

Sample document — This is a redacted example of an Okos Technical Proposal. All client-identifying information, project codes, site addresses, and pricing have been removed.



Enterprise Security Deployment

Technical Proposal — Sample Document

PREPARED FOR

[Client Name Redacted]

PREPARED BY

Okos Inc.

DATE

April 2026

PROJECT CODE

[REDACTED]

PROJECT LOCATION

[End Client Facility Redacted]

Confidential — Client Information Redacted

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1. Executive Overview

Okos is contracted to install and configure a comprehensive security infrastructure for the client at a distribution facility. This project encompasses the deployment of an integrated Access Control and Intercom System, an extensive Closed-Circuit Television (CCTV) surveillance network, and a robust Intrusion Detection System (IDS). The designed solution utilizes entirely client-supplied, enterprise-grade hardware to ensure a highly secure, continuously monitored, and easily manageable environment for the facility.

2. Corporate Qualifications

About Okos

Company Overview

Okos Inc. is a security deployment contractor specializing in the design, supply, installation, and commissioning of access control and CCTV systems across commercial, industrial, and institutional facilities. Headquartered in Calgary, Alberta, with operations across North America, Okos has delivered multi-site security infrastructure projects since 2019.

How We Work

All Okos projects are executed through a structured deployment process managed via our proprietary project management platform. This ensures consistent documentation, version-controlled design deliverables, and formal commissioning reports on every engagement. Our in-house technical team handles design and field delivery directly, maintaining a single chain of accountability from initial scope through final handover.

Technical Team Qualification

The following profiles represent the Okos technical team directly responsible for the design, coordination, and delivery of this engagement. All team members operate within the OkosAI platform, ensuring full documentation, version control, and quality review are maintained centrally throughout the design and deployment lifecycle.

Project Leadership

Rowell Concepcion

Technical Team Leader

Okos, 3 years

B.Sc. Mathematics (Computer Science); B.Sc. Electronics & Communication Engineering

Certifications: RCDP, Building Construction Supervisor Safety

Rowell leads Okos's technical delivery team, overseeing field coordination, installation quality, and day-to-day project execution. He combines three years of progressive Okos experience with over a decade coordinating large-scale infrastructure projects across Singapore's MRT network, including the Jurong Region Line and Thomson-East Coast Line.

Satya Sadasivam

Quotation Specialist & Solutions Designer

Okos, 3+ years

MBA, Power Management; B.Sc. Electronics

Platforms: Verkada, Rhombus, Brivo, Avigilon Openpath, KISI, HID, Samsara

Satya is Okos's lead solutions designer, translating client requirements into complete, costed system designs. With 25+ years across telecommunications, physical security project management, and enterprise integrations, he brings deep cross-platform expertise to every pre-construction phase. At Okos he leads solution design across CCTV, access control, and integrated security deployments, and provides ongoing remote technical support to installation teams.

Design Team

Srutakirti Sinha

CCTV & Network Specialist

Okos, 3+ years

M.Sc. Information Technology

Specializes in CCTV system design, camera placement, network diagrams, and storage estimation. Expertise in video analytics and AI-driven monitoring integration, with remote configuration and troubleshooting support for field teams across LAN/WAN environments.

Allen Alexis Manalo

System Design Engineer

Okos — ELV Systems

B.S. Industrial Technology

ELV specialist across CCTV, ACS, FDAS, and PAVA. Produces system layouts, equipment placement plans, and BOMs with SketchUp 3D modeling. Prior background as Pre-Sales Design Engineer covering estimation, layout design, and multi-system project coordination.

Raffy Tolentino**System Design Engineer**

Okos — ELV Systems

B.Arch, Technological Institute
of the Philippines

14+ years designing ELV systems including CCTV, access control, BGM/PA, and FDAS. Converts client requirements into complete design packages — preliminary layouts, budgetary BOMs, and cost estimates. Proficient in AutoCAD; extensive tender and pre-sales documentation background.

