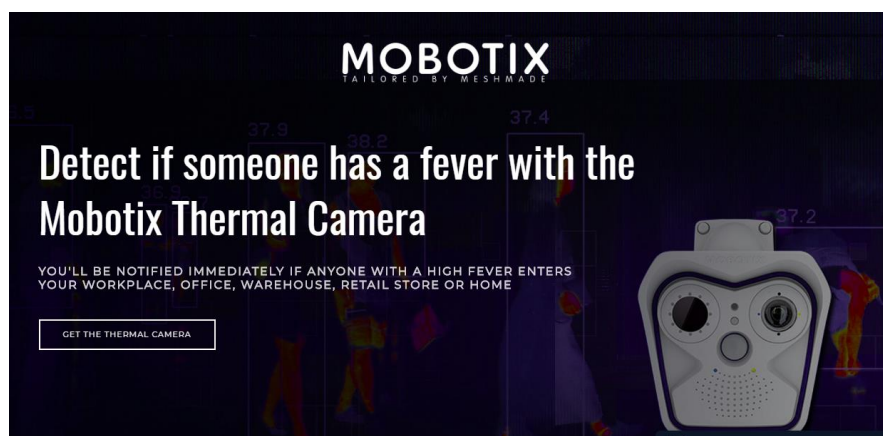


## Covid 19: OSC Awarded Temperature Screening Solution

### KMBS Mobotix Thermal Camera Awarded by OSC OCEPC June 2019

Investment Summary Prepared for; **Ohio School Council**  
Attn: Larry Tomec



Prepared by;  
Mark V Michel  
Sr. GOV / EDU Account Manager  
Security Specialist  
6000 Lombardo Center 3<sup>rd</sup> Floor  
Seven Hill, Ohio 44131  
Cell: 440-781-4467  
[mmichel@kmbs.konicaminolta.us](mailto:mmichel@kmbs.konicaminolta.us)



KONICA MINOLTA



**YOUR LOCAL SUPPORT TEAM OF RESOURCES AT KONICA MINOLTA**

**Mark V Michel** – GOV / ED Cost Specialist  
440.781.4467 | [mmichel@kmbs.konicaminolta.us](mailto:mmichel@kmbs.konicaminolta.us)

**Rich Sinkovic** - Senior Branch Service Manager  
440.627.6646 | [rsinkovic@kmbs.konicaminolta.us](mailto:rsinkovic@kmbs.konicaminolta.us)

**Carmen Pescatrice** - Branch Solutions Architect  
[cpescatrice@kmbs.konicaminolta.us](mailto:cpescatrice@kmbs.konicaminolta.us)

**Gary Ell** – GOV / ED Contract Manager  
[GELL@kmbs.konicaminolta.us](mailto:GELL@kmbs.konicaminolta.us)



KONICA MINOLTA



## Investment Summary:

### Current State:

Schools need a reliable solution for fast first line accurate temperature reading as students and staff comes in the door that is not offensive.

### Future State Recommendation:

KMBS Mobotix M16 Thermal Cameras on the OSC contract provide cost effective superior German engineered quality thermal cameras that have a fast range of uses in addition to temperature reading.

### Product Recommendation:

Mobotix M16 Thermal Camera, Software, Delivery, Installation, Networking, Temperature calibration, Training, Mobile PC workstation Cart with Mobotix M16 thermal camera mounted on it using either a PC or Laptop meeting the Cameras criteria.

## No Other Thermal Camera Comes Close to the Mobotix M16.

Not only is the Mobotix M16 Thermal Detection Camera discreet and an attractive device, but it comes with a dual thermal lens.

It's also weatherproof, making it completely ideal for all weather conditions. Being powered by PoE (Power Over Ethernet) makes it the ideal solution when it comes to installation, plus it runs on only 8 watts of power, making it extremely cost-effective.



