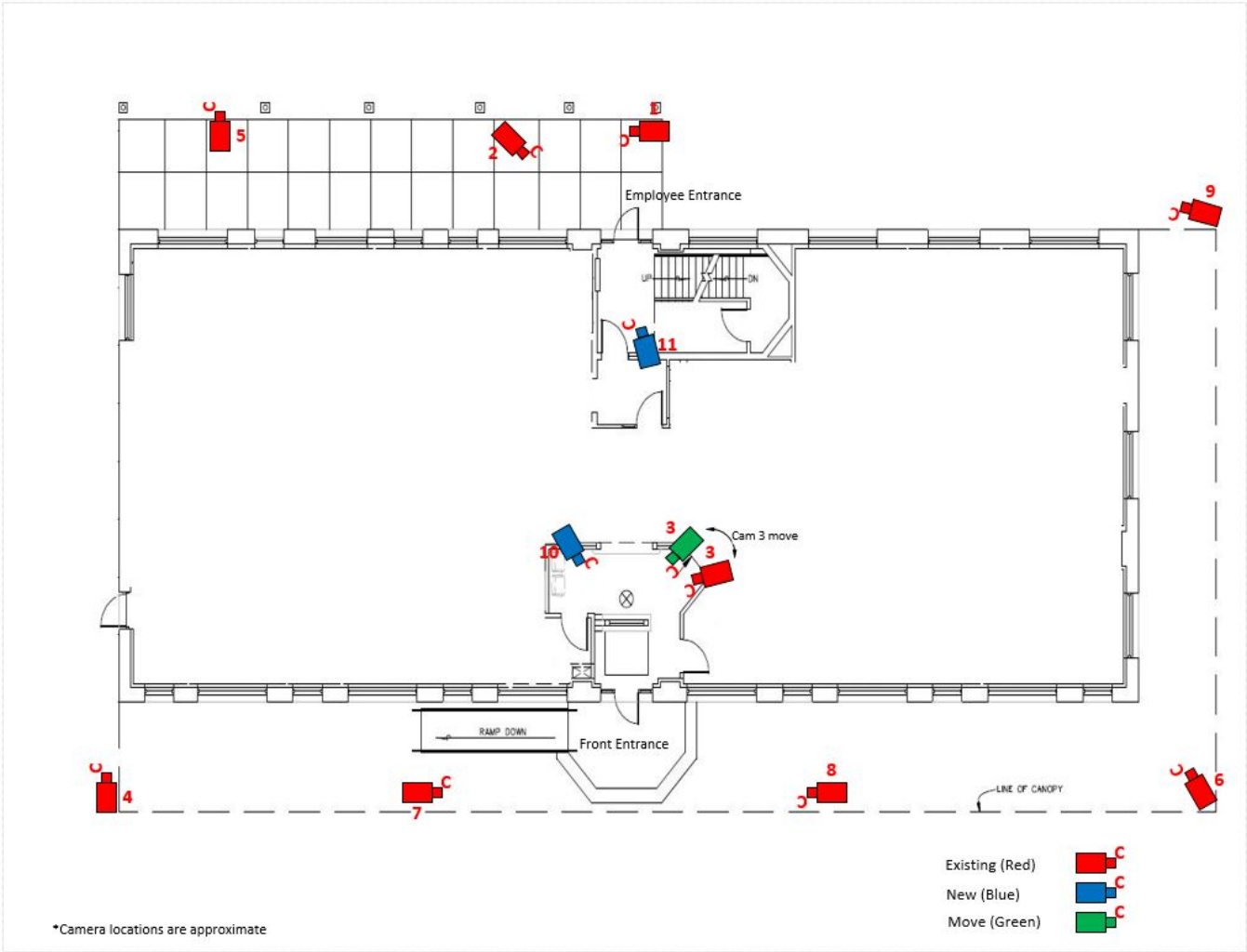
Implementation Timeframe Confirmation

Checklist

Please include the following documents with this RFQ submission:

Completed Schedule A

Appendix A – Site Plan



Appendix B – Equipment Specifications

Network Video Recorder, IP IR Network Cameras shall be at least equal to or equivalent to the attached specifications. Equivalency will be determined solely by the WCB of PEI. Submitting a bid with equipment that does not meet or exceed the specifications provided will eliminate the bid from consideration.

