

IT PRO PARTNER

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Camera Proposal

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Why IT Pro Partner

At IT Pro Partner, we believe technology should enable your business, not interrupt it. This proposal outlines how we will help you improve reliability, strengthen security, and support growth with responsive service and practical, measurable outcomes.

Local Expertise, Personal Service

We are based in Savannah, GA, and provide responsive support from a team that understands your environment, including onsite help when needed.

Proven Solutions, Reliable Hardware

We standardize on enterprise-grade platforms and manage the full lifecycle, including procurement guidance, deployment, patching, warranty coordination, and refresh planning to reduce downtime.

Strategic IT With Long-Term Vision

We go beyond break/fix with proactive monitoring, automation, and security best practices to reduce risk and keep systems stable as your business evolves.

What this proposal covers

Clear scope and deliverables; defined responsibilities; support expectations and service targets; implementation timeline and key milestones; and identified risks, dependencies, and mitigations so you can make an informed decision.

Outcomes we prioritize

Improved uptime and stability, faster resolution of issues, stronger security controls, more reliable backups and recovery readiness, and clear reporting on the health of your IT environment.

Let's build something better together.

Quote Confidentiality Disclosure

The information contained in this quote is confidential and proprietary to IT Pro Partner. It is provided exclusively for the recipient's review and consideration. By accepting this quote, the recipient agrees that:

1. **Confidentiality:** The pricing, terms, and specifications outlined in this document are strictly confidential and shall not be shared, distributed, or disclosed to any third party without prior written consent from IT Pro Partner.
2. **Non-Disclosure:** Any unauthorized sharing of this quote may result in legal action and potential liability for damages.
3. **Validity:** This quote is valid until 02/05/2026 and is subject to change without notice before acceptance.
4. **No Obligation:** Receipt of this quote does not constitute an agreement to provide services until a formal contract is signed.
5. **Mediation First:** The parties agree to first attempt to resolve any dispute, claim, or controversy arising out of or relating to this quote through good-faith mediation as a condition precedent to filing any lawsuit or initiating other legal proceedings.

For any questions regarding this quote, please contact IT Pro Partner at info@itpropartner.com. IT Pro Partner reserves all rights to the information contained in this document.

About the Project

IT Pro Partner is providing this quote to upgrade Liberty Tire & Brake's current video surveillance environment from an existing Guarding Vision DVR system (currently supporting seven cameras covering the lobby and front/rear parking areas) to a modern 16-channel PoE NVR (Network Video Recorder with Power over Ethernet) solution. The current DVR is viewed locally on an approximately 50" TV.

Objectives

- Expand coverage to support up to 16 total cameras, improving visibility across the shop interior and surrounding exterior areas.
- Improve usability and response time with faster video lookup and more efficient search capabilities using the NVR's AI-assisted features (where supported by the camera/NVR platform).
- Enable remote viewing for authorized team members via mobile phone and desktop access (subject to network and security requirements).
- Provide an optional at-a-glance monitoring display: a centrally located TV configured as a 24/7 spot monitor, ideal for managers or staff in high-traffic areas. The optional package includes a TV, wall mount, and an HDMI KVM extender to allow local mouse control at the viewing station.

Proposed Solution (High Level)

- **Core platform:** Reolink RP-PN16 24-channel NVR configured for 16 wired PoE camera channels with included 4TB storage (approximately 3 days of continuous recording) and optional expansion capacity.
- **Camera deployment:** a mix of 4K dome and 4K bullet cameras to align to different mounting and coverage needs.
- **Optional enhancements:**
 - Spot monitor TV package for continuous display
 - Extended recording storage: add 1× 16TB drive (about 16 days) or max out with 2× 16TB drives (about 26 days)
 - Expansion to 24 cameras via a remote rack/PoE switch option (to support future growth beyond the initial 16-camera deployment)

Recording Retention Reference (16 cameras, 4K continuous recording)

Storage Configuration	Total Capacity	Approx. Retention
Factory 4TB drive only	4 TB	~3 days
Add 1× 16TB drive (keeps factory 4TB)	20 TB	~16 days

Storage Configuration	Total Capacity	Approx. Retention
Max out with 2× 16TB drives (replaces factory 4TB)	32 TB	~26 days

The RP-PN16 has two hard-drive bays. It ships with a single 4TB drive in one bay, leaving one bay open for expansion. A 4TB drive holds roughly 3 days of continuous 4K recording across 16 cameras, so we recommend adding at least one 16TB surveillance drive for a usable retention window (see Optional Add-Ons).

Dependencies and Considerations (Transparency)

- **Network/security readiness:** Remote viewing requires appropriate firewall/router configuration and user access controls.
- **Field verification:** Final camera placement and viewing angles will be confirmed onsite prior to final mounting to ensure the coverage goals are met.
- **Operational access:** Installation work will be coordinated to minimize disruption to shop operations.

