COUNCIL ACTION FORM

AGENDA ITEM: Approval of Electronic Access Control System for City Hall and Water Plant

HISTORY:

City Hall currently operates with an electronic access control system that uses key fobs and access cards for entry into the building. This system was originally installed when City Hall was constructed in 2008. We are now exploring options to upgrade this system, as the current equipment and software will no longer be supported after the end of February. To ensure continued security and reliable building access, we have contacted three different businesses that we have worked with in the past and continue to use for services. As shown in the information below, Marshalltown Alarm provides the most cost-effective proposal, coming in slightly lower than Verkada, while Astra is the highest-priced option. Verkada, however, offers several additional benefits that make it a strong candidate for consideration. Their system would allow us to eliminate the need for physical key fobs and access cards if we choose, since employees could instead use their smartphones to enter the building. In addition, Verkada provides the ability to update and manage access permissions instantly, improving both convenience and security. By choosing their access control solution, we could integrate the access system with our existing camera network. This would allow us to associate credentials with specific individuals and enhance monitoring at entry points, such as identifying who is requesting access at the door if we want to do that.

OPTIONS:

Company	Licensing	Upfront Installation	5 year Cost	Total w/ All services
1. Verkada				
Water	$855.00	$3,360.00		
City Hall/PD	$ 375.00	$9,180.00	$15,620.00	
	$ 1,230.00	$ 12,540.00	$15,620.00	$29,390.00
2. Marshalltown Fire				
Water	$837.55	$12,097.26	$ -	
City Hall/PD		$16,439.06		
Total:	$837.55	$28,536.32	$ -	$29,373.87
3. Astra				
Water	$93.50	$7,210.00	$ 5,610.00	

City Hall/PD	$175.00	$13,560.00	$10,500.00
Total:	$268.50	$20,770.00	$16,110.00 $37,148.50

STAFF'S RECOMMENDED ACTION:

Therefore, it is the recommendation of City Staff that Council approves Option 1, although it is almost $20 more expensive, the known benefits will be more effective long term. We also know that the software will be automatically upgraded if needed and will not become obsolete for an overhaul of a new system.

ByteSpeed
Your Complete IT Resource

PROPOSAL FOR

VERKADA SECURITY CAMERAS

Prepared for:

City of Nevada (IA)

Created by:

Corbin Duncan
ByteSpeed

ByteSpeed
Your Complete IT Resource

Q-110769-J1F8

Expiration Date: 03 / 07 / 2026

Prepared for:

City of Nevada (IA)
Jordan Cook

Prepared by:

Corbin Duncan
Territory Manager
(218) 227-0470
cduncan@bytespeed.com

QUOTE PRODUCT	PRICE	QTY	SUBTOTAL
INFRASTRUCTURE SOLUTIONS BY BYTESPEED			
CONTROLLER, VERKADA AC42 4 DOOR CONTROLLER, AC42-HW	$1,265.00	7	$8,855.00
DISCOUNT	-$8,000.00	1	-$8,000.00
VERKADA LICENSES			
☑ **LICENSE**, VERKADA 5-YEAR DOOR LICENSE, CAPACITY INCREASE, LIC-AC-5Y-CAP	$710.00	22	$15,620.00
LABOR			
LABOR, ON-SITE, INSTALLATION, REFERENCE INSTALLATION PROJECT SUMMARY **(City Hall)**	$9,180.00	1	$9,180.00
LABOR, ON-SITE, INSTALLATION, REFERENCE INSTALLATION PROJECT SUMMARY **(Water Department)**	$3,360.00	1	$3,360.00

Subtotal	**$29,015.00**
Freight	**$375.00**
Total	**$29,390.00**

❤ VERKADA

By signing this document, you confirm your intention to move forward with the purchase as outlined in the quote, thereby creating a legally binding agreement. This agreement also signifies your acceptance of ByteSpeed's standard terms and conditions.

AGREED TO AND ACCEPTED:

_____   _____

Please submit a PO if possible

Pricing Disclaimer:
We are committed to honoring our quotes and keeping you informed. Due to supply chain and markets constraints, pricing and configurations may occasionally require adjustments. When that happens, we'll communicate promptly and work with you to minimize any impact. Thank you for the trust you have placed in ByteSpeed.