Key Requirements:

1. The NVR will have 16 Power Over Ethernet (PoE) ports
2. The NVR will require installation of two 6TB (7200RPM) Seagate Skyhawk Surveillance drives (Model ST6000VX0023).
3. Internal Cameras must be of the Vari-focal Dome type.
4. External Cameras must be Bullet type.
5. A 24-Port 1U Rackmount Cat6 Patch Panel will be required in 3rd floor Network room to terminate all network camera Cat6 cables
6. (Qty -12) - 3ft Tripp Lite Cat 6 Blue Ethernet Patch cables (snag less). Part Number N204-003-BL-LA
7. Outdoor certified Cat6 black cable to be run to external cameras.
8. Indoor certified Cat6 blue cable to be run to internal cameras.
9. The Building Dimensions are approximately 120 feet long by 45 feet wide.
10. All equipment must be warrantied for a period of no less than 1 year.



NR510-16

16CH Embedded NVR



Key features

Professional and Reliable

- Dual-OS design to ensure high reliability of system running
- ANR technology to enhance the storage reliability when the network is disconnected

HD Input

- H.265/H.264/MPEG4 video formats
- Connectable to the third-party network cameras
- Up to 32 IP cameras can be connected
- Recording at up to 12 MP resolution
- Supports live view, storage, and playback of the connected camera at up to 12 MP resolution

HD Output

- HDMI and VGA outputs provided
- HDMI Video output at up to 4K (3840 × 2160) resolution

HD Storage

- Up to 4 SATA interfaces connectable for recording and backup
- Storage space effectively saved by 50% to 70% with the use of H.264+ decoding format

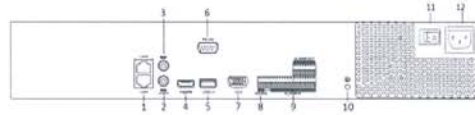
HD Transmission

- 2 self-adaptive 10M/100M/1000M network interfaces

Various Applications

- Centralized management of IP cameras, including configuration, information import/export, real-time information display, two-way audio, upgrade, etc.
- Connectable to smart IP cameras and the recording, playing back, and backing up of VCA alarms can be realized
- VCA detection alarm is supported
- Instant playback for assigned channel during multi-channel display mode
- Smart search for the selected area in the video; and smart playback to improve the playback efficiency
- Supports HDD quota and group modes; different capacity can be assigned to different channels

Physical Interfaces



Index	Description
1	LAN1 and LAN2 Network Interfaces
2	AUDIO OUT
3	AUDIO IN
4	HDMI Interface
5	USB 3.0 Interface
6	RS-232 Serial Interface
7	VGA Interface
8	RS-485 Serial Interface
9	ALARM IN and ALARM OUT
10	GND
11	100~240VAC Power Input
12	Power Switch

Specifications

Model		NRS10-16
Video/Audio input	IP video input	16-ch Up to 12 MP resolution
	Two-way audio	1-ch, RCA (2.0 Vp-p, 1kΩ)
Network	Incoming bandwidth	160 Mbps
	Outgoing bandwidth	256 Mbps
	Remote connection	128
Video/Audio output	Recording resolution	12 MP/8 MP/6 MP/5 MP/4 MP/3 MP/1080p/UXGA/720p/VGA/4CIF/DCIF/2CIF/CIF/QCIF
	HDMI output resolution	4K (3840 × 2160)/60Hz, 4K (3840 × 2160)/30Hz, 1920 × 1080p/60Hz, 1600 × 1200/60Hz, 1280 × 1024/60Hz, 1280 × 720/60Hz, 1024 × 768/60Hz
	VGA output resolution	1920 × 1080p/60Hz, 1280 × 1024/60Hz, 1280 × 720/60Hz, 1024 × 768/60Hz
	Audio output	1-ch, RCA (Linear, 1 kΩ)
Decoding	Decoding format	H.265/H.264/MPEG4
	Live view / Playback resolution	12 MP/8 MP/6 MP/5 MP/4 MP/3 MP/1080p/UXGA/720p/VGA/4CIF/DCIF/2CIF/CIF/QCIF
	Synchronous playback	16-ch
	Capability	4-ch @ 4K, or 16-ch @ 1080p
Hard disk	SATA	4 SATA interfaces for 4HDDs
	eSATA (optional)	1 eSATA interface
	Capacity	Up to 6TB capacity for each HDD
External interface	Network interface	2 RJ-45 10/100/1000 Mbps self-adaptive Ethernet interfaces
	Serial interface	1 RS-485 (half-duplex), 1 RS-232
	USB interface	Front panel: 2 × USB 2.0; Rear panel: 1 × USB 3.0
	Alarm in/out	16/4
General	Power supply	100 to 240 VAC
	Power	≤80 W
	Consumption (without hard disk)	≤20 W
	Working temperature	-10 to +55°C (14 to 131°F)
	Working humidity	10 to 90 %
	Chassis	19-inch rack-mounted 1.5U chassis
	Dimensions(W × D × H)	445 × 390 × 70 mm (17.5"× 15.3" × 2.8")
Weight(without hard disk)	≤ 5 Kg (11 lb)	



