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Mr. Clay Workman  
Tempe Public Library  
3500 S. Rural Rd.  
Tempe, AZ 85282

Your contact: Demond Crawley  
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This proposal consists of 10 pages.

## Proposal

<b>Proposal no.:</b>	<b>Rev</b>	<b>Our Reference</b>	<b>Date</b>
QUO-03361-R01Q1W-	0	DC	September 23,2016

Dear Mr. Workman,

After hearing your library needs, mk Solutions would like to make the following offer in accordance to our general sales conditions.

Because technology and library needs continue to change and grow, mk Solutions became the first to create a 100% web based software solution that is efficient and affordable for everyone! mk's administration and patron software is easy to use, convenient, and user friendly for both staff and patrons. LibSoft and LibManager are built to run on any operating system and only require a browser and use the newest technology, HTML5. For more information, please see the product sheets in this proposal.

mk Solutions provides high quality library self-checks, RFID implementation, EM Security, book dispensing solutions and Automated Materials Handling systems. mk Solutions descended from a subsidiary of the mk Technology Group, which has been providing high level technical equipment for over 50 years. This experience has provided a strong basis from which we build technical solutions for library systems. All our systems are designed with the goal of interoperability between vendors. Our equipment and software are designed to meet ISO and other published standards and have no proprietary features, giving libraries the confidence that their new systems will be long lasting and compatible with existing systems.

mk Solutions is ISO 9001 Quality Management certified. This certification requires highest level of quality in regards to sustainable, quality assurance, enhanced image, risk minimization, increased cost-effectiveness through process improvement, worldwide compatibility, and more. Because of this certification and listening to our customer's needs, mk can provide the highest quality and exceeds all industry standards.



The workstations and automated material handling systems required by libraries are similar to other installations in the manufacturing industry. mk's designs incorporate decades of experience, while drawing on new technologies to provide innovative solutions unlike any other on the market.

At mk Solutions, we pride ourselves on developing relationships with our customers. As our company has grown, we have maintained our ability to provide the personal service and high level of customized products our libraries require.

Thank you again for this opportunity to give you the most reliable and best products in the library industry. mk Solutions looks forward to working with you in the future. If you have any questions or need anything else, please contact me via my cell at +18607600438 or via email at [Demond.Crawley@mk-solutions.com](mailto:Demond.Crawley@mk-solutions.com).

Sincerely,

A handwritten signature in cursive script that reads "Demond Crawley".

Demond Crawley  
Library Solutions Consultant

**Pricing Summary:**

<b>HARDWARE</b>	
Hardware	\$12,050.00

<b>INITIAL PROJECT TOTAL</b>	
<b>Hardware</b>	<b>\$12,050.00</b>
Annual Maintenance Software	Included
Annual Maintenance Hardware	Please see options

## **mk Security Gates**

*Protect your items*



### **Benefits**

- Sets off alarm with activated items only on outgoing patrons and not on ingoing patrons
- The antennas can be adjusted to individual environments and circumstances.
- Designed for environments where aesthetics are a key factor, the crystal version couples a sleek and high quality acrylic panel with high performance electronics to achieve a best in breed RFID security system.
- Gates are equipped with Digital Signal Processing (DSP), the newest Standard to provide an optimized 3D-detection of all RFID tags.
- Operational performance centrally managed by **mk LibManager** software (included).
- One power and one data connection for a system up to 4 pedestals (trip aisle).
- From 5 to 8 pedestals a second data connection is required.
- Opening between each pedestals up to 120 cm (47"). Best performance at 95 cm (37.5")

### **Product Specifications**

Operation Frequency:	13,56 MHz
Supply Voltage:	24 V ±15%
Power Consumption:	max 32 VA
Maximum transmitting power:	8W / Antenna
Chip Compatibility:	ISO 15693 / 18000-3
Security Modes:	EAS & AFI
Communication Interface:	Ethernet
Alarms:	Lights and Audible Signal (adjustable)
People Counter:	Integrated bi-directional (counts in and out traffic)
Dimensions:	1710 x 690 x 70 mm / 67.50" x 27" x 2.75"
Weight:	28 kg / 61.73 lbs
Materials:	UV stabilized ABS and Acrylic
Color Antenna Frame:	Acryl glass, clear transparent
Color Antenna Base:	Signal white (RAL 9003)

## **Optional**

### **Software – mk GateTracker**

- Reporting incoming and outgoing visitors
- Centralized statistics for single or multiple aisles and exits
- Notifies staff if an item triggers security alarm
- A popup window will open at a nearby workstation and will show staff which particular item triggered the signal including circulation status and title
- Configurable via the mk LibManager
- mk LibManager provides statistics per entrance or per branch and allows staff to retrieve statistical data that can be exported in multiple formats
- Optional connection to video control systems available

### **Base Plate Mounting Kit**

- Easy installation
- No floor modifications required
- Install anywhere, also where drilling of holes is impossible
- Cables are hidden
- Carpet covers base plate
- Easy to move if required
- Convenient and ADA compliant walk through

### **Technical Details**

- For single, dual or triple aisle systems
- Modular design, expandable at any time
- Easy mounting instructions included
- Kit consist of base plate, ramps, screws and carpet
- Carpet is machine-washable