INSTALLATION SUMMARY

By awarding Bytespeed this bid, the School Dist/Library agrees to keep the scope of this installation within the parameters outlined in the below Installation overview. Any additional changes outside of this scope may incur additional costs. Configuration is not covered in this summary and will be included in a separate SoW attached to the bid.

PROJECT INFORMATION

Installation Name: City of Nevada - Water Dept

Installation Overview:
installation of door access controls provided by ByteSpeed.
1 – AC42 door controller installed
6 – Doors programmed and tested on new controller
6 – DPIs installed and tested
Covers all other misc materials for install
Cleanup and removal of all packing materials

Terms and Conditions:
Travel and expenses are based on one trip to City of Nevada (IA) to complete project.

Quote does not provide for any:
Adding, Patching or Painting of electrical outlets, cabling, conduit, or cable raceways

Lift Rentals or Dumpster Rentals or transportation of equipment

BYTESPEED CONTACT INFORMATION

ByteSpeed Project Coordinator: Andrew Hagen

Phone: 218-227-0487

Email: ahagen@bytespeed.com

ByteSpeed Sales Rep: Corbin Duncan

Sales Rep Phone: (218) 227-0470

Sales Rep Email: cduncan@bytespeed.com

CUSTOMER INFORMATION

Customer: City of Nevada (IA)

Customer Address:
1209 6th St
Nevada, IA 50201

Contact Name: Jordan Cook

Customer Phone: 515-382-5466

Customer Email: jcook@cityofnevadaiowa. org

INSTALLATION GUARANTEE:

Unless otherwise stated in this SoW, ByteSpeed will guarantee the work performed to function according to the SoW for 1 Year after completion of this project. Any issues associated with the install past this end date will be handled separately as a change order and may incur additional charges.
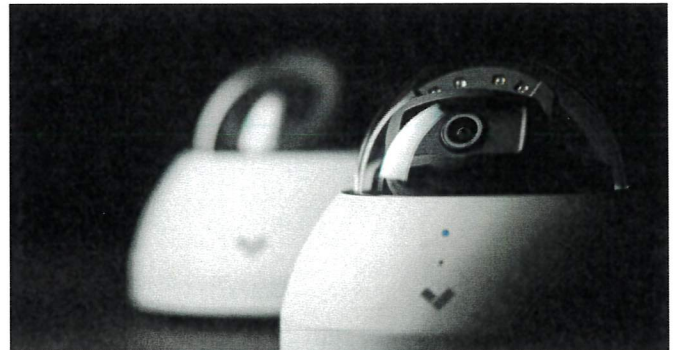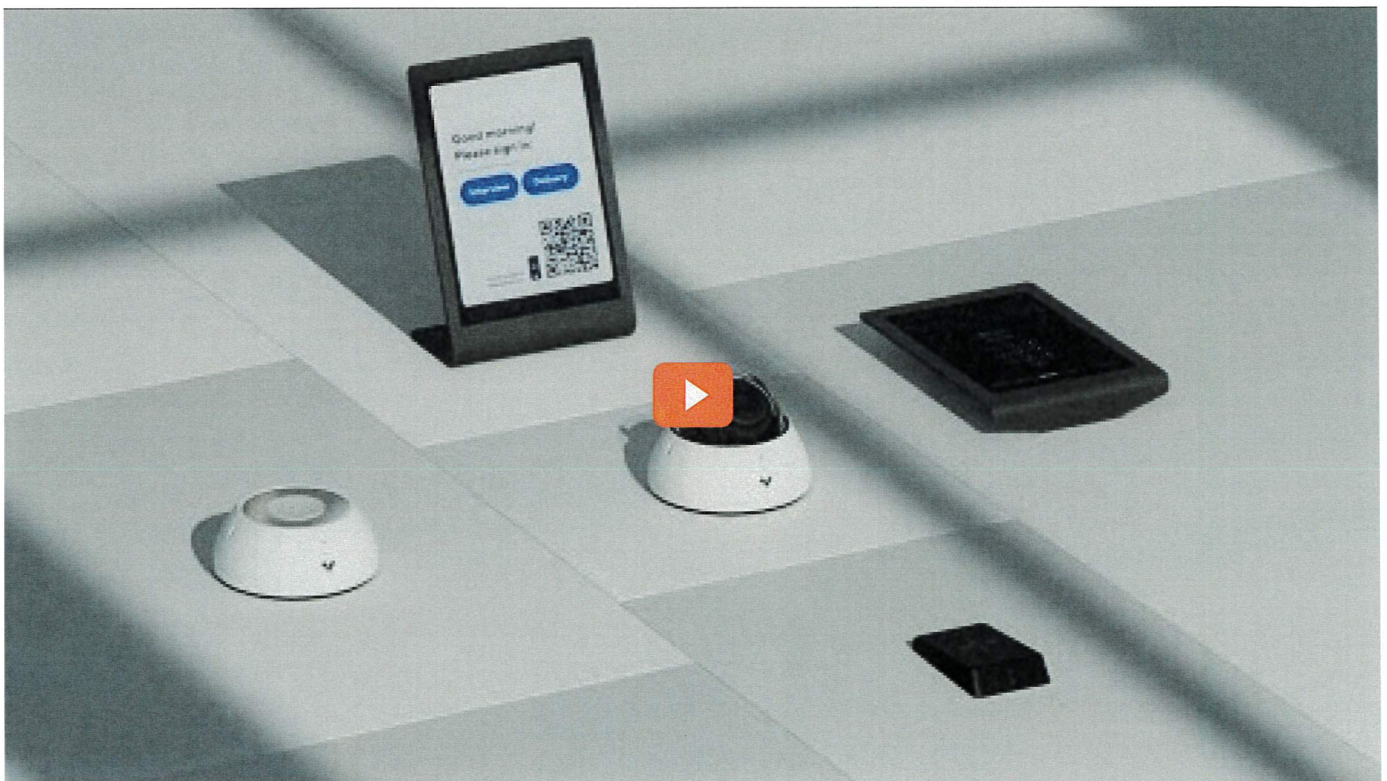
Verkada Security Systems

