

Installing and Pricing an Isotec Security System

As a new dealer there are a few steps involved in installing an Isotec Security System. There are cost associated that should be added to the Isotec quote. The steps and trades required may differ from system to system. This document is meant to help guide you through this process and to make sure that you cover the costs that are sometimes not thought about. Isotec Security's standard systems are 84" wide x 90" tall x 90" deep. If the standard system does not fit into the customers opening you are required to use the site survey process. This document should also be used in conjunction in with the site survey.

Permits/Codes:

Depending on local code, a construction permit may need to be obtained. Fire/Life Safety and ADA codes should be considered. Isotec Security offers several solutions to meet local codes.

Taxes:

Sales Tax is not charged to the dealer with a resale license. Most applications require tax to be charged to the customer.

Concrete Work:

If there is not a flat surface for the portal to be installed on you may need to contract a concrete company to level the area.

Storage:

Since the Portal, Glass, and Metal Detector components come from different locations it is suggested that you have a place to store the incoming shipments at your facility or a storage facility. While we try to make sure all 3 shipments arrive as close as possible we can not ensure that everything will arrive to the installation site at the same time.

Shipping:

Shipping of the product to the dealer's warehouse is covered in Isotec's quote. However you will need to get the product to the installation site. This may require you to get a shipping company involved or you may already have the ability to get the product to the site.

The Isotec System generally consists of:

- 1 portal crate not to exceed 101.5" in height. Typical size is 36" Wide x 96" Long x 101.5" Tall. Typical weight is 1700 lbs.
- 1 glass crate. Typical size is 36" Wide x 72" Long x 48" Tall. Typical weight is 1700 lbs.
- 1 or 2 metal detector boxes. Typical size is 26" Wide x 90" Long x 8" Tall. Typical weight is 150 lbs.

Equipment Rental:

A forklift may be required at the job site to offload the system.

Demolition:

Typically there is an existing building front that needs to be removed and made ready for the portal installation. The demolition process is separate from the installation process and may require additional manpower.

Electrical:

- All systems require a 110 VAC dedicated breaker for system power. Local code may require that this be run through a conduit.
- A 2 gang outlet is generally mounted above the portal in the ceiling. This will either be hardwired or provided with outlets depending on the type of portal.
- Sometimes there is lighting or switches that need to be moved to another location.
- Isotec also can provide interior lighting in the portal that will need to be hardwired.
- All of these items will need to be taken care of by an electrician to ensure that they meet local code.
- The electrical work should be done either prior to installation or during to ensure a smooth work flow.

Mechanical Installation:

Majority of the Isotec Security System is already preassembled. The mechanical installation crew should consist of at least 2-3 mechanically skilled persons. They should be equipped with all the tools outlined in the required tools listing. These are the general steps to mechanically installing the portal.

- Basic Assembly of the portal inside the facility. It is critical that the portal can be assembled inside the building and then slid into place. Look for anything that might get in the way.
- Sliding portal in place.
- Level and square the portal.
- Anchor and wedge the portal.
- Hang doors and mount hardware.
- Install glass. (No glazing experience is needed) However it is critical that the glass installation documentation be followed precisely in order for the installation to be successful.
- Finish work.

Technical Installation:

All of the electronics are assembled and tested at the factory. The technical installers should consist of 1 or 2 technical skilled persons. These are general steps to technically installing the portal.

- During assembly of the portal, devices need to be plugged in. Connectors are clearly marked.
- Various cables need to be run from the portal to the control console. These cables are for communication and have low voltage (24VDC) running through them. Local code may require that this be run through a conduit. Also consider the cable length requirements. The standard cable length is 100'.
- Plug in and mount devices into the control console.
- Camera equipment may need to be installed.
- Hook up building alarms and fire alarms.
- Go through technical training on how the system operates and how to troubleshoot.



Building Alarm and Fire Alarm:

Isotec gives you the option of connecting the Isotec Security System to the customers building alarm and fire alarm. This can sometimes require getting the building alarm and fire alarm companies involved.

Installation Training:

Isotec provides mechanical and technical onsite training at cost for the first installation. Isotec requires at least 2 weeks prior notice for training. The typical cost for expenses ranges from \$1500 - \$2000. Any further training will be provided on an hourly basis plus expenses. It is crucial that a trained crew install future systems. Isotec Security requires all dealers to have trained installers.

Locksmith:

The bank may request that the Isotec mechanical and electrical keys be re-keyed to match their existing locks. This cost can either be taken care of by you or the bank.

Finish Work:

Thresholds: These are not provided by Isotec as every location is different. These will need to be provided and installed by you if the customer requests them. It is critical that they do not touch the Isotec System.

Transoms: In some applications the portal does not go all the way to the ceiling and cables can be exposed. In these cases you will need to contract someone to construct a transom to cover the area and make it aesthetically pleasing. You will want to make sure that it is built in such a way to allow service access. This is generally made of laminated wood and metal brackets.

Trim: The portal is built smaller than the opening it is installed in. This leaves gaps that must be closed up. Metal angles or wood painted to match the portal is usually installed to cover these gaps.

Paint: During demolition damage may occur to the existing walls. These may need to be patched and painted.

Drywall: If ballistic fiberglass is installed over the existing drywall it may require drywall work be done to conceal it.

Signage: Isotec does not provide any signage as every customer wants something different. We can provide you with an online sign company where signs can be purchased.

Customer Training: Once the system is installed and tested you will need to designate someone to turn the systems over to the customer. Isotec Security will train the dealer how to operate the system and what to expect when they train customers in the future. During the initial turnover to the customer Isotec will train the end users in how the system operates. Refer to the customer training documentation provided to you by Isotec.

Service Contract: Isotec Security Systems, once installed, generally operate free of any problems. However, preventative maintenance is required to ensure the system continues to operate smoothly. Occasionally you may be required to service the portal if it does stop operating. Majority of our dealers will sell a service contract to the customer to cover the costs associated with this.

Pricing: Isotec Security will provide you with a price list for standard products. If changes to the pricing are made you will be issued a new price list. Prices on custom quotes are good for 60 days. Please make sure you are using current pricing.