**Pricing: mk Hardware**

Pricing does not include software

PRODUCT CODE	DESCRIPTION	UNIT LIST PRICE	QTY	UNIT PRICE	EXTENDED AMOUNT
	<b>mk RFID Gate - Dual aisle</b> Technology: RFID Antennas: Three People counter: Yes, Bi-Directional	\$10,625.00	1	\$8,500.00	\$8,500.00
	<b>Shipping</b> (includes packaging)	\$1,450.00	1	\$1,450.00	\$1,450.00
	<b>Installation</b> (onsite)	\$1,850.00	1	\$1,850.00	\$1,850.00
	<b>Training of staff</b> (during site visit)	\$250.00	1	\$250.00	\$250.00
				<b>Total net</b>	<b>\$12,050.00</b>



**Maintenance Programs: mk Hardware**

*Equipment and Components*

mk Solutions offers a full 12 month parts and labor warranty from date of customer acceptance on all hardware. Please note that damage caused by vandalism, negligence or work performed by a third party other than a mk service representative is not covered under this warranty.

	<b>BRONZE</b>	<b>SILVER</b>	<b>GOLD</b>
Annual Maintenance*	✓	✓	✓
E-Mail Support	✓	✓	✓
Phone Support (Hotline)	✓	✓	✓
On Site Support (incl. travel expenses)		✓	✓
Hardware replacement parts		✓ (50%)	✓
Spare parts on stock		✓	✓
<b>Year 1 (Warranty)</b>			
	Included	Included	Included
Year 2	\$530.00	\$1,414.00	\$1,768.00
Year 3	\$543.00	\$1,449.00	\$1,812.00
Year 4	\$557.00	\$1,485.00	\$1,857.00
Year 5	\$571.00	\$1,522.00	\$1,903.00

\* Depending on the product, preventive maintenance can be done remotely and starts in year 2. Pricing is based on the proposed system without optional items.

**Notes:**

- Pricing is based on complete order. Delivery and installation are planned to occur at one time.
- Library's responsibilities
  - ✓ Provide completed mk's project information form (PIF) within the given time frame by the mk Project Manager to ensure an on time delivery and a smooth/efficient installation.
  - ✓ Provide ILS' SIP2 or NCIP license and appropriate configuration, if required for the proposed equipment
  - ✓ Provide representative sample material tagged and programmed if RFID or bar coded with EM security strips of each type of item. To be sent to mk's office for use during system pre-shipment testing
  - ✓ Provide a remote connection (such as TeamViewer) for remote maintenance and service prior to installation
  - ✓ Provide power outlets and standard Ethernet data outlets close to the installation site, if required for the proposed equipment
  - ✓ Prepare associated building modifications and wall or floor finishes, if required for the proposed equipment
- Pricing of building modifications – if required for the proposed equipment - such as wall openings and fire shutters are considered architectural changes to be provided by the Library's building contractor and are not included as part of this proposal. mk will provide sizing requirements and mounting specifications in the final acceptance layout.
- The proposed equipment will be delivered either in completed units or in modules, depending on the type of equipment. The library must provide enough space to bring the goods from the unloading zone outside the library to the installation area inside the library.

**Please do not hesitate to contact us for clarification on any of these requirements.**

## **Terms of delivery and payment**

### **Terms of delivery**

Approx. 5-7 weeks for Security Gates, after receipt of the order in writing and agreement of all technical and commercial details, as well as all parties holding to the project time schedule in dependence of the responsibilities contained therein. This proposal is based on one single shipment. Partial shipments might require costs adjustment.

### **Delivery**

FOB destination, DDU Delivered Duty Unpaid, Software via download link

### **Terms of payment**

#### **For mk Hardware**

- 50 % of order value payable after receipt of order confirmation
- 45 % of order value with delivery and installation
- 5 % of order value after final acceptance but not later than 1 month after delivery

All payments due upon receipt of invoice net. Accounts not paid within terms are subject to a 5% monthly finance charge or a minimum of \$25

In the event of any delays caused beyond mk Solutions' responsibilities, the library agrees to pay the full contract amount based on the initially agreed delivery date.

### **Prices**

Prices shown are net prices and do not includes any taxes or duties.

### **Validity of prices**

1 month after date of this proposal.

### **Warranty**

12 months according to legal rules and our terms of delivery and payment.

### **General**

This offer is confidential and is only intended for internal use. The sharing of technical information or pricing is prohibited without the expressed, written permission of mk Solutions.

Prior to completion of manufacturing, we reserve the right to make design changes to improve the equipment or exceed the design specifications for any or all systems without prior approval. After the system has been installed, we retain the same right, but agree to notify the library in advance of any changes. The library may elect to decline an upgrade except in the case of changes to correct/limit manufacturer liability exposure.



Orders will not be processed until a written Purchase Order referencing this Proposal is received at mk Solutions.

Please review our proposal carefully. We assure you of timely processing of your order.

**mk Solutions**

**Customer's order approval:**

\_\_\_\_\_  
Date

\_\_\_\_\_  
Customer Printed Name, Title

*Demond Crawley*

\_\_\_\_\_  
Demond Crawley  
mk Solutions Inc.

\_\_\_\_\_  
Customer Signature

\_\_\_\_\_  
Please use PO#

**Please select from one of the following maintenance options quoted in this proposal:**  
Invoicing takes place in advance for 1 year after the initial warranty period.

Bronze

Silver

Gold

**"Sales tax exemption"**

No

Yes

If **yes**, please provide certificate w/ order.

**For all orders, please email purchase order or this completed and signed document to:**

[sales.us@mk-solutions.com](mailto:sales.us@mk-solutions.com).