NC304-XB

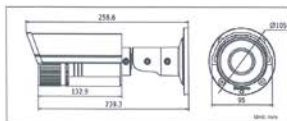
4MP EXIR Bullet Network Camera



Key features

- 1/3" Progressive Scan CMOS
- Up to 4 megapixel resolution
- 120dB WDR
- 3D DBR
- Up to 30 meters IR range
- Built-in Micro SD/SDHC/SDXC card slot, up to 128GB
- Audio/Alarm I/O
- Mobile Monitoring via EZVIZ P2P or IVMS-4500
- 12V DC±10% & PoE(802.3af)
- Support H.264+
- IP66

Dimensions



Specifications

NC304-XB	
Camera	
Image Sensor	1/3" Progressive Scan CMOS
Min. Illumination	0.01 Lux @ (F1.2,AGC ON), 0.028 Lux @ (F2.0, AGC ON), 0 Lux with IR
Shutter Time	1/3s to 1/10,000 s
Slow Shutter	Support
Lens	4.5,12mm @F2.0
Lens Mount	M12
Day & Night	IR cut filter with auto switch
Wide Dynamic Range	120dB
Compression Standard	
Video Compression	H.264 / MJPEG / H.264+
H.264 Type	Main Profile
Video Bit Rate	32 Kbps - 16Mbps
Image	
Max. Resolution	2688 x 1520
Frame Rate	50Hz: 20fps (2688x1520), 25fps(1920x1080), 25fps(1280x720) 60Hz: 20fps (2688x1520), 30fps (1920x1080), 30fps(1280x720)
Image Enhancement	BLC/3D DNR/WDR
Image Setting	Roare Mode, Saturation, Brightness, Contrast, Sharpness adjustable by client software or web browser
Day/Night Switch	Auto/Schedule/Triggered by Alarm In
Network	
Network Storage	NAS (Support NFS,SMB/CIFS)
Alarm Trigger	Intrusion Detection, Line Crossing detection, Motion detection, Dynamic Analysis, Tampering Alarm, Network disconnect, IP address conflict, Storage exception
Protocols	TCP/IP, UDP, ICMP, HTTP, HTTPS, FTP, DHCP, DNS, DDNS, RTP, RTSP, RTCP, PPPoE, NTP, UPnP, SMTP, SNMP, IGMP, 802.1X, QoS, IPv6, Bonjour
Security	Flash-prevention, dual stream, heartbeat, mirror, password protection, privacy mask, watermark, IP address filtering, anonymous access
Standard	ONVIF(PROFILE S, PROFILE G), PSIA, CGI, ISAPI
General	
Interface	1 RJ45 10M/100M Ethernet interface
Operating Conditions	-30 °C - 60 °C (-22°F - 140 °F), Humidity 95% or less (non-condensing)
Power Supply	12V DC±10%, PoE (802.3af)
Power Consumption	13: Max. 6W; 15: Max. 7.5W; 18: Max. 10.5W
Ingress Protection	IP66
IR Range	13: 30 meters; 15: 50 meters; 18: 80 meters
Dimensions	259.71 x 86.48 x 85.11mm (11.8" x 3.4" x 3.35")
Weight	1200g (2.65 lbs)
Order Model	
DS-2CD2142WD-13, DS-2CD2142WD-15, DS-2CD2142WD-18	



NC304-VD(A)

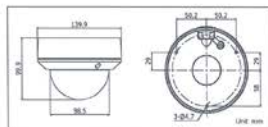
4MP WDR Vari-focal Dome Network Camera



Key features


- 1/3" Progressive Scan CMOS
- Up to 4 megapixel resolution
- 120dB WDR
- 3D WDR
- Up to 20 meters IR range
- Built-in Micro SD/SDHC/SDXC card slot, up to 128GB
- Audio / alarm I/O
- Mobile Monitoring via EZVIZ P2P or iVMS-4500
- 12V DC±10% & PoE(802.3af)
- Support H.264+
- IP66
- IK10