Decision Points (Options)

1. **Base deployment (16 cameras):** Full coverage upgrade to the new NVR platform.
2. **Add spot monitor TV:** Improves day-to-day situational awareness for staff without requiring a phone or PC login.
3. **Add extended storage:** Increases retention time for recorded video (useful for incident review and claims).
4. **Plan for growth to 24 cameras:** Adds infrastructure for future camera expansion (remote rack and PoE switching).

Recommended Next Steps

- **Liberty Tire & Brake (Owner):** Confirm which options to include (TV spot monitor, extended storage, future expansion).
- **IT Pro Partner:** Schedule a brief onsite walkthrough to confirm camera locations, NVR placement, and the preferred TV mounting location prior to final installation.

Assumptions: Existing coverage includes lobby and front/rear parking as stated; existing display is ~50"; remote viewing is desired for authorized users; and the optional TV is intended for continuous "spot monitor" viewing.

Camera System Quote

Item	Description	Unit Price	Qty	Extended Price
NVR	Reolink RP-PN16 NVR • 24-channel platform • 16 wired PoE channels • 4TB included (~3 days retention) • AI video search	\$539.99	1	\$539.99
Dome Camera	Reolink RP-PCV8MZ Dome Camera • 4K resolution • 5X optical zoom • color + IR night vision	\$209.99	3	\$629.97
Bullet Camera	Reolink RP-PCB8MZ Bullet Camera • 4K resolution • 5X optical zoom • 133° field of view	\$229.99	13	\$2,989.87
Junction Box	B10 Junction Box (for bullet camera installs)	\$27.99	13	\$363.87
Patch Panel	24-Port Patch Panel	\$30.00	2	\$60.00
Rack Shelf	1U Shelf	\$40.00	1	\$40.00
Keystone Jacks	Keystone jacks (lot)	\$50.00	1	\$50.00
Turnkey Installation	Labor and install materials • Install (16) cameras including data drops (\$250/camera) • Provide and install necessary patch cables and conduit • Terminate/label at patch panel • Configure NVR/cameras and recording • Remote viewing setup (mobile + desktop) • End-user training	\$4,000.00	1	\$4,000.00
Subtotal				\$8,673.70
Sales Tax (7% of hardware)				\$327.16
Total				\$9,000.86

Camera and NVR pricing reflects Reolink Professional Series advertised list price (verified August 2026). The NVR price includes the factory-installed 4TB drive.

Optional Add-Ons

Item	Description	Unit Price	Qty	Extended Price
Back Office TV Station	65" TV Station (spot monitor) • 65" TV • Mount • HDMI KVM USB extender (enables mouse control at TV) • Wireless mouse • Install/configuration included (2 hrs @ \$195/hr)	\$1,236.00	1	\$1,236.00
Extended Recording — Add 1× 16TB HDD	Adds a Seagate SkyHawk AI 16TB surveillance drive (ST16000VE004) to the open bay (keeps factory 4TB) • 20TB total • ~16 days retention • Install/configuration included (0.5 hr @ \$195/hr)	\$677.49	1	\$677.49
Extended Recording — Max (2× 16TB HDD)	Maxes both bays with 2x Seagate SkyHawk AI 16TB surveillance drives (ST16000VE004, replaces factory 4TB) • 32TB total • ~26 days retention • Install/configuration included (0.5 hr @ \$195/hr)	\$1,257.48	1	\$1,257.48
Expansion Package (17–24)	Remote rack + 8 additional cameras • Unifi 24 PoE switch • UPS • 6U rack enclosure • 150ft LC-LC fiber cable • 8x RP-PCB8MZ bullet cameras • Camera installs (8 x \$250) • Remote rack/integration labor (3 hrs @ \$195/hr)	\$4,983.85	1	\$4,983.85