Unlock Smarter Access and Control with Verkada
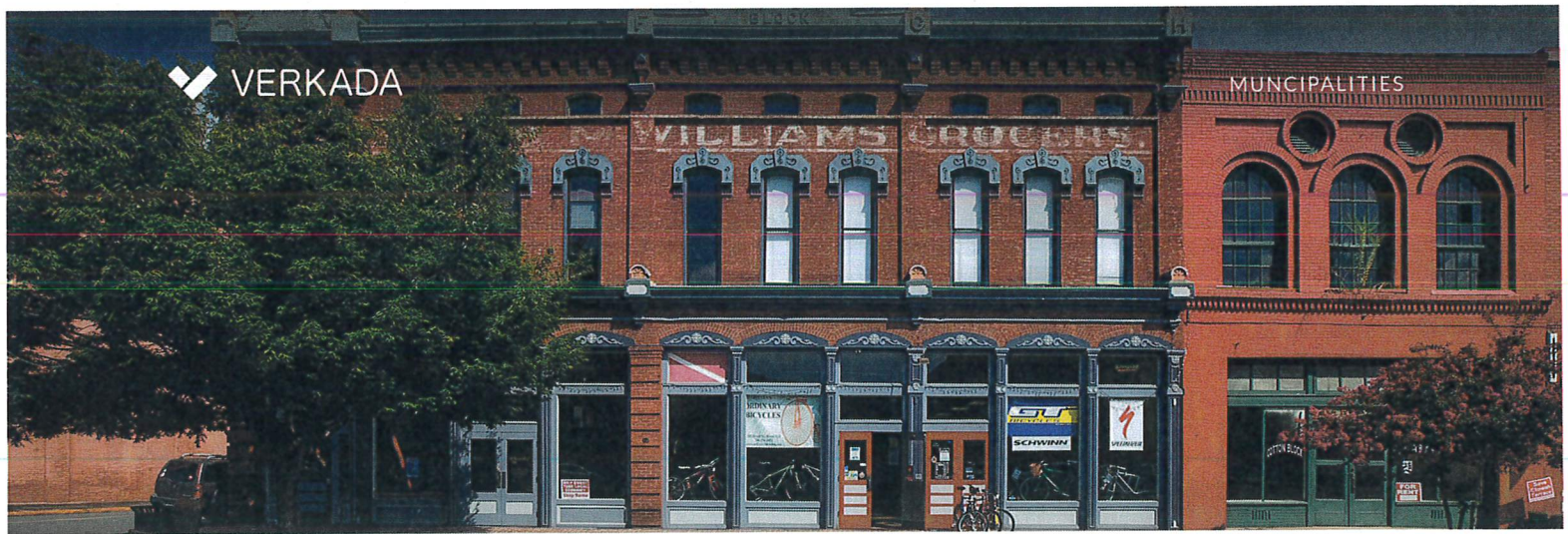
Why Verkada?