Dimensions




Specifications

NC304-VD(A)	
Camera	
Image Sensor	1/3" Progressive Scan CMOS
Min. Illumination	0.01 Lux @ (F1.2, AGC ON), 0.014Lux @ (F1.4, AGC ON), 0 Lux with IR
Shutter Time	1/3s – to 1/10,000 s
Slow Shutter	Support
Lens	2.8 - 12 mm, @ F1.4, motorized Lens
Adjustment Range	Pan: 0 - 355°, Tilt: 0 - 75°, Rotation: 0 - 355°
Lens Mount	Ø14
Day & Night	IR cut filter with auto switch
Wide Dynamic Range	120dB
Compression	
Video Compression	H.264 / MJPEG / H.264+
H.264 Type	Main Profile
Video Bit Rate	32 Kbps – 16Mbps
Audio	G.711/G.722.1/G.726/MP2L2, 84Kbps(G.711) / 16Kbps(G.722.1) / 16Kbps(G.726) / 32-128Kbps(MP2L2)
Image	
Max. Resolution	2688 x 1520
Frame Rate	50Hz: 20fps (2688x1520), 25fps (1920x1080), 25fps (1280x720) 60Hz: 20fps (2688x1520), 30fps (1920x1080), 30fps (1280x720)
Enhancement	BLQ3D DNR/ROI
Image Setting	Rotate Mode, Saturation, Brightness, Contrast, Sharpness adjustable by client software or web browser
Day/Night Switch	Auto/Schedule/Triggered by Alarm In
Network	
Network Storage	NAS (Support NFS, SMB/CIFS), ANR, Built-in Micro SD/SDHC/SDXC card slot, up to 128GB
Alarm Trigger	Intrusion Detection, Line Crossing detection, Motion detection, Dynamic Analysis, Tampering alarm, Network disconnect, IP address conflict, Storage exception
Protocols	TCP/IP, UDP, ICMP, HTTP, HTTPS, FTP, DHCP, DNS, DDNS, RTP, RTSP, RTCP, PPPoE, NTP, UPnP, SMTP, SNMP: IGMP, 802.1X, QoS, IPv6, Bonjour
Security	One-key reset, Flash-prevention, dual stream, heartbeat, mirror, password protection, privacy mask, watermark, IP address filtering, anonymous access
Standard	ONVIF(PROFILE S, PROFILE G), PSIA, CGI, ISAPI
General	
Interface	1 RJ45 10M/100M Ethernet interface
Operating Conditions	-30 °C – 60 °C (-22°F – 140 °F), Humidity 95% or less (non-condensing)
Power Supply	12VDC ± 10%, PoE (802.3af)
Power Consumption	Max. 5.5W
Ingress Protection	IP66
Impact Protection	IEC60068-275Eh, 20J, EN50102, up to IK10
IR Range	10 – 20 meters
Dimensions	Ø140x89.9mm (Ø5.51" x 3.94")
Weight	1000G(2.20 lbs)
Order Model	
DS-2CD2742FWD-I, DS-2CD2742FWD-IS, DS-2CD2742FWD-IZ, DS-2CD2742FWD-IZS	




SKYHAWK

SURVEILLANCE



3.5 HARD DRIVE DATA SHEET

Smart. Safe. Secure.
Seagate Surveillance-Specialized Storage



SkyHawk™ leverages Seagate's extensive experience in designing drives purpose-built for surveillance applications.



Best-Fit Applications

- Network video recorders (NVR)
- Embedded surveillance DVRs (SDVR)
- Hybrid surveillance DVRs
- Surveillance DVRs



SKYHAWK

HEALTH

Key Advantages

ImagePerfect™ firmware is designed to ensure seamless video footage capture in 24x7 surveillance workloads that record video from 64 HD cameras.

SkyHawk Health Management actively helps protect your surveillance storage by focusing on prevention, intervention and recovery options.²

NVR-ready design allows drives to maintain performance in multi-bay systems, giving customers the flexibility to scale their systems when more storage is needed.

ATA streaming support enables recordings from up to 64 HD cameras for smooth, uninterrupted footage.

Up to 10TB or over 2000 hours of HD video storage support an increased number of HD cameras and allows longer data retention periods.

1M hours MTBF, 3-year limited warranty³ represents an improved total cost of ownership (TCO) with reduced maintenance costs.

Lower power consumption means a reduction in heat emissions, which improves reliability in surveillance solutions. Tarnish-resistant components help protect drive from environmental elements, increasing field reliability.