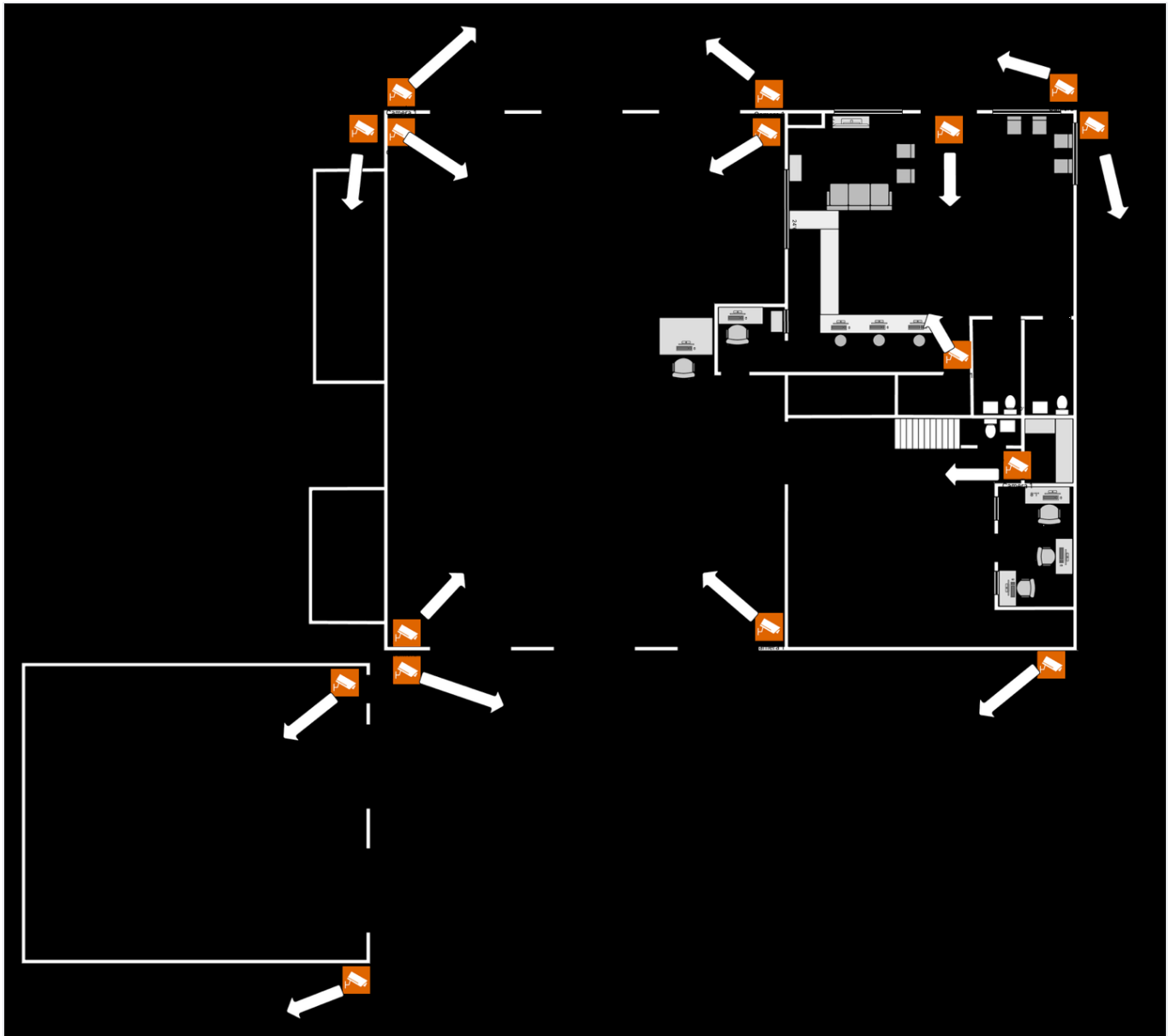
Storage add-on pricing note: The 16TB drive is the Seagate SkyHawk AI (ST16000VE004), priced at \$579.99 each (current street price, verified August 2026; subject to confirmation at order time). 7% sales tax applies to the hardware portion. The RP-PN16 has two drive bays; choosing "Max" replaces the factory 4TB with a second 16TB drive to reach the NVR's 32TB ceiling.

Optional Add-On Sales Tax (7% of hardware only):

- Back Office TV Station tax (7% of \$846.00 hardware): \$59.22
- Extended Recording — 1× 16TB tax (7% of \$579.99 hardware): \$40.60
- Extended Recording — 2× 16TB tax (7% of \$1,159.98 hardware): \$81.20
- Expansion Package tax (7% of \$2,241.92 hardware): \$156.93

Each add-on "Unit Price" is presented as hardware + labor; hardware sales tax is itemized above.

Camera Views



Project Summary

NVR System Installation (Base Scope)

- Install and commission a PoE NVR (24-channel / 16 wired PoE) with 4TB included storage (about 3 days of continuous 4K recording at 16 cameras), expandable up to 32TB, and AI video search capability.
- Install 16 total cameras:
 - 3× 4K vandal dome cameras (optical zoom; optimized for mixed lighting and night viewing)
 - 13× 4K bullet cameras (wide field of view; optical zoom)
- Install junction boxes for 13 bullet cameras to support secure mounting and clean terminations.
- Terminate camera cabling at the headend using:
 - 2× 24-port patch panels
 - CAT6 keystone jacks
 - 1U shelf for headend organization and support
- Coordinate with the Liberty team during installation to confirm final camera placement, aiming, and coverage based on field conditions and the site plan.

