

Issue

Kantech security access panel at the Maintenance facility has catastrophically failed and needs to be replaced. New direct replacements have been unavailable. This model of panel is also not simple to upgrade without upgrading the software and interfaces concurrently.

Background

We use a Kantech-based system to scan all barcodes for vehicle entry and all key fobs for doors. Our Kantech solution is based around three (3) control panels: Clubhouse, Gate, Maintenance.

Our model of panels and the related version of EntraPass software has become increasingly difficult for our staff and our vendor(s), BK and Goldenseal, to support. In addition to the aged hardware, the software is not web based. This model of panel is also not simple to upgrade without upgrading the software and interfaces concurrently.

Recommendation

We should implement a new security access panel solution using newer technology from ProDataKey (PDK). <https://www.prodatakey.com/>

BK will manage the replacement of all our security panels from Kantech to PDK using the following approach. This approach allows BK to completely setup the new software and switch controllers in a methodical approach. This approach also allows staff to be trained and ensure the system will meet all our requirements before switching the entire system.

- Stage 1 - Initial Setup and Maintenance
 - PDK account setup. This is an online service. Staff will work with PDK to configure our account and set up existing barcodes.
 - Setup and configure **only** the Maintenance controller.
 - LHCC staff will temporarily perform double entry into both Capsure and PDK.
 - This temporary double entry will only be for new and disabled key fob/barcode numbers
 - LHCC will continue to use Capsure for *guest* management
- Stage 2 - LHCC will switch the Clubhouse to PDK
- Stage 3 - Main Entrance controllers to PDK
- Stage 4
 - All barcodes, stickers will now be in PDK, and Capsure will only be used for Guest management / entry.
 - During this time, LHCC may no longer need double entry for barcodes/stickers
- Stage 5
 - Replace the Main Entrance computer system and guest check-in software.
- Stage 6
 - Add License Plate Cameras integrated into PDK
 - Replace Security Cameras
- Stage XYZ
 - Add additional entry options
 - Add additional exit options at LHCC
 - QR Code / Guest Code, with
 - License Plate readers

Proposed Action:

Approve the BK proposal to replace our physical security access panels at a cost not to exceed \$7500 to be funded by replacement reserve

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Estimate



ADDRESS
Lake Holiday Country Club, Inc. 1045 Lakeview Drive Cross Junction, VA 22625

SHIP TO
Lake Holiday Country Club, Inc. 1045 Lakeview Drive Cross Junction, VA 22625

ESTIMATE #	DATE
2355	08/16/2022

DESCRIPTION OF WORK

Full Access Control Install

DATE	DESCRIPTION	QTY	RATE	AMOUNT
	Thank you for allowing BK Connected Solutions to provide an estimate for your security needs. We propose to upgrade your current access system to a Cloud Based Access Control System for your facility. This system will provide basic Access Control and is expandable. The following components will be installed:	1	0.00	0.00T
	Red CloudNode with Built-in Single io Door Controller and WiMAC - Ethernet+WiMAC (ADI72922)	1	856.49	856.49T
	Red 2 - Two Door Controller (ADI72922)	2	656.99	1,313.98T
	RED CLOUD NODE-ETHERNET ONLY W/SGL IO DOOR CNTRLR	1	800.70	800.70T
	Hardware, wire, miscellaneous connectors, supplies, etc.	1	500.00	500.00T
	Installation, programming and training - (This is an approximation of time. Actual man hours will be billed.)	24	100.00	2,400.00
	NOTE: Annual Recurring cloud fees will be \$840.00			
	Panel Breakout:			
	Cloud Nodes:			
	-Clubhouse			
	-Maintenance Facility			
	-Front Gate			
	Two Door Controllers:			
	- Clubhouse			
	- Front Gate			
	NOTE: I designed the system to be modular and broke it out enough			

A one year warranty applies to this estimate unless indicated above in the body of this estimate. The warranty period commences on the date of completion. A deposit of 50% of the Estimate will be required upon acceptance of the Estimate made payable to BK Connected Solutions with the balance due upon completion.

DATE	DESCRIPTION	QTY	RATE	AMOUNT
	so if certain components fail; you do not lose functionality for the whole building. NOTE: This system is not compatible with your current Visitor Management System (CapSure) and it is our understanding that you intend to switch to a different software for this system.			

BK Security and Home Automation, Inc., d/b/a BK Connected Solutions hereby proposes to furnish materials and labor complete in accordance with the above specifications. "Acceptance of Contract and Terms of Agreement", By their signatures below, both parties agree that; The above prices, specifications, and conditions are accepted. BK Connected Solutions is authorized to perform all work as specified.

SUBTOTAL	5,871.17
TAX	183.97
TOTAL	\$6,055.14

Accepted By

Accepted Date

A one year warranty applies to this estimate unless indicated above in the body of this estimate. The warranty period commences on the date of completion. A deposit of 50% of the Estimate will be required upon acceptance of the Estimate made payable to BK Connected Solutions with the balance due upon completion.