- Streamlined Incident Response
- Effortless Management
- Actionable Data Insights
- Next Level Security
- Flexible Camera Options

Learn what it means to have ByteSpeed standing behind your network deployments.
https://www.bytespeed.com/about/customer-testimonials/

VERKADA

MUNICIPALITIES

SOLUTION OVERVIEW

Modern Security For Safer, Smarter Communities

With Verkada, instantly strengthen public safety. Verkada's plug-and-play video security solution makes it simple to scale coverage while improving visibility across your town or city.

Why Municipalities Choose Verkada

Simple to Deploy
No NVRs/DVRs, thick clients, or added configurations — just a PoE connection

Stays Secure
Automatic updates ensure cameras have the latest features and security patches

Bandwidth-Friendly Connectivity
Cameras can be installed anywhere, including remotely with cellular modems

No Added Storage Costs
Each camera has built-in storage, removing ongoing infrastructure costs

Access Footage Anywhere
Whether onsite or remote, all cameras can be accessed from a single platform

Always Reliable
View footage from anywhere with 24/7 continuous coverage & offline access

Weather-Resistant Cameras
Outdoor cameras are IP66 & IP67 rated, ready for the harshest conditions

Increase Coverage, Reduce Crime
Day or night, cameras ensure visibility to areas where crimes may take place

> " Verkada cameras are flexible and versatile. We can put them anywhere, quickly. Same day, no questions.
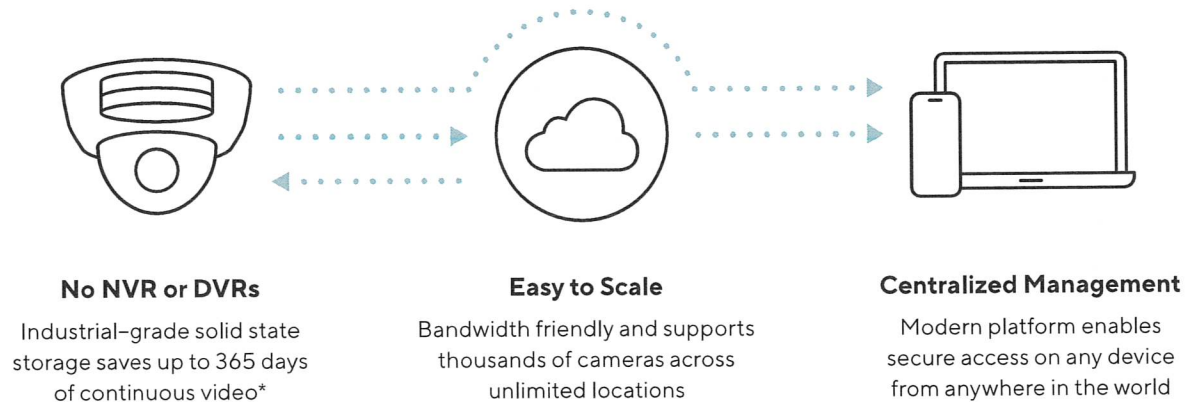
Garrett Bradlyn
IT Manager, City of Parkersburg