Areas to Cover (Intended Coverage)

Final placement will be validated onsite; the intended coverage includes:

- Front parking lot and building frontage
- Lobby entrance (exterior) and lobby interior
- Main shop work areas and bays
- Rear shop / rear parking lot
- Side access/street-facing areas

Access & Viewing

- Mobile access available for authorized users via iOS/Android (app-based remote viewing).
- Desktop access for authorized stakeholders (local or remote viewing, subject to network/security policy).
- Optional spot monitor viewing: add a dedicated TV for "at-a-glance" live monitoring in a high-traffic or management area.

Optional Enhancements (Decision-Ready)

1. **TV Monitoring Package (Spot Monitor + Control)** — Add a 65" TV, wall mount, and HDMI KVM extender to enable live viewing and local mouse control at the display location.
2. **Extended Recording Capacity** — Add storage to extend video retention. Option A: add one 16TB surveillance drive (20TB total, about 16 days). Option B: max out with two 16TB drives (32TB total, about 26 days). Retention varies with recording settings and camera count.
3. **Expansion to 24 Cameras (Future Growth Option)** — Add a PoE switch, UPS, 6U rack enclosure, and fiber uplink cable, plus 8 additional 4K bullet cameras, enabling growth from 16 to 24 cameras where additional coverage is needed.

Risks, Dependencies, and Mitigation

- **Camera placement adjustments (Medium likelihood / Low impact):** Field conditions (obstructions/lighting) may require minor location changes. Mitigation: Confirm coverage and angles with Liberty onsite prior to final mounting.
- **Network readiness for remote access (Medium / Medium):** Remote viewing depends on firewall/router policy and available network ports/VLANs. Mitigation: Align on network access approach before go-live; implement least-privilege access controls.
- **Shop operations/access windows (Medium / Low):** Work in active bays may require scheduling around vehicle movement and safety constraints. Mitigation: Coordinate installation windows with the shop manager; prioritize after-hours or low-traffic periods where needed.

Recommended Next Steps

Liberty (Owner)

- Confirm which options to include: TV monitoring, extended storage, and/or 24-camera expansion.
- Identify authorized users for mobile/desktop access.

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- Conduct a short onsite walkthrough to confirm camera positions, NVR location, and (if selected) TV placement.
- Finalize implementation schedule and execute install/provisioning.

Assumptions: Final camera locations will be confirmed onsite based on the plan and real-world mounting/coverage constraints.

Project Timeline

Project Area	Description	Time
Network Closet	Install patch panel, terminate/label cables. Install NVR, switch, KVM for remote viewing on TV (optional)	2 days
Data Pulls	Pull data to each location and terminate at camera and in network closet	2 days
Training	Train Liberty staff on PC app and mobile app	1 day

Total estimated onsite effort: 5 business days (2 + 2 + 1), excluding procurement lead time and any scheduling constraints. Estimated Start: Within 7-10 business days after acceptance, deposit, and equipment delivery.

Terms/Conditions

- **Procurement & Invoicing:** If the quote is approved, Liberty Tire and Brake will be invoiced for equipment/software procurement. Remaining balance will be invoiced with Net 14 payment terms.
- **Warranty Coverage:** All NVR and camera equipment includes a 3-year manufacturer warranty (Reolink Professional Series). Installation workmanship is warranted for 90 days.

Conclusion

The optional back-office viewing station provides a convenient, real-time monitoring experience for management and staff.

IT Pro Partner appreciates the opportunity to enhance Liberty Tire and Brake's security infrastructure, and we look forward to delivering a system designed for reliability, visibility, and future growth.

Optional IT Services

Hourly Services (\$195/hr.)

- Hardware or Software Break/fix & Troubleshooting
- Project Management/Research
- New installs — Equipment provided by IT Pro Partner will be sold to customer at 15% over cost.

Subscription/Managed Service

- **Computer Automation & Monitoring (\$69.95/computer/month)**
 - Antivirus (MDR provides protection against viruses, spyware, adware, rootkits, phishing, and ransomware)
 - OS updates
 - Application deployment and updates
 - Discounts available for 10+ computers
- **Endpoint Management with Remote troubleshooting (\$89.95/computer/month)**
- **Network Maintenance/Monitoring/Patching/Updates (\$99.95/firewall/month)**
- **IT Support Retainer**
 - 4-Hour block — \$700.00/mo. (rates locked with a 2-year agreement)
 - 10-Hour block — \$1,500.00/mo. (rates locked with a 2-year agreement)
 - 15-Hour block — \$2,175.00/mo. (rates locked with a 2-year agreement)
 - Hours can be used for installs, break fix, or project management/research and expire at the end of each month.