## Mobotix M16B Thermal Camera Features and Specifications:

- Mx6 system platform with H.264 and ONVIF compatibility
- Thermal radiometry: calibrated thermal image sensor
- Three field of view variants: 45°, 25° or 17°
- Additional image sensor module options
- Recording on an internal MicroSD card (4GB as standard)
- Integrated microphone and speaker
- MxActivitySensor can also be used in total darkness
- PoE thermal camera with a maximum power consumption of just 8 watts


# Unprecedented times call for a Thermal Camera which is truly unprecedented

With the recent pandemic we're experiencing worldwide, you need to keep your employees and family safe and secure.

The Mobotix M16 thermal camera detects and alerts you via your phone if anyone has a high fever. No other thermal camera works like this one, and no other thermal camera comes close the build quality of the Mobotix M16.







## The Thermal Camera of Choice

**PERFECTLY DESIGNED**

The Mobotix M16 Thermal Camera is manufactured in Germany.

**ULTIMATE DETECTION**

No other thermal camera can spot a fever without human or computer assistance.

**COMPACT & FLEXIBLE**

Our high-end thermographic camera is small and can be mounted anywhere.

**DUAL LENS SYSTEM**

The Mobotix M16 uses a dual thermal imaging system, giving you peace of mind.

**CERTIFIED PARTNER**

We've been a Certified Mobotix Partner for years and have shipped many units.

**DEDICATED SUPPORT**

Our team of highly trained Mobotix Specialists can answer any question.

Certification required and we have them

## ISO Standards Certified Product

To use a thermal camera when it comes to fever screening, the said camera must be suitable for and comply with ISO 80601-2-59 according to ISO/TR 13154:2017 that has been set forth by the International Organization for Standardization.

ISO 13154 (Deployment, implementation and operational guidelines for identifying febrile humans using a screening thermograph) is specific to temperature screening of individuals, but using screening thermograph equipment defined by ISO 80601-2-59 (particular requirements for the basic safety and essential performance of screening thermographs for human febrile temperature screening).

All-in-One Height Adjustable Desk

5

## Ohio School Council Awarded Pricing

### KMBS Mobotix M16 Thermal Camera Package

Qty. 1 M16 Thermal

Short Description	Long Description	List Price	OSC Price
M16B Thermographic Camera TR, 50 mK, R079 (45°)	IP thermographic camera TR with Germanium Lens: B079 equivalent, horizontal/vertical image angle 45°/32° • ONVIF-compliant Mx6 system platform (2nd generation) with H.264, MxPEG+ and M-JPEG • Thermal radiometry (TR): calibrated thermal sensor for temperature events from -40 to 550°C (-40 to 1022°F) • NETD typ. 50 mK, <79 mK, IR range 7.5 to 13.5 micrometer, uncooled micro bolometer, up to 9 frames per second, 336 x 252 pixels (can be scaled up to 6MP) • Optional optical 6MP sensor module (to be ordered individually) • IP66/IK07, -40 to 60°C (-40 to 140°F) • Internal DVR: 4 GB microSD • System components: speaker and microphone (inside housing), PIR sensor, temperature sensor, MxActivitySensor, shock detector • VarioFlex wall mount (can be used with additional ceiling mount MX-DH-M24-SecureFlex and pole mount MX-MH-SecureFlex-ESWS), ethernet patch cable 0.5 m/1.65 ft • Interfaces: Ethernet 10/100 (RJ45), MxBus, USB; IO and RS232 via additional MX Interface Box • Incl. 1 Blind Module (MX-SM-Blind-PW)	\$5,499.00	\$5,224.05

Professional Services, Shipping, Delivery, Pole Installation, Networking, Temperature Calibration, Assembly, and Training

**Mobotix Thermal Cameras Software**  
**4 year warranty**

**OSC Special**  
**OSC Special**

**\$1,775.82**  
**FREE**  
**FREE**

### **OSC Award Total Cost Per Unit**

**\$ 6,999.87** 1 time purchase option each

Or

### **Lease Purchase Option**

Lease Purchase cost 60 months at \$ 151.20 month each.