4. Bill of Materials

Okos Scope of Work

Access Control System & Intercom System

- Installation of (18) Access Control Keypad — client supplied
- Installation of (18) Electric Lockset — client supplied
- Installation of (4) Intercom — client supplied
- Installation of (1) Intercom Master Station — client supplied

CCTV System

- Installation of (76) Fixed Cameras (indoor/outdoor) — client supplied
- Installation of (125) Multi-Lens Cameras (indoor/outdoor) — client supplied

Intrusion Detection System

- Installation of (45) Door Contact — client supplied
- Installation of (4) Glass Break Detector — client supplied
- Installation of (1) IDS Keypad — client supplied
- Installation of (15) Motion Detector — client supplied

Infrastructure

- Installation of (18) runs of ACS cables — client supplied
- Installation of (5) runs of Intercom cables — client supplied
- Installation of (14) runs of Door Contact cables — client supplied
- Installation of (4) runs of Glass Break Detector cables — client supplied
- Installation of (1) run of IDS Keypad cables — client supplied
- Installation of (15) runs of Motion Detector cables — client supplied
- System configuration

Client Scope of Work

- Client to provide all hardware devices needed for ACS, Intercom, CCTV, and IDS.
- Client will provide the cabling layout installation for the CCTV system.
- All accessories needed shall be provided by the client.
- Client to provide all cables and conduit needed for the systems.
- Client to provide the network switch and other peripherals for the system.

Assumptions

- Okos will assume each cable run is measured at 300 ft, as no network switch location has been confirmed. Subject to change upon client clarification.
- Okos will exclude the installation scope of head-end devices (Controller, Sub-controller, PSU, etc.) due to lack of quantity information. Subject to change upon client clarification.

Notes

- Any additional scope of work, device/material, equipment, or system integration that is not mentioned shall be provided by the client or will incur a change order.
- Any special requirement needed (special equipment/tools, permits, certification, etc.) shall be provided by the client or will incur a change order.

Client Supplied

#	Description	Specification	Qty	Unit	Notes
1	ACS Controller	Access Control Panel	—	Nos	
2	Reader	ACS Keypad	18	Nos	
3	Lockset	Electric Lockset	18	Nos	
4	Intercom	Intercom device	4	Nos	
5	Intercom Master Station	Intercom Master Station	1	No	
6	PSU	Power Supply Unit	—	Nos	
7	Backup Battery	Backup Battery	—	Nos	
8	UPS	Uninterruptible Power Supply	—	Nos	
9	ACS License	ACS License	—	Nos	
10	Camera	Fixed Camera indoor/outdoor	76	Nos	
11	Camera	Multi-lens Camera indoor/outdoor	125	Nos	
12	NVR/DVR	NVR/DVR	—	Nos	
13	Camera License	Camera License	—	Nos	
14	IDS Controller	Intrusion Detection Control Panel	—	Nos	
15	Door Contact	Surface, recessed, or overhead	45	Nos	
16	Glass Break Detector	Glass Break Detector	4	Nos	
17	IDS Keypad	IDS Keypad	1	No	
18	Motion Detector	Motion Detector IR / 360	15	Nos	
19	PSU	Power Supply Unit	—	Nos	
20	Backup Battery	Backup Battery	—	Nos	
21	UPS	Uninterruptible Power Supply	—	Nos	
22	Network Switch	Network Switch	—	Nos	
23	ACS Cable	ACS cable	5,500	ft	
24	Intercom Cable	Intercom Cable	500	ft	

#	Description	Specification	Qty	Unit	Notes
25	CCTV Cable	Client to provide cabling layout	—	ft	
26	IDS Cable	IDS Cable	10,500	ft	
27	Conduit	Conduit	—	Nos	
28	Accessories	Accessories & Other Peripherals	—	Nos	

Other Requirements

a	Permitting Requirement	TBD
b	Lift Requirement	TBD
c	Bulky Material Handling Fee	TBD

5. System Architecture Overview

The architecture is built upon a centralized head-end infrastructure that manages three primary subsystems: Closed-Circuit Television (CCTV), Access Control & Intercom (ACS), and Intrusion Detection (IDS).

While Okos is strictly contracted for the cabling and edge-device installation, the overall logical and physical architecture of the client-supplied system is structured as follows:

Diagram A — Logical System Architecture

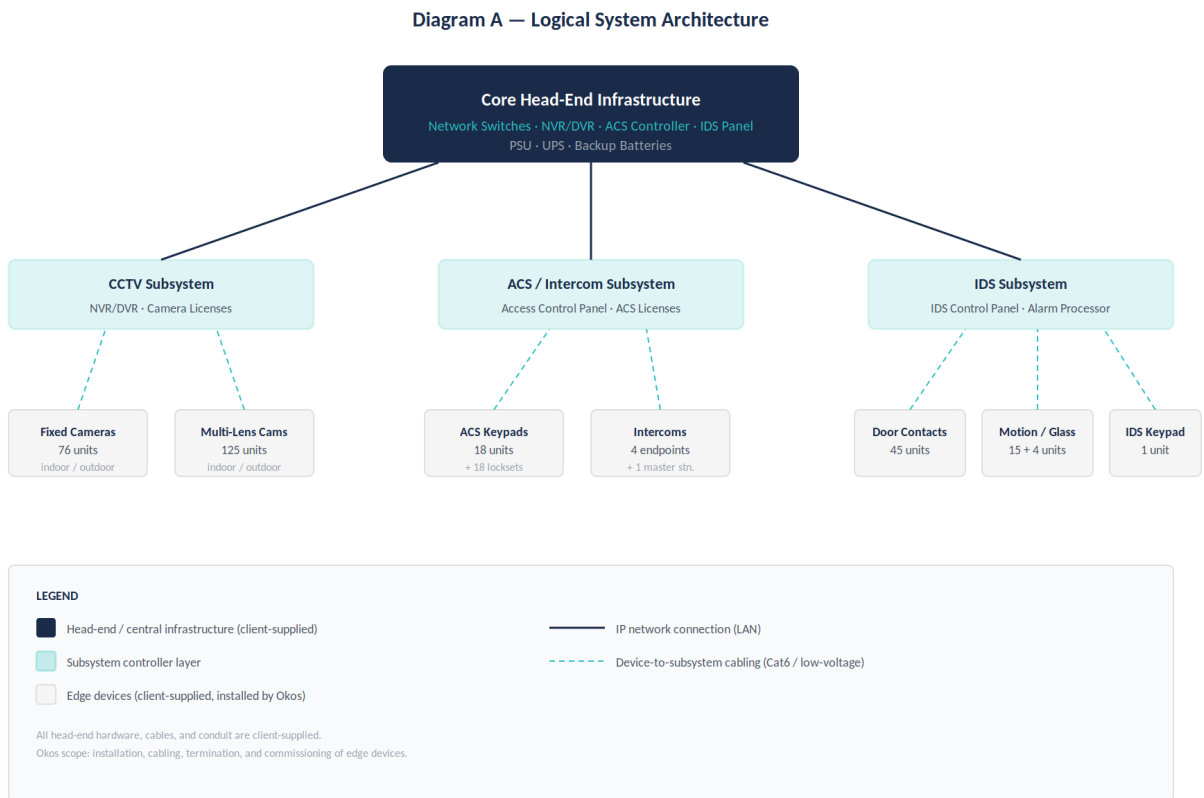
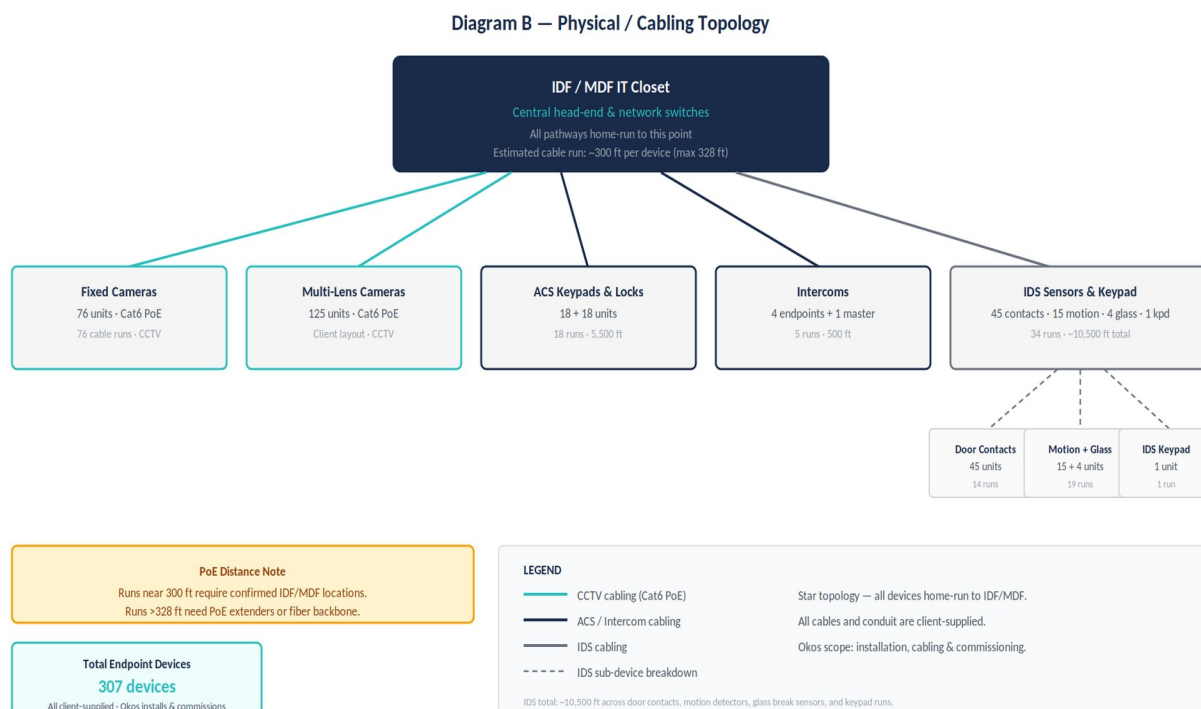


Diagram B — Physical / Cabling Topology



1. Core Network & Head-End Infrastructure

At the center of the architecture is the head-end equipment, which serves as the processing, recording, and power hub for all edge devices.

