

370 North Street  
Teterboro, NJ 07608

# VIKONICS

February 2, 1998

Mr. Joseph J. Allotta AIA  
SWANKE HAYDEN CONNELL ARCHITECTS  
295 Lafayette Street  
New York, NY 10012

Dear: Joe

I hope the following answers satisfy your questions. If there are any further questions, please call as you stated time to complete the required design is short. Vikonics will invoice on an item by item basis as delivered, except for Item 7, which will be invoiced on a meeting or site visit basis. Normal Vikonics payment terms are as previously stated. If consultant payments, on this project, are to be made on a "paid when paid" basis this is acceptable, provided this does not in any case exceed 45 days from date of invoice. The out-of-pocket expense limitation is acceptable.

## Answers by Vikonics Items

**Item 1:** Task A, on the sample proposal provided, was to write and discuss with the customer a security concept report. At the meeting held on 1/26/98 Vikonics was told this task was not necessary because of the discussions already held with the OEM security officer. That is why it was not included in our proposal. The Bill of Materials provided under Item 2 would list all security materials and their estimated costs. Vikonics will not estimate the installation costs required.

**Item 2:** Under this item, Vikonics provides final design of the Security system. This is to consist of a Bill of Materials, equipment placement and riser diagram. It is intended that security door and wall hardware design will be coordinated with SHCA. An outline specification can be provided but the specifications were deferred to Item 6 because of the short time frame (3 weeks ARO for Items 1 through 5).

**Item 3, 4, 5:** The device matrix will include all devices that require electrical connection with details of what electrical cables will be required between all security devices. The full security performance specification is Item 6. It will contain a Statement of Work for the contractor, required performance of items supplied, and testing or certificates that are required to assure compliance to the performance requirements.

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**Item 7:** This item is for support during the contractors construction phase of the project. The cost for Vikonics to Set-up, commission and test the installed electronic hardware will be estimated when the final design is established (Item 2). This is stated in the note two of the original proposal. Any As-Built drawings that are required by Vikonics changes will be provided to SHCA for incorporation.

Sincerely,



Michael Pisano  
General Manager

Cc: Sal Lifrieri