Shorter terms available upon request

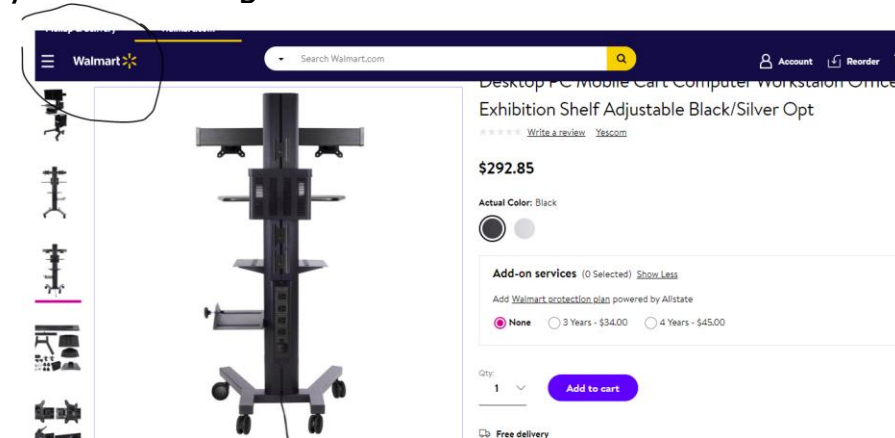
**We recommend one unit for every entrance way.**



## Optional Accessories

Many Options exist for mounting the thermal M16 cameras, most use a mobile workstation cart with a monitor pole which we mount the unit to. Provide them yourselves or get them from us. See below

You need a basic laptop or PC to run the camera for mobile applications. If we are installing into your current system a PC or Laptop is not necessary. Provide them yourselves or get them from us. See below



All-in-One Height Adjustable Desk



**May Specials** Open with ▾



**Dell OptiPlex 7470 All In One**

- Core i5 9500 Processor
- 8 GB RAM
- 500 GB HDD
- Win 10 Pro 64 Bit Operating System
- 3 Years Hardware Service Warranty

**MSRP: \$1,528.00**  
**Price: \$1,095.55**

### Dell OptiPlex 3070

- Micro Form Factor
- Core i5 9500T Processor
- 8 GB RAM
- 256 GB SSD
- Windows 10 Pro 64 Bit Operating System
- 3 Years Hardware Service Warranty

**MSRP: \$1,091.00**

**Price: \$721.00**



### Lenovo ThinkPad E595

- AMD Ryzen 3500U Processor
- 8 GB RAM, 256 GB SSD
- 15.6" IPS 1920 x 1080 (Full HD)

**MSRP: \$729.00**

**Price: \$690.00**

### Work From Home Bundle By Lenovo



ThinkCentre M90-n  
Nano Desktop



Lenovo T23d Monitor

### **Executive Summary,**

The Konica Minolta Mobotix Thermal Solution is designed perfectly for use in schools. They are German engineered and manufactured of the highest quality and ISO standards. The versatility and 10 year life expectancy makes them a great value. The low end hand held solutions are cumbersome, offensive, lack design and accuracy with distance, the high end solutions like used in airports are not cost effective for schools. Backed by an award winning company, **Satisfaction Guarantee** and local branch office, KMBS Ohio is invested in our schools.

Thank you for your kind consideration. The necessary investment will be quickly repaid in saving to be repaid and by providing safety and security to our children and teachers.

Sincerely,

Mark V Michel  
Sr. GOV / EDU Account Manager  
6000 Lombardo Center 3<sup>rd</sup> Floor  
Seven Hill, Ohio 44131  
Cell: 440-781-4467  
[mmichel@kmbs.konicaminolta.us](mailto:mmichel@kmbs.konicaminolta.us)