- **Network Backbone:** Centralized network switches manage data traffic and IP communications between edge devices (cameras, intercoms) and the servers.
- **Power & Redundancy:** Dedicated Power Supply Units (PSUs) distribute power to non-PoE devices (such as locksets and panels), backed by Uninterruptible Power Supplies (UPS) and backup batteries to ensure continuous operation during power outages.
- **Cabling Topology:** The system utilizes a star topology, with homerun cables (estimated at 300 feet per run) connecting the 300+ edge devices back to the central IDF/MDF IT closets.

2. Closed-Circuit Television (CCTV)

The video surveillance network provides comprehensive indoor and outdoor coverage, routing video data back to a centralized recording server.

- **Recording & Management:** A central NVR/DVR processes, stores, and manages all video feeds and camera licenses.
- **Edge Devices:** 76 Fixed Cameras for targeted, stationary monitoring of high-traffic or sensitive areas; 125 Multi-Lens Cameras for expansive, wide-angle, or 360-degree situational awareness.

3. Access Control & Intercom System (ACS)

This subsystem secures physical entry points and facilitates visitor communication, managed by centralized processing boards.

- **Access Control Panels (Controllers):** Validates credentials and sends trigger signals to the physical locks.

- **Perimeter Security:** 18 electric locksets secure the doors, while 18 ACS keypads provide the localized credential input mechanisms.
- **Communication:** An Intercom Master Station communicates over the network with 4 intercom edge devices placed at key entry points for visitor verification.

4. Intrusion Detection System (IDS)

The IDS operates as a layered alarm network to detect unauthorized physical breaches during off-hours or in restricted zones.

- **IDS Control Panel:** The central alarm processor that aggregates status signals from all sensor zones.
- **Sensors & Detectors:** 45 door contacts monitoring entryways; 15 motion detectors (IR/360) for volumetric detection; 4 glass break detectors monitoring vulnerable windows or glass facades.
- **Management:** 1 IDS keypad allows localized arming, disarming, and alarm acknowledgment by authorized personnel.

6. Installation Methodology

The implementation process begins with a thorough review of existing site conditions and infrastructure. Okos technical staff will conduct on-site walkthroughs to validate all mounting locations, cable pathways, power availability, and network access points prior to mobilization. All findings are documented in the OkosAI platform and any discrepancies from the original design are addressed before installation begins.

Following site validation, Okos will mobilize certified regional technicians for on-site deployment. Every technician operates within the Okos mobile app — checking in via geolocation, following AI-assisted installation checklists, and documenting all work in real time. All cabling, terminations, and device configurations will be completed in accordance with the approved design drawings and relevant code requirements.

Once hardware installation is complete, all devices and connections will be tested individually. Network configuration will be carried out including IP addressing, port assignments, and any required network segmentation. Comprehensive testing will be performed to verify signal integrity, link stability, and overall system performance. All punch-list items will be resolved prior to client handover.

7. Technical Considerations

1. Cabling Infrastructure & Distance Limits

- **PoE / Copper Distance Limitations:** The current installation assumption estimates cable runs at 300 feet per device. The standard operational limit for Ethernet and PoE over copper cabling (Cat5e/Cat6) is roughly 328 feet (100 meters). Because 300 feet is extremely close to the maximum threshold of data degradation and power drop-off, precise IDF/MDF locations must be confirmed. Any runs exceeding 328 feet will require PoE extenders, fiber optic backbones, or additional localized network switches.
- **Conduit and Pathway Readiness:** As the client is supplying all conduits and cabling, Okos assumes these pathways will be readily available or provided on-site concurrently with the installation schedule to avoid labor delays.

2. Head-End Dependencies & System Testing

- **Head-End Installation Excluded:** The current Okos scope strictly excludes the mounting and installation of head-end control devices (Access Control Panels, NVRs/DVRs, PSUs) due to a lack of detailed quantity information.
- **Testing Limitations:** If Okos is responsible for the configuration and testing of edge devices, the client-managed head-end infrastructure and network switches must be fully installed, powered, and operational prior to the edge-device commissioning phase. If Okos is required to install the head-end equipment to facilitate this, a change order will be necessary.