¹ SkyHawk surveillance drives are designed for always-on, low transaction workloads (20% duty cycle) of 180TB/year. For higher transaction workloads, see Seagate's enterprise-class drive offerings.

² Contact your Seagate sales representative for further information.

³ SkyHawk surveillance drives are designed to operate under ambient operating temperatures of 0°C to 60°C and normal environments. Usage of drives in higher temperatures or other extreme environmental conditions will reduce useful life.



Specifications	10TB	8TB	6TB	4TB	3TB
Standard Model Numbers	ST10000VX0004	ST8000VX0022	ST6000VX0003, ST6000VX0023	ST4000VX007	ST3000VX010
SkyHawk™ Health Management Included ¹	Yes	Yes	Yes	Yes	—
Interface	SATA 6Gb/s	SATA 6Gb/s	SATA 6Gb/s	SATA 6Gb/s	SATA 6Gb/s
Features and Performance					
Drive Bays Supported	8+	8+	8+	8+	1 to 8
Cameras Supported	Up to 64	Up to 64	Up to 64	Up to 64	Up to 64
Max. Sustained Transfer Rate OD (MB/s)	210MB/s	210MB/s	195MB/s	190MB/s	180MB/s
Cache (MB)	256	256	256	64	64
Reliability/Data Integrity					
Tarnish Resistant	Yes	Yes	Yes	Yes	No
Load/Unload Cycles	300,000	300,000	300,000	300,000	300,000
Nonrecoverable Read Errors per Bits Read, Max	1 per 10E15	1 per 10E15	1 per 10E15	1 per 10E14	1 per 10E14
Power-On Hours per Year (24x7)	8,760	8,760	8,760	8,760	8,760
Workload Rate Limit (WRL) ²	180	180	180	180	180
MTBF	1,000,000hr	1,000,000hr	1,000,000hr	1,000,000hr	1,000,000hr
Warranty, Limited (years) ³	3	3	3	3	3
Power Management					
Startup Current, Typical (12V, A)	1.8	2	2	1.8	1.8
Average Operating Power (W)	6.8W	9W	9W	5.5W	5.6W
Idle Average (W)	4W	8W	7W	3W	4W
Standby Mode/Sleep Mode, Typical (W)	0.8/0.8	0.6/0.6	0.6/0.6	0.25/0.25	0.5/0.5
Voltage Tolerance (5V)	±5%	±5%	±5%	±5%	±5%
Voltage Tolerance (12V)	±10%	±10%	±10%	±10%	±10%
Environmental/Temperature					
Operating (ambient, min °C)	5	5	5	0	0
Operating (drive case, max °C) ⁴	70	70	70	70	70
Nonoperating (ambient, min °C)	-40	-40	-40	-40	-40
Physical					
Height (mm/in, max)	26.11mm/1.028in	26.11mm/1.028in	26.11mm/1.028in	26.11mm/1.028in	26.11mm/1.028in
Width (mm/in, max)	101.85mm/4.01in	101.85mm/4.01in	101.85mm/4.01in	101.85mm/4.01in	101.85mm/4.01in
Depth (mm/in, max)	146.99mm/5.787in	146.99mm/5.787in	146.99mm/5.787in	146.99mm/5.787in	146.99mm/5.787in
Weight (g/lb)	650g/1.433lb	780g/1.72lb	705g/1.55lb	635g/1.4lb	610g/1.35lb
Carton Unit Quantity	20	20	20	20	20
Cartons per Pallet/Cartons per Layer	40/8	40/8	40/8	40/8	40/8

1 10TB model available in early CY2018.

2 SkyHawk surveillance drives are designed for always-on workloads of 180TB/year. For higher transaction workloads, see Seagate's enterprise-class drive offerings.

3 Extended warranty options available. Consult your distributor for details.

4 Seagate does not recommend operating at sustained extreme temperatures. Operating at higher temperatures will reduce useful life of the products.