→ **Reach out to your local reseller partner to learn more.**

Verkada Inc. 405 E 4th Ave, San Mateo, CA, 94401

Verkada's Hybrid Cloud Architecture

No NVR or DVRs

Industrial–grade solid state
storage saves up to 365 days
of continuous video*

Easy to Scale

Bandwidth friendly and supports
thousands of cameras across
unlimited locations

Centralized Management

Modern platform enables
secure access on any device
from anywhere in the world

The reliability of on–camera solid–state storage, with the accessibility of the cloud

Simple to Install

- No NVRs, DVRs, or servers—just a PoE connection
- Cameras come online and configure in minutes
- No added software or complexities like port forwarding

Easy to Use

- Centralized management for secure remote access on any device nearly anywhere
- No training required to access footage and features
- Find, download and share footage from any device

Advantages of Cloud–Managed Solution

- Real–time alerts if cameras fall offline
- SAML–based integration with single–sign on (SSO) solutions
- Continuous updates with new AI features
- Instantly share live footage via SMS and email
- Live, proactive alerting based on unusual activity

Ready For Scale

- Bandwidth–friendly, operating at just 20–50 kbps per sensor
- Scale to thousands of cameras per location
- No added equipment needed to support additional cameras

No Hidden Costs

- Hardware includes an industry–leading 10–year warranty
- Automatic firmware updates keep systems secure
- New features and enhancements are added at no additional costs

*All our cameras record in "adaptive quality," capturing both standard and high quality streams. Standard quality (SQ) video is stored up to the amount of retention specified by the customer. The amount of high quality video stored on the camera will depend on the amount of motion detected by the camera over time. To learn more, visit our website: https://www.verkada.com/blog/recording-in-adaptive-quality/
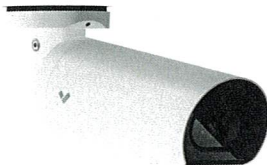
Video Security Hardware
Wide range of form factors built for any need

Dome Series

- Wide range of models for indoor and outdoor deployments
- Vandal–resistant form factors, including ratings of IK08 (indoor) and IK10/IP67 (outdoor)
- Image resolutions ranging from 5MP–4K
- Up to 365 days of retention in standard quality
- 128GB – 2TB of onboard storage

Bullet Series

- Available in wide and telephoto lens options
- Waterproof IP67–rated hermetically sealed lens assembly, IK10–rated CNC aluminum housing for unmatched durability
- Available in 5MP and 4K image resolutions
- Up to 365 days of retention in standard quality
- 128GB – 2TB of onboard storage
- License Plate Recognition available for CB51–TE and CB61–TE cameras
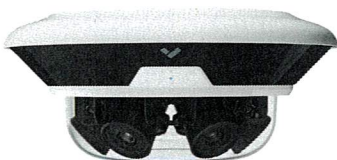
Mini Series

- Low–profile form factors for any environment
- Available in 5MP image resolution
- Up to 365 days of retention in standard quality
- 128GB – 2TB of onboard storage

Fisheye Series

- Five viewing modes: Panoramic, PTZ, 2–way split, 3–way split and 4–way split
- High–resolution image quality with 12MP
- Up to 90 days of retention in standard quality
- 512GB – 2TB of onboard storage

Multisensor Series

- Four independent cameras from a single install point
- Comprehensive coverage with 20MP image resolution
- Up to 365 days of retention in standard quality
- 1TB - 8TB of onboard storage

PROPOSAL SUMMARY

Proposal Submitted To	Job/WO #	Phone	Date
City of Nevada		**515-382-4352**	**11/24/2025**

Street		Job Name
1209 6th. St.		**Door Access Controllers**

City, State, Zip Code		Job Location
Nevada, Iowa 50201		**City Hall**

Attention	Date of Plans	Terms
Kerin Wright		

Marshalltown Alarms is pleased to have the opportunity to quote this project.

Install and program a Keyscan door access system to replace the outdated Brivo system in the City Hall Building. There are four, 4 door controllers which will be replaced and all field devices will remain. The power supplies will remain as well. The network card and Keyscan Aurora operating Software are included with this quote. The cost to replace the 4 controllers and new operating software will be $16,439.06. there are no recurring costs with this system.

Any field devices that are found to be defective will be replaced on a time and material basis.

This quote does NOT include painting or repair of walls or ceiling if required

We Propose hereby to furnish material and labor – complete in accordance with the above specifications, for the sum of:

Sixteen Thousand four hundred thirty-nine dollars and 06/100's $16,439.06 tax is not included

Payment to be made as follows:
To be paid with-in 30 days of receipt of invoice.

All material is guaranteed to be as specified. All work to be completed in a workmanlike manner according to standard practices. Any alteration or deviation from the above specifications involving extra costs will be executed only upon written orders, and will become an extra charge over and above the estimate. All agreements contingent upon strikes, accidents or delays beyond our control. Owner to carry fire, tornado and other necessary insurance. Our workers are fully covered by Worker's Compensation Insurance.

Bill Heckel

Note: This proposal may be withdrawn by us if not accepted within **30** days of the above date.

Acceptance of Proposal - the above prices, specifications and conditions are satisfactory and are hereby accepted. You are authorized to do the work as specified. Payment will be made as outlined above.

Signature _____   Date _____

MARSHALLTOWN ALARM

PROTECTED

PROPOSAL SUMMARY

Proposal Submitted To	Job/WO #	Phone	Date
City of Nevada		**515-382-4352**	**11/24/2025**

Street		Job Name
1209 6ᵗʰ. St.		**Door Access Controllers**

City, State, Zip Code		Job Location
Nevada, Iowa 50201		**Water Treatment Plant**

Attention	Date of Plans	Terms
Kerin Wright		

Marshalltown Alarms is pleased to have the opportunity to quote this project.

Install and program a Keyscan door access system to replace the outdated Brivo system in the Water Treatment Plant. There are three, 4 door controllers which will be replaced and all field devices will remain. The power supplies will remain as well. City Hall will have the software to control and program the system. The cost to replace the 3 controllers will be $12,097.26. there are no recurring costs with this system.

Any field devices that are found to be defective will be replaced on a time and material basis.

To purchase the Aurora operating software that cost would be $837.55 in addition to this quote.

This quote does NOT include painting or repair of walls or ceiling if required

We Propose hereby to furnish material and labor – complete in accordance with the above specifications, for the sum of:

Twelve thousand ninety-seven dollars and 26/100's   **$12,097.26 tax is not included**

Payment to be made as follows:
To be paid with-in 30 days of receipt of invoice.

All material is guaranteed to be as specified. All work to be completed in a workmanlike manner according to standard practices. Any alteration or deviation from the above specifications involving extra costs will be executed only upon written orders, and will become an extra charge over and above the estimate. All agreements contingent upon strikes, accidents or delays beyond our control. Owner to carry fire, tornado and other necessary insurance. Our workers are fully covered by Worker's Compensation Insurance.

Bill Heckel

Note: This proposal may be withdrawn by us if not accepted within **30** days of the above date.

Acceptance of Proposal - the above prices, specifications and conditions are satisfactory and are hereby accepted. You are authorized to do the work as specified. Payment will be made as outlined above.

Signature _____   Date _____

Worry-free security, delivering *MORE* than peace of mind.

VETERAN OWNED
★ ★ ★ ★ ★
LOCALLY OPERATED

Prepared For:

City of Nevada (Jordan Cook)

Address:

**1209 6th Street
Nevada, IA 50201**

Security Advisor:

*Andrews, Alex

Advisor Contact Info:

alex@astrasecurity.com

COMMERCIAL AND RESIDENTIAL

515 257 6627

www.AstraSecurity.com

advisors@astrasecurity.com

1605 N Ankeny BLVD, Ankeny, IA 50023

ASTRA Security

Equipment & Materials	QTY	Rate	Amount
(ACCESS CONTROL) Two-Door Controller Kit w/ Cabinet - Requires 120V Power	1.00	$1,650.00	$1,650.00
(BATTERY) 12V 7AH Backup Battery for Access Control and Neo	2.00	$42.50	$85.00
(ACCESS CONTROL) Two-Door Expansion Board	7.00	$650.00	$4,550.00
(ACCESS CONTROL) Expansion Cabinet, Up to 8 Additional Doors	1.00	$525.00	$525.00
(ACCESS CONTROL) Access Card Reader w/ Pin Pad	1.00	$475.00	$475.00

Miscellaneous Items, Travel, & Discounts	QTY	Rate	Amount
Travel time, misc service items, & fuel	5.00	$55.00	$275.00
ASTRA Technician Labor - Take Over/Re-wire Existing Doors	16.00	$0.00	$0.00

Note	User	Modified Date
Taking over 16 existing doors on Access Control. Will try to re-use everything we can. For sure a new card reader with PIN option for the SE City Hall Entrance.	alex@astrasecurity.com	1/12/2026 10:51:56 AM

Investment/Installation Costs

Up-Front Investment

Equipment & Materials:	$ 7,285.00
Design, Installation, & Programming:	$ 6,000.00
Trip Charges/Misc. Items/Discounts:	$ 275.00

Standard Pay: Minimum 35% deposit, invoice remaining total after successful/satisfactory installation.
FLEX Pay: Split up-front cost over 6 monthly payments. No credit checks or interest, autopay required*.

UP-FRONT TOTAL : **$ 13,560.00**
Plus Sales Tax

MONTHLY TOTAL : **$ 175.00**
Plus Sales Tax

Monthly Service Packages

Description	Monthly Amount
(ACCESS CONTROL) AccessPLUS 16 - Cloud-Hybrid System, 16 Doors, Advanced Access Control Integration, Encryption, Health Checks, History Logs, Mobile	$175.00

ASTRA Security®

Worry-free security, delivering *MORE* than peace of mind.

VETERAN OWNED
★ ★ ★ ★ ★
LOCALLY OPERATED

Prepared For:

City of Nevada (Jordan Cook)

Address:

**1231 W Lincoln Hwy
Nevada, IA 50201**

Security Advisor:

*Andrews, Alex

Advisor Contact Info:

alex@astrasecurity.com

COMMERCIAL AND RESIDENTIAL

📞 **515 257 6627**

🌐 **www.AstraSecurity.com**

✉️ **advisors@astrasecurity.com**

1605 N Ankeny BLVD, Ankeny, IA 50023

![ASTRA Security logo]

Equipment & Materials	QTY	Rate	Amount
(ACCESS CONTROL) Two-Door Controller Kit w/ Cabinet - Requires 120V Power	1.00	$1,650.00	$1,650.00
(BATTERY) 12V 7AH Backup Battery for Access Control and Neo	2.00	$42.50	$85.00
(ACCESS CONTROL) Two-Door Expansion Board	3.00	$650.00	$1,950.00
(ACCESS CONTROL) Expansion Cabinet, Up to 8 Additional Doors	1.00	$525.00	$525.00
(ACCESS CONTROL) Access Card Reader w/ Pin Pad	1.00	$475.00	$475.00

Miscellaneous Items, Travel, & Discounts	QTY	Rate	Amount
Travel time, misc service items, & fuel	2.00	$55.00	$110.00
ASTRA Technician Labor - To Takeover/Re-wire Existing Doors	7.00	$0.00	$0.00

Note	User	Modified Date
Taking over 6 existing doors and gate reader system. Trying to re-use all existing equipment, for sure replacing the front entry reader with new PIN style reader.		1/12/2026 12:35:15 PM

Investment/Installation Costs

Up-Front Investment

Equipment & Materials:	$ 4,685.00
Design, Installation, & Programming:	$ 2,415.00
Trip Charges/Misc. Items/Discounts:	$ 110.00

Standard Pay: Minimum 35% deposit, invoice remaining total after successful/satisfactory installation.
FLEX Pay: Split up-front cost over 6 monthly payments. No credit checks or interest, autopay required*.

UP-FRONT TOTAL : $ 7,210.00
Plus Sales Tax

MONTHLY TOTAL : $ 93.50
Plus Sales Tax

Monthly Service Packages

Description	Monthly Amount
(ACCESS CONTROL) AccessPLUS - Cloud-Hybrid System, Advanced Access Control Integration, Encryption, Health Checks, History Logs, Mobile App	$24.50
(ACCESS CONTROL) AccessPLUS 6 Additional Doors - Advanced Access Control Integration (Per Additional Door)	$69.00