3. Hardware Procurement & Site Logistics

- **Client-Supplied Inventory Management:** Because the client is supplying 100% of the hardware, cables, and accessories for over 300 endpoints, project timelines are strictly dependent on the client's procurement, delivery, and staging schedules. Any delays in material delivery will directly impact the installation timeline.
- **Specialized Equipment & Access:** The current scope does not account for specialized mechanical lifts (e.g., scissor lifts or boom lifts) or bulky material handling fees. Given the large deployment of 76 fixed and 125 multi-lens cameras, it is highly probable that high-bay or exterior installations will require lift equipment. If required, this must be coordinated via a change order.
- **Permitting & Compliance:** Any local municipal permits, low-voltage electrical certifications, or facility-specific compliance requirements must be secured by the client prior to Okos beginning installation work.

8. Dependencies & Client Responsibilities

To ensure the successful and timely execution of the installation, the project timeline and Okos's labor scope are strictly dependent on the client fulfilling the following responsibilities:

1. Comprehensive Material & Hardware Supply

As this is a labor-and-routing engagement, the client is solely responsible for the procurement, delivery, and on-site staging of all project materials. This includes:

- **Edge Devices:** All 307 endpoint devices across the CCTV, Access Control, Intercom, and Intrusion Detection systems.
- **Head-End & Power Equipment:** All NVRs/DVRs, Access Control Panels, Intrusion Detection Control Panels, Network Switches, PSUs, UPS units, and backup batteries.
- **Infrastructure Materials:** All bulk system cabling, conduits, mounting hardware, and peripheral accessories required for a complete installation.
- **Dependency:** Okos's installation schedule is contingent upon all materials being delivered and staged on-site prior to the commencement of labor.

2. Software, Networking & Licensing

- **System Licenses:** The client must provide and provision all necessary ACS and Camera software licenses.
- **Network Integration:** The client's IT team or network administrators are responsible for providing active network switches, configuring VLANs, assigning IP addresses, and ensuring network readiness for device configuration.

3. Site Readiness & Infrastructure Dependencies

- **Network Switch Locations:** The client must clarify and finalize the physical locations of all IDF/MDF IT closets. Okos's baseline assumption of 300-foot cable runs is strictly dependent on this layout.
- **Head-End Installation:** Since Okos is excluded from installing the head-end infrastructure, the client must ensure that all core controllers, network switches, and power supplies are installed and operational to allow Okos to properly terminate, configure, and test the edge devices.

4. Administrative, Permitting & Logistics

- **Site Access:** The client must provide Okos technicians with unencumbered access to all necessary installation zones, including high-security areas and IT closets, during agreed-upon working hours.
- **Permitting & Certifications:** Any municipal building permits, low-voltage certifications, or facility-specific compliance documentation required for the installation must be secured by the client.
- **Specialized Equipment & Handling:** If the site environment dictates the need for specialized access tools (e.g., scissor lifts, boom lifts) or incurs bulky material handling fees, these must be arranged and covered by the client.

Note: Any failure to meet these dependencies, or any requirements falling outside this agreed scope (e.g., Okos needing to supply missing accessories, rent lifts, or install head-end devices), will result in a formal change order and potential timeline adjustments.

9. Deliverables

Upon completion of this engagement, Okos will deliver the following to the client:

- A fully functional, tested, and commissioned system in accordance with the approved design
- Device schedule including all installed equipment, serial numbers, and configuration details
- Cable test results and quality control documentation for all installed cabling
- Network documentation including IP addressing, port mapping, and VLAN configuration where applicable
- Formal client acceptance sign-off and project closeout report

10. Conclusion

Okos is fully equipped and prepared to deliver high-quality technical labor, precision cable routing, and edge-device configuration to bring this 300+ device network online. However, because this is a labor-focused engagement, the ultimate success and adherence to the project timeline are intrinsically tied to seamless collaboration. Prompt material procurement, clear communication regarding IT infrastructure (specifically network switch locations), and the proactive installation of head-end control devices by the client are critical to avoiding delays.

Upon final clarification of the outstanding project assumptions and confirmation of hardware staging, Okos is ready to mobilize its technical teams and initiate the deployment phase of this comprehensive security integration.

11. System Drawings

The following design layouts illustrate the planned device placement and coverage across the facility. Project codes, survey identifiers, and designer firm details have been redacted from the title blocks. Floor plan geometry, room labels, and device positions are preserved for technical reference.

[System drawings from the Okos platform — redacted for public distribution]