SCHEDULE “A”

Section 1: Hardware Technical Specifications and Costing – Exclude Applicable Taxes

Item	Brand / Make / Model	Description	Units	Price
1.				
2.				
3.				
4.				
5.				
6.				
7.				
8.				
9.				
10.				
11.				
12.				
13.				
14.				
Applicable Fees (Please describe, i.e. Recycling Fees):				
Total:				

Section 2: References

Reference #1	
Company Name	
Contact Person(s)	
Address	
Telephone	
Email	

Reference #2	
Company Name	
Contact Person(s)	
Address	
Telephone	
Email	

Reference #3	
Company Name	
Contact Person(s)	
Address	
Telephone	
Email	

Section 3: Installation Costs – Exclude Applicable Taxes

Item	Description	Price
1.	Total fixed price for all equipment Section 1	
2.	Total fixed price for related labor	
3.	Total fixed price for any other additional costs (if applicable).	
Total:		

SCHEDULE “B”

Definitions

1. “Information”:
 - (a) means all knowledge, material and property acquired by the Proponent including, but not limited to all notes, reports, records, information, instruments, documentation or data produced, obtained or received by the Proponent or any other party employed or otherwise engaged by the Proponent in the performance of this agreement and shall include all copies and parts of same; and
 - (b) includes any personal information as defined in the *Freedom of Information and Protection of Privacy Act* (FOIPP).
2. “Personal Information” has the same meaning as in s. 1(i) of FOIPP.

Confidentiality

3. The Proponent shall treat the Information as confidential and shall not disclose or permit the disclosure of the Information except where the disclosure is:
 - (a) necessary to enable the Proponent to provide the Services during the period of engagement;
 - (b) required by an enactment of Prince Edward Island or Canada;
 - (c) necessary for the purpose of complying with a valid subpoena, warrant or order; or
 - (d) with express written consent of the Board.

Only Information that is reasonably required may be disclosed by the Proponent under this provision.

4. The Proponent shall not use the Information for any purpose other than for providing the Services to the WCB under this Statement of Work.

Freedom of Information and Protection of Privacy

5. The Proponent acknowledges that the WCB is a public body and that it must comply with FOIPP, as amended from time to time.
6. The Proponent will comply with FOIPP in so far as it may be applicable to the Information and with any other applicable legislation including privacy legislation.
7. The Proponent's obligations under FOIPP include the obligation to meet the privacy standards that protect personal information and that are set out in Part 2 of FOIPP.
8. The Proponent may not, in the course of providing the Services to the WCB, collect personal information directly from any third party unless the collection is authorized under FOIPP.
9. Without limiting the generality of any other provision of this Statement of Work, the Proponent shall:
 - (a) share personal information with its directors, officers, employees, agents or contractors only on a legitimate need to know basis;
 - (b) ensure that the persons mentioned in (a) are fully informed of, and understand, the privacy standards set out in FOIPP and that they comply fully with its terms;
 - (c) protect any personal information by making reasonable security arrangements against such risks as unauthorized access, collection, use, disclosure, disposal or destruction.
10. The Proponent will make every reasonable effort to ensure that personal information that is or will be used to make a decision that directly affects a worker is both complete and accurate.
11. The Proponent shall, at the request of the WCB, make any corrections to personal information that may be required by the WCB within five (5) working days of receiving the Board's request.

12. Upon Request by the Board, the Proponent shall provide to the Board all Information acquired during the performance of this agreement, or shall, at the request of the Board, destroy any and all copiers and versions of the information in the possession of the Service Provider and shall certify the destruction of same to the Board. The Service Provider shall retain copies of the Information only to the extent required by law and applicable professional standards.
13. The Proponent agrees that, if the WCB receives a FOIPP request for any record in the custody of the Proponent, the Proponent shall provide the record to the WCB within three (3) working days of its receipt of a Board request.
14. In the event that the Proponent becomes aware of a breach or possible breach of FOIPP, it will immediately notify the WCB in writing, will provide full details to the WCB and will take steps to minimize the impact of the occurrence and to prevent a reoccurrence.
15. The Proponent shall immediately notify the WCB in writing if it receives a demand or request for disclosure of Information from a third party.
16. The Proponent acknowledges that the WCB is not able to guarantee the confidentiality of records submitted to it by the Proponent, or to which the WCB otherwise has a right to access, and it is understood that all such records may be subject to the disclosure provisions of FOIPP.
17. The Proponent shall cooperate with and assist in any WCB investigation of a complaint that personal information has been collected, used or disclosed contrary to FOIPP or to the provisions of this Statement of Work.
18. These provisions survive the termination of this Statement of Work.
19. Any breach of these provisions by the Proponent can result in immediate termination of this Statement of Work, legal action by the WCB against the Proponent or if circumstances warrant, prosecution under FOIPP.
20. The Proponent will advise any subcontractor acting on its behalf under a service agreement of the privacy and confidentiality obligations under this Schedule and will require any subcontractor to maintain those obligations.
21. The Service Provider shall comply with all codes of ethics applicable to the Information and with any direction issued by its governing regulatory or disciplinary body that